

A MARKET FEASIBILITY STUDY OF:
FIRST CHRISTIAN
CHURCH

A MARKET FEASIBILITY STUDY OF: FIRST CHRISTIAN CHURCH

**6165 Leesburg Pike
Falls Church, Fairfax County, Virginia 22312**

**Inspection Date: February 29, 2024
Effective Date: February 29, 2024
Report Date: March 8, 2024**

**Prepared for:
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Assignment Code: 10354392

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March 8, 2024

David Johnson
Wesley Housing Development Corporation
5515 Cherokee Avenue, Suite 200
Alexandria, VA 22312

Re: Market Study for First Christian Church
6165 Leesburg Pike
Falls Church, Fairfax County, Virginia 22044

Dear David Johnson:

At your request, Novogradac & Company, doing business under the brand name Novogradac Consulting (Novogradac), has performed a study of the multifamily rental market in the Falls Church, Fairfax County, Virginia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 95-unit, senior-tenancy LIHTC project. Upon completion, all units will be restricted to senior households age 55 and above earning 30, 40, 50, and 60 percent of the Area Median Income (AMI) or less. Forty-eight of the Subject's 95 affordable units will benefit from project-based PBV subsidy where tenants pay 30 percent of their income towards rent. The Subject will also include a medical clinic. Analysis of the clinic is outside of the scope of this report. We previously completed an appraisal and market study on the Subject development in October 2022, and a subsequent appraisal and market study in October 2023. Neither the valuation division nor the appraisal group have completed any additional prior work on the Subject within the last three years. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

Wesley Housing Development Corporation is the client in this engagement and intended user of this report. The Stated Purpose of this assignment is for tax credit application purposes to Virginia Housing. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages, or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering. As our client, Wesley Housing Development Corporation owns this report and permission must be granted from them before another third party can use this document. We assume that by reading this report another third party has accepted the terms of the original engagement letter including scope of work and limitations of liability. We are prepared to modify this document to meet any specific needs of the potential uses under a separate agreement.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,

Novogradac



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Assumptions and Limiting Conditions

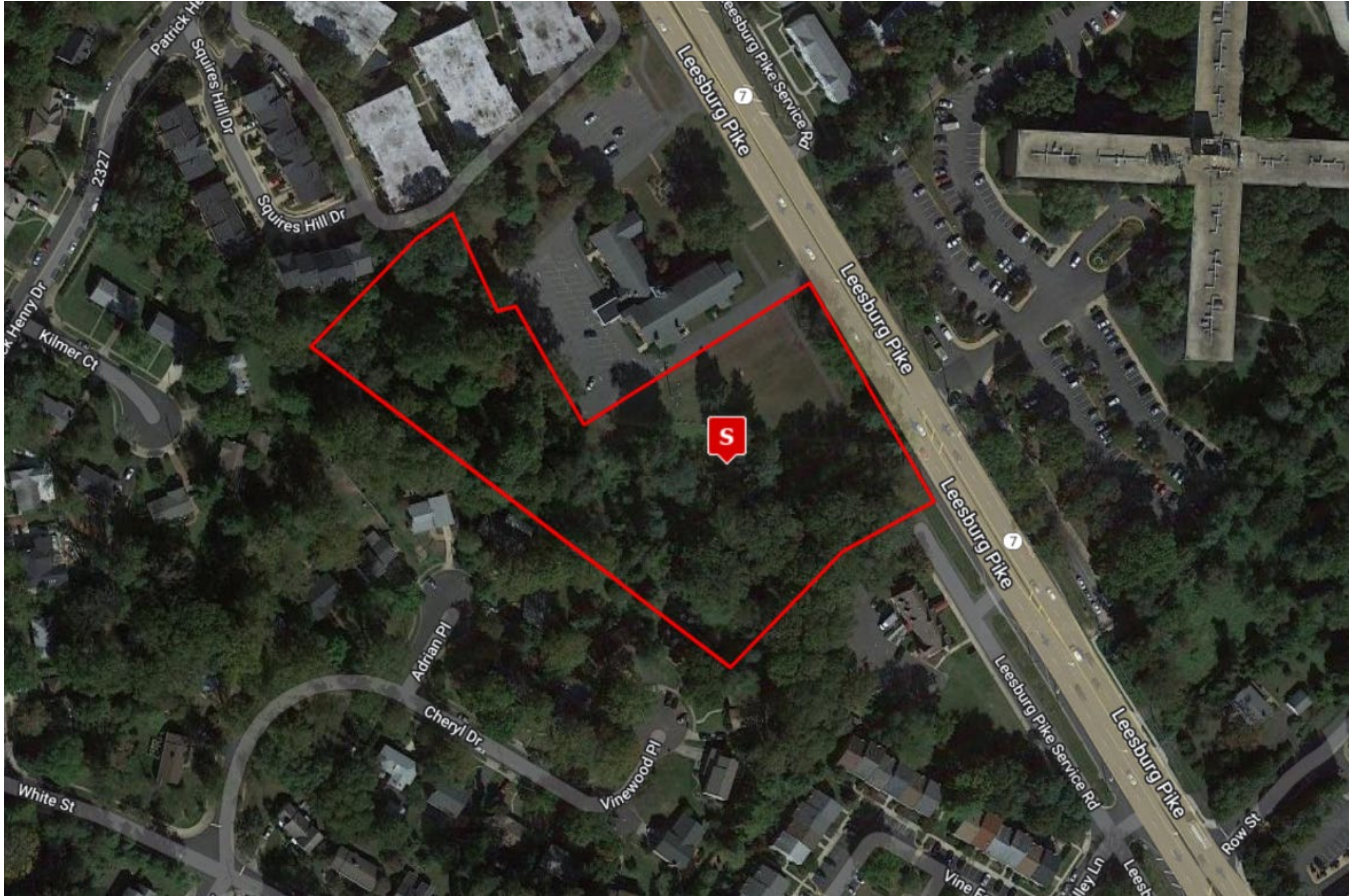
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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Subject Site Location:

The Subject site is located at 6165 Leesburg Pike in Falls Church, Fairfax County, Virginia 22044. In the following aerial image, the Subject site is outlined in red. The existing house of worship, which will remain as a separate parcel from the Subject site, is outlined in orange. The church and Subject site are currently combined in one parcel but will be separated.



Source: Google Earth, February 2024

Surrounding Land Uses:

Directly north of the Subject site is a house of worship. Farther north are townhome condominiums, office uses, and commercial uses. Also to the north are two multifamily developments, Greenwood Apartments and Hollybrooke Apartments. We attempted to contact Greenwood Apartments, but our calls have not been returned as of the date of this report. Current occupancy data for Greenwood Apartments was not available online. Hollybrooke Apartments was utilized as a comparable in our analysis. Additionally, a homeless shelter is located north of the Subject. East of the Subject site is The Jefferson Apartments. We attempted to contact this property, but our calls have not been returned as of the date of this report. Current occupancy data was not available online. However, the property is currently offering a concession of \$1,000 off the first month's rent. Farther east are single-family homes in average to good condition. Directly south of the Subject is a funeral home and two houses of worship. Farther south are owner-occupied townhomes and single-

family homes in average condition, condominiums, Justice High School, and Munson Hill Towers. This property was utilized as a comparable in our analysis. West of the Subject site are single-family homes in average to good condition.

Site Description:

The overall Subject site is irregular in shape and has access to Leesburg Pike. The Subject site is 4.03 acres, or 175,373 square feet according to the site plan provided by the client. The site exhibits level topography and is not located in a floodplain. The Subject building will be a four-story elevator-serviced midrise building. The structure will be steel frame construction on concrete slab foundation with a flat roof. Upon completion, the Subject will exhibit excellent overall condition.

Scope of Construction:

The Subject is proposed new construction. Construction is scheduled to be complete in 2026.

Proposed Rents:

The following table details the proposed rents for the Subject’s units.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	600	6	-	\$718	\$129	\$847	\$847	\$1,803
2BR/2BA	960	3	-	\$865	\$152	\$1,017	\$1,017	\$2,045
@40% (PBV)								
1BR/1BA	600	7	\$1,854	\$1,854	\$129	\$1,983	\$1,130	\$1,803
2BR/2BA	960	2	\$2,097	\$2,097	\$152	\$2,249	\$1,357	\$2,045
@50% (PBV)								
1BR/1BA	600	26	\$1,854	\$1,854	\$129	\$1,983	\$1,413	\$1,803
2BR/2BA	960	4	\$2,097	\$2,097	\$152	\$2,249	\$1,696	\$2,045
@60%								
1BR/1BA	600	33	-	\$1,566	\$129	\$1,695	\$1,695	\$1,803
2BR/2BA	960	5	-	\$1,883	\$152	\$2,035	\$2,035	\$2,045
@60% (PBV)								
1BR/1BA	600	4	\$1,854	\$1,854	\$129	\$1,983	\$1,695	\$1,803
2BR/2BA	960	5	\$2,097	\$2,097	\$152	\$2,249	\$2,035	\$2,045
Total		95						

*Source of Utility Allowance provided by the Developer

The Subject is a proposed senior LIHTC property that will offer a total of 95 units, all of which will be revenue-generating. The Subject’s LIHTC rents at the 30 and 60 percent of AMI levels are set below the 2023 maximum allowable rents. Forty-eight of the Subject's units at 40, 50, and 60 percent of AMI are subsidized with project-based vouchers where tenants pay 30 percent of their income towards rent. Absent subsidy, these rent limits would have to be lowered to be within the rent and income limit guidelines.

Target Household Income Levels:

Based on the proposed unit mix and rent levels, the range of annual household income levels are depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40% (PBV)		@50% (PBV)		@60%		@60% (PBV)	
1BR	\$25,410	\$36,180	\$0	\$48,240	\$0	\$60,300	\$50,850	\$72,360	\$0	\$72,360
2BR	\$30,510	\$40,710	\$0	\$54,280	\$0	\$67,850	\$61,050	\$81,420	\$0	\$81,420

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	\$25,410	\$36,180	\$33,900	\$48,240	\$42,390	\$60,300	\$50,850	\$72,360
2BR	\$30,510	\$40,710	\$40,710	\$54,280	\$50,880	\$67,850	\$61,050	\$81,420

Economic Conditions

Employment in the PMA is concentrated in professional/scientific/tech services, public administration, and other services, which collectively comprise 48.6 percent of local employment. The large share of PMA employment in public administration is notable as this sector typically exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the professional/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade sectors. Employment in the MSA declined by 5.6 percent in 2020 amid the pandemic, similar to the overall nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, similar to the 2.1 percent growth reported across the nation.

Primary Market Area

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as Falls Church and west/central Arlington. The PMA boundaries are: West Street, Interstate 66, and State Route 29/Langston Boulevard to the north; North Kirkwood Road and Washington Boulevard to the east; Columbia Pike to the south; and Sleepy Hollow Road, Holmes Run Stream Valley Park, Graham Road, and Woodley Place to the west. The PMA encompasses approximately 18 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 20 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The secondary market area (SMA) for the Subject is Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria city, Arlington, Clarke, Culpeper, Fairfax city, Fairfax, Falls Church city, Fauquier, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

Demographic Data

Population in the PMA increased at an annualized rate of 3.1 percent between 2010 and 2023, compared to growth of 3.8 percent in the MSA and 2.6 percent across the nation. The percentage of senior renter households in the PMA rose between 2010 and 2023 and is estimated to be 33 percent as of 2023. This is similar to the estimated 33 percent of renter households across the overall nation. The median income in the PMA as of 2023 is slightly above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2028. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

Vacancy

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

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Gilliam Place	LIHTC	Family	173	4	2.3%
Hollybrooke Apartments	LIHTC	Family	249	0	0.0%
Monterey Apartments	LIHTC	Family	109	0	0.0%
The Carlin	LIHTC	Senior	162	0	0.0%
The Jordan	LIHTC	Family	90	0	0.0%
Henderson Park	Market	Family	66	0	0.0%
Munson Hill Towers	Market	Family	279	2	0.7%
Roosevelt Towers Apartments	Market	Family	191	5	2.6%
Seven Corners	Market	Family	284	2	0.7%
The Maxwell	Market	Family	163	3	1.8%
LIHTC Total			783	4	0.5%
Market Total			983	12	1.2%
Overall Total			1,766	16	0.9%

The comparable properties reported vacancy rates ranging from zero to 2.6 percent, with an overall weighted average of 0.9 percent. Managers at four of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.5 percent, well below the 1.2 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 2.6 percent or less. The average LIHTC vacancy rate of 0.5 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.

Vacancy By Bedroom Type

The following table summarizes overall vacancy levels by bedroom type at the surveyed properties.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	OBR	1BR	2BR	3BR
Gilliam Place	LIHTC	Family	-	-	-	-
Hollybrooke Apartments	LIHTC	Family	-	-	-	-
Monterey Apartments	LIHTC	Family	-	-	-	-
The Carlin	LIHTC	Senior	-	0.0%	0.0%	-
The Jordan	LIHTC	Family	-	0.0%	0.0%	0.0%
Henderson Park	Market	Family	-	0.0%	0.0%	0.0%
Munson Hill Towers	Market	Family	0.0%	1.3%	0.0%	0.0%
Roosevelt Towers Apartments	Market	Family	0.0%	3.7%	2.4%	0.0%
Seven Corners	Market	Family	-	0.7%	0.7%	-
The Maxwell	Market	Family	2.1%	2.1%	0.0%	-

As proposed, the Subject will consist of one and two-bedroom units. Vacancy rates in the market average of 0.8 percent for one-bedroom units and zero percent for two-bedroom units. Overall, given the vacancy rates in the market and the household growth rates projected for the PMA, we do not believe the Subject will negatively impact the existing properties in the market.

Absorption Estimate

The following table details the absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	4.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.5 miles
The MO	LIHTC	Family	Washington	2022	300	25	8.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	8.4 miles
The Vale	Market	Family	Washington	2022	301	27	10.0 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	7.5 miles
The Silva	Market	Family	Washington	2021	172	6	7.4 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	7.2 miles
The Apex	LIHTC	Family	Arlington	2020	256	21	4.5 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	7.5 miles
Riverpoint	Market	Family	Washington	2020	480	25	7.4 miles
Average Affordable					139	24	
Average Market					352	21	
Overall Average					217	23	

We obtained absorption data from 11 properties, located between 2.5 and 10.0 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 23 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately five months.

Demand

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the Subject focus and market focus penetration rates. Based on the Subject's tenancy and location, we assume that 20 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS

Calculation	As Proposed	Absent Subsidy
@30%	1.0%	1.0%
@40% (PBV)	0.3%	0.9%
@50% (PBV)	0.8%	3.2%
@60%	3.8%	4.6%
@60% (PBV)	0.2%	4.6%
All Units	2.2%	4.1%
Penetration Rate	15.6%	17.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The demand analysis illustrates strong demand for the Subject's units. Additionally, both penetration rates are considered low and indicative of demand for additional affordable housing supply such as the proposed Subject.

- The average vacancy rate reported by the LIHTC comparables was 0.5 percent, below the 1.2 percent weighted average reported by the market rate properties. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- The Subject is located in Fairfax County, Virginia. Fairfax County is typically a target area for seniors who live in markets with high job growth, such as the Washington, DC metropolitan area.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	1.4%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	1.4%
Project Wide Capture Rate with Leakage - All Units	1.1%
Project Wide Absorption Period (Months)	4.8 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	2.6%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.6%
Project Wide Capture Rate with Leakage - All Units	2.1%
Project Wide Absorption Period (Months)	4.8 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable family properties, and superior to the comparable senior property, which features inferior unit sizes relative to the Subject;
- The Subject will offer elevator-serviced midrise design, similar to slightly superior to the comparables;
- The Subject’s location is in close proximity to most major locational amenities, and offers good accessibility and excellent visibility;
- The Subject’s achievable LIHTC rents at 30, 40, 50, and 60 percent of AMI appear reasonable, and offer a significant market rent advantage;
- There is ample demand for affordable housing as evidenced by low capture rates and low vacancy rates, at the comparable properties.

Weaknesses

- A weakness of the Subject will be its lack of in-unit and property amenities such as balconies, dishwashers, washer/dryers, business centers, and swimming pools found at many of the comparable properties. However, these amenities are typically not found at senior properties.

Recommendations and Overall Conclusion

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.5 percent at the comparable LIHTC properties. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and high demand reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2023 maximum allowable rents are achievable for the Subject at the 30, 40, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

Report Description:	Novogradac has performed a comprehensive market study of the multifamily rental market in the Falls Church, Virginia areas relative to First Christian Church, a proposed 95-unit senior LIHTC development.
Developer/Client Information:	Wesley Housing Development Corporation.
Intended Use and Users of the Report:	The report will be submitted to Virginia Housing for LIHTC application purposes. The intended users of the report are Virginia Housing and Wesley Housing Development Corporation.
Scope of the Report:	<ul style="list-style-type: none">▪ Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.▪ In-person inspection of the Subject site and its general location.▪ Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.▪ Investigating the general economic health and conditions of the multifamily rental market.▪ Estimating number of income-eligible households and performing an analysis of relevant demographic demand for the Subject.▪ Complete a by-bedroom capture rate analysis that analyzes the level of potential income-eligible tenants in the Primary Market Area.▪ Reviewing relevant public records and contacting public agencies.▪ Analysis of the economic and social conditions in the market area, in relation to the project.▪ Establishing the Subject’s Primary Market Area, if applicable.▪ Surveying competing projects, both LIHTC and market-rate.
Effective Date:	The Subject was inspected by Novogradac on February 29, 2024. Therefore, February 29, 2024 will serve as the effective date of this report.
Primary Contacts for the Report:	Kelly Gorman – Kelly.Gorman@novoco.com Tara Rial – Tara.Rial@novoco.com Nicholas Aguilera – Nicholas.Aguilera@novoco.com

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

The project description will discuss the physical features of the Subject, the proposed unit mix, and rents.

Subject Property Description:

First Christian Church (Subject) is the proposed new construction of a 95-unit affordable senior development to be funded with Low-Income Housing Tax Credits (LIHTC). The Subject site is a 4.03-acre parcel located at 6165 Leesburg Pike, Falls Church, Virginia 22044. Upon completion, the Subject will consist of one elevator-serviced, midrise structure offering a total of 95 one and two-bedroom apartments. The Subject's units will be restricted to senior households, aged 55 and over, earning 30, 40, 50, and 60 percent of AMI, or less. Forty-eight of the Subject's 95 affordable units will benefit from project-based PBV subsidy where tenants pay 30 percent of their income towards rent. Notable amenities will include central air conditioning, central laundry, a community room, computer tutoring services, a courtyard, disposals, a fitness center, garages, grab bars, hand rails, pull cords, intercom (buzzer), limited access, an on-site medical professional, on-site management, picnic areas, a library/lounge, an arts and crafts room, a community garden, and surface parking. The Subject will host a medical clinic on the first floor, analysis of which is outside of the scope of this report. Total hard costs are estimated to be \$35,227,294, or \$370,814 per unit. Construction is anticipated to begin in June 2025 and complete in November 2026.

Construction Type:

The Subject's units will be contained within one elevator-serviced building, consisting of four stories.

Target Population and Occupancy Type:

The proposed Subject will target one to four person households earning 30, 40, 50, or 60 percent of the AMI or below. Based on the unit mix and proposed rent levels, qualifying incomes for the Subject's tenants will range from \$0 to \$81,420. Absent subsidy, the income limits will range between \$25,410 to \$81,420.

Proposed Rents:

The following table details proposed rents for the Subject's units based on the developer's pro forma.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	600	6	-	\$718	\$129	\$847	\$847	\$1,803
2BR/2BA	960	3	-	\$865	\$152	\$1,017	\$1,017	\$2,045
@40% (PBV)								
1BR/1BA	600	7	\$1,854	\$1,854	\$129	\$1,983	\$1,130	\$1,803
2BR/2BA	960	2	\$2,097	\$2,097	\$152	\$2,249	\$1,357	\$2,045
@50% (PBV)								
1BR/1BA	600	26	\$1,854	\$1,854	\$129	\$1,983	\$1,413	\$1,803
2BR/2BA	960	4	\$2,097	\$2,097	\$152	\$2,249	\$1,696	\$2,045
@60%								
1BR/1BA	600	33	-	\$1,566	\$129	\$1,695	\$1,695	\$1,803
2BR/2BA	960	5	-	\$1,883	\$152	\$2,035	\$2,035	\$2,045
@60% (PBV)								
1BR/1BA	600	4	\$1,854	\$1,854	\$129	\$1,983	\$1,695	\$1,803
2BR/2BA	960	5	\$2,097	\$2,097	\$152	\$2,249	\$2,035	\$2,045
Total		95						

*Source of Utility Allowance provided by the Developer

The Subject is a proposed senior LIHTC property that will offer a total of 95 units, all of which will be revenue-generating. The Subject's LIHTC rents at the 30 and 60 percent of AMI levels are set below the 2023 maximum allowable rents. Forty-eight of the Subject's units at 40, 50, and 60 percent of AMI are subsidized with project-based vouchers where tenants pay 30 percent of their income towards rent. Absent subsidy, these rent limits would have to be lowered to be within the rent and income limit guidelines.

Assisted Housing Program:

According to the developer, forty-eight of the Subject's units at 40, 50, and 60 percent of AMI are subsidized with project-based vouchers where tenants pay 30 percent of their income towards rent.

Construction Date:

The Subject is proposed new construction. Construction is scheduled to be complete in 2026.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40% (PBV)		@50% (PBV)		@60%		@60% (PBV)	
1BR	\$25,410	\$36,180	\$0	\$48,240	\$0	\$60,300	\$50,850	\$72,360	\$0	\$72,360
2BR	\$30,510	\$40,710	\$0	\$54,280	\$0	\$67,850	\$61,050	\$81,420	\$0	\$81,420

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	\$25,410	\$36,180	\$33,900	\$48,240	\$42,390	\$60,300	\$50,850	\$72,360
2BR	\$30,510	\$40,710	\$40,710	\$54,280	\$50,880	\$67,850	\$61,050	\$81,420

Utility Structure

The following table details utility allowance calculations as derived from the most recent utility allowance schedule published by Virginia Housing, effective as of July 1, 2023. Per Virginia Housing requirements, we have adjusted the comparables using the Housing Authority utility allowances. According to the developer, the utility allowances were derived from an engineer’s estimate and have not yet been approved by the Housing Authority. We assume the utility allowances will be approved by the Housing Authority prior to completion.

HOUSING AUTHORITY UTILITY ALLOWANCE

Utility and Source	Paid By	1BR	2BR
Heating - electric	Tenant	\$34	\$44
Cooking - electric	Tenant	\$5	\$6
Electric	Tenant	\$20	\$25
Air Conditioning - central	Tenant	\$10	\$13
Hot Water - electric	Tenant	\$18	\$23
Cold Water	Tenant	\$25	\$32
Sewer	Tenant	\$29	\$38
Trash	Landlord	\$15	\$15
TOTAL - Paid by Landlord		\$15	\$15
TOTAL - Paid by Tenant		\$141	\$181
TOTAL - Paid By Tenant Provided by Developer		\$129	\$152
% Delta (Developer / Housing Authority)		91%	84%

Source: Virginia Housing, July 2023

Unit Mix:

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

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
1BR/1BA	76	600	45,600
2BR/2BA	19	960	18,240
Total	95		63,840

Gross Building Area:

The Subject building as proposed will measure 115,856 square feet when excluding the medical clinic, which is outside of the scope of this report. Note that the gross building area includes the garage and all other amenity areas.

Unit Amenities:

The Subject’s unit amenities will include central air conditioning, coat closets, and disposals.

Common Area Amenities:

The Subject’s common amenities will include central laundry, a community room, computer tutoring services, a fitness center, on-site management, picnic areas, a library/lounge, an onsite medical clinic, and an arts and crafts room.

Parking:

The Subject will offer a combination of off-street and garage parking. Thirty-four off-street parking spaces and 27 garage parking spaces are proposed, for a total of 61 spaces, or 0.64 spaces per unit. There will be no fee for parking for the residential component. Given the Subject's senior tenancy, accessibility to public transit, and walkability, we expect the number of parking spaces to be adequate. Some parking at the adjacent house of worship will be shared with the medical clinic

in the Subject's building. All parking spaces at the Subject will be for tenants only.

Number of Stories and Buildings:

Upon completion, the overall Subject site will be improved with one four-story elevator-serviced midrise residential building with three elevators.

Americans with Disabilities Act of 1990:

As new construction, we assume the Subject property will not have any violations of the Americans with Disabilities Act of 1990.

Quality of Construction Condition and Deferred Maintenance:

We anticipate that the Subject will be constructed using good-quality materials. As new construction, the Subject will not suffer from deferred maintenance and will be in excellent condition.

Functional Utility:

We were provided with preliminary floor plans for the Subject's overall development. Based upon our review of the Subject floor plans, as well as the site inspection and local interviews, we believe the Subject will be functional upon completion. Copies of the floor plans are included in the *Addenda* of this report.

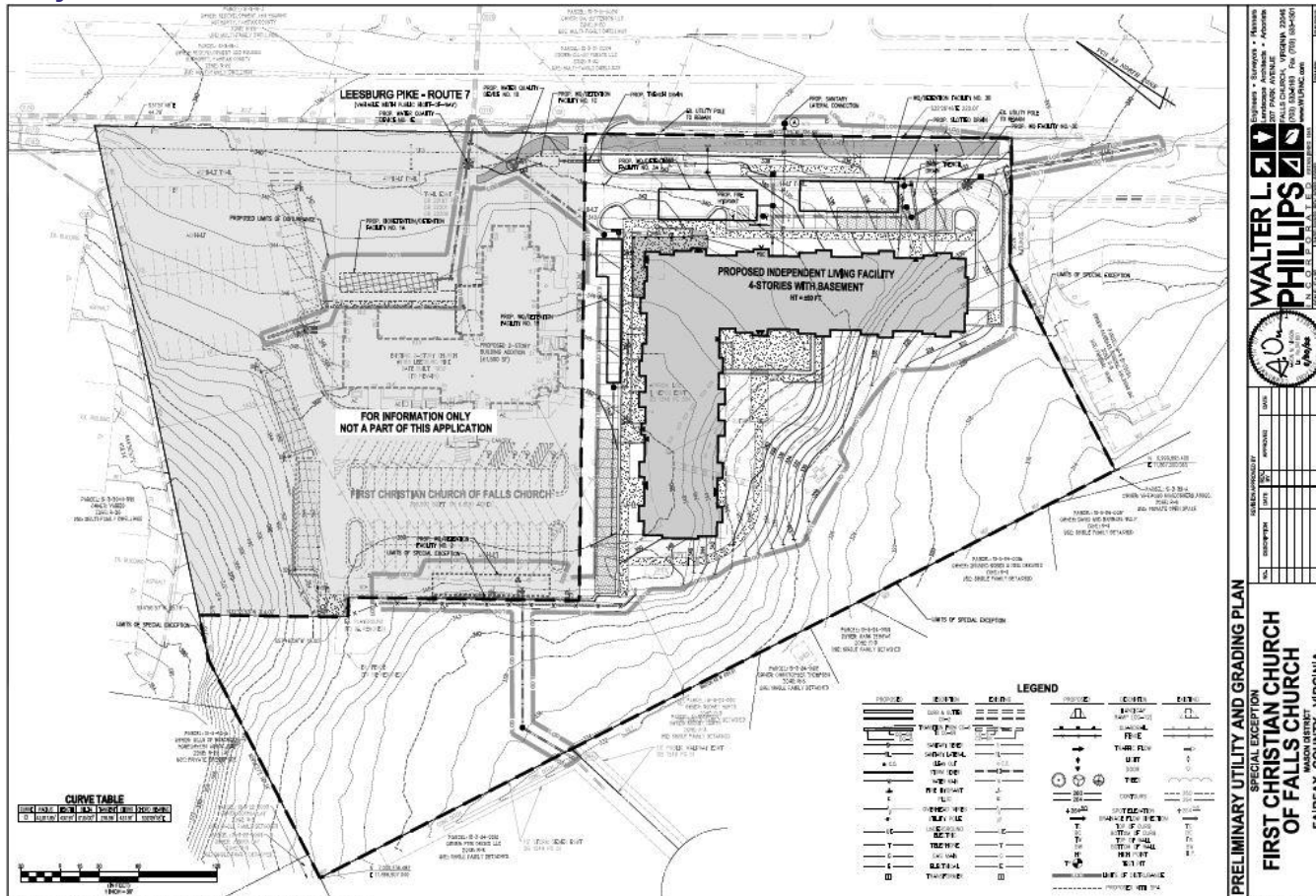
Architectural Plans:


We were provided with preliminary architectural plans for the Subject's overall development. A copy of the site and architectural plans are included in the addenda of this report.

Conclusion:

The Subject property is a proposed 95-unit new construction LIHTC development that will be in excellent condition following construction. As a new construction development with market-oriented floor plans, the Subject will not suffer from functional obsolescence and will provide good utility for its intended use. Additionally, the Subject will be amongst the newest supply of affordable housing in the market and will be superior to the existing supply of affordable housing.

Subject Site Plan

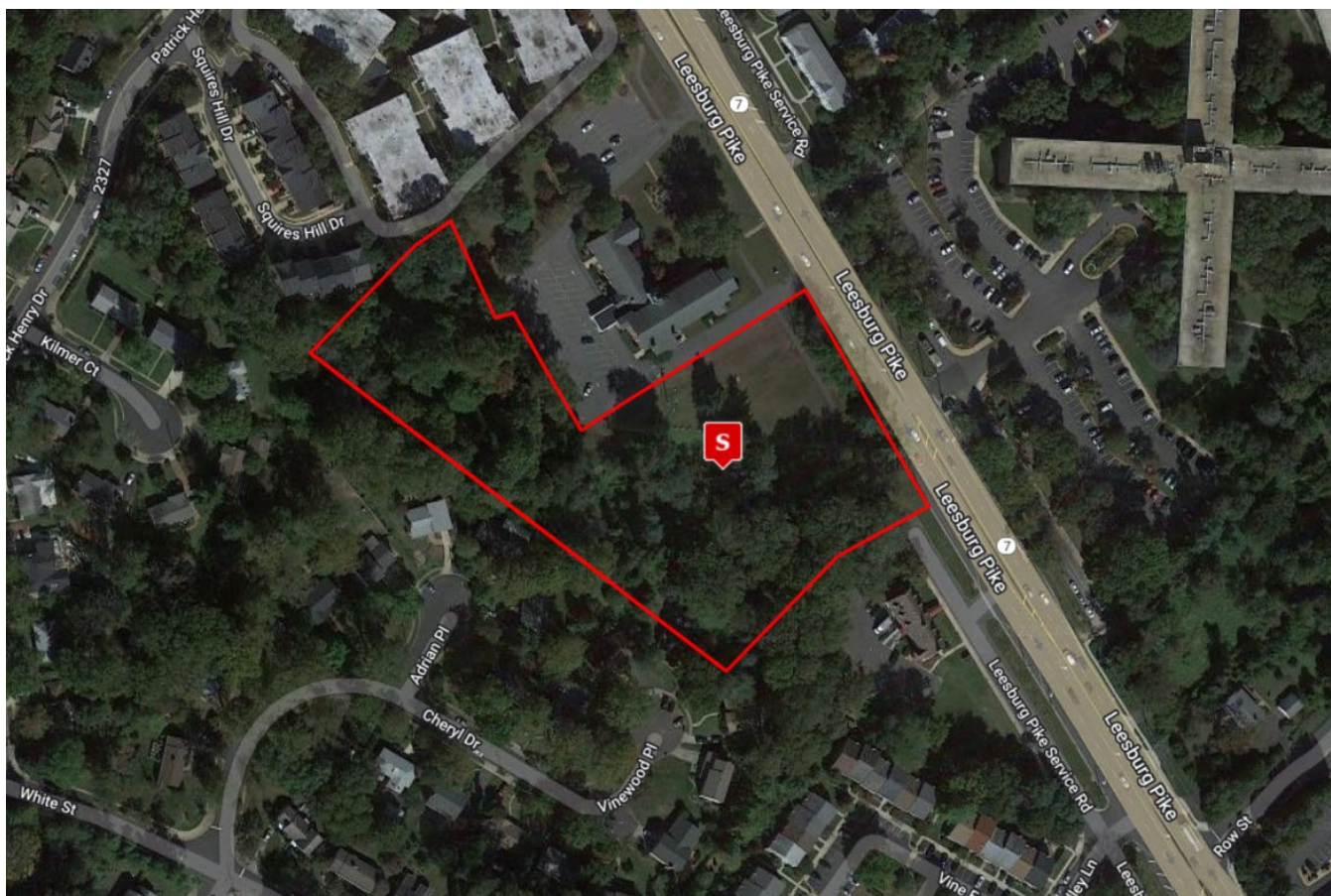


First Christian Church							
Location	6165 Leesburg Pike Falls Church, VA 22044 Fairfax						
Units	95						
Type	Midrise (4-stories)						
Year Built / Renovated	2026						
Tenant Characteristics	Senior						
Utilities							
A/C	not included - central			Other	not included		
Cooking	not included - electric			Water	not included		
Water Heat	not included - electric			Sewer	not included		
Heat	not included - electric			Trash	included		
Unit Mix (Face Rent)							
Beds	Bath	Type	Units	Size (SF)	Rent	Restriction	Max Rent?
1	1	Midrise (4-stories)	6	600	\$718	@30%	
1	1	Midrise (4-stories)	7	600	\$1,854	@40% (PBV)	
1	1	Midrise (4-stories)	26	600	\$1,854	@50% (PBV)	
1	1	Midrise (4-stories)	33	600	\$1,566	@60%	
1	1	Midrise (4-stories)	4	600	\$1,854	@60% (PBV)	
2	2	Midrise (4-stories)	3	960	\$865	@30%	
2	2	Midrise (4-stories)	2	960	\$2,097	@40% (PBV)	
2	2	Midrise (4-stories)	4	960	\$2,097	@50% (PBV)	
2	2	Midrise (4-stories)	5	960	\$2,097	@60% (PBV)	
2	2	Midrise (4-stories)	5	960	\$1,883	@60%	
Amenities							
In-Unit	Blinds Carpeting Central/AC Coat Closet Disposal Grab Bars Hand Rails Oven Pull Cords Refrigerator			Property	Courtyard Elevators Exercise Facility Garage Parking Library Picnic Area Recreational Area Surface Parking Central Laundry Clubhouse On-Site Mgmt Central Laundry		
Security	Intercom (Buzzer) Limited Access			Premium			
Services	Adult Education Computer Tutoring Medical Professional			Other			
Comments							
Recreation areas will include a lounge/library and an arts and crafts room, in addition to the community room. There will be a medical clinic on the first floor of the building that will offer triage and exam rooms, counseling, a physical therapy space, a dental office, and a healing ministry suite. The clinic will offer free services to income qualifying individuals in the community. It is assumed that the majority of tenants at the property will qualify, although the income qualifications for the clinic are not currently available.							

D. LOCATION

LOCATION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description will discuss the physical features of the site, as well as layout, access issues, and traffic flow.



Source: Google Maps, February 2024

Subject Site Location:

The Subject site is located at 6165 Leesburg Pike in Falls Church, Fairfax County, Virginia 22044.

Size:

The Subject site (only portion outlined in red above) is 4.03 acres or 175,373 square feet.

Shape:

The Subject site is irregular in shape.

Frontage:

The Subject has frontage along the southwest side of Leesburg Pike.

Topography:

The Subject site exhibits gently sloping topography.

Utilities:

All utilities are available to the site.

Visibility/Views:

The Subject site has excellent visibility along Leesburg Pike. To the north, views consist of a house of worship, Chateaux Condominium (an owner-occupied property in average condition), Greenwood Apartments (a market rate development built in approximately 1960 that is in average

condition), and Hollybrooke Apartments (a 240-unit LIHTC development built in 1952 that is in average condition). Hollybrooke Apartments was utilized as a comparable in our analysis, but our attempts to contact Greenwood Apartments were unsuccessful. Additionally, a homeless shelter is located north of the Subject. To the east, views consist of The Jefferson (a market rate development built in 1961 that is in average condition) and wooded land. We attempted to contact this property, but our calls have not been returned as of the date of this report. Current occupancy data was not available online. However, the property is currently offering a concession of \$1,000 off the first month’s rent. Farther east are single-family homes in average to good condition. To the south, views consist of a funeral home, two houses of worship, townhomes, and single-family homes in average to good condition. To the west, views consist of single-family homes in average to good condition. Overall, views are average.

Surrounding Land Uses:

Directly north of the Subject site is a house of worship. Farther north are townhome condominiums, office uses, and commercial uses. Also to the north are two multifamily developments, Greenwood Apartments and Hollybrooke Apartments. We attempted to contact Greenwood Apartments, but our calls have not been returned as of the date of this report. Current occupancy data for Greenwood Apartments was not available online. Hollybrooke Apartments was utilized as a comparable in our analysis. Additionally, a homeless shelter is located north of the Subject. East of the Subject site is The Jefferson Apartments. We attempted to contact this property, but our calls have not been returned as of the date of this report. Farther east are single-family homes in average to good condition. Directly south of the Subject is a funeral home and two houses of worship. Farther south are owner-occupied townhomes and single-family homes in average condition, condominiums, Justice High School, and Munson Hill Towers. This property was utilized as a comparable in our analysis. West of the Subject site are single-family homes in average to good condition.

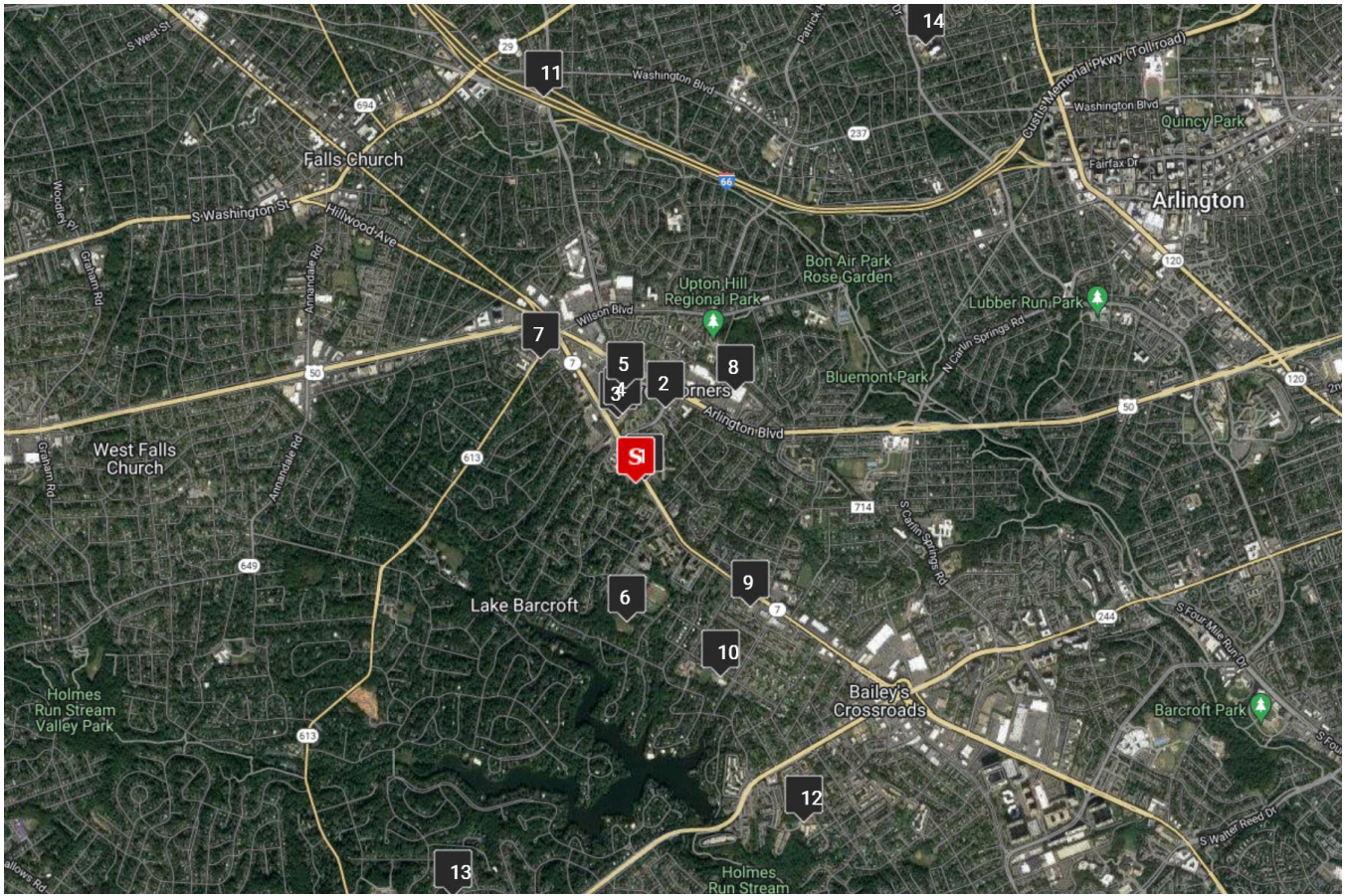
Access and Traffic Flow:

The Subject is accessed via Leesburg Pike, a heavily traveled four-lane road that traverses northwest/southeast across Fairfax County. Approximately 3.4 miles southeast of the Subject site, Leesburg Pike provides access to Interstate 395. Interstate 395 provides access to downtown Washington, DC and to Interstate 95, which traverses north/south along the east coast of the United States. Overall, access is considered good.

Layout and Curb Appeal:

Summary of Subject Site Characteristics	
Visibility	Excellent
Views	Average
Access/Traffic Flow	Good
Layout/Curb Appeal	Excellent

Drainage:	Based on our inspection, no obvious detrimental drainage issues were identified. However, Novogradac did not perform any drainage tests, and are not experts in this field; thus, further analysis is beyond the scope of this report.
Soil and Subsoil Conditions:	Novogradac did not perform any soil or subsoil tests upon inspection of the site, as this is beyond the scope of this report. We are not experts in this field, and assume the soil is adequate for development.
Environmental Assessment:	We requested a copy of a phase I Environmental Site Assessment report for the Subject property, but as of the date of this report we have not been provided with one. During our site inspection, we walked the Subject's grounds and did not observe any obvious indicators of environmental contamination. Nonetheless, Novogradac are not experts in this field and further analysis is beyond the scope of this report.
Detrimental Uses:	No detrimental influences or site nuisances were observed.
Flood Plain:	According to Flood Insights and Flood Insurance Rate Map Community Panel Number 5155190010E, dated September 17, 2010, the Subject site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the 0.2 percent annual chance floodplains.
Locational Amenities:	The following table and map illustrate the Subject's proximity to many local amenities and essential services.



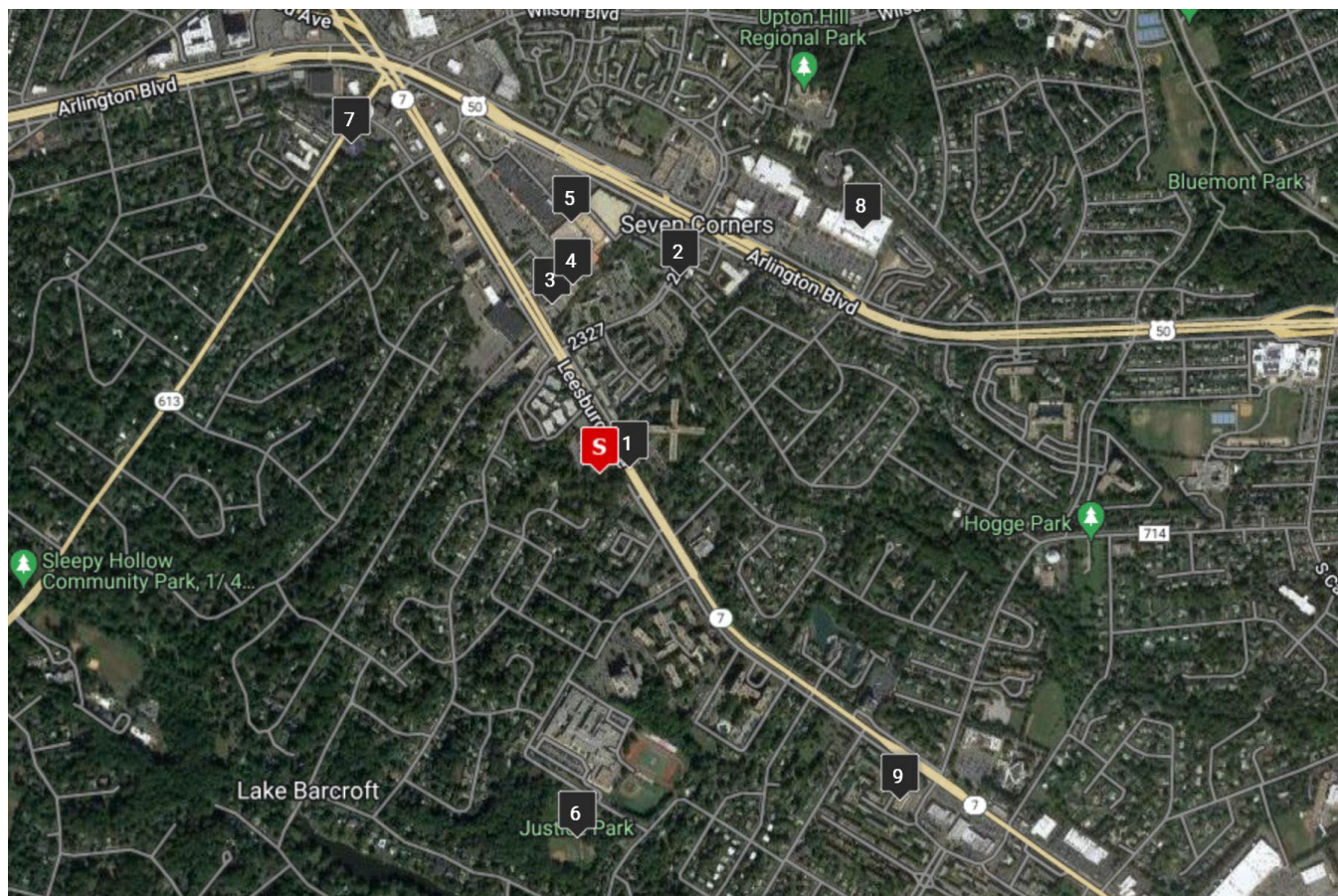
Source: Google Earth, February 2024

LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	Drive Time	#	Service or Amenity	Distance to Subject	Drive Time
1	Bus Stop	0.0 miles	1 min	8	Target	0.6 miles	5 min
2	Liberty Gas Station	0.3 miles	4 min	9	Walgreens Pharmacy	0.7 miles	3 min
3	Chase Bank	0.3 miles	4 min	10	Public Library	0.9 miles	4 min
4	Post Office	0.3 miles	4 min	11	East Falls Church Metro Station	1.6 miles	17 min
5	Giant Grocery	0.4 miles	7 min	12	Baileys Senior Center	1.6 miles	8 min
6	Justice Park	0.6 miles	3 min	13	Fairfax County Police Department	1.9 miles	9 min
7	Seven Corners Fire Station	0.6 miles	5 min	14	Virginia Hospital Center	2.2 miles	13 min

Locational Amenities Map (II)

The following map and table further detail locational services in the Subject's area.



Source: Google Earth, February 2024

LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	Drive Time	#	Service or Amenity	Distance to Subject	Drive Time
1	Bus Stop	0.0 miles	1 min	8	Target	0.6 miles	5 min
2	Liberty Gas Station	0.3 miles	4 min	9	Walgreens Pharmacy	0.7 miles	3 min
3	Chase Bank	0.3 miles	4 min	10	Public Library	0.9 miles	4 min
4	Post Office	0.3 miles	4 min	11	East Falls Church Metro Station	1.6 miles	17 min
5	Giant Grocery	0.4 miles	7 min	12	Baileys Senior Center	1.6 miles	8 min
6	Justice Park	0.6 miles	3 min	13	Fairfax County Police Department	1.9 miles	9 min
7	Seven Corners Fire Station	0.6 miles	5 min	14	Virginia Hospital Center	2.2 miles	13 min

Public Transportation:

Public transportation in Fairfax County and in the Subject's neighborhood is provided by Washington Metropolitan Area Transit Authority (WMATA) and Fairfax Connector. The Subject is located adjacent to a bus stop along Leesburg Parkway that is served by the 26 and 28 Fairfax Connector bus routes. One-way bus fares are \$2.00, while seniors and passengers with disabilities qualify for a reduced \$1.00 fare. WMATA operates Metro subway trains in Northern Virginia, Maryland, and the District of Columbia. The nearest station is East Falls Church 1.6 miles north of the Subject site. Both the 26 and 28 bus routes provide access to East Falls

Church Station, and the two systems use the same, interchangeable fare card system. One-way Metro fare cost from East Falls Church Station to downtown Washington, DC, ranges from \$3.65 during rush hour to \$2.00 on weekends. Seniors and passengers with disabilities qualify for a flat reduced fare of \$1.80 on weekdays and \$1.00 on weekends. Additionally, the Subject is located 8.1 miles from Washington, DC, Union Station, which offers regional heavy rail and bus travel throughout the nation.

Crime Statistics:

The table below illustrates crime indices in the PMA and MSA in comparison to that of the nation. A crime index below 100 is below the national average and anything over 100 is above the nation's crime index average. A crime index of 75 in a PMA would be 25 percent below the national average while a crime index of 200 would be twice that of the national average. Crime indices were provided by 2022 ESRI Demographics data.

2023 CRIME INDICES

	PMA	MSA
Total Crime*	99	99
Personal Crime*	47	110
Murder	40	139
Rape	52	72
Robbery	67	148
Assault	36	96
Property Crime*	106	97
Burglary	50	70
Larceny	127	101
Motor Vehicle Theft	95	141

Source: Esri Demographics 2023, Novogradac, [MISSING DATE]
 *Unweighted aggregations

Total crime indices in the PMA are similar to the national average as well as the surrounding MSA. Both geographic areas feature crime indices below the overall nation. The proposed Subject will offer intercom (buzzer) and limited access. The upcoming Supply Section of this report provides a more detailed analysis of crime indices on a 0.5 mile basis.

Conclusion:

The Subject site is located in Falls Church, Virginia approximately 1.5 miles south of Interstate 66. The immediate neighborhood consists of single-family homes, multifamily uses, religious uses, and commercial uses. Residential uses in the Subject's neighborhood are generally in average to good condition. A number of retail properties are located at the shopping center north of the Subject site, including restaurants, a grocery store, a bank, as well as a number of local businesses. Commercial areas in the Subject neighborhood are approximately 90 percent occupied. The Subject site is designated as "Very Walkable" by Walk Score with a score of 71, indicating most errands can be accomplished on foot. The surrounding housing stock in the Subject's neighborhood consists primarily of single-family homes that were constructed prior to 1970 and are in average to good condition. According to Zillow, the current median home value in the Subject's zip code is approximately \$575,000.

Photographs of Subject Site and Neighborhood:



View of Subject site



View of Subject site



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Outdoor chapel on Subject site



View of parking lot adjacent to Subject site



View of parking lot adjacent to Subject site



House of worship adjacent to Subject site



View of Leesburg Pike facing north



View of Leesburg Pike facing south



Jefferson Apartments (Excluded)



Commercial uses



Commercial use



Commercial use



Commercial uses



Commercial uses



Greenwood Apartments north of Subject site
(Excluded)



Greenwood Apartments north of Subject site
(Excluded)

E. MARKET AREA DEFINITION

MARKET AREA

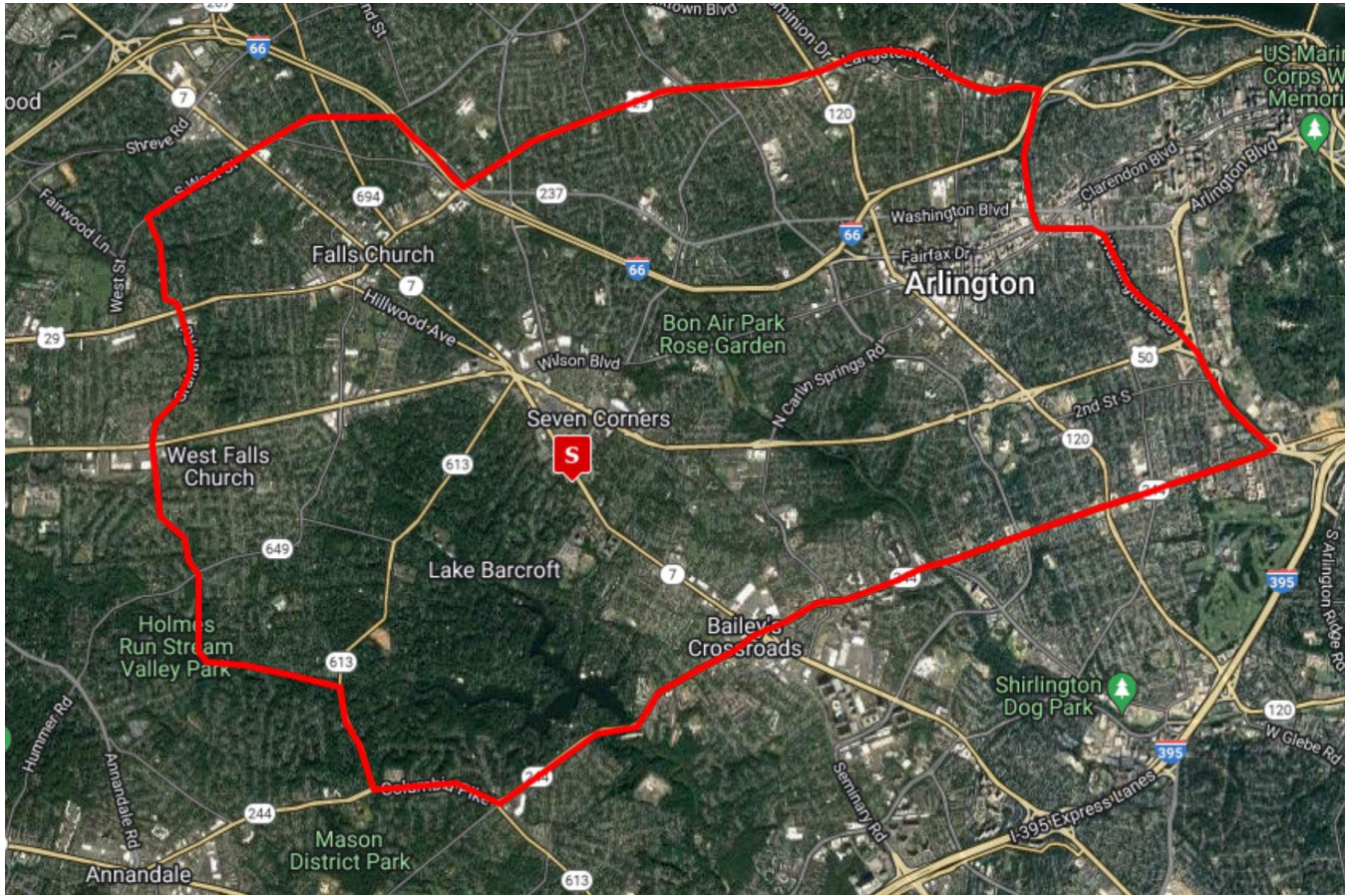
For the purpose of this study, it is necessary to define the competitive Primary Market Area (PMA), or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as Falls Church and west/central Arlington. The PMA boundaries are: West Street, Interstate 66, and State Route 29/Langston Boulevard to the north; North Kirkwood Road and Washington Boulevard to the east; Columbia Pike to the south; and Sleepy Hollow Road, Holmes Run Stream Valley Park, Graham Road, and Woodley Place to the west. The PMA encompasses approximately 18 square miles.

We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 20 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The secondary market area (SMA) for the Subject is Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria city, Arlington, Clarke, Culpeper, Fairfax city, Fairfax, Falls Church city, Fauquier, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles. We include economic indicators for the SMA regarding employment and unemployment trends. In addition, our demographic analysis utilizes the SMA as an additional area of comparison for population and household trends.

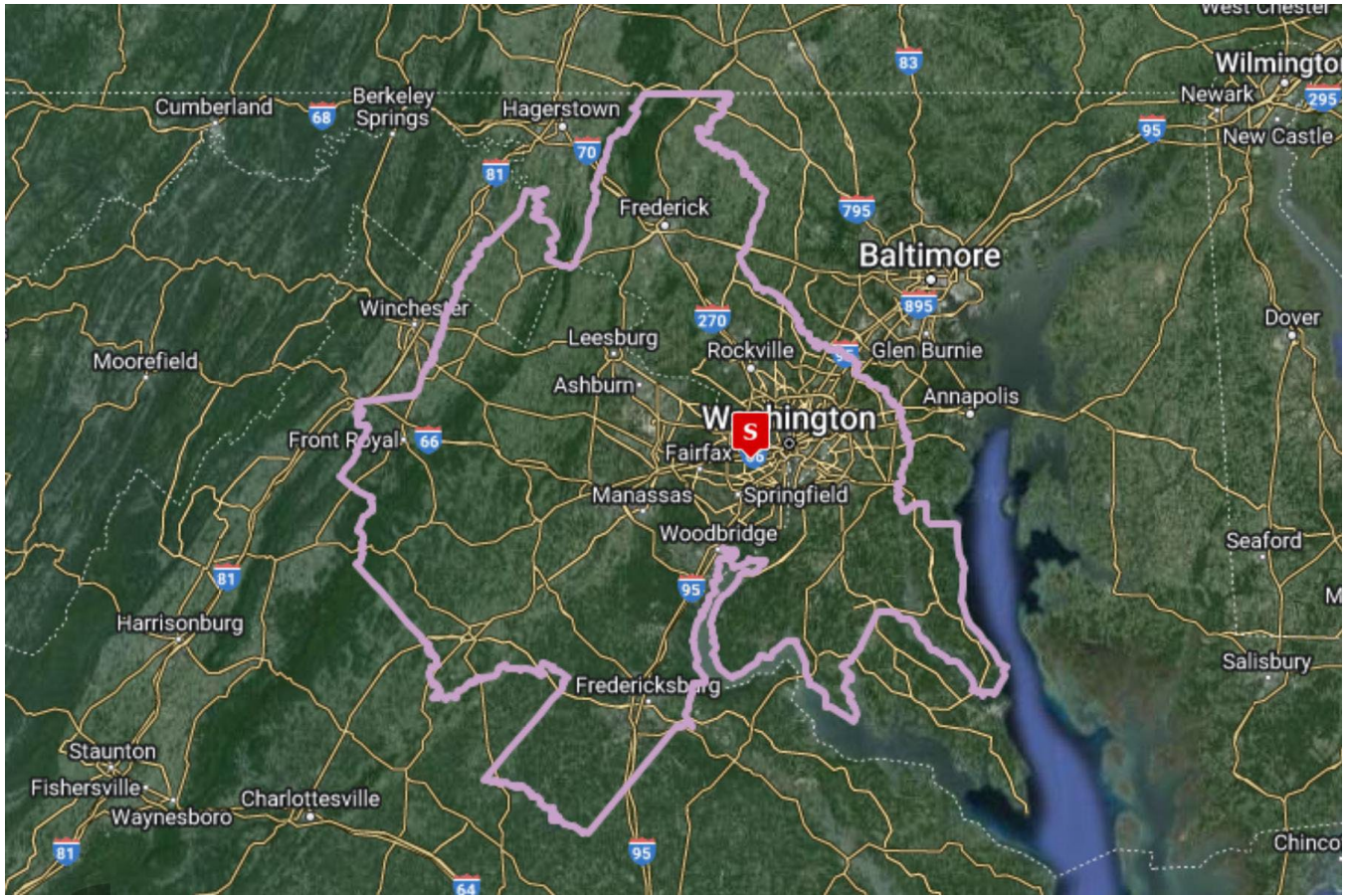
The PMA boundaries and overall market health assessment are based upon analyses of demographic and socioeconomic characteristics, target tenant population, political jurisdictional boundaries, natural boundaries, experience of nearby comparable developments, accessibility to mass transit or key transportation corridors and commute patterns, and market perceptions. No physical boundaries were identified that would inhibit anyone from relocating to the Subject. The market area boundaries identified are a reasonable approximation regarding the potential renter market for the Subject. Overall, we anticipate that the majority of the Subject's tenants will come from within the boundaries of the PMA. The following map outlines the PMA.

Primary Market Area Map



Source: Google Maps, February 2024

Metropolitan Statistical Area (MSA) Map



Source: Google Maps, February 2024

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS

Employment by Industry

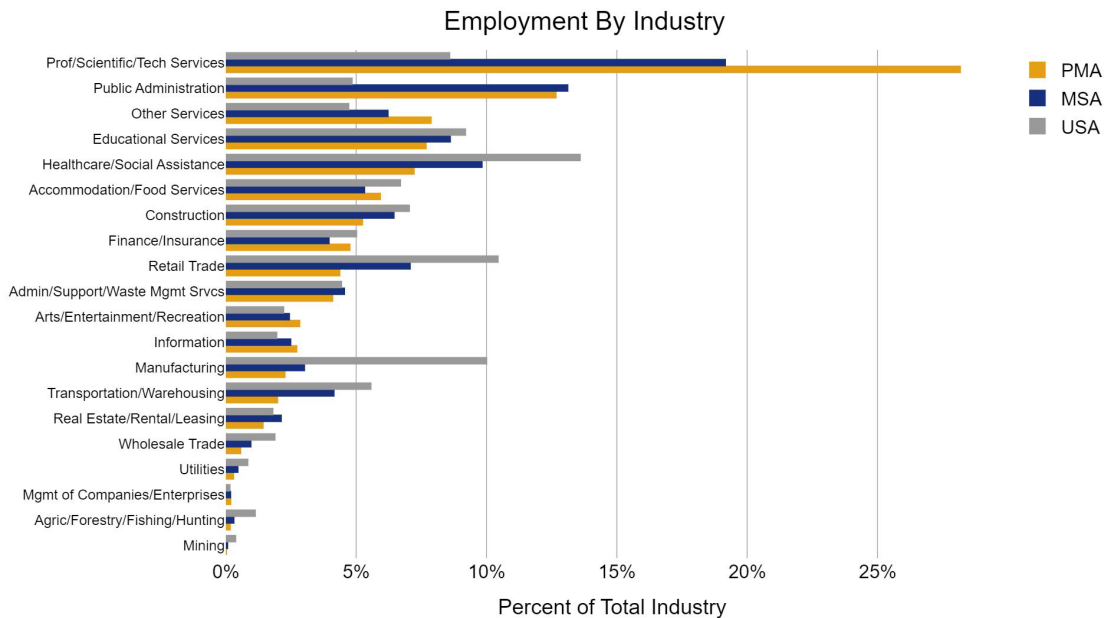
The following table illustrates employment by industry for the PMA and nation as of 2023.

2023 - EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	25,485	28.1%	13,955,403	8.6%
Public Administration	11,445	12.6%	7,857,180	4.8%
Other Services	7,104	7.8%	7,645,568	4.7%
Educational Services	6,933	7.7%	14,946,247	9.2%
Healthcare/Social Assistance	6,516	7.2%	22,115,876	13.6%
Accommodation/Food Services	5,343	5.9%	10,883,169	6.7%
Construction	4,725	5.2%	11,436,301	7.0%
Finance/Insurance	4,287	4.7%	8,135,144	5.0%
Retail Trade	3,936	4.3%	16,983,329	10.4%
Admin/Support/Waste Mgmt Svcs	3,688	4.1%	7,195,078	4.4%
Arts/Entertainment/Recreation	2,544	2.8%	3,578,110	2.2%
Information	2,443	2.7%	3,143,826	1.9%
Manufacturing	2,031	2.2%	16,269,811	10.0%
Transportation/Warehousing	1,775	2.0%	9,030,239	5.5%
Real Estate/Rental/Leasing	1,270	1.4%	2,901,274	1.8%
Wholesale Trade	493	0.5%	3,029,965	1.9%
Utilities	246	0.3%	1,335,595	0.8%
Mgmt of Companies/Enterprises	149	0.2%	216,588	0.1%
Agric/Forestry/Fishing/Hunting	132	0.1%	1,800,335	1.1%
Mining	0	0.0%	572,355	0.4%
Total Employment	90,545	100.0%	163,031,393	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

Employment in the PMA is concentrated in professional/scientific/tech services, public administration, and other services, which collectively comprise 48.6 percent of local employment. The large share of PMA employment in the public administration industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the professional/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade sectors.



Growth by Industry

The following table illustrates the change in total employment by sector in the PMA from 2010 to 2023.

2010-2023 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2023		2010-2023	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Prof/Scientific/Tech Services	16,167	19.3%	25,485	28.1%	9,318	4.4%
Public Administration	11,841	14.1%	11,445	12.6%	-396	-0.3%
Other Services	6,213	7.4%	7,104	7.8%	891	1.1%
Educational Services	6,032	7.2%	6,933	7.7%	901	1.1%
Healthcare/Social Assistance	6,852	8.2%	6,516	7.2%	-336	-0.4%
Accommodation/Food Services	6,898	8.2%	5,343	5.9%	-1,555	-1.7%
Construction	5,873	7.0%	4,725	5.2%	-1,148	-1.5%
Finance/Insurance	3,600	4.3%	4,287	4.7%	687	1.5%
Retail Trade	5,988	7.1%	3,936	4.3%	-2,052	-2.6%
Admin/Support/Waste Mgmt Svcs	4,221	5.0%	3,688	4.1%	-533	-1.0%
Arts/Entertainment/Recreation	1,069	1.3%	2,544	2.8%	1,475	10.6%
Information	2,834	3.4%	2,443	2.7%	-391	-1.1%
Manufacturing	1,688	2.0%	2,031	2.2%	343	1.6%
Transportation/Warehousing	1,634	1.9%	1,775	2.0%	141	0.7%
Real Estate/Rental/Leasing	1,709	2.0%	1,270	1.4%	-439	-2.0%
Wholesale Trade	848	1.0%	493	0.5%	-355	-3.2%
Utilities	192	0.2%	246	0.3%	54	2.2%
Mgmt of Companies/Enterprises	67	0.1%	149	0.2%	82	9.4%
Agric/Forestry/Fishing/Hunting	131	0.2%	132	0.1%	1	0.1%
Mining	34	0.0%	0	0.0%	-34	-7.7%
Total Employment	83,891	100.0%	90,545	100.0%	6,654	0.6%

Source: Esri Demographics 2023, Novogradac, March 2024

Total employment in the PMA increased an annualized rate of 0.6 percent between 2010 and 2023. The industries that nominally expanded most substantially during this period include professional/scientific/tech services, arts/entertainment/recreation, and educational services. Conversely during this same period, the retail trade, accommodation/food services, and construction sectors experienced the least nominal growth.

Major Employers

The following table details major private sector employers in Fairfax County, VA.

MAJOR EMPLOYERS FAIRFAX COUNTY, VA

Employer Name	Industry	# Of Employees
INOVA	Healthcare	10,000+
Amazon	Information/Retail Trade	5,000 - 9,999
Booz Allen Hamilton	Professional/Scientific/Technical Services	5,000 - 9,999
Capital One	Finance	5,000 - 9,999
Freddie Mac	Finance	5,000 - 9,999
General Dynamics	Professional/Scientific/Technical Services	5,000 - 9,999
SAIC	Professional/Scientific/Technical Services	5,000 - 9,999
MITRE	Professional/Scientific/Technical Services	2,500 - 4,999
Navy Federal Credit Union	Finance	2,500 - 4,999
Peraton	Professional/Scientific/Technical Services	2,500 - 4,999

Source: Fairfax County Economic Development Authority, retrieved March 2024

Fairfax County’s major private sector employers are primarily concentrated within the healthcare, finance, and professional/scientific/technical services sectors. We believe the diverse mix of industries in typically stable sectors bodes well for the local area economy.

Employment Expansions

We conducted research regarding economic and business expansions in the Subject's area. Notable expansions include, but are not limited to, the following:

- CargoSense opened a new 6,000 square foot office in Reston in June 2023. CargoSense plans to create as many as 40 new jobs in the area.
- Armored Fresh, a South Korean food tech company, announced plans in January 2023 to expand their headquarters in Fairfax County. The project will cost approximately \$125,000 and create around 30 new jobs. An update on the status of the expansion was not available.
- Announced in conjunction with Amazon's November 2018 new headquarters, the Virginia Tech Innovation campus plans to develop a four-acre site with 300,000-square-foot academic building. The building is scheduled for completion some time in 2024. The Commonwealth of Virginia's Tech Talent Investment Program will provide half the funding while Virginia Tech raises the remaining funds. When completed, the \$1 billion, 600,000- square-foot campus will graduate 750 master's students and host more than 100 doctoral students and post-doctoral fellows annually, providing talent to fill crucial job roles throughout Northern Virginia.
- Hilton Hotels announced in August 2022 its plans for a major expansion of its headquarters in Tysons that is expected to add approximately 350 jobs. The headquarters currently employs approximately 800 workers, and the expansion will bring this total to over 1,000 employees. The expansion appears to have been completed as of 2024.
- Nodal Exchange, a derivatives exchange, announced in June 2022 that it will expand its operations in Fairfax County. The project will cost around \$300,000 and is expected to create 37 new jobs. As of 2024, the expansion appears to have been completed.

WARN Notices

We reviewed the Worker Adjustment and Retraining Notification Act (WARN) notices published by the Virginia Employment Commission for January 2023 to February 2024. The following table illustrates the companies that experienced layoffs as well as the number of affected employees.

WARN LISTINGS
FAIRFAX COUNTY, VA: JANUARY 2023 - FEBRUARY 2024

Company	Industry	Employees Affected	Layoff Date
INOVA Health Care Services	Healthcare	98	1/16/2024
NE Virginia Emergency Physicians, LLC	Healthcare	137	10/24/2023
QOMPLX	Technology	60	7/20/2023
Compass Group USA	Food Service	98	6/30/2023
Watermark Retirement Communities LLC	Healthcare	94	6/9/2023
American Anesthesiology Association of Virginia, Inc.	Healthcare	172	4/11/2023
Gannett	Journalism	44	3/16/2023
Target	Retail	28	3/13/2023
Total		638	

Source: Virginia Employment Commission, retrieved February 2024

As illustrated in the previous table, there were a total of 638 layoffs between January 2023 and February 2024. Due to the size of the Fairfax County area labor market, these recent WARN filings are not anticipated to substantively affect total employment in the PMA or MSA as overall job growth has far exceeded these losses.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2007 to November 2023.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2007	2,909,586	-	3.2%	-	146,046,667	-	4.6%	-
2008	2,948,734	1.3%	3.9%	0.7%	145,362,500	-0.5%	5.8%	1.2%
2009	2,896,741	-1.8%	6.3%	2.4%	139,877,500	-3.8%	9.3%	3.5%
2010	2,947,955	1.8%	6.5%	0.2%	139,063,917	-0.6%	9.6%	0.3%
2011	3,001,024	1.8%	6.2%	-0.4%	139,869,250	0.6%	9.0%	-0.7%
2012	3,049,860	1.6%	5.7%	-0.5%	142,469,083	1.9%	8.1%	-0.9%
2013	3,081,172	1.0%	5.5%	-0.2%	143,929,333	1.0%	7.4%	-0.7%
2014	3,106,413	0.8%	5.0%	-0.5%	146,305,333	1.7%	6.2%	-1.2%
2015	3,136,814	1.0%	4.3%	-0.7%	148,833,417	1.7%	5.3%	-0.9%
2016	3,194,358	1.8%	3.8%	-0.5%	151,435,833	1.7%	4.9%	-0.4%
2017	3,276,258	2.6%	3.6%	-0.2%	153,337,417	1.3%	4.3%	-0.5%
2018	3,313,084	1.1%	3.3%	-0.4%	155,761,000	1.6%	3.9%	-0.4%
2019	3,381,932	2.1%	3.0%	-0.2%	157,538,083	1.1%	3.7%	-0.2%
2020	3,192,328	-5.6%	6.5%	3.4%	147,794,750	-6.2%	8.1%	4.4%
2021	3,212,876	0.6%	4.7%	-1.8%	152,580,667	3.2%	5.4%	-2.7%
2022	3,321,051	3.4%	3.0%	-1.7%	158,291,083	3.7%	3.6%	-1.7%
2023 YTD Average*	3,412,364	2.7%	2.6%	-0.4%	161,062,273	1.8%	3.6%	-0.0%
Nov-2022	3,327,012	-	2.8%	-	158,749,000	-	3.4%	-
Nov-2023	3,418,779	2.8%	2.5%	-0.3%	162,149,000	2.1%	3.5%	0.1%

Source: U.S. Bureau of Labor Statistics, February 2024

*2023 YTD Average is through November

Between 2012 and 2019, job growth in the MSA was generally similar to the nation. Employment in the MSA declined by 5.6 percent in 2020 amid the pandemic, similar to the overall nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, similar to the 2.1 percent growth reported across the nation.

According to the latest labor statistics, dated November 2023, the current MSA unemployment rate is 2.5 percent. This is below the current national unemployment rate of 3.5 percent.

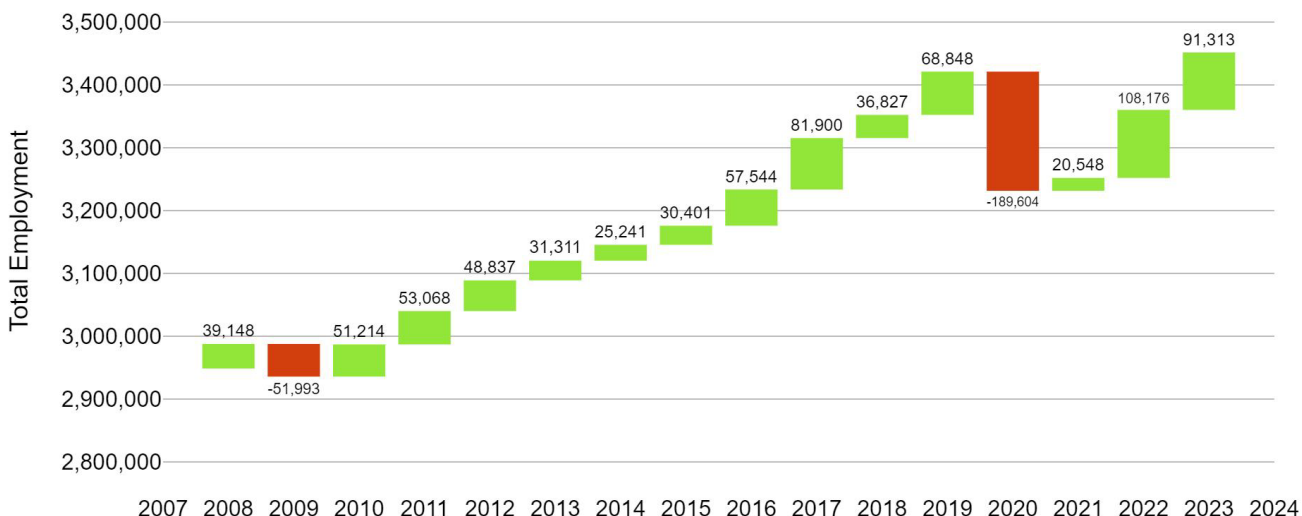
It should be noted that increasing inflation and rising interest rates have created an uncertain economic climate. In December 2023, the Federal Reserve announced a pause on interest rate hikes for the third consecutive meeting, maintaining the current range between 5.25 and 5.50 percent. The last interest rate hike was in July 2023, which marked the 11th increase since March 2022 and the highest target policy rate in 22 years. Jerome Powell, the Chair of the Federal Reserve, stated in the December meeting that the Federal Reserve is likely done raising interest rates as inflation has steadily cooled. According to the 12-month percentage of change in the consumer price index, the inflation rate increased 3.1 percent between November 2022 and November 2023, which is slightly below the 3.2 percent increase between October 2022 and October 2023. According to an article published by the AP News, the Federal Reserve's policymakers expect to cut the benchmark rate to 4.6 percent by the end of 2024, and expect inflation to decline to 2.4 percent in the same period. Moreover, the policymakers expect the economy to expand modestly by 1.4 percent in 2024 and 1.8 percent in 2025. Mark Hamrick, senior economic analyst at Bankrate, stated in an article published by CNBC in December 2023 that a soft landing for the economy is the greatest likelihood for 2024, but that a mild and short recession cannot be ruled out.

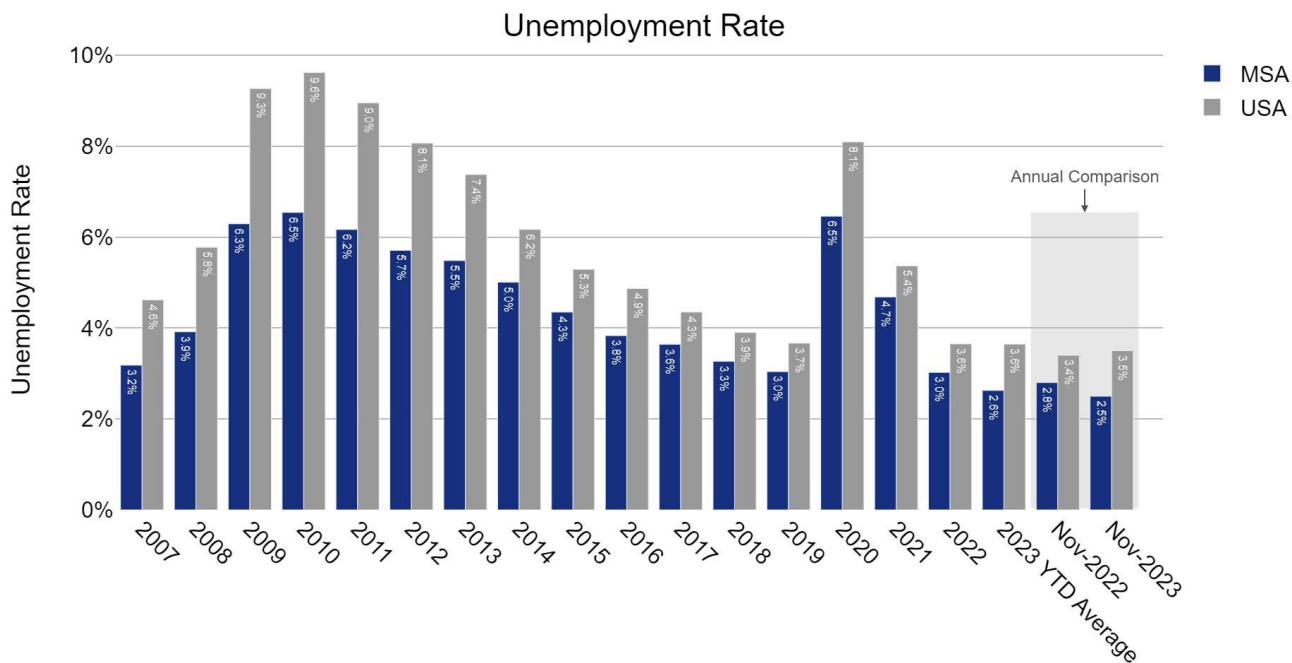
In March 2023, Silicon Valley Bank was shut down by regulators, and represents the second largest U.S. bank failure since 2008. In May 2023, regulators took possession of First Republic Bank and was auctioned to JPMorgan Chase. The First Republic Bank failure represents the largest U.S. bank failure since 2008. In an article published by CNN on May 1, 2023, JPMorgan Chase CEO Jamie Dimon stated the recent bank failures are unlikely to worsen the U.S. economic outlook. According to a survey published by the World Economic

Forum on May 2, 2023, approximately 70 percent of chief economists surveyed characterized the recent banking crises as isolated events rather than signs of systemic weaknesses.

Fitch Ratings, one of only three private credit rating agencies, downgraded its U.S. credit rating from AAA to AA+ on August 1, 2023. According to Fitch Ratings, “the rating downgrade of the United States reflects the expected fiscal deterioration over the next three years, a high and growing government debt burden, and the erosion of governance...over the last two decades that has manifested in repeated debt limit standoffs and last-minute resolutions.” Treasury Secretary Janet Yellen disagreed with the decision and stated the downgrade is based on outdated data. According to Shai Akabas, Director of Economic Policy at the Bipartisan Policy Center, a credit rating downgrade is one in a sequence of developments that could lead investors to believe the U.S. is less likely to pay off its debt, and investors would then demand higher interest rates for loans. In turn, the federal government could lose some ability to spend on social welfare programs to stimulate the economy, which could slow economic growth in the long term. However, Mark Zandi, a Chief Economist at Moody’s Analytics, stated the downgrade will likely not effect the decisions of global investors, and U.S. treasury bonds remain the safest asset on the planet. U.S. debt was last downgraded by another major credit agency, S&P, in 2011. Moody Analytics, the third major credit agency, has maintained its AAA rating of U.S. credit since 1917.

MSA Job Growth





Wages by Occupation

The following table illustrates the wages by occupation for the Washington-Arlington-Alexandria, DC-VA-MD-WV.

MSA - 2ND QTR 2022 AREA WAGE ESTIMATES

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	3,027,490	\$40.34	\$83,900
Legal	69,000	\$83.82	\$174,340
Management	286,370	\$75.82	\$157,700
Computer and Mathematical	243,800	\$60.27	\$125,360
Architecture and Engineering	55,160	\$54.35	\$113,040
Life Physical and Social Science	59,710	\$54.25	\$112,850
Healthcare Practitioners and Technical	150,570	\$54.21	\$112,760
Business and Financial Operations	374,150	\$50.36	\$104,750
Arts Design Entertainment Sports and Media	69,150	\$45.74	\$95,140
Educational Instruction and Library	181,890	\$34.49	\$71,730
Community and Social Service	42,940	\$32.31	\$67,190
Protective Service	89,430	\$30.95	\$64,370
Installation Maintenance and Repair	89,110	\$30.06	\$62,510
Construction and Extraction	106,710	\$29.11	\$60,550
Sales and Related	223,840	\$26.58	\$55,290
Office and Administrative Support	306,960	\$25.04	\$52,090
Production	44,720	\$24.85	\$51,690
Transportation and Material Moving	164,160	\$23.62	\$49,120
Farming Fishing and Forestry	1,920	\$20.92	\$43,510
Personal Care and Service	60,950	\$19.31	\$40,160
Healthcare Support	89,460	\$18.84	\$39,180
Building and Grounds Cleaning and Maintenance	92,620	\$18.67	\$38,820
Food Preparation and Serving Related	224,870	\$18.04	\$37,530

Source: Department of Labor, Occupational Employment Statistics, May 2022, retrieved February 2024

The preceding table shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$18.04 per hour. The highest average hourly wage, of \$83.82, is for those in the legal occupations. Qualifying incomes for the Subject's tenants will range from \$0 to \$81,420. Absent subsidy, the income limits will range between \$25,410 to \$81,420. This encompasses a significant amount of the employment based on wages in the area. An element not reflected in the data is that many positions represent part-time employment, and

starting rates are typically lower than mean wage rates. We expect part-time employment and entry-level positions will be common among the Subject's tenant base. Additionally, as the Subject will target seniors, we expect many tenants to be reliant on social security.

Commuting Patterns

The chart below shows the travel time to work for the PMA according to ESRI Demographics.

COMMUTING PATTERNS

ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	981	1.4%
Travel Time 5-9 min	3,138	4.6%
Travel Time 10-14 min	5,850	8.6%
Travel Time 15-19 min	8,423	12.4%
Travel Time 20-24 min	10,124	14.9%
Travel Time 25-29 min	5,812	8.6%
Travel Time 30-34 min	12,267	18.1%
Travel Time 35-39 min	3,528	5.2%
Travel Time 40-44 min	4,430	6.5%
Travel Time 45-59 min	8,417	12.4%
Travel Time 60-89 min	3,938	5.8%
Travel Time 90+ min	939	1.4%
Weighted Average	31 minutes	

Source: Esri Demographics 2023, Novogradac, March 2024

As shown in the preceding table, the weighted average commute time in the PMA is approximately 31 minutes. Only 39 percent of PMA commuters travel under 24 minutes, indicating many households work outside of the PMA, likely in downtown Washington to the east. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in professional/scientific/tech services, public administration, and other services, which collectively comprise 48.6 percent of local employment. The large share of PMA employment in public administration is notable as this sector typically exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the professional/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade sectors. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, similar to the 2.1 percent growth reported across the nation.

G. DEMOGRAPHIC CHARACTERISTICS

DEMOGRAPHIC CHARACTERISTICS

General Population and Household Trends

The following tables illustrates population and household trends in the PMA, MSA and nation from 2010 through 2023, as well as projections through 2028.

POPULATION

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	134,112	-	5,649,515	-	308,730,056	-
2023	150,940	1.0%	6,535,041	1.2%	337,460,311	0.7%
2028	153,225	0.3%	6,708,726	0.5%	342,629,524	0.3%

Source: Esri Demographics 2023, Novogradac, March 2024

HOUSEHOLDS

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	54,719	-	2,099,073	-	116,709,667	-
2023	61,043	0.9%	2,426,871	1.2%	129,912,564	0.9%
2028	62,077	0.3%	2,510,044	0.7%	133,092,836	0.5%

Source: Esri Demographics 2023, Novogradac, March 2024

Historical population growth in the PMA trailed the MSA between 2010 and 2023. Both geographic areas experienced population growth greater than the nation during the same time period. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.3 percent through 2028, which is below growth expectations for the MSA and similar to the nation.

Historical household growth in the PMA trailed the MSA between 2010 and 2023. Both geographic areas experienced household growth greater than the nation during the same time period. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.3 percent through 2028, which is below growth expectations for the MSA and slightly below the nation.

Senior (55+) Population and Household Trends

The Subject is age-restricted to senior households; thus, we included a demographic analysis of the senior population. The following tables illustrate senior population and household trends in the PMA, MSA, and nation from 2010 through 2023, as well as projections through 2028.

POPULATION 55+

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	27,905	-	1,203,139	-	76,745,755	-
2023	39,114	3.1%	1,795,816	3.8%	102,953,186	2.6%
2028	41,173	1.1%	1,911,173	1.3%	107,618,110	0.9%

Source: Esri Demographics 2023, Novogradac, March 2024

HOUSEHOLDS 55+

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	18,600	-	808,547	-	50,929,661	-
2023	22,091	1.4%	1,004,191	1.9%	60,352,228	1.4%
2028	24,687	2.4%	1,129,146	2.5%	64,924,407	1.5%

Source: Esri Demographics 2023, Novogradac, March 2024

Historical population growth in the PMA trailed the MSA between 2010 and 2023. Both geographic areas experienced population growth greater than the nation during the same time period. According to ESRI

demographic projections, annualized PMA growth is expected to slow to 1.1 percent through 2028, which is below growth expectations for the MSA and slightly above the nation.

Historical household growth in the PMA trailed the MSA between 2010 and 2023. Both geographic areas experienced household growth greater than the nation during the same time period. According to ESRI demographic projections, annualized PMA growth is expected to accelerate to 2.4 percent through 2028, which is slightly below growth expectations for the MSA and substantially above the nation.

Population by Age

POPULATION BY AGE GROUP			
	PMA		
	2010	2023	2028
0-4	9,088	8,096	8,323
5-9	7,482	8,293	8,109
10-14	6,145	8,542	7,777
15-19	5,503	7,387	7,296
20-24	9,837	8,124	9,205
25-29	16,665	12,279	12,771
30-34	12,524	15,322	12,740
35-39	10,875	14,246	13,748
40-44	10,062	11,185	12,836
45-49	9,400	9,196	10,404
50-54	8,624	9,154	8,843
55-59	7,938	8,605	8,612
60-64	6,460	8,264	7,683
65-69	4,434	7,392	7,296
70-74	2,951	5,867	6,415
75-79	2,151	3,946	4,921
80-84	1,735	2,470	3,250
85+	2,236	2,570	2,996
Total	134,110	150,938	153,225

Source: Esri Demographics 2023, Novogradac, March 2024

General Household Income Distribution

The following tables illustrate household income distribution in 2023 and 2028 in the PMA and MSA.

HOUSEHOLD INCOME PMA						
Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,782	4.6%	2,632	4.2%	-30	-1.1%
\$10,000-19,999	2,099	3.4%	2,044	3.3%	-11	-0.5%
\$20,000-29,999	2,948	4.8%	2,741	4.4%	-41	-1.4%
\$30,000-39,999	2,722	4.5%	2,560	4.1%	-32	-1.2%
\$40,000-49,999	2,407	3.9%	2,443	3.9%	7	0.3%
\$50,000-59,999	2,517	4.1%	2,365	3.8%	-30	-1.2%
\$60,000-74,999	4,201	6.9%	3,854	6.2%	-69	-1.7%
\$75,000-99,999	6,828	11.2%	6,469	10.4%	-72	-1.1%
\$100,000-124,999	6,109	10.0%	5,981	9.6%	-26	-0.4%
\$125,000-149,999	5,017	8.2%	5,107	8.2%	18	0.4%
\$150,000-199,999	7,759	12.7%	7,864	12.7%	21	0.3%
\$200,000+	15,654	25.6%	18,017	29.0%	473	3.0%
Total	61,043	100.0%	62,077	100.0%		

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

HOUSEHOLD INCOME MSA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	91,656	3.8%	86,204	3.4%	-1,090	-1.2%
\$10,000-19,999	93,242	3.8%	87,764	3.5%	-1,096	-1.2%
\$20,000-29,999	105,251	4.3%	96,674	3.9%	-1,715	-1.6%
\$30,000-39,999	116,191	4.8%	108,057	4.3%	-1,627	-1.4%
\$40,000-49,999	118,980	4.9%	110,732	4.4%	-1,650	-1.4%
\$50,000-59,999	125,962	5.2%	117,423	4.7%	-1,708	-1.4%
\$60,000-74,999	191,228	7.9%	180,288	7.2%	-2,188	-1.1%
\$75,000-99,999	292,777	12.1%	284,561	11.3%	-1,643	-0.6%
\$100,000-124,999	266,977	11.0%	263,602	10.5%	-675	-0.3%
\$125,000-149,999	219,185	9.0%	229,169	9.1%	1,997	0.9%
\$150,000-199,999	304,471	12.5%	325,091	13.0%	4,124	1.4%
\$200,000+	500,951	20.6%	620,479	24.7%	23,906	4.8%
Total	2,426,871	100.0%	2,510,044	100.0%		

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

Qualifying incomes for the Subject's tenants will range from \$0 to \$81,420. Absent subsidy, the income limits will range between \$25,410 to \$81,420.

Senior (55+) Household Income Distribution

The following tables illustrate senior household income distribution in 2023 and 2028 in the PMA and MSA.

55+ HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,490	6.7%	1,514	6.1%	5	0.3%
\$10,000-19,999	1,248	5.6%	1,290	5.2%	8	0.7%
\$20,000-29,999	1,069	4.8%	1,091	4.4%	4	0.4%
\$30,000-39,999	1,391	6.3%	1,436	5.8%	9	0.6%
\$40,000-49,999	1,196	5.4%	1,373	5.6%	35	3.0%
\$50,000-59,999	993	4.5%	1,039	4.2%	9	0.9%
\$60,000-74,999	1,408	6.4%	1,467	5.9%	12	0.8%
\$75,000-99,999	2,449	11.1%	2,638	10.7%	38	1.5%
\$100,000-124,999	1,985	9.0%	2,208	8.9%	45	2.2%
\$125,000-149,999	1,595	7.2%	1,813	7.3%	44	2.7%
\$150,000-199,999	2,390	10.8%	2,672	10.8%	56	2.4%
\$200,000+	4,877	22.1%	6,146	24.9%	254	5.2%
Total	22,091	100.0%	24,687	100.0%		

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

55+ HOUSEHOLD INCOME MSA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	46,062	4.6%	46,301	4.1%	48	0.1%
\$10,000-19,999	55,681	5.5%	55,446	4.9%	-47	-0.1%
\$20,000-29,999	52,769	5.3%	52,305	4.6%	-93	-0.2%
\$30,000-39,999	55,239	5.5%	55,915	5.0%	135	0.2%
\$40,000-49,999	54,626	5.4%	55,830	4.9%	241	0.4%
\$50,000-59,999	53,418	5.3%	55,068	4.9%	330	0.6%
\$60,000-74,999	78,327	7.8%	81,511	7.2%	637	0.8%
\$75,000-99,999	115,173	11.5%	123,516	10.9%	1,669	1.4%
\$100,000-124,999	99,429	9.9%	108,775	9.6%	1,869	1.9%
\$125,000-149,999	82,702	8.2%	95,324	8.4%	2,524	3.1%
\$150,000-199,999	110,585	11.0%	129,946	11.5%	3,872	3.5%
\$200,000+	200,180	19.9%	269,209	23.8%	13,806	6.9%
Total	1,004,191	100.0%	1,129,146	100.0%		

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

General Household Size Distribution

The following table is a summary of the household size distribution in the PMA.

PMA HOUSEHOLD SIZE DISTRIBUTION						
	2010		2023		2028	
Household Size	Total	Percent	Total	Percent	Total	Percent
1 person	10,892	42.0%	13,054	43.3%	13,320	43.7%
2 persons	6,787	26.2%	7,584	25.2%	7,513	24.7%
3 persons	3,318	12.8%	3,935	13.1%	3,999	13.1%
4 persons	2,495	9.6%	2,755	9.1%	2,781	9.1%
5+ persons	2,450	9.4%	2,805	9.3%	2,851	9.4%
Total	25,942	100.0%	30,133	100.0%	30,464	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

Approximately 68.5 percent of households in the PMA as of 2023 are comprised of households with one to two persons. The percentage of households in the PMA with one to two persons is anticipated to remain stable through 2028. The Subject will target seniors and the units will range from one to two bedrooms, which appears reasonable considering the household size distribution.

Senior Household Size Distribution

The following table is a summary of the senior household size distribution in the PMA.

PMA HOUSEHOLD SIZE DISTRIBUTION (55+)						
	2010		2022		2027	
Household Size	Total	Percent	Total	Percent	Total	Percent
1 person	3,504	60.9%	4,687	64.2%	5,257	62.6%
2 persons	1,215	21.1%	1,461	20.0%	1,715	20.4%
3 persons	383	6.7%	405	5.5%	513	6.1%
4 persons	285	5.0%	310	4.2%	395	4.7%
5+ persons	370	6.4%	436	6.0%	513	6.1%
Total	5,757	100.0%	7,299	100.0%	8,393	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

As illustrated in the preceding table, approximately 84.2 percent of senior households in the PMA as of 2023 are comprised of households with one to two persons. The percentage of senior households with one to two persons is projected to remain stable in the PMA through 2028. The Subject will target seniors aged 55 and above and the units will range from one to two bedrooms, which appears reasonable considering the household size distribution.

Renter Households by Number of Persons

The following table is a summary of the household size distribution in the PMA.

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION						
	2010		2023		2028	
Household Size	Total	Percent	Total	Percent	Total	Percent
1 person	10,892	42.0%	13,054	43.3%	13,320	43.7%
2 persons	6,787	26.2%	7,584	25.2%	7,513	24.7%
3 persons	3,318	12.8%	3,935	13.1%	3,999	13.1%
4 persons	2,495	9.6%	2,755	9.1%	2,781	9.1%
5+ persons	2,450	9.4%	2,805	9.3%	2,851	9.4%
Total	25,942	100.0%	30,133	100.0%	30,464	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

The Subject will target families and the units will range from one to two bedrooms, which appears reasonable considering the household size distribution.

Renter Households by Number of Persons

The following table is a summary of the household size distribution in the PMA.

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION (55+)

Household Size	2010		2023		2028	
	Total	Percent	Total	Percent	Total	Percent
1 person	3,504	60.9%	4,687	64.2%	5,257	62.6%
2 persons	1,215	21.1%	1,461	20.0%	1,715	20.4%
3 persons	383	6.7%	405	5.5%	513	6.1%
4 persons	285	5.0%	310	4.2%	395	4.7%
5+ persons	370	6.4%	436	6.0%	513	6.1%
Total	5,757	100.0%	7,299	100.0%	8,393	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

The Subject will target families and the units will range from one to two bedrooms, which appears reasonable considering the household size distribution.

General Household Tenure

The following table illustrates the tenure patterns in the PMA for the years 2010 and 2023, as well as the projected tenure patterns for the year 2028.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied	Percentage Renter-Occupied
2010	28,777	52.6%	25,942	47.4%
2023	30,910	50.6%	30,133	49.4%
2028	31,613	50.9%	30,464	49.1%

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

The percentage of renter households in the PMA increased between 2010 and 2023, and is estimated to be 49.4 percent as of 2023. The current percentage of renter households in the PMA is above the estimated 35 percent of renter households across the overall nation. According to the ESRI demographic projections, the percentage of renter households in the PMA is expected to remain relatively stable through 2028.

Senior (55+) Household Tenure

The following table is a summary of the senior tenure patterns of the housing stock in the PMA.

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied	Percentage Renter-Occupied
2010	12,843	69.0%	5,757	31.0%
2023	14,792	67.0%	7,299	33.0%
2028	16,294	66.0%	8,393	34.0%

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

The percentage of senior renter households in the PMA increased between 2010 and 2023, and is estimated to be 33.0 percent as of 2023. The current percentage of renter households in the PMA is above the estimated 24 percent of senior renter households across the overall nation. According to the ESRI demographic projections, the percentage of senior renter households in the PMA is expected to increase further through 2028.

Median Household Income Levels

The following table illustrates median household income levels in the PMA, MSA, and nation from 2010 through 2028. Note that this is based on data for all household sizes and is independent of the calculation of AMI. *It should be noted that median household income data for senior households was not available.*

MEDIAN HOUSEHOLD INCOME

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	\$81,683	-	\$89,353	-	\$55,535	-
2023	\$128,911	4.4%	\$113,353	2.1%	\$72,604	2.4%
2028	\$148,301	3.0%	\$125,725	2.2%	\$82,410	2.7%

Source: Esri Demographics 2023, Novogradac, March 2024

As of 2023, the median income in the PMA is slightly above the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2010 and 2023. Growth in the PMA exceeded the nation during the same time period. In particular, median income in the PMA rose from 147.1 percent of the national median income in 2010 to 177.6 percent in 2023. The overall rise in median income levels reflects a market where lower income households may be priced out by more affluent households. It also indicates that affordable housing properties should prosper in the future as incomes and, therefore, achievable rents rise. According to ESRI demographic projections, annualized PMA growth is expected to slow to 3.0 percent through 2028, which is above projected growth in the surrounding MSA and slightly above the overall nation.

General Renter Household Income Distribution

The following table illustrates renter household income distribution in the PMA.

RENTER HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,157	7.2%	2,002	6.6%	-31	-1.4%
\$10,000-19,999	1,542	5.1%	1,512	5.0%	-6	-0.4%
\$20,000-29,999	2,187	7.3%	2,017	6.6%	-34	-1.6%
\$30,000-39,999	1,808	6.0%	1,687	5.5%	-24	-1.3%
\$40,000-49,999	1,483	4.9%	1,487	4.9%	1	0.1%
\$50,000-59,999	1,593	5.3%	1,462	4.8%	-26	-1.6%
\$60,000-74,999	2,614	8.7%	2,457	8.1%	-31	-1.2%
\$75,000-99,999	4,322	14.3%	4,053	13.3%	-54	-1.2%
\$100,000-124,999	3,466	11.5%	3,466	11.4%	0	0.0%
\$125,000-149,999	2,614	8.7%	2,760	9.1%	29	1.1%
\$150,000-199,999	3,025	10.0%	3,295	10.8%	54	1.8%
\$200,000+	3,322	11.0%	4,266	14.0%	189	5.7%
Total	30,133	100.0%	30,464	100.0%		

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

As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$75,000-99,999, \$100,000-124,999, and \$200,000+ income cohorts. As of 2023, approximately 30 percent of renter households in the PMA earn less than \$50,000 annually.

Senior (55+) Renter Household Income Distribution

The following table illustrates senior renter household income distribution in the PMA.

55+ RENTER HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,010	13.8%	1,029	12.3%	4	0.4%
\$10,000-19,999	772	10.6%	818	9.7%	9	1.2%
\$20,000-29,999	519	7.1%	565	6.7%	9	1.8%
\$30,000-39,999	627	8.6%	684	8.1%	11	1.8%
\$40,000-49,999	454	6.2%	564	6.7%	22	4.8%
\$50,000-59,999	378	5.2%	402	4.8%	5	1.3%
\$60,000-74,999	484	6.6%	527	6.3%	9	1.8%
\$75,000-99,999	821	11.2%	940	11.2%	24	2.9%
\$100,000-124,999	561	7.7%	681	8.1%	24	4.3%
\$125,000-149,999	429	5.9%	502	6.0%	15	3.4%
\$150,000-199,999	541	7.4%	660	7.9%	24	4.4%
\$200,000+	703	9.6%	1,021	12.2%	64	9.0%
Total	7,299	100.0%	8,393	100.0%		

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

As illustrated, the income cohorts with the largest concentrations of senior renter households are concentrated in the \$0-9,999, \$75,000-99,999, and \$10,000-19,999 income cohorts. As of 2023, approximately 46 percent of senior renter households in the PMA earn less than \$50,000 annually. The large percentage of low-income senior renter households is a positive indicator of demand for the Subject’s proposed low-income units.

Rent Overburdened Households

The following table illustrates the percentage of all households paying greater than 35 percent of their income towards housing in the PMA, MSA, and nation.

RENT OVERBURDENED

Year	PMA		MSA		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2023	10,332	36.4%	306,372	37.8%	16,448,785	40.3%

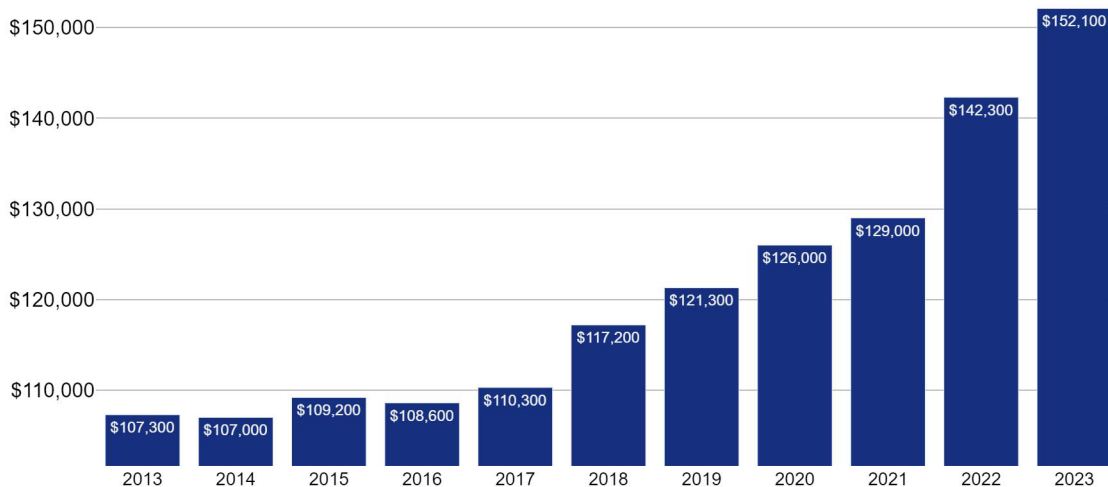
Source: US Census 2023, Novogradac, March 2024

The percentage of rent-overburdened households in the PMA is slightly below the MSA and well below the nation.

Area Median Income

For Section 42 LIHTC rent determination purposes, HUD begins with the Area Median Income (AMI). The following chart illustrates the HUD-published area median income in Fairfax County, VA. Fairfax County is part of the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro Fair Market Rent (FMR) Area.

AMI Growth - Fairfax County, VA



Overall, the AMI increased at an annual rate of 3.80 percent between 2013 and 2023. Over 89.3 percent of counties in the nation experienced an increase in AMI in 2023. This was also true in Fairfax County, which reached a record high AMI level in 2023. Rising AMI levels bode well for future rent growth at affordable developments, such as the proposed Subject.

AMI GROWTH

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
AMI	\$103,500	\$106,100	\$107,500	\$107,300	\$107,000	\$109,200	\$108,600	\$110,300	\$117,200	\$121,300	\$126,000	\$129,000	\$142,300	\$152,100
% Growth	-	2.51%	1.32%	(0.19%)	(0.28%)	2.06%	(0.55%)	1.57%	6.26%	3.50%	3.87%	2.38%	10.31%	6.89%

The proposed rents for all of the Subject’s units are set at the 2023 maximum allowable levels; therefore, future rent increases will not be directly dependent upon future increases in the AMI.

Conclusion

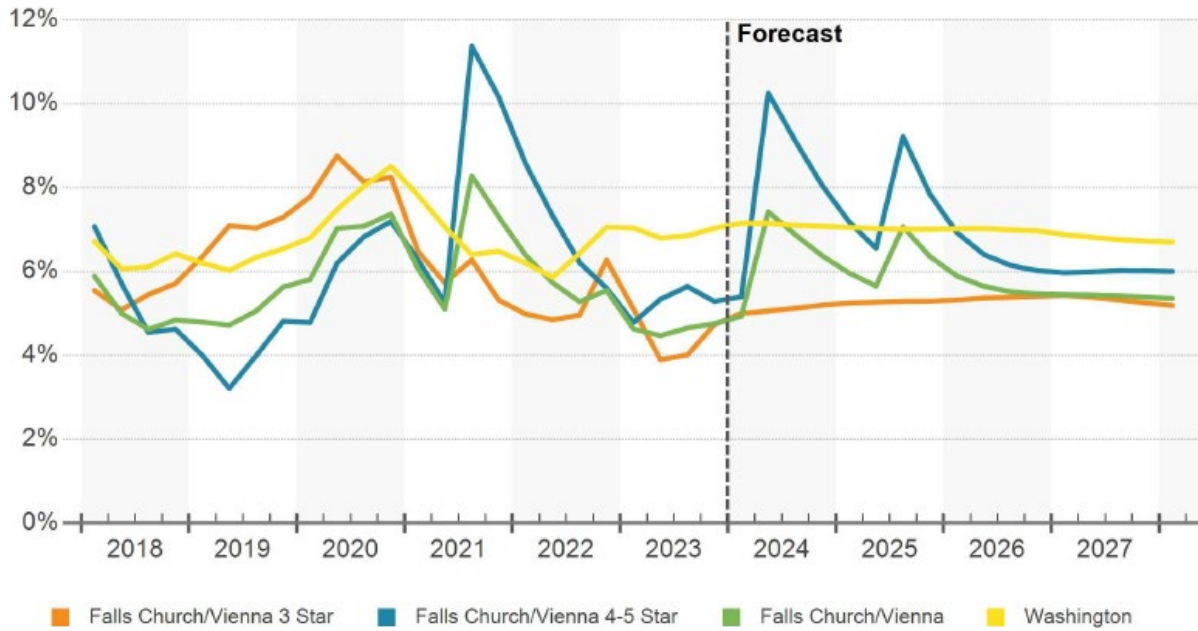
Population in the PMA increased at an annualized rate of 3.1 percent between 2010 and 2023, compared to growth of 3.8 percent in the MSA and 2.6 percent across the nation. The percentage of senior renter households in the PMA rose between 2010 and 2023 and is estimated to be 33 percent as of 2023. This is similar to the estimated 33 percent of renter households across the overall nation. The median income in the PMA as of 2023 is slightly above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2028. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

H. COMPETITIVE ENVIRONMENT

HOUSING SUMMARY

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

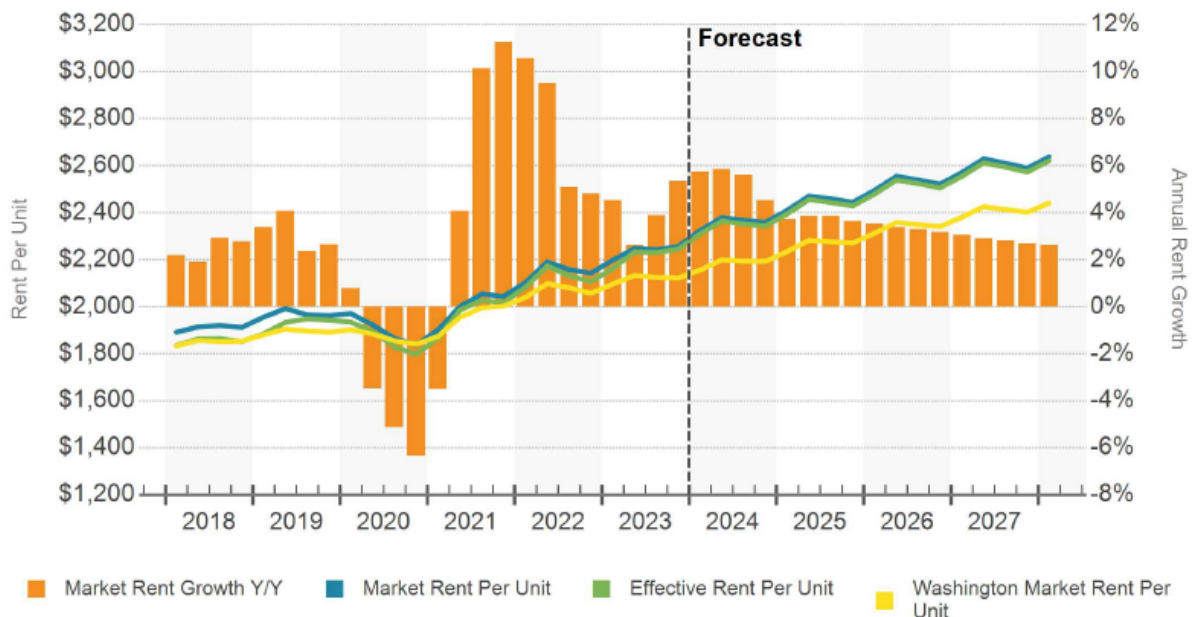
VACANCY RATE



Source: CoStar, March 2024

According to CoStar, historically, the Falls Church/Vienna submarket experienced a lower vacancy rate than that of the Washington D.C. metro market. Currently, the Falls Church/Vienna submarket vacancy rate is 4.90 percent, while the Washington D.C. market vacancy rate is 7.10 percent. CoStar predicts that the submarket's vacancy rate is expected to decrease to around 5.45 percent in five years. Our interviews indicated an overall vacancy rate of 0.9 percent among the comparable properties.

MARKET RENT PER UNIT & RENT GROWTH



Source: CoStar, March 2024

According to CoStar, historically the median two-bedroom rent in the Falls Church/Vienna submarket was similar to the Washington D.C. metro market. Currently, the Falls Church/Vienna submarket median rent is \$2,210, while the Washington D.C. market median rent is \$2,035. CoStar projects rent to grow in Falls Church/Vienna by 3.6 percent per annum to \$2,605 over the next five years.

Age of Housing Stock

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

HOUSING STOCK BY YEAR BUILT						
	PMA		MSA		USA	
Built 2005 or later	5,899	9.3%	223,313	9.0%	10,163,329	7.3%
Built 2000 to 2004	6,411	10.1%	347,348	14.1%	18,956,990	13.6%
Built 1990 to 1999	5,166	8.1%	346,899	14.0%	18,929,789	13.6%
Built 1980 to 1989	6,330	9.9%	380,994	15.4%	18,493,512	13.3%
Built 1970 to 1979	6,001	9.4%	332,860	13.5%	20,705,644	14.9%
Built 1960 to 1969	8,363	13.1%	292,381	11.8%	14,432,008	10.4%
Built 1950 to 1959	10,723	16.8%	221,137	9.0%	14,008,116	10.1%
Built 1940 to 1949	9,137	14.3%	120,670	4.9%	6,584,609	4.7%
Built 1939 or earlier	5,738	9.0%	204,272	8.3%	17,104,504	12.3%
Total Housing Units	63,768	100.0%	2,469,874	100.0%	139,378,501	100.0%

Source: Esri Demographics 2023, Novogradac, March 2024

As illustrated in the previous table, a majority of the housing stock in the PMA was built prior to 1969. As new construction, the Subject will have a significant advantage over the existing housing stock.

Substandard Housing

The following table illustrates the percentage of housing units that are considered substandard. According to HUD, substandard housing includes: dilapidated unit, unit lacks operable indoor plumbing, unit lacks a usable flush toilet for the exclusive use of a family, unit lacks a usable bathtub or shower for the exclusive use of the a family, unit lacks electricity or has inadequate or unsafe electrical services, unit lacks a safe or adequate source of heat, unit should, but lacks a kitchen, and unit has been declared inhabitable by an agency or government entity.

SUBSTANDARD HOUSING			
Year	PMA	MSA	USA
	<i>Percentage</i>	<i>Percentage</i>	<i>Percentage</i>
2023	1.26%	1.12%	1.70%

Source: Esri Demographics 2023, Novogradac, March 2024

The percentage of residents living in substandard housing in the PMA and MSA is below the nation.

Building Permits

The following table demonstrates building permit information from 2000 through 2023 for Fairfax County, Virginia.

BUILDING PERMITS: FAIRFAX COUNTY 1997 - 2023*

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
1997	4,586	4	2,108	6,698
1998	4,436	0	2,708	7,144
1999	4,222	0	3,272	7,494
2000	3,818	0	1,998	5,816
2001	3,507	0	2,538	6,045
2002	2,988	0	2,991	5,979
2003	3,140	0	880	4,020
2004	2,964	0	3,816	6,780
2005	2,276	0	2,077	4,353
2006	1,423	0	666	2,089
2007	1,268	0	250	1,518
2008	892	0	493	1,385
2009	769	0	0	769
2010	896	0	8	896
2011	785	0	25	785
2012	708	0	726	1,434
2013	722	0	313	1,035
2014	925	0	1,324	2,249
2015	837	3	1,881	2,721
2016	885	0	1,785	2,670
2017	1,034	0	930	1,964
2018	1,058	0	499	1,557
2019	1,138	0	1,000	2,138
2020	1,013	0	592	1,605
2021	1,331	0	774	2,105
2022	980	0	1,148	1,987
2023*	644	0	1,094	1,738
Average*	1,824	0	1,329	3,147

*YTD, preliminary

Source: US Census Bureau, Novogradac, March 2024

Permit issuance declined by 89.7 percent during the recession, reaching a low in 2009. Permit issuance increased in six out of 14 years between 2009 and 2023. Permit issuance peaked in 1999, well before the onset of the national recession. The most recent years with finalized data indicate construction activity declined by 5.6 percent between 2021 and 2022, however remains below the post-recessionary highs recorded in 2015. Additionally worth noting is that the share of overall permit issuance attributable to large-scale multifamily projects declined 47.2 percent between 2009 and 2022, compared to only 40.1 percent between 1997 and 2008.

INTERVIEWS

In order to ascertain the need for housing and specifically affordable housing in the Subject's area, interviews were conducted with various local officials.

Fairfax County Housing and Community Development Department

We emailed with Delali Osei-Boateng, the Data Market Analyst in the Policy and Compliance Division of the Fairfax County Department of Housing and Community Development. Fairfax County administered 5,469 vouchers during the 2023 fiscal year. Of these 5,469 vouchers, 1,060 were for RAD-PBV units. For fiscal year 2023, 5,057 vouchers were in use. The waiting list for the Housing Choice Vouchers program is currently closed and has been closed since January 2019. There are currently 1,721 households on this waiting list. The payment standards for one and two-bedroom units are listed in the table below.

PAYMENT STANDARDS

Unit Type	Proposed Gross Rent	Achievable Gross Rent	Gross Payment Standard	Proposed/Achievable Rent Vs. Payment Standard
@30%				
1BR	\$847	\$847	\$1,983	-134.1%
2BR	\$1,017	\$1,017	\$2,249	-121.1%
@40% (PBV)				
1BR	\$1,983	\$1,130	\$1,983	-75.5%
2BR	\$2,249	\$1,357	\$2,249	-65.7%
@50% (PBV)				
1BR	\$1,983	\$1,413	\$1,983	-40.3%
2BR	\$2,249	\$1,696	\$2,249	-32.6%
@60%				
1BR	\$1,695	\$1,695	\$1,983	-17.0%
2BR	\$2,035	\$2,035	\$2,249	-10.5%
@60% (PBV)				
1BR	\$1,983	\$1,695	\$1,983	-17.0%
2BR	\$2,249	\$2,035	\$2,249	-10.5%

Source: Virginia Housing, effective July 2023

All of the payment standards are above the Subject's unsubsidized rents, indicating that voucher tenants will not have to pay additional rent out of pocket.

Senior Center

Bailey's Senior Center is located in the Bailey's Community Center approximately 1.5 miles south of the Subject site. The center offers a variety of services and activities for seniors in Fairfax County, including social events, recreation classes, intergenerational opportunities, day trips, shopping, health fairs, fitness programs, senior Olympics, enrichment classes, workshops and computer education. Additionally, the center offers transportation to and from the site and daily lunches.

Summary of Pipeline Supply and Recent LIHTC Allocations

We researched Virginia Housing LIHTC allocation lists from 2020 to February 2024 regarding any properties in the Subject's PMA that have been awarded LIHTC. We also consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. According to our sources, there are several proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	Competitive LIHTC and PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Artis Senior Living	Market	Senior	175	0	0	Proposed	N/A	3.1 miles
685 N Glebe Rd	Affordable/Market	Family	553	0	0	Proposed	N/A	2.3 miles
4600 Fairfax Dr	Market	Family	432	0	0	Proposed	N/A	2.2 miles
10 S Glebe Rd	Affordable	Family	128	0	0	Proposed	N/A	2.7 miles
J Luna	Market	Family	98	0	0	Under Construction	N/A	2.4 miles
Central United Methodist Church Apartments	LIHTC/Market	Family	144	0	0	Under Construction	2021	2.5 miles
3400 13th St N	Market	Family	374	0	0	Proposed	N/A	3.1 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	3.5 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	3.1 miles
The Fairmont	Market	Family	367	0	0	Proposed	N/A	2.3 miles
Urba	Market	Family	723	0	0	Proposed	N/A	2.3 miles
Merion Pike West	Affordable/Market	Family	401	0	0	Proposed	N/A	1.7 miles
Totals			3,888	0	0			

- Central United Methodist Church Apartments is an under construction 144-unit LIHTC/market rate development located 2.5 miles northeast of the Subject site. The property was awarded tax credits in 2021. Upon completion, the property will offer an eight-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- Merion Pike West is a proposed 401-unit affordable/market-rate development located 1.7 miles east of the Subject site. Upon completion, the property will offer a six-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- 685 N Glebe Road is a proposed 553-unit affordable/market rate development located 2.3 miles east of the Subject site. Upon completion, the property will offer sixteen-story highrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- 10 S Glebe Road is a proposed 128-unit affordable development located 2.7 miles east of the Subject site. Upon completion, the property will offer a five-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.

Survey of Comparable Properties

Comparable properties are examined on the basis of physical characteristics; i.e., building type, building age/quality, the level of common amenities, absorption rates, and similarity in rent structure. We attempted to compare the Subject to properties from the competing market, in order to provide a picture of the general economic health and available supply in the market.

Description of Property Types Surveyed/Determination of Number of Tax Credit Units

To evaluate the competitive position of the Subject, we surveyed a total of 1,766 units in ten rental properties. The availability of the LIHTC data is considered good. We included five affordable developments located between 0.3 and 3.0 miles from the Subject site, all of which are located inside the PMA. The availability of the market rate data is also considered good. We included five market rate properties located between 0.4 and 2.3 miles from the Subject site, all of which are located inside the PMA. Overall, we believe the availability of data is adequate to support our conclusions.

OCCUPANCY BY PROJECT TYPE

Program	Projects Surveyed	Surveyed Units	Vacant Units	Occupancy Rate
LIHTC	5	783	4	99.5%
Market	5	983	12	98.8%
Total	10	1,766	16	99.1%

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

EXCLUDED PROPERTIES

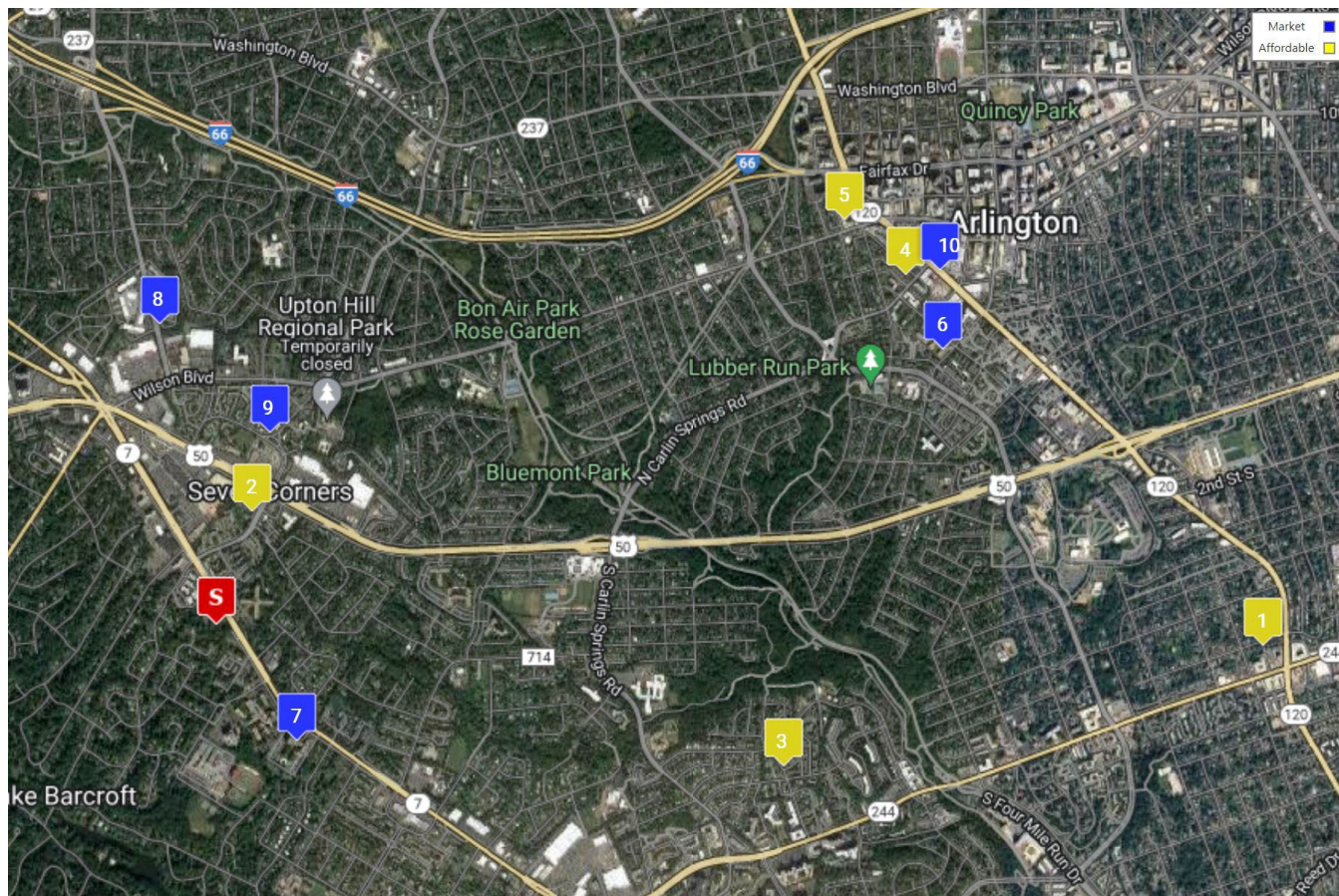
Property Name	Rent Structure	Tenancy	Reason for Exclusion
Arbor Heights Apartments	LIHTC	Family	Better Comparables Available
Ashton House	LIHTC	Family	Better Comparables Available
Buchanan Gardens	LIHTC	Family	Better Comparables Available
Buckingham Village III	LIHTC	Family	Better Comparables Available
East Falls	LIHTC	Family	Better Comparables Available
Fields Of Falls Church	LIHTC	Family	Better Comparables Available
Fisher House I	LIHTC	Family	Better Comparables Available
Fisher House II	LIHTC	Family	Better Comparables Available
North Ashton House	LIHTC	Family	Better Comparables Available
Parkwood Apartments	LIHTC	Family	Unable to Contact
Patrick Henry Apartments	LIHTC	Family	Unable to Contact
Serrano Apartments	LIHTC	Family	Better Comparables Available
Taylor Square	LIHTC	Family	Better Comparables Available
The Shell	LIHTC	Family	Better Comparables Available
Whitefield Commons	LIHTC	Family	Better Comparables Available
The Fields At Westover	LIHTC	Family	Unable to Contact
Arlington Mill Residences	LIHTC/Section 8	Family	Better Comparables Available
Knightsbridge Apartments	LIHTC/Section 8	Family	Subsidized
Woodland Hill Apartments	LIHTC/Section 8	Senior	Subsidized
Culpepper Garden I	LIHTC/Section 8	Senior	Unable to Contact
Ballston Park Apartments	LIHTC/Market	Family	Better Comparables Available
Clarendon Court Apartments	LIHTC/Market	Family	Better Comparables Available
Fields Of Arlington	LIHTC/Market	Family	Unable to Contact
Gates Of Ballston	LIHTC/Market	Family	Unable to Contact
Harvey Hall Apartments	LIHTC/Market	Family	Better Comparables Available
Key Gardens	LIHTC/Market	Family	Better Comparables Available
Latitude Apartments	LIHTC/Market	Family	Unable to Contact
Quebec Apartments	LIHTC/Market	Family	Better Comparables Available
The Madison At Ballston Station	LIHTC/Market	Family	Better Comparables Available
The Springs Apartments	LIHTC/Market	Family	Better Comparables Available
Westover Apartments	LIHTC/Market	Family	Unable to Contact
Elmwood House	Section 8	Family	Subsidized
Lockwood House	Section 8	Family	Subsidized
Winter Hill	Section 8	Family	Subsidized

FIRST CHRISTIAN CHURCH – FALLS CHURCH, VIRGINIA - MARKET STUDY

Property Name	Rent Structure	Tenancy	Reason for Exclusion
AVA Ballston	Market	Family	Better Comparables Available
Ballston Place Apartments	Market	Family	Better Comparables Available
Barcroft Plaza	Market	Family	Unable to Contact
Bartton Place	Market	Family	Better Comparables Available
Birchwood Apartments	Market	Family	Better Comparables Available
Broadfalls Apartments	Market	Family	Better Comparables Available
Carlyn Hill Apartments	Market	Family	Better Comparables Available
Cavalier Club Apartments	Market	Family	Unable to Contact
Columbia View Apartments	Market	Family	Better Comparables Available
Fields Of Westover	Market	Family	Unable to Contact
Glenayr Apartments	Market	Family	Better Comparables Available
Greenbrier Apartments	Market	Family	Better Comparables Available
Hillwood Manor	Market	Family	Unable to Contact
Lee Square Apartments	Market	Family	Better Comparables Available
Liberty Tower Apartments	Market	Family	Better Comparables Available
Library Courts	Market	Family	Better Comparables Available
Mayfair House	Market	Family	Better Comparables Available
Meridian At Ballston Commons	Market	Family	Better Comparables Available
Merrill House Apartments	Market	Family	Better Comparables Available
Monticello Gardens	Market	Family	Unable to Contact
Old Salem Village	Market	Family	Better Comparables Available
Quincy Plaza	Market	Family	Better Comparables Available
Quinton Arms Apartments	Market	Family	Better Comparables Available
Randolph Towers	Market	Family	Better Comparables Available
Richmond Square Apartments	Market	Family	Better Comparables Available
The Amelia	Market	Family	Better Comparables Available
The Jefferson	Market	Family	Unable to Contact
The View At Liberty Center	Market	Family	Better Comparables Available
Thomas Court	Market	Family	Better Comparables Available
Virginia Square Plaza Apartments	Market	Family	Better Comparables Available
Vista Gardens Apartments	Market	Family	Better Comparables Available
Whitmore Apartments	Market	Family	Better Comparables Available
Winter Hill Apartments	Market	Senior	Unable to Contact
Woodlake Towers Condos	Market	Family	Unable to Contact

Comparable Rental Property Map

The following map illustrates the location of the Subject in relation to the comparable properties.



Source: Google Maps, March 2024

COMPARABLE PROPERTIES

#	Property Name	City	Rent Structure	Tenancy	Distance to Subject
S	First Christian Church	Falls Church	@30%, @40% (PBV), @50% (PBV), @60%, @60% (PBV)	Senior	-
1	Gilliam Place	Arlington	@40%, @50%, @60%	Family	3.0 miles
2	Hollybrooke Apartments	Falls Church	@60%	Family	0.3 mile
3	Monterey Apartments	Arlington	@50%, @60%	Family	1.7 miles
4	The Carlin	Arlington	@60%, Non-Rental	Senior	2.3 miles
5	The Jordan	Arlington	@50%, @60%	Family	2.2 miles
6	Henderson Park	Arlington	Market	Family	2.3 miles
7	Munson Hill Towers	Falls Church	Market	Family	0.4 mile
8	Roosevelt Towers Apartments	Falls Church	Market	Family	0.9 mile
9	Seven Corners	Falls Church	Market	Family	0.6 mile
10	The Maxwell	Arlington	Market	Family	2.3 miles

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
S	First Christian Church 6165 Leesburg Pike Falls Church, VA Fairfax County		Midrise 4-stories 2026 Senior	@30%, @40% (PBV), @50% (PBV), @60%, @60% (PBV)	1BR/1BA	6	6.3%	600	@30%	\$718	N/A		N/A	N/A
					1BR/1BA	7	7.4%	600	@40% (PBV)	\$1,854	N/A	N/A	N/A	
					1BR/1BA	26	27.4%	600	@50% (PBV)	\$1,854	N/A	N/A	N/A	
					1BR/1BA	33	34.7%	600	@60%	\$1,566	N/A	N/A	N/A	
					1BR/1BA	4	4.2%	600	@60% (PBV)	\$1,854	N/A	N/A	N/A	
					2BR/2BA	3	3.2%	960	@30%	\$865	N/A	N/A	N/A	
					2BR/2BA	2	2.1%	960	@40% (PBV)	\$2,097	N/A	N/A	N/A	
					2BR/2BA	4	4.2%	960	@50% (PBV)	\$2,097	N/A	N/A	N/A	
					2BR/2BA	5	5.3%	960	@60%	\$1,883	N/A	N/A	N/A	
					2BR/2BA	5	5.3%	960	@60% (PBV)	\$2,097	N/A	N/A	N/A	
95														
1	Gilliam Place 918 South Lincoln Street Arlington, VA Arlington County	3.0 miles	Midrise 6-stories 2019 Family	@40%, @50%, @60%	0BR/1BA	N/A	N/A	422	@50%	\$1,233	Yes	Yes	2	N/A
					0BR/1BA	N/A	N/A	422	@60%	\$1,497	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@40%	\$1,017	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@50%	\$1,300	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@60%	\$1,582	Yes	Yes	0	N/A
					2BR/2BA	N/A	N/A	765	@50%	\$1,545	Yes	Yes	2	N/A
					2BR/2BA	N/A	N/A	765	@60%	\$1,884	Yes	Yes	0	N/A
					3BR/2BA	N/A	N/A	992	@60%	\$2,154	Yes	Yes	0	N/A
173														
2	Hollybrooke Apartments 3012 Patrick Henry Dr Falls Church, VA Fairfax County	0.3 mile	Garden 3-stories 1952 / 2007 Family	@60%	1BR/1BA	N/A	N/A	570	@60%	\$1,531	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	710	@60%	\$1,815	Yes	Yes	0	0%
249														
3	Monterey Apartments 813 South Greenbrier Street Arlington, VA Arlington County	1.7 miles	Garden 3-stories 1952 / 2004 Family	@50% @60%	1BR/1BA	N/A	N/A	659	@50%	\$1,315	Yes	Yes	0	0%
					1BR/1BA	N/A	N/A	659	@60%	\$1,557	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@50%	\$1,511	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@60%	\$1,850	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@50%	\$1,718	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@60%	\$2,200	Yes	Yes	0	0%
109														
4	The Carlin 4300 North Carlin Springs Road Arlington, VA Arlington County	2.3 miles	Highrise 10-stories 1997 / 2020 Senior	@60%	1BR/1BA	153	94.4%	560	@60%	\$1,328	Yes	Yes	0	0%
					2BR/1BA	8	4.9%	750	@60%	\$1,419	Yes	Yes	0	0%
					2BR/1BA	1	0.6%	750	Non-Rental	N/A	No		0	0%
162														
5	The Jordan 801 North Wakefield Street Arlington, VA Arlington County	2.2 miles	Midrise 4-stories 2011 Family	@50% @60%	1BR/1BA	7	7.8%	605	@50%	\$1,325	Yes	No	0	0%
					1BR/1BA	25	27.8%	605	@60%	\$1,607	Yes	No	0	0%
					2BR/1BA	14	15.6%	825	@50%	\$1,576	Yes	No	0	0%
					2BR/1BA	21	23.3%	825	@60%	\$1,915	Yes	No	0	0%
					3BR/2BA	3	3.3%	1,016	@50%	\$1,800	Yes	No	0	0%
					3BR/2BA	20	22.2%	1,016	@60%	\$2,192	Yes	No	0	0%
90														
6	Henderson Park 4301 North Henderson Road Arlington, VA Arlington County	2.3 miles	Midrise 4-stories 2014 Family	Market	1BR/1BA	12	18.2%	680	Market	\$2,041	N/A	No	0	0%
					2BR/2BA	15	22.7%	1,100	Market	\$2,805	N/A	No	0	0%
					2.5BR/3BA	N/A	N/A	1,267	Market	\$3,145	N/A	No	0	0%
					3BR/2BA	33	50.0%	1,100	Market	\$3,219	N/A	No	0	0%
					3BR/3BA	N/A	N/A	1,330	Market	\$3,489	N/A	No	0	0%
					3BR/3BA	6	9.1%	1,330	Market	\$3,469	N/A	No	0	0%
66														
7	Munson Hill Towers 6129 Leesburg Pike Falls Church, VA Fairfax County	0.4 mile	Highrise 12-stories 1964 / 2017 Family	Market	0BR/1BA	35	12.5%	559	Market	\$1,710	N/A	No	0	0%
					1BR/1BA	113	40.5%	839	Market	\$1,915	N/A	No	2	1.8%
					1.5BR/1BA	37	13.3%	980	Market	\$2,111	N/A	No	0	0%
					2BR/1BA	49	17.6%	1,107	Market	\$2,215	N/A	No	0	0%
					2BR/2BA	34	12.2%	1,143	Market	\$2,515	N/A	No	0	0%
					3BR/2BA	11	3.9%	1,333	Market	\$2,715	N/A		0	0%
279														
8	Roosevelt Towers Apartments 500 N Roosevelt Blvd Falls Church, VA Falls Church County	0.9 mile	Midrise 6-stories 1964 / 2004 Family	Market	0BR/1BA	13	6.8%	531	Market	\$1,670	N/A	No	0	0%
					1BR/1BA	82	42.9%	731	Market	\$1,836	N/A	No	3	3.7%
					2BR/1BA	41	21.5%	975	Market	\$2,233	N/A	No	1	2.4%
					2BR/1BA	41	21.5%	1,046	Market	\$2,291	N/A	No	1	2.4%
					3BR/1.5BA	14	7.3%	1,100	Market	\$2,873	N/A	No	0	0%
191														
9	Seven Corners 6122 Willston Dr Falls Church, VA Fairfax County	0.6 mile	Garden 3-stories 1952 / 1985 Family	Market	1BR/1BA	142	50.0%	518	Market	\$1,511	N/A	No	1	0.7%
					2BR/1BA	142	50.0%	724	Market	\$1,793	N/A	No	1	0.7%
284														
10	The Maxwell 4200 North Carlin Springs Road Arlington, VA Arlington County	2.3 miles	Midrise 6-stories 2014 Family	Market	0BR/1BA	48	29.4%	538	Market	\$2,002	N/A	No	1	2.1%
					1BR/1BA	40	24.5%	581	Market	\$2,103	N/A	No	1	2.5%
					1BR/1BA	54	33.1%	698	Market	\$2,223	N/A	No	1	1.9%
					2BR/2BA	21	12.9%	1,027	Market	\$3,544	N/A	No	0	0%
163														
													3	1.8%

PROPERTY CHARACTERISTICS

Following are relevant characteristics of the comparable properties surveyed:

Location

Following are relevant characteristics of the comparable properties surveyed:

LOCATIONAL COMPARISON SUMMARY

#	Property Name	Tenancy	Program	Distance Subject	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Vacant Housing	% Renter HH
S	First Christian Church	Senior	LIHTC/PBRA		\$82,258	\$709,811	\$2,300	65	71	3.0%	44.8%
1	Gilliam Place	Family	LIHTC	3.0 miles	\$127,001	\$625,281	\$2,458	73	87	3.0%	45.9%
2	Hollybrooke Apartments	Family	LIHTC	0.3 mile	\$71,514	\$709,811	\$2,300	55	87	3.6%	61.4%
3	Monterey Apartments	Family	LIHTC	1.7 miles	\$66,795	\$625,281	\$2,458	100	63	3.1%	68.4%
4	The Carlin	Senior	LIHTC	2.3 miles	\$124,298	\$741,193	\$3,018	144	91	14.1%	62.5%
5	The Jordan	Family	LIHTC	2.2 miles	\$132,912	\$741,193	\$3,018	137	94	15.6%	58.9%
6	Henderson Park	Family	Market	2.3 miles	\$118,219	\$741,193	\$3,018	132	81	13.9%	64.7%
7	Munson Hill Towers	Family	Market	0.4 mile	\$66,863	\$532,221	\$2,453	78	58	2.7%	57.0%
8	Roosevelt Towers Apartments	Family	Market	0.9 mile	\$106,010	\$709,811	\$2,300	61	88	6.5%	52.8%
9	Seven Corners	Family	Market	0.6 mile	\$77,764	\$709,811	\$2,300	62	90	4.1%	61.0%
10	The Maxwell	Family	Market	2.3 miles	\$124,319	\$741,193	\$3,018	150	96	14.0%	63.0%

The Subject is located in Falls Church. Surrounding uses consist of multifamily properties, single-family homes, religious uses and commercial uses exhibiting average to good condition. Strengths of the Subject's location include high median home value. The Subject's location is designated Very Walkable by Walk Score with a score of 71, indicating most errands can be accomplished on foot.

The affordable properties are located between 0.3 and 3.0 miles from the Subject site. Gilliam Place is located 3.0 miles east of the Subject site in an area with higher median household income, slightly higher median rent, and higher median home value. The location of this property is considered slightly superior overall relative to the Subject's location. Hollybrooke Apartments is located 0.3 miles north of the Subject site in the same neighborhood, and its location is considered similar to the Subject's location. Monterey Apartments is located in an area with lower median household income and slightly higher median home value and median rent. The location of this property is considered slightly inferior to the Subject's location. The Carlin and The Jordan are located east of the Subject site in areas with higher median household income and median rent but slightly lower median home values and higher crime indices. Additionally, these properties are located close to the Ballston Metro Station. The locations of these properties are considered slightly superior to the Subject's location.

Munson Hill Towers, Roosevelt Towers Apartments, and Seven Corners are located between 0.4 and 0.9 miles of the Subject site in the same neighborhood. The locations of these properties are considered similar to the Subject's location. Henderson Park and The Maxwell are both located east of the Subject site in areas with higher median household income, home value, and rent, but higher crime indices. Additionally, these properties are located close to the Ballston Metro Station. The locations of these properties are considered slightly superior to the Subject's location.

Age, Condition, and Design

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

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program Tenancy	LIHTC/ PBRA Senior	LIHTC Family	LIHTC Family	LIHTC Family	LIHTC Senior	LIHTC Family	Market Family	Market Family	Market Family	Market Family	Market Family
Building											
Property Type	Midrise	Midrise	Garden	Garden	Highrise	Midrise	Midrise	Highrise	Midrise	Garden	Midrise
# Stories	4	6	3	3	10	4	4	12	6	3	6
Year Built	2026	2019	1952	1952	1997	2011	2014	1964	1964	1952	2014
Year Renovated	N/A	N/A	2007	2004	2020	N/A	N/A	2017	2004	1985	N/A
Courtyard	yes	yes	no	no	no	yes	yes	yes	no	no	yes
Elevators	yes	yes	no	no	yes	yes	yes	yes	yes	no	yes

The Subject is expected to exhibit excellent overall condition upon completion in 2026. The LIHTC comparables were constructed or renovated between 2004 and 2019, while the market rate comparables were constructed or renovated between 1964 and 2014. Of the LIHTC comparables, Gilliam Place was constructed in 2019 and exhibits excellent overall condition, similar to the proposed Subject. The Carlin and The Jordan exhibit good overall condition, slightly inferior to the proposed Subject. Hollybrooke Apartments and Monterey Apartments exhibit average overall condition, inferior to the proposed Subject. Of the market rate comparables, Henderson Park and The Maxwell were both constructed in 2014 and exhibit good overall condition, slightly inferior to the proposed Subject. Munson Hill Towers, Roosevelt Towers Apartments, and Seven Corners exhibit average overall condition, inferior to the proposed Subject.

The Subject will offer a midrise, elevator-serviced design. This is similar to the other elevator-serviced lowrise, midrise, and highrise designs offered. However, two LIHTC properties and one market rate property offer garden-style designs without elevators that are considered inferior to the Subject's design.

Unit Size

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

UNIT SIZE COMPARISON

Bedroom Type	1.0BR	2.0BR
Subject	600	960
Average	626	883
Min	518	710
Max	839	1,143
Advantage/Disadvantage	-4.2%	8.7%

UNIT SIZE COMPARISON (SENIOR)

Bedroom Type	1.0BR	2.0BR
Subject	600	960
Average	560	750
Min	560	750
Max	560	750
Advantage/Disadvantage	7.1%	28.0%

The Subject's one-bedroom units and two-bedroom units are above the range of the surveyed senior comparable unit sizes. The Subject's one-bedroom units and two-bedroom units are above the senior comparables average square footage. We have considered the Subject's unit sizes in our determination of achievable rents.

SQUARE FOOT RANKING

1.0BR x 1.0BA		2.0BR x 1.5BA	
Property Name	Square Feet	Property Name	Square Feet
Munson Hill Towers (Market)	839	Munson Hill Towers (Market)(2.0BA)	1,143
Roosevelt Towers Apartments (Market)	731	Munson Hill Towers (Market)(1.0BA)	1,107
The Maxwell (Market)	698	Henderson Park (Market)(2.0BA)	1,100
Henderson Park (Market)	680	Roosevelt Towers Apartments (Market)(1.0BA)	1,046
Monterey Apartments (@50%)	659	The Maxwell (Market)(2.0BA)	1,027
Monterey Apartments (@60%)	659	Roosevelt Towers Apartments (Market)(1.0BA)	975
The Jordan (@50%)	605	First Christian Church (@30%)	960
The Jordan (@60%)	605	First Christian Church (@40%)	960
First Christian Church (@30%)	600	First Christian Church (@50%)	960
First Christian Church (@40%)	600	First Christian Church (@60%)	960
First Christian Church (@50%)	600	First Christian Church (@60%)	960
First Christian Church (@60%)	600	The Jordan (@50%)(1.0BA)	825
First Christian Church (@60%)	600	The Jordan (@60%)(1.0BA)	825
The Maxwell (Market)	581	Gilliam Place (@50%)	765
Hollybrooke Apartments (@60%)	570	Gilliam Place (@60%)	765
Gilliam Place (@40%)	564	The Carlin (@60%)(1.0BA)	750
Gilliam Place (@50%)	564	The Carlin (Non-Rental)(1.0BA)	750
Gilliam Place (@60%)	564	Monterey Apartments (@50%)(1.0BA)	741
The Carlin (@60%)	560	Monterey Apartments (@60%)(1.0BA)	741
Seven Corners (Market)	518	Seven Corners (Market)(1.0BA)	724
		Hollybrooke Apartments (@60%)(1.0BA)	710

Utility Structure

The following table details the Subject’s utility structure in comparison to the comparable properties. The utility conventions differ at the comparable properties; therefore, we have adjusted “base” or “asking” rents of the comparable properties to “net” rents, reflecting the Subject’s utility convention.

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Utility Structure											
Heat	no	no	no	no	yes	no	no	no	no	yes	no
Cooking	no	no	no	no	yes	no	no	no	no	yes	no
Other Electric	no	no	no	no	yes	no	no	no	no	yes	no
Air Conditioning	no	no	no	no	yes	no	no	no	no	yes	no
Water Heat	no	yes	no	no	yes	no	no	no	no	no	no
Water	no	no	yes	yes	yes	no	yes	no	no	yes	yes
Sewer	no	no	yes	yes	yes	no	yes	no	no	yes	yes
Trash	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes

In-Unit Amenities

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

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Accessibility											
Grab Bars	yes	no	no	no	yes	no	no	no	no	no	no
Hand Rails	yes	no	no	no	yes	no	no	no	no	no	no
Pull Cords	yes	no	no	no	yes	no	no	no	no	no	no
Unit											
Balcony	no	no	no	no	no	no	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	yes	no	no
Ceiling Fan	no	yes	no	yes	yes	no	no	yes	no	no	no
Central/AC	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	no	yes	yes	no	no	yes
Exterior Storage	no	no	no	no	no	no	yes	yes	no	no	yes
Hardwood Floors	no	no	no	no	no	no	no	yes	no	yes	yes
Vinyl Plank Flooring	no	yes	no	no	no	yes	yes	no	no	no	no
Walk-In-Closet	no	yes	yes	no	no	yes	yes	yes	no	no	yes
Wall A/C	no	no	no	no	yes	no	no	no	no	no	no
Washer / Dryer	no	no	yes	no	no	no	yes	no	no	no	yes
W/D Hookups	no	no	yes	no	no	no	yes	no	no	no	yes
Kitchen											
Dishwasher	no	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Microwave	no	yes	no	no	yes	yes	yes	yes	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Notable amenities offered by the proposed Subject will include central air conditioning and disposals. The majority of the comparables offer unit amenities ranging from similar to slightly superior relative to the proposed Subject. Notable exceptions include Henderson Park and The Maxwell, which feature superior unit amenities. These properties offer balconies/patios, dishwashers, exterior storage, microwaves, walk-in closets, and washer/dryers, none of which are offered by the proposed Subject. Overall, we believe the Subject’s unit amenities will be competitive in the market.

Property Amenities

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

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Community											
Business Center	no	yes	no	no	no	yes	yes	yes	yes	no	yes
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Clubhouse	yes	no	no	no	yes	no	yes	yes	no	no	no
Concierge	no	no	no	no	no	no	no	yes	no	no	no
Library	no	no	no	no	no	yes	no	no	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	yes	no	no	no
Exercise Facility	yes	no	no	no	no	no	yes	yes	yes	no	yes
Hot Tub	no	no	no	no	no	no	no	no	yes	no	no
Library	yes	no	no	no	no	no	no	no	no	no	no
Picnic Area	yes	yes	no	no	no	yes	yes	yes	yes	no	yes
Playground	no	yes	no	no	no	yes	no	yes	no	yes	no
Recreational Area	yes	no	no	no	yes	no	no	yes	no	no	yes
Sauna	no	no	no	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	no	yes	yes	no	no
Tennis Court	no	no	no	no	no	no	no	yes	no	no	no
Theatre	no	no	no	no	no	no	yes	no	no	no	no
Services											
Adult Education	yes	yes	no	no	no	no	no	no	no	no	no
Afterschool Program	no	yes	no	no	no	no	no	no	no	no	no
Computer Tutoring	yes	yes	no	no	no	no	no	no	no	no	no
Daycare	no	no	no	no	no	yes	no	no	no	no	no
Neighborhood Network	no	yes	no	no	no	no	no	no	no	no	no
Non-Shelter Services	no	yes	no	no	no	no	no	no	no	no	no
Service Coordination	no	yes	no	no	yes	no	no	no	no	no	no
Senior Services											
Hairdresser/Barber	no	no	no	no	yes	no	no	no	no	no	no
Medical Professional	yes	no	no	no	no	no	no	no	no	no	no

Notable amenities offered by the proposed Subject will include central laundry, a community room, computer tutoring services, a fitness center, on-site management, picnic areas, a library/lounge, an onsite medical clinic, and an arts and crafts room. The majority of the comparables offer property amenities ranging from inferior to slightly inferior relative to the proposed Subject. These properties lack features such as computer tutoring services, a fitness center, picnic areas, recreational areas, and a community room, all of which are offered by the proposed Subject. A notable exception is Munson Hill Towers, which features slightly superior property amenities. This property offers a basketball court, a business center, a sauna, a swimming pool, and tennis courts, none of which are offered by proposed Subject. The amenities offered by Gilliam Place, The Jordan, and Roosevelt Towers Apartments are considered similar to the proposed Subject. The Subject's property amenities are also superior to the amenities offered by The Carlin, the senior comparable property. Overall, we believe the Subject's property amenities will be competitive in the market.

Security Features

The following table compares the Subject's security features with comparable properties.

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Crime Index	65	73	55	100	144	137	132	78	61	62	150
Security											
Intercom (Buzzer)	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Intercom (Phone)	no	no	no	no	no	no	no	no	yes	no	no
Limited Access	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Patrol	no	no	yes	no	yes	no	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	yes	no	yes	no	no	no
Video Surveillance	no	yes	no	no	no	no	yes	yes	no	no	yes

According to ESRI Demographic data, crime indices in the proposed Subject's location are below the national average. The proposed Subject will offer intercom (buzzer) and limited access. A majority of the comparables offer zero to three security amenities, similar to the Subject. Overall, the comparables security features range

from slightly superior to similar compared to the proposed Subject. As such, we believe the proposed Subject's security amenities are market oriented.

Parking

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

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Walk Score	71	87	87	63	90	94	81	58	88	89	96
Parking											
Garage	yes	yes	no	no	yes	yes	yes	no	no	no	yes
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$100	\$75	n/a	\$0	\$0	\$100
Surface	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Surface Fee	\$0	\$0	\$0	\$0	\$0	\$0	n/a	\$15	\$0	\$0	\$0

The Subject will offer a combination of off-street and garage parking. Thirty-four off-street parking spaces and 27 garage parking spaces are proposed, for a total of 61 spaces, or 0.64 spaces per unit. There will be no fee for parking. Given the Subject's senior tenancy, accessibility to public transit, and walkability, we expect the number of parking spaces to be adequate. All but one of the comparable properties offer off-street parking included in the cost of rent, while Munson Hill Towers charges a monthly fee of \$15 for surface parking. Five comparables offer garage parking like the Subject. Of those, two properties, Gilliam Place and The Carlin, do not charge for parking, similar to the Subject, while the remainder charge monthly garage parking fees ranging from \$75 to \$100. The parking at these three properties is considered slightly inferior to the Subject's parking. The parking at the comparables without garages is considered inferior to the Subject's parking.

MARKET CHARACTERISTICS

Following are relevant market characteristics for the comparable properties surveyed.

Tenant Voucher Usage

The following table details voucher usage reported by the comparable properties.

TENANTS WITH VOUCHERS

Property Name	Program	Tenancy	Housing Choice Voucher %
Gilliam Place	LIHTC	Family	30%
Hollybrooke Apartments	LIHTC	Family	20%
Monterey Apartments	LIHTC	Family	10%
The Carlin	LIHTC	Senior	24%
The Jordan	LIHTC	Family	20%
Henderson Park	Market	Family	0%
Munson Hill Towers	Market	Family	0%
Roosevelt Towers Apartments	Market	Family	0%
Seven Corners	Market	Family	2%
The Maxwell	Market	Family	0%

The comparable properties reported voucher usage ranging between zero and 30 percent. The LIHTC comparables reported average voucher utilization of 20.8 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 20 percent.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER

Property Name	Program	Tenancy	Annual Turnover
Gilliam Place	LIHTC	Family	5%
Hollybrooke Apartments	LIHTC	Family	15%
Monterey Apartments	LIHTC	Family	11%
The Carlin	LIHTC	Senior	8%
The Jordan	LIHTC	Family	17%
Henderson Park	Market	Family	28%
Munson Hill Towers	Market	Family	33%
Roosevelt Towers Apartments	Market	Family	28%
Seven Corners	Market	Family	10%
The Maxwell	Market	Family	27%
Average Turnover			18%

The comparable properties reported turnover ranging between five and 33 percent, with an overall average of 18 percent. The LIHTC comparables operate with an average turnover rate of 11 percent, which is well below the 25 percent average reported by the market rate properties. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a turnover rate of approximately 10 percent.

Vacancy

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

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Gilliam Place	LIHTC	Family	173	4	2.3%
Hollybrooke Apartments	LIHTC	Family	249	0	0.0%
Monterey Apartments	LIHTC	Family	109	0	0.0%
The Carlin	LIHTC	Senior	162	0	0.0%
The Jordan	LIHTC	Family	90	0	0.0%
Henderson Park	Market	Family	66	0	0.0%
Munson Hill Towers	Market	Family	279	2	0.7%
Roosevelt Towers Apartments	Market	Family	191	5	2.6%
Seven Corners	Market	Family	284	2	0.7%
The Maxwell	Market	Family	163	3	1.8%
LIHTC Total			783	4	0.5%
Market Total			983	12	1.2%
Overall Total			1,766	16	0.9%

The comparable properties reported vacancy rates ranging from zero to 2.6 percent, with an overall weighted average of 0.9 percent. Managers at four of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.5 percent, well below the 1.2 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 2.6 percent or less. The average LIHTC vacancy rate of 0.5 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.

Concessions

The following table details rental concessions offered by the comparables.

CONCESSIONS

Property Name	Program	Tenancy	Concessions
Gilliam Place	LIHTC	Family	None
Hollybrooke Apartments	LIHTC	Family	None
Monterey Apartments	LIHTC	Family	None
The Carlin	LIHTC	Senior	None
The Jordan	LIHTC	Family	None
Henderson Park	Market	Family	None
Munson Hill Towers	Market	Family	None
Roosevelt Towers Apartments	Market	Family	\$750 off first month's rent
Seven Corners	Market	Family	None
The Maxwell	Market	Family	\$1,000 off first month's rent

Two of the comparable properties reported offering concessions. Given the general lack of concessions offered in the market, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion.

Waiting Lists

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

WAITING LISTS

Property Name	Program	Tenancy	Waiting List Length
Gilliam Place	LIHTC	Family	Yes; one year in length
Hollybrooke Apartments	LIHTC	Family	Yes; unknown length
Monterey Apartments	LIHTC	Family	Yes; three months in length
The Carlin	LIHTC	Senior	Yes; 80 households
The Jordan	LIHTC	Family	None
Henderson Park	Market	Family	None
Munson Hill Towers	Market	Family	None
Roosevelt Towers Apartments	Market	Family	None
Seven Corners	Market	Family	None
The Maxwell	Market	Family	None

Four of the five LIHTC properties maintain waiting lists. Our contact at The Jordan, which does not maintain a waiting list, reported that the property does not need a waiting list to maintain near full occupancy given strong demand. Upon stabilization, we expect the Subject to operate with low vacancy and maintain a waiting list.

Projected Absorption

The following table details the absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	4.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.5 miles
The MO	LIHTC	Family	Washington	2022	300	25	8.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	8.4 miles
The Vale	Market	Family	Washington	2022	301	27	10.0 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	7.5 miles
The Silva	Market	Family	Washington	2021	172	6	7.4 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	7.2 miles
The Apex	LIHTC	Family	Arlington	2020	256	21	4.5 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	7.5 miles
Riverpoint	Market	Family	Washington	2020	480	25	7.4 miles
Average Affordable					139	24	
Average Market					352	21	
Overall Average					217	23	

We obtained absorption data from 11 properties, located between 2.5 and 10.0 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 23 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately five months.

Rent Growth

We were able to obtain the most recent rent growth data from the following comparable properties, which are illustrated in the following table.

RENT GROWTH			
Property Name	Program	Tenancy	Rent Growth
Gilliam Place	LIHTC	Family	Increased to 2023 max
Hollybrooke Apartments	LIHTC	Family	Increased to 2023 max
Monterey Apartments	LIHTC	Family	Increased to 2023 max
The Carlin	LIHTC	Senior	Increased to 2023 max
The Jordan	LIHTC	Family	Kept at 2023 max
Henderson Park	Market	Family	Increased 0-5%
Munson Hill Towers	Market	Family	Increased five to ten percent
Roosevelt Towers Apartments	Market	Family	Changes daily
Seven Corners	Market	Family	Changes daily
The Maxwell	Market	Family	Changes daily

Seven of the comparable properties reported rent growth over the past year. All of the comparable LIHTC properties reported achieving 2023 maximum allowable rents. We anticipate that the Subject will be able to achieve moderate rent growth of two percent per annum in the future as a LIHTC property.

Reasonability of Rents

The table below illustrates the Subject’s proposed rents and unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	600	6	-	\$718	\$129	\$847	\$847	\$1,803
2BR/2BA	960	3	-	\$865	\$152	\$1,017	\$1,017	\$2,045
@40% (PBV)								
1BR/1BA	600	7	\$1,854	\$1,854	\$129	\$1,983	\$1,130	\$1,803
2BR/2BA	960	2	\$2,097	\$2,097	\$152	\$2,249	\$1,357	\$2,045
@50% (PBV)								
1BR/1BA	600	26	\$1,854	\$1,854	\$129	\$1,983	\$1,413	\$1,803
2BR/2BA	960	4	\$2,097	\$2,097	\$152	\$2,249	\$1,696	\$2,045
@60%								
1BR/1BA	600	33	-	\$1,566	\$129	\$1,695	\$1,695	\$1,803
2BR/2BA	960	5	-	\$1,883	\$152	\$2,035	\$2,035	\$2,045
@60% (PBV)								
1BR/1BA	600	4	\$1,854	\$1,854	\$129	\$1,983	\$1,695	\$1,803
2BR/2BA	960	5	\$2,097	\$2,097	\$152	\$2,249	\$2,035	\$2,045
Total		95						

*Source of Utility Allowance provided by the Developer

Comparable LIHTC Rents

The following tables compare the Subject’s and the comparable properties’ rents. For the purposes of this market study, “Base Rents” are the actual rents quoted to the tenant, and are most frequently those rents that potential renters consider when making a housing decision. “Net rents” are rents adjusted for the cost of utilities (adjusted to the Subject’s convention) and are used to compensate for the differing utility structures of the Subject and the comparable properties. Net rents represent the actual costs of residing at a property, and help to provide an “apples-to-apples” comparison of rents. Note that some of the comparable property’s LIHTC rents appear to be above the maximum levels; however, the majority are the result of differing utility allowance structures at the comparables.

The Subject will offer units targeting households earning 30, 40, 50, and 60 percent of AMI, or less. The following table details the Subject’s proposed rents in comparison to rents at the comparables.

30 Percent AMI

LIHTC RENT COMPARISON @30%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
First Christian Church	Fairfax	Senior	\$718	\$865	-
LIHTC Maximum Rent (Net)	Fairfax	-	\$718	\$865	-
Achievable LIHTC Rent			\$718	\$865	Yes

40 Percent AMI

LIHTC RENT COMPARISON @40%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
First Christian Church	Fairfax	Senior	\$1,854*	\$2,097*	-
LIHTC Maximum Rent (Net)	Fairfax	-	\$1,001	\$1,205	-
LIHTC Maximum Rent (Net)	Arlington	-	\$1,001	\$1,205	-
Gilliam Place	Arlington	Family	\$1,017	-	Yes
Average	-	-	\$1,017	-	-
Achievable LIHTC Rent			\$1,001	\$1,205	Yes

*Contract rents

50 Percent AMI

LIHTC RENT COMPARISON @50%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
First Christian Church	Fairfax	Senior	\$1,854*	\$2,097*	-
LIHTC Maximum Rent (Net)	Fairfax	-	\$1,284	\$1,544	-
LIHTC Maximum Rent (Net)	Arlington	-	\$1,284	\$1,544	-
Gilliam Place	Arlington	Family	\$1,300	\$1,545	Yes
Monterrey Apartments	Arlington	Family	\$1,315	\$1,511	Yes
The Jordan	Arlington	Family	\$1,325	\$1,576	Yes
Average	-	-	\$1,313	\$1,544	-
Achievable LIHTC Rent			\$1,284	\$1,544	Yes

*Contract rents

60 Percent AMI

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
First Christian Church	Fairfax	Senior	\$1,566	\$1,883	-
LIHTC Maximum Rent (Net)	Fairfax	-	\$1,566	\$1,883	-
LIHTC Maximum Rent (Net)	Arlington	-	\$1,566	\$1,883	-
Gilliam Place	Arlington	Family	\$1,582	\$1,884	Yes
Hollybrooke Apartments	Fairfax	Family	\$1,531	\$1,815	Yes
Monterrey Apartments	Arlington	Family	\$1,557	\$1,850	Yes
The Carlin	Arlington	Senior	\$1,328	\$1,419	Yes
The Jordan	Arlington	Family	\$1,607	\$1,915	Yes
Average	-	-	\$1,521	\$1,777	-
Achievable LIHTC Rent			\$1,566	\$1,883	Yes

Forty-eight of the Subject's units at 40, 50, and 60 percent of AMI will be subsidized with project-based vouchers, with tenants paying 30 percent of their income towards rent. Therefore, the discussion of achievable LIHTC rent for these units is hypothetical and reflects the case that the Subject loses its subsidy. The remaining 47 units will be restricted to 30 and 60 percent of AMI.

None of the comparables offer units restricted at 30 percent of AMI. One comparable, Gilliam Place, offers units restricted to 40 percent of AMI. Three comparables, Gilliam Place, Monterrey Apartments, and The Jordan, offer units restricted at 50 percent of AMI, and all five comparables offer units restricted at 60 percent of AMI. All of the comparable properties reported charging the 2023 maximum allowable rents. The LIHTC comparables also maintain very low vacancy and waiting lists.

The Subject is considered a similar product overall relative to Gilliam Place and The Jordan. The Subject is considered a slightly superior product relative to Hollybrooke Apartments and The Carlin, which offer slightly inferior amenities and condition as well as smaller unit sizes. The Subject is considered a superior product relative to Monterey Apartments, which offers slightly inferior amenities and location and inferior condition. The five LIHTC comparables have an overall weighted vacancy rate of 0.5 percent and three of the properties (including The Carlin, which is a senior-tenancy property) maintain waiting lists, indicating that there is considerable latent demand for affordable housing in the PMA.

Overall, considering the performance of the comparable properties and the evidence of significant latent demand for affordable rental housing in the PMA, we believe that the Subject will be able to achieve the 2023 maximum allowable rents in its units at 30, 40, 50, and 60 percent of AMI.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Gilliam Place.

Gilliam Place is a 173-unit property located 3.0 miles east of the Subject site, in a neighborhood considered slightly superior relative to the Subject's location. This property was constructed in 2019. We consider the condition of this property similar relative to the proposed Subject, which will be new construction. The manager at Gilliam Place reported a low vacancy rate of 2.3 percent, indicating the current rents are well accepted in the market. They are currently set at the maximum allowable levels. We consider the in-unit and property amenity packages offered by Gilliam Place to be superior and slightly inferior relative to the proposed Subject, respectively. In overall terms, we believe the proposed Subject will be a similar product relative to Gilliam Place.

Given the Subject's comparison to Gilliam Place, as well as the low vacancy rates reported by the affordable comparables and the large market advantage, we believe that maximum allowable rents are achievable for the Subject at the 30, 40, 50, and 60 percent of AMI levels.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the quality of the Subject, we conclude that the Subject's achievable LIHTC rental rates are below the achievable market rates for the Subject's area. The following table shows both market rent comparisons and achievable market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Square Feet	Achievable LIHTC Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR/1BA	@30%	600	\$718	\$1,452	\$2,223	\$1,954	\$1,925	63%
1BR/1BA	@40% (PBV)	600	\$1,001	\$1,452	\$2,223	\$1,954	\$1,925	48%
1BR/1BA	@50% (PBV)	600	\$1,284	\$1,452	\$2,223	\$1,954	\$1,925	33%
1BR/1BA	@60%	600	\$1,566	\$1,452	\$2,223	\$1,954	\$1,925	19%
1BR/1BA	@60% (PBV)	600	\$1,566	\$1,452	\$2,223	\$1,954	\$1,925	19%
2BR/2BA	@30%	960	\$865	\$1,717	\$3,544	\$2,558	\$2,400	64%
2BR/2BA	@40% (PBV)	960	\$1,205	\$1,717	\$3,544	\$2,558	\$2,400	50%
2BR/2BA	@50% (PBV)	960	\$1,544	\$1,717	\$3,544	\$2,558	\$2,400	36%
2BR/2BA	@60%	960	\$1,883	\$1,717	\$3,544	\$2,558	\$2,400	22%
2BR/2BA	@60% (PBV)	960	\$1,883	\$1,717	\$3,544	\$2,558	\$2,400	22%

The Subject's achievable LIHTC rents are below the achievable market rents. The Subject's achievable LIHTC rents represent a rent advantage of 19 to 64 percent over the achievable market rents. We concluded that achievable market rents for the Subject's units are above the rents at Roosevelt Towers Apartments and below the rents at Henderson Park.

Roosevelt Towers Apartments is a 191-unit property located 0.9 miles north of the Subject site, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 1964 and renovated in 2004. We consider the condition of this property inferior relative to the proposed Subject, which

will be new construction. However, both Roosevelt Towers Apartments and the Subject feature midrise-style designs, and are considered similar. The manager at Roosevelt Towers Apartments reported a low vacancy rate of 2.6 percent, indicating the current rents are well accepted in the market and could potentially be higher. The following table compares the Subject with Roosevelt Towers Apartments.

SUBJECT COMPARISON TO ROOSEVELT TOWERS APARTMENTS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$1,925	600	\$3.21	\$1,836	731	\$2.51
2BR/2BA	\$2,400	960	\$2.50	\$2,291	1,046	\$2.19

Roosevelt Towers Apartments offers balconies/patios, a business center, dishwashers, hot tub, microwaves, picnic areas, and a swimming pool, all of which the proposed Subject will lack. However, the Subject will offer a community room, computer tutoring services, grab bars, hand rails, a lounge/library, an arts and crafts room, and an on-site medical professional, none of which are provided by Roosevelt Towers Apartments. On balance, we consider the in-unit and property amenity packages offered by Roosevelt Towers Apartments to be slightly superior relative to the proposed Subject, respectively. The Subject offers 27 garage parking spaces and surface parking and will not charge a garage parking fee, which makes its parking slightly superior to the parking at Roosevelt Towers Apartments. Additionally, Roosevelt Towers Apartments offers larger one-bedroom unit sizes and similar two-bedroom unit sizes relative to the proposed Subject. In overall terms, we believe the proposed Subject will be a slightly superior product relative to Roosevelt Towers Apartments. Our concluded achievable market rents are above the rents reported by Roosevelt Towers Apartments.

Henderson Park is a 66-unit property located 2.3 miles east of the Subject site, in a neighborhood considered slightly superior relative to the Subject's location. This property was constructed in 2014. We consider the condition of this property slightly inferior relative to the proposed Subject, which will be new construction. Both Henderson Park and the Subject feature midrise-style designs, and are considered similar. The manager at Henderson Park reported the property as fully occupied, indicating that there may be room for higher rents at the property. The following table compares the Subject with Henderson Park.

SUBJECT COMPARISON TO HENDERSON PARK

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$1,925	600	\$3.21	\$2,041	680	\$3.00
2BR/2BA	\$2,400	960	\$2.50	\$3,219	1,100	\$2.93

Henderson Park offers balconies/patios, a business center, dishwashers, exterior storage, microwaves, picnic areas, a theatre, walk-in closets, and washer/dryers, all of which the proposed Subject will lack. However, the Subject will offer computer tutoring services, grab bars, hand rails, a lounge/library, an arts and crafts room, and an on-site medical professional, none of which are provided by Henderson Park. On balance, we consider the in-unit and property amenity packages offered by Henderson Park to be superior and slightly inferior relative to the proposed Subject, respectively. The Subject offers 27 garage parking spaces and surface parking and will not charge a garage parking fee, which makes its parking slightly superior to the parking at Henderson Park. Henderson Park also offers superior unit sizes relative to the proposed Subject. In overall terms, we believe the proposed Subject will be a slightly inferior product relative to Henderson Park. Accordingly, our concluded achievable market rents are below the rents reported by Henderson Park.

Risks, Unusual Conditions, and/or Mitigating Circumstances

No risks, unusual conditions, or mitigating circumstances were identified on or near the Subject property. We believe the Subject is market-oriented and will perform well at its present location.

Changes to Housing Stock and Impact of the Subject on Existing Housing Stock

As previously shown in the additions to supply discussions and the building permit data, there has been an influx of new development in the area. The increase in supply has resulted in a slight increase in vacancy rates

in the area as the new supply is absorbed. However, as shown, the vacancy data, properties in the PMA continue to perform well with low vacancy and many operate with waiting lists. As a result, we do not believe the additions to supply occurring in the market, or the addition of the Subject will have a negative impact on existing properties in the market. Further, most of the new supply is marketed towards a higher price point and will not compete directly against the Subject. The Subject is not expected to adversely affect the existing housing stock. The supply of affordable housing in the local market area is extremely limited, and relatively low vacancy rates coupled with the presence of waiting lists at existing properties are an indication that more housing is needed in the market area.

Summary Evaluation

Upon completion of construction, the Subject will be in excellent condition in a good location with competitive amenities. The strengths of the Subject will be its excellent condition and location. A weakness of the Subject will be its lack of in-unit and property amenities such as balconies, dishwashers, washer/dryers, business centers, and swimming pools found at many of the comparable properties. The vacancy rate at the LIHTC properties is 0.5 percent. Additionally, four of the surveyed LIHTC properties maintain waiting lists and several property managers believe there is demand for additional affordable housing in the market. All of the comparable properties reports achieving the 2023 maximum allowable rents at the 60 percent of AMI level. Given the Subject's anticipated superior condition, good location, and competitive amenities, we believe the Subject would be capable of achieving rents at the maximum allowable levels at 30, 40, 50, and 60 percent of the AMI. Our concluded achievable market rents are near the middle of the surveyed range as several comparable market rate properties offer extensive amenities including balconies, dishwashers, washer/dryers, business centers, and swimming pools, which the Subject will lack. However, the Subject will be superior to several of the market rate comparables in terms of condition and unit sizes. The Subject's LIHTC rents offer a discount to the Novogradac estimate of achievable market rents.

I. AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES AND PENETRATION RATES

AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES, AND PENETRATION RATES

Introduction

When evaluating demand for a particular proposed development we rely primarily on two methods. These are a supply analysis and a demand analysis. The supply analysis focuses on satisfied demand and anecdotal reports from property managers and market participants regarding demand. We believe this evidence of demand is the clearest and most reliable when measuring housing need in a market area. We explored that indication in the previous sections of this report.

This section focuses on analyzing demographic data to determine housing need. According to NCHMA model content standards there are two measurements used to evaluate demand based on the demographic data. The first measurement is termed the capture rate. NCHMA define Capture Rate as: The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to fill the units. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the primary market area.”

The second measurement is the Penetration Rate, which has similarities to the capture rate. NCHMA defines Penetration Rate as the percentage of age and income qualified renter households in the primary market area that all existing and proposed properties, to be completed within six months of the Subject, and which are competitively priced to the subject that must be captured to achieve the stabilized level of occupancy.”

Capture Rate Determination

The following analysis will take the reader through a multi-step process in determining an appropriate capture rate for the Subject. Our analysis takes the entire population and distributes it by the following characteristics:

1. PMA Demography
2. Income Qualified
3. Income Distribution
4. Income Eligible - Renter Households by Number of People in Household
5. Unit Size Appropriate
6. Capture Rate by Bedroom Mix

The following text will examine each step through the process.

Step One – PMA Demography

Primary Market Area Defined

For the purposes of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much neighborhood-oriented” and are generally very reluctant to move from the area in which they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below-market rents. A certain percent of the Subject's tenants are expected to hail from the PMA; demand estimates will be adjusted to reflect the potential for leakage.”

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as Falls Church and west/central Arlington. The PMA boundaries are: West Street, Interstate 66, and State Route 29/Langston Boulevard to the north; North Kirkwood Road and Washington Boulevard to the east; Columbia Pike to the south; and Sleepy Hollow Road, Holmes Run Stream Valley Park, Graham Road, and Woodley Place to the west. The PMA encompasses approximately 18 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 20 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The

secondary market area (SMA) for the Subject is Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria city, Arlington, Clarke, Culpeper, Fairfax city, Fairfax, Falls Church city, Fauquier, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

Demographic Information

The basic demographic information is based upon the definition of a primary market area (PMA”) and an estimate of the characteristics of the people living within that geographic definition.

Demographic data originates from the Census and is compiled by a third party data provider. Novogradac & Company uses data provided by the ESRI Business Analyst. Business Analyst brings in data as produced by ESRI's team of demographers. Sources include the US Census, American Community Survey, and other reputable sources. Housing characteristics are derived from several data sources, including construction data from Hanley Wood Market Intelligence, building permits from counties, the USPS, HUD, BLS, and the Census bureau. Owner and renter occupied units come from the Current Population Survey (BLS) and the Housing Vacancy Survey (Census). Data has been ground-truthed by ESRI staff and proven effective.

ESRI's products are used by almost all US federal agencies (including HUD and USDA), top state level agencies, over 24,000 state and local governments worldwide, as well as many industry leading technology users—AT&T, Citrix, SAP, Oracle, Microsoft. ESRI produces timely updates based on new releases of data.

Step one is to identify demographic data such as number of households, renter households, income distribution and AMI levels. The appropriate demographic is used based on the tenancy for the proposed development. When analyzing a property designated for families the demographics for the entire population within the PMA is used. However, senior properties are restricted to tenants who reached the age of at least 55 or 62 years based upon the specifics of the applicable program. A property designated for seniors is analyzed using demographic data for the given age-restriction proposed for the Subject. The demographic information was detailed in the demographic section of this report.

Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Jurisdiction:	Fairfax County, VA
AMI for four-person household:	\$152,100
Tenancy:	Senior (55+)
Affordability percentage:	40 percent
Leakage:	20 percent

To establish the number of income-eligible potential tenants for the Subject, the calculations are as follows:

First, we estimate the Subject's minimum and maximum income levels (income bands) for the proposed LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. This provides the upper end of the income band as illustrated below. However, the minimum income is not established by HUD and must be estimated. Often, lower-income families pay a higher percentage of gross income toward housing costs. The industry standard is 35 percent for LIHTC-only calculations for family oriented properties. For senior properties this number increases to 40 percent based upon the nature of senior household economics. The lower end of the income band is calculated by taking the proposed rent by bedroom type multiplying by 12 and dividing by the applicable percentage to determine an income level. For example, if a property has a one-bedroom unit with proposed gross rents of \$500, the estimated low end of the income range would be \$17,143 based on the family 35 percent or \$15,000 based on the senior 40 percent. The 'As Proposed' scenario reflects the Subject as proposed with subsidy. In the 'Absent Subsidy' scenario, the minimum income limits are based on the proposed/achievable LIHTC rents.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40% (PBV)		@50% (PBV)		@60%		@60% (PBV)	
1BR	\$25,410	\$36,180	\$0	\$48,240	\$0	\$60,300	\$50,850	\$72,360	\$0	\$72,360
2BR	\$30,510	\$40,710	\$0	\$54,280	\$0	\$67,850	\$61,050	\$81,420	\$0	\$81,420

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	\$25,410	\$36,180	\$33,900	\$48,240	\$42,390	\$60,300	\$50,850	\$72,360
2BR	\$30,510	\$40,710	\$40,710	\$54,280	\$50,880	\$67,850	\$61,050	\$81,420

Second, we illustrate the household population segregated by income band in order to determine those who are income-qualified to reside in the Subject property. This income distribution was illustrated previously in the demographic analysis section of this report.

55+ RENTER HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,010	13.8%	1,029	12.3%	4	0.4%
\$10,000-19,999	772	10.6%	818	9.7%	9	1.2%
\$20,000-29,999	519	7.1%	565	6.7%	9	1.8%
\$30,000-39,999	627	8.6%	684	8.1%	11	1.8%
\$40,000-49,999	454	6.2%	564	6.7%	22	4.8%
\$50,000-59,999	378	5.2%	402	4.8%	5	1.3%
\$60,000-74,999	484	6.6%	527	6.3%	9	1.8%
\$75,000-99,999	821	11.2%	940	11.2%	24	2.9%
\$100,000-124,999	561	7.7%	681	8.1%	24	4.3%
\$125,000-149,999	429	5.9%	502	6.0%	15	3.4%
\$150,000-199,999	541	7.4%	660	7.9%	24	4.4%
\$200,000+	703	9.6%	1,021	12.2%	64	9.0%
Total	7,299	100.0%	8,393	100.0%		

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

Step Three – Income Distribution

Third, we combine the allowable income bands with the income distribution analysis in order to determine the number of potential income-qualified households. The Cohort Overlap is defined as the income amount within income bands defined above that falls within the ESRI provided Income Cohort. The % in Cohort is simply the cohort overlap divided by the income cohort range (generally \$10,000). The # in Cohort is determined by multiplying total renter households by the % in Cohort determination. In some cases, the income-eligible band overlaps with more than one income cohort. In those cases, the cohort overlap for more than one income cohort will be calculated. The sum of these calculations provides an estimate of the total number of households that are income-eligible, both by AMI level and in total.

RENTER INCOME DISTRIBUTION - AS PROPOSED

Income Cohort	Total Renter Households	@30%			@40% (PBV)			@50% (PBV)			@60%			@60% (PBV)			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-\$9,999	1,010				\$9,999	100.0%	1,010	\$9,999	100.0%	1,010				\$9,999	100.0%	1,010	\$9,999	100.0%	1,010
\$10,000-\$19,999	772				\$9,999	100.0%	772	\$9,999	100.0%	772				\$9,999	100.0%	772	\$9,999	100.0%	772
\$20,000-\$29,999	519	\$4,589	45.9%	238	\$9,999	100.0%	519	\$9,999	100.0%	519				\$9,999	100.0%	519	\$9,999	100.0%	519
\$30,000-\$39,999	627	\$9,999	100.0%	627	\$9,999	100.0%	627	\$9,999	100.0%	627				\$9,999	100.0%	627	\$9,999	100.0%	627
\$40,000-\$49,999	454	\$710	7.1%	32	\$9,999	100.0%	454	\$9,999	100.0%	454				\$9,999	100.0%	454	\$9,999	100.0%	454
\$50,000-\$59,999	378				\$4,280	42.8%	162	\$9,999	100.0%	378	\$9,149	91.5%	346	\$9,999	100.0%	378	\$9,999	100.0%	378
\$60,000-\$74,999	484							\$7,850	52.3%	253	\$14,999	100.0%	484	\$14,999	100.0%	484	\$14,999	100.0%	484
\$75,000-\$99,999	821										\$6,420	25.7%	211	\$6,420	25.7%	211	\$6,420	25.7%	211
\$100,000-\$124,999	561																		
\$125,000-\$149,999	429																		
\$150,000-\$199,999	541																		
\$200,000-\$250,000	703																		
Total	7,299		12.3%	897		48.6%	3,544		55.0%	4,013		14.3%	1,041		61.0%	4,455		61.0%	4,455

RENTER INCOME DISTRIBUTION - ABSENT SUBSIDY

Income Cohort	Total Renter Households	@30%			@40%			@50%			@60%			All Units					
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort			
\$0-\$9,999	1,010																		
\$10,000-\$19,999	772																		
\$20,000-\$29,999	519	\$4,589	45.9%	238													\$4,589	45.9%	238
\$30,000-\$39,999	627	\$9,999	100.0%	627	\$6,099	61.0%	382										\$9,999	100.0%	627
\$40,000-\$49,999	454	\$710	7.1%	32	\$9,999	100.0%	454	\$7,609	76.1%	345							\$9,999	100.0%	454
\$50,000-\$59,999	378				\$4,280	42.8%	162	\$9,999	100.0%	378	\$9,149	91.5%	346	\$9,999	100.0%	378	\$9,999	100.0%	378
\$60,000-\$74,999	484							\$7,850	52.3%	253	\$14,999	100.0%	484	\$14,999	100.0%	484	\$14,999	100.0%	484
\$75,000-\$99,999	821										\$6,420	25.7%	211	\$6,420	25.7%	211	\$6,420	25.7%	211
\$100,000-\$124,999	561																		
\$125,000-\$149,999	429																		
\$150,000-\$199,999	541																		
\$200,000-\$250,000	703																		
Total	7,299		12.3%	897		13.7%	998		13.4%	977		14.3%	1,041		32.8%	2,392			

Step Four – Income Eligible - Renter Households by Number of People in Household

At this point we know how many income eligible renter households there are within the PMA by AMI level. Using that household figure, we calculate the percentage of income eligible households to total households by AMI level (AMI percentage eligible). However, in order to provide a demand analysis by bedroom type the number of households must now be allocated to a bedroom mix. The first step in that process is to determine the number of income qualified renter households by the number of persons per household. This can be completed by applying the total number of rental households by person by the AMI percentage eligible. The total number of renter households by person is information provided by ESRI and illustrated in the demographic discussion.

Step Five – Unit Size Appropriate

Household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. Additionally, HUD assumes that one-person households are accommodated in one-bedroom units. For LIHTC income purposes, the actual size of the household is used.

The distribution of households by unit type is dependent on the following assumptions. This table has been developed by Novogradac as a result of market research.

HOUSEHOLD DISTRIBUTION		
1BR	80%	Of 1-person households in 1BR units
	20%	Of 2-person households in 1BR units
2BR	10%	Of 1-person households in 2BR units
	80%	Of 2-person households in 2BR units

The projected renter household demand by bedroom size can then be determined by applying these weightings to the number of income qualified renter households determined in Step Four.

Step Six – Capture Rate by Bedroom Mix

The capture rate is simply determined by dividing the number of units by unit type for the subject by the total number of qualified renter households for that unit type. This calculation is then adjusted for leakage to arrive at a final determination of capture rate by bedroom type and AMI level.

CAPTURE RATE ANALYSIS BY UNIT TYPE

In order to determine demand for the proposed market mix, we also analyze the demand capture rates expected at the Subject by bedroom type. This analysis illustrates demand for all AMI levels.

Capture Rate - 30% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	12.3%	576
2 person	1,461	x	12.3%	180
3 person	405	x	12.3%	50
4 person	310	x	12.3%	38
5 person	436	x	12.3%	54
Total	7,299			897

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	497
2BR	201
Total	698

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
1BR	6	1.2%
2BR	3	1.5%
Total/Overall	9	1.3%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	6	1.0%
2BR	3	1.2%
Total/Overall	9	1.0%

Capture Rate - 40% (PBV) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	48.6%	2,276
2 person	1,461	x	48.6%	709
3 person	405	x	48.6%	197
4 person	310	x	48.6%	151
5 person	436	x	48.6%	212
Total	7,299			3,544

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,962
2BR	795
Total	2,757

Capture Rate Analysis - @40% (PBV)

	Developer's Unit Mix	Capture Rate
1BR	7	0.4%
2BR	2	0.3%
Total/Overall	9	0.3%

Adjusted for Leakage from Outside of the PMA 20.0%

1BR	7	0.3%
2BR	2	0.2%
Total/Overall	9	0.3%

Capture Rate - 50% (PBV) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	55.0%	2,577
2 person	1,461	x	55.0%	803
3 person	405	x	55.0%	223
4 person	310	x	55.0%	170
5 person	436	x	55.0%	240
Total	7,299			4,013

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	2,222
2BR	900
Total	3,123

Capture Rate Analysis - @50% (PBV)

	Developer's Unit Mix	Capture Rate
1BR	26	1.2%
2BR	4	0.4%
Total/Overall	30	1.0%

Adjusted for Leakage from Outside of the PMA 20.0%

1BR	26	0.9%
2BR	4	0.4%
Total/Overall	30	0.8%

Capture Rate - 60% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	14.3%	668
2 person	1,461	x	14.3%	208
3 person	405	x	14.3%	58
4 person	310	x	14.3%	44
5 person	436	x	14.3%	62
Total	7,299			1,041

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	576
2BR	233
Total	810

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	33	5.7%
2BR	5	2.1%
Total/Overall	38	4.7%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	33	4.6%
2BR	5	1.7%
Total/Overall	38	3.8%

Capture Rate - 60% (PBV) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	61.0%	2,861
2 person	1,461	x	61.0%	892
3 person	405	x	61.0%	247
4 person	310	x	61.0%	189
5 person	436	x	61.0%	266
Total	7,299			4,455

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	2,467
2BR	999
Total	3,466

Capture Rate Analysis - @60% (PBV)

	Developer's Unit Mix	Capture Rate
1BR	4	0.2%
2BR	5	0.5%
Total/Overall	9	0.3%

Adjusted for Leakage from Outside of the PMA 20.0%

1BR	4	0.1%
2BR	5	0.4%
Total/Overall	9	0.2%

Capture Rate - All Units - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	61.0%	2,861
2 person	1,461	x	61.0%	892
3 person	405	x	61.0%	247
4 person	310	x	61.0%	189
5 person	436	x	61.0%	266
Total	7,299			4,455

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	2,467
2BR	999
Total	3,466

Capture Rate Analysis - All Units

	Developer's Unit Mix	Capture Rate
1BR	76	3.1%
2BR	19	1.9%
Total/Overall	95	2.7%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	76	2.5%
2BR	19	1.5%
Total/Overall	95	2.2%

Capture Rate - 30% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	12.3%	576
2 person	1,461	x	12.3%	180
3 person	405	x	12.3%	50
4 person	310	x	12.3%	38
5 person	436	x	12.3%	54
Total	7,299			897

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	497
2BR	201
Total	698

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
1BR	6	1.2%
2BR	3	1.5%
Total/Overall	9	1.3%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	6	1.0%
2BR	3	1.2%
Total/Overall	9	1.0%

Capture Rate - 40% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	13.7%	641
2 person	1,461	x	13.7%	200
3 person	405	x	13.7%	55
4 person	310	x	13.7%	42
5 person	436	x	13.7%	60
Total	7,299			998

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	553
2BR	224
Total	777

Capture Rate Analysis - @40%

	Developer's Unit Mix	Capture Rate
1BR	7	1.3%
2BR	2	0.9%
Total/Overall	9	1.2%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	7	1.0%
2BR	2	0.7%
Total/Overall	9	0.9%

Capture Rate - 50% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	13.4%	627
2 person	1,461	x	13.4%	196
3 person	405	x	13.4%	54
4 person	310	x	13.4%	41
5 person	436	x	13.4%	58
Total	7,299			977

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	541
2BR	219
Total	760

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
1BR	26	4.8%
2BR	4	1.8%
Total/Overall	30	3.9%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	26	3.8%
2BR	4	1.5%
Total/Overall	30	3.2%

Capture Rate - 60% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	14.3%	668
2 person	1,461	x	14.3%	208
3 person	405	x	14.3%	58
4 person	310	x	14.3%	44
5 person	436	x	14.3%	62
Total	7,299			1,041

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	576
2BR	233
Total	810

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	37	6.4%
2BR	10	4.3%
Total/Overall	47	5.8%

Adjusted for Leakage from Outside of the PMA

			20.0%
1BR	37	5.1%	
2BR	10	3.4%	
Total/Overall	47	4.6%	

Capture Rate - All Units - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	64.2%	4,687
2 person	20.0%	1,461
3 person	5.5%	405
4 person	4.2%	310
5 person	6.0%	436
Total	100.0%	7,299

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,687	x	32.8%	1,536
2 person	1,461	x	32.8%	479
3 person	405	x	32.8%	133
4 person	310	x	32.8%	102
5 person	436	x	32.8%	143
Total	7,299			2,392

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,325
2BR	537
Total	1,861

Capture Rate Analysis - All Units (Absent Subsidy)

	Developer's Unit Mix	Capture Rate
1BR	76	5.7%
2BR	19	3.5%
Total/Overall	95	5.1%

Adjusted for Leakage from Outside of the PMA

20.0%

1BR	76	4.6%
2BR	19	2.8%
Total/Overall	95	4.1%

VIRGINIA HOUSING DEMAND ANALYSIS

We have also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA. We determined that there are no proposed competitive affordable units in the PMA. Existing vacancies in the PMA are based on the vacancies at directly comparable senior LIHTC properties in the PMA.

Virginia Housing Demand Table

There are three directly comparable senior properties in the PMA. These properties are used as comparables in this report, and three of them were able to provide breakdowns of their units. Property management at these three comparables indicated that there were no vacancies among their LIHTC units.

The table below illustrates the resulting capture rate for demand currently proposed in PMA.

	Up to 30% As Proposed (\$25,410-\$40,710)	Up to 40% (PBV) As Proposed (\$0-\$54,280)	Up to 50% (PBV) As Proposed (\$0-\$67,850)	Up to 60% As Proposed (\$50,850-\$81,420)	Up to 60% (PBV) As Proposed (\$0-\$81,420)	Project Total As Proposed (\$0-\$81,420)
Income Restrictions						
New Rental Households	741	2,926	3,314	859	3,678	3,678
+						
Existing Households – Overburdened	326	1,289	1,459	378	1,620	1,620
+						
Existing Households - Substandard Housing	11	45	51	13	56	56
+						
Senior Households – Likely to Convert to Rental Housing	270	1,064	1,201	314	1,338	1,343
=						
TOTAL DEMAND	1,349	5,323	6,025	1,565	6,692	6,697
-						
Supply (includes directly comparable vacant units or in pipeline in PMA)	0	0	0	0	0	0
NET DEMAND	1,349	5,323	6,025	1,565	6,692	6,697
PROPOSED UNITS	9	9	30	38	9	95
CAPTURE RATE	0.7%	0.2%	0.5%	2.4%	0.1%	1.4%
CAPTURE RATE WITH 20% LEAKAGE	0.5%	0.1%	0.4%	1.9%	0.1%	1.1%
ABSORPTION PERIOD	0.5 months	0.5 months	1.5 months	1.9 months	0.5 months	4.8 months

- **New Rental Households:** The number of new renter households was calculated previously in Annual Demand using the increase in renter households per annum and the percentage of income-qualified renter households.
- **Existing Households – Overburdened:** We calculated the number of existing households that are rent-overburdened using the percentage of households that are rent-overburdened in the PMA (36.4%) and the total number of income-qualified renter households in the PMA.
- **Existing Households – Substandard Housing:** We calculated the number of existing households that are living in substandard housing using the percentage of households that are living in substandard housing in the PMA (1.26%) and the total number of income-qualified renter households in the PMA.
- **Absorption Period:** We calculated the absorption period for each AMI level and the project total by applying our concluded absorption rate of 20 units per month to the number of proposed units.

In addition to the typical capture rate calculation, we added a capture rate with leakage. In our previous demand calculations and discussions, we used a leakage rate of 20 percent, as well as the Virginia Housing capture rate calculations above. Virginia Housing does not require a capture rate calculation with leakage. However, according to the Virginia Housing guidelines, “the analyst is free to state other measures of demand in the body of the report.”

We believe there is strong demand for the Subject as proposed, especially given the high occupancy rates among the majority of the LIHTC comparables, as well as the prevalence of waiting lists. Our concluded capture rate and absorption period is shown in the table below.

Project Wide Capture Rate - LIHTC Units	1.4%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	1.4%
Project Wide Capture Rate with Leakage - All Units	1.1%
Project Wide Absorption Period (Months)	4.8 months

Virginia Housing Demand Table – Absent Subsidy

As mentioned previously, there are three directly comparable senior LIHTC properties in the PMA. Property management at these comparables indicated that there were no vacancies among their LIHTC units. Additionally, there are no proposed units in the pipeline that were deducted from our absent subsidy analysis.

The table below illustrates the resulting capture rate for demand currently proposed in PMA.

Income Restrictions	Up to 30% Absent Subsidy (\$25,410-\$40,710)	Up to 40% Absent Subsidy (\$33,900-\$54,280)	Up to 50% Absent Subsidy (\$42,390-\$67,850)	Up to 60% Absent Subsidy (\$50,850-\$81,420)	Project Total Absent Subsidy (\$25,410-\$81,420)
New Rental Households	741	826	808	859	1,989
+					
Existing Households – Overburdened	326	363	355	378	876
+					
Existing Households - Substandard Housing	11	13	12	13	30
+					
Senior Households – Likely to Convert to Rental Housing	270	309	293	316	734
=					
TOTAL DEMAND	1,349	1,510	1,468	1,567	3,629
-					
Supply (includes directly comparable vacant units or in pipeline in PMA)	0	0	0	0	0
NET DEMAND	1,349	1,510	1,468	1,567	3,629
PROPOSED UNITS	9	9	30	47	95
CAPTURE RATE	0.7%	0.6%	2.0%	3.0%	2.6%
CAPTURE RATE WITH 20% LEAKAGE	0.5%	0.5%	1.6%	2.4%	2.1%
ABSORPTION PERIOD	0.5 months	0.5 months	1.5 months	2.4 months	4.8 months

- **New Rental Households:** The number of new renter households was calculated previously in Annual Demand using the increase in renter households per annum and the percentage of income-qualified renter households.
- **Existing Households – Overburdened:** We calculated the number of existing households that are rent-overburdened using the percentage of households that are rent-overburdened in the PMA (36.4%) and the total number of income-qualified renter households in the PMA.
- **Existing Households – Substandard Housing:** We calculated the number of existing households that are living in substandard housing using the percentage of households that are living in substandard housing in the PMA (1.26%) and the total number of income-qualified renter households in the PMA.
- **Absorption Period:** We calculated the absorption period for each AMI level and the project total by applying our concluded absorption rate of 20 units per month to the number of proposed units.

We believe there is strong demand for the Subject as proposed, especially given the high occupancy rates among the majority of the LIHTC comparables, as well as the prevalence of waiting lists. Our concluded capture rate and absorption period is shown in the table below.

Project Wide Capture Rate - LIHTC Units	2.6%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.6%
Project Wide Capture Rate with Leakage - All Units	2.1%
Project Wide Absorption Period (Months)	4.8 months

Capture Rate and Virginia Housing Conclusion

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation illustrates overall capture rates of 1.1 percent as proposed and 2.1 absent subsidy.

VIRGINIA HOUSING DEMAND CONCLUSIONS

Calculation	As Proposed	Absent Subsidy
@30%	0.5%	0.5%
@40% (PBV)	0.1%	0.5%
@50% (PBV)	0.4%	1.6%
@60%	1.9%	2.4%
@60% (PBV)	0.1%	2.4%
All Units	1.1%	2.1%
Penetration Rate	15.6%	17.4%

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

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	1.4%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	1.4%
Project Wide Capture Rate with Leakage - All Units	1.1%
Project Wide Absorption Period (Months)	4.8 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	2.6%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.6%
Project Wide Capture Rate with Leakage - All Units	2.1%
Project Wide Absorption Period (Months)	4.8 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

PENETRATION RATE ANALYSIS

This calculation derives an estimated Penetration Rate.

We calculate a Penetration Rate with a market focus. In this methodology, the Penetration Rate is calculated by totaling all existing and proposed (including the Subject) competitive affordable units within the PMA, and dividing by the total number of income eligible renter households. Penetration Rates are more difficult to calculate in urban areas with a significant volume of affordable housing, as it is difficult to obtain detailed information on all the True comparable properties that make up the supply and to obtain detail on the various AMI levels at the properties.

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

EXISTING AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units
Gilliam Place*	LIHTC	Family	173	0	0
Hollybrooke Apartments*	LIHTC	Family	249	0	0
Monterey Apartments*	LIHTC	Family	109	0	0
The Carlin*	LIHTC	Senior	162	161	161
The Jordan*	LIHTC	Family	90	0	0
Arbor Heights Apartments	LIHTC	Family	198	0	0
Arlington Mill Residences	LIHTC/Section 8	Family	122	0	0
Ashton House	LIHTC	Family	37	0	0
Ballston Park Apartments	LIHTC/Market	Family	512	0	0
Buchanan Gardens	LIHTC	Family	111	0	0
Buckingham Village III	LIHTC	Family	92	0	0
Cambridge Commons (aka Willston Commons)	LIHTC	Family	305	0	0
Clarendon Court Apartments	LIHTC/Market	Family	102	0	0
Columbia Commons (aka Park Warren)	LIHTC	Family	199	0	0
East Falls	LIHTC	Family	305	0	0
Fields Of Arlington	LIHTC/Market	Family	199	0	0
Fields Of Falls Church	LIHTC	Family	96	0	0
Fisher House I	LIHTC	Family	33	0	0
Fisher House II	LIHTC	Family	68	0	0
Gates Of Ballston	LIHTC/Market	Family	465	0	0
Harvey Hall Apartments	LIHTC/Market	Family	116	0	0
Key Gardens	LIHTC/Market	Family	22	0	0
Knightsbridge Apartments	LIHTC/Section 8	Family	37	0	0
Latitude Apartments	LIHTC/Market	Family	265	0	0
North Ashton House	LIHTC	Family	9	0	0
Parkwood Apartments	LIHTC	Family	221	0	0
Patrick Henry Apartments	LIHTC	Family	110	0	0
Quebec Apartments	LIHTC/Market	Family	172	0	0
Serrano Apartments	LIHTC	Family	280	0	0
Taylor Square	LIHTC	Family	44	0	0
The Jordan	LIHTC	Family	90	0	0
The Madison At Ballston Station	LIHTC/Market	Family	504	0	0
The Shell	LIHTC	Family	83	0	0
The Springs Apartments	LIHTC/Market	Family	104	0	0

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units
Westover Apartments	LIHTC/Market	Family	153	0	0
Whitefield Commons	LIHTC	Family	63	0	0
Woodland Hill Apartments	LIHTC/Section 8	Senior	235	162	235
Culpepper Garden I	LIHTC/Section 8	Senior	204	0	204
Elmwood House	Section 8	Family	50	0	0
Lockwood House	Section 8	Family	100	0	0
Winter Hill	Section 8	Family	80	0	0
The Fields At Westover	LIHTC	Family	305	0	0
Totals				323	600

*Utilized as a comparable property

As shown above, there are 600 competitive affordable units in the PMA as proposed and 323 absent subsidy. These units are deducted from our analysis.

New Construction/Development

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	Competitive LIHTC and PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Artis Senior Living	Market	Senior	175	0	0	Proposed	N/A	3.1 miles
685 N Glebe Rd	Affordable/Market	Family	553	0	0	Proposed	N/A	2.3 miles
4600 Fairfax Dr	Market	Family	432	0	0	Proposed	N/A	2.2 miles
10 S Glebe Rd	Affordable	Family	128	0	0	Proposed	N/A	2.7 miles
J Luna	Market	Family	98	0	0	Under Construction	N/A	2.4 miles
Central United Methodist Church Apartments	LIHTC/Market	Family	144	0	0	Under Construction	2021	2.5 miles
3400 13th St N	Market	Family	374	0	0	Proposed	N/A	3.1 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	3.5 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	3.1 miles
The Fairmont	Market	Family	367	0	0	Proposed	N/A	2.3 miles
Urba	Market	Family	723	0	0	Proposed	N/A	2.3 miles
Merion Pike West	Affordable/Market	Family	401	0	0	Proposed	N/A	1.7 miles
Totals			3,888	0	0			

Overall, there are no proposed units we believe will be competitive with the proposed Subject property, upon completion.

Penetration Rate - As Proposed

As shown in the income distribution previously, there are 4,455 income eligible renter households in the PMA for the Subject's units as proposed.

PENETRATION RATE - AS PROPOSED	
Number of Proposed Competitive Affordable Senior Units in the PMA	0
	+
Number of Existing Competitive Affordable Senior Units in the PMA	600
	+
Number of Proposed Senior Units at the Subject	95
	=
Total	695
	/
Income Eligible Households - All AMI Levels	4,455
	=
Overall Penetration Rate - Market Focus (NCHMA)	15.6%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate is 15.6 percent.

Penetration Rate - Absent Subsidy

As shown in the income distribution previously, there are 2,392 income eligible renter households in the PMA for the Subject's units absent a subsidy. The following table illustrates our penetration rate.

PENETRATION RATE - ABSENT SUBSIDY	
Number of Proposed Competitive LIHTC Senior Units in the PMA	0
	+
Number of Existing Competitive LIHTC Senior Units in the PMA	323
	+
Number of Proposed Senior Units at the Subject	95
	=
Total	418
	/
Income Eligible Households - All AMI Levels	2,392
	=
Overall Penetration Rate - Market Focus (NCHMA)	17.5%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate, absent subsidy, is 17.5 percent.

The overall penetration rate for the market is 15.6 percent as proposed, and 17.5 percent absent subsidy.

Finally, we believe that there is strong demand for the Subject based on the supporting reasons below:

- The average vacancy rate reported by the LIHTC comparables was 0.5 percent, below the 1.2 percent weighted average reported by the market rate properties. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- The Subject is located in Fairfax County, Virginia. Fairfax County is typically a target area for seniors who live in markets with high job growth, such as the Washington, DC metropolitan area.

Demand Conclusions

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the Subject focus and market focus penetration rates. Based on the Subject's tenancy and location, we assume that 20 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS		
Calculation	As Proposed	Absent Subsidy
@30%	1.0%	1.0%
@40% (PBV)	0.3%	0.9%
@50% (PBV)	0.8%	3.2%
@60%	3.8%	4.6%
@60% (PBV)	0.2%	4.6%
All Units	2.2%	4.1%
Penetration Rate	15.6%	17.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The demand analysis illustrates strong demand for the Subject's units. Additionally, both penetration rates are considered low and indicative of demand for additional affordable housing supply such as the proposed Subject.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	1.4%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	1.4%
Project Wide Capture Rate with Leakage - All Units	1.1%
Project Wide Absorption Period (Months)	4.8 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	2.6%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.6%
Project Wide Capture Rate with Leakage - All Units	2.1%
Project Wide Absorption Period (Months)	4.8 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

Absorption Estimate

The following table details the absorption comparables we were able to identify.

ABSORPTION							
Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	4.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.5 miles
The MO	LIHTC	Family	Washington	2022	300	25	8.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	8.4 miles
The Vale	Market	Family	Washington	2022	301	27	10.0 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	7.5 miles
The Silva	Market	Family	Washington	2021	172	6	7.4 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	7.2 miles
The Apex	LIHTC	Family	Arlington	2020	256	21	4.5 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	7.5 miles
Riverpoint	Market	Family	Washington	2020	480	25	7.4 miles
Average Affordable					139	24	
Average Market					352	21	
Overall Average					217	23	

We obtained absorption data from 11 properties, located between 2.5 and 10.0 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 23 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately five months.

**J. LOCAL PERSPECTIVES OF
RENTAL HOUSING MARKET
AND HOUSING
ALTERNATIVES**

INTERVIEWS

In order to ascertain the need for housing and specifically affordable housing in the Subject's area, interviews were conducted with various local officials.

Fairfax County Housing and Community Development Department

We emailed with Delali Osei-Boateng, the Data Market Analyst in the Policy and Compliance Division of the Fairfax County Department of Housing and Community Development. Fairfax County administered 5,469 vouchers during the 2023 fiscal year. Of these 5,469 vouchers, 1,060 were for RAD-PBV units. For fiscal year 2023, 5,057 vouchers were in use. The waiting list for the Housing Choice Vouchers program is currently closed and has been closed since January 2019. There are currently 1,721 households on this waiting list. The payment standards for one and two-bedroom units are listed in the table below.

PAYMENT STANDARDS

Unit Type	Proposed Gross Rent	Achievable Gross Rent	Gross Payment Standard	Proposed/Achievable Rent Vs. Payment Standard
@30%				
1BR	\$847	\$847	\$1,983	-134.1%
2BR	\$1,017	\$1,017	\$2,249	-121.1%
@40% (PBV)				
1BR	\$1,983	\$1,130	\$1,983	-75.5%
2BR	\$2,249	\$1,357	\$2,249	-65.7%
@50% (PBV)				
1BR	\$1,983	\$1,413	\$1,983	-40.3%
2BR	\$2,249	\$1,696	\$2,249	-32.6%
@60%				
1BR	\$1,695	\$1,695	\$1,983	-17.0%
2BR	\$2,035	\$2,035	\$2,249	-10.5%
@60% (PBV)				
1BR	\$1,983	\$1,695	\$1,983	-17.0%
2BR	\$2,249	\$2,035	\$2,249	-10.5%

Source: Virginia Housing, effective July 2023

All of the payment standards are above the Subject's unsubsidized rents, indicating that voucher tenants will not have to pay additional rent out of pocket.

Summary of Pipeline Supply and Recent LIHTC Allocations

We researched Virginia Housing LIHTC allocation lists from 2020 to February 2024 regarding any properties in the Subject's PMA that have been awarded LIHTC. We also consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. According to our sources, there are several proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	Competitive LIHTC and PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Artis Senior Living	Market	Senior	175	0	0	Proposed	N/A	3.1 miles
685 N Glebe Rd	Affordable/Market	Family	553	0	0	Proposed	N/A	2.3 miles
4600 Fairfax Dr	Market	Family	432	0	0	Proposed	N/A	2.2 miles
10 S Glebe Rd	Affordable	Family	128	0	0	Proposed	N/A	2.7 miles
J Luna	Market	Family	98	0	0	Under Construction	N/A	2.4 miles
Central United Methodist Church Apartments	LIHTC/Market	Family	144	0	0	Under Construction	2021	2.5 miles
3400 13th St N	Market	Family	374	0	0	Proposed	N/A	3.1 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	3.5 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	3.1 miles
The Fairmont	Market	Family	367	0	0	Proposed	N/A	2.3 miles
Urba	Market	Family	723	0	0	Proposed	N/A	2.3 miles
Merion Pike West	Affordable/Market	Family	401	0	0	Proposed	N/A	1.7 miles
Totals			3,888	0	0			

- Central United Methodist Church Apartments is an under construction 144-unit LIHTC/market rate development located 2.5 miles northeast of the Subject site. The property was awarded tax credits in 2021. Upon completion, the property will offer an eight-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- Merion Pike West is a proposed 401-unit affordable/market-rate development located 1.7 miles east of the Subject site. Upon completion, the property will offer a six-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- 685 N Glebe Road is a proposed 553-unit affordable/market rate development located 2.3 miles east of the Subject site. Upon completion, the property will offer sixteen-story highrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.
- 10 S Glebe Road is a proposed 128-unit affordable development located 2.7 miles east of the Subject site. Upon completion, the property will offer a five-story midrise design and target family households. Given its tenancy, this property is not expected to compete with the proposed Subject.

K. ANALYSIS/CONCLUSION

Recommendations

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.5 percent at the comparable LIHTC properties. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and high demand reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2023 maximum allowable rents are achievable for the Subject at the 30, 40, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

Demand Summary

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the Subject focus and market focus penetration rates. Based on the Subject's tenancy and location, we assume that 20 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS

Calculation	As Proposed	Absent Subsidy
@30%	1.0%	1.0%
@40% (PBV)	0.3%	0.9%
@50% (PBV)	0.8%	3.2%
@60%	3.8%	4.6%
@60% (PBV)	0.2%	4.6%
All Units	2.2%	4.1%
Penetration Rate	15.6%	17.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The demand analysis illustrates strong demand for the Subject's units. Additionally, both penetration rates are considered low and indicative of demand for additional affordable housing supply such as the proposed Subject.

- The average vacancy rate reported by the LIHTC comparables was 0.5 percent, below the 1.2 percent weighted average reported by the market rate properties. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- The Subject is located in Fairfax County, Virginia. Fairfax County is typically a target area for seniors who live in markets with high job growth, such as the Washington, DC metropolitan area.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	1.4%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	1.4%
Project Wide Capture Rate with Leakage - All Units	1.1%
Project Wide Absorption Period (Months)	4.8 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	2.6%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.6%
Project Wide Capture Rate with Leakage - All Units	2.1%
Project Wide Absorption Period (Months)	4.8 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable family properties, and superior to the comparable senior property, which features inferior unit sizes relative to the Subject;
- The Subject will offer elevator-serviced midrise design, similar to slightly superior to the comparables;
- The Subject’s location is in close proximity to most major locational amenities, and offers good accessibility and excellent visibility;
- The Subject’s achievable LIHTC rents at 30, 40, 50, and 60 percent of AMI appear reasonable, and offer a significant market rent advantage;
- There is ample demand for affordable housing as evidenced by low capture rates and low vacancy rates, at the comparable properties.

Weaknesses

- A weakness of the Subject will be its lack of in-unit and property amenities such as balconies, dishwashers, washer/dryers, business centers, and swimming pools found at many of the comparable properties. However, these amenities are typically not found at senior properties.

Absorption Estimate

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	4.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.5 miles
The MO	LIHTC	Family	Washington	2022	300	25	8.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	8.4 miles
The Vale	Market	Family	Washington	2022	301	27	10.0 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	7.5 miles
The Silva	Market	Family	Washington	2021	172	6	7.4 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	7.2 miles
The Apex	LIHTC	Family	Arlington	2020	256	21	4.5 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	7.5 miles
Riverpoint	Market	Family	Washington	2020	480	25	7.4 miles
Average Affordable					139	24	
Average Market					352	21	
Overall Average					217	23	

We obtained absorption data from 11 properties, located between 2.5 and 10.0 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 23 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately five months.

Conclusions

The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand

for affordable housing, with a weighted average vacancy rate of 0.5 percent at the comparable LIHTC properties. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and high demand reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2023 maximum allowable rents are achievable for the Subject at the 30, 40, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

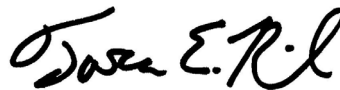
L. OTHER REQUIREMENTS

Novogradac affirms the following:

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



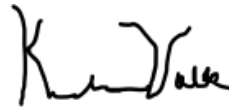
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Partner
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Nicholas Aguilera
Analyst
Nicholas.Aguilera@novoco.com



Kristian Valle
Junior Analyst
Kristian.Valle@novoco.com

March 8, 2024
Date

ASSUMPTIONS AND LIMITING CONDITIONS

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst, firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM A
Statement of Qualifications

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
KELLY MCNANY GORMAN**

I. Education

Virginia Tech, Blacksburg, VA
Bachelor of Arts in Urban Affairs and Planning

II. Professional Experience

Partner, Novogradac & Company LLP
Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Asset Manager, Housing Opportunities Commission of Montgomery County, MD
Senior Real Estate Analyst, Novogradac & Company LLP
Acquisitions Associate, Kaufman & Broad Multi-Housing Group, Inc. (KBMH)

III. Certifications, Professional Training and Continuing Education

Licensed Certified General Appraiser, CT License #RCG.0001437
Licensed Certified General Appraiser, DC License #GA40000107
Licensed Certified General Appraiser, FL License #RZ4397
Licensed Certified General Appraiser, MD License #04-35108
Licensed Certified General Appraiser, NJ License #42RG00245500
Licensed Certified General Appraiser, NY License #46000051239
Licensed Certified General Appraiser, PA License #GA004390
Licensed Certified General Appraiser, TX License #1381382-G
Licensed Certified General Appraiser, VA License #4001018551

Designated Member of the National Council of Housing market Analysts (NCHMA)
Practicing Affiliate of the Appraisal Institute

Attended and presented at tax credit application training sessions and seminars, valuation of GP Interest sessions, numerous conferences and classes in real estate valuation, finance, asset management and affordable housing development using tax credits and tax exempt financing. Authored a variety of blogs and articles pertaining to valuation and market analysis, as well as Novogradac's 2022 and 2023 Income and Expense Report publications.

IV. Valuation Assignments - Examples

A representative sample of Market Study, Due Diligence, Asset Management and Valuation Engagements includes the following:

- Managed and conducted market studies and appraisals of various LIHTC, affordable and market rate properties for numerous clients. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, operating expense and demand analysis. Appraisals included various value scenarios including hypothetical land value as if vacant, insurable value, value of LIHTC, abatements and PILOTs, below market debt, ground leases, value of historic credits, etc. Work has been national in scope and include users such as various state and local agencies, as well as FannieMae, FreddieMac and for the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs. Market studies were completed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals completed for adherence

to USPAP, state guidelines, reasonableness.

- On a national basis completed and reviewed appraisals of partnership interests for a variety of functions including partnership sale, charitable donation, partner disputes, determination of exit strategies, etc.
- Prepared and reviewed appraisals for portfolios of mixed income properties in accordance with the International Finance Reporting Standards (IFRS) specifically IFRS 13 Fair Market Measurement. Appraisals are used to refinance the assets by creating a bond issuance on the Israeli bond market.
- Provided and reviewed debt valuations for properties with below market debt. Analysis included review of cashflow to determine if repayment of debt can be expected, analysis of loan to value ratio, determine the discounted value of the stream of loan payments and compare to market.
- Managed, reviewed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed a variety of asset management services for lenders and syndicators including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations. Recommendations included a workout for one of the 16 assets.
- Performed and reviewed economic impact analyses using IMPLAN input-output software and data. The resulting projections are used by community development entities "CDE's" to secure federal financing through the New Market Tax Credit "NMTC" program by estimating the impact from job, tax and wage growth that would result from the development or expansion of operations using NMTC funds.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Tara Rial

I. Education

Loyola University Maryland, Baltimore, MD
Bachelors of Business Administration

II. Professional Experience

Manager, Novogradac & Company LLP
Analyst, Novogradac & Company LLP
Senior Research Associate, CoStar Group,

III. Research Assignments

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- Assisted with a variety of asset management services for a developer including monitoring and reporting property performance on a quarterly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects.
- Conducted valuations of General Partnership or Limited Partnership Interests for LIHTC properties.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.

- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Nicholas Aguilera

I. EDUCATION

University of Delaware, May 2021
Bachelor of Arts – Public Policy, Political Science

III. PROFESSIONAL EXPERIENCE

Analyst, *Novogradac & Company LLP* – July 2022 – Present
Junior Analyst, *Novogradac & Company LLP* – August 2021 – July 2022
Research Assistant, *University of Delaware* – September 2019 – July 2021

IV. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Kristian Valle

I. Education

University of Maryland – College Park, MD
Bachelor of Arts in Communications

II. Professional Experience

Junior Analyst, Novogradac & Company LLP
Research Analyst, American Physiological Society
Sales and Marketing Intern, Bozzuto

III. Real Estate Assignments

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted numerous market studies for proposed Low-Income Housing Tax Credit properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

ADDENDUM B

Data Sources

DATA SOURCES

Sources used in this study include data that is both written and oral, published and unpublished, and proprietary and non-proprietary. Real estate developers, housing officials, local housing, and planning authority employees, property managers and other housing industry participants were interviewed. In addition, we conducted a survey of proposed, comparable properties.

This report incorporates published data supplied by various agencies and organizations including:

- U.S. Census Bureau
- Virginia Housing Development Authority
- Virginia Employment Commission
- Virginia Workforce Connection
- CoStar
- ESRI, Business Information Solutions
- Ribbon Demographics
- Bankrate
- Zillow
- U.S. Department of Commerce, Bureau of Labor Statistics
- Department of Housing and Urban Development (HUD)
- Virginia Housing Market Study Requirements, 2024

ADDENDUM C

NCHMA Certification and Checklist

Certificate of Professional Designation

This certificate verifies that

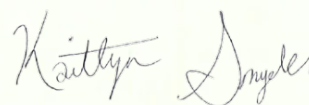
Kelly Gorman
Novogradac & Company LLP

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



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

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



Kaitlyn Snyder
Managing Director, NCHMA

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Section(s)
Executive Summary		
1	Executive Summary	
Scope of Work		
2	Scope of Work	
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	
4	Utilities (and utility sources) included in rent	
5	Target market/population description	
6	Project description including unit features and community amenities	
7	Date of construction/preliminary completion	
8	If rehabilitation, scope of work, existing rents, and existing vacancies	
Location		
9	Concise description of the site and adjacent parcels	
10	Site photos/maps	
11	Map of community services	
12	Site evaluation/neighborhood including visibility, accessibility, and crime	
Market Area		
13	PMA description	
14	PMA Map	
Employment and Economy		
15	At-Place employment trends	
16	Employment by sector	
17	Unemployment rates	
18	Area major employers/employment centers and proximity to site	
19	Recent or planned employment expansions/reductions	
Demographic Characteristics		
20	Population and household estimates and projections	
21	Area building permits	
22	Population and household characteristics including income, tenure, and size	
23	For senior or special needs projects, provide data specific to target market	
Competitive Environment		
24	Comparable property profiles and photos	
25	Map of comparable properties	
26	Existing rental housing evaluation including vacancy and rents	
27	Comparison of subject property to comparable properties	
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	
29	Rental communities under construction, approved, or proposed	
30	For senior or special needs populations, provide data specific to target market	

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Section(s)
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	
32	Affordability analysis with capture rate	
33	Penetration rate analysis with capture rate	
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	
36	Precise statement of key conclusions	
37	Market strengths and weaknesses impacting project	
38	Product recommendations and/or suggested modifications to subject	
39	Discussion of subject property's impact on existing housing	
40	Discussion of risks or other mitigating circumstances impacting subject	
41	Interviews with area housing stakeholders	
Other Requirements		
42	Certifications	
43	Statement of qualifications	
44	Sources of data not otherwise identified	

ADDENDUM D
Utility Allowance Schedule

Virginia Housing | Housing Choice Voucher Program

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

Family Name: _____ Unit Address: _____ Voucher Size*: _____ Unit Bedroom Size*: _____ <i>*Use smaller size to calculate tenant-supplied utilities and appliances.</i>
--

		Unit Type: 1 Exposed Wall					Effective Date: 07/01/2023			
Utility	Usage	Monthly Dollar Amount								
		0 BR	1 BR	2BR	3BR	4BR	5 BR	6 BR	7BR	
Appliance	Range/Microwave	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	
	Refrigerator	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	
Bottled Gas	Cooking	\$11.00	\$15.00	\$20.00	\$24.00	\$31.00	\$35.00	\$40.00	\$44.00	
	Home Heating	\$61.00	\$85.00	\$109.00	\$133.00	\$169.00	\$194.00	\$218.00	\$242.00	
	Water Heating	\$27.00	\$37.00	\$48.00	\$58.00	\$74.00	\$85.00	\$95.00	\$106.00	
Electricity	Cooking	\$4.00	\$5.00	\$6.00	\$8.00	\$10.00	\$11.00	\$13.00	\$14.00	
	Cooling (A/C)	\$7.00	\$10.00	\$13.00	\$15.00	\$20.00	\$22.00	\$25.00	\$28.00	
	Home Heating	\$25.00	\$34.00	\$44.00	\$54.00	\$69.00	\$78.00	\$88.00	\$98.00	
	Other Electric	\$14.00	\$20.00	\$25.00	\$31.00	\$39.00	\$45.00	\$50.00	\$56.00	
	Water Heating	\$13.00	\$18.00	\$23.00	\$28.00	\$35.00	\$40.00	\$45.00	\$50.00	
Natural Gas	Cooking	\$2.00	\$2.00	\$3.00	\$3.00	\$4.00	\$5.00	\$5.00	\$6.00	
	Home Heating	\$9.00	\$13.00	\$16.00	\$20.00	\$25.00	\$29.00	\$32.00	\$36.00	
	Water Heating	\$4.00	\$6.00	\$7.00	\$9.00	\$11.00	\$13.00	\$14.00	\$16.00	
Oil	Home Heating	\$55.00	\$77.00	\$99.00	\$121.00	\$154.00	\$176.00	\$198.00	\$220.00	
	Water Heating	\$24.00	\$33.00	\$42.00	\$52.00	\$66.00	\$75.00	\$85.00	\$94.00	
Sewer	Other	\$21.00	\$29.00	\$38.00	\$46.00	\$59.00	\$67.00	\$76.00	\$84.00	
Trash Collection	Other	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	
Water	Other	\$18.00	\$25.00	\$32.00	\$40.00	\$50.00	\$58.00	\$65.00	\$72.00	
UTILITY ALLOWANCE TOTAL:		\$	\$	\$	\$	\$	\$	\$	\$	

ADDENDUM E

Subject and Neighborhood Photographs

PHOTOGRAPHS OF SUBJECT SITE AND NEIGHBORHOOD



View of Subject site



View of Subject site



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Outdoor chapel on Subject site



View of parking lot adjacent to Subject site



View of parking lot adjacent to Subject site



House of worship adjacent to Subject site



View of Leesburg Pike facing north



View of Leesburg Pike facing south



Jefferson Apartments (Excluded)



Commercial uses



Commercial use



Commercial use



Commercial uses



Commercial uses



Greenwood Apartments north of Subject site
(Excluded)



Greenwood Apartments north of Subject site
(Excluded)



Townhouses



Townhouses



Single-family home



Single-family home

ADDENDUM F

Site and Floor Plans

ADDENDUM G

Subject Matrices and Property Profiles

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate			
S	First Christian Church 6165 Leesburg Pike Falls Church, VA Fairfax County		Midrise 4-stories 2026 Senior	@30%, @40% (PBV), @50% (PBV), @60%, @60% (PBV)	1BR/1BA	6	6.3%	600	@30%	\$718	N/A		N/A	N/A			
					1BR/1BA	7	7.4%	600	@40% (PBV)	\$1,854	N/A	N/A	N/A				
					1BR/1BA	26	27.4%	600	@50% (PBV)	\$1,854	N/A	N/A	N/A				
					1BR/1BA	33	34.7%	600	@60%	\$1,566	N/A	N/A	N/A				
					1BR/1BA	4	4.2%	600	@60% (PBV)	\$1,854	N/A	N/A	N/A				
					2BR/2BA	3	3.2%	960	@30%	\$865	N/A	N/A	N/A				
					2BR/2BA	2	2.1%	960	@40% (PBV)	\$2,097	N/A	N/A	N/A				
					2BR/2BA	4	4.2%	960	@50% (PBV)	\$2,097	N/A	N/A	N/A				
					2BR/2BA	5	5.3%	960	@60%	\$1,883	N/A	N/A	N/A				
					2BR/2BA	5	5.3%	960	@60% (PBV)	\$2,097	N/A	N/A	N/A				
					95												
1	Gilliam Place 918 South Lincoln Street Arlington, VA Arlington County	3.0 miles	Midrise 6-stories 2019 Family	@40%, @50%, @60%	OBR/1BA	N/A	N/A	422	@50%	\$1,233	Yes	Yes	2	N/A			
					OBR/1BA	N/A	N/A	422	@60%	\$1,497	Yes	Yes	0	N/A			
					1BR/1BA	N/A	N/A	564	@40%	\$1,017	Yes	Yes	0	N/A			
					1BR/1BA	N/A	N/A	564	@50%	\$1,300	Yes	Yes	0	N/A			
					1BR/1BA	N/A	N/A	564	@60%	\$1,582	Yes	Yes	0	N/A			
					2BR/2BA	N/A	N/A	765	@50%	\$1,545	Yes	Yes	2	N/A			
					2BR/2BA	N/A	N/A	765	@60%	\$1,884	Yes	Yes	0	N/A			
					3BR/2BA	N/A	N/A	992	@60%	\$2,154	Yes	Yes	0	N/A			
								173									
										249							0
2	Hollybrooke Apartments 3012 Patrick Henry Dr Falls Church, VA Fairfax County	0.3 mile	Garden 3-stories 1952 / 2007 Family	@60%	1BR/1BA	N/A	N/A	570	@60%	\$1,531	Yes	Yes	0	0%			
					2BR/1BA	N/A	N/A	710	@60%	\$1,815	Yes	Yes	0	0%			
													0	0.0%			
3	Monterey Apartments 813 South Greenbrier Street Arlington, VA Arlington County	1.7 miles	Garden 3-stories 1952 / 2004 Family	@50% @60%	1BR/1BA	N/A	N/A	659	@50%	\$1,315	Yes	Yes	0	0%			
					1BR/1BA	N/A	N/A	659	@60%	\$1,557	Yes	Yes	0	0%			
					2BR/1BA	N/A	N/A	741	@50%	\$1,511	Yes	Yes	0	0%			
					2BR/1BA	N/A	N/A	741	@60%	\$1,850	Yes	Yes	0	0%			
					3BR/2BA	N/A	N/A	1,133	@50%	\$1,718	Yes	Yes	0	0%			
					3BR/2BA	N/A	N/A	1,133	@60%	\$2,200	Yes	Yes	0	0%			
					109												
													0	0.0%			
4	The Carlin 4300 North Carlin Springs Road Arlington, VA Arlington County	2.3 miles	Highrise 10-stories 1997 / 2020 Senior	@60%	1BR/1BA	153	94.4%	560	@60%	\$1,328	Yes	Yes	0	0%			
					2BR/1BA	8	4.9%	750	@60%	\$1,419	Yes	Yes	0	0%			
					2BR/1BA	1	0.6%	750	Non-Rental	N/A	No	No	0	0%			
													0	0.0%			
5	The Jordan 801 North Wakefield Street Arlington, VA Arlington County	2.2 miles	Midrise 4-stories 2011 Family	@50% @60%	1BR/1BA	7	7.8%	605	@50%	\$1,325	Yes	No	0	0%			
					1BR/1BA	25	27.8%	605	@60%	\$1,607	Yes	No	0	0%			
					2BR/1BA	14	15.6%	825	@50%	\$1,576	Yes	No	0	0%			
					2BR/1BA	21	23.3%	825	@60%	\$1,915	Yes	No	0	0%			
					3BR/2BA	3	3.3%	1,016	@50%	\$1,800	Yes	No	0	0%			
					3BR/2BA	20	22.2%	1,016	@60%	\$2,192	Yes	No	0	0%			
										90							
													0	0.0%			
6	Henderson Park 4301 North Henderson Road Arlington, VA Arlington County	2.3 miles	Midrise 4-stories 2014 Family	Market	1BR/1BA	12	18.2%	680	Market	\$2,041	N/A	No	0	0%			
					2BR/2BA	15	22.7%	1,100	Market	\$2,805	N/A	No	0	0%			
					2.5BR/3BA	N/A	N/A	1,267	Market	\$3,145	N/A	No	0	0%			
					3BR/2BA	33	50.0%	1,100	Market	\$3,219	N/A	No	0	0%			
					3BR/3BA	N/A	N/A	1,330	Market	\$3,489	N/A	No	0	0%			
					3BR/3BA	6	9.1%	1,330	Market	\$3,469	N/A	No	0	0%			
										66							
													0	0.0%			
7	Munson Hill Towers 6129 Leesburg Pike Falls Church, VA Fairfax County	0.4 mile	Highrise 12-stories 1964 / 2017 Family	Market	OBR/1BA	35	12.5%	559	Market	\$1,710	N/A	No	0	0%			
					1BR/1BA	113	40.5%	839	Market	\$1,915	N/A	No	2	1.8%			
					1.5BR/1BA	37	13.3%	980	Market	\$2,111	N/A	No	0	0%			
					2BR/1BA	49	17.6%	1,107	Market	\$2,215	N/A	No	0	0%			
					2BR/2BA	34	12.2%	1,143	Market	\$2,515	N/A	No	0	0%			
					3BR/2BA	11	3.9%	1,333	Market	\$2,715	N/A		0	0%			
					279							2	0.7%				
8	Roosevelt Towers Apartments 500 N Roosevelt Blvd Falls Church, VA Falls Church County	0.9 mile	Midrise 6-stories 1964 / 2004 Family	Market	OBR/1BA	13	6.8%	531	Market	\$1,670	N/A	No	0	0%			
					1BR/1BA	82	42.9%	731	Market	\$1,836	N/A	No	3	3.7%			
					2BR/1BA	41	21.5%	975	Market	\$2,233	N/A	No	1	2.4%			
					2BR/1BA	41	21.5%	1,046	Market	\$2,291	N/A	No	1	2.4%			
					3BR/1.5BA	14	7.3%	1,100	Market	\$2,873	N/A	No	0	0%			
					191							5	2.6%				
9	Seven Corners 6122 Willston Dr Falls Church, VA Fairfax County	0.6 mile	Garden 3-stories 1952 / 1985 Family	Market	1BR/1BA	142	50.0%	518	Market	\$1,511	N/A	No	1	0.7%			
					2BR/1BA	142	50.0%	724	Market	\$1,793	N/A	No	1	0.7%			
														2	0.7%		
10	The Maxwell 4200 North Carlin Springs Road Arlington, VA Arlington County	2.3 miles	Midrise 6-stories 2014 Family	Market	OBR/1BA	48	29.4%	538	Market	\$2,002	N/A	No	1	2.1%			
					1BR/1BA	40	24.5%	581	Market	\$2,103	N/A	No	1	2.5%			
					1BR/1BA	54	33.1%	698	Market	\$2,223	N/A	No	1	1.9%			
					2BR/2BA	21	12.9%	1,027	Market	\$3,544	N/A	No	0	0%			
														3	1.8%		

AMENITY MATRIX

	First Christian Church	Gilliam Place	Hollybrooke Apartments	Monterey Apartments	The Carlin	The Jordan	Henderson Park	Munson Hill Towers	Roosevelt Towers Apartments	Seven Corners	The Maxwell
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Building											
Property Type	Midrise	Midrise	Garden	Garden	Highrise	Midrise	Midrise	Highrise	Midrise	Garden	Midrise
# Stories	4	6	3	3	10	4	4	12	6	3	6
Year Built	2026	2019	1952	1952	1997	2011	2014	1964	1964	1952	2014
Year Renovated			2007	2004	2020			2017	2004	1985	
Courtyard	yes	yes	no	no	no	yes	yes	yes	no	no	yes
Elevators	yes	yes	no	no	yes	yes	yes	yes	yes	no	yes
Utility Structure											
Heat	no	no	no	no	yes	no	no	no	no	no	no
Cooking	no	no	no	no	yes	no	no	no	no	yes	no
Other Electric	no	no	no	no	yes	no	no	no	no	yes	no
Air Conditioning	no	no	no	no	yes	no	no	no	no	yes	no
Water Heat	no	yes	no	no	yes	no	no	no	no	no	no
Water	no	no	yes	yes	yes	no	yes	no	no	no	yes
Sewer	no	no	yes	yes	yes	no	yes	no	no	yes	yes
Accessibility											
Grab Bars	yes	no	no	no	yes	no	no	no	no	no	no
Hand Rails	yes	no	no	no	yes	no	no	no	no	no	no
Pull Cords	yes	no	no	no	yes	no	no	no	no	no	no
Unit											
Balcony	no	no	no	no	no	no	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	yes	no	no
Ceiling Fan	no	yes	no	yes	yes	no	no	yes	no	no	no
Central/AC	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	no	yes	yes	no	no	yes
Exterior Storage	no	no	no	no	no	no	yes	yes	no	no	yes
Hardwood Floors	no	no	no	no	no	no	no	yes	no	yes	yes
Vinyl Plank Flooring	no	yes	no	no	no	yes	yes	no	no	no	no
Walk-In-Closet	no	yes	yes	no	no	yes	yes	yes	no	no	yes
Wall A/C	no	no	no	no	yes	no	no	no	no	no	no
Washer / Dryer	no	no	yes	no	no	no	yes	no	no	no	yes
W/D Hookups	no	no	yes	no	no	no	yes	no	no	no	yes
Kitchen											
Dishwasher	no	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Microwave	no	yes	no	no	yes	yes	yes	yes	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Bike Storage	no	yes	no	no	no	yes	yes	no	no	no	no
Business Center	no	yes	no	no	no	yes	yes	yes	yes	no	yes
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Clubhouse	yes	yes	no	no	yes	no	yes	yes	no	no	no
Concierge	no	no	no	no	no	no	no	yes	no	no	no
Library	yes	no	no	no	no	yes	no	no	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	yes	no	no	no
Exercise Facility	yes	no	no	no	no	no	yes	yes	yes	no	yes
Hot Tub	no	no	no	no	no	no	no	no	yes	no	no
Picnic Area	yes	yes	no	no	no	yes	yes	yes	yes	no	yes
Playground	no	yes	no	no	no	yes	no	yes	no	yes	no
Recreational Area	yes	no	no	no	yes	no	no	yes	no	no	yes
Sauna	no	no	no	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	no	yes	yes	no	no
Tennis Court	no	no	no	no	no	no	no	yes	no	no	no
Theatre	no	no	no	no	no	no	yes	no	no	no	no
Services											
Adult Education	yes	yes	no	no	no	no	no	no	no	no	no
Afterschool Program	no	yes	no	no	no	no	no	no	no	no	no
Computer Tutoring	yes	yes	no	no	no	no	no	no	no	no	no
Daycare	no	no	no	no	no	yes	no	no	no	no	no
Neighborhood Network	no	yes	no	no	no	no	no	no	no	no	no
Non-Shelter Services	no	yes	no	no	no	no	no	no	no	no	no
Service Coordination	no	yes	no	no	yes	no	no	no	no	no	no
Senior Services											
Hairdresser/Barber	no	no	no	no	yes	no	no	no	no	no	no
Medical Professional	yes	no	no	no	no	no	no	no	no	no	no
Security											
Intercom (Buzzer)	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Intercom (Phone)	no	no	no	no	no	no	no	no	yes	no	no
Limited Access	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Patrol	no	no	yes	no	yes	no	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	yes	no	yes	no	no	no
Video Surveillance	no	yes	no	no	no	no	yes	yes	no	no	yes
Parking											
Garage	yes	yes	no	no	yes	yes	yes	no	no	no	yes
Surface	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.

	Units Surveyed	1,766	Weighted Occupancy	99.1%
	Market Rate	983	Market Rate	98.8%
	Tax Credit	783	Tax Credit	99.5%
	1.0 Bed x 1.0 Bath		2.0 Bed x 2.0 Bath	
RENT	The Maxwell (Market)	\$2,223	The Maxwell (Market)(2.0BA)	\$3,544
	The Maxwell (Market)	\$2,103	Henderson Park (Market)(2.0BA)	\$2,805
	Henderson Park (Market)	\$2,041	Munson Hill Towers (Market)(2.0BA)	\$2,515
	First Christian Church (AMR)	\$1,925	First Christian Church (AMR)	\$2,400
	Munson Hill Towers (Market)	\$1,915	Roosevelt Towers Apartments (Market)(1.0BA)	\$2,291
	First Christian Church (@40%)	\$1,854	Roosevelt Towers Apartments (Market)(1.0BA)	\$2,233
	First Christian Church (@50%)	\$1,854	Munson Hill Towers (Market)(1.0BA)	\$2,215
	First Christian Church (@60%)	\$1,854	First Christian Church (@40%)	\$2,097
	Roosevelt Towers Apartments (Market)	\$1,836	First Christian Church (@50%)	\$2,097
	The Jordan (@60%)	\$1,607	First Christian Church (@60%)	\$2,097
	Gilliam Place (@60%)	\$1,582	The Jordan (@60%)(1.0BA)	\$1,915
	First Christian Church (@60%)	\$1,566	Gilliam Place (@60%)	\$1,884
	First Christian Church (@60%) (ALR)	\$1,566	First Christian Church (@60%)	\$1,883
	First Christian Church (@60%) (ALR)	\$1,566	First Christian Church (@60%) (ALR)	\$1,883
	Monterey Apartments (@60%)	\$1,557	First Christian Church (@60%) (ALR)	\$1,883
	Hollybrooke Apartments (@60%)	\$1,531	Monterey Apartments (@60%)(1.0BA)	\$1,850
	Seven Corners (Market)	\$1,452	Hollybrooke Apartments (@60%)(1.0BA)	\$1,815
	The Carlin (@60%)	\$1,328	Seven Corners (Market)(1.0BA)	\$1,717
	The Jordan (@50%)	\$1,325	The Jordan (@50%)(1.0BA)	\$1,576
	Monterey Apartments (@50%)	\$1,315	Gilliam Place (@50%)	\$1,545
	Gilliam Place (@50%)	\$1,300	First Christian Church (@50%) (ALR)	\$1,544
	First Christian Church (@50%) (ALR)	\$1,284	Monterey Apartments (@50%)(1.0BA)	\$1,511
	Gilliam Place (@40%)	\$1,017	The Carlin (@60%)(1.0BA)	\$1,419
	First Christian Church (@40%) (ALR)	\$1,001	First Christian Church (@40%) (ALR)	\$1,205
	First Christian Church (@30%)	\$718	First Christian Church (@30%)	\$865
First Christian Church (@30%) (ALR)	\$718	First Christian Church (@30%) (ALR)	\$865	
SQUARE FOOTAGE	Munson Hill Towers (Market)	839	Munson Hill Towers (Market)(2.0BA)	1,143
	Roosevelt Towers Apartments (Market)	731	Munson Hill Towers (Market)(1.0BA)	1,107
	The Maxwell (Market)	698	Henderson Park (Market)(2.0BA)	1,100
	Henderson Park (Market)	680	Roosevelt Towers Apartments (Market)(1.0BA)	1,046
	Monterey Apartments (@50%)	659	The Maxwell (Market)(2.0BA)	1,027
	Monterey Apartments (@60%)	659	Roosevelt Towers Apartments (Market)(1.0BA)	975
	The Jordan (@50%)	605	First Christian Church (@30%)	960
	The Jordan (@60%)	605	First Christian Church (@40%)	960
	First Christian Church (@30%)	600	First Christian Church (@50%)	960
	First Christian Church (@40%)	600	First Christian Church (@60%)	960
	First Christian Church (@50%)	600	First Christian Church (@60%)	960
	First Christian Church (@60%)	600	The Jordan (@50%)(1.0BA)	825
	First Christian Church (@60%)	600	The Jordan (@60%)(1.0BA)	825
	The Maxwell (Market)	581	Gilliam Place (@50%)	765
	Hollybrooke Apartments (@60%)	570	Gilliam Place (@60%)	765
	Gilliam Place (@40%)	564	The Carlin (@60%)(1.0BA)	750
	Gilliam Place (@50%)	564	Monterey Apartments (@50%)(1.0BA)	741
	Gilliam Place (@60%)	564	Monterey Apartments (@60%)(1.0BA)	741
	The Carlin (@60%)	560	Seven Corners (Market)(1.0BA)	724
	Seven Corners (Market)	518	Hollybrooke Apartments (@60%)(1.0BA)	710

	1.0 Bed x 1.0 Bath		2.0 Bed x 2.0 Bath	
RENT PER SQUARE FOOT	The Maxwell (Market)	\$3.62	The Maxwell (Market)(2.0BA)	\$3.45
	First Christian Church (AMR)	\$3.21	Hollybrooke Apartments (@60%)(1.0BA)	\$2.56
	The Maxwell (Market)	\$3.18	Henderson Park (Market)(2.0BA)	\$2.55
	First Christian Church (@40%)	\$3.09	First Christian Church (AMR)	\$2.50
	First Christian Church (@50%)	\$3.09	Monterey Apartments (@60%)(1.0BA)	\$2.50
	First Christian Church (@60%)	\$3.09	Gilliam Place (@60%)	\$2.46
	Henderson Park (Market)	\$3.00	Seven Corners (Market)(1.0BA)	\$2.37
	Gilliam Place (@60%)	\$2.80	The Jordan (@60%)(1.0BA)	\$2.32
	Seven Corners (Market)	\$2.80	Roosevelt Towers Apartments (Market)(1.0BA)	\$2.29
	Hollybrooke Apartments (@60%)	\$2.69	Munson Hill Towers (Market)(2.0BA)	\$2.20
	The Jordan (@60%)	\$2.66	Roosevelt Towers Apartments (Market)(1.0BA)	\$2.19
	First Christian Church (@60%)	\$2.61	First Christian Church (@40%)	\$2.18
	First Christian Church (@60%) (ALR)	\$2.61	First Christian Church (@50%)	\$2.18
	First Christian Church (@60%) (ALR)	\$2.61	First Christian Church (@60%)	\$2.18
	Roosevelt Towers Apartments (Market)	\$2.51	Monterey Apartments (@50%)(1.0BA)	\$2.04
	The Carlin (@60%)	\$2.37	Gilliam Place (@50%)	\$2.02
	Monterey Apartments (@60%)	\$2.36	Munson Hill Towers (Market)(1.0BA)	\$2.00
	Gilliam Place (@50%)	\$2.30	First Christian Church (@60%)	\$1.96
	Munson Hill Towers (Market)	\$2.28	First Christian Church (@60%) (ALR)	\$1.96
	The Jordan (@50%)	\$2.19	First Christian Church (@60%) (ALR)	\$1.96
	First Christian Church (@50%) (ALR)	\$2.14	The Jordan (@50%)(1.0BA)	\$1.91
	Monterey Apartments (@50%)	\$2.00	The Carlin (@60%)(1.0BA)	\$1.89
	Gilliam Place (@40%)	\$1.80	First Christian Church (@50%) (ALR)	\$1.61
	First Christian Church (@40%) (ALR)	\$1.67	First Christian Church (@40%) (ALR)	\$1.26
	First Christian Church (@30%)	\$1.20	First Christian Church (@30%)	\$0.90
	First Christian Church (@30%) (ALR)	\$1.20	First Christian Church (@30%) (ALR)	\$0.90

PROPERTY PROFILE REPORT

Gilliam Place

Effective Rent Date	2/15/2024
Location	918 South Lincoln Street Arlington, VA 22204 Arlington County
Distance	3 miles
Units	173
Vacant Units	4
Vacancy Rate	2.3%
Type	Midrise (6 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Jane
Phone	571-454-9618



Market Information

Program	@40%, @50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	30%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes, unknown length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (6 stories)	N/A	422	\$1,246	\$0	@50%	Yes	2	N/A	yes	None
0	1	Midrise (6 stories)	N/A	422	\$1,510	\$0	@60%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,035	\$0	@40%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,318	\$0	@50%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,600	\$0	@60%	Yes	0	N/A	yes	None
2	1.5	Midrise (6 stories)	N/A	765	\$1,568	\$0	@50%	Yes	2	N/A	yes	None
2	1.5	Midrise (6 stories)	N/A	765	\$1,907	\$0	@60%	Yes	0	N/A	yes	None
3	2	Midrise (6 stories)	N/A	992	\$2,182	\$0	@60%	Yes	0	N/A	yes	None

Trend Report

Vacancy Rates

3Q22	1Q23	3Q23	1Q24
0.0%	0.0%	0.6%	2.3%

Trend: @40%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$884	\$0	\$884	\$866
2023	1	N/A	\$884	\$0	\$884	\$866
2023	3	N/A	\$884	\$0	\$884	\$866
2024	1	N/A	\$1,035	\$0	\$1,035	\$1,017

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,167	\$0	\$1,167	\$1,149
2023	1	N/A	\$1,167	\$0	\$1,167	\$1,149
2023	3	N/A	\$1,167	\$0	\$1,167	\$1,149
2024	1	N/A	\$1,318	\$0	\$1,318	\$1,300

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,332	\$0	\$1,332	\$1,309
2023	1	N/A	\$1,332	\$0	\$1,332	\$1,309
2023	3	N/A	\$1,332	\$0	\$1,332	\$1,309
2024	1	N/A	\$1,568	\$0	\$1,568	\$1,545

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2024	1	N/A	\$1,246	\$0	\$1,246	\$1,233

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,368	\$0	\$1,368	\$1,350
2023	1	N/A	\$1,368	\$0	\$1,368	\$1,350
2023	3	N/A	\$1,368	\$0	\$1,368	\$1,350
2024	1	N/A	\$1,600	\$0	\$1,600	\$1,582

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,622	\$0	\$1,622	\$1,599
2023	1	N/A	\$1,622	\$0	\$1,622	\$1,599
2023	3	N/A	\$1,622	\$0	\$1,622	\$1,599
2024	1	N/A	\$1,907	\$0	\$1,907	\$1,884

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,843	\$0	\$1,843	\$1,815
2023	1	N/A	\$1,843	\$0	\$1,843	\$1,815
2023	3	N/A	\$1,843	\$0	\$1,843	\$1,815
2024	1	N/A	\$2,182	\$0	\$2,182	\$2,154

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,266	\$0	\$1,266	\$1,253
2023	1	N/A	\$1,266	\$0	\$1,266	\$1,253
2023	3	N/A	\$1,266	\$0	\$1,266	\$1,253
2024	1	N/A	\$1,510	\$0	\$1,510	\$1,497

Trend: Comments

- 3Q22 The square footages reflected in this profile are averages. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy. The contact could not comment on turnover at the property, except that it is very low.
- 1Q23 The square footages reflected in this profile are averages. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy. Additionally, they stated the property has been fully occupied for a number of months.
- 3Q23 The contact reported one current vacancy, but could not say which unit type. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy.
- 1Q24 The contact reported four current vacancies, all of which are in the studio and two-bedroom unit types. The property is achieving rents at the 2023 maximum allowable levels. According to the contact, the demand for affordable housing is strong in the area.

Photos



PROPERTY PROFILE REPORT

Hollybrooke Apartments

Effective Rent Date	11/17/2023
Location	3012 Patrick Henry Dr Falls Church, VA 22044 Fairfax County
Distance	0.3 miles
Units	249
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1952 / 2007
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Juliana
Phone	(571) 999-6936



Market Information

Program	@60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within two weeks
Annual Chg. in Rent	2023 max
Concession	None
Waiting List	Yes, unknown length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	570	\$1,585	\$0	@60%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	710	\$1,885	\$0	@60%	Yes	0	N/A	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,585	\$0	\$1,585	-\$54	\$1,531
2BR / 1BA	\$1,885	\$0	\$1,885	-\$70	\$1,815

Amenities

In-Unit	Security	Services
Blinds	Patrol	None
Central A/C		
Dishwasher		
Oven		
Walk-In Closet		
Washer/Dryer hookup		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		

Comments

The contact reported being fully occupied with a wait list of undetermined length. The contact reported strong demand for affordable housing in the area.

Hollybrooke Apartments, continued

Trend Report

Vacancy Rates

3Q22	3Q23	4Q23
2.4%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,492	\$0	\$1,492	\$1,438
2023	3	N/A	\$1,585	\$0	\$1,585	\$1,531
2023	4	N/A	\$1,585	\$0	\$1,585	\$1,531

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,771	\$0	\$1,771	\$1,701
2023	3	N/A	\$1,885	\$0	\$1,885	\$1,815
2023	4	N/A	\$1,885	\$0	\$1,885	\$1,815

Trend: Comments

3Q22	The contact did not know how many units there are of each bedroom type. The contact reported that the property was last renovated in approximately 2006 but did not know for sure. The contact could not comment on why rents are not at the 2022 maximum allowable level.
3Q23	The contact reported being fully occupied with a wait list of undetermined length. The contact reported that the property was last renovated in approximately 2006 but did not know for sure. The contact was unsure if rents were at the maximum allowable levels.
4Q23	The contact reported being fully occupied with a wait list of undetermined length. The contact reported strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Monterey Apartments

Effective Rent Date	2/14/2024
Location	813 South Greenbrier Street Arlington, VA 22204 Arlington County
Distance	1.7 miles
Units	109
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1952 / 2004
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Columbia Commons
Tenant Characteristics	Families originating from Arlington
Contact Name	Arianna
Phone	703-379-6656



Market Information

Program	@50%, @60%
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes; three months in length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	659	\$1,369	\$0	@50%	Yes	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	659	\$1,611	\$0	@60%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	741	\$1,581	\$0	@50%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	741	\$1,920	\$0	@60%	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,133	\$1,804	\$0	@50%	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,133	\$2,286	\$0	@60%	Yes	0	N/A	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,369	\$0	\$1,369	-\$54	\$1,315	1BR / 1BA	\$1,611	\$0	\$1,611	-\$54	\$1,557
2BR / 1BA	\$1,581	\$0	\$1,581	-\$70	\$1,511	2BR / 1BA	\$1,920	\$0	\$1,920	-\$70	\$1,850
3BR / 2BA	\$1,804	\$0	\$1,804	-\$86	\$1,718	3BR / 2BA	\$2,286	\$0	\$2,286	-\$86	\$2,200

Monterey Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator			
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management			

Comments

The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact reported a waiting list of three months in length.

Monterey Apartments, continued

Trend Report

Vacancy Rates

3Q22	3Q23	4Q23	1Q24
2.8%	1.8%	1.8%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,291	\$0	\$1,291	\$1,237
2023	3	N/A	\$1,369	\$0	\$1,369	\$1,315
2023	4	N/A	\$1,369	\$0	\$1,369	\$1,315
2024	1	N/A	\$1,369	\$0	\$1,369	\$1,315

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,546	\$0	\$1,546	\$1,476
2023	3	N/A	\$1,581	\$0	\$1,581	\$1,511
2023	4	N/A	\$1,581	\$0	\$1,581	\$1,511
2024	1	N/A	\$1,581	\$0	\$1,581	\$1,511

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,785	\$0	\$1,785	\$1,699
2023	3	N/A	\$1,804	\$0	\$1,804	\$1,718
2023	4	N/A	\$1,804	\$0	\$1,804	\$1,718
2024	1	N/A	\$1,804	\$0	\$1,804	\$1,718

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,558	\$0	\$1,558	\$1,504
2023	3	N/A	\$1,611	\$0	\$1,611	\$1,557
2023	4	N/A	\$1,611	\$0	\$1,611	\$1,557
2024	1	N/A	\$1,611	\$0	\$1,611	\$1,557

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,866	\$0	\$1,866	\$1,796
2023	3	N/A	\$1,920	\$0	\$1,920	\$1,850
2023	4	N/A	\$1,920	\$0	\$1,920	\$1,850
2024	1	N/A	\$1,920	\$0	\$1,920	\$1,850

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$2,153	\$0	\$2,153	\$2,067
2023	3	N/A	\$2,286	\$0	\$2,286	\$2,200
2023	4	N/A	\$2,286	\$0	\$2,286	\$2,200
2024	1	N/A	\$2,286	\$0	\$2,286	\$2,200

Trend: Comments

3Q22	The contact noted a modest waiting list but was unsure how long the waiting list was.
3Q23	The contact reported two vacancies, which are both in the two-bedroom units. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact noted a modest waiting list but was unsure how long the waiting list was.
4Q23	The contact reported two vacancies, which are both in the two-bedroom units. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact noted a modest waiting list but was unsure how long the waiting list was. The property manager could not confirm the utility allowances.
1Q24	The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact reported a waiting list of three months in length.

Photos



PROPERTY PROFILE REPORT

The Carlin

Effective Rent Date	2/14/2024
Location	4300 North Carlin Springs Road Arlington, VA 22203 Arlington County
Distance	2.3 miles
Units	162
Vacant Units	0
Vacancy Rate	0.0%
Type	Highrise (age-restricted) (10 stories)
Year Built/Renovated	1997 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Culpepper Gardens
Tenant Characteristics	Seniors 62+
Contact Name	July
Phone	703-243-4300



Market Information

Program	@60%, Non-Rental
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	24%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes; 80 households

Utilities

A/C	included -- wall
Cooking	included -- electric
Water Heat	included -- gas
Heat	included -- gas
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Highrise (10 stories)	153	560	\$1,469	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Highrise (10 stories)	8	750	\$1,600	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Highrise (10 stories)	1	750	N/A	\$0	Non-Rental	N/A	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,469	\$0	\$1,469	-\$141	\$1,328	2BR / 1BA	N/A	\$0	N/A	-\$181	N/A
2BR / 1BA	\$1,600	\$0	\$1,600	-\$181	\$1,419						

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Coat Closet	Ceiling Fan	Limited Access	
Garbage Disposal	Grab Bars	Patrol	
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Wall A/C		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Elevators	Hairdresser / Barber	None
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Recreation Areas	Service Coordination		

Comments

The contact reported being fully occupied with a wait list of 80 households. The property was renovated with tax credits between 2019 and 2020. The contact was unable to specify what the renovations consisted of except that the building and units were updated and refurbished. After the renovation, the units at 50 percent of AMI were removed and the property now only offers units restricted at 60 percent of AMI. According to the contact, the property is achieving rents at the maximum allowable levels.

Trend Report

Vacancy Rates

4Q18	3Q22	3Q23	1Q24
0.0%	1.9%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$1,319	\$0	\$1,319	\$1,178
2022	3	2.0%	\$1,315	\$0	\$1,315	\$1,174
2023	3	0.0%	\$1,315	\$0	\$1,315	\$1,174
2024	1	0.0%	\$1,469	\$0	\$1,469	\$1,328

Trend: Non-Rental

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	N/A	\$0	N/A	N/A
2022	3	0.0%	N/A	\$0	N/A	N/A
2023	3	0.0%	N/A	\$0	N/A	N/A
2024	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$1,580	\$0	\$1,580	\$1,399
2022	3	0.0%	\$1,580	\$0	\$1,580	\$1,399
2023	3	0.0%	\$1,580	\$0	\$1,580	\$1,399
2024	1	0.0%	\$1,600	\$0	\$1,600	\$1,419

Trend: Comments

4Q18	This senior development is proposed to be renovated with LIHTCs, with a 18-month renovation starting in January 2019, ending in August 2020.
3Q22	The property was renovated with tax credits between 2019 and 2020. The contact was unable to specify what the renovations consisted of except that the building and units were updated and refurbished. After the renovation, the units at 50 percent of AMI were removed and the property now only offers units restricted at 60 percent of AMI. According to the contact, rents are kept below the maximum allowable levels and did not increase after renovation due to the COVID-19 pandemic. No rent increases are currently planned.
3Q23	The property was renovated with tax credits between 2019 and 2020. The contact was unable to specify what the renovations consisted of except that the building and units were updated and refurbished. After the renovation, the units at 50 percent of AMI were removed and the property now only offers units restricted at 60 percent of AMI. According to the contact, rents are kept below the 2023 maximum allowable levels. No rent increases are currently planned in order to maintain affordability.
1Q24	The contact reported being fully occupied with a wait list of 80 households. The property was renovated with tax credits between 2019 and 2020. The contact was unable to specify what the renovations consisted of except that the building and units were updated and refurbished. After the renovation, the units at 50 percent of AMI were removed and the property now only offers units restricted at 60 percent of AMI. According to the contact, the property is achieving rents at the maximum allowable levels.

Photos



PROPERTY PROFILE REPORT

The Jordan

Effective Rent Date	2/15/2024
Location	801 North Wakefield Street Arlington, VA 22203 Arlington County
Distance	2.2 miles
Units	90
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Erica
Phone	(571) 970-1876



Market Information

Program	@50%, @60%
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within a week
Annual Chg. in Rent	Kept at 2023 max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	7	605	\$1,325	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	25	605	\$1,607	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	14	825	\$1,576	\$0	@50%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	21	825	\$1,915	\$0	@60%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	3	1,016	\$1,800	\$0	@50%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	20	1,016	\$2,192	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,325	\$0	\$1,325	\$0	\$1,325	1BR / 1BA	\$1,607	\$0	\$1,607	\$0	\$1,607
2BR / 1BA	\$1,576	\$0	\$1,576	\$0	\$1,576	2BR / 1BA	\$1,915	\$0	\$1,915	\$0	\$1,915
3BR / 2BA	\$1,800	\$0	\$1,800	\$0	\$1,800	3BR / 2BA	\$2,192	\$0	\$2,192	\$0	\$2,192

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	Daycare
Central A/C	Dishwasher	Limited Access	
Garbage Disposal	Microwave	Perimeter Fencing	
Oven	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Property		Premium	Other
Bike Storage	Business Center/Computer Lab	View	None
Courtyard	Elevators		
Garage(\$100.00)	Central Laundry		
Library	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels. The property does not maintain a wait list.

Trend Report

Vacancy Rates

1Q23	2Q23	3Q23	1Q24
8.9%	7.8%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,135	\$0	\$1,135	\$1,135
2023	2	N/A	\$1,251	\$0	\$1,251	\$1,251
2023	3	N/A	\$1,329	\$0	\$1,329	\$1,329
2024	1	0.0%	\$1,325	\$0	\$1,325	\$1,325

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,341	\$0	\$1,341	\$1,341
2023	2	N/A	\$1,486	\$0	\$1,486	\$1,486
2023	3	N/A	\$1,581	\$0	\$1,581	\$1,581
2024	1	0.0%	\$1,576	\$0	\$1,576	\$1,576

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$1,520	\$0	\$1,520	\$1,520
2023	2	N/A	\$1,695	\$0	\$1,695	\$1,695
2023	3	N/A	\$1,804	\$0	\$1,804	\$1,804
2024	1	0.0%	\$1,800	\$0	\$1,800	\$1,800

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,377	\$0	\$1,377	\$1,377
2023	2	N/A	\$1,518	\$0	\$1,518	\$1,518
2023	3	N/A	\$1,611	\$0	\$1,611	\$1,611
2024	1	0.0%	\$1,607	\$0	\$1,607	\$1,607

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,806	\$0	\$1,806	\$1,806
2023	2	N/A	\$1,806	\$0	\$1,806	\$1,806
2023	3	N/A	\$1,920	\$0	\$1,920	\$1,920
2024	1	0.0%	\$1,915	\$0	\$1,915	\$1,915

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$1,856	\$0	\$1,856	\$1,856
2023	2	N/A	\$2,065	\$0	\$2,065	\$2,065
2023	3	N/A	\$2,196	\$0	\$2,196	\$2,196
2024	1	0.0%	\$2,192	\$0	\$2,192	\$2,192

Trend: Comments

1Q23	The contact reported eight vacancies, with five of the already leased. The contact reported that property does not maintain a waiting list but consistently operates near full occupancy.
2Q23	All of the seven vacancies have applications. The contact was unable to estimate the turnover rate at the property, but stated that there were no move-outs in March 2023.
3Q23	The contact reported being fully occupied. The contact was unable to estimate the turnover rate at the property. The contact stated that they do not believe rents are at the 2023 maximum allowable levels and could not say why.
1Q24	The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels. The property does not maintain a wait list.

Photos



PROPERTY PROFILE REPORT

Henderson Park

Effective Rent Date	2/14/2024
Location	4301 North Henderson Road Arlington, VA 22203 Arlington County
Distance	2.3 miles
Units	66
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Glenayr Apartments
Tenant Characteristics	Mixed tenancy, families
Contact Name	Laurie
Phone	(866) 623-1666



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 0-5%
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	12	680	\$2,095	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (4 stories)	15	1,100	\$2,875	\$0	Market	No	0	0.0%	N/A	None
2.5	3	Midrise (4 stories)	N/A	1,267	\$3,215	\$0	Market	No	0	N/A	N/A	None
3	2	Midrise (4 stories)	33	1,100	\$3,305	\$0	Market	No	0	0.0%	N/A	None
3	3	Midrise (4 stories)	N/A	1,330	\$3,575	\$0	Market	No	0	N/A	N/A	HIGH*
3	3	Midrise (4 stories)	6	1,330	\$3,555	\$0	Market	No	0	0.0%	N/A	LOW*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$2,095	\$0	\$2,095	-\$54	\$2,041
2BR / 2BA	\$2,875	\$0	\$2,875	-\$70	\$2,805
2.5BR / 3BA	\$3,215	\$0	\$3,215	-\$70	\$3,145
3BR / 2BA	\$3,305	\$0	\$3,305	-\$86	\$3,219
3BR / 3BA	\$3,555 - \$3,575	\$0	\$3,555 - \$3,575	-\$86	\$3,469 - \$3,489

Henderson Park, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vinyl Plank Flooring		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Bike Storage	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Courtyard		
Elevators	Exercise Facility		
Garage(\$100.00)	On-Site Management		
Picnic Area	Theatre		

Comments

The contact reported being fully occupied. The contact stated the property does not maintain a wait list, but has an "interest" list which notifies prospects when a unit becomes available. The property does not accept Housing Choice Vouchers. The contact stated the property also utilizes an LRO-system, therefore prices are subject to change daily. The high rent for the largest three-bedroom units are for units with a balcony.

Trend Report

Vacancy Rates

3Q22	3Q23	4Q23	1Q24
0.0%	0.0%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.0%	\$2,095	\$0	\$2,095	\$2,041
2023	3	0.0%	\$2,095	\$0	\$2,095	\$2,041
2023	4	0.0%	\$2,095	\$0	\$2,095	\$2,041
2024	1	0.0%	\$2,095	\$0	\$2,095	\$2,041

2.5BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2024	1	N/A	\$3,215	\$0	\$3,215	\$3,145

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.0%	\$2,875	\$0	\$2,875	\$2,805
2023	3	0.0%	\$2,875	\$0	\$2,875	\$2,805
2023	4	0.0%	\$2,875	\$0	\$2,875	\$2,805
2024	1	0.0%	\$2,875	\$0	\$2,875	\$2,805

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.0%	\$3,415	\$0	\$3,415	\$3,329

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.0%	\$3,305	\$0	\$3,305	\$3,219
2023	3	0.0%	\$3,305	\$0	\$3,305	\$3,219
2023	4	0.0%	\$3,305	\$0	\$3,305	\$3,219
2024	1	0.0%	\$3,305	\$0	\$3,305	\$3,219

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	3	0.0%	\$3,415	\$0	\$3,415	\$3,329
2023	4	0.0%	\$3,415	\$0	\$3,415	\$3,329
2024	1	N/A	\$3,555 - \$3,575	\$0	\$3,555 - \$3,575	\$3,469 - \$3,489

Trend: Comments

3Q22	The property does not accept Housing Choice Vouchers. The contact stated the property also utilizes an LRO-system, therefore prices are subject to change daily.
3Q23	The contact reported being fully occupied. The contact stated the property does not maintain a wait list, but has an "interest" list which notifies prospects when a unit becomes available. The property does not accept Housing Choice Vouchers. The contact stated the property also utilizes an LRO-system, therefore prices are subject to change daily.
4Q23	The contact reported being fully occupied. The contact stated the property does not maintain a wait list, but has an "interest" list which notifies prospects when a unit becomes available. The property does not accept Housing Choice Vouchers. The contact stated the property also utilizes an LRO-system, therefore prices are subject to change daily. The contact reported high demand at the property as it offers competitive pricing compared to other properties in the immediate area.
1Q24	The contact reported being fully occupied. The contact stated the property does not maintain a wait list, but has an "interest" list which notifies prospects when a unit becomes available. The property does not accept Housing Choice Vouchers. The contact stated the property also utilizes an LRO-system, therefore prices are subject to change daily. The high rent for the largest three-bedroom units are for units with a balcony.

Photos



PROPERTY PROFILE REPORT

Munson Hill Towers

Effective Rent Date	2/14/2024
Location	6129 Leesburg Pike Falls Church, VA 22041 Fairfax County
Distance	0.4 miles
Units	279
Vacant Units	2
Vacancy Rate	0.7%
Type	Highrise (12 stories)
Year Built/Renovated	1964 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Abdul
Phone	703-820-7333



Market Information

Program	Market
Annual Turnover Rate	33%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased five to ten percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (12 stories)	35	559	\$1,695	\$0	Market	No	0	0.0%	N/A	None
1	1	Highrise (12 stories)	113	839	\$1,900	\$0	Market	No	2	1.8%	N/A	None
1.5	1	Highrise (12 stories)	37	980	\$2,096	\$0	Market	No	0	0.0%	N/A	None
2	1	Highrise (12 stories)	49	1,107	\$2,200	\$0	Market	No	0	0.0%	N/A	None
2	2	Highrise (12 stories)	34	1,143	\$2,500	\$0	Market	No	0	0.0%	N/A	None
3	2	Highrise (12 stories)	11	1,333	\$2,700	\$0	Market	N/A	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,695	\$0	\$1,695	\$15	\$1,710
1BR / 1BA	\$1,900	\$0	\$1,900	\$15	\$1,915
1.5BR / 1BA	\$2,096	\$0	\$2,096	\$15	\$2,111
2BR / 1BA	\$2,200	\$0	\$2,200	\$15	\$2,215
2BR / 2BA	\$2,500	\$0	\$2,500	\$15	\$2,515
3BR / 2BA	\$2,700	\$0	\$2,700	\$15	\$2,715

Munson Hill Towers, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Concierge		
Courtyard	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking(\$15.00)	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Sauna		
Swimming Pool	Tennis Court		

Comments

The contact reported two vacancies, which are both one-bedroom units. The property accepts Housing Choice Vouchers but no tenants are currently utilizing them. The contact estimated that approximately one third of units turn over each year. There is a monthly parking fee of \$15 for the surface lot.

Trend Report

Vacancy Rates

2Q14	3Q22	3Q23	1Q24
N/A	2.9%	1.8%	0.7%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$1,547	\$0	\$1,547	\$1,562
2022	3	N/A	\$2,058	\$0	\$2,058	\$2,073
2023	3	0.0%	\$2,096	\$0	\$2,096	\$2,111
2024	1	0.0%	\$2,096	\$0	\$2,096	\$2,111

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$1,375	\$0	\$1,375	\$1,390
2022	3	N/A	\$1,834	\$0	\$1,834	\$1,849
2023	3	4.4%	\$1,856	\$0	\$1,856	\$1,871
2024	1	1.8%	\$1,900	\$0	\$1,900	\$1,915

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$1,562	\$0	\$1,562	\$1,577
2022	3	N/A	\$2,212	\$0	\$2,212	\$2,227
2023	3	0.0%	\$1,926	\$0	\$1,926	\$1,941
2024	1	0.0%	\$2,200	\$0	\$2,200	\$2,215

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$1,745	\$0	\$1,745	\$1,760
2022	3	N/A	\$2,363	\$0	\$2,363	\$2,378
2023	3	0.0%	\$2,062	\$0	\$2,062	\$2,077
2024	1	0.0%	\$2,500	\$0	\$2,500	\$2,515

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	3	0.0%	\$2,072	\$0	\$2,072	\$2,087
2024	1	0.0%	\$2,700	\$0	\$2,700	\$2,715

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$1,262	\$0	\$1,262	\$1,277
2022	3	N/A	\$1,631	\$0	\$1,631	\$1,646
2023	3	0.0%	\$1,618	\$0	\$1,618	\$1,633
2024	1	0.0%	\$1,695	\$0	\$1,695	\$1,710

Trend: Comments

- 2Q14 Total number of units, vacancy, and market information are needed to complete the profile.
- 3Q22 The property also offers three-bedroom units. However, the contact could not report the rent for these units as there are no upcoming vacancies. The contact reported that there are only a handful of three-bedroom units that hardly ever turn. Additionally, the number of units of each type was not available. Some units on the upper levels have views of DC and rent for an additional premium, which is not reflected in the profile rents. The property accepts Housing Choice Vouchers but no tenants are currently utilizing them. The contact estimated that approximately one third of units turn over each year. There is a monthly parking fee of \$15 for the surface lot.
- 3Q23 The contact reported that there are only a handful of three-bedroom units that hardly ever turn. Some units on the upper levels have views of DC and rent for an additional premium, which is not reflected in the profile rents. The property accepts Housing Choice Vouchers but no tenants are currently utilizing them. The contact estimated that approximately one third of units turn over each year. There is a monthly parking fee of \$15 for the surface lot. Current rents and vacancy updated using the property website and CoStar.
- 1Q24 The contact reported two vacancies, which are both one-bedroom units. The property accepts Housing Choice Vouchers but no tenants are currently utilizing them. The contact estimated that approximately one third of units turn over each year. There is a monthly parking fee of \$15 for the surface lot.

Photos



PROPERTY PROFILE REPORT

Roosevelt Towers Apartments

Effective Rent Date	2/15/2024
Location	500 N Roosevelt Blvd Falls Church, VA 22044 Falls Church County
Distance	0.9 miles
Units	191
Vacant Units	5
Vacancy Rate	2.6%
Type	Midrise (6 stories)
Year Built/Renovated	1964 / 2004
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Oakwood, Prestwick, Cavalier Club
Tenant Characteristics	Diverse tenancy; many work in Arlington and DC in Fed jobs, Healthcare, Education
Contact Name	Alicia
Phone	(703) 532-4852



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within a week
Annual Chg. in Rent	Changes daily
Concession	\$750 off first month's rent
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (6 stories)	13	531	\$1,733	\$63	Market	No	0	0.0%	N/A	None
1	1	Midrise (6 stories)	82	731	\$1,899	\$63	Market	No	3	3.7%	N/A	None
2	1	Midrise (6 stories)	41	975	\$2,296	\$63	Market	No	1	2.4%	N/A	None
2	1	Midrise (6 stories)	41	1,046	\$2,354	\$63	Market	No	1	2.4%	N/A	None
3	1.5	Midrise (6 stories)	14	1,100	\$2,936	\$63	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,733	\$63	\$1,670	\$0	\$1,670
1BR / 1BA	\$1,899	\$63	\$1,836	\$0	\$1,836
2BR / 1BA	\$2,296 - \$2,354	\$63	\$2,233 - \$2,291	\$0	\$2,233 - \$2,291
3BR / 1.5BA	\$2,936	\$63	\$2,873	\$0	\$2,873

Roosevelt Towers Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Intercom (Phone)	
Dishwasher	Garbage Disposal	Limited Access	
Microwave	Oven		
Refrigerator			
Property		Premium	Other
Business Center/Computer Lab	Elevators	None	Billiards room
Exercise Facility	Jacuzzi		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Swimming Pool			

Comments

The contact reported five current vacancies. The contact noted the property does not maintain a waiting list; however, the property does have an interest list. The property does not accept Housing Choice Vouchers. The property is currently offering \$750 off first month's rent. The contact could not provide the rent for the three-bedroom unit type as none were available.

Roosevelt Towers Apartments, continued

Trend Report

Vacancy Rates

4Q18	3Q22	3Q23	1Q24
4.2%	3.7%	0.5%	2.6%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	3.7%	\$1,526	\$0	\$1,526	\$1,526
2022	3	3.7%	\$1,727	\$0	\$1,727	\$1,727
2023	3	0.0%	\$1,854	\$0	\$1,854	\$1,854
2024	1	3.7%	\$1,899	\$63	\$1,836	\$1,836

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	6.1%	\$1,539 - \$1,560	\$0	\$1,539 - \$1,560	\$1,539 - \$1,560
2022	3	4.9%	\$1,897 - \$1,926	\$0	\$1,897 - \$1,926	\$1,897 - \$1,926
2023	3	0.0%	\$2,364 - \$2,404	\$0	\$2,364 - \$2,404	\$2,364 - \$2,404
2024	1	2.4%	\$2,296 - \$2,354	\$63	\$2,233 - \$2,291	\$2,233 - \$2,291

3BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$2,075	\$0	\$2,075	\$2,075
2022	3	0.0%	\$2,328	\$0	\$2,328	\$2,328
2023	3	0.0%	\$2,936	\$0	\$2,936	\$2,936
2024	1	0.0%	\$2,936	\$63	\$2,873	\$2,873

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$1,301	\$0	\$1,301	\$1,301
2022	3	0.0%	\$1,576	\$0	\$1,576	\$1,576
2023	3	7.7%	\$1,769	\$0	\$1,769	\$1,769
2024	1	0.0%	\$1,733	\$63	\$1,670	\$1,670

Trend: Comments

4Q18	The contact reported occupancy rates have remained above 95 percent so far in 2018. She noted a strong rental market in the area over the past year.
3Q22	The contact noted the property does not maintain a waiting list; however, the property does have an interest list. The property does not accept Housing Choice Vouchers.
3Q23	The contact reported one current vacancy and stated that more units will become available within the next month or so. The contact noted the property does not maintain a waiting list; however, the property does have an interest list. The property does not accept Housing Choice Vouchers.
1Q24	The contact reported five current vacancies. The contact noted the property does not maintain a waiting list; however, the property does have an interest list. The property does not accept Housing Choice Vouchers. The property is currently offering \$750 off first month's rent. The contact could not provide the rent for the three-bedroom unit type as none were available.

Photos



PROPERTY PROFILE REPORT

Seven Corners

Effective Rent Date	2/15/2024
Location	6122 Willston Dr Falls Church, VA 22044 Fairfax County
Distance	0.6 miles
Units	284
Vacant Units	2
Vacancy Rate	0.7%
Type	Garden (3 stories)
Year Built/Renovated	1952 / 1985
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	East Falls Church Apartments, Vista Gardens
Tenant Characteristics	Tenants are from the local area
Contact Name	Hernan
Phone	(703) 532-5000



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	2%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	142	518	\$1,575	\$0	Market	No	1	0.7%	N/A	None
2	1	Garden (3 stories)	142	724	\$1,875	\$0	Market	No	1	0.7%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,575	\$0	\$1,575	-\$123	\$1,452
2BR / 1BA	\$1,875	\$0	\$1,875	-\$158	\$1,717

Amenities

In-Unit	Security	Services
Blinds	None	None
Central A/C		
Refrigerator		
Property	Premium	Other
Central Laundry	None	None
On-Site Management	Off-Street Parking	
	Playground	

Comments

The contact reported two current vacancies, both of which are pre-leased. The property does not maintain a wait list. Rents also include electric for one and two-bedroom units. The property accepts Housing Choice Vouchers and five households are utilizing them.

Trend Report

Vacancy Rates

3Q22	3Q23	4Q23	1Q24
0.4%	0.0%	0.0%	0.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.0%	\$1,475	\$0	\$1,475	\$1,352
2023	3	0.0%	\$1,575	\$0	\$1,575	\$1,452
2023	4	0.0%	\$1,450	\$0	\$1,450	\$1,327
2024	1	0.7%	\$1,575	\$0	\$1,575	\$1,452

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	0.7%	\$1,775	\$0	\$1,775	\$1,617
2023	3	0.0%	\$1,875	\$0	\$1,875	\$1,717
2023	4	0.0%	\$1,750	\$0	\$1,750	\$1,592
2024	1	0.7%	\$1,875	\$0	\$1,875	\$1,717

Trend: Comments

3Q22	The contact has worked at the property for 16 years. Rents also include electric for one- and two-bedroom units. The property does not accept housing choice vouchers.
3Q23	The contact reported being fully occupied. The property does not maintain a wait list. Rents also include electric for one- and two-bedroom units. The property does not accept housing choice vouchers.
4Q23	N/A
1Q24	The contact reported two current vacancies, both of which are pre-leased. The property does not maintain a wait list. Rents also include electric for one and two-bedroom units. The property accepts Housing Choice Vouchers and five households are utilizing them.

Photos



PROPERTY PROFILE REPORT

The Maxwell

Effective Rent Date	2/15/2024
Location	4200 North Carlin Springs Road Arlington, VA 22203 Arlington County
Distance	2.3 miles
Units	163
Vacant Units	3
Vacancy Rate	1.8%
Type	Midrise (6 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy, professionals and couples
Contact Name	Ashley
Phone	571-446-2711



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	30
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes daily
Concession	\$1,000 off first month's rent
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (6 stories)	48	538	\$2,124	\$83	Market	No	1	2.1%	N/A	None
1	1	Midrise (6 stories)	40	581	\$2,240	\$83	Market	No	1	2.5%	N/A	None
1	1	Midrise (6 stories)	54	698	\$2,360	\$83	Market	No	1	1.9%	N/A	None
2	2	Midrise (6 stories)	21	1,027	\$3,697	\$83	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$2,124	\$83	\$2,041	-\$39	\$2,002
1BR / 1BA	\$2,240 - \$2,360	\$83	\$2,157 - \$2,277	-\$54	\$2,103 - \$2,223
2BR / 2BA	\$3,697	\$83	\$3,614	-\$70	\$3,544

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage(\$75.00)	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Courtyard	None	None
Elevators	Exercise Facility		
Garage(\$100.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported three current vacancies. The property is currently offering \$1,000 off first month's rent. The contact stated that the property website is kept up to date with the current rates and availability. The property does accept Housing Choice Vouchers but currently does not have any tenants utilizing them. There is no waiting list but the contact reported strong demand.

Trend Report

Vacancy Rates

2020	3Q22	3Q23	1Q24
0.0%	1.2%	1.2%	1.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$1,973	\$0	\$1,973	\$1,919
2022	3	2.1%	\$2,412 - \$2,573	\$0	\$2,412 - \$2,573	\$2,358 - \$2,519
2023	3	2.1%	\$2,139 - \$2,504	\$0	\$2,139 - \$2,504	\$2,085 - \$2,450
2024	1	2.1%	\$2,240 - \$2,360	\$83	\$2,157 - \$2,277	\$2,103 - \$2,223

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$2,354	\$0	\$2,354	\$2,284

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$2,931	\$0	\$2,931	\$2,861
2022	3	0.0%	\$3,454	\$0	\$3,454	\$3,384
2023	3	0.0%	\$3,396	\$0	\$3,396	\$3,326
2024	1	0.0%	\$3,697	\$83	\$3,614	\$3,544

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$1,806	\$0	\$1,806	\$1,767
2022	3	0.0%	\$2,316	\$0	\$2,316	\$2,277
2023	3	0.0%	\$2,254	\$0	\$2,254	\$2,215
2024	1	2.1%	\$2,124	\$83	\$2,041	\$2,002

Trend: Comments

2Q20	The property manager noted that the property has no impact and is doing great even with the ongoing COVID-19 pandemic. The property does accept Housing Choice Vouchers but currently does not have any tenants utilizing said vouchers.
3Q22	The property does accept Housing Choice Vouchers but currently does not have any tenants utilizing them. There is no waiting list but the contact reported strong demand.
3Q23	The contact reported two current vacancies. The contact stated that the property website is kept up to date with the current rates and availability. The property does accept Housing Choice Vouchers but currently does not have any tenants utilizing them. There is no waiting list but the contact reported strong demand.
1Q24	The contact reported three current vacancies. The property is currently offering \$1,000 off first month's rent. The contact stated that the property website is kept up to date with the current rates and availability. The property does accept Housing Choice Vouchers but currently does not have any tenants utilizing them. There is no waiting list but the contact reported strong demand.

Photos

