



**BOWEN  
NATIONAL  
RESEARCH**

# Market Feasibility Analysis

1947 Lofts  
114 East Williams Street  
Culpeper, Culpeper County, Virginia 22701

*Prepared For*

Mr. Clay Cooper  
Woda Cooper Companies, Inc.  
500 South Front Street, 10th Floor  
Columbus, Ohio 43215

*Authorized User*

Virginia Housing  
601 South Belvidere Street  
Richmond, Virginia 23220

*Effective Date*

February 10, 2026

*Job Reference Number*

26-133 JP

# Market Study Certification

## NCHMA Certification

This certifies that Matthew Brown, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Culpeper, Virginia. Further, the information contained in this report is true and accurate as of February 10, 2026.

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

## Virginia Housing Certification

I affirm the following:

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

Certified:

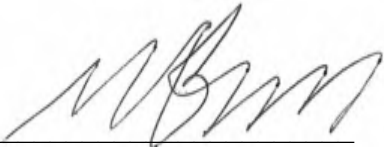


Jeff Peters (Primary Contact)

Market Analyst

[jeffp@bowennational.com](mailto:jeffp@bowennational.com)

Date: February 10, 2026



Matthew Brown  
Market Analyst  
[mattb@bowennational.com](mailto:mattb@bowennational.com)  
Date: February 10, 2026



Patrick M. Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
Pickerington, OH 43147  
(614) 833-9300  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: February 10, 2026

# Certificate of Membership

**Bowen National Research**  
Is a Member Firm in Good Standing of



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

**Designation Maintained By**  
Patrick Bowen

**Membership Term**  
1/1/2026 - 12/31/2026



A handwritten signature in black ink that reads "Kaitlyn Snyder".

**Kaitlyn Snyder**  
Managing Director, NH&RA

## Table of Contents

- I. Introduction
  - II. Executive Summary
  - III. Project Description
  - IV. Area Analysis
  - V. Rental Housing Analysis (Supply)
  - VI. Achievable Market Rent Analysis
  - VII. Capture Rate Analysis
  - VIII. Local Perspective
  - IX. Analysis & Conclusions
  - X. Site Photographs
  - XI. Comparable Property Profiles
  - XII. Field Survey of Conventional Rentals
  - XIII. Qualifications
- Addendum A – NCHMA Member Certification & Checklist

# I. Introduction

## A. PURPOSE

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

## B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

### **C. SOURCES**

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

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

### **D. REPORT LIMITATIONS**

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

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

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

## II. Executive Summary

***Based on the findings contained in this report, it is our opinion that a market exists for the development of the proposed 1947 Lofts rental community in Culpeper, Virginia utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program.*** The following points support this conclusion:

The following is a summary of key findings from our report:

### Project Description

The subject project involves the new construction of the 42-unit 1947 Lofts rental community at 114 East Williams Street in Culpeper, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Seven (7) of the units within the subject development will operate with HUD Section 811 rental assistance, targeting persons with developmental disabilities and/or serious mental illnesses. The proposed project is expected to be completed by October of 2028. Additional details of the subject project can be found in Section III - *Project Description* of this report.

### Site Evaluation

The proposed subject site is comprised of undeveloped land located at 114 East Williams Street in the central portion of Culpeper, Virginia. Surrounding land uses are primarily residential and commercial, including single-family homes, apartment communities, restaurants, and service-oriented businesses. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition and the proposed subject property is expected to fit well with these existing structures. Visibility and access are considered excellent as the property maintains notable frontage along U.S. Highway 15 Business. Nonetheless, promotional signage is recommended near the intersection of U.S. Highway 15 Business and East Williams Street to enhance awareness of the subject property. This will be particularly important during the subject's initial lease-up period. Most essential community services are accessible within approximately 2.0 miles of the site. Overall, the subject site is considered conducive to rental product such as that proposed. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in Section IV - *Area Analysis*.

### Primary Market Area (PMA)

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Culpeper Site PMA includes the Census Designated Places (CDPs) of Culpeper, Jeffersonton, Rixeyville, as well as some of the surrounding areas of Culpeper County. The boundaries of the Site PMA include Culpeper County to the north; Culpeper County

to the east; the 22718 and 22741 zip codes and the Culpeper County to the south; and Culpeper County to the west. A justification of this market area and a map illustrating the boundaries of the Site PMA can be found in *Section IV*, beginning on page *IV-9*.

### Demographic Trends

As the preceding illustrates, a total of 5,869 people (or 11.1% of all people) within the Culpeper County are classified as disabled. Persons aged 65 and older comprise more than one-half (45.6%) of the disabled population within the market. It is important to understand that a single individual could be classified as having multiple disabilities. Thus, the total disabled population by disability type exceeds the overall total disabled population by age. Nonetheless, an estimated 2,014 persons are classified as having a cognitive disability within Culpeper County. Notably, this cohort aligns with the special needs population targeted by the subject project's special needs units and will likely represent a significant number of tenants. Detailed demographic trends are included in *Section IV*, beginning on page *IV-11*.

### Economic Trends

Based on data provided by the State of Virginia Department of Labor, the Culpeper County economy experienced growth between 2016 and 2019. However, beginning in 2020, the area was negatively impacted by the COVID-19 pandemic, similar to many communities throughout the state and nation. During this time, the employment base declined by 1,080 jobs, or 4.2%, and its unemployment rate increased by more than two percentage points. On a positive note, the city's employment base has since recovered all jobs lost in 2020 and increased by 3,344 jobs, or 13.6%, through the end of 2024, reaching the highest employment base in the preceding decade. Annual unemployment also decreased to a rate of 2.6% through the end of 2024 and was below both the state and the nation. These are good indications that the Culpeper economy has fully recovered from the initial impact of the pandemic in terms of total employment and unemployment rate. This, in turn, will continue to create a stable environment for the local housing market. Although the area has experienced significant growth over the past five years, it is worth noting that the employment base slightly declined in 2025, while the unemployment rate slightly increased. Regardless, it is anticipated that the several economic announcements in the area will contribute to the stability of the local economy. Detailed economic trends are included in *Section IV*, beginning on page *IV-16*.

Overall Rental Housing Market Conditions

We identified and personally surveyed 13 conventional housing projects containing a total of 1,279 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.4%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	5	552	32	94.2%
Tax Credit	6	536	1	99.8%
Tax Credit/Government-Subsidized	2	191	0	100.0%
Total	13	1,279	33	97.4%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing well, as none have a combined occupancy rate lower than 94.2%. In fact, this includes a market-rate property still in lease-up and reporting 16 (50%) of the vacant units among this segment, and there is only one vacant unit among the affordable properties surveyed. As such, it does not appear that there are any significant deficiencies within the local rental housing market.

Competitive/Comparable Tax Credit Analysis

We identified and surveyed six general-occupancy (family) Low-Income Housing Tax Credit (LIHTC) properties within the Site PMA offering non-subsidized units. These projects target a similar income level and the same population as the subject project and are considered to be comparable/competitive properties. The six LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>1947 Lofts</b>	<b>2028</b>	<b>42</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Families; 30%, 50% &amp; 80% AMHI &amp; Section 811</b>
1	Ann Wingfield Commons	2003	44	100.0%	0.3 Miles	25 HH	Families; 40% & 50% AMHI
3	Belle Courts Apts.	1973 / 2003	32**	100.0%	1.1 Miles	36-72 Months	Families; 50% AMHI
4	Culpeper Commons I & II	1997	142	100.0%	1.2 Miles	6 HH	Families; 50% AMHI
7	Greens at Northridge	2005	108	99.1%	2.1 Miles	2 HH*	Families; 60% AMHI
8	Lightfoot Apts.	2026	60	100.0%	1.1 Miles	180 HH	Families; 40%, 50%, & 60% AMHI
10	Parkside Apts.	2025	31**	100.0%	0.6 Miles	300 HH	Families; 30%, 50%, & 60% AMHI

\*Vacant unit at this property was offered to households on the waiting list and they declined; \*\*Excludes subsidized units  
OCC. – Occupancy; HH - Households

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	1947 Lofts	\$647/30% (6) \$1,487/80% (2)	\$772/30% (5) \$1,292/50% (6) \$1,695/80% (14)	\$895/30% (1) \$1,485/50% (3) \$1,895/80% (5)	-
1	Ann Wingfield Commons	\$659/40% (1/0) \$859/50% (1/0)	\$885/40% (13/0) \$1,085/50% (17/0)	\$1,134/50% (12/0)	None
3	Belle Courts Apts.*	\$1,091/50% (3/0)	\$1,304/50% (15/0)	\$1,517/50% (14/0)	None
4	Culpeper Commons I & II	-	\$1,292/50% (78/0) \$1,292/50% (32/0)	\$1,492/50% (32/0)	None
7	Greens at Northridge	\$1,332/60% (12/1)	\$1,606/60% (72/0)	\$1,870/60% (24/0)	None
8	Lightfoot Apts.	\$789/40% (3/0) \$1,005/50% (4/0) \$1,034/60% (5/0)	\$944/40% (2/0) \$1,203/50% (15/0) \$1,339/60% (19/0)	\$1,085/40% (1/0) \$1,384/50% (5/0) \$1,684/60% (6/0)	None
10	Parkside Apts.*	\$829/50% (1/0) \$859/60% (3/0)	\$1,003/50% (10/0) \$1,053/60% (10/0)	\$1,150/50% (2/0) \$1,200/60% (5/0)	None

\*Excludes subsidized units

The proposed non-subsidized gross rents at the subject site will be competitive with the gross LIHTC rents being achieved at the comparable LIHTC properties in the market. In addition, given the strong occupancy levels maintained at the comparable developments, these properties can likely achieve higher rents without adversely impacting their occupancy levels. The subject's proposed gross LIHTC rents at the 80% of AMHI level are generally similar to some of the 60% of AMHI rents being achieved in the market, a good indication that these units will be perceived as a value in the market. These higher 80% of AMHI rent levels also represent good market rent advantages, as illustrated in *Section VI* of this report.

#### Comparable Tax Credit Summary

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand.

The proposed non-subsidized gross rents at the subject site will be competitive with the gross LIHTC rents being achieved at the comparable LIHTC properties in the market. In addition, given the strong occupancy levels maintained at the comparable developments, these properties can likely achieve higher rents without adversely

impacting their occupancy levels. In terms of overall design, the subject project is expected to be very competitive, as the subject project will offer some of the largest unit sizes (square feet) and a competitive number of bathrooms among the comparable LIHTC properties, as well as a generally competitive amenities package.

Perception of Value

The following table illustrates the market-rent advantages for the proposed subject units:

Bedroom Type	% AMHI	Proposed Collected LIHTC Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	30%/S811	\$500	\$1,580	68.4%
One-Br.	80%	\$1,340	\$1,580	15.2%
Two-Br.	30%/S811	\$590	\$1,780	66.9%
Two-Br.	30%	\$590	\$1,780	66.9%
Two-Br.	50%	\$1,110	\$1,780	37.6%
Two-Br.	80%	\$1,513	\$1,780	15.0%
Three-Br.	30%	\$675	\$1,975	65.8%
Three-Br.	50%	\$1,265	\$1,975	35.9%
Three-Br.	80%	\$1,675	\$1,975	15.2%

\*Maximum allowable LIHTC rent (subsidized contract rent exceeds this limit)

\*\*Subsidized contract rent exceeds maximum allowable and it is assumed this unit would operate at the non-subsidized 30% of AMHI rent level proposed for this unit type

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

As detailed in the preceding table, the subject rents represent market rent advantages ranging from 15.0% to 68.4%, depending upon unit type and income level, including the 80% of AMHI rents. Thus, the subject rents, even those at the higher 80% AMHI levels, will represent good values within the Site PMA.

Capture Rate Estimates

The following is a summary of our demand calculations for the subject site as proposed.

Demand Component	LIHTC w/Subsidy				
	30% AMHI / Subsidy (\$0-\$37,320)	30% AMHI (\$22,183-\$37,320)	50% AMHI (\$44,297-\$62,200)	80% AMHI (\$50,983 - \$99,520)	Overall* (\$0-\$99,520)
Proposed Units / Net Demand	7 / 439	5 / 126	9 / 210	21 / 474	42 / 1,012
Capture Rate	= 1.6%	= 4.0%	= 4.3%	= 4.4%	= 4.2%

Demand Component	LIHTC Only			
	30% AMHI (\$22,183-\$37,320)	50% AMHI (\$44,297-\$62,200)	80% AMHI (\$50,983 -\$99,520)	Overall (\$22,183-\$99,520)*
Proposed Units / Net Demand	12 / 126	9 / 210	21 / 474	42 / 685
Capture Rate	= 9.5%	= 4.3%	= 4.4%	= 6.1%

\*Accounts for gap in affordability levels

Overall, the capture rates by targeted income level range from 1.6% to 9.5%. The overall capture rates are 4.2% and 6.1%, depending upon scenario (subsidized vs. non-subsidized). These are all considered very low capture rates and demonstrate a sufficient base of potential income-qualified renter support within the market for each of the unit types proposed under either scenario evaluated.

### Penetration Rate

The 627 existing (includes properties unable to be surveyed) non-subsidized Tax Credit units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing, planned and proposed subject Tax Credit units is \$22,183 to \$99,520. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be an estimated 2,376 renter households with eligible incomes in 2028. The 669 existing, planned and proposed subject non-subsidized Tax Credit units represent a penetration rate of 28.2% of the 2,376 income-eligible renter households, which is summarized in the following table:

	Market Penetration
Number of LIHTC Units (Existing, Planned & Proposed Subject)	669
Income-Eligible Renter Households – 2028	/ 2,376
<b>Overall Market Penetration Rate</b>	<b>= 28.2%</b>

It is our opinion that the 28.2% penetration rate for the LIHTC units, existing, planned and proposed subject, is low and easily achievable. This is especially true, given that there is only one vacant unit among the non-subsidized Tax Credit properties in the market.

### Absorption Projections

It is our opinion that the 42 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 95.0% in approximately three months of opening, with or without the proposed subsidy. This absorption period is based on an average monthly absorption rate of 13 to 14 units per month.

The preceding absorption projections also the subject property will operate with a project-based subsidy available to some of the 42 units proposed. In the event the project-based subsidy is not secured, however, it is anticipated that the property

would experience a similar absorption to that discussed/provided above. This is due to the fact that the proposed subsidized units would still operate at a very low 30% AMHI set aside, even in the non-subsidized scenario. Thus, these units would effectively operate very similar to subsidized product even in the non-subsidized scenario.

### III. Project Description

Project Name:	<b>1947 Lofts</b>
Location:	114 East Williams Street, Culpeper, Virginia 22701 (Culpeper County)
Census Tract:	9303
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 42-unit 1947 Lofts rental community at 114 East Williams Street in Culpeper, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Seven (7) of the units within the subject development will operate with HUD Section 811 rental assistance, targeting persons with developmental disabilities and/or serious mental illnesses. The proposed project is expected to be completed by October of 2028. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
6	One-Br.	1.0	Garden	776	30%/S811	\$500	\$147	\$647	\$647
2	One-Br.	1.0	Garden	776	80%	\$1,340	\$147	\$1,487	\$1,727
1	Two-Br.	1.5	Garden	915	30%/S811	\$590	\$182	\$772	\$777
4	Two-Br.	1.5	Garden	915	30%	\$590	\$182	\$772	\$777
6	Two-Br.	1.5	Garden	915	50%	\$1,110	\$182	\$1,292	\$1,295
11	Two-Br.	1.5	Garden	915	80%	\$1,513	\$182	\$1,695	\$2,072
3	Two-Br.	1.5	Garden	959	80%	\$1,513	\$182	\$1,695	\$2,072
1	Three-Br.	2.0	Garden	1,195	30%	\$675	\$220	\$895	\$898
3	Three-Br.	2.0	Garden	1,195	50%	\$1,265	\$220	\$1,485	\$1,496
5	Three-Br.	2.0	Garden	1,195	80%	\$1,675	\$220	\$1,895	\$2,395
42	Total								

Source: Woda Cooper Companies, Inc.

AMHI – Area Median Household Income (Culpeper County, VA HUD Metro FMR Area; 2025)

S811 – Section 811

*The maximum allowable LIHTC gross rents of \$647 and \$777 are the programmatic limits for units targeting households earning up to 30% of AMHI. However, these limits would only apply in the unlikely scenario that the property ceased to operate with a project-based subsidy.*

Building/Site Information	
Residential Buildings:	One (1) three-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	1.6

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	July 2027
Begin Preleasing:	August 2028
Construction End:	October 2028

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

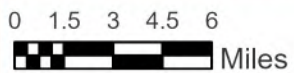
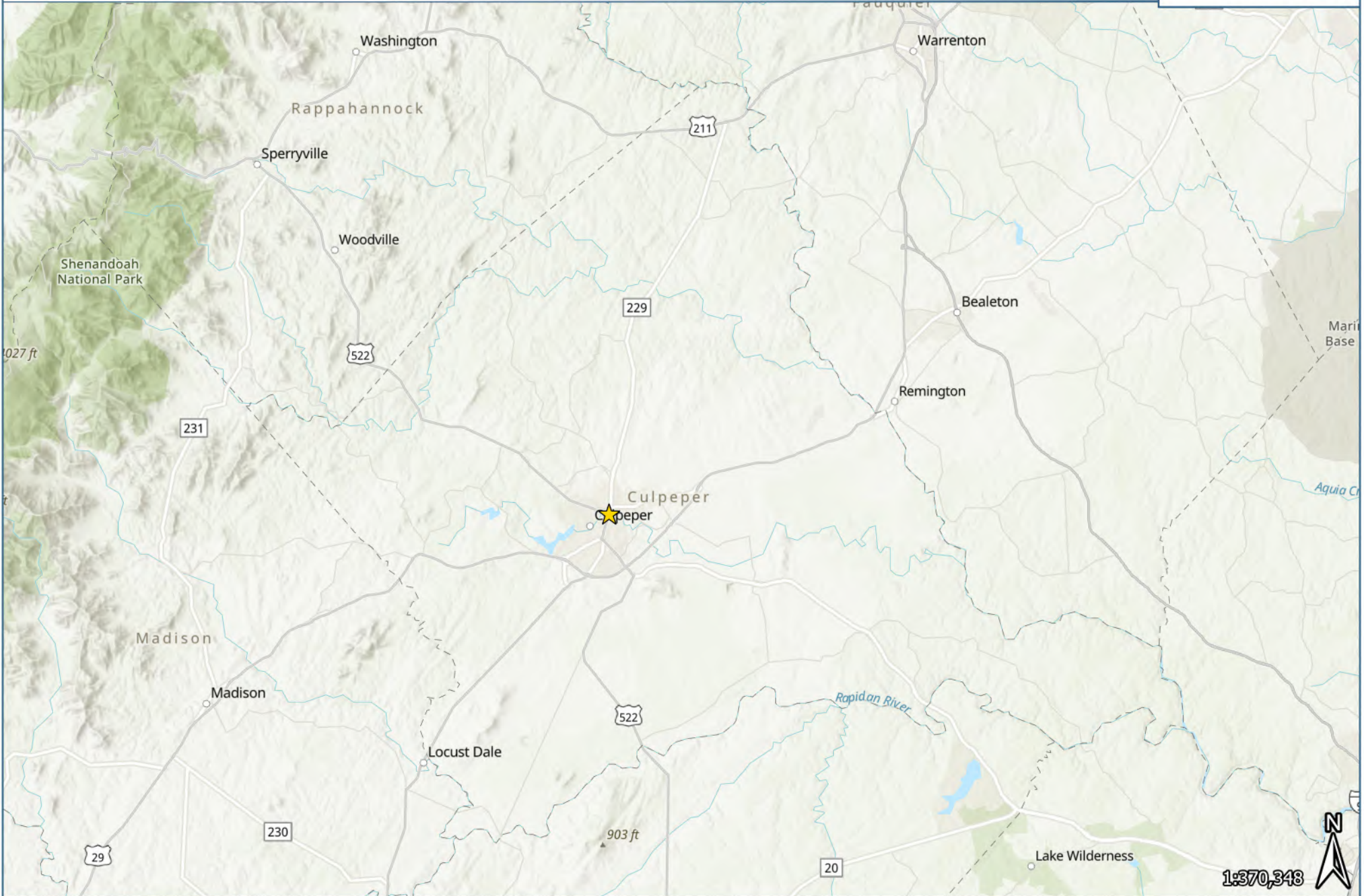
Community Amenities		
• Bike Racks/Storage	• Clubhouse/Community Room	• Multipurpose Room
• Community Kitchen	• Common Area Wi-Fi	• Common Patio/Porch
• On-Site Management	• Elevator	• Laundry Room
• Fitness Center	• Grilling Area	• Social Service Coordinator
• CCTV/Cameras	• Surface Parking Lot	

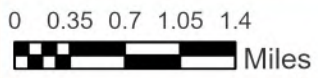
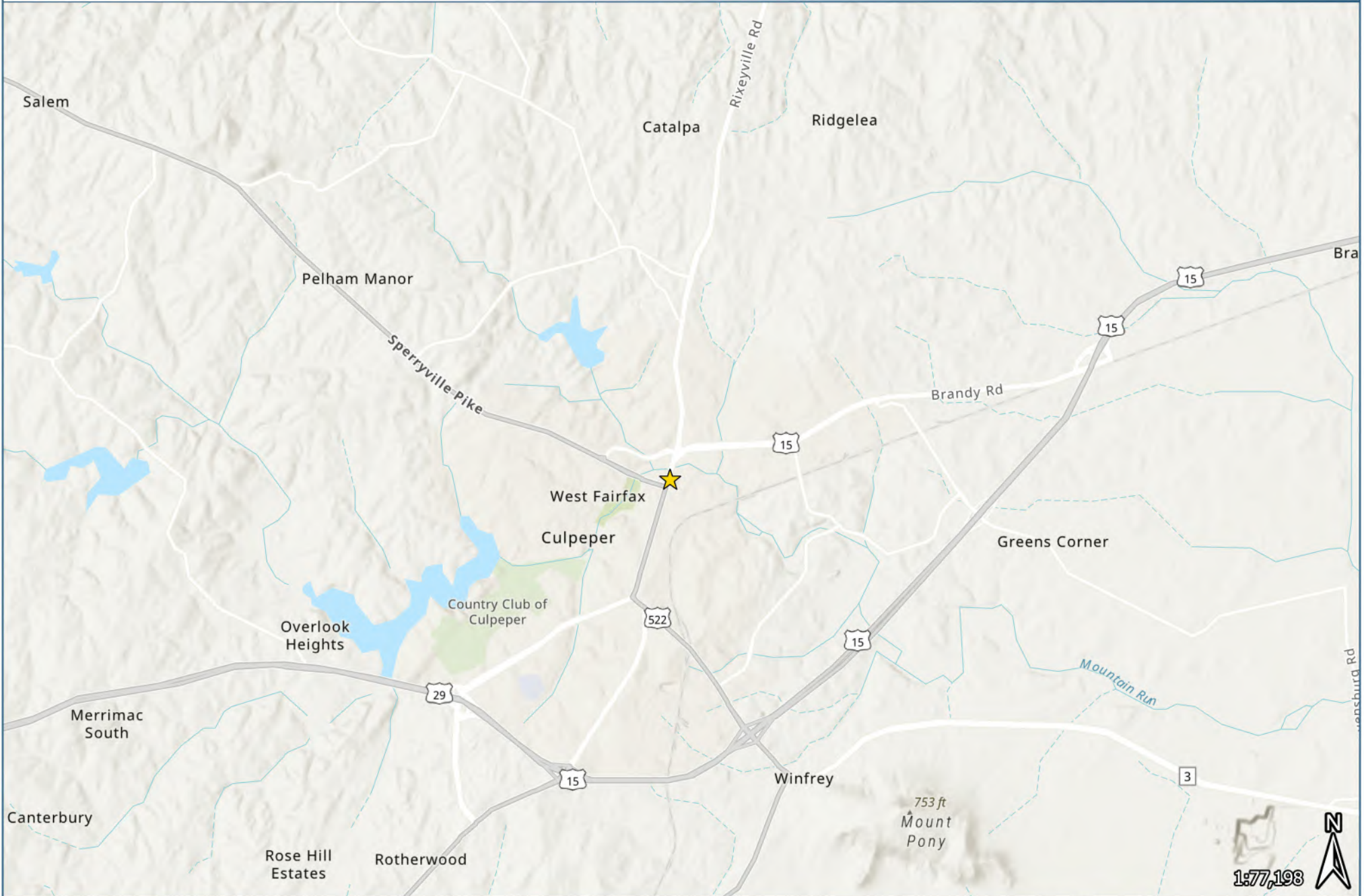
Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
<b>Paid By</b>	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
<b>Source</b>	Electric	Electric	Electric				

**FLOOR AND SITE PLAN REVIEW:**

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

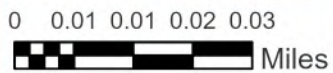
A state map, an area map and a site neighborhood map are on the following pages.





Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Esri, NASA, NGA, USGS, FEMA  
Additional Source(s): Bowen National Research





Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, VGIN, Vantor  
Additional Source(s): Bowen National Research

## IV. Area Analysis

### A. SITE DESCRIPTION AND EVALUATION

#### 1. LOCATION

The subject site consists of undeveloped land located at 114 East Williams Street in the central portion of Culpeper, Virginia. Located in Culpeper County, Culpeper is located approximately 46.0 miles northeast of Charlottesville, Virginia. The subject site visit was conducted February 10, 2026, and the corresponding fieldwork was completed during the week of February 9, 2026.

#### 2. SURROUNDING LAND USES

The subject site is within a developed mixed-use area of Culpeper. Surrounding land uses generally include single-family homes, apartment communities, restaurants, service-oriented businesses, and professional offices. Adjacent land uses are detailed as follows:

<b>North -</b>	The northern site boundary is defined by a service roadway providing access to a laundromat and check cashing service in fair condition. Continuing north are a shopping center, restaurants, and gas stations/convenience stores in fair to good condition, as well as undeveloped land.
<b>East -</b>	The eastern site boundary is defined by North East Street, a two-lane roadway with light vehicular traffic patterns that terminates at the northeastern boundary of the site. Continuing east are apartment communities, single-family homes, and a professional office, which are all in fair to good condition.
<b>South -</b>	The southern site boundary is defined by East Williams Street, a two-lane roadway with light vehicular traffic patterns. Continuing south are single-family homes, apartment communities, and service-oriented business in fair to good condition.
<b>West -</b>	The western site boundary is defined by U.S. Highway 15 Business (North Main Street), a four-lane roadway with moderate to heavy vehicular traffic patterns, as well as a restaurant in fair condition. Continuing west are service-oriented businesses, restaurants, and single-family homes in fair to good condition.

Overall, the subject property is expected to fit well with the surrounding land uses, particularly with existing residential communities in the immediate site area, and they are expected to contribute to the marketability of the site. It should be noted that, while U.S. Highway 15 Business (located west of the site) may generate moderate traffic noise, such influences are typical for similar developments in the area and are not anticipated to adversely impact the marketability of the proposed subject property. Photographs of the site can be found in *Section X* of this report.

### **3. VISIBILITY AND ACCESS**

The subject site maintains notable frontage along U.S. Highway 15 Business (North Main Street), a four-lane arterial roadway with moderate to heavy vehicular traffic patterns bordering the site to the west. The subject site also maintains notable frontage along both East Williams Street and North East Street, which are both lightly traveled roadways bordering the site to the south and east, respectively. The proposed subject property is expected to be clearly visible from these aforementioned roadways upon completion. According to the Virginia Department of Transportation (VDOT), U.S. Highway 15 Business experiences Average Annual Daily Traffic (AADT) volumes of more than 20,000 vehicles. Based on the preceding, vehicular traffic near the site is considered sufficient to support strong visibility of the proposed subject property. Nonetheless, promotional signage is recommended near the intersection of U.S. Highway 15 Business and East Williams Street to enhance awareness of the subject property. This will be particularly important during the subject's initial lease-up period.

Development plans illustrating specific ingress/egress points for the subject property were not provided at the time of this analysis. Currently, however, vehicular access to the site is derived via U.S. Highway 15 Business (North Main Street), as well as East Williams Street and North East Street. As previously indicated, U.S. Highway 15 Business experiences moderate to heavy vehicular traffic patterns and serves as the main arterial roadway for the immediate site area. This will allow for convenient ingress/egress of the proposed subject property. Regional connectivity is strong, as the subject site is within 1.0 mile of several arterial roadways, including U.S. Highway 15, U.S. Highway 522, and U.S. Highway 29, which provide access to neighboring communities, such as Charlottesville, Virginia to the southwest. Local public transit routes operated by Culpeper Transit include a bus stop located approximately 0.4 mile southwest of the site, which contributes to the overall accessibility within the immediate site area and throughout the Culpeper market.

Based on the preceding factors, both visibility and access are considered excellent and are expected to have a positive impact on the marketability of the site.

#### 4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (miles)
Major Highways	U.S. Highway 15	Adjacent West
	U.S. Highway 522	0.1 Southwest
	U.S. Highway 29	0.9 Southwest
Public Bus Stop	Culpeper Transit	0.4 Southwest
Major Employers/ Employment Centers	Southgate Shopping Center	1.1 South
	Walmart Supercenter	1.3 Northeast
Convenience Store	7-Eleven	0.3 North
Grocery	Walmart Supercenter	1.3 Northeast
	Safeway	1.3 Southwest
Discount Department Store	Walmart Supercenter	1.3 Northeast
Shopping Center/Mall	Southgate Shopping Center	1.1 South
Schools:		
Elementary	Pearl Sample Elementary School	2.8 Southwest
Middle/Junior High	Floyd T. Binns Middle School	1.0 North
High	Eastern View High School	4.1 East
Hospital	UVA Health Culpeper Medical Center	2.1 Southwest
Police	Culpeper Criminal Justice Services (County Sherriff)	0.4 Southwest
Fire	Culpeper County Volunteer Fire Department	0.4 Southwest
Post Office	United States Postal Service	0.4 South
Bank	Oak View National Bank	0.6 Northeast
Recreational Facilities	Regal Culpeper	0.4 South
Gas Station	7-Eleven	0.3 North
Pharmacy	CVS Pharmacy	1.1 Southwest
Restaurant	Los Brothers	Adjacent North
	McDonald's	0.3 North
	Frank's Diner	0.4 North
Day Care	Brynmor Early Education & Preschool	0.5 Southwest
Community Center	Culpeper Food Closet	0.4 Southeast
Church	Precious Blood Catholic Church	0.2 South
Park	Yowell Meadow Park	0.4 Southwest
Library	Culpeper County Library	1.2 Southwest

The site is within a developed residential and commercial area, with most essential community services accessible within approximately 2.0 miles of the site. The majority of area services are concentrated along the U.S. Highway 15 Business commercial corridor. Notable services in Culpeper include retail shopping, restaurants, a bank, a gas station/convenience store, and a pharmacy. It should be noted that several community services are accessible within walking distance of the site, including Los Brothers, McDonald's, Frank's Diner, 7-Eleven, United States Postal Service, Regal Culpeper, Precious Blood Catholic Church, and Yowell Meadow Park.

Public safety services are provided by Culpeper Criminal Justice Services (County Sheriff) and the Culpeper County Volunteer Fire Department, which are each accessible within 0.4 miles of the site. The nearest hospital with emergency services, UVA Health Culpeper Medical Center, is accessible within 2.1 miles of the site. All public schools serving the site are accessible within 4.1 miles, and transportation is provided. Additionally, recreational services, including Regal Culpeper and Yowell Meadow Park, are both accessible within 0.4 miles of the site. Furthermore, all essential community services are accessible through a fixed-route public transportation service provided by Culpeper Transit, which operates a public bus stop within 0.4 miles of the site. Overall, access to community services is considered good and should have a positive impact on the marketability of the site.

## **5. OVERALL SITE EVALUATION**

The proposed subject site is comprised of undeveloped land located at 114 East Williams Street in the central portion of Culpeper, Virginia. Surrounding land uses are primarily residential and commercial, including single-family homes, apartment communities, restaurants, and service-oriented businesses. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition and the proposed subject property is expected to fit well with these existing structures. Visibility and access are considered excellent as the property maintains notable frontage along U.S. Highway 15 Business. Nonetheless, promotional signage is recommended near the intersection of U.S. Highway 15 Business and East Williams Street to enhance awareness of the subject property. This will be particularly important during the subject's initial lease-up period. Most essential community services are accessible within approximately 2.0 miles of the site. Overall, the subject site is considered conducive to rental product such as that proposed.

## **6. CRIME ISSUES**

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

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

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

Total crime risk for the market and Culpeper County are illustrated in the following table.

	Crime Risk Index	
	PMA	Culpeper County
<b>Total Crime Index</b>	<b>55</b>	<b>55</b>
<b>Personal Crime Index</b>	<b>43</b>	<b>42</b>
Murder	52	52
Rape	78	76
Robbery	36	36
Assault	39	39
<b>Property Crime Index</b>	<b>57</b>	<b>57</b>
Burglary	25	25
Larceny	68	67
Motor Vehicle Theft	36	37

Source: Applied Geographic Solutions, FBI, ESRI  
PMA - Primary Market Area

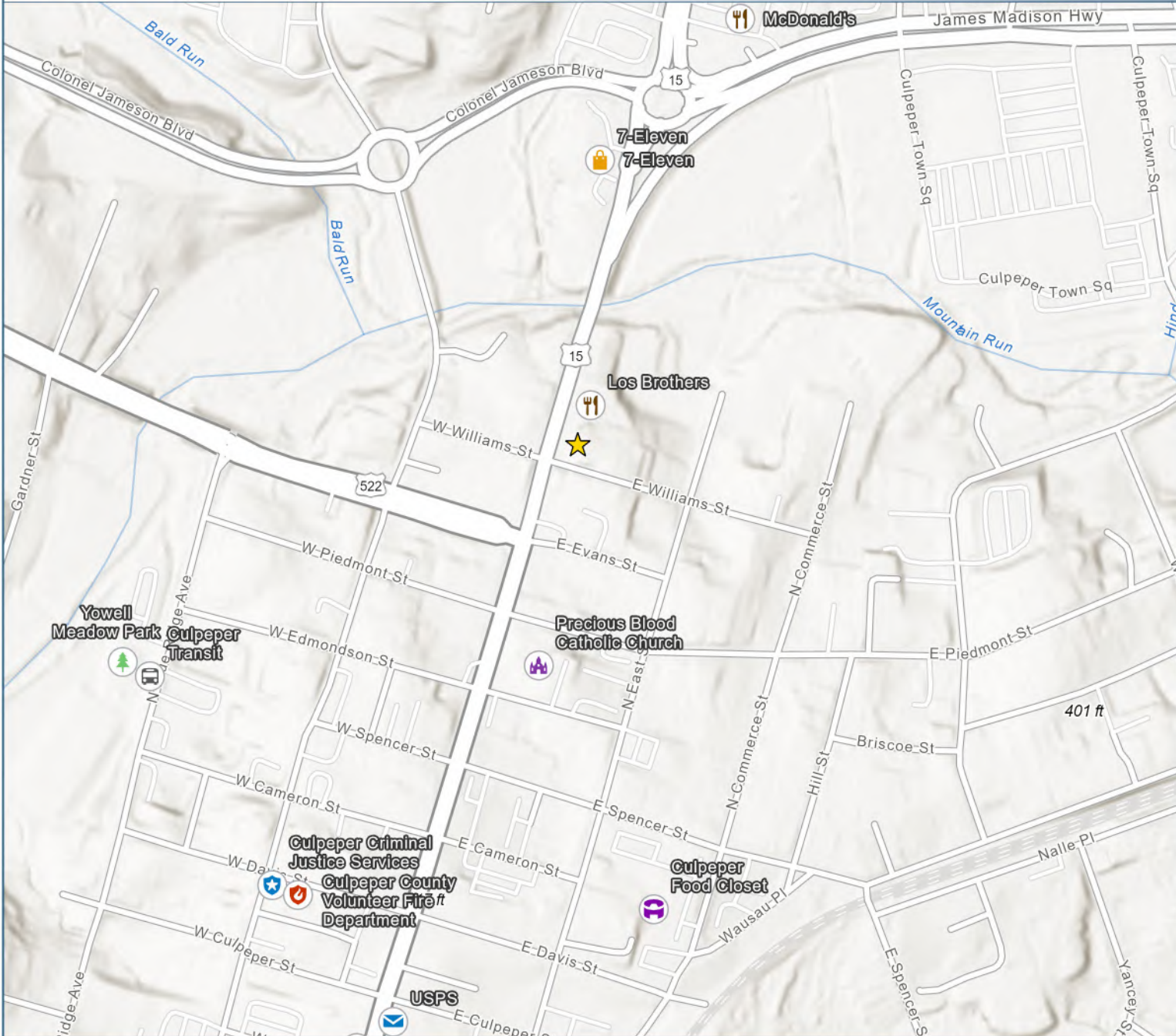
As the preceding illustrates, the crime risk index for the Site PMA (55) is equal to that of Culpeper County (55), both of which are well below the national average of 100. Therefore, we do not anticipate the perception of crime in the site neighborhood to negatively impact marketability of the site. It is also worth noting that the subject project will include an on-site management office and security cameras, features which typically deter crime.

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

★ Site

**Community Services**

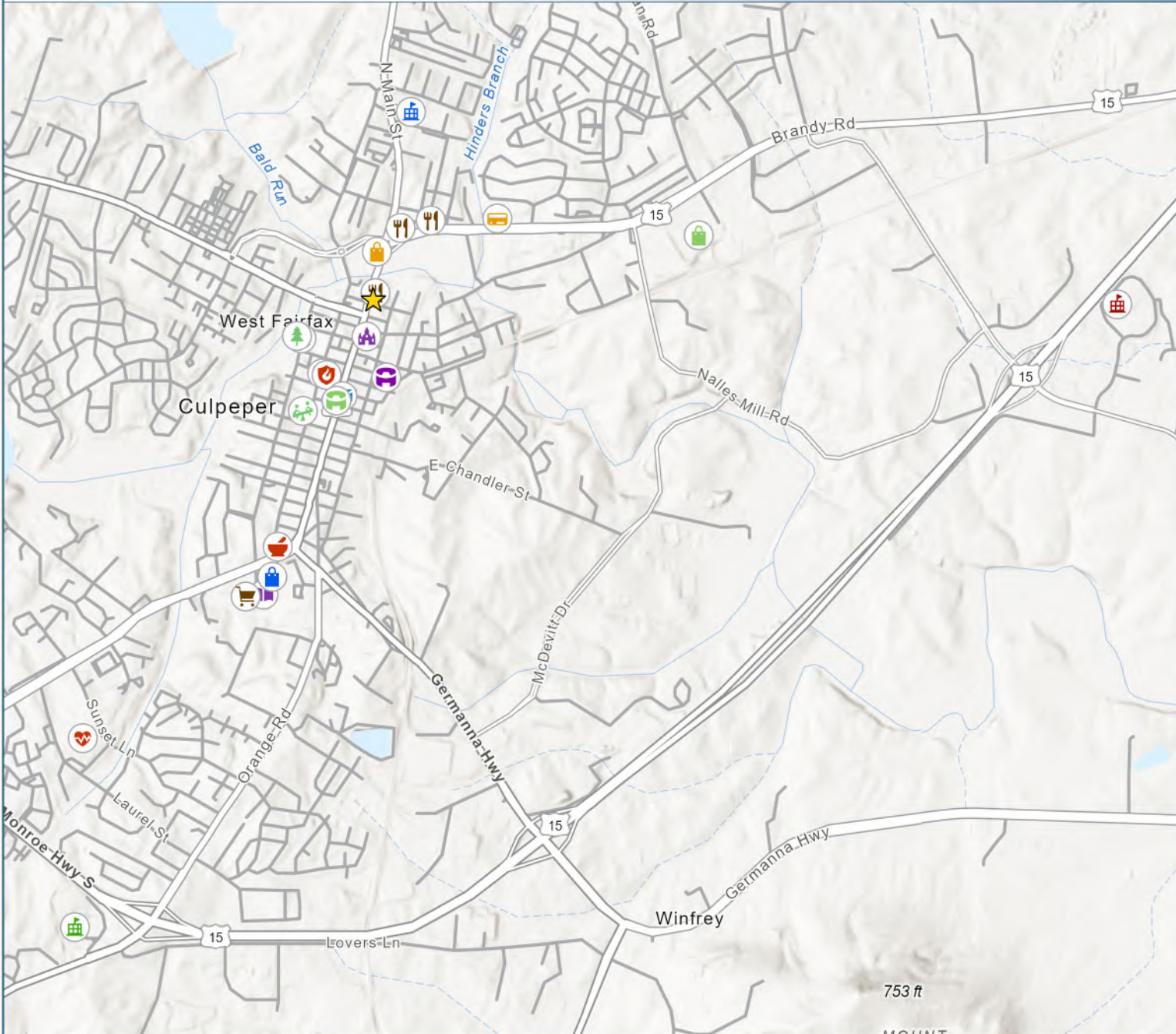
- ★ Site
- 👮 Police
- 🚒 Fire
- 📧 Post Office
- 🛢 Gas Station
- 🚌 Public Bus Stop
- 🌳 Park
- 🏟 Recreational Facility
- 🏠 Community Center
- ⛪ Church
- 🍴 Restaurant
- 🛒 Convenience Store



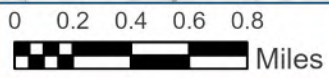
0 0.04 0.07 0.11 0.14



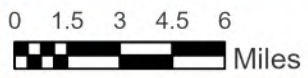
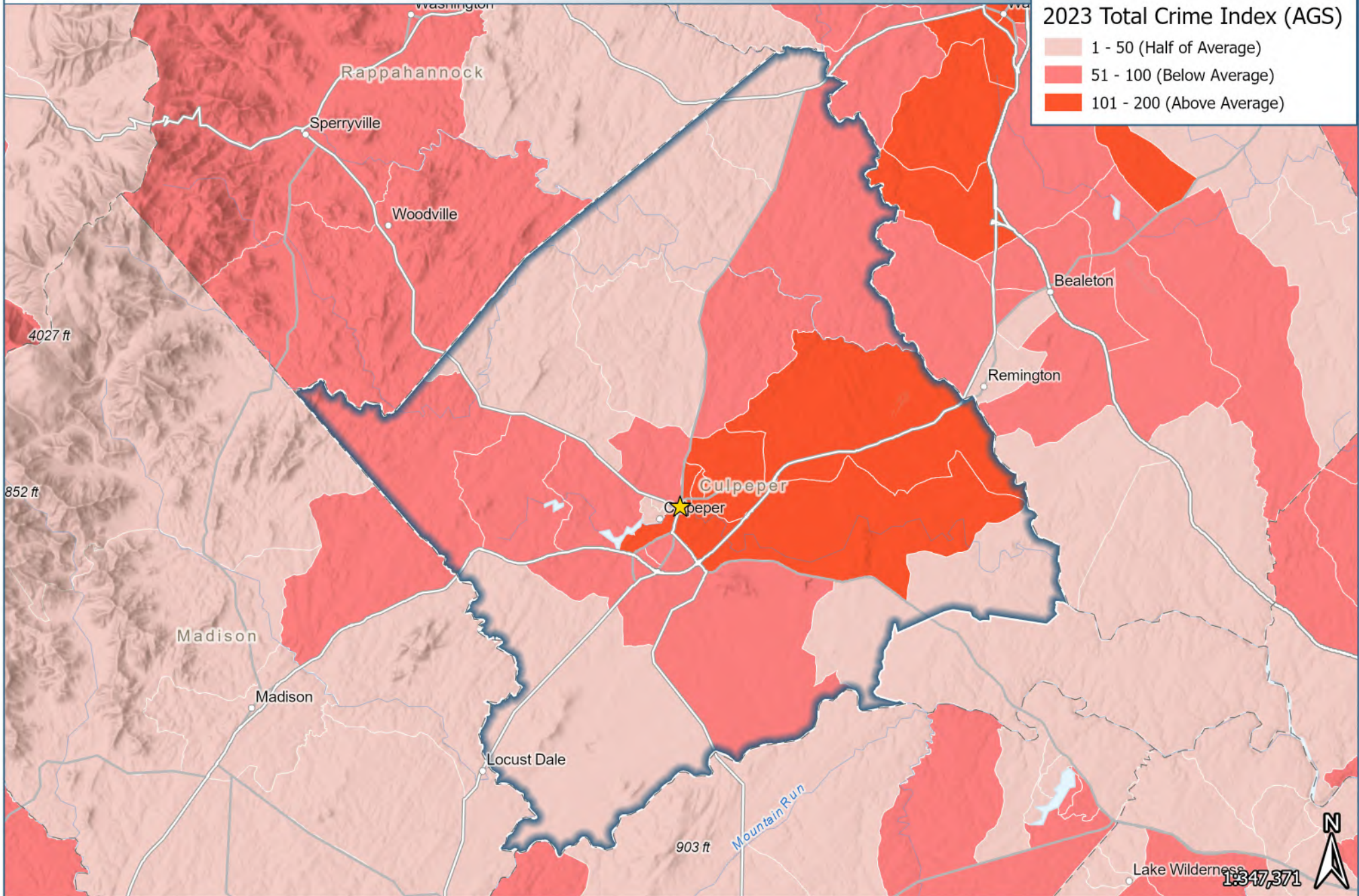
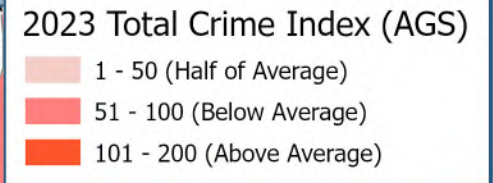
Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community, Esri, NASA, NGA, USGS, FEMA  
Additional Source(s): Bowen National Research



- ★ Site
- ### Community Services
- Major Employers/Employment Centers
  - 🏥 Hospital/Medical Center
  - 👮 Police
  - 🚒 Fire
  - ✉ Post Office
  - 🏪 Pharmacy
  - ⛽ Gas Station
  - 🚌 Public Bus Stop
  - 🏦 Bank
  - 👶 Day Care
  - 🎓 Schools, Elementary
  - 🎓 Schools, Middle/Junior High
  - 🎓 Schools, High
  - 📖 Library
  - 🌳 Park
  - 🏟 Recreational Facility
  - 🏠 Community Center
  - ⛪ Church
  - 🍴 Restaurant
  - 🛒 Grocery
  - 🛍 Convenience Store
  - 🛒 Discount Department Store
  - 🛍 Shopping Center/Mall



Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community, Esri, NASA, NGA, USGS  
 Additional Source(s): Bowen National Research



Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community, Esri, CGIAR, USGS  
Additional Source(s): Bowen National Research

## **B. PRIMARY MARKET AREA DELINEATION**

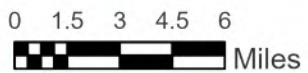
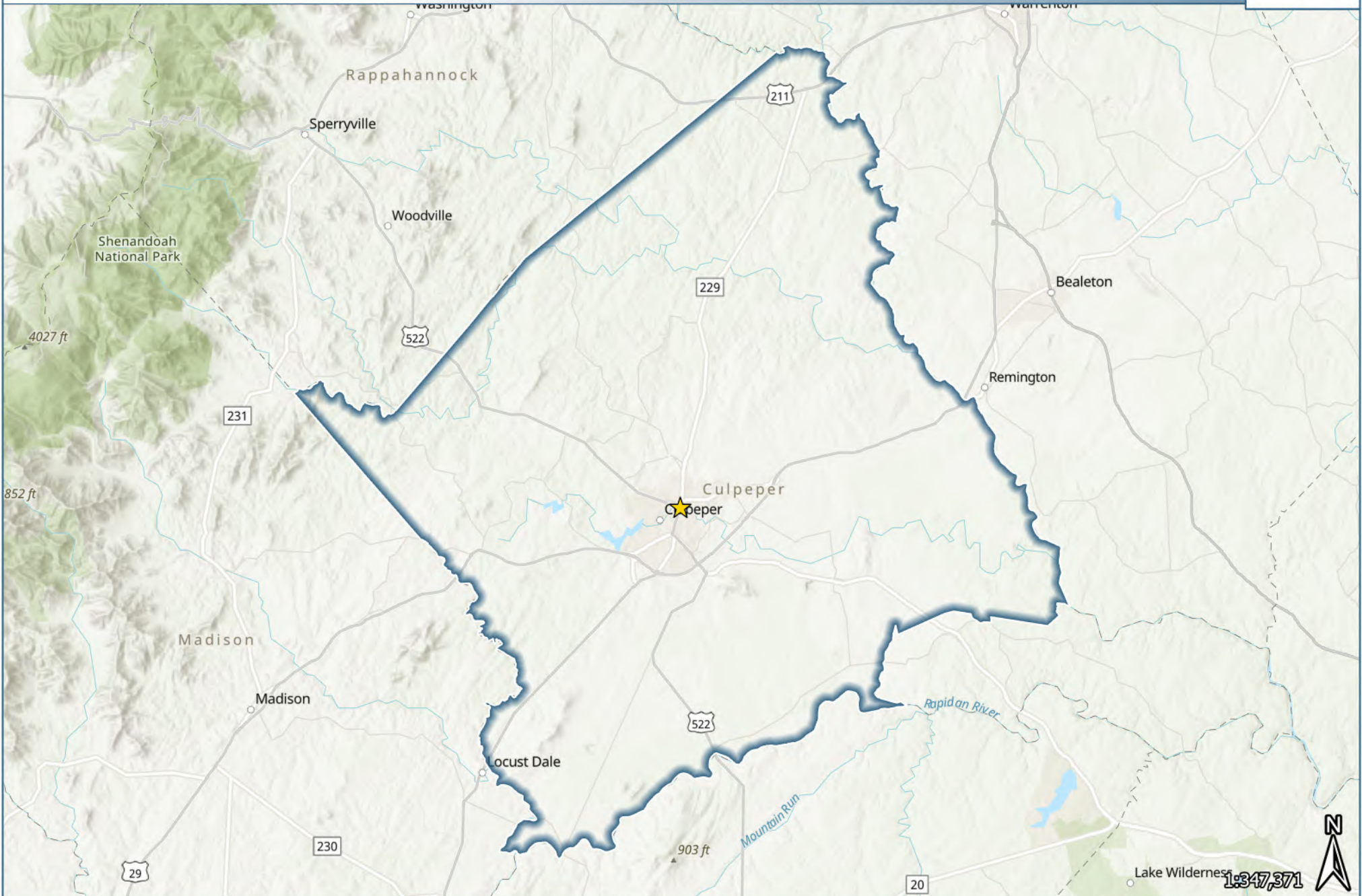
The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Culpeper Site PMA was determined through interviews with area leasing and real estate agents, planning officials, economic development representatives and the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

The Culpeper Site PMA includes the Census Designated Places (CDPs) of Culpeper, Jeffersonton, Rixeyville, as well as some of the surrounding areas of Culpeper County. The boundaries of the Site PMA include Culpeper County to the north; Culpeper County to the east; the 22718 and 22741 zip codes and the Culpeper County to the south; and Culpeper County to the west. The surrounding communities could provide some support for the project; however, the majority of support is expected to come from residents living within the immediate Culpeper area.

- Ashley Armstrong is the Property Manager at Arbors at Culpeper, a Tax Credit rental community restricted to seniors and located in the Site PMA. Armstrong confirmed the boundaries of the Site PMA, stating that the majority of this property's current residents originate from within Culpeper County. Armstrong attributed most of this to the small town feel of the area and distance to any larger and more populated areas.
- Belle Jones is a Leasing Agent at Meadows and Greens at Northridge, a comparable Tax Credit apartment community in Culpeper. Jones confirmed the boundaries of the Site PMA, stating that most of this property's residents originated from within Culpeper County, with a few relocating from several hours away. Jones stated that Culpeper is a nice small town to live in with all basic community services nearby and tenants tend to remain within the area and certainly remain within the boundaries of the Site PMA.
- Courtney Hendricks is the Property Manager at Belle Court Apartments, a comparable Tax Credit and government-subsidized rental community in Culpeper. Hendricks confirmed the Site PMA, stating that over 95% of this property's residents originate from within Culpeper County. Hendricks attributed this to the growing economy in the county and the ease of access to essential community services, which keeps residents within the area.

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

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



### C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

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

#### 1. POPULATION TRENDS

The Site PMA population bases for 2010, 2020, 2026 (estimated), and 2031 (projected) are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2026 (Estimated)	2031 (Projected)
Population	45,314	51,138	55,085	57,664
Population Change	-	5,824	3,947	2,579
Percent Change	-	12.9%	7.7%	4.7%

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

The Culpeper Site PMA population base increased by 5,824 between 2010 and 2020. This represents a 12.9% increase over the 2010 population, or an annual rate of 1.3%. Between 2020 and 2026, the population increased by 3,947, or 7.7%. It is projected that the population will increase by 2,579, or 4.7%, between 2026 and 2031.

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

Population by Age	2020 (Census)		2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	13,559	26.5%	13,784	25.0%	13,815	24.0%	31	0.2%
20 to 24	2,685	5.3%	3,143	5.7%	3,194	5.5%	51	1.6%
25 to 34	6,100	11.9%	6,861	12.5%	7,541	13.1%	680	9.9%
35 to 44	6,717	13.1%	7,293	13.2%	7,591	13.2%	298	4.1%
45 to 54	6,513	12.7%	6,790	12.3%	7,314	12.7%	524	7.7%
55 to 64	7,020	13.7%	6,816	12.4%	6,305	10.9%	-511	-7.5%
65 to 74	5,069	9.9%	5,807	10.5%	6,419	11.1%	612	10.5%
75 & Older	3,474	6.8%	4,590	8.3%	5,482	9.5%	892	19.4%
<b>Total</b>	<b>51,138</b>	<b>100.0%</b>	<b>55,085</b>	<b>100.0%</b>	<b>57,664</b>	<b>100.0%</b>	<b>2,579</b>	<b>4.7%</b>

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, over 50% of the population is expected to be between 25 and 64 years old in 2026. This age group is the primary group of potential support for the subject site and will likely represent a significant number of the tenants.

## 2. HOUSEHOLD TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2026 (Estimated)	2031 (Projected)
Households	15,768	17,679	19,190	20,167
Household Change	-	1,911	1,511	977
Percent Change	-	12.1%	8.5%	5.1%
Average Household Size	2.87	2.89	2.87	2.86

Source: Bowen National Research, ESRI, Census

Within the Culpeper Site PMA, households increased by 1,911 (12.1%) between 2010 and 2020. Between 2020 and 2026, households increased by 1,511 or 8.5%. By 2031, there will be 20,167 households, an increase of 977 households, or 5.1% over 2026 levels. This is an increase of approximately 195 households annually over the next five years.

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

Households by Age	2020 (Census)		2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	368	2.1%	395	2.1%	384	1.9%	-11	-2.8%
25 to 34	2,224	12.6%	2,466	12.9%	2,672	13.3%	206	8.4%
35 to 44	3,096	17.5%	3,327	17.3%	3,407	16.9%	80	2.4%
45 to 54	3,272	18.5%	3,378	17.6%	3,595	17.8%	217	6.4%
55 to 64	3,788	21.4%	3,642	19.0%	3,314	16.4%	-328	-9.0%
65 to 74	2,920	16.5%	3,334	17.4%	3,657	18.1%	323	9.7%
75 & Older	2,010	11.4%	2,649	13.8%	3,139	15.6%	490	18.5%
<b>Total</b>	<b>17,679</b>	<b>100.0%</b>	<b>19,190</b>	<b>100.0%</b>	<b>20,167</b>	<b>100.0%</b>	<b>977</b>	<b>5.1%</b>

Source: Bowen National Research, ESRI, Census

Between 2026 and 2031, the greatest growth among household age groups is projected to be among those ages 65 and older. In addition, households under the age of 65 are projected to slightly increase during the same timeframe, they are still expected to represent approximately two-thirds (66.3%) of all households in 2031. This illustrates that there will be a larger base of age-appropriate households to support the subject development.

Households by tenure are distributed as follows:

Tenure	2020 (Census)		2026 (Estimated)		2031 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	12,804	72.4%	14,489	75.5%	15,661	77.7%
Renter-Occupied	4,875	27.6%	4,701	24.5%	4,506	22.3%
<b>Total</b>	<b>17,679</b>	<b>100.0%</b>	<b>19,190</b>	<b>100.0%</b>	<b>20,167</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI, Census

In 2026, homeowners occupied 75.5% of all occupied housing units, while the remaining 24.5% were occupied by renters. The more than 4,500 renters projected for 2031 represent a significant base of support for the subject project.

The household sizes by tenure within the Culpeper Site PMA, based on the 2026 estimates and 2031 projections, were distributed as follows:

Persons per Owner Household	2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Households	Percent	Households	Percent	Households	Percent
1 Person	2,683	18.5%	2,919	18.6%	236	8.8%
2 Persons	5,220	36.0%	5,631	36.0%	411	7.9%
3 Persons	2,143	14.8%	2,202	14.1%	59	2.8%
4 Persons	2,364	16.3%	2,642	16.9%	278	11.8%
5+ Persons	2,080	14.4%	2,268	14.5%	188	9.0%
<b>Total</b>	<b>14,490</b>	<b>100.0%</b>	<b>15,661</b>	<b>100.0%</b>	<b>1,172</b>	<b>8.1%</b>

Source: Bowen National Research, ESRI, Census

Persons per Renter Household	2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,377	29.3%	1,296	28.7%	-81	-5.9%
2 Persons	1,152	24.5%	1,100	24.4%	-52	-4.5%
3 Persons	711	15.1%	654	14.5%	-57	-8.0%
4 Persons	669	14.2%	659	14.6%	-10	-1.5%
5+ Persons	793	16.9%	799	17.7%	6	0.8%
<b>Total</b>	<b>4,701</b>	<b>100.0%</b>	<b>4,507</b>	<b>100.0%</b>	<b>-194</b>	<b>-4.1%</b>

Source: Bowen National Research, ESRI, Census

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

### Special Needs Demographic Data

As detailed in *Section III*, the subject property will offer some units targeting persons with developmental disabilities and/or serious mental illnesses. Given that data regarding this special needs cohort was unavailable on a PMA level, the following tables summarize the disabled population within Culpeper County.

Culpeper County, VA Disabled Population by Age			
Age	Total Population	Total Disabled	% Disabled
Under 5	3,402	0	0.0%
5 to 17	10,170	419	4.1%
18 to 34	9,971	404	4.1%
35 to 64	20,547	2,372	11.5%
65 to 74	4,875	1,305	26.8%
75+	3,766	1,369	36.4%
<b>Total</b>	<b>52,731</b>	<b>5,869</b>	<b>11.1%</b>

Source: American Community Survey (2019-2023); Bowen National Research

Culpeper County, VA Disabled Population by Disability Type		
Disability Type	Total Disabled	% Disabled
Hearing	1,920	3.6%
Vision	1,025	1.9%
Cognitive	2,014	4.1%
Ambulatory	2,535	5.1%
Self-Care	910	1.8%
Independent Living	1,777	4.5%

Source: American Community Survey (2019-2023); Bowen National Research

As the preceding illustrates, a total of 5,869 people (or 11.1% of all people) within the Culpeper County are classified as disabled. Persons aged 65 and older comprise more than one-half (45.6%) of the disabled population within the market. It is important to understand that a single individual could be classified as having multiple disabilities. Thus, the total disabled population by disability type exceeds the overall total disabled population by age. Nonetheless, an estimated 2,014 persons are classified as having a cognitive disability within Culpeper County. Notably, this cohort aligns with the special needs population targeted by the subject project's special needs units and will likely represent a significant number of tenants.

### 3. INCOME TRENDS

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

Household Income	2020 (Census)		2026 (Estimated)		2031 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	1,021	5.8%	1,093	5.7%	1,033	5.1%
\$15,000 - \$24,999	1,362	7.7%	614	3.2%	511	2.5%
\$25,000 - \$34,999	1,024	5.8%	1,043	5.4%	929	4.6%
\$35,000 - \$49,999	1,700	9.6%	1,705	8.9%	1,500	7.4%
\$50,000 - \$74,999	2,993	16.9%	2,779	14.5%	2,658	13.2%
\$75,000 - \$99,999	2,985	16.9%	2,366	12.3%	2,408	11.9%
\$100,000 - \$149,999	3,537	20.0%	4,321	22.5%	4,596	22.8%
\$150,000 & Higher	3,058	17.3%	5,269	27.5%	6,530	32.4%
<b>Total</b>	<b>17,679</b>	<b>100.0%</b>	<b>19,190</b>	<b>100.0%</b>	<b>20,167</b>	<b>100.0%</b>
Median Income	\$81,197		\$99,943		\$111,349	

Source: Bowen National Research, ESRI, Census

In 2026, the median household income is estimated to be \$99,943. By 2031, it is projected that the median household income will be \$111,349, an increase of 11.4% over 2026.

The following tables illustrate renter household income by household size for 2020, 2026, and 2031 for the Culpeper Site PMA:

Renter Households	2020 (Census)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	406	93	43	26	26	594
\$15,000 - \$24,999	361	177	89	50	33	710
\$25,000 - \$34,999	144	100	102	26	47	419
\$35,000 - \$49,999	163	181	72	75	124	615
\$50,000 - \$74,999	198	186	378	127	113	1,002
\$75,000 - \$99,999	38	240	83	183	199	743
\$100,000 - \$149,999	132	190	12	99	155	588
\$150,000 & Higher	42	36	22	67	35	202
<b>Total</b>	<b>1,484</b>	<b>1,203</b>	<b>801</b>	<b>653</b>	<b>732</b>	<b>4,875</b>

Source: ESRI, Bowen National Research

Renter Households	2026 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	473	108	56	29	31	696
\$15,000 - \$24,999	163	80	44	22	15	324
\$25,000 - \$34,999	62	43	48	11	21	185
\$35,000 - \$49,999	218	241	106	97	170	833
\$50,000 - \$74,999	150	141	315	93	88	787
\$75,000 - \$99,999	29	185	70	136	158	577
\$100,000 - \$149,999	188	273	18	137	230	847
\$150,000 & Higher	93	81	54	144	80	452
<b>Total</b>	<b>1,377</b>	<b>1,152</b>	<b>711</b>	<b>669</b>	<b>793</b>	<b>4,701</b>

Source: ESRI, Bowen National Research

Renter Households	2031 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	442	100	51	27	30	648
\$15,000 - \$24,999	134	65	35	17	12	265
\$25,000 - \$34,999	53	37	40	9	19	159
\$35,000 - \$49,999	189	207	90	82	151	719
\$50,000 - \$74,999	142	132	289	85	86	734
\$75,000 - \$99,999	29	183	68	132	162	573
\$100,000 - \$149,999	195	281	18	139	243	876
\$150,000 & Higher	110	95	63	167	97	532
<b>Total</b>	<b>1,296</b>	<b>1,100</b>	<b>654</b>	<b>659</b>	<b>799</b>	<b>4,506</b>

Source: ESRI, Bowen National Research

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

### Demographic Summary

The demographic base within the Culpeper Site PMA has been increasing since 2010, a trend that is expected to continue through 2031, which will increase the need for housing in the market. This projected demographic growth is projected to occur among households of nearly all ages. Nonetheless, households under the age of 65 are anticipated to comprise

approximately two-thirds (66.3%) of all households by 2031, indicating that a larger number of age-appropriate households will be present within the Site PMA to support the subject project. Additionally, nearly 69.0% of all renter households are projected to earn below \$100,000 in 2031, which is conducive to the income levels targeted at the site. Based on the preceding analysis, a large base of lower-income renter households will continue to exist in the market during this time period.

## **D. LOCAL ECONOMIC PROFILE AND ANALYSIS**

### **1. LABOR FORCE PROFILE**

The labor force within the Culpeper Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 16.2%), Retail Trade, and Public Administration comprise over 41.4% of the Site PMA labor force. Employment in the Culpeper Site PMA, as of 2025, was distributed as follows:

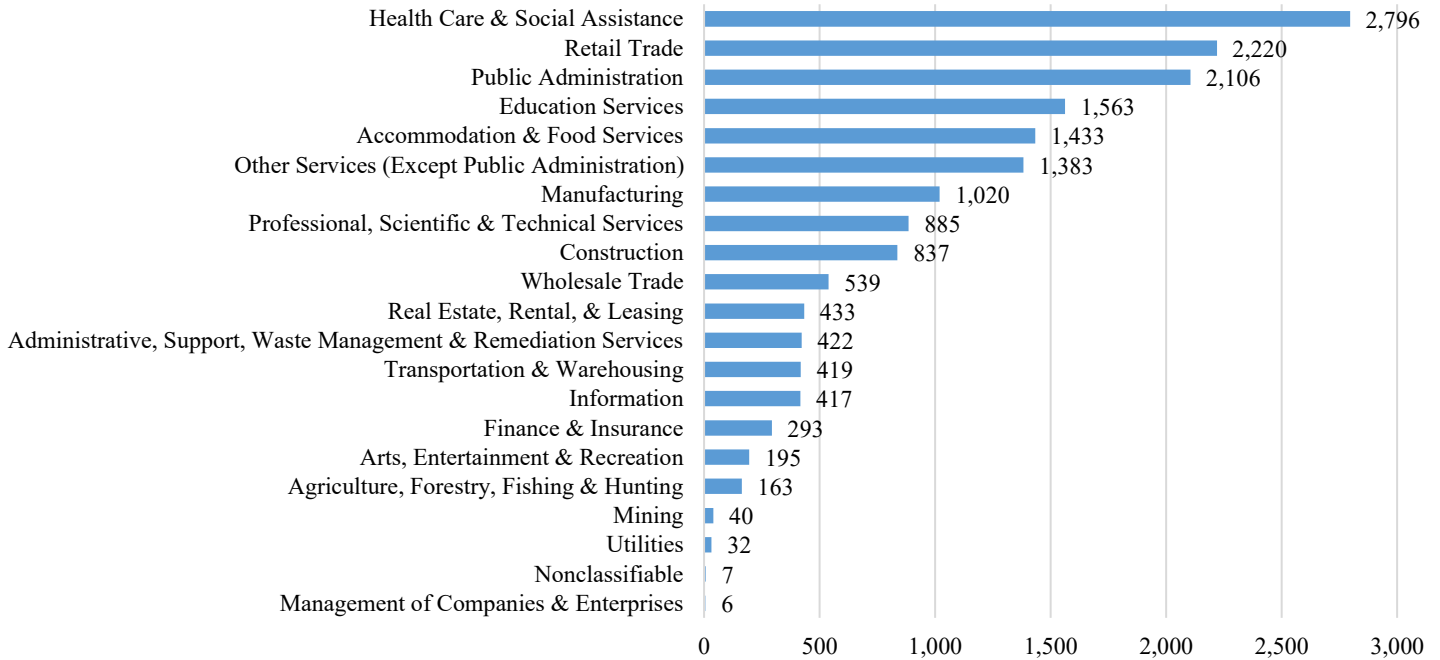
<b>NAICS Group</b>	<b>Establishments</b>	<b>Percent</b>	<b>Employees</b>	<b>Percent</b>	<b>E.P.E.</b>
Agriculture, Forestry, Fishing & Hunting	25	1.4%	163	0.9%	7
Mining	2	0.1%	40	0.2%	20
Utilities	2	0.1%	32	0.2%	16
Construction	161	9.0%	837	4.9%	5
Manufacturing	52	2.9%	1,020	5.9%	20
Wholesale Trade	45	2.5%	539	3.1%	12
Retail Trade	222	12.5%	2,220	12.9%	10
Transportation & Warehousing	49	2.8%	419	2.4%	9
Information	34	1.9%	417	2.4%	12
Finance & Insurance	64	3.6%	293	1.7%	5
Real Estate, Rental, & Leasing	65	3.7%	433	2.5%	7
Professional, Scientific & Technical Services	151	8.5%	885	5.1%	6
Management of Companies & Enterprises	2	0.1%	6	0.0%	3
Administrative, Support, Waste Management & Remediation Services	101	5.7%	422	2.5%	4
Education Services	33	1.9%	1,563	9.1%	47
Health Care & Social Assistance	185	10.4%	2,796	16.2%	15
Arts, Entertainment & Recreation	26	1.5%	195	1.1%	8
Accommodation & Food Services	120	6.7%	1,433	8.3%	12
Other Services (Except Public Administration)	265	14.9%	1,383	8.0%	5
Public Administration	93	5.2%	2,106	12.2%	23
Nonclassifiable	83	4.7%	7	0.0%	0
<b>Total</b>	<b>1,780</b>	<b>100.0%</b>	<b>17,209</b>	<b>100.0%</b>	<b>10</b>

Source: Bowen National Research, ESRI, Census;

E.P.E.- Average Employees Per Establishment

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

## Total Employment by Industry



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

Typical Wage By Occupation Type		
Occupation Type	MSA	Virginia
Management Occupations	\$121,184	\$99,033
Business and Financial Occupations	\$106,436	\$90,615
Computer and Mathematical Occupations	\$124,674	\$118,351
Architecture and Engineering Occupations	\$116,933	\$102,099
Community and Social Service Occupations	\$66,782	\$53,374
Art, Design, Entertainment, Sports, and Media Occupations	\$75,594	\$55,172
Healthcare Practitioners and Technical Occupations	\$85,246	\$73,186
Healthcare Support Occupations	\$35,158	\$30,281
Protective Service Occupations	\$78,658	\$63,288
Food Preparation and Serving Related Occupations	\$22,283	\$17,283
Building and Grounds Cleaning and Maintenance Occupations	\$29,340	\$27,325
Personal Care and Service Occupations	\$24,822	\$22,843
Sales and Related Occupations	\$38,552	\$36,929
Office and Administrative Support Occupations	\$49,332	\$41,569
Construction and Extraction Occupations	\$48,474	\$47,129
Installation, Maintenance and Repair Occupations	\$59,748	\$55,579
Production Occupations	\$45,641	\$46,035
Transportation Occupations	\$43,812	\$44,086
Material Moving Occupations	\$29,133	\$29,378

Source: Bowen National Research; American Community Survey (2020-2024)

MSA - Washington-Arlington-Alexandria, DC-VA-MD-WV Metro Area

It is important to note that all occupational types within the Washington-Arlington-Alexandria MSA have slightly higher typical wages than Virginia's typical wages. Regardless, the area employment base has a significant number of income-appropriate households from which the proposed subject project will be able to draw renter support.

The ten largest employers within the Culpeper County area are summarized in the following table:

Employer Name	Business Type
Culpeper County School Board	Education
Culpeper Memorial Hospital	Health Care
County of Culpeper	Government
WalMart	Retail
Masco Builder Cabinet	Manufacturer
Rappahannock Rapidan Community Services Board	Social Services
Bingham & Taylor Corp	Manufacturer
S.W.I.F.T.	Financial Institution
Cintas Corporation	Uniform Store
Coffeewood Correctional Center	Prison

Source: Virginia Cooperative Extension, Culpeper County 2023 Situation Analysis Report (2023)

According to a representative with the Culpeper County Economic Development, the Culpeper County economy is growing. Culpeper County continues to see growth in new housing starts and now massive industrial construction projects. The pandemic decreased commuters commuting five days a week to the office outside of the county. It also helped with day trip tourism because people want to drive to a location nearby compared to a big trip elsewhere. Culpeper County anticipates the expansion of construction opportunities as the massive industrial construction projects hit their stride.

The following table summarizes some recent and/or ongoing economic development projects within the Culpeper County area as of the time of this analysis:

Economic Development Activity	
Project Name	Scope of Work/Details
Sheetz	Expected to open in February 2026.
Culpeper Technology Zone	A 950-acre stretch of laned reserved for data centers that specialize in and advance the science, technology, engineering, and manufacturing industries. The data centers are expected to create sustained economic activity for the next decade.
Stonehaven Town Center	Plans include retail and service centers and 77,500 square feet of commercial space including shops, restaurants, offices, and service-oriented business. Construction has been put on hold as of January 2026 until the project signs tenant commitments to the site. Additional construction will depend on leasing activity, site plan approvals, and market conditions.

N/A-Not Available

Infrastructure:

Project Name	Investment	Scope of Work
Electric Transmission Project	\$1 billion	A new electric transmission line stretching from Campbell County to Culpeper County. The new infrastructure aims to provide a backbone for the region's power system. The project calls for a new substation in Culpeper County. Construction is scheduled to finish by 2029.
Culpeper Intersection and Multimodal Improvements Bundle	\$90.1 million	The project includes five projects: 1) U.S. 15 Business at Routes 3/522 intersection will convert the existing signalized intersection into a single-lane roundabout. 2) U.S. 15/29 Business at Route 694 intersection will convert the existing signalized intersection into a hybrid roundabout. 3) Route 229 at Route 621 intersection will reconstruct the intersection into a single-lane roundabout. 4) Route 229 and Route 694 intersection will be reconstructed as a hybrid roundabout. 5) Old Brandy Road sidewalk extension will extend the sidewalk 1,900 feet. This project is expected to start in Summer 2027 and be completed in 2028.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 20, 2026, and according to Virginia Works Department of Workforce Development and Advancement there have been no WARN notices reported for Culpeper County over the past 12 months.

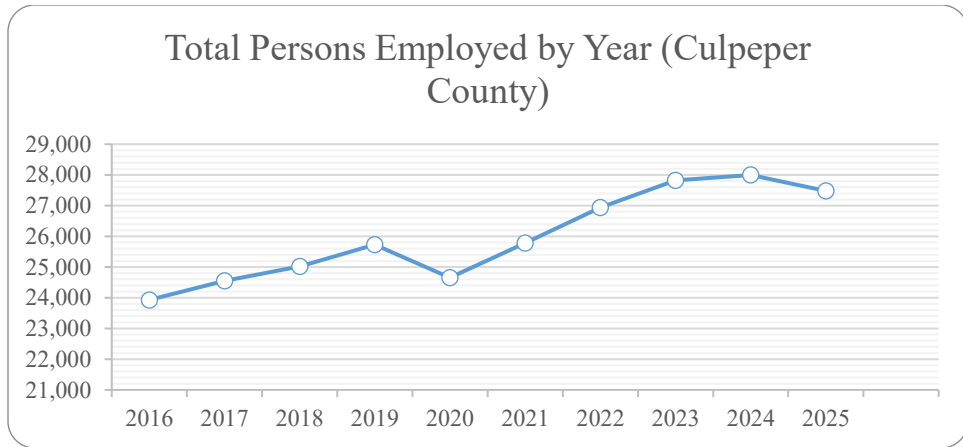
**2. EMPLOYMENT TRENDS**

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

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

Year	Total Employment					
	Culpeper County		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2016	23,931	-	4,081,183	-	151,436,000	-
2017	24,551	2.6%	4,169,561	2.2%	153,337,000	1.3%
2018	25,019	1.9%	4,222,546	1.3%	155,761,000	1.6%
2019	25,731	2.8%	4,283,473	1.4%	157,538,000	1.1%
2020	24,651	-4.2%	4,051,401	-5.4%	147,795,000	-6.2%
2021	25,777	4.6%	4,151,661	2.5%	152,581,000	3.2%
2022	26,939	4.5%	4,313,701	3.9%	158,291,000	3.7%
2023	27,827	3.3%	4,433,696	2.8%	161,037,000	1.7%
2024	27,995	0.6%	4,454,616	0.5%	161,346,000	0.2%
2025	27,480*	-1.8%	4,382,382*	-1.6%	163,493,000	1.3%

Source: Bureau of Labor Statistics  
\*Through December 2025; \*\*Through January 2026



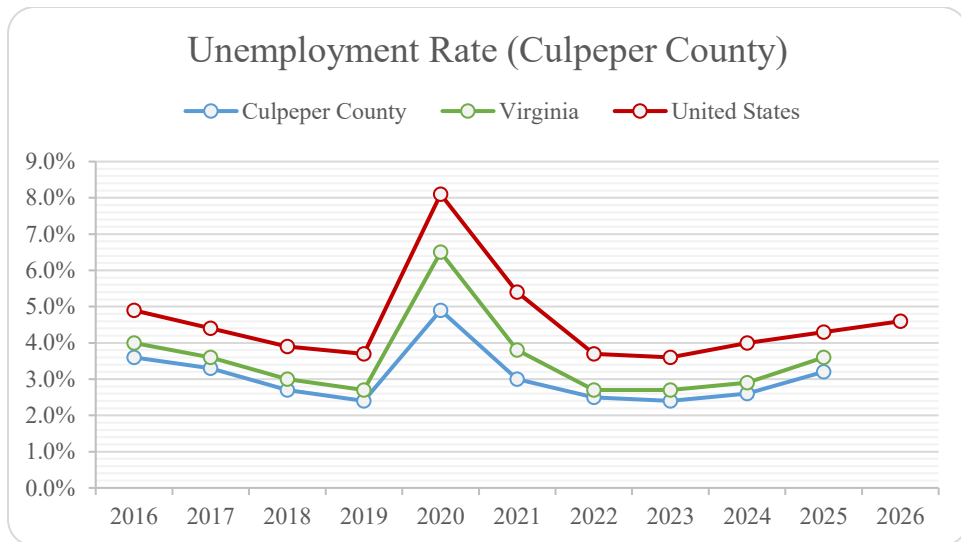
As the preceding illustrates, the Culpeper County employment base increased from 2016 to 2019, reaching a peak of 25,731 before a 4.2% decline in 2020 due to the COVID-19 pandemic. This is lower than the declines experienced by the state of Virginia during the same time period. Notably, the area’s employment base increased by 3,344 jobs, or 13.6%, since 2020 and through the end of 2024, gaining all jobs lost due to the pandemic in 2020. However, it is worth noting that the employment base slightly declined in 2025.

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

Year	Total Unemployment					
	Culpeper County		Virginia		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2016	899	3.6%	170,348	4.0%	7,751,000	4.9%
2017	846	3.3%	156,998	3.6%	6,982,000	4.4%
2018	692	2.7%	129,919	3.0%	6,314,000	3.9%
2019	631	2.4%	121,287	2.7%	6,001,000	3.7%
2020	1,255	4.9%	280,443	6.5%	12,948,000	8.1%
2021	793	3.0%	165,560	3.8%	8,623,000	5.4%
2022	678	2.5%	119,448	2.7%	5,996,000	3.7%
2023	689	2.4%	123,089	2.7%	6,080,000	3.6%
2024	750	2.6%	131,269	2.9%	6,761,000	4.0%
2025	902*	3.2%	161,547*	3.6%	7,315,000	4.3%

Source: Department of Labor, Bureau of Labor Statistics

\*Through December 2025; \*\*Through January 2026



The unemployment rate in Culpeper County had steadily declined to a low of 2.4% from 2016 to 2019 before increasing by more than two full percentage points in 2020 due to the COVID-19 pandemic. The county unemployment rate declined to 2.6% through the end of 2024, which is below the state and national averages. Similar to the employment base, the unemployment rate slightly increased in 2025.

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

At-Place Employment Culpeper County			
Year	Employment	Change	Percent Change
2015	15,575	-	-
2016	15,481	-94	-0.6%
2017	15,769	288	1.9%
2018	15,951	182	1.2%
2019	16,058	107	0.7%
2020	15,517	-541	-3.4%
2021	15,896	379	2.4%
2022	16,252	356	2.2%
2023	16,484	232	1.4%
2024	16,369	-115	-0.7%
2025*	16,402	33	0.2%

Source: Department of Labor, Bureau of Labor Statistics  
 \*Through June

Data for 2024, the most recent year that year-end figures are available, indicates in-place employment in Culpeper County to be 58.5% of the total Culpeper County employment. This means that Culpeper County has more employed persons leaving the county for daytime employment than those who work in the county.

**3. ECONOMIC FORECAST**

Based on data provided by the State of Virginia Department of Labor, the Culpeper County economy experienced growth between 2016 and 2019. However, beginning in 2020, the area was negatively impacted by the COVID-19 pandemic, similar to many communities throughout the state and nation. During this time, the employment base declined by 1,080 jobs, or 4.2%, and its unemployment rate increased by more than two percentage points. On a positive note, the city’s employment base has since recovered all jobs lost in 2020 and increased by 3,344 jobs, or 13.6%, through the end of 2024, reaching the highest employment base in the preceding decade. Annual unemployment also decreased to a rate of 2.6% through the end of 2024 and was below both the state and the nation. These are good indications that the Culpeper economy has fully recovered from the initial impact of the pandemic in terms of total employment and unemployment rate. This, in turn, will continue to create a stable environment for the local housing market. Although the area has experienced significant growth over the past five years, it is worth noting that the employment base slightly declined in 2025, while the unemployment rate slightly increased. Regardless, it is anticipated that the several economic announcements in the area will contribute to the stability of the local economy.

**4. COMMUTING PATTERNS**

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	18,571	74.5%
Carpooled	2,882	11.6%
Public Transit	126	0.5%
Walked	508	2.0%
Motorcycle	23	0.1%
Bicycle	25	0.1%
Other Means	356	1.4%
Worked at Home	2,439	9.8%
<b>Total</b>	<b>24,930</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI

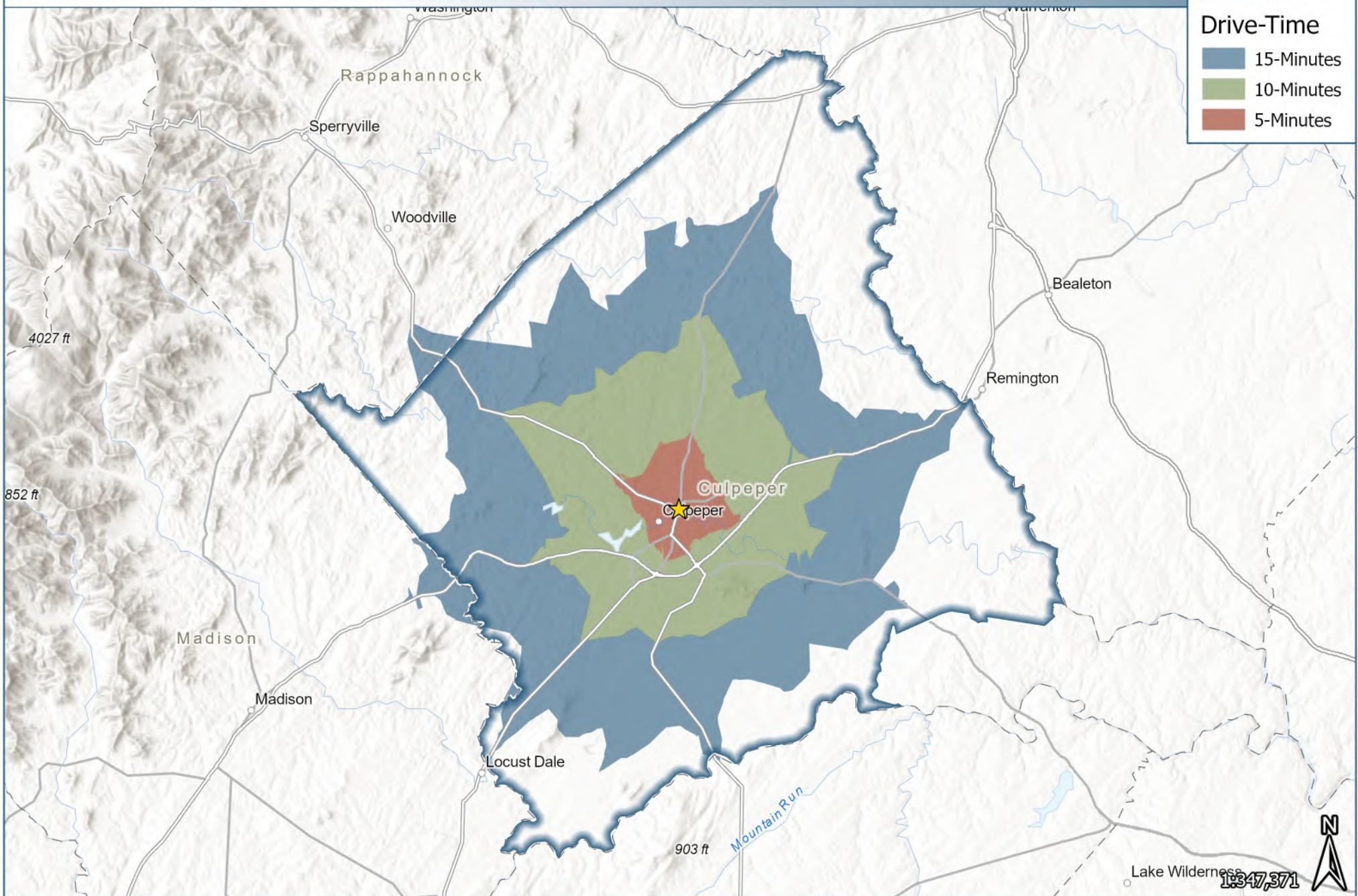
A total of 74.5% of all workers drove alone, 11.6% carpooled, and 0.5% used public transportation. Notably, 9.8% of workers worked from home, a trend which has become more popular since the pandemic.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	5,579	24.8%
15 – 29 Minutes	5,825	25.9%
30 – 44 Minutes	2,913	13.0%
45 – 59 Minutes	2,351	10.5%
60 + Minutes	5,821	25.9%
<b>Total</b>	<b>22,489</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI

The largest shares of area commuters have typical travel times to work ranging from 15 to 29 minutes, or more than 60 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.



0 1.5 3 4.5 6

Miles

Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community, Esri, CGIAR, USGS  
Additional Source(s): Bowen National Research

## V. Rental Housing Analysis (Supply)

### A. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Culpeper Site PMA in 2020 and 2026, are summarized in the following table:

Housing Status	2020 (Census)		2026 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	17,679	94.9%	19,190	95.3%
Owner-Occupied	12,804	72.4%	14,489	75.5%
Renter-Occupied	4,875	27.6%	4,701	24.5%
Vacant	961	5.2%	953	4.7%
Total	18,634	100.0%	20,144	100.0%

Source: 2020 Census, ESRI, Bowen National Research

Based on a 2026 update of the 2020 Census, of the 20,144 total housing units in the market, 4.7% were estimated to be vacant. Notably, both the number and share of vacant housing units declined between 2020 and 2026, a good indication of an improving rental housing market.

#### Conventional Apartments

We identified and personally surveyed 13 conventional housing projects containing a total of 1,279 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.4%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	5	552	32	94.2%
Tax Credit	6	536	1	99.8%
Tax Credit/Government-Subsidized	2	191	0	100.0%
Total	13	1,279	33	97.4%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing well, as none have a combined occupancy rate lower than 94.2%. In fact, this includes a market-rate property still in lease-up and reporting 16 (50%) of the vacant units among this segment, and there is only one vacant unit among the affordable properties surveyed. As such, it does not appear that there are any significant deficiencies within the local rental housing market.

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

Name	Location	Year Built/ Renovated	Tax Credit Units	Target Population
Culpeper Crossing	658 N. East St.	1991 / 2019	28	Family
Meadowbrook Heights	501 Meadowbrook Dr.	1982 / 2010	42	Family (Subsidized)
Mountain Run Apts. (Family & Senior)	608 Claire Page Way	1999	50	Family & Senior (Subsidized)

Based on the preceding, it is believed that the properties we were unable to survey include a total of 28 non-subsidized Tax Credit units, which have been included in our penetration rate calculations in *Section VII* of this report.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	2	0.4%	0	0.0%	\$1,520
One-Bedroom	1.0	143	25.9%	13	9.1%	\$1,683
Two-Bedroom	1.0	114	20.7%	7	6.1%	\$1,640
Two-Bedroom	1.5	23	4.2%	1	4.3%	\$2,194
Two-Bedroom	2.0	78	14.1%	0	0.0%	\$2,084
Two-Bedroom	2.5	52	9.4%	5	9.6%	\$1,895
Three-Bedroom	2.0	125	22.6%	0	0.0%	\$2,208
Three-Bedroom	3.0	5	0.9%	0	0.0%	\$2,278
Three-Bedroom	3.5	10	1.8%	6	60.0%	\$2,125
<b>Total Market-rate</b>		<b>552</b>	<b>100.0%</b>	<b>32</b>	<b>5.8%</b>	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	126	21.0%	1	0.8%	\$1,321
Two-Bedroom	1.0	25	4.2%	0	0.0%	\$1,304
Two-Bedroom	1.5	207	34.6%	0	0.0%	\$1,292
Two-Bedroom	2.0	140	23.4%	0	0.0%	\$1,606
Three-Bedroom	1.0	14	2.3%	0	0.0%	\$1,517
Three-Bedroom	1.5	12	2.0%	0	0.0%	\$1,134
Three-Bedroom	2.0	75	12.5%	0	0.0%	\$1,492
<b>Total Tax Credit</b>		<b>599</b>	<b>100.0%</b>	<b>1</b>	<b>0.2%</b>	-

As the preceding table illustrates, the median gross Tax Credit rents are generally well below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents an excellent value to low-income renters within the Site PMA. This is further evidenced by the combined vacancy rate of 0.2% (only one vacant unit) among all non-subsidized Tax Credit units surveyed within the market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	22	4.5%
1970 to 1979	1	32	0.0%
1980 to 1989	3	442	3.4%
1990 to 1999	1	142	0.0%
2000 to 2009	3	202	0.5%
2010 to 2019	1	132	0.0%
2020	0	0	0.0%
2021	0	0	0.0%
2022	0	0	0.0%
2023	0	0	0.0%
2024	0	0	0.0%
2025	2	119	13.4%
2026*	1	60	0.0%

\*As of February

Regardless of age, all non-subsidized units surveyed are maintaining generally low vacancy rates no higher than 4.5% (when excluding one property built in 2025 that is still in lease-up). However, considering the highest vacancy rate among the properties surveyed was reported from the oldest properties, there could be a correlation between year built and vacancies within this rental market.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	2	110	15.5%
B	3	442	3.4%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	2	158	0.6%
B+	4	365	0.0%
B	1	44	0.0%
B-	1	32	0.0%

Regardless of quality, vacancy levels are no higher than 3.4% among non-subsidized rental product surveyed. Therefore, it can also be concluded that quality has not had an impact on the local rental housing market.

Government-Subsidized

The government-subsidized units in the Site PMA are summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	25	19.5%	0	0.0%
Two-Bedroom	1.0	73	57.0%	0	0.0%
Two-Bedroom	1.5	3	2.3%	0	0.0%
Three-Bedroom	1.0	27	21.1%	0	0.0%
<b>Total Subsidized Tax Credit</b>		<b>128</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>

The subsidized Tax Credit units are 100.0% occupied. This high occupancy rate among all subsidized projects in the Site PMA indicates strong demand for rental housing available to very low-income households.

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

**B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES**

We identified and surveyed six general-occupancy (family) Low-Income Housing Tax Credit (LIHTC) properties within the Site PMA offering non-subsidized units. These projects target a similar income level and the same population as the subject project and are considered to be comparable/competitive properties. The six LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>1947 Lofts</b>	<b>2028</b>	<b>42</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Families; 30%, 50% &amp; 80% AMHI &amp; Section 811</b>
1	Ann Wingfield Commons	2003	44	100.0%	0.3 Miles	25 HH	Families; 40% & 50% AMHI
3	Belle Courts Apts.	1973 / 2003	32**	100.0%	1.1 Miles	36-72 Months	Families; 50% AMHI
4	Culpeper Commons I & II	1997	142	100.0%	1.2 Miles	6 HH	Families; 50% AMHI
7	Greens at Northridge	2005	108	99.1%	2.1 Miles	2 HH*	Families; 60% AMHI
8	Lightfoot Apts.	2026	60	100.0%	1.1 Miles	180 HH	Families; 40%, 50%, & 60% AMHI
10	Parkside Apts.	2025	31**	100.0%	0.6 Miles	300 HH	Families; 30%, 50%, & 60% AMHI

\*Vacant unit at this property was offered to households on the waiting list and they declined; \*\*Excludes subsidized units  
OCC. – Occupancy; HH - Households

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
1	Ann Wingfield Commons	44	10	22.7%
3	Belle Courts Apts.	32	5	15.6%
4	Culpeper Commons I & II	142	30	21.1%
7	Greens at Northridge	108	N/A	-
8	Lightfoot Apts.	60	N/A	-
10	Parkside Apts.	31*	10	32.3%
Total		249	55	22.1%

N/A – Number not available (units not included in total); \*Excludes subsidized units

As the preceding table illustrates, there are a total of approximately 55 units that are occupied by Voucher holders at the comparable LIHTC projects surveyed that provided such information. The 55 units occupied by Voucher holders comprise 22.1% of these comparable units. This is considered a low share of Voucher support, however, as approximately 78.0% of these comparable Tax Credit units are occupied by tenants which are not currently receiving rental assistance, the gross rents charged at these projects in the market are achievable.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	1947 Lofts	\$647/30% (6) \$1,487/80% (2)	\$772/30% (5) \$1,292/50% (6) \$1,695/80% (14)	\$895/30% (1) \$1,485/50% (3) \$1,895/80% (5)	-
1	Ann Wingfield Commons	\$659/40% (1/0) \$859/50% (1/0)	\$885/40% (13/0) \$1,085/50% (17/0)	\$1,134/50% (12/0)	None
3	Belle Courts Apts.*	\$1,091/50% (3/0)	\$1,304/50% (15/0)	\$1,517/50% (14/0)	None
4	Culpeper Commons I & II	-	\$1,292/50% (78/0) \$1,292/50% (32/0)	\$1,492/50% (32/0)	None
7	Greens at Northridge	\$1,332/60% (12/1)	\$1,606/60% (72/0)	\$1,870/60% (24/0)	None
8	Lightfoot Apts.	\$789/40% (3/0) \$1,005/50% (4/0) \$1,034/60% (5/0)	\$944/40% (2/0) \$1,203/50% (15/0) \$1,339/60% (19/0)	\$1,085/40% (1/0) \$1,384/50% (5/0) \$1,684/60% (6/0)	None
10	Parkside Apts.*	\$829/50% (1/0) \$859/60% (3/0)	\$1,003/50% (10/0) \$1,053/60% (10/0)	\$1,150/50% (2/0) \$1,200/60% (5/0)	None

\*Excludes subsidized units

The proposed non-subsidized gross rents at the subject site will be competitive with the gross LIHTC rents being achieved at the comparable LIHTC properties in the market. In addition, given the strong occupancy levels maintained at the comparable developments, these properties can likely achieve higher rents without adversely impacting their occupancy levels. The subject’s proposed gross LIHTC rents at the 80% of AMHI level are generally similar to some of the 60% of AMHI rents being achieved in the market, a good indication that these units will be perceived as a value in the market. These higher 80% of AMHI rent levels also represent good market rent advantages, as illustrated in *Section VI* of this report.

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>1947 Lofts</b>	<b>776</b>	<b>915-959</b>	<b>1,195</b>
1	Ann Wingfield Commons	625	975	1,250
3	Belle Courts Apts.	731	832	971
4	Culpeper Commons I & II	-	872 - 895	1,101
7	Greens at Northridge	680	1,050	1,280
8	Lightfoot Apts.	672	894	1,179
10	Parkside Apts.	600	720	890

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>1947 Lofts</b>	<b>1.0</b>	<b>1.5</b>	<b>2.0</b>
1	Ann Wingfield Commons	1.0	1.5	1.5
3	Belle Courts Apts.	1.0	1.0	1.0
4	Culpeper Commons I & II	-	1.5 - 2.0	2.0
7	Greens at Northridge	1.0	2.0	2.0
8	Lightfoot Apts.	1.0	2.0	2.0
10	Parkside Apts.	1.0	1.5	2.0

The proposed development will be competitive with the existing LIHTC projects in the market based on unit size (square footage) and the number of baths offered. In fact, in some cases the subject’s unit sizes are among the largest.

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

Tax Credit Unit Amenities by Map ID							
	Site*	1	3	4	7	8	10
Appliances	Dishwasher	X	X	X	X	X	
	Disposal	X	X	X	X	X	
	Microwave	X		X			
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	W/D Hookup	X			X	X	X
	W/D					X	
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony/ Patio/ Sunroom				X	X	
	Basement						
	Ceiling Fan	X			X		
	Controlled Access	X	X				X
	E-Call System						
	Furnished						
	Walk-In Closet					X	
	Window Treatments	X	X	X	X	X	X
Flooring	Carpet		X	X	X	X	X
	Ceramic Tile						
	Hardwood						
	Finished Concrete						
	Composite/Vinyl/Laminate	X	X	X	X	X	X
Upgraded	Premium Appliances		X	X			
	Premium Countertops			X			
	Premium Cabinetry						
	Premium Fixtures						
	High/Vaulted Ceilings						
	Oversized Windows						
Parking	Attached Garage						
	Detached Garage						
	Street Parking						
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	No Provided Parking						

◆ - Senior Property

\* Proposed Site(s): 1947 Lofts

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

\*\* Details in Comparable Property Profile Report

Continued on Next Page

		Tax Credit Property Amenities by Map ID						
		Site*	1	3	4	7	8	10
	Bike Racks / Storage	X						
	Computer/Business Center			X		X		
	Car Care **							
	Community Garden							
Community	Multipurpose Room	X	X	X	X	X	X	
	Chapel							
	Community Kitchen	X						
	Dining Room - Private							
	Dining Room - Public							
	Rooftop Terrace							
	Concierge Service **							
	Convenience Amenities **					X		
	Covered Outdoor Area **							
	Elevator	X	X					
	Laundry Room	X	X	X	X		X	
	On-Site Management	X	X	X	X	X	X	X
	Pet Care **							
Recreation	Basketball							
	Bocce Ball							
	Firepit							
	Fitness Center	X			X	X		
	Grilling Area	X						
	Game Room - Billiards							
	Walking Path							
	Hot Tub							
	Library							
	Media Room / Theater							
	Playground			X	X	X	X	
	Putting Green							
	Racquetball							
	Shuffleboard							
	Swimming Pool - Indoor							
	Swimming Pool - Outdoor				X	X		
	Tennis							
Volleyball								
Security	CCTV	X						
	Courtesy Officer							
	Security Gate							
	Social Services **	X						
	Storage - Extra					X		
	Common Space WiFi	X						X

◆ - Senior Property

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

\* Proposed Site(s): 1947 Lofts

\*\* Details in Comparable Property Profile Report

As the preceding tables illustrate, the amenities package to be included at the site will generally be competitive with those offered at the comparable LIHTC projects surveyed within the market. The subject project does not appear to lack any amenity that would prohibit it from operating as a LIHTC property. This is especially true considering the high demand for affordable housing in the market.

#### Comparable/Competitive Tax Credit Summary

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand.

The proposed non-subsidized gross rents at the subject site will be competitive with the gross LIHTC rents being achieved at the comparable LIHTC properties in the market. In addition, given the strong occupancy levels maintained at the comparable developments, these properties can likely achieve higher rents without adversely impacting their occupancy levels. In terms of overall design, the subject project is expected to be very competitive, as the subject project will offer some of the largest unit sizes (square feet) and a competitive number of bathrooms among the comparable LIHTC properties, as well as a generally competitive amenities package.

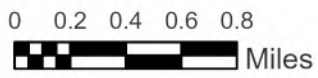
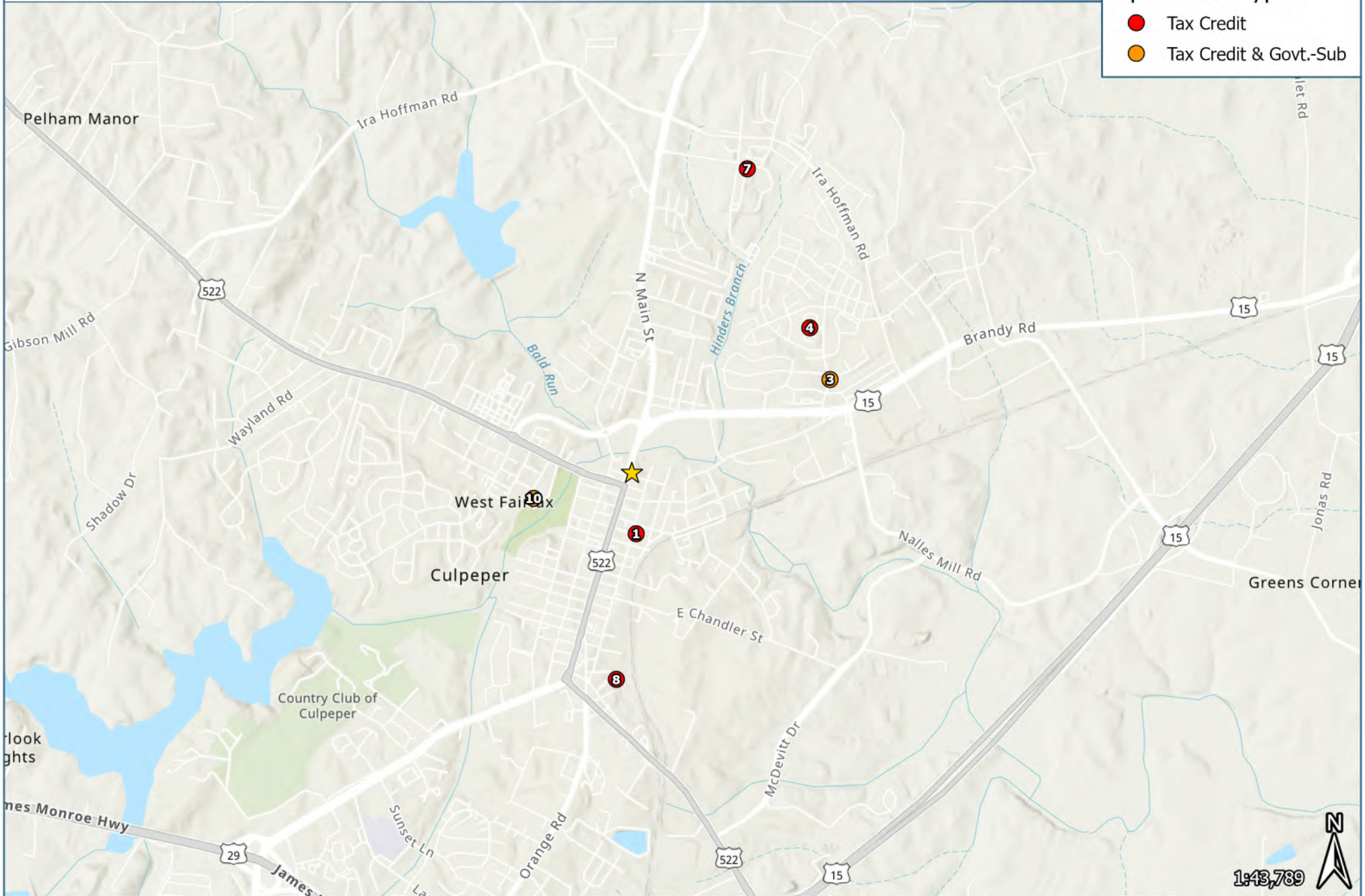
A map depicting the location of the most comparable LIHTC properties is included on the following page.

★ Site

**Apartment Types**

● Tax Credit

● Tax Credit & Govt.-Sub



Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Esri, NASA, NGA, USGS  
Additional Source(s): Bowen National Research



**C. PLANNED MULTIFAMILY DEVELOPMENT**

Based on interviews with local planning/building representatives, online research, and the observations of our analyst while in the field, it was determined there are three rental projects currently in the development pipeline within the Site PMA, which are summarized in the following table.

Project in Development Pipeline				
Project Name & Address	Type	Units	Developer	Status/Details
Willow Grove <i>Culpeper</i>	Market-Rate	29	N/A	<b>Proposed:</b> No additional information available.
Aspen Apartments <i>Culpeper</i>	Market-Rate	11	N/A	<b>Proposed:</b> No additional information available.
West Scanlon <i>Culpeper</i>	Market-Rate	22	N/A	<b>Proposed:</b> No additional information available.

N/A – Not Available

As illustrated in the preceding table, none of the projects in the development pipeline are past the preliminary phases of development and none are expected to offer affordable units. Thus, we have not included any pipeline units in our capture rate calculations in *Section VII*.

**D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES**

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

Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2028
Ann Wingfield Commons	100.0%	95.0%+
Belle Courts Apts.	100.0%	95.0%+
Culpeper Commons I & II	100.0%	95.0%+
Greens at Northridge	99.1%	95.0%+
Lightfoot Apts.	100.0%	95.0%+
Parkside Apts.	100.0%	95.0%+

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand. Given these strong occupancy levels and the fact that sufficient demographic support exists in the market for the subject development, as illustrated in Section VII - *Capture Rate Analysis*, it is not anticipated that the subject project will have any significant impact on the existing competitive LIHTC projects' marketability. It is expected that the competitive LIHTC projects will maintain occupancy levels at or above 95.0% during the subject development's first year of occupancy.

**E. BUY VERSUS RENT ANALYSIS**

According to ESRI, the median home value in the Site PMA was \$441,583. At an estimated interest rate of 6.04% and a 30-year term (and 95% LTV), the monthly mortgage for a \$441,583 home is \$3,157, including estimated taxes and insurance.

<b>Buy Versus Rent Analysis</b>	
Median Home Price – ESRI 2025	\$441,583
Mortgaged Value = 95% Of Median Home Price	\$419,504
Interest Rate – MortgageNewsDaily.Com	6.04%
Term	30
Monthly Principal & Interest	\$2,526
Estimated Taxes And Insurance*	\$631
<b>Estimated Monthly Mortgage Payment:</b>	<b>\$3,157</b>

\*Estimated at 25% of principal and interest.

In comparison, all of the collected Tax Credit rents at the subject property are well below the cost of a monthly mortgage for a typical home in the area. Therefore, it is unlikely that tenants that would qualify to reside at the subject project would be able to afford the monthly payments required to own a home or would be able to afford the down payment on such a home. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

## VI. Achievable Market Rent Analysis

### A. INTRODUCTION

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

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

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

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

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

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

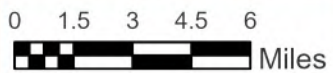
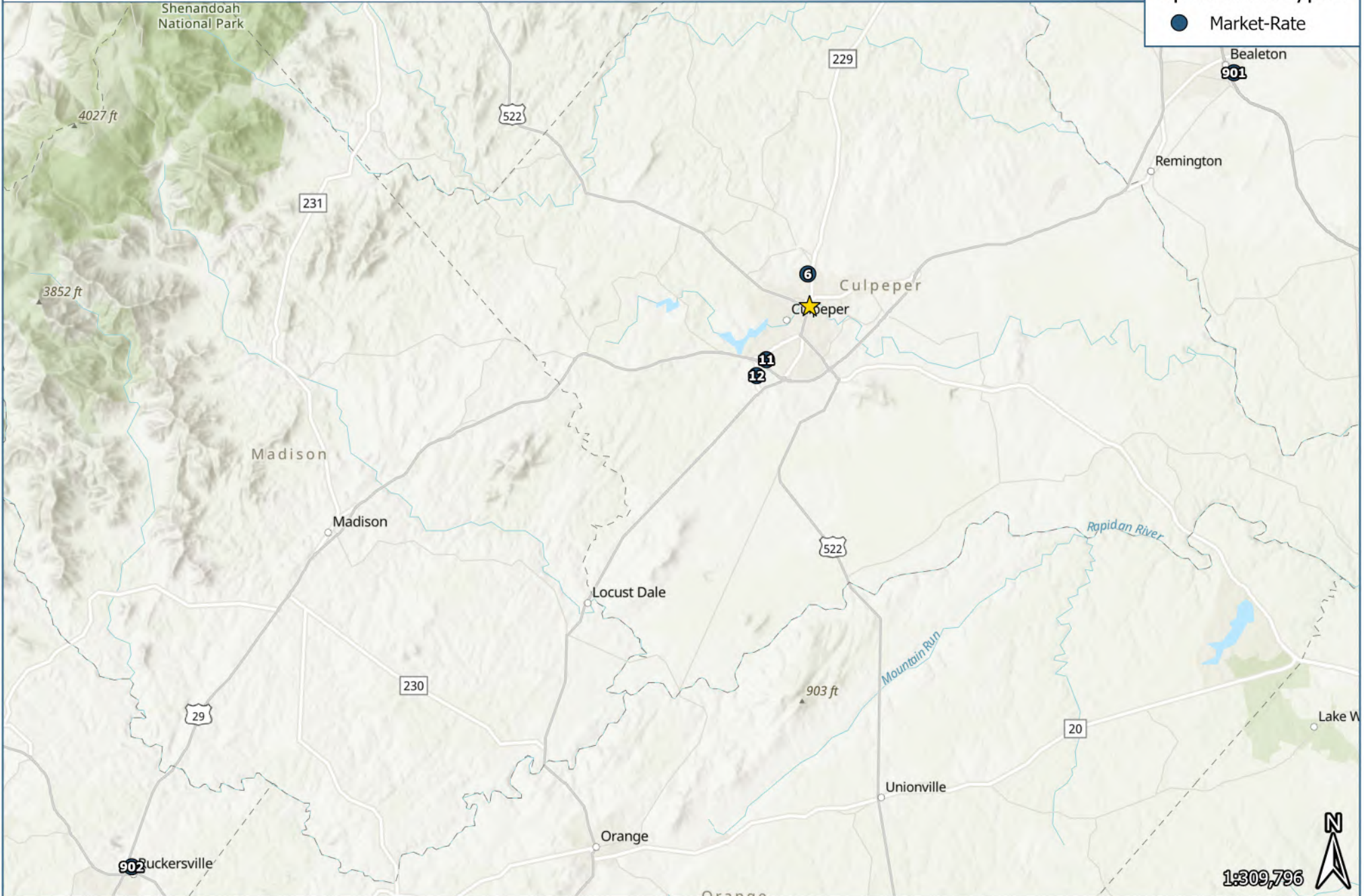
The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	1947 Lofts	2028	42	-	8 (-)	25 (-)	9 (-)
6	Dominion Apts.	2025	88	81.8%	26 (80.8%)	52 (90.4%)	10 (40.0%)
11	Southridge	1989	142	98.6%	20 (95.0%)	112 (99.1%)	10 (100.0%)
12	Spark Culpeper	1986	210	99.5%	45 (100.0%)	45 (97.8%)	120 (100.0%)
901	Aspen South	2002 / 2021	100	98.0%	40 (95.0%)	60 (100.0%)	-
902	Knoll at Stone View	2022	200	95.0%	60 (96.7%)	120 (96.7%)	20 (80.0%)

Map ID 901 & 902 are located outside the Site PMA  
Occ. – Occupancy

The five selected market-rate projects have a combined total of 740 units with an overall occupancy rate of 95.8%. This is a good rate for market-rate rental housing and a good indication that these projects have been well received within the market and region and will serve as accurate benchmarks with which to compare the subject project.

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



Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Esri, CGIAR, USGS  
Additional Source(s): Bowen National Research

**Rent Comparability Grid**

Unit Type → **ONE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
1947 Lofts		Dominion Apts.		Southridge		Spark Culpeper		Aspen South		Knoll at Stone View	
114 East Williams Street		1104 Sunshine Dr		601 Southview Ct.		500 Concord Pl.		11166 Willow Dr		11 Club Dr.	
Culpeper, VA		Culpeper, VA		Culpeper, VA		Culpeper, VA		Beaeton, VA		Ruckersville, VA	
<b>A. Rents Charged</b>	<b>Data on Subject</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$1,300		\$1,534		\$1,539		\$1,650		\$1,580	
2	Date Surveyed	Jan-26		Jan-26		Jan-26		Feb-26		Feb-26	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	81%		95%		100%		95%		97%	
5	Effective Rent & Rent/ sq. ft	\$1,300	2.39	\$1,534	2.69	\$1,539	3.04	\$1,650	2.11	\$1,580	1.99
<b>B. Design, Location, Condition</b>	<b>Data</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	EE/3		WU/2,3		WU/2,3		WU/2,3		EE/3,4	
7	Yr. Built/Yr. Renovated	2028		2025 \$3		1989 \$39		1986 \$42		2002/2021 \$16	
8	Condition/Street Appeal	E		G \$15		G \$15		G \$15		G \$15	
9	Neighborhood	G		E (\$10)		G		G		G	
10	Same Market?			Yes		Yes		No		No	
<b>C. Unit Equipment/ Amenities</b>	<b>Data</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	776		544 \$138		571 \$122		507 \$160		783 (\$4)	
14	Patio/Balcony/Sunroom	N		Y (\$5)		N		Y (\$5)		N	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		N/Y \$5		Y/Y		N/Y \$5		Y/Y	
18	Washer/Dryer	HU/L		W/D (\$25)		W/D (\$25)		W/D (\$25)		W/D (\$25)	
19	Floor Coverings	V		C/V		C/V		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		N \$3		N \$3		N \$3		N \$3	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/N		N/N \$5		Y/N		Y/Y (\$5)		N/N \$5	
<b>D. Site Equipment/ Amenities</b>	<b>Data</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		NONE \$10		LOT/\$0	
25	On-Site Management	Y		N \$5		Y		Y		Y	
26	Security Features	Y		N \$5		N \$5		N \$5		N \$5	
27	Community Space	Y		N \$5		N \$5		N \$5		N \$5	
28	Pool/Recreation Areas	F		N \$5		P/WT (\$8)		S \$2		P/F (\$10)	
29	Business/Computer Center	N		N		N		N		N	
30	Grilling Area	Y		N \$3		N \$3		N \$3		N \$3	
31	Playground	N		N		N		Y (\$3)		Y (\$3)	
32	Social Services	Y		N \$10		N \$10		N \$10		N \$10	
<b>E. Utilities</b>	<b>Data</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/G		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/G		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/N	
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
<b>F. Adjustments Recap</b>	<b>Pos</b>	<b>Neg</b>		<b>Pos</b>	<b>Neg</b>			<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	12	3	8	2	11	4	8	4	3	5
41	Sum Adjustments B to D	\$202	(\$40)	\$202	(\$33)	\$260	(\$38)	\$62	(\$42)	\$21	(\$59)
42	Sum Utility Adjustments										
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$162	\$242	\$169	\$235	\$222	\$298	\$20	\$104	(\$38)	\$80
<b>G. Adjusted &amp; Market Rents</b>	<b>Adj. Rent</b>			<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$1,462		\$1,703		\$1,761		\$1,670		\$1,542	
45	Adj Rent/Last rent		112%		111%		114%		101%		98%
46	Estimated Market Rent	\$1,580	\$2.04 ←	Estimated Market Rent/ Sq. Ft							

**Rent Comparability Grid**

Unit Type → **TWO-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
1947 Lofts		Dominion Apts.		Southridge		Spark Culpeper		Aspen South		Knoll at Stone View	
114 East Williams Street		1104 Sunshine Dr		601 Southview Ct.		500 Concord Pl.		11166 Willow Dr		11 Club Dr.	
Culpeper, VA		Culpeper, VA		Culpeper, VA		Culpeper, VA		Beaeton, VA		Ruckersville, VA	
<b>Data on Subject</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>											
1 \$ Last Rent / Restricted?		\$1,749		\$1,744		\$1,974		\$1,850		\$1,648	
2 Date Surveyed		Jan-26		Jan-26		Jan-26		Feb-26		Feb-26	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		90%		99%		100%		100%		97%	
5 Effective Rent & Rent/ sq. ft		\$1,749	2.34	\$1,744	1.91	\$1,974	1.82	\$1,850	1.95	\$1,648	1.66
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6 Structure / Stories	EE/3	WU/2		WU/2,3		WU/2,3		WU/2,3		EE/3,4	
7 Yr. Built/Yr. Renovated	2028	2025 \$3		1989 \$39		1986 \$42		2002/2021 \$16		2022 \$6	
8 Condition/Street Appeal	E	G \$15		G \$15		G \$15		G \$15		E	
9 Neighborhood	G	E (\$10)		G		G		G		G	
10 Same Market?		Yes		Yes		Yes		No		No	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11 # Bedrooms	2	2		2		3 (\$50)		2		2	
12 # Baths	1.5	2.5 (\$30)		1 \$15		2 (\$15)		2 (\$15)		2 (\$15)	
13 Unit Interior Sq. Ft.	915	749 \$79		915		1082 (\$80)		950 (\$17)		993 (\$37)	
14 Patio/Balcony/Sunroom	N	Y (\$5)		N		Y (\$5)		N		Y (\$5)	
15 AC: Central/Wall	C	C		C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	Y/Y	N/Y \$5		Y/Y		N/Y \$5		Y/Y		Y/Y	
18 Washer/Dryer	HU/L	W/D (\$25)		W/D (\$25)		W/D (\$25)		W/D (\$25)		W/D (\$25)	
19 Floor Coverings	V	C/V		C/V		C/V		C/V		C/V	
20 Window Treatments	Y	Y		Y		Y		Y		Y	
21 Secured Entry	Y	N \$3		N \$3		N \$3		N \$3		Y	
22 Garbage Disposal	Y	Y		Y		Y		Y		Y	
23 Ceiling Fan/Storage	Y/N	N/N \$5		Y/N		Y/Y (\$5)		N/N \$5		Y/N	
<b>D Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24 Parking ( \$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		NONE \$10		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	N \$5		Y		Y		Y		Y	
26 Security Features	Y	N \$5		N \$5		N \$5		N \$5		N \$5	
27 Community Space	Y	N \$5		N \$5		N \$5		N \$5		Y	
28 Pool/Recreation Areas	F	N \$5		P/WT (\$8)		S \$2		P/F (\$10)		P/F/GR/MT (\$16)	
29 Business/Computer Center	N	N		N		N		N		Y (\$3)	
30 Grilling Area	Y	N \$3		N \$3		N \$3		N \$3		Y	
31 Playground	N	N		N		Y (\$3)		Y (\$3)		N	
32 Social Services	Y	N \$10		N \$10		N \$10		N \$10		N \$10	
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33 Heat (in rent?/ type)	N/E	N/G		N/E		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/G		N/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	N/N	N/N		N/N		N/N		N/N		N/N	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40 # Adjustments B to D		12	4	8	2	10	7	8	5	3	6
41 Sum Adjustments B to D		\$143	(\$70)	\$95	(\$33)	\$100	(\$183)	\$62	(\$70)	\$21	(\$101)
42 Sum Utility Adjustments											
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43 Net/ Gross Adjmts B to E		\$73	\$213	\$62	\$128	(\$83)	\$283	(\$8)	\$132	(\$80)	\$122
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44 Adjusted Rent (5+ 43)		\$1,822		\$1,806		\$1,891		\$1,842		\$1,568	
45 Adj Rent/Last rent			104%		104%		96%		100%		95%
46 Estimated Market Rent	\$1,780	\$1.95		← Estimated Market Rent/ Sq. Ft							

**Rent Comparability Grid**

Unit Type → **THREE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
1947 Lofts		Dominion Apts.		Southridge		Spark Culpeper		Aspen South		Knoll at Stone View	
114 East Williams Street		1104 Sunshine Dr		601 Southview Ct.		500 Concord Pl.		11166 Willow Dr		11 Club Dr.	
Culpeper, VA		Culpeper, VA		Culpeper, VA		Culpeper, VA		Beaeton, VA		Ruckersville, VA	
<b>Data on Subject</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>											
1 \$ Last Rent / Restricted?		\$1,945		\$1,894		\$1,974		\$1,850		\$2,325	
2 Date Surveyed		Jan-26		Jan-26		Jan-26		Feb-26		Feb-26	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		40%		100%		100%		100%		80%	
5 Effective Rent & Rent/ sq. ft		\$1,945	1.86	\$1,894	1.53	\$1,974	1.82	\$1,850	1.95	\$2,325	1.74
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6 Structure / Stories	EE/3	WU/2		WU/2,3		WU/2,3		WU/2,3		EE/3,4	
7 Yr. Built/Yr. Renovated	2028	2025	\$3	1989	\$39	1986	\$42	2002/2021	\$16	2022	\$6
8 Condition/Street Appeal	E	G	\$15	G	\$15	G	\$15	G	\$15	E	
9 Neighborhood	G	E	(\$10)	G		G		G		G	
10 Same Market?		Yes		Yes		Yes		No		No	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11 # Bedrooms	3	3		3		3		2	\$50	3	
12 # Baths	2	3.5	(\$45)	2		2		2		2	
13 Unit Interior Sq. Ft.	1195	1046	\$66	1236	(\$18)	1082	\$50	950	\$108	1339	(\$64)
14 Patio/Balcony/Sunroom	N	Y	(\$5)	N		Y	(\$5)	N		Y	(\$5)
15 AC: Central/Wall	C	C		C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	Y/Y	N/Y	\$5	Y/Y		N/Y	\$5	Y/Y		Y/Y	
18 Washer/Dryer	HU/L	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)
19 Floor Coverings	V	C/V		C/V		C/V		C/V		C/V	
20 Window Treatments	Y	Y		Y		Y		Y		Y	
21 Secured Entry	Y	N	\$3	N	\$3	N	\$3	N	\$3	Y	
22 Garbage Disposal	Y	Y		Y		Y		Y		Y	
23 Ceiling Fan/Storage	Y/N	N/N	\$5	Y/N		Y/Y	(\$5)	N/N	\$5	Y/N	
<b>D Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24 Parking ( \$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		NONE	\$10	LOT/\$0		LOT/\$0	
25 On-Site Management	Y	N	\$5	Y		Y		Y		Y	
26 Security Features	Y	N	\$5	N	\$5	N	\$5	N	\$5	N	\$5
27 Community Space	Y	N	\$5	N	\$5	N	\$5	N	\$5	Y	
28 Pool/Recreation Areas	F	N	\$5	P/WT	(\$8)	S	\$2	P/F	(\$10)	P/F/GR/MT	(\$16)
29 Business/Computer Center	N	N		N		N		N		Y	(\$3)
30 Grilling Area	Y	N	\$3	N	\$3	N	\$3	N	\$3	Y	
31 Playground	N	N		N		Y	(\$3)	Y	(\$3)	N	
32 Social Services	Y	N	\$10	N	\$10	N	\$10	N	\$10	N	\$10
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33 Heat (in rent?/ type)	N/E	N/G		N/E		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/G		N/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	N/N	N/N		N/N		N/N		N/N		N/N	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40 # Adjustments B to D		12	4	7	3	11	4	10	3	3	5
41 Sum Adjustments B to D		\$130	(\$85)	\$80	(\$51)	\$150	(\$38)	\$220	(\$38)	\$21	(\$113)
42 Sum Utility Adjustments											
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43 Net/ Gross Adjmts B to E		\$45	\$215	\$29	\$131	\$112	\$188	\$182	\$258	(\$92)	\$134
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44 Adjusted Rent (5+ 43)		\$1,990		\$1,923		\$2,086		\$2,032		\$2,233	
45 Adj Rent/Last rent			102%		102%		106%		110%		96%
46 Estimated Market Rent	\$1,975	\$1.65		← Estimated Market Rent/ Sq. Ft							

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

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

Bedroom Type	% AMHI	Proposed Collected LIHTC Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	30%/S811	\$500	\$1,580	68.4%
One-Br.	80%	\$1,340	\$1,580	15.2%
Two-Br.	30%/S811	\$590	\$1,780	66.9%
Two-Br.	30%	\$590	\$1,780	66.9%
Two-Br.	50%	\$1,110	\$1,780	37.6%
Two-Br.	80%	\$1,513	\$1,780	15.0%
Three-Br.	30%	\$675	\$1,975	65.8%
Three-Br.	50%	\$1,265	\$1,975	35.9%
Three-Br.	80%	\$1,675	\$1,975	15.2%

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

As detailed in the preceding table, the subject rents represent market rent advantages ranging from 15.0% to 68.4%, depending upon unit type and income level, including the 80% of AMHI rents. Thus, the subject rents, even those at the higher 80% AMHI levels, will represent good values within the Site PMA.

**B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)**

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
7. The subject project is expected to be completed in 2028. The selected properties were built between 1986 and 2025. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect their ages.
8. It is anticipated that the proposed subject project will have an excellent overall appearance and quality/condition upon completion. We have made adjustments for those properties that we consider having an inferior quality compared to the subject development.
9. The subject site location/neighborhood was assigned a rating of Good (G) by our analyst, similar to most of the market-rate properties selected for this analysis. One of the selected properties, however, is located in an area considered superior to the subject site neighborhood in terms of overall quality, composition, access/visibility, and/or proximity to area services. This property has been negatively adjusted by \$10 to reflect its slightly more desirable location.
10. Due to the limited supply of comparable modern market-rate product in the Site PMA, two of the selected properties are located just outside the Site PMA in Bealeton, Virginia and Ruckersville, Virginia. Considering the Culpeper market is socioeconomically similar to these markets, no out-of-market adjustments were made to these properties located just outside the Site PMA.
11. We have used the most comparable unit type at each of the selected properties compared to the units proposed at the subject project and in some cases adjustments have been made to account for the differences in number of bedrooms.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.

- 14.- 23. The proposed subject project will offer a unit amenity package slightly inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject project and, in some cases, for features the subject project does offer.
- 24.-32. The proposed project will offer a generally competitive project amenities package relative to those offered at the selected market-rate developments. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

## VII. Capture Rate Analysis

### A. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within the Culpeper County, Virginia HUD Metro FMR Area which has a median four-person household income of \$115,100 for 2025. The subject property will be restricted to households with incomes of up to 30%, 50% and 80% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI levels:

Household Size	Maximum Allowable Income		
	30%	50%	80%
One-Person	\$24,180	\$40,300	\$64,480
Two-Person	\$27,630	\$46,050	\$73,680
Three-Person	\$31,080	\$51,800	\$82,880
Four-Person	\$34,530	\$57,550	\$92,080
Five-Person	\$37,320	\$62,200	\$99,520

#### 1. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to generally house up to five-person households. As such, the maximum allowable income at the subject site is **\$99,520**.

#### 2. Minimum Income Requirements

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

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

The proposed LIHTC units will have a lowest gross rent of \$647 under the non-subsidized scenario. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,764. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$22,183** for the subject’s non-subsidized units.

**3. Income-Appropriate Range**

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

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/ S811 (Limited to 30% of AMHI)	\$0	\$37,320
Tax Credit Only (Limited to 30% of AMHI)	\$22,183	\$37,320
Tax Credit Only (Limited to 50% of AMHI)	\$44,297	\$62,200
Tax Credit Only (Limited to 80% of AMHI)	\$50,983	\$99,520
<b>Overall Tax Credit w/ S811</b>	<b>\$0</b>	<b>\$99,520</b>
<b>Overall Tax Credit Only</b>	<b>\$22,183</b>	<b>\$99,520</b>

S811 –Section 811 Subsidy

**B. CAPTURE RATE CALCULATIONS**

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

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

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

The subject project will continue to offer one- through three-bedroom units and target up to five-person households.

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

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 28.9% of renters within the market are considered to be rent-burdened.

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 8.4% of renter households within the market are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

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

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

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

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

### C. DEMAND/CAPTURE RATE CALCULATIONS

As discussed in *Section V*, we identified and surveyed six comparable LIHTC projects in the Site PMA which are considered competitive with the site based on targeted age and AMHI cohorts. Among these projects, there are no directly competitive (same bedroom type and targeted income level) vacant units.

However, there are 24 directly competitive non-subsidized general-occupancy Tax Credit units at a property that was placed in service in 2025, which have been considered in our analysis. Note that although this property is 100.0% occupied with a waiting list, we have conservatively included these units in the following demand estimates.

Project Name	Competitive Vacant/Planned Units		
	30% AMHI	50% AMHI	80% AMHI
<b>Planned or Under Construction</b>			
Lightfoot Apartments	-	24	-

The 24 directly competitive non-subsidized LIHTC units in the preceding table have been subtracted from the total demand in the following analysis to determine the net demand.

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

Demand Component	LIHTC w/Subsidy				
	30% AMHI / Subsidy (\$0-\$37,320)	30% AMHI (\$22,183-\$37,320)	50% AMHI (\$44,297-\$62,200)	80% AMHI (\$50,983 -\$99,520)	Overall* (\$0-\$99,520)
Demand from New Rental Households (Income-Appropriate)	1,274 - 1,334 = -60	380 - 405 = -25	673 - 701 = -28	1,301 - 1,322 = -21	2,953 - 3,055 = -102
+					
Demand from Existing Households (Rent Overburdened)	1,334 x 28.9% = 386	405 x 28.9% = 117	701 x 28.9% = 203	1,322 x 28.9% = 383	3,055 x 28.9% = 886
+					
Demand from Existing Households (Renters in Substandard Housing)	1,334 x 8.4% = 113	405 x 8.4% = 34	701 x 8.4% = 59	1,322 x 8.4% = 112	3,055 x 8.4% = 252
+					
Demand from Existing Households (Elderly Homeowner Conversion)	N/A				
=					
Total Demand	439	126	234	474	1,036
-					
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	24	0	24
=					
Net Demand	439	126	210	474	1,012
Proposed Units	7	5	9	21	42
Proposed Units / Net Demand	7 / 439	5 / 126	9 / 210	21 / 474	42 / 1,012
Capture Rate	= 1.6%	= 4.0%	= 4.3%	= 4.4%	= 4.2%
Total Absorption Period	1 Month	1 Month	2 Months	3 Months	3 Months

\*Accounts for gap in affordability levels  
N/A-Not Applicable

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

Demand Component	LIHTC Only			
	30% AMHI (\$22,183-\$37,320)	50% AMHI (\$44,297-\$62,200)	80% AMHI (\$50,983 -\$99,520)	Overall (\$22,183-\$99,520)*
Demand from New Rental Households (Income-Appropriate)	380 - 405 = -25	673 - 701 = -28	1,301 - 1,322 = -21	2,010 - 2,075 = -65
+				
Demand from Existing Households (Rent Overburdened)	405 x 28.9% = 117	701 x 28.9% = 203	1,322 x 28.9% = 383	2,075 x 28.9% = 600
+				
Demand from Existing Households (Renters in Substandard Housing)	405 x 8.4% = 34	701 x 8.4% = 59	1,322 x 8.4% = 112	2,075 x 8.4% = 174
+				
Demand from Existing Households (Elderly Homeowner Conversion)	N/A			
=				
Total Demand	126	234	474	709
-				
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	24	0	24
=				
Net Demand	126	210	474	685
Proposed Units	12	9	21	42
Proposed Units / Net Demand	12 / 126	9 / 210	21 / 474	42 / 685
Capture Rate	= 9.5%	= 4.3%	= 4.4%	= 6.1%
Total Absorption Period	2 Months	2 Months	3 Months	3 Months

\*Accounts for gap in affordability levels

N/A-Not Applicable

Overall, the capture rates by targeted income level range from 1.6% to 9.5%. The overall capture rates are 4.2% and 6.1%, depending upon scenario (subsidized vs. non-subsidized). These are all considered very low capture rates and demonstrate a sufficient base of potential income-qualified renter support within the market for each of the unit types proposed under either scenario evaluated.

#### Special Needs Capture Rate

Of the 42 total units at the subject project, seven will specifically target persons with developmental disabilities and/or serious mental illnesses. As illustrated in *Section IV*, a total of 2,014 persons within Culpeper County were classified as having a cognitive disability. These persons are expected to comprise the primary support cohort for the subject's special needs units. Given that income data was unavailable for this cohort, we have assume all cognitively disabled persons within Culpeper County will be eligible for residency at the subject project. Our demand estimates for these unit types are summarized as follows.

	Disabled Capture Rate
Designated Units	7
Eligible Persons	/ 2,014
Capture Rate	= 0.3%

Considering the nature of developmental disabilities and/or serious mental illnesses, as well as the limited housing options for such persons, capture rates up to and even beyond 100% are often considered achievable. Therefore, the capture rate of 0.3% is considered to be low and easily achievable

**D. PENETRATION RATE CALCULATIONS**

The 627 existing (includes properties unable to be surveyed) non-subsidized Tax Credit units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing, planned and proposed subject Tax Credit units is \$22,183 to \$99,520. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be an estimated 2,376 renter households with eligible incomes in 2028. The 669 existing, planned and proposed subject non-subsidized Tax Credit units represent a penetration rate of 28.2% of the 2,376 income-eligible renter households, which is summarized in the following table:

	Market Penetration
Number of LIHTC Units (Existing, Planned & Proposed Subject)	669
Income-Eligible Renter Households – 2028	/ 2,376
<b>Overall Market Penetration Rate</b>	<b>= 28.2%</b>

It is our opinion that the 28.2% penetration rate for the LIHTC units, existing, planned and proposed subject, is low and easily achievable. This is especially true, given that there is only one vacant unit among the non-subsidized Tax Credit properties in the market.

**E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS**

Despite numerous attempts, representatives with Encompass (Community Supports) were unable/unwilling to comment regarding information on the Housing Choice Voucher (HCV) program at the time this report was issued.

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

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$1,170	\$647 (30%) \$1,487 (80%)
Two-Bedroom	\$1,423	\$772 (30%) \$1,292 (50%) \$1,695 (80%)
Three-Bedroom	\$1,978	\$895 (30%) \$1,485 (50%) \$1,895 (80%)

As the preceding table illustrates, the proposed LIHTC gross rents at 30% and 50% of AMHI are below the local payment standards. As such, the subject project will be able to rely on support from Housing Choice Voucher holders in these units. This will increase the demographic base of potential support for the proposed development and has been considered in our absorption projections.

#### F. **ABSORPTION PROJECTIONS**

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with the lease-up trends of other projects with similar characteristics in the Site PMA and other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the 42 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 95.0% in approximately three months of opening, with or without the proposed subsidy. This absorption period is based on an average monthly absorption rate of 13 to 14 units per month.

The preceding absorption projections also the subject property will operate with a project-based subsidy available to some of the 42 units proposed. In the event the project-based subsidy is not secured, however, it is anticipated that the property would experience a similar absorption to that discussed/provided above. This is due to the fact that the proposed subsidized units would still operate at a very low 30% AMHI set aside, even in the non-subsidized scenario. Thus, these units would effectively operate very similar to subsidized product even in the non-subsidized scenario.

These absorption projections assume a 2028 opening date. A different opening date may have a slowing or hastening impact on the subject's initial absorption potential. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, unit design, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that voucher support has also been considered in determining these absorption

projections and that these absorption projections may vary depending upon the amount of voucher support the subject development receives.

## VIII. Local Perspective (Interviews)

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

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

- Louis Pancotti, Town Planner of Culpeper, stated there is a need for additional affordable housing in the area. Pancotti stated he does believe there is a good mix of apartments, townhomes, and single-family homes within their housing stock, however, additional affordable housing is always needed.
- Ashley Armstrong is the Property Manager at Arbors at Culpeper, a Tax Credit rental community restricted to seniors in the Site PMA. Armstrong confirmed the need for more affordable housing in the area, adding that this property is 100.0% occupied and maintains an extensive waiting list. Armstrong stated that area residents are often on fixed incomes and therefore have come to rely on affordable housing.
- Courtney Hendricks is the Property Manager of Belle Court Apartments, a comparable Tax Credit and government-subsidized apartment community in the Site PMA. Hendricks confirmed the need for more affordable housing in the area, adding that this property is 100% occupied and maintains a waiting list. Hendricks stated that affordable properties in the area rarely have units become available.

## IX. Analysis & Conclusions

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

The subject property will offer one-, two- and three-bedroom garden-style units with first floor units, allowing the subject project to attract both families and seniors in the market.

The six comparable LIHTC projects have a combined occupancy rate of 99.8% (reflective of just one vacant unit), and all six properties maintain a waiting list for their next available units. Thus, there appears to be pent-up demand in the market. The development of the subject project will alleviate a portion of this high demand.

The proposed non-subsidized gross rents at the subject site will be competitive with the gross LIHTC rents being achieved at the comparable LIHTC properties in the market. In addition, given the strong occupancy levels maintained at the comparable developments, these properties can likely achieve higher rents without adversely impacting their occupancy levels. In terms of overall design, the subject project is expected to be very competitive, as the subject project will offer some of the largest unit sizes (square feet) and a competitive number of bathrooms among the comparable LIHTC properties, as well as a competitive amenities package.

The subject rents represent market rent advantages ranging from 15.0% to 68.4%, depending upon unit type and income level. Thus, the subject rents, even those at the higher 80% AMHI levels, will represent good values within the Site PMA.

In addition to being competitively positioned, the subject project will also be well supported demographically, as 2,953 income-qualified renter households are estimated to exist in the market in 2028. This deep base of demographic support is further evident by the subject's capture rate of 4.2%, which is considered achievable and indicative of a significant base of potential support for the subject project.

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

X.

## SITE PHOTOGRAPHS

1947 Lofts



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest

1947 Lofts



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site

1947 Lofts



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: North view of North Main Street



Streetscape: South view of North Main Street

1947 Lofts



Streetscape: East view of East Williams Street



Streetscape: West view of East Williams Street



Streetscape: North view of North East Street



Streetscape: South view of North East Street

XI.

COMPARABLE  
PROPERTY PROFILES

**1 Ann Wingfield Commons** 0.3 miles to site



Address: 201 N. East St., Culpeper, VA 22701  
 Phone: (540) 717-9142 Contact: Amanda  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 44 Year Built: 2003  
 Vacant Units: 0 \*AR Year:  
 Occupancy: 100.0% Yr Renovated:  
 Turnover: Stories: 2.5 (w/Elev)  
 Waitlist: 25 HH  
 Rent Special: None

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

Notes: Tax Credit



**Features And Utilities**

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

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Controlled Access; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Elevator; Laundry Room; On-Site Management

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	625	\$0.82	\$510	40%
1	1	G	1	0	625	\$1.14	\$710	50%
2	1.5	G	13	0	975	\$0.71	\$695	40%
2	1.5	G	17	0	975	\$0.92	\$895	50%
3	1.5	G	12	0	1,250	\$0.72	\$900	50%

\*Adaptive Reuse

\*DTS is based on drive time

**3 Belle Courts Apts.** 1.1 miles to site



Address: 704 Belle Ct., Culpeper, VA 22701  
 Phone: (540) 893-1020 Contact: Courtney  
 Property Type: Tax Credit, Government Subsidized  
 Target Population: Family  
 Total Units: 154 Year Built: 1973 Ratings  
 Vacant Units: 0 \*AR Year: Quality: B-  
 Occupancy: 100.0% Yr Renovated: 2003 Neighborhood: B  
 Turnover: Stories: 3 Access/Visibility: B/B  
 Waitlist: 36-72 mos  
 Rent Special: None

Notes: Tax Credit (32 units); HUD Section 8 & Tax Credit (122 units)

**Features And Utilities**

Utility Schedule Provided by: Virginia Housing

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

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops

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

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	22	0	731	Subsidized	Subsidized	Subsidized
1	1	G	3	0	731	\$1.42	\$1,038	50%
2	1	G	73	0	832	Subsidized	Subsidized	Subsidized
2	1	G	15	0	832	\$1.49	\$1,237	50%
3	1	G	27	0	971	Subsidized	Subsidized	Subsidized
3	1	G	14	0	971	\$1.48	\$1,436	50%

\*Adaptive Reuse

\*DTS is based on drive time

**4** Culpeper Commons I & II 1.2 miles to site



Address: 1301 Spring Meadow Ln., Culpeper, VA 22701  
 Phone: (866) 964-1690 Contact: Carolyn (By Phone)  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 142 Year Built: 1997  
 Vacant Units: 0 \*AR Year:  
 Occupancy: 100.0% Yr Renovated:  
 Turnover: Stories: 2,3  
 Waitlist: 6 HH  
 Rent Special: None

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

Notes: Tax Credit



**Features And Utilities**

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1.5	G	78	0	872	\$1.40	\$1,222	50%
2	2	G	32	0	895	\$1.37	\$1,222	50%
3	2	G	32	0	1,101	\$1.28	\$1,406	50%

\*Adaptive Reuse

\*DTS is based on drive time

**6** Dominion Apts. 1.1 miles to site



Address: 1104 Sunshine Dr, Culpeper, VA 22701  
 Phone: (540) 640-6044 Contact: Melissa Gee (In Person)  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 88 Year Built: 2025 Ratings  
 Vacant Units: 16 \*AR Year: Quality: B+  
 Occupancy: 81.8% Yr Renovated: Neighborhood: A-  
 Turnover: Stories: 2 Access/Visibility: A/A  
 Waitlist: None  
 Rent Special: None

Notes: Opened 1/2025, still in lease-up



**Features And Utilities**

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

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

Property Amenities:

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	26	5	544	\$2.39	\$1,300	Market
2	2.5	G	52	5	749	\$2.34	\$1,749	Market
3	3.5	G	10	6	1,046	\$1.86	\$1,945	Market

\*Adaptive Reuse

\*DTS is based on drive time

**7 Greens at Northridge** 2.1 miles to site



Address: 1050 Claire Taylor Ct., Culpeper, VA 22701  
 Phone: (540) 600-4639 Contact: Bell (By Phone)  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 108 Year Built: 2005  
 Vacant Units: 1 \*AR Year:  
 Occupancy: 99.1% Yr Renovated:  
 Turnover: Stories: 3  
 Waitlist: 2 HH  
 Rent Special: None

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

Notes: Tax Credit



**Features And Utilities**

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	12	1	680	\$1.83	\$1,242	60%
2	2	G	72	0	1,050	\$1.42	\$1,492	60%
3	2	G	24	0	1,280	\$1.35	\$1,730	60%

\*Adaptive Reuse

\*DTS is based on drive time

**8** Lightfoot Apts. 1.1 miles to site



Address: 1595 Lightfoot St, Culpeper, VA 22701  
 Phone: Contact: Dee  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 60  
 Vacant Units: 0  
 Occupancy: 100.0%  
 Turnover:  
 Waitlist: 180 HH  
 Rent Special: None

Year Built: 2026  
 \*AR Year:  
 Yr Renovated:  
 Stories: 3

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

Notes: Tax Credit; Preleasing & opened 12/2025, stabilized occupancy 1/2026

**Features And Utilities**

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Playground)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	672	\$1.04	\$699	40%
1	1	G	4	0	672	\$1.36	\$915	50%
1	1	G	5	0	672	\$1.40	\$944	60%
2	2	G	2	0	894	\$0.93	\$830	40%
2	2	G	15	0	894	\$1.22	\$1,089	50%
2	2	G	19	0	894	\$1.37	\$1,225	60%
3	2	G	1	0	1,179	\$0.80	\$945	40%
3	2	G	5	0	1,179	\$1.06	\$1,244	50%
3	2	G	6	0	1,179	\$1.31	\$1,544	60%

\*Adaptive Reuse

\*DTS is based on drive time

**10** Parkside Apts. 0.6 miles to site



Address: 250 Gardner St, Culpeper, VA 22701  
 Phone: (540) 680-9803      Contact: Amanda (By Phone)  
 Property Type: Tax Credit, Government Subsidized  
 Target Population: Family  
 Total Units: 37      Year Built: 2025  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 2  
 Waitlist: 300 HH  
 Rent Special: None

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

Notes: Tax Credit (31 units); HUD Section 8 & Tax Credit (6 units)



**Features And Utilities**

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

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

Property Amenities: On-Site Management; WiFi

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	600	Subsidized	Subsidized	Subsidized
1	1	G	1	0	600	\$1.13	\$680	50%
1	1	G	3	0	600	\$1.18	\$710	60%
2	1.5	G	3	0	720	Subsidized	Subsidized	Subsidized
2	1.5	G	10	0	720	\$1.13	\$813	50%
2	1.5	G	10	0	720	\$1.20	\$863	60%
3	2	G	2	0	890	\$1.03	\$916	50%
3	2	G	5	0	890	\$1.09	\$966	60%

\*Adaptive Reuse

\*DTS is based on drive time

**11 Southridge** 2.3 miles to site



Address: 601 Southview Ct., Culpeper, VA 22701  
 Phone: (540) 825-5393      Contact: Elizabeth (By Phone)  
 Property Type: Market Rate  
 Target Population: Family, Senior 55+  
 Total Units: 142      Year Built: 1989  
 Vacant Units: 2      \*AR Year:  
 Occupancy: 98.6%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist: None  
 Rent Special: None

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

Notes:



**Features And Utilities**

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

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

Property Amenities: Laundry Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Walking Path, Outdoor Swimming Pool)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	20	1	571 - 856	\$2.61 - \$1.74	\$1,534	Market
2	1 - 2	G	112	1	915 - 1,027	\$1.86 - \$1.80	\$1,744 - \$1,894	Market
3	2 - 3	G	10	0	1,236 - 1,625	\$1.50 - \$1.23	\$1,894 - \$2,044	Market

\*Adaptive Reuse

\*DTS is based on drive time

**12 Spark Culpeper** 2.9 miles to site



Address: 500 Concord Pl., Culpeper, VA 22701  
 Phone: (833) 203-1849      Contact: Shannon (By Phone)  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 210      Year Built: 1986  
 Vacant Units: 1      \*AR Year:  
 Occupancy: 99.5%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist: None  
 Rent Special: None

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

Notes: 3-br rent range due to ground floor units



**Features And Utilities**

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

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

Property Amenities: On-Site Management; Dog Park/Pet Care; Recreation Areas (Basketball, Playground); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	45	0	476 - 507	\$3.12 - \$2.93	\$1,539	Market
2	1.5 - 2	T	45	1	1,140 - 1,216	\$1.71 - \$1.60	\$2,004	Market
3	2	G	120	0	1,082 - 1,100	\$1.77 - \$1.76	\$1,974 - \$1,994	Market

\*Adaptive Reuse

\*DTS is based on drive time

**901 Aspen South** 17.4 miles to site



Address: 11166 Willow Dr, Bealeton, VA 22712  
 Phone: (540) 439-6768      Contact: Stephan  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 100      Year Built: 2002  
 Vacant Units: 2      \*AR Year:  
 Occupancy: 98.0%      Yr Renovated: 2021  
 Turnover:      Stories: 2,3  
 Waitlist: None  
 Rent Special: None

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

Notes:



**Features And Utilities**

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

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

Property Amenities: On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	40	2	783	\$2.11	\$1,650	Market
2	2	G	60	0	950	\$1.95	\$1,850	Market

\*Adaptive Reuse

\*DTS is based on drive time

**902 Knoll at Stone View** 29.2 miles to site



Address: 11 Club Dr., Ruckersville, VA 22968  
 Phone: (434) 294-6582      Contact: Crystal (By Phone)  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 200      Year Built: 2022  
 Vacant Units: 10      \*AR Year:  
 Occupancy: 95.0%      Yr Renovated:  
 Turnover:      Stories: 3,4 (w/Elev)  
 Waitlist: None  
 Rent Special: None

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

Notes:

**Features And Utilities**

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Game Room-Billiards, Media Room / Theater, Outdoor Swimming Pool); WiFi

Parking Type: Surface Lot

**Unit Configuration**

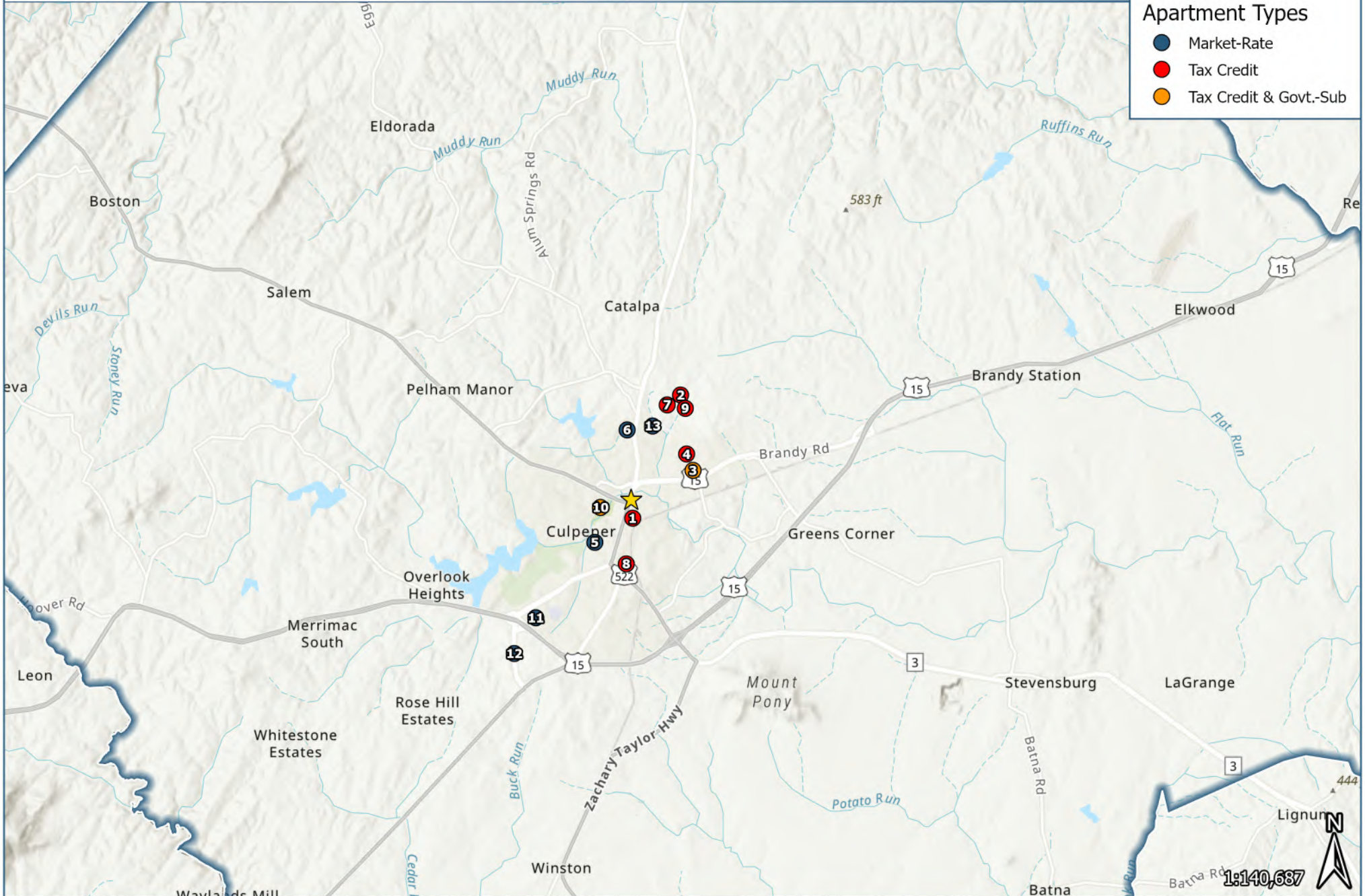
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1 - 1.5	G	60	2	792 - 1,143	\$1.99 - \$1.65	\$1,580 - \$1,891	Market
2	2	G	120	4	993 - 1,440	\$1.66 - \$1.56	\$1,648 - \$2,242	Market
3	2	G	20	4	1,339 - 1,511	\$1.74 - \$1.63	\$2,325 - \$2,465	Market

\*Adaptive Reuse      \*DTS is based on drive time

## XII.

# FIELD SURVEY OF CONVENTIONAL RENTALS

- ★ Site
- PMA
- Apartment Types**
  - Market-Rate
  - Tax Credit
  - Tax Credit & Govt.-Sub




Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community, Esri, CGIAR, USGS  
Additional Source(s): Bowen National Research

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	Ann Wingfield Commons	TAX	B	2003	44	0	100.0%	0.3
◆ 2	Arbors at Culpeper	TAX	B+	2018	132	0	100.0%	2.5
✓ 3	Belle Courts Apts.	TGS	B-	1973	154	0	100.0%	1.1
✓ 4	Culpeper Commons I & II	TAX	B+	1997	142	0	100.0%	1.2
5	Culpeper Lofts	MRR	B+	1946	22	1	95.5%	1.0
✓ 6	Dominion Apts.	MRR	B+	2025	88	16	81.8%	1.1
✓ 7	Greens at Northridge	TAX	A	2005	108	1	99.1%	2.1
✓ 8	Lightfoot Apts.	TAX	B+	2026	60	0	100.0%	1.1
◆ 9	Meadows at Northridge	TAX	A	2006	50	0	100.0%	2.1
✓ 10	Parkside Apts.	TGS	B+	2025	37	0	100.0%	0.6
✓ 11	Southridge	MRR	B	1989	142	2	98.6%	2.3
✓ 12	Spark Culpeper	MRR	B	1986	210	1	99.5%	2.9
13	Woodscape Apts.	MRR	B	1989	90	12	86.7%	1.3
✓ 901	Aspen South	MRR	B	2002	100	2	98.0%	17.4
✓ 902	Knoll at Stone View	MRR	A-	2022	200	10	95.0%	29.2


\*Drive distance in miles

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




<b>1</b>	<b>Ann Wingfield Commons</b> 201 N. East St., Culpeper, VA 22701	Contact: Amanda Phone: (540) 717-9142
		Total Units: 44    UC: 0    Occupancy: 100.0%    Stories: 2.5    w/Elevator    Year Built: 2003 BR: 1, 2, 3    Vacant Units: 0    Waitlist: 25 HH    AR Year: Target Population: Family    Yr Renovated: Rent Special: None Notes: Tax Credit





<b>2</b>	<b>Arbors at Culpeper</b> 15255 Ira Hoffman Ln, Culpeper, VA 22701	Contact: Ashley Phone: (540) 445-5597
		Total Units: 132    UC: 0    Occupancy: 100.0%    Stories: 3    Year Built: 2018 BR: 1, 2    Vacant Units: 0    Waitlist: 12-24 mos    AR Year: Target Population: Senior 55+    Yr Renovated: Rent Special: None Notes: Tax Credit



<b>3</b>	<b>Belle Courts Apts.</b> 704 Belle Ct., Culpeper, VA 22701	Contact: Courtney Phone: (540) 893-1020
		Total Units: 154    UC: 0    Occupancy: 100.0%    Stories: 3    Year Built: 1973 BR: 1, 2, 3    Vacant Units: 0    Waitlist: 36-72 mos    AR Year: Target Population: Family    Yr Renovated: 2003 Rent Special: None Notes: Tax Credit (32 units); HUD Section 8 & Tax Credit (122 units)




<b>4</b>	<b>Culpeper Commons I &amp; II</b> 1301 Spring Meadow Ln., Culpeper, VA 22701	Contact: Carolyn Phone: (866) 964-1690
		Total Units: 142    UC: 0    Occupancy: 100.0%    Stories: 2,3    Year Built: 1997 BR: 2, 3    Vacant Units: 0    Waitlist: 6 HH    AR Year: Target Population: Family    Yr Renovated: Rent Special: None Notes: Tax Credit


<b>5</b>	<b>Culpeper Lofts</b> 410 Spring St, Culpeper, VA 22701	Contact: Chris Phone: (540) 445-0708
		Total Units: 22    UC: 0    Occupancy: 95.5%    Stories: 1,2    Year Built: 1946 BR: 0, 1    Vacant Units: 1    Waitlist: None    AR Year: Target Population: Family    Yr Renovated: 2019 Rent Special: None Notes:

<ul style="list-style-type: none"> <li> Comparable Property</li> <li> Senior Restricted</li> <li> (MRR) Market-Rate</li> <li> (MRT) Market-Rate &amp; Tax Credit</li> <li> (MRG) Market-Rate &amp; Government-Subsidized</li> <li> (MIN) Market-Rate &amp; Income-Restricted (not LIHTC)</li> </ul>	<ul style="list-style-type: none"> <li> (MIG) Market-Rate, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li> (TAX) Tax Credit</li> <li> (TGS) Tax Credit &amp; Government-Subsidized</li> <li> (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)</li> <li> (TIN) Tax Credit &amp; Income-Restricted (not LIHTC)</li> <li> (TMG) Tax Credit, Market-Rate &amp; Government-Subsidized</li> </ul>	<ul style="list-style-type: none"> <li> (TIG) Tax Credit, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li> (INR) Income-Restricted (not LIHTC)</li> <li> (ING) Income-Restricted (not LIHTC) &amp; Government-Subsidized</li> <li> (GSS) Government-Subsidized</li> <li> (ALL) Tax Credit, Market-Rate, Govt-Subsidized &amp; Income-Restricted</li> </ul>
---	---	---




<b>6</b>	<b>Dominion Apts.</b> 1104 Sunshine Dr, Culpeper, VA 22701		Contact: Melissa Gee Phone: (540) 640-6044	
		Total Units: 88 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Opened 1/2025, still in lease-up	Occupancy: 81.8% Vacant Units: 16	Stories: 2 Waitlist: None




<b>7</b>	<b>Greens at Northridge</b> 1050 Claire Taylor Ct., Culpeper, VA 22701		Contact: Bell Phone: (540) 600-4639	
		Total Units: 108 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 99.1% Vacant Units: 1	Stories: 3 Waitlist: 2 HH




<b>8</b>	<b>Lightfoot Apts.</b> 1595 Lightfoot St, Culpeper, VA 22701		Contact: Dee Phone:	
		Total Units: 60 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit; Preleasing & opened 12/2025, stabilized occupancy 1/2026	Occupancy: 100.0% Vacant Units: 0	Stories: 3 Waitlist: 180 HH




<b>9</b>	<b>Meadows at Northridge</b> 1050 Claire Taylor Ct., Culpeper, VA 22701		Contact: Bell Phone: (540) 600-4639	
		Total Units: 50 UC: 0 BR: 1, 2 Target Population: Senior 55+ Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 1,2 Waitlist: None




<b>10</b>	<b>Parkside Apts.</b> 250 Gardner St, Culpeper, VA 22701		Contact: Amanda Phone: (540) 680-9803	
		Total Units: 37 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit (31 units); HUD Section 8 & Tax Credit (6 units)	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 300 HH


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




11	<b>Southridge</b> 601 Southview Ct., Culpeper, VA 22701		Contact: Elizabeth Phone: (540) 825-5393	
		Total Units: 142 UC: 0 BR: 1, 2, 3 Target Population: Family, Senior 55+ Rent Special: None Notes:	Occupancy: 98.6% Vacant Units: 2	Stories: 2,3 Waitlist: None




12	<b>Spark Culpeper</b> 500 Concord Pl., Culpeper, VA 22701		Contact: Shannon Phone: (833) 203-1849	
		Total Units: 210 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: 3-br rent range due to ground floor units	Occupancy: 99.5% Vacant Units: 1	Stories: 2,3 Waitlist: None

13	<b>Woodscape Apts.</b> 190 Duke St., Culpeper, VA 22701		Contact: Melissa Phone: (540) 825-2931	
		Total Units: 90 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes:	Occupancy: 86.7% Vacant Units: 12	Stories: 3 Waitlist: None



901	<b>Aspen South</b> 11166 Willow Dr, Bealeton, VA 22712		Contact: Stephan Phone: (540) 439-6768	
		Total Units: 100 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes:	Occupancy: 98.0% Vacant Units: 2	Stories: 2,3 Waitlist: None



902	<b>Knoll at Stone View</b> 11 Club Dr., Ruckersville, VA 22968		Contact: Crystal Phone: (434) 294-6582	
		Total Units: 200 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes:	Occupancy: 95.0% Vacant Units: 10	Stories: 3,4 Waitlist: None

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

Source: Virginia Housing  
Effective: 07/2025

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	11	14	18	22	28	32	11	14	18	22	28	32
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	49	68	88	107	137	156	49	68	88	107	137	156
	Electric	26	36	46	57	72	82	26	36	46	57	72	82
	Heat Pump	0	0	0	0	0	0	0	0	0	0	0	0
	Oil	46	64	82	101	128	146	46	64	82	101	128	146
Cooking	Natural Gas	2	2	3	3	4	5	2	2	3	3	4	5
	Bottled Gas	9	12	15	19	24	27	9	12	15	19	24	27
	Electric	4	5	6	8	10	11	4	5	6	8	10	11
Other Electric		14	20	25	31	39	45	14	20	25	31	39	45
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
Air Conditioning		7	11	14	16	21	23	7	11	14	16	21	23
Water Heating	Natural Gas	4	6	7	9	11	13	4	6	7	9	11	13
	Bottled Gas	20	28	36	44	56	64	20	28	36	44	56	64
	Electric	13	18	23	28	35	40	13	18	23	28	35	40
	Oil	19	26	33	41	52	59	19	26	33	41	52	59
Water		20	27	35	43	55	62	20	27	35	43	55	62
Sewer		23	32	41	51	64	74	23	32	41	51	64	74
Trash Collection		15	15	15	15	15	15	15	15	15	15	15	15
Internet*													
Cable*													
Alarm Monitoring*													

\* Estimated- not from source

## **XIII. Qualifications**

### **The Company**

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

### **Company Leadership**

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

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

### **Market Analysts**

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

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

**Jeff Peters**, Market Analyst, has completed over 1,000 site-specific market feasibility studies in a variety of rural and urban market areas throughout the country since 2014. He has provided specialized analysis specific to tribal reservations and senior living, evaluated the impacts of various market conditions and trends, and conducted on-site inspections and analysis for rental and for-sale housing. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

**Caleb Arteaga**, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Arteaga holds a Bachelor of Science in Business Administration with a specialization in Real Estate from The Ohio State University.

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

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

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

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

**Dane Reichard**, Market Analyst, has experience in analysis of a variety of rental housing types. He has the ability to analyze market and economic trends and conditions in all sizes of markets throughout the country. Mr. Reichard holds a Bachelor Degree in General Business from Bowling Green State University.

**Derick Steiner**, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Steiner has an Associate of Arts in Communications from Columbus State Community College.

### **Research Staff**

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

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

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

## Addendum A – Member Certification & Checklist

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

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



Patrick M. Bowen

President

[patrickb@bowennational.com](mailto:patrickb@bowennational.com)

Date: February 10, 2026



Jeff Peters (Primary Contact)

Market Analyst

[jeffp@bowennational.com](mailto:jeffp@bowennational.com)

Date: February 10, 2026

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

## ADDENDUM-MARKET STUDY INDEX

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

**CHECKLIST (Continued)**

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

**CHECKLIST (Continued)**

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