



## APPRAISAL & CONSULTATION

A Market Study Report Of:

Gosnold Apartments, Phase II  
2425 Gosnold Avenue  
Norfolk, VA 23517



Prepared For: Support Works Housing  
1900 Cool Lane, Suite B  
Richmond, Virginia 23223

Authorized User:  
Virginia Housing  
601 S. Belvidere Street  
Richmond, Virginia 23220

Date of Report: March 11, 2026  
Date of Observation: February 18, 2026  
EAJoseph File No. C2602011

March 11, 2026

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To Whom It May Concern:

At your request, we have completed the attached Market Analysis of family occupancy rental housing in the subject's Primary Market Area (PMA), as detailed herein. EAJoseph Appraisal & Consultation was engaged to conduct an analysis of the apartment rental housing market, particularly as it relates to Low Income Housing Tax Credit (LIHTC) apartments, in the subject's Primary Market Area (PMA) as defined herein.

The proposed project involves the renovation of Gosnold Apartments at 2425 Gosnold Avenue in Norfolk, Virginia. Built in 2006, the project currently offers 60 units (plus 1 non-economic night manager unit) that operate under the HUD Section 8 program. A total of 44 units will be renovated as part of this proposed project. The subsidy allows tenants to pay up to 30% of their adjusted gross household incomes towards shelter costs (rent and utilities). The project will be renovated along with a 36-unit new construction component utilizing funding from the Low-Income Housing Tax Credit program, which will involve the extensive rehabilitation of the existing units and the community spaces. Once renovations and construction are completed, the project will offer 80 units targeting homeless households with incomes of up to 40%, 50% and 60% of Area Median Household Income (AMHI). All of the units will operate under the HUD Section 8 program.

This study focuses on apartment housing in the Primary Market Area (PMA) surrounding the subject as detailed herein. The purpose of this market study is to;

- Analyze property productivity
- Delineate the market of property users
- Forecast demand
- Measure competitive supply
- Analyze market equilibrium/ disequilibrium
- Forecast subject capture

The entire PMA has been examined about economic factors, population projections, and the existing multi-family housing market. Emphasized examination was given to the subjects' macro-Primary Market Area (PMA) and sub-markets relevant to this property have also been examined. This is also the date of observation of the subject site and the surrounding market environs.

It has been a pleasure to assist you in this assignment. If you have any questions concerning the report, or if we can be of further assistance, please let us know how we may further serve you.

Respectfully submitted,

**EJoseph Appraisal & Consultation**



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**Eugene A. Joseph, Jr.**, MAI, SRA, AI-GRS  
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## Table of Contents

|   |           |
|---|-----------|
| <b>Summary of Conclusions and Recommendations.....</b>  | <b>1</b>  |
| SWOT Analysis .....   | 3         |
| Purpose of the Market Study .....   | 5         |
| <b>A. Executive Summary .....</b>   | <b>6</b>  |
| 1. A Concise Description Of The Site And The Immediate Surrounding Area. ....                   | 6         |
| 2. A Brief Summary Of The Project Including The Proposed Population To Be Served.....           | 6         |
| 3. Summary Of Economic Conditions .....   | 7         |
| 4. Brief Description and Support of the Defined Primary Market Area; .....                      | 7         |
| 5. Summary of Key Demographic Data.....   | 7         |
| 6. Summary of Competitive Market Conditions .....   | 8         |
| 7. Summary Of Demand For The Proposed Development.....  | 8         |
| 8. A Summary Of Positive And Negative Attributes .....  | 9         |
| 9. Precise Statement Of Key Conclusions Reached By The Analyst. ....                            | 10        |
| 10. Recommendations And/ Or Suggest Modifications To The Proposed Project Is Appropriate. ...   | 10        |
| 11. Absorption Rate .....   | 10        |
| <b>B. Introduction and Scope of Work.....</b>   | <b>12</b> |
| <b>C. Project Description .....</b>   | <b>14</b> |
| 1. Unit tabulations (Existing/ Proposed).....   | 14        |
| 2. The Communities Target Market and any Tenancy Restrictions.....                              | 14        |
| 3. Utility.....   | 16        |
| 4. Description of development.....  | 16        |
| 5. For Rehabilitation Projects.....   | 16        |
| 6. Include The Status Or Date Of Architectural Plans .....                                      | 17        |
| 7. Relevant dates: .....  | 19        |
| 8. Description Of Supportive Services Provided For Residences, If Provided. ....                | 19        |
| Improvement Analysis and Conclusions.....   | 20        |
| <b>D. Location.....</b>   | <b>23</b> |
| 1. Subject Site Photographs and Environs .....  | 23        |
| Immediate Market Environs .....   | 26        |
| 2. Identify Land Uses Directly Surrounding The Subject Site .....                               | 27        |
| 3. Map of Subject Site.....   | 29        |
| 4. Ingress/ Egress .....  | 29        |
| 5. Describe and evaluate the visibility of the subject site .....                               | 30        |
| 6. Provide Analysis of Neighborhood Amenities;.....   | 30        |
| 7. Comment Of Availability Of Public Transportation. ....                                       | 32        |
| 8. Crime .....  | 33        |
| 9. Provide Conclusion Concerning The Suitability Of The Proposed Site For The Proposed Use. ... | 33        |
| Location Analysis .....   | 33        |

|  |           |
|--|-----------|
| <b>E. Market Area Definition.....</b>  | <b>35</b> |
| 1. Define the Primary Market Area .....  | 35        |
| 2. A map outlining the subjects Primary Market Area (PMA) is as follows; .....         | 37        |
| <b>F. Employment and Economy .....</b>   | <b>38</b> |
| 1 & 2 Employment by Industry .....   | 38        |
| 3. Historical Unemployment Rate .....  | 39        |
| 4. Area Major Employers .....  | 40        |
| 5. Comment of Recent Or Planned Major Employment Expansions. ....                      | 40        |
| 6. In relevant Markets, Comment of Availability of Affordable Housing .....            | 42        |
| 7. Typical wages by occupation .....   | 42        |
| 8. Commuting Patterns .....  | 42        |
| 9. Conclusions .....   | 44        |
| <b>G. Demographic Characteristics .....</b>  | <b>45</b> |
| Population And Household Estimates And Projections .....                               | 45        |
| Distribution of Income .....   | 47        |
| Affordability Index .....  | 49        |
| <b>H. Competitive Environment.....</b>   | <b>52</b> |
| Comparable Property Profiles .....   | 52        |
| Existing Stock of Competitive Properties.....  | 52        |
| Analysis of competitive supply and rating of the subject against the competition ..... | 53        |
| Conformity.....  | 73        |
| <b>I. FUNDAMENTAL MARKET ANALYSIS (FMA) &amp; CONCLUSIONS.....</b>                     | <b>78</b> |
| Market Equilibrium .....   | 78        |
| Residual Demand Concepts.....  | 78        |
| Observations on Equilibrium Analysis .....   | 78        |
| Capture/ Penetration Rates .....   | 78        |
| Interpretation and Conclusions of Blended Capture Rate .....                           | 85        |
| Evaluation of Proposed Rents .....   | 86        |
| Absorption.....  | 87        |
| Conclusions.....   | 89        |
| VH Net Demand Table.....   | 90        |
| Market Analysis Statement of Experience .....  | 91        |
| <b>J. Other Requirements .....</b>   | <b>92</b> |
| Analyst Statement:.....  | 92        |
| Certification .....  | 93        |
| Sequence of Addenda Materials .....  | 95        |

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## SUMMARY OF CONCLUSIONS AND RECOMMENDATIONS

The subject is well positioned in the market to capture significant tenancy. The housing serves to satisfy the ever-present and growing need for affordable rental housing. The rental rates for the subject are consistent with the rental rates demonstrated in the PMA.

- The residual demand is positive throughout our mid-range forecast period. The residential demand is 5,717 dwelling units at the blended 40%, 50% and 60% level.
- VH requires the analyst to consider the impact, if any, on the analysis for proposed communities in which 20% or more of the units contain at least 3 bedrooms. The subject does not meet this threshold.
- The subject's capture rate is calculated as the percentage of residential demand the subject would have to capture to achieve stabilization. The total number of units for the subject is segmented by the percentage of units captured in the subject's PMA and a typical vacancy allowance. The adjusted total number of units is 68 units. The subject's overall blended capture rate is 1.20% which indicates a strong demand for affordable house.
- The subject is expected to be absorbed into the market at a pace of 8 dwelling units per month. Financing is currently available at attractive terms, and the feasibility rent is sufficient to cover costs of construction and return a reasonable yield to the investor. This combined with the low capture rate indicates a strong demand for the subject's product type.
- The site is attractive and well located in regard to its access and proximity to employment, community services, shopping, medical, and transportation routes which provide extended access to all points throughout the MSA.
- The location, rents, and amenity package will appeal to the low to moderate income families and professionals.
- The bedroom mix of units, the household size distribution, the capabilities, and the unit vacancy levels indicate that the subject's bedroom mix is appropriate in this market at the rent levels. Market rents are sufficient to support new construction, and a positive residual demand indicates new construction in this market is likely.
- Project features are adequate in this portion of the city. The inventory is mixed ranging from older 30+ year inventory to newer inventory. The subject's amenity package and features are generally commensurate with other similar class properties in the subject's market.
- The subject property exists and will undergo a comprehensive rehabilitation. The economic infrastructure for the subject properties PMA is fundamentally sound and should continue to grow at a constant and moderate pace.
- The overall development scheme is appropriate and well suited for the market. We make no further recommendations and/ or modifications to the development.

- There do not appear to be any detrimental influences that would impede the absorption rate already established at 8 units per month.
- Our analysis contained herein incorporated the opinions of property managers and leasing agents as well as local market participants that are considered experts in their respective fields.

Given the indications described above, it is reasonable to conclude that the subject's current actual capture rate will continue throughout the mid-range forecast. Given the positive residual demand and the availability of land and capital, new competition is anticipated to materialize in the short and midterm. We have made appropriate allowances for additional new competition.

#### Noteworthy Issues:

Although the inspection occurred in 2026, the most accurate data provided from credible sources in from 2025. Because we are still in the first quarter of 2026, 2025 number have not been trended.

## SWOT ANALYSIS

Strengths and weaknesses are specific to the subject whereas opportunities and threats are external.

### Strengths include

1. Affordable Housing Demand & Subsidy Support
  - The project is structured with Low-Income Housing Tax Credit (LIHTC) financing and HUD Section 8 project-based voucher support, meaning most units will be affordable and attractive to low-income households. This creates built-in demand and stable occupancy prospects.
2. Expansion Enhances Scale & Marketability
  - Renovating existing units while adding 56 new units increases total inventory, improving economies of scale for operations and services.
3. Strategic Urban Location
  - Located in the Park Place/Midtown Norfolk area, close to urban amenities, transit, and key employment centers near Old Dominion University and Norfolk's core. Proximity to city revitalization initiatives adds locational value.
4. Community Impact Orientation
  - The project aligns with supportive housing goals (serving homeless or low-income households), which can attract public/community goodwill and additional funding opportunities.

### Weaknesses include

1. Neighborhood Revitalization & Investment
  - Park Place and Midtown Norfolk show ongoing revitalization interest with community development initiatives, rising amenities, and an urban housing market trend that can support long-term stability.
2. Strong Demand for Affordable Units
  - There is a demonstrated market for affordable housing in Norfolk, particularly projects with subsidy layers, suggesting the expanded units should command sustained demand.
3. Public Funding & Partnerships
  - Documented funding (CDBG, HOME-ARP, National Housing Trust Fund, project-based vouchers, etc.) indicates strategic partnership and financial support avenues that could strengthen project feasibility.
4. Proximity to Major Employers and Institutions
  - Close access to universities, medical and military sectors provides potential ancillary demand from workforce and support services, even for non-market rate developments.

### Opportunities

1. Neighborhood Revitalization & Investment
  - Park Place and Midtown Norfolk show ongoing revitalization interest with community development initiatives, rising amenities, and an urban housing market trend that can support long-term stability.
2. Strong Demand for Affordable Units
  - There is a demonstrated market for affordable housing in Norfolk, particularly projects with subsidy layers, suggesting the expanded units should command sustained demand.
3. Public Funding & Partnerships

- Documented funding (CDBG, HOME-ARP, National Housing Trust Fund, project-based vouchers, etc.) indicates strategic partnership and financial support avenues that could strengthen project feasibility.
4. Proximity to Major Employers and Institutions
    - Close access to universities, medical and military sectors provides potential ancillary demand from workforce and support services, even for non-market rate developments.

#### Threats

1. Neighborhood Perception & Crime
  - Historically Park Place has faced reputation challenges (e.g., safety and social concerns), which can affect both resident perception and investment appeal.
2. Local Market Competition
  - Norfolk's broader affordable-housing supply includes other subsidized or LIHTC communities; although the market supports additional units, competition for certain resident segments can be a threat.
3. Economic & Funding Risks
  - Changes in federal/state housing programs, subsidy availability, or economic downturns could impact funding flows, operating subsidies, or tenant incomes — affecting occupancy and operations.
4. Regulatory & Construction Risk
  - Urban site redevelopment carries regulatory, permitting, and construction timing risks; delays could affect costs and projected delivery, especially with complex funding layers.

2425 Gosnold Avenue in Norfolk, VA is a multifamily residential property located in the Park Place neighborhood of the city. The existing asset is a 60-unit apartment building historically known as a supportive/affordable housing community serving low-income individuals, including units structured with rental assistance and social service support programs. The current redevelopment proposal calls for renovation of 44 of the existing units and the addition of 36 new units, resulting in 80 total residential units upon completion, along with a staff/night monitor unit, on a site of about 1.24± acres. This expansion is supported by a combination of public funding sources and housing program commitments aimed at preserving and increasing affordable housing stock in the area.

The subject sits in an urban portion of Norfolk with a mix of residential and community amenities nearby. Park Place is part of a broader residential fabric that includes historic districts and neighborhoods with varying housing types and architectural character, reflecting Norfolk's ongoing community revitalization efforts. Its location provides relatively easy access to transit, local services, and employment nodes, while also being influenced by neighborhood perceptions and market dynamics typical of older urban areas undergoing reinvestment.

## PURPOSE OF THE MARKET STUDY

EAJoseph Appraisal & Consultation was engaged by The Client, to prepare an analysis of the family-oriented rental housing, particularly as it relates to Low Income Housing Tax Credit (LIHTC) apartments like the subject. This study focuses on the Primary Market Area surrounding the subject. The purpose of this market study was to;

- Analyze property productivity
- Delineate the market of property users
- Forecast demand
- Measure competitive supply
- Analyze market equilibrium/ disequilibrium
- Forecast subject capture

## A. EXECUTIVE SUMMARY

(Format derived from Version 3.0, Adopted 1/14/2013; Section A; NCHMA)

### I. A CONCISE DESCRIPTION OF THE SITE AND THE IMMEDIATE SURROUNDING AREA.

#### **Site description (Subject: 2425 Gosnold Avenue, Norfolk, VA)**

The project site is an assembled ~1.241-acre tract comprised of three parcels and is currently improved with an existing 60-unit apartment building and associated asphalt surface parking. The subject (and nearby parcels at 2400/2408 Gosnold) has been the subject of a rezoning action to Conditional IN (Institutional) from a mix that included I-L (Industrial-Light), which is consistent with a supportive/affordable housing redevelopment use.

#### **Land uses in the immediate market area (Park Place / Midtown Norfolk)**

The immediate area surrounding Gosnold Avenue is predominantly urban residential, characterized by older single-family homes, small multifamily structures, and apartment communities, consistent with the historic streetcar-neighborhood fabric of Park Place. Interspersed within and along the neighborhood edges are institutional uses (e.g., churches and other community-serving facilities) and neighborhood-scale commercial nodes/corridors, with planning materials emphasizing continued residential patterns plus targeted commercial areas (including the Church/Granby commercial triangle) and open space/institutional components. The broader Park Place area is recognized as having a mix of commercial, residential, industrial, and institutional uses, reflecting ongoing reinvestment and corridor revitalization efforts.

### 2. A BRIEF SUMMARY OF THE PROJECT INCLUDING THE PROPOSED POPULATION TO BE SERVED.

The subject property is an existing and proposed multifamily use project and that will consist of 80-units. The sponsor is proposing develop the units with below-market debt and/or tax credit financing. The community will be a low-income property which will have rent and income restrictions at a combination of 40%, 50% and 60% of AMI. The subject will consist of all studio dwelling units. This study focuses on apartment housing in the Primary Market Area (PMA) surrounding the subject located.

The target market will be households earning below 40%, 50% and 60% of AMI. Household sizes will be 1.5 persons per household (based on an average household size of 1.5 persons per bedroom). The minimum household income level will be based upon the assumption that tenants will pay up to 35% of income toward rent.

### 3. SUMMARY OF ECONOMIC CONDITIONS

Norfolk's economy is closely tied to the broader Hampton Roads region and is anchored by a large defense and military presence, including Naval Station Norfolk and related commands, contractors, and ship repair activity. That defense footprint provides a stabilizing base of employment and spending and supports a sizable ecosystem of professional services and logistics. The City's own economic development profile highlights targeted clusters such as maritime industries, advanced manufacturing, IT, healthcare/life sciences/biotech, and offshore wind/resiliency, reflecting an effort to diversify around its historic maritime/defense strengths.

A second major pillar is port, transportation, and logistics. Norfolk is home to key Port of Virginia assets and maritime commerce activity that supports regional distribution and supply-chain employment. Port-related economic impact studies for Virginia attribute a substantial number of jobs and compensation to port activity statewide, underscoring how cargo movement and supporting industries remain meaningful drivers for the area's economic base.

Current conditions point to a generally steady labor market with some headwinds. Regional unemployment for the Virginia Beach–Norfolk–Newport News metro has remained in the mid-single-digit-to-low-single-digit range in recent data releases, suggesting continued employment stability relative to long-run norms. Looking into 2026, regional outlook reporting characterizes the economy as “stability amid uncertainty,” noting defense spending as a bright spot while identifying softer port activity and tourism and constraints from population/labor-force trends as key challenges.

### 4. BRIEF DESCRIPTION AND SUPPORT OF THE DEFINED PRIMARY MARKET AREA;

The subject's PMA is delineated graphically on the following pages. To determine the PMA for the subject, we conducted multiple interviews with the subject's competitive properties to establish where their tenants were being drawn from. Based upon our interviews, the clear majority of the tenant base was drawn from other localities within the described limits. We further considered demographic data, employers, and commuter patterns in framing the subject's PMA.

### 5. SUMMARY OF KEY DEMOGRAPHIC DATA

- Population is increasing putting upward pressure on the demand for housing
- Incomes are rising
- The number of households is increasing
- Renter ratios are steady; there is a large gap between renter ratio and multifamily ratio which is increasing the demand for additional multifamily housing

## 6. SUMMARY OF COMPETITIVE MARKET CONDITIONS

### Market-rate multifamily indicators (Norfolk City within Hampton Roads)

Norfolk City's tracked inventory was about 19,126 units with YTD deliveries of 68 units and ~260 units under construction. Vacancy was 5.9% (down 170 bps YoY), and YTD net absorption was +436 units, indicating positive demand over the period. Average effective rent in Norfolk City was \$1,481/unit, with +3.3% YoY effective rent growth.

At the broader market level (Hampton Roads total), MarketBeat reports 5.6% overall vacancy, \$1,585 effective rent, and +2.8% YoY rent growth, with 1,567 units of YTD absorption and ~1,712 units under construction—suggesting a market that is absorbing new supply but still managing a meaningful construction pipeline.

### LIHTC vs. market-rate: how the “economics” differ in Norfolk

LIHTC properties are rent-restricted (typically pegged to a percentage of Area Median Household Income (AMHI)) and are underwritten around compliance, income qualification, and (often) layered subsidies—so performance is usually judged less by “rent growth” and more by stability of occupancy, subsidy reliability, and depth of eligible demand. In the subject's case, the post-renovation/expansion program targets 40% / 50% / 60% AMHI, with all the units supported by Section 8, where tenants generally pay up to 30% of adjusted income toward rent/utilities.

From a demand standpoint, LIHTC tends to show structural demand when there's a housing affordability gap: Comparable LIHTC properties in the site PMA were reported as 100% occupied with waiting lists, and it also quantifies a sizable “value” vs. market rents (example shown for studios: ~23% to ~49% market rent advantage, depending on AMHI tier). In contrast, market-rate properties compete more directly on pricing/amenities and are more exposed to changes in employment, in-migration, new Class A deliveries, and concession cycles—so you'll typically see more volatility in effective rent growth and vacancy than in well-located, properly subsidized LIHTC communities. (For subsidy context frequently used in underwriting and voucher programs, HUD publishes annual Fair Market Rents and Virginia Housing provides navigation to the FY2026 FMR tables.)

## 7. SUMMARY OF DEMAND FOR THE PROPOSED DEVELOPMENT

Include a concise statement of the analyst's opinion of market feasibility, determined by factors of market demand.

- The residual demand is positive throughout our mid-range forecast period. The residential demand is 5,717 dwelling units at the blended 40%, 50% 60% of AMI level.
- Based upon our market survey, the subject's proposed rents are achievable.
- The subject is expected to be absorbed into the market at a pace of 8 dwelling units per month. The subject is existing.
- The site is attractive and well located regarding its access and proximity to employment, community services, shopping, medical, and transportation routes which provide extended access to all points throughout the PMA.
- The location, rents, and amenity package will appeal to the low to moderate income families.
- The bedroom mix of units, the household size distribution, the capabilities, and the unit

vacancy levels indicate that the subject's bedroom mix is appropriate in this market at the rent levels.

Economic rent is sufficient to cover debt service and return a reasonable return to the investor with the use of LIHTC equity.

## 8. A SUMMARY OF POSITIVE AND NEGATIVE ATTRIBUTES

In addition, include issues that will affect the properties marketability, performance and lease-up and points that will mitigate or reduce any negative attributes.

### Positive attributes

- Mission-critical product type: Affordable / supportive multifamily (often with subsidy layers) tends to have deep demand relative to supply in many urban markets, supporting stable occupancy once stabilized.
- Value-add + expansion story: Renovating a majority of existing units reduces functional obsolescence, and the additional units can improve economies of scale (management, maintenance, services) and potentially strengthen long-term viability.
- Infill Norfolk location: The Park Place / Midtown area is an established urban neighborhood with access to city amenities and employment nodes, which can support leasing and resident access to services.
- Public/private financing support (typical for LIHTC projects): LIHTC/subsidy-backed capital stacks can lower required market rents and support feasibility, which can be a strength in underwriting and stability.
- Improved competitive position post-renovation: Updated interiors/systems and new construction should position the property better against older affordable stock and lower-tier conventional apartments.

### Negative attributes

- Construction/lease-up risk: Expanding from 60 units to ~80 units introduces schedule, cost, and absorption risk, especially if the project is occupied during renovation (disruption, phased work, relocation needs).
- Program and compliance complexity: LIHTC and/or voucher structures add administrative burden (income certifications, inspections, reporting), and noncompliance can create financial risk.
- Revenue constraints vs. market rate: Rent limits and subsidy rules generally cap upside—rent growth is less market-driven, which can limit NOI growth compared with conventional multifamily.
- Neighborhood perception: Parts of older urban submarkets can carry perception and crime concerns, which may influence tenant pool, staffing/security needs, and long-term investor appetite.
- Site constraints common to infill: Higher density on a relatively small site can mean tight parking, circulation, and limited outdoor amenity area, which may impact marketability and operations if not well designed.

## 9. PRECISE STATEMENT OF KEY CONCLUSIONS REACHED BY THE ANALYST.

Given the demand for multifamily housing in the subject's PMA, we anticipate the subject to be successful.

## 10. RECOMMENDATIONS AND/ OR SUGGEST MODIFICATIONS TO THE PROPOSED PROJECT IS APPROPRIATE.

Based upon our review of plans provided by the developer, no modifications to the current development are suggested. There will be a high degree of conformity with other competitive assets in the subject's PMA.

## 11. ABSORPTION RATE

Market-rate absorption in the City of Norfolk (as tracked in brokerage datasets) has been positive in the most recent Norfolk City breakout published by Cushman & Wakefield for the Hampton Roads multifamily market. In Q2 2025, Cushman & Wakefield reports YTD net absorption of +436 units in Norfolk City, alongside ~19,126 units of inventory and 5.9% vacancy, indicating that net move-ins outpaced move-outs through the first half of the year.

At the broader Hampton Roads level (which provides context for the city), the same report shows YTD net absorption of +1,567 units with 68 units delivered year-to-date and ~1,712 units under construction, reflecting a market that was still absorbing space while managing a continuing development pipeline. In other words, Norfolk's positive absorption was occurring within a region where renter demand was strong enough to take down new deliveries, but future supply was still a meaningful variable.

For LIHTC properties, "absorption" is typically less about market-wide quarterly net absorption and more about lease-up speed for new/rehab units and depth of income-qualified demand. In the Virginia Housing market study for your subject's PMA, the analyst notes that comparable LIHTC developments surveyed were fully occupied with waiting lists, which implies a constrained supply environment and a demand pool that tends to refill vacancies quickly when units become available.

For a LIHTC lease-up benchmark in Norfolk tied directly to the subject, the same market study projects that—assuming subsidy on 70 units and a "re-opening" scenario—the subject could reach ~93% stabilized occupancy within ~7 months, based on an estimated absorption pace of ~13 units per month; it also states the property is expected to draw from a lengthy NRHA-maintained waiting list, suggesting the limiting factor may be processing/placement logistics more than market demand.

**Conclusion**

Overall, multifamily absorption in the City of Norfolk reflects a stable to positive demand environment, with recent market-rate data indicating continued net absorption and moderate vacancy levels, suggesting the market is generally keeping pace with new supply. In contrast, LIHTC properties demonstrate structurally stronger absorption characteristics, driven by income-qualified renter demand, rent restrictions that create a pricing advantage versus market-rate units, and documented waiting lists within the local housing authority system. While market-rate performance remains influenced by broader economic conditions and new deliveries, affordable/LIHTC communities in Norfolk appear to benefit from deeper demand fundamentals and faster lease-up potential, particularly when supported by project-based subsidies.

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## B. INTRODUCTION AND SCOPE OF WORK

(Format derived from Version 3.0, Adopted 1/14/2013; Section B; NCHMA)

1. Type of Report – Comprehensive Report
2. Client and project developer – See Letter of Transmittal
3. Intended Use and Users of Report - EAJoseph was engaged to conduct an analysis of the apartment rental housing market. The intended user is the Client and V.H
4. Identify Steps taken in completion of report – See below.

The scope of this study requires compliance with the Uniform Standard of Professional Appraisal Practice promulgated by the Appraisal Standards Board of the Appraisal Foundation and the Guide Notes to the Standards of Professional Appraisal Practice adopted by the Appraisal Institute. The standards contain requirements and specific guidelines that deal with the procedures to be followed in developing an appraisal, market study, analysis, or opinion. These uniform standards set the requirements to communicate in a manner that will be meaningful and not misleading in the marketplace. The appraiser/ analyst researched many different resources in the scope of this narrative report. Such information and the source of this information are as follows;

- Information pertaining to the property and the construction particulars was provided by the developer. In addition, we had several conversations with persons familiar with the subject.
- Information concerning the site was obtained from the owner and confirmed through county records.
- Information pertaining to employment data was provided on-line by the Virginia Employment Commission. We further obtained economic infrastructure information from the respective counties/ city's official web sites.
- Information pertaining to demographic data was obtained on-line from American Factfinder which is part of the U.S. Census Bureau's official website. In addition, we used Site-To-Do-Business (STDB) which is a reputable on-line database. Some extrapolations/ projections were done in-house while others were provided by the above stated providers.
- Information pertaining to multifamily market data for the subject submarket and the overall market is taken from online records, telephone surveys and various publications. This data is considered reliable, and we assume it is correct.
- Pertaining to the competitive rental housing market in the subject properties primary market area (PMA), the analyst interviewed a person or persons familiar with each respective property in an effort to obtain germane information to facilitate the analyst in providing a credible market study report. In addition, the analyst performed a windshield inspection of each property.
- In summary, the appraiser/ analyst thoroughly evaluated the subject property in this narrative report.

The market study report will be prepared in accordance with the Uniform Standards of Professional Practice and VH guidelines as promulgated by the National Council of Housing Market Analysts. The format herein is modeled after the most recent version of the Model Content Standards for Rental Housing Market Studies in conjunction with VH Market Study Guidelines.

5. Date of Field Work and Site Visit; Field work and site visits were conducted on February 18, 2026
6. Person conducting field work; Eugene A. Joseph, Jr., MAI, SRA, AI-GRS
7. Primary analyst researching conclusions of report; Eugene A. Joseph, Jr., MAI, SRA, AI-GRS

## C. PROJECT DESCRIPTION

(Format derived from Version 3.0, Adopted 1/14/2013; Section C; Project Description; NCHMA)

### I. UNIT TABULATIONS (EXISTING/ PROPOSED)

| No. | Unit Type | SF  | HUD Rent   | Max LIHTC Rent | UA  | *Applicable Gross Rent | HUD FMR | Rent % | Inc. % | PBV Units | Type  |
|-----|-----------|-----|------------|----------------|-----|------------------------|---------|--------|--------|-----------|-------|
| 2   | Studio    | 354 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 2         | LIHTC |
| 5   | Studio    | 358 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 5         | LIHTC |
| 1   | Studio    | 368 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 1         | LIHTC |
| 1   | Studio    | 380 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 1         | LIHTC |
| 1   | Studio    | 440 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 1         | LIHTC |
| 1   | Studio    | 451 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 1         | LIHTC |
| 1   | Studio    | 452 | \$1,279.00 | \$746.00       | \$0 | \$746.00               | \$1,450 | 40%    | 40%    | 1         | LIHTC |
| 2   | Studio    | 354 | \$1,279.00 | \$932.00       | \$0 | \$932.00               | \$1,450 | 50%    | 50%    | 2         | LIHTC |
| 22  | Studio    | 358 | \$1,279.00 | \$932.00       | \$0 | \$932.00               | \$1,450 | 50%    | 50%    | 22        | LIHTC |
| 4   | Studio    | 370 | \$1,279.00 | \$932.00       | \$0 | \$932.00               | \$1,450 | 50%    | 50%    | 4         | LIHTC |
| 13  | Studio    | 358 | \$1,369.00 | \$1,119.00     | \$0 | \$1,119.00             | \$1,450 | 60%    | 60%    | 13        | LIHTC |
| 27  | Studio    | 368 | \$1,279.00 | \$1,119.00     | \$0 | \$1,119.00             | \$1,450 | 60%    | 60%    | 27        | LIHTC |

80

\*1 The Applicable Gross rent is the lower of HUD FMR vs the LIHTC Max Gross allowable Rent

### 2. THE COMMUNITIES TARGET MARKET AND ANY TENANCY RESTRICTIONS

The community will be a low-income property which will have rent and income restrictions at 40%, 50% and 60% of AMI. The subject consists of all studio dwelling units. The property does not have any age restrictions placed on the property. The property will target the homeless population. The maximum incomes for the MSA are as follows;

| Average Median Income | Maximum Gross Income<br>(Based on 4 person AMI) |          |          |          |          |          |          |          |
|-----------------------|---|----------|----------|----------|----------|----------|----------|----------|
|                       | 1 person  | 2 person | 3 person | 4 person | 5 person | 6 person | 7 person | 8 person |
| Adj. for Fam. Size    | 0.7005  | 0.8000   | 0.9005   | 1.0000   | 1.0808   | 1.1606   | 1.2404   | 1.3202   |
| % of Median Income    |   |          |          |          |          |          |          |          |
| 10%                   | 7,460   | 8,520    | 9,590    | 10,650   | 11,510   | 12,360   | 13,210   | 14,060   |
| 20%                   | 14,920  | 17,040   | 19,181   | 21,300   | 23,020   | 24,720   | 26,420   | 28,120   |
| 30%                   | 22,380  | 25,560   | 28,771   | 31,950   | 34,530   | 37,080   | 39,630   | 42,180   |
| 40%                   | 29,840  | 34,080   | 38,362   | 42,600   | 46,040   | 49,440   | 52,840   | 56,240   |
| 50%                   | 37,300  | 42,600   | 47,952   | 53,250   | 57,550   | 61,800   | 66,050   | 70,300   |
| 60%                   | 44,760  | 51,120   | 57,542   | 63,900   | 69,060   | 74,160   | 79,260   | 84,360   |
| 70%                   | 52,220  | 59,640   | 67,133   | 74,550   | 80,570   | 86,520   | 92,470   | 98,420   |
| 80%                   | 59,680  | 68,160   | 76,723   | 85,200   | 92,080   | 98,880   | 105,680  | 112,480  |
| 90%                   | 67,140  | 76,680   | 86,314   | 95,850   | 103,590  | 111,240  | 118,890  | 126,540  |
| 100%                  | 74,600  | 85,200   | 95,904   | 106,500  | 115,100  | 123,600  | 132,100  | 140,600  |
| 110%                  | 82,060  | 93,720   | 105,494  | 117,150  | 126,610  | 135,960  | 145,310  | 154,660  |
| 120%                  | 89,520  | 102,240  | 115,085  | 127,800  | 138,120  | 148,320  | 158,520  | 168,720  |
| 130%                  | 96,980  | 110,760  | 124,675  | 138,450  | 149,630  | 160,680  | 171,730  | 182,780  |
| 140%                  | 104,440   | 119,280  | 134,266  | 149,100  | 161,140  | 173,040  | 184,940  | 196,840  |
| 150%                  | 111,900   | 127,800  | 143,856  | 159,750  | 172,650  | 185,400  | 198,150  | 210,900  |

The maximum income at 40%, 50% and 60% of the AMI adjusted for family size is highlighted above. The maximum rents are as follows;

| Average Median Income | Maximum Gross Rents |          |          |          |          |          |          |          |
|-----------------------|---------------------|----------|----------|----------|----------|----------|----------|----------|
|                       | 1 person            | 2 person | 3 person | 4 person | 5 person | 6 person | 7 person | 8 person |
| Adj. for Fam. Size    | 0.7005              | 0.8000   | 0.9005   | 1.0000   | 1.0808   | 1.1606   | 1.2404   | 1.3202   |
| % of Median Income    |                     |          |          |          |          |          |          |          |
| 10%                   | \$187               | \$213    | \$240    | \$266    | \$288    | \$309    | \$330    | \$352    |
| 20%                   | \$373               | \$426    | \$480    | \$533    | \$576    | \$618    | \$661    | \$703    |
| 30%                   | \$560               | \$639    | \$719    | \$799    | \$863    | \$927    | \$991    | \$1,055  |
| 40%                   | \$746               | \$852    | \$959    | \$1,065  | \$1,151  | \$1,236  | \$1,321  | \$1,406  |
| 50%                   | \$933               | \$1,065  | \$1,199  | \$1,331  | \$1,439  | \$1,545  | \$1,651  | \$1,758  |
| 60%                   | \$1,119             | \$1,278  | \$1,439  | \$1,598  | \$1,727  | \$1,854  | \$1,982  | \$2,109  |
| 70%                   | \$1,306             | \$1,491  | \$1,678  | \$1,864  | \$2,014  | \$2,163  | \$2,312  | \$2,461  |
| 80%                   | \$1,492             | \$1,704  | \$1,918  | \$2,130  | \$2,302  | \$2,472  | \$2,642  | \$2,812  |
| 90%                   | \$1,679             | \$1,917  | \$2,158  | \$2,396  | \$2,590  | \$2,781  | \$2,972  | \$3,164  |
| 100%                  | \$1,865             | \$2,130  | \$2,398  | \$2,663  | \$2,878  | \$3,090  | \$3,303  | \$3,515  |
| 110%                  | \$2,052             | \$2,343  | \$2,637  | \$2,929  | \$3,165  | \$3,399  | \$3,633  | \$3,867  |
| 120%                  | \$2,238             | \$2,556  | \$2,877  | \$3,195  | \$3,453  | \$3,708  | \$3,963  | \$4,218  |
| 130%                  | \$2,425             | \$2,769  | \$3,117  | \$3,461  | \$3,741  | \$4,017  | \$4,293  | \$4,570  |
| 140%                  | \$2,611             | \$2,982  | \$3,357  | \$3,728  | \$4,029  | \$4,326  | \$4,624  | \$4,921  |
| 150%                  | \$2,798             | \$3,195  | \$3,596  | \$3,994  | \$4,316  | \$4,635  | \$4,954  | \$5,273  |

## Virginia Beach-Norfolk-Newport News, VA-NC HUD Metro FMR Area Small Area FMRs By Unit Bedrooms

| ZIP Code | Efficiency | 1-Bedroom | 2-Bedroom | 3-Bedroom | 4-Bedroom |
|----------|------------|-----------|-----------|-----------|-----------|
| 23517    | \$1,450    | \$1,470   | \$1,660   | \$2,300   | \$2,710   |

The HUD FMR for the subject's zip code is \$1,450 for the efficiency units. All the dwelling units will have assistance.

### 3. UTILITY

The landlord pays everything. The tenant pays nothing. All the appliances are electric. Nothing is gas. The utility allowance estimate is included in the above table.

### 4. DESCRIPTION OF DEVELOPMENT

- a. The subject is a renovation and proposed multifamily development that will contain 80 apartment units.
- b. Common/ site amenities include; rental office, community room, conference room, fitness facilities, laundry and onsite parking.
- c. Unit amenities include range/ oven, refrigerator, P-TAC air/heat, shades/ blinds, cable/internet ready and limited access facility.
- d. Parking options – on site.

The improvements on this property are of average quality and are of typical design and exhibit high functional utility. The subject has a high level of functional utility, and the improvements are consistent with its market and therefore, there is a good degree of conformity with other similar class projects. Overall, this is a type of improvement that should be competitive in the local real estate rental market.

### 5. FOR REHABILITATION PROJECTS

The proposed renovations to the existing 44 units at Gosnold Apartments include comprehensive interior upgrades designed to enhance overall market appeal and align the units with contemporary multifamily standards. Planned improvements consist of updated kitchens with new cabinetry, countertops, sinks, and modern appliance packages; renovated bathrooms featuring new vanities, fixtures, lighting, and tub/shower surrounds; replacement of flooring with durable plank-style or comparable materials; fresh interior paint throughout; and upgraded lighting, hardware, and plumbing fixtures. Additional improvements may include HVAC servicing or replacement as needed, minor electrical updates, and repairs to doors and trim. Collectively, the renovations are intended to improve functionality, aesthetic appeal, and competitive positioning within the submarket.

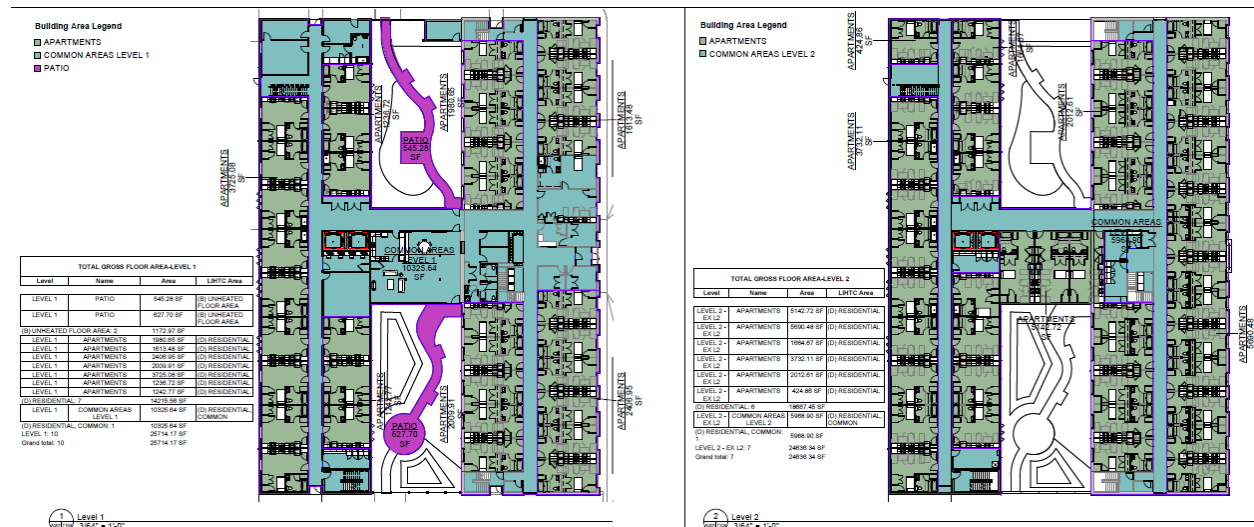
## 6. INCLUDE THE STATUS OR DATE OF ARCHITECTURAL PLANS

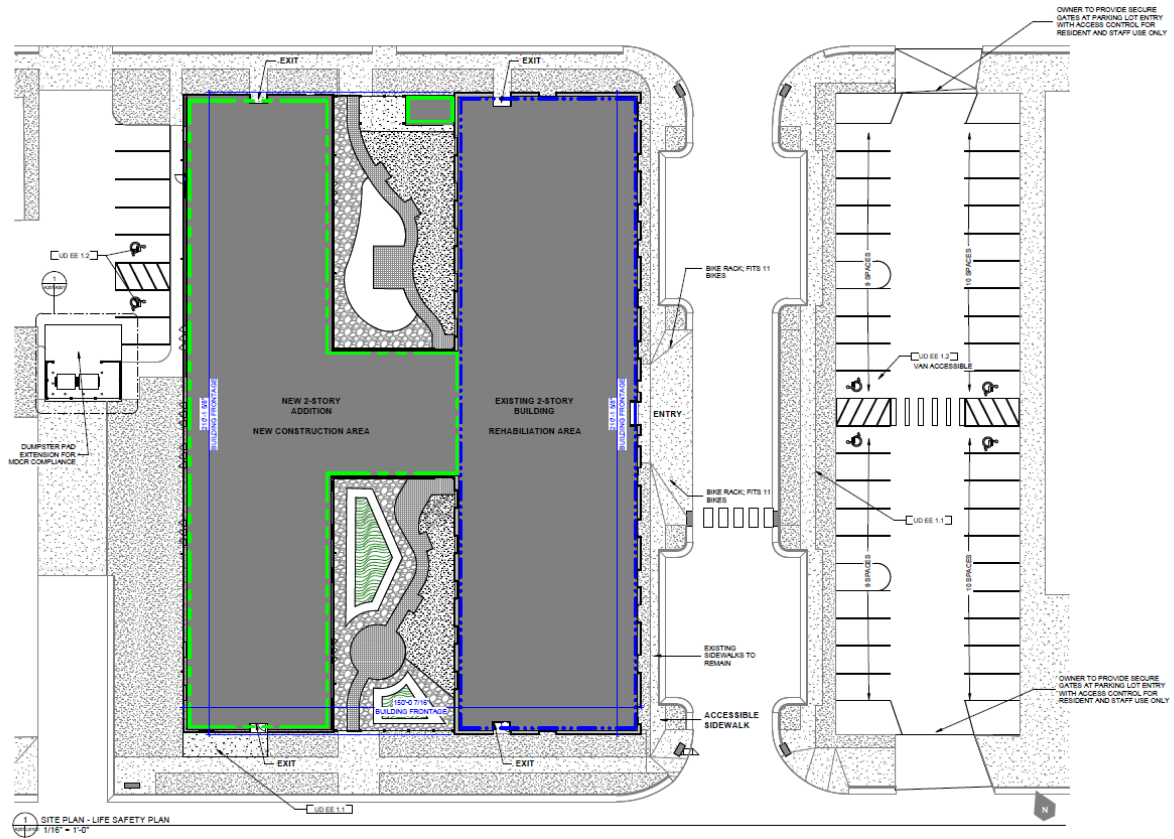
The new addition will be built within the same footprint of the demolished existing 1-story wing and will consist of the removal of 16 existing units and the reconstruction of 36 new units, for a total net gain of 20 new supportive housing units. The new addition will also contain new stair access, two elevators, a connection to the Existing two-story building for accessibility throughout, and reconfigured common space and access.

Abstracts of relevant portions of the plans are contained on the following pages;



### Subject Rendering





## 7. RELEVANT DATES:

| Relevant Dates                    |            |
|-----------------------------------|------------|
| Start Construction                | 8/1/2026   |
| Complete                          | 12/31/2027 |
| Months to Build                   | 17.00      |
| Pre-Lease Begins                  | 9/2/2027   |
| Months prior to completion        | 4          |
| Pace                              | 8          |
| Units Pre-Leased                  | 32         |
| Units Total                       | 80         |
| Stabilized                        | 76         |
| Remaining Units                   | 44         |
| Months                            | 5.55       |
| Anticipated Date of Stabilization | 6/16/2028  |

## 8. DESCRIPTION OF SUPPORTIVE SERVICES PROVIDED FOR RESIDENCES, IF PROVIDED.

(Additional VHDA 2016 Market Study Guidelines; Project Description)

1. Construction Type – Existing renovation and proposed
2. Occupancy Type – Family, homeless
3. Special Needs Population – Homeless
4. Structure Type – Mid-Rise, contemporary
5. The subject is not a scattered site development
6. Site amenities – Common/ site amenities include; rental office, community room, conference room, fitness facilities, laundry and onsite parking.

### Case Management

SWH supportive services staff assist tenants with accessing mainstream community services and resources, monitor the quality and effectiveness of those services, and ensure coordination of care to promote achievement of each individual's personal goals including maintaining housing, securing work or entitlement income, and improving health and mental health conditions. They engage residents who seek services in developing a housing stabilization/care plan that outlines their individual goals and strategies needed to achieve their goals.

### Housing Stabilization

Supportive services staff engage residents in activities that promote a consistent and safe housing environment. They offer mediation services with property management staff when required to minimize lease violations and delinquency. They provide move-in support and orientation to new

residents. They coordinate with community partners and donors to provide essential household items.

### Independent Living Skills

Supportive services staff provide supportive services to help individuals resolve life issues, promote recovery and community integration, and manage mental health symptoms. Education and support are provided to improve individuals' abilities to budget and manage finances, manage medication, secure and maintain employment, and develop positive social supports. Crisis prevention, intervention, and stabilization are coordinated for individuals experiencing acute distress. Other activities of daily living include navigating public transportation, nutrition and diet, personal hygiene, household cleaning and maintenance, medication management, and interpersonal skills.

### Community Engagement and Social Support

Supportive services staff work with our residents to ensure a strong sense of social connectedness in the apartment community as well as with the larger community in which they are located. For example, individuals participate in community meetings, attend civic association meetings and community events, plan and participate in recreational and volunteer activities, and engage in family reunification as appropriate.

### Employment, Education, and Vocational Support

Supportive services staff provide assistance with resumes and employment searches. They connect residents with workforce development initiatives that may include, but are not limited to, teaching employable skills, computer classes, returning to school, and GED tutoring.

### Transition Planning

Supportive services staff help coordinate transition to other subsidized housing with less intensive services when appropriate. They do this through our move-on program that connects those residents who are ready to transition to a more independent setting without on-site services. They ensure the resident is connected with community providers as their unique needs require and provide a year of follow-up services so that they can continue to be stably housed. In addition, they coordinate external placements for those who can no longer live independently and need a higher level of care, such as an assisted living or nursing facility. Lastly, they offer next of kin services to coordinate burial/memorial services.

## IMPROVEMENT ANALYSIS AND CONCLUSIONS

### Effective Age

"Effective age is the age indicated by the condition and utility of a structure and is based on an appraiser's judgement and interpretation of market perceptions". This may be different than a subject's actual, or chronological age. Effective age estimate considers not only physical wear and tear but also functional and external considerations.

The subject is a combination of an extension rehabilitation of 44 dwelling units in an existing facility and an additional 36 units that will be new construction. The subject will be in like new condition upon completion. Based on an observation of the property, there does not currently

appear to be any functional obsolescence. The subject will be in new condition with an estimated effective age of 0± years.

### Remaining Economic Life

Economic life is the period over which improvements to real property contribute to property value".<sup>1</sup> Remaining economic life is the estimated period over which existing improvements are expected to continue to contribute economically to property value".

The remaining economic life is calculated as the total economic life less the effective age of the subject. The subject has an economic life of 50 to 60 years. Therefore, considering the effective age is 0 years upon completion, the remaining economic life is 50 to 60 years.

### Functional Utility

Architectural style and functional utility are interrelated and their combined effect on property value must be considered. The subject's architectural style is a transitional low-rise garden apartment community. The subject's architectural style is contemporary, a growing new style for this property class status. The newer build multifamily housing market is almost exclusively of this style type and therefore, we can conclude that the subject's architecture is preferred by the market.

Functional utility is "the ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards. The efficiency of the building's use in terms of architectural style, design and layout, traffic patterns, and the size and layout of the rooms".<sup>2</sup> Functional utility is the impairment of the functional capacity of a property or building according to market tastes and standard; equivalent to functional obsolescence because ongoing change makes layouts and features obsolete".

The subject will be a 80-unit apartment complex featuring all studio units. The design and function are like other newer competing properties in the market. The quality is commensurate with that of similar type properties of similar age. The subject has a commensurate site amenity package with that of similar properties of similar age.

### Property Rating

The Property Rating Sheet contained simply rates the subject relative to comparable properties located in the subject's competitive market. The elements of comparison considered in the Property Rating Sheet include; design and appearance, quality of construction, condition of improvements, room sizes/ layout, closets/ storage, appliances, unit amenities, site amenities and parking. Future multifamily properties are not expected to differ materially from current projects; hence, the subject is compared with the prevailing competition in the area, which, taken together, epitomizes a comparative standard for the local market. A *typical* rating is assigned a weight of four. Weights range from one through seven with the lower three corresponding to factors rated below typical and weights five through seven are above typical.

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<sup>1</sup> Source: The Appraisal of Real Estate, 13<sup>th</sup> edition published by the Appraisal Institute; page 415

<sup>2</sup> Source: The Appraisal of Real Estate, 13<sup>th</sup> edition published by the Appraisal Institute; page 262

The following page displays a chart that itemizes the subject's attributes and rates the relative influence of each. The standard score for the major competition is 36, calculated by multiplying the 9 factors of comparability by each factor's average score of four.

### Property Rating Sheet

| Subject Apartment Building Rating |          |      |        |         |    |   |          |      |      |
|-----------------------------------|----------|------|--------|---------|----|---|----------|------|------|
| Impact of Productivity            | Inferior |      |        | Typical |    |   | Superior |      |      |
|                                   | High     | Mod. | Slight | Average |    |   | Slight   | Mod. | High |
| Design and appearance             |          |      |        |         | x  |   |          |      |      |
| Quality of Construction           |          |      |        |         | x  |   |          |      |      |
| Condition of Improvements         |          |      |        |         | x  |   |          |      |      |
| Room Sizes/ Layout                |          |      |        |         | x  |   |          |      |      |
| Closets/ Storage                  |          |      |        |         | x  |   |          |      |      |
| Appliances                        |          |      |        |         | x  |   |          |      |      |
| Unit Amenities                    |          |      |        |         | x  |   |          |      |      |
| Site Amenities                    |          |      |        |         | x  |   |          |      |      |
| Parking                           |          |      |        |         | x  |   |          |      |      |
| Number of Items                   | 0        | 0    | 0      | 0       | 9  | 0 | 0        | 0    | 0    |
| Times Category Score (weighting)  | 1        | 2    | 3      |         | 4  |   | 5        | 6    | 7    |
| Subtotal Score                    |          |      |        |         |    |   |          |      |      |
| Subtotal Score                    | 0        | 0    | 0      | 0       | 36 | 0 | 0        | 0    | 0    |
| Total Subject Score               |          |      |        |         |    |   |          |      | 36   |

The subject's score is 36, or 100% of the standard score which indicates the subject is generally superior than the current inventory in the subjects respective market. The subject property ranked typical in all categories. The subject did not rank inferior in any respect. The subject's improvements have an overall rating of superior as compared to other multifamily complexes located in the subjects PMA.

## D. LOCATION

(Format derived from Version 3.0, Adopted 1/14/2013; Section D; Location; NCHMA)

### I. SUBJECT SITE PHOTOGRAPHS AND ENVIRONS



Street Scene



Street Scene



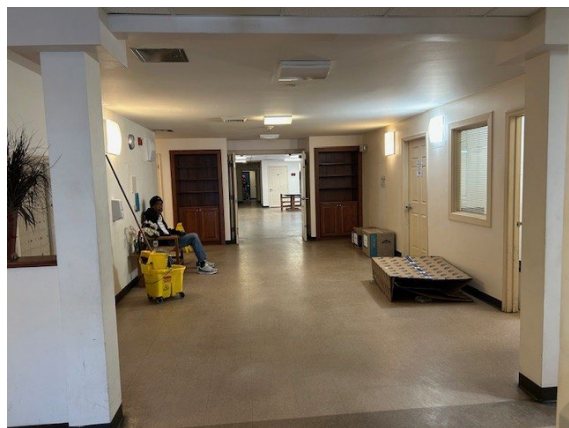
Elevation of Existing Structure



Elevation of Existing Structure



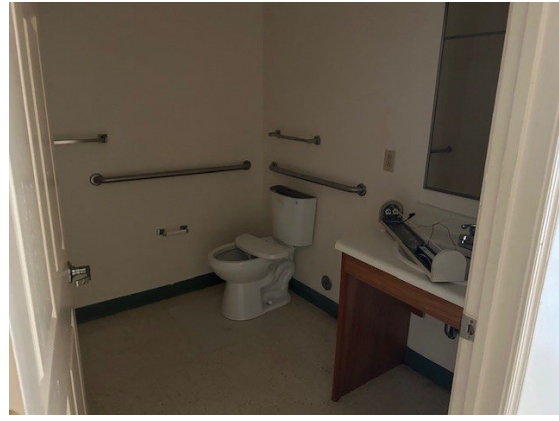
Elevation of Existing Structure



Interior



Common Area Laundry



Restroom



Kitchen



Typical Room



Community Room



Community Kitchen



Community Fitness Room



Community Conference Room

IMMEDIATE MARKET ENVIRONS



Immediate Market Environs



Immediate Market Environs



Immediate Market Environs



Immediate Market Environs

## 2. IDENTIFY LAND USES DIRECTLY SURROUNDING THE SUBJECT SITE

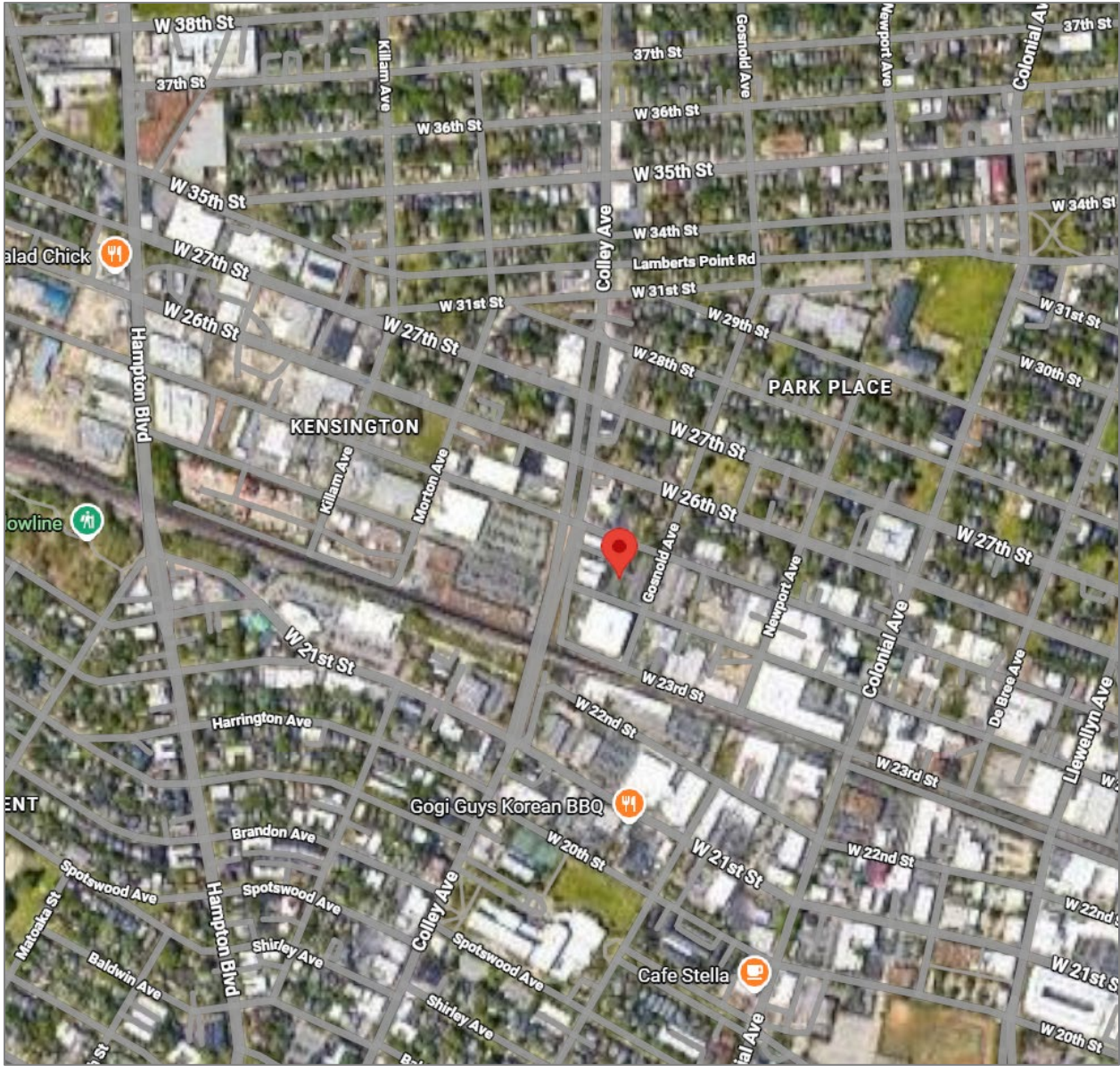
Land uses in the immediate area are consistent with and complementary to the development. A brief description of immediate land uses is as follows;

The subject property is located in an established mixed-use area characterized by a blend of residential, commercial, and community-oriented uses. Surrounding residential development consists primarily of single-family dwellings along neighborhood streets, with scattered multifamily properties interspersed throughout the broader area. Community amenities such as parks, churches, and a public library are located nearby, contributing to neighborhood stability and accessibility. The overall residential character transitions gradually from lower-density housing to more commercially oriented corridors.

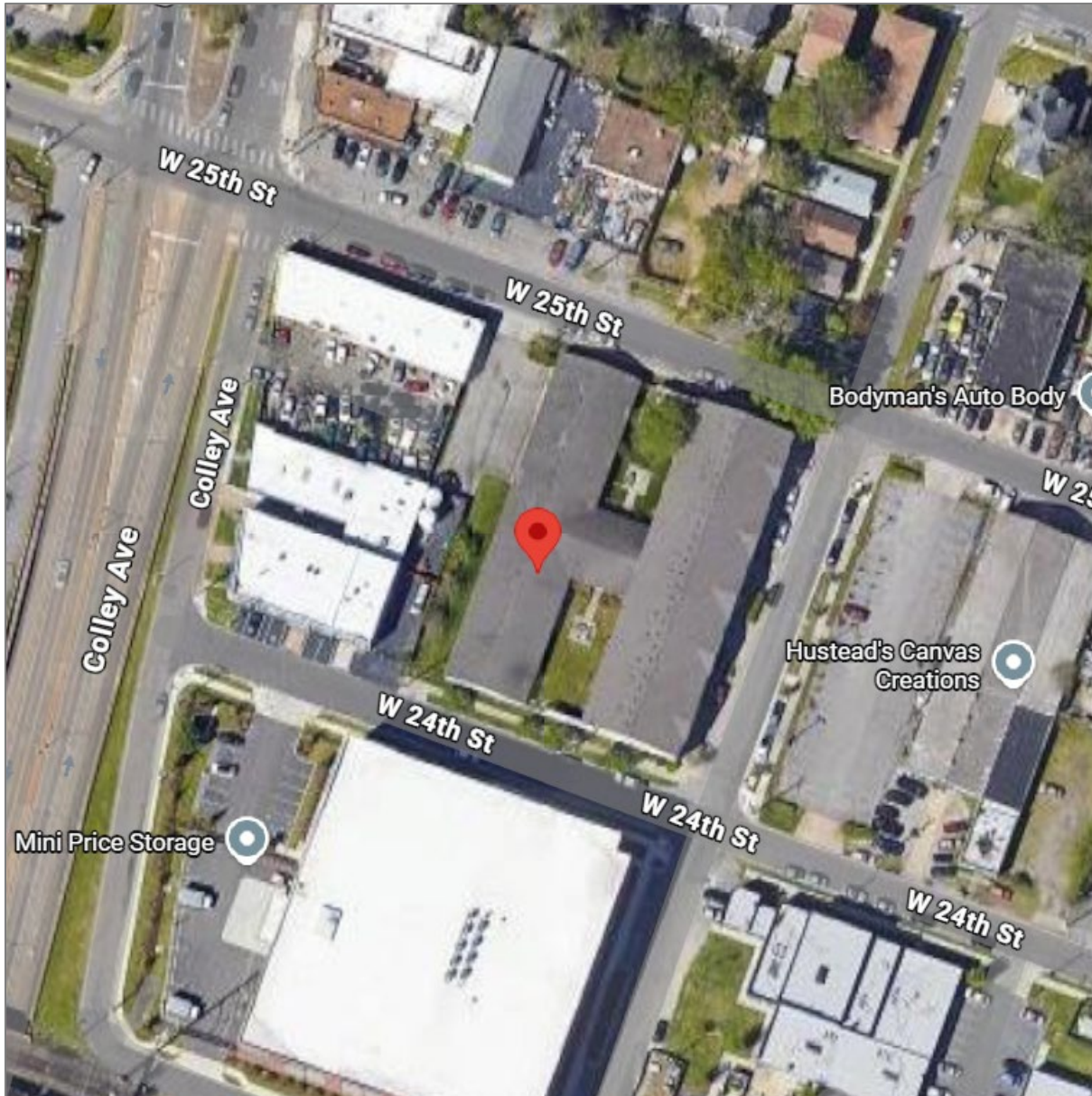
Commercial and service-related uses are situated along the primary roadways and in the immediate vicinity of the subject, including small retail businesses, office buildings, auto-oriented services, and limited light industrial-type influences. Additional nearby uses include self-storage facilities and railroad infrastructure, reflecting a mixed commercial and transitional character in portions of the surrounding area. Overall, the land use pattern is typical of an older, infill neighborhood where residential and commercial uses coexist, and the subject's multifamily use is consistent with the broader development pattern.

Existing land use patterns are expected to remain the same as the area undergoes modest development.

Aerial View of Land Uses



### 3. MAP OF SUBJECT SITE



(North Orientation)

### 4. INGRESS/ EGRESS

Ingress and egress to the site are provided via direct access from Gosnold Avenue, a publicly maintained local roadway that connects to larger collector and arterial routes within the surrounding area. The property benefits from established curb cuts and driveway access points that allow for convenient vehicular entry and exit. The surrounding street network consists of a grid-style pattern typical of older urban neighborhoods, providing multiple routes of travel and adequate circulation to and from the site.

Pedestrian access is supported by public sidewalks along Gosnold Avenue and adjacent streets, allowing walkability to nearby residential, retail, and community uses. Visibility along the roadway

is typical for the area, and no unusual topographic or physical barriers appear to adversely affect access. Overall, ingress and egress are considered adequate and typical for a multifamily development of this size and location.

Overall access potential is considered adequate for the sites intended use.

## 5. DESCRIBE AND EVALUATE THE VISIBILITY OF THE SUBJECT SITE

The subject site has good visibility. Visibility and access do not adversely affect the subjects' marketability. The subject site appears suitable for its existing/ proposed use.

The subject site benefits from good local visibility due to its frontage along Gosnold Avenue, where the improvements are readily observable to passing traffic and pedestrians. Visibility is typical of an established urban neighborhood setting, with the building massing, entrances, and site features generally apparent from the street. Signage (if present) and site lighting can further support recognition, and the surrounding grid street pattern provides multiple approach routes that allow the property to be identified without difficulty.

From an evaluative standpoint, the site's visibility is considered adequate too good for a multifamily use: it is sufficiently visible for residents, visitors, and service providers, though it is not typically characterized as "high-exposure" in the retail sense unless the property also has proximity to a higher-traffic arterial. Any visibility limitations would most likely stem from normal urban factors—such as adjacent buildings, mature street trees, on-street parking, or setbacks—rather than an inherent site deficiency. Overall, visibility is consistent with market expectations for similarly located apartment properties and is not expected to adversely impact marketability.

## 6. PROVIDE ANALYSIS OF NEIGHBORHOOD AMENITIES;

The subject's neighborhood is in immediate proximity to a multitude of amenities including;

- Shopping/ Retail
- Schools
- Transportation linkages
- Medical services
- Places of worship
- Employment Centers

### **Shopping/ Retail**

The subject property is located within close proximity to a variety of neighborhood and community-oriented amenities, including shopping and retail services that support daily living needs. Convenience retail, small-scale commercial businesses, and service establishments are situated along nearby commercial corridors within a short driving distance, with some uses potentially accessible by foot depending on the exact location within the neighborhood. Larger retail concentrations, including grocery stores, pharmacies, restaurants, and general merchandise retailers, are located along primary arterial roadways within the broader submarket, providing residents with convenient access to a full range of goods and services.

In addition to retail offerings, the subject is near community amenities such as parks, public facilities, and places of worship, contributing to overall neighborhood livability. Access to these

amenities is supported by the surrounding street network and public infrastructure, making the location functionally convenient for residents. Overall, the property's proximity to shopping, retail, and community services is considered adequate to good and consistent with market expectations for multifamily developments in established urban areas.

### **Schools**

The subject property is located within an established urban area that provides access to a range of community amenities, including public schools serving the surrounding neighborhood. Elementary, middle, and high schools operated by the local school district are situated within a reasonable driving distance, with some potentially accessible by bus service consistent with district transportation patterns. The surrounding street network and established infrastructure provide adequate connectivity to these educational facilities, supporting convenient access for school-aged residents where applicable.

In addition to primary and secondary schools, the broader area may include access to higher education institutions, vocational centers, or specialized educational facilities within the greater metropolitan area. While the subject's unit configuration and target demographic may influence the degree to which school proximity impacts demand, overall access to educational facilities is considered typical for the market and consistent with other multifamily developments in the area.

### **Transportation linkages**

The subject property benefits from access to an established transportation network typical of an infill urban location. It is situated along a publicly maintained local roadway that connects to larger collector streets and nearby arterial corridors, providing convenient vehicular access to employment centers, retail concentrations, and regional destinations. The surrounding grid-style street pattern enhances circulation and offers multiple routes of ingress and egress, supporting overall accessibility. Travel times to major thoroughfares and interstate connections within the broader metropolitan area are considered reasonable for the market.

Public transportation options are also available within the surrounding area, with bus routes operating along nearby primary corridors and providing connectivity to commercial districts, medical facilities, and downtown areas. Sidewalk infrastructure supports pedestrian mobility, and the generally level topography facilitates ease of travel. Overall, the subject's proximity to the transportation network is considered good and consistent with market expectations for multifamily developments in established urban neighborhoods.

### **Medical services**

The subject property is located within convenient proximity to a range of medical services typical of an established urban area. General medical offices, urgent care facilities, pharmacies, and specialty practices are situated within a short driving distance along nearby commercial corridors. In addition, full-service hospitals and major medical centers are accessible within the greater metropolitan area, providing residents with access to emergency care and comprehensive healthcare services.

The surrounding transportation network, including primary arterial roadways and public transit options, supports efficient access to these facilities. The subject's location within a developed

community ensures that routine and specialized medical services are readily available, which is particularly important for multifamily housing serving a broad demographic base. Overall, proximity to medical services is considered good and consistent with market expectations for similar residential developments in the area.

### **Places of worship**

The subject property is located within an established urban neighborhood that includes several places of worship within the surrounding area. Churches and other religious facilities are situated along nearby residential streets and commercial corridors, consistent with the mixed-use character of the neighborhood. These facilities are generally accessible within a short driving distance, and in some cases may be reachable by foot depending on the specific location and congregation.

Access to these places of worship is supported by the existing street network and public infrastructure, providing convenient connectivity for residents. The presence of multiple religious institutions in the broader area reflects a stable, long-established community pattern. Overall, the subject's proximity to places of worship is considered typical for the market and supportive of neighborhood livability.

### **Proximity to Employment Centers**

The subject property is situated within an established urban area that provides access to multiple employment centers within the broader metropolitan market. Nearby commercial corridors contain a mix of retail businesses, service providers, small offices, and light industrial uses that offer local employment opportunities. In addition, larger employment hubs—including healthcare facilities, educational institutions, municipal offices, and regional commercial districts—are accessible within a reasonable commuting distance via primary arterial roadways and interstate connections. The surrounding transportation network supports convenient travel to major job concentrations throughout the city and adjoining areas, making the location functional for a diverse workforce. Public transit routes operating along nearby corridors further enhance accessibility for residents who rely on alternative transportation. Overall, the subject's proximity to places of employment is considered good and consistent with market expectations for multifamily housing in an infill urban location.

## **7. COMMENT OF AVAILABILITY OF PUBLIC TRANSPORTATION.**

The subject property is located within an established urban area that provides access to public transportation options typical for the market. Bus routes operate along nearby primary roadways and commercial corridors, offering connectivity to retail centers, medical facilities, employment hubs, and other key destinations throughout the city. Bus stops are generally situated within walking distance or a short distance from the site, consistent with public transit patterns in developed neighborhoods.

The availability of public transportation enhances overall accessibility for residents, particularly those who rely on alternative modes of travel. Sidewalk infrastructure and a connected street network support pedestrian access to transit stops. Overall, the subject's proximity to public

transportation is considered good and consistent with market expectations for multifamily developments in similar urban settings.

## 8. CRIME

In the subject's immediate market area (Park Place / near Gosnold Ave), crime conditions are best characterized as typical for an older, walkable in-city Norfolk neighborhood—with property-oriented incidents generally dominating day-to-day police activity (e.g., thefts from/around vehicles, vandalism, stolen autos, and property-damage hit-and-runs), which align with the most frequently reported incident types in Norfolk's police incident-report dataset overall. Citywide context also supports this framing: third-party compilations of FBI-based statistics for Norfolk commonly indicate property crime occurs more frequently than violent crime (with motor-vehicle theft often noted as a key contributor).

## 9. PROVIDE CONCLUSION CONCERNING THE SUITABILITY OF THE PROPOSED SITE FOR THE PROPOSED USE.

The subject site is considered suitable for its existing and proposed multifamily use based on its location within an established mixed-use urban neighborhood that already supports residential development. Surrounding land uses include a combination of residential dwellings, neighborhood-serving retail, service-oriented commercial uses, and community facilities, all of which are generally compatible with apartment development. The site benefits from adequate access via public roadways, established infrastructure, and proximity to employment centers, retail amenities, public transportation, medical services, and other community resources. These factors support continued residential use and contribute to overall marketability.

With the proposed expansion increasing the total unit count to 80 units, the property will function as a mid-sized multifamily development consistent with similar projects in the broader submarket. Provided zoning, density, and site improvements comply with local regulations, the scale of the proposed addition appears reasonable for the area and supported by surrounding development patterns. Overall, the site demonstrates physical, legal, and locational characteristics that make it appropriate and suitable for its continued and expanded multifamily residential use.

## LOCATION ANALYSIS

As part of the location analysis, a competitive location rating of the area is prepared. This rating procedure has two steps. First, each submarket is compared with another area about various factors, and each element of comparison is rated in terms of a numerical score. The higher the rating assigned to an area, the higher its score. Second, the submarkets are ranked relative to one another using a calibrating process. The resulting scores are then totaled. A higher score identifies an area considered superior. The rating numbers will range from 1, being the worst, to 3 being the best.

| Location Rating Factor (by Submarket)  |         |            |            |
|--|---------|------------|------------|
| Rating Factor                          | Subject | Chesapeake | Portsmouth |
| Proximity to Existing Development      | 3       | 3          | 3          |
| Public Planning/ Development Support   | 2       | 3          | 1          |
| Path of Growth                         | 2       | 2          | 1          |
| Reputation/ Prestige                   | 2       | 3          | 2          |
| Access/ linkages (now and future)      | 3       | 3          | 3          |
| Schools                                | 2       | 3          | 2          |
| Restaurants/ Shopping                  | 2       | 3          | 2          |
| Employment Center                      | 3       | 3          | 2          |
| Higher Income Housing                  | 2       | 2          | 1          |
| Recreational Facilities                | 2       | 2          | 2          |
| Aesthetics- natural features           | 2       | 2          | 2          |
| Infrastructure- existing and committed | 2       | 2          | 2          |
| *Detrimental Influences                | 2       | 2          | 2          |
| Score                                  | 29      | 33         | 25         |
| % of Total Scores                      | 74%     | 85%        | 64%        |

The subject's PMA is compared to the two closest districts. The subject scored 29 out of a possible 39, which equates to 74%. There are no known hazards, nuisances, or detrimental influences in the area. The subject's submarket appears to be suitable for low to moderate income housing.

## E. MARKET AREA DEFINITION

(Format derived from Version 3.0, Adopted 1/14/2013; Section E; Market Area Definition; NCHMA)

### I. DEFINE THE PRIMARY MARKET AREA

The definition of a market area for any real estate use is generally limited to the geographical area within which consumers will consider the available product alternatives to be relatively equal. Frequently, a primary area is defined where consumers will have the highest propensity to choose a specific product at a specific location, and a secondary area is defined where consumers are less likely to select a product at that location, but where demand from consumers will still be significant.

#### Time-Distance Concepts

Time distance relationships are often used to determine a subject's Primary Market Area (PMA). A PMA is the geographical area that the subject is expected to draw most of its tenant base from. Time distance concepts are simply the relationship between the time it takes, and distance one has to travel to get to their respective destination. This concept recognizes the relationship between where a tenant chooses to live and the distance to their respective destination. Some of the most important factors in a time-distance relationship include proximity to work, school, entertainment, or shopping.

Competitive Area (area over which equally desirable properties tend to compete with the subject)

After analyzing the time-distance relationship between the subject and employment and support facilities as well as the market area for competitive housing, the analyst concludes that the market area for the subject apartment project includes generally the central and southern portions of the City of Norfolk.

#### Direct Survey Method

In employing the Direct Survey Method, we simply surveyed the existing competitive inventory to determine where they are drawing their residents from in terms of geographical location. Of those properties that participated in our survey, we found that approximately 90% of the residents are being drawn from an approximate 3-mile radius to their respective location. Accordingly, based upon our direct survey of the market, we can reasonably account for up to 90% of the dwelling units. Secondary market would make up the balance of the units, but our analysis only focuses on the PMA.

#### Commuting Patterns

Commuting patterns measure the daily travel between places of residence and places of work. To be classified as a commuter, a worker must cross at least one political boundary when traveling between work and home. This information facilitates the analyst in establishing the demarcations of the subject's PMA. It estimates where employment hubs are in proximity to employee's places of residence. By measuring the mean travel time to work, we can establish the PMA by simply approximating the distance traveled from home to work. This is a good foundation facilitating how far residents are willing to travel to work.

| Commuting to Work (16+) | %      |
|-------------------------|--------|
| Less than 5 minutes     | 1.80%  |
| 5 to 9                  | 9.80%  |
| 10 to 14                | 16.10% |
| 15 to 19                | 19.40% |
| 20 to 24                | 17.40% |
| 25 to 29                | 7.90%  |
| 30 to 34                | 15.00% |
| 35 to 39                | 2.10%  |
| 40 to 44                | 2.00%  |
| 45 to 59                | 3.60%  |
| 60 to 89                | 2.40%  |
| 90+                     | 2.40%  |

Mean travel time to work (min.) 27.3

Approximately 87% of commuters have a commute time of less than the 35-minute mean travel time to work.

**Conclusion**

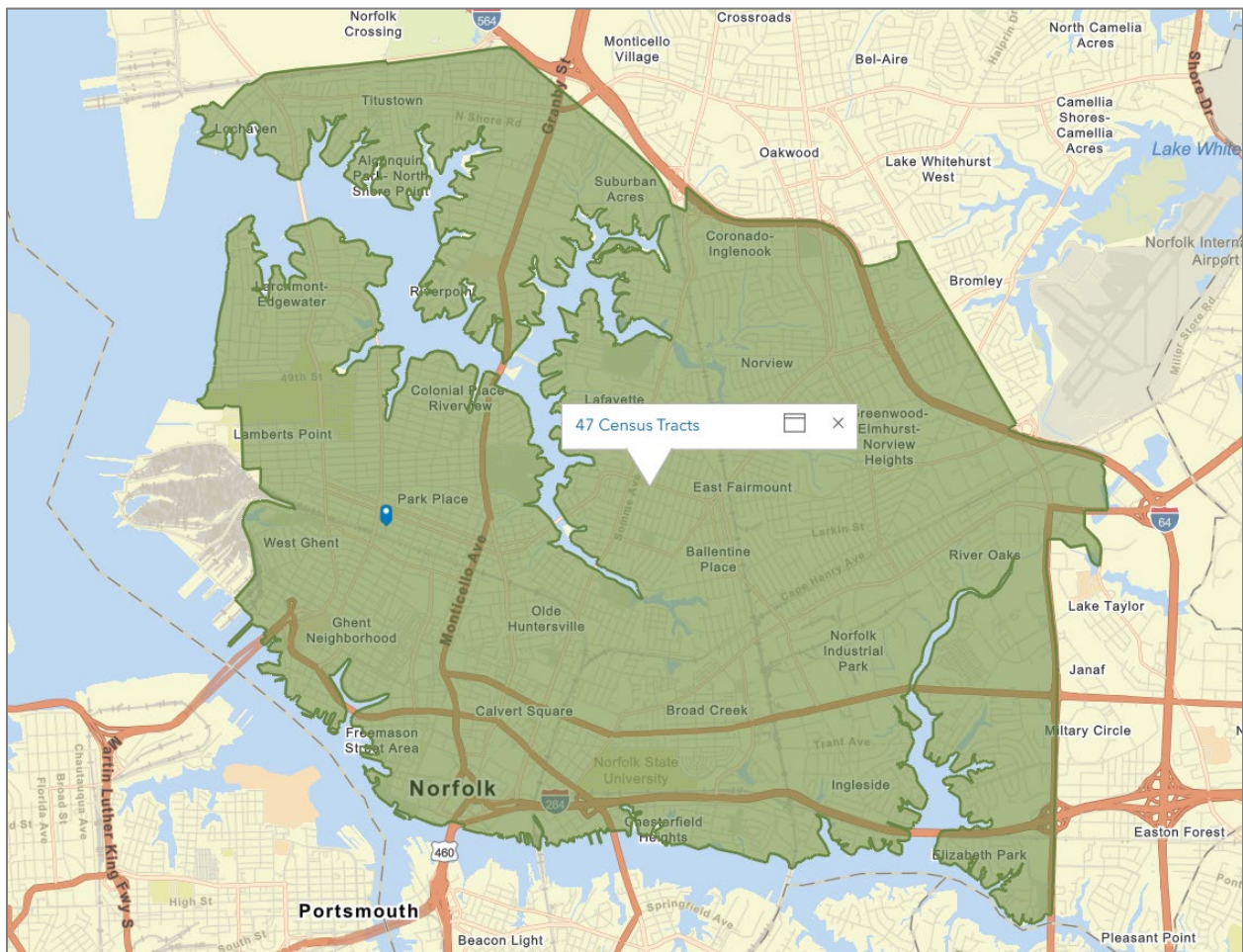
Based on field research and prior analysis of market conditions in the area, along with an assessment of population change and housing development, employment, transportation and geographic patterns, municipality definitions, housing stock conditions, and the location of competitive affordable housing, the effective primary market area for the subject is as follows;

**PMA**

| <u>Census Tracts</u> | <u>Jurisdiction</u> | <u>Census Tracts</u> | <u>Jurisdiction</u> | <u>Census Tracts</u> | <u>Jurisdiction</u> |
|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|
| 517100012.00         | Norfolk City        | 517100033.00         | Norfolk City        | 517100059.02         | Norfolk City        |
| 517100013.00         | Norfolk City        | 517100034.00         | Norfolk City        | 517100059.03         | Norfolk City        |
| 517100014.00         | Norfolk City        | 517100035.01         | Norfolk City        | 517100060.00         | Norfolk City        |
| 517100015.00         | Norfolk City        | 517100036.00         | Norfolk City        | 517100061.00         | Norfolk City        |
| 517100016.00         | Norfolk City        | 517100037.00         | Norfolk City        | 517100062.00         | Norfolk City        |
| 517100017.00         | Norfolk City        | 517100038.00         | Norfolk City        | 517100064.00         | Norfolk City        |
| 517100020.00         | Norfolk City        | 517100040.01         | Norfolk City        | 517100070.01         | Norfolk City        |
| 517100021.00         | Norfolk City        | 517100040.02         | Norfolk City        | 517100070.02         | Norfolk City        |
| 517100022.00         | Norfolk City        | 517100041.00         | Norfolk City        | 517109802.00         | Norfolk City        |
| 517100023.00         | Norfolk City        | 517100042.00         | Norfolk City        |                      |                     |
| 517100024.00         | Norfolk City        | 517100043.00         | Norfolk City        |                      |                     |
| 517100025.00         | Norfolk City        | 517100044.00         | Norfolk City        |                      |                     |
| 517100026.00         | Norfolk City        | 517100045.00         | Norfolk City        |                      |                     |
| 517100027.00         | Norfolk City        | 517100046.00         | Norfolk City        |                      |                     |
| 517100028.00         | Norfolk City        | 517100047.00         | Norfolk City        |                      |                     |
| 517100029.00         | Norfolk City        | 517100048.00         | Norfolk City        |                      |                     |
| 517100030.00         | Norfolk City        | 517100049.00         | Norfolk City        |                      |                     |
| 517100031.00         | Norfolk City        | 517100057.02         | Norfolk City        |                      |                     |
| 517100032.00         | Norfolk City        | 517100059.01         | Norfolk City        |                      |                     |

Secondary markets include concentric areas outward from previous boundaries determine. A Primary Market Area can further be examined on a macro and micro level. A macro-PMA is defined where consumers will have the highest propensity to choose a specific product at a specific location (as per the above stated definition) and demand may account for absorbing the vast majority of the proposed units. As previously stated, the subject properties macro-PMA is defined above. The micro-PMA examines relevant trends in the subject properties immediate market area. Because the area of study is significantly smaller than the macro-PMA, demand accounts for absorbing only a small portion of the units. Our micro-PMA includes the census tract in which the subject property is located. For illustrative purposes, we will often refer to demographic trends within the county only. We anticipate 30% of the units to be absorbed from the subject's micro-PMA; 60% to be absorbed by the subject's macro-PMA and the remaining 10% to be absorbed by secondary markets. Thus, we anticipate that by focusing on the subject's macro-PMA, we can reasonably account for 90% of derived demand.

2. A MAP OUTLINING THE SUBJECTS PRIMARY MARKET AREA (PMA) IS AS FOLLOWS;



The subject's PMA is defined in the above map. Land uses in the immediate area are consistent with and complementary to the subject's existing development. In the immediate vicinity of existing residential, office, multifamily, and retail. There is a wide array of land uses in the subject's immediate market area.

## F. EMPLOYMENT AND ECONOMY

(Format derived from Version 3.0, Adopted 1/14/2013; Section F; Employment and Economy; NCHMA)

### I & 2 EMPLOYMENT BY INDUSTRY

The chart below considers the employment by industry for the area, which most closely approximates the subject's PMA, and the entire MSA. As demonstrated, the composition of employment by industry for the county is consistent with the composition of employment by industry for the entire MSA. This is a diverse industry base with no one sector that is dominating the job sector to the detriment of the rest.

| Total Employment by Industry                    |                    |            |
|---|--------------------|------------|
|   | City of<br>Norfolk | % of Total |
| Agriculture, Forestry, Fishing and Hunting      | 5                  | 0.00%      |
| Mining, Quarrying, and Oil and Gas Extraction   | 0                  | 0.00%      |
| Utilities                                       | 370                | 0.26%      |
| Construction                                    | 5,426              | 3.79%      |
| Manufacturing                                   | 5,665              | 3.96%      |
| Wholesale Trade                                 | 2,955              | 2.07%      |
| Retail Trade                                    | 9,562              | 6.68%      |
| Transportation and Warehousing                  | 8,107              | 5.67%      |
| Information                                     | 1,306              | 0.91%      |
| Finance and Insurance                           | 4,446              | 3.11%      |
| Real Estate and Rental and Leasing              | 2,325              | 1.63%      |
| Professional, Scientific, and Technical Servi   | 11,628             | 8.13%      |
| Management of Companies and Enterprises         | 1,798              | 1.26%      |
| Administrative and Support and Waste Management | 8,944              | 6.25%      |
| Educational Services                            | 1,722              | 1.20%      |
| Health Care and Social Assistance               | 22,985             | 16.07%     |
| Arts, Entertainment, and Recreation             | 1,529              | 1.07%      |
| Accommodation and Food Services                 | 10,380             | 7.26%      |
| Other Services (except Public Administration)   | 3,412              | 2.38%      |
| Government Total                                | 40,273             | 28.15%     |
| Unclassified                                    | 230                | 0.16%      |
| Total, All Industries                           | 143,068            | 100%       |

### 3. HISTORICAL UNEMPLOYMENT RATE

Unemployment rates in the county have historically been somewhat higher than the state and with US levels.

| Year | Norfolk City | VA    | US    |
|------|--------------|-------|-------|
| 2014 | 6.20%        | 5.10% | 3.20% |
| 2015 | 5.50%        | 4.40% | 5.30% |
| 2016 | 5.30%        | 4.00% | 4.90% |
| 2017 | 4.60%        | 3.60% | 4.40% |
| 2018 | 3.70%        | 3.00% | 3.90% |
| 2019 | 3.50%        | 2.80% | 3.70% |
| 2020 | 9.20%        | 6.50% | 8.10% |
| 2021 | 5.70%        | 3.80% | 5.30% |
| 2022 | 3.40%        | 2.70% | 3.60% |
| 2023 | 3.20%        | 2.70% | 3.60% |
| 2024 | 3.40%        | 2.90% | 4.00% |

Unemployment rates at the city, state and national levels have been trending downwards. Unemployment rates in the city have maintained higher levels than state and lower than national levels.

| Month/ Yr. | Norfolk City | VA    | US    |
|------------|--------------|-------|-------|
| Jul-24     | 3.70%        | 2.90% | 4.50% |
| Aug-24     | 3.90%        | 2.70% | 4.40% |
| Sep-24     | 3.40%        | 2.70% | 3.90% |
| Oct-24     | 3.40%        | 2.90% | 3.90% |
| Nov-24     | 3.50%        | 2.40% | 4.00% |
| Dec-24     | 3.10%        | 2.30% | 3.80% |
| Jan-25     | 3.80%        | 2.70% | 4.40% |
| Feb-25     | 3.80%        | 3.00% | 4.50% |
| Mar-25     | 4.00%        | 3.30% | 4.20% |
| Apr-25     | 3.90%        | 3.50% | 3.90% |
| May-25     | 4.20%        | 3.10% | 4.00% |
| Jun-25     | 4.40%        | 2.90% | 4.40% |
| Jul-25     | 4.40%        | 3.00% | 4.60% |

Monthly trends have been consistent with years past.

#### 4. AREA MAJOR EMPLOYERS

##### PMA MAJOR EMPLOYER LIST (by order of number of employees)

| Employer Name                               | Jurisdiction |
|---|--------------|
| US Dept of Defense                          | Norfolk      |
| Sentara Healthcare                          | Norfolk      |
| Norfolk City School Board                   | Norfolk      |
| City of Norfolk                             | Norfolk      |
| Old Dominion University, Norfolk            | Norfolk      |
| Children's Hospital of the King's Daughters | Norfolk      |
| Sentara Health Management                   | Norfolk      |
| ADP Incorporated New                        | Norfolk      |
| Norfolk State University                    | Norfolk      |
| Security Forces, Inc.                       | Norfolk      |

#### 5. COMMENT OF RECENT OR PLANNED MAJOR EMPLOYMENT EXPANSIONS.

##### Recent & Planned Employment Expansions

##### 1. Small Business and Manufacturing Growth

- TST Fabrication & Machine announced a \$3 million expansion of its Norfolk operations, projected to create about 56 new jobs in advanced manufacturing supporting the defense supply chain.

##### 2. Innovation & Entrepreneurial Ecosystem

- Assembly Norfolk, a major coworking/innovation hub downtown, reported full occupancy of its Phase 1 and tenant expansions, with planned Phase 2 development to add space and increase job opportunities for startups and creative firms — a positive signal for knowledge-sector employment.

##### 3. Infrastructure & Construction Activity

- Although not direct employer announcements, large infrastructure projects like the Hampton Roads Bridge-Tunnel expansion and other transportation/construction investments are supporting thousands of jobs in construction, engineering, and related trades. These projects also indirectly support local employment markets.

##### 4. Offshore Wind & Energy Sector

- The Coastal Virginia Offshore Wind (CVOW) project remains under construction and is expected to sustain hundreds of construction jobs through 2026 and create ongoing operations and maintenance positions once completed.

##### 5. Airport Expansion

- Norfolk International Airport capital improvements and development of new facilities and services (including international flights) suggest long-term growth in logistics, tourism, and aviation-related employment.

## Employment Contractions & Risks

### 1. Labor Market Weakness Indicators

- Recent BLS estimates show nonfarm employment in the MSA trending slightly downward over the past year and some sectors like manufacturing and construction showing year-over-year contraction.

### 2. Federal & Defense Job Vulnerability

- Hampton Roads has a large concentration of federal civilian and defense jobs, and economists have highlighted federal layoffs or spending uncertainty as a risk to regional employment stability.
- Local workforce agencies reported assisting federal workers laid off earlier in 2025, though exact numbers are relatively modest so far (~100 or more affected workers).

### 3. WARN-Notice Data (Limited Local Reports)

- The most recent WARN filings include closures and layoffs — though none from major Norfolk manufacturers or large employers listed locally in early 2026 (WARN lists statewide notices, not all localized roles).

### 4. Sectoral Pressures

- External economic conditions such as tariffs affecting port and trade activity (important for the Port of Virginia and transportation jobs) could dampen employment growth if trade volumes weaken.

## Key Sectors to Watch

| Sector                           | Recent Trend                        |
|----------------------------------|-------------------------------------|
| Manufacturing                    | contracting modestly year-over-year |
| Education & Health Services      | showing steady growth               |
| Professional & Business Services | relatively stable/slight growth     |
| Leisure & Hospitality            | weakening slightly                  |
| Government (non-military)        | declining moderately                |
| Federal/Defense Jobs             | exposed to federal budget risks     |

## Summary

- Employment growth in the Norfolk MSA is mixed — recent data suggests a slowing or slight contraction in total jobs compared with 2024, with particular weakness in manufacturing and some service sectors.

- Targeted expansions are underway, especially in advanced manufacturing (TST Fab), innovation/tech sectors (Assembly Norfolk), and large construction and energy projects (HRBT, offshore wind), which should help support job creation through 2026.
- Risks remain, particularly around federal employment volatility and trade pressures that could impact jobs tied to defense, logistics, and port activity.

## 6. IN RELEVANT MARKETS, COMMENT OF AVAILABILITY OF AFFORDABLE HOUSING

Primary for employees of businesses and industries that draw from PMA.

Not Applicable

## 7. TYPICAL WAGES BY OCCUPATION

The following table provides the mean hourly wages and their corresponding estimated weekly wages for major occupational groups in the Richmond area:

| Average Weekly Wage by Industry               | \$       |
|---|----------|
| Agriculture, Forestry, Fishing and Hunting    | \$1,083  |
| Mining, Quarrying, and Oil and Gas Extraction | -        |
| Utilities                                     | \$3,057  |
| Construction                                  | \$1,530  |
| Manufacturing                                 | \$1,505  |
| Wholesale Trade                               | \$1,617  |
| Retail Trade                                  | \$732    |
| Transportation and Warehousing                | \$11,613 |
| Information                                   | \$2,517  |
| Finance and Insurance                         | \$2,636  |
| Real Estate and Rental and Leasing            | \$1,318  |
| Professional, Scientific, and Technical Servi | \$1,797  |
| Management of Companies and Enterprises       | \$1,928  |
| Administrative and Support and Waste Manageme | \$1,004  |
| Educational Services                          | \$1,065  |
| Health Care and Social Assistance             | \$1,441  |
| Arts, Entertainment, and Recreation           | \$596    |
| Accommodation and Food Services               | \$475    |
| Other Services (except Public Administration) | \$974    |
| Government Total                              | \$1,581  |
| Average for City                              | \$1,459  |

## 8. COMMUTING PATTERNS

Commuting patterns measure the daily travel between places of residence and places of work. To be classified as a commuter, a worker must cross at least one political boundary when traveling between work and home.

| Commuting Patterns               | Persons |
|----------------------------------|---------|
| People who live and work in area | 33,922  |
| In-Commuters                     | 95,788  |
| Out-Commuters                    | 51,575  |
| Net In-Commuters                 | 44,213  |

There are approximately 33,922 people who reside and work in the city. The total number of persons commuting into the city is more than those that commute out of the by approximately 44,000 persons.

Norfolk is still a car-first commuting city, but it has a noticeable “non-auto” mix (walk/bike/transit) and work-from-home share:

- Drive alone: 71%
- Carpool: 10%
- Public transit: 3%
- Walk: 5%
- Bicycle: 1%
- Other: 1%
- Worked at home: 10%

### How long the commute is

Norfolk’s mean travel time to work is ~22.6 minutes (ACS 2024 1-year, per Census Reporter), which is shorter than the overall Hampton Roads MSA average shown on the same profile page.

### Cross-jurisdiction commuting is the “default” in Hampton Roads

Even when commute times look moderate, crossing city lines is normal in this region. The Hampton Roads Planning District Commission / HRTPO emphasizes that understanding locality-to-locality flows (incoming, outgoing, and within-locality commuting) is central to planning, and they publish interactive tools built from a special ACS commuting-flows product.

*Practical takeaway:* Norfolk functions as both a job center and a residential base, so commuting patterns are shaped by bridge/tunnel connectivity and multi-city trip-making.

### What Norfolk’s commute mix implies (real estate / land use read-through)

- **High drive-alone share** suggests continued dependence on parking supply, road access, and peak-period reliability—consistent with broader Hampton Roads’ high drive-alone tendency.
- **Walking + biking** (6% combined) is meaningful for a midsize city and tends to concentrate around Downtown/medical campus/ODU corridor and other higher-density neighborhoods (relevant for infill multifamily and mixed-use).
- **Transit use is modest**, but HRT publishes system ridership trends monthly (useful for tracking whether transit demand is strengthening or weakening over time).

## 9. CONCLUSIONS

The economy of the City of Norfolk reflects a blend of traditional anchors, moderate labor market conditions, and demographic and commuting dynamics that shape both its opportunities and challenges. As of early 2026, Norfolk's unemployment rate hovers around 4.0%, indicating a modest degree of labor market slack compared with pre-pandemic lows and broader state averages. The local labor force has experienced mild increases in joblessness over the past year, underscoring a labor market that is stable but not rapidly expanding.

Norfolk's economic foundation is strongly influenced by large institutional and sectoral anchors. The presence of Naval Station Norfolk, the largest naval base in the world, is a dominant economic driver, supporting thousands of military and civilian jobs that permeate the local economy. Healthcare systems such as Sentara Norfolk General Hospital and Eastern Virginia Medical School, along with higher education institutions including Old Dominion University and Norfolk State University, contribute significantly to employment and retain a diversified workforce. The Port of Virginia and associated maritime and logistics sectors further strengthen the employment base by anchoring goods movement and trade-related activity.

Recent employment developments reveal a mix of project-driven expansions and localized contractions. Large scale initiatives — including significant downtown investments and tourism-oriented projects — have supported construction and service sector job creation, while specific business closures have created pockets of job losses in sectors such as logistics and manufacturing. Together, these developments suggest that Norfolk's job growth is uneven and tied to both national economic conditions and local investment activity.

On the income front, Norfolk's residents exhibit moderate household earnings. Median household income is in a mid-range relative to national levels, though average wage measures and income distribution indicate that a meaningful portion of the population earns below state benchmarks. These income patterns, combined with a poverty rate that exceeds the statewide average, suggest constrained consumer spending capacity in certain parts of the city — a factor that may temper retail and hospitality growth unless broader wage gains occur.

Commuting patterns reflect Norfolk's role as both a job center and part of a broader regional labor shed. A notable share of workers live outside city limits, commuting from surrounding localities across Hampton Roads, while many city residents also travel beyond Norfolk for employment. Shorter average commute times and a high reliance on automobiles highlight the importance of transportation infrastructure to regional mobility, and local efforts such as the Tide light rail system offer alternatives along key urban corridors.

Taken together, these indicators portray Norfolk's economy as stable but not rapidly expanding, with durable employment anchors and solid institutional presence helping sustain payrolls. However, moderate labor market growth, income constraints, and reliance on federal and project-based investments create a nuanced outlook. Norfolk's economic trajectory will be shaped by its ability to foster diversified job creation, support workforce readiness, and leverage both its strategic location and infrastructure improvements to attract and retain employers.

## G. DEMOGRAPHIC CHARACTERISTICS

(Format derived from Version 3.0, Adopted 1/14/2013; Section G; Demographic Characteristics; NCHMA)

### POPULATION AND HOUSEHOLD ESTIMATES AND PROJECTIONS

#### General Population Trends

The population for the subject's PMA increased approximately 14% between 2010 and 2025. The total population for the PMA is estimated at 159,456 in 2030 which represents an annual 0.50% growth rate over the next 5 years. This change in population over this time span is considered moderate and thus we can conclude that the population in the subject's PMA is growing at a constant and deliberate pace.

| General Population Trends |         |           |                 |
|---------------------------|---------|-----------|-----------------|
| Year                      | No.     | % Change  | Annual % Change |
| 2010                      | 126,420 | Base Year | Base            |
| 2025                      | 127,605 | 0.94%     | 0.07%           |
| 2030 (est)                | 125,681 | -1.51%    | -0.30%          |

#### Population by Age

| Population By Age | 2025    | %      | 2030 (est) | %      |
|-------------------|---------|--------|------------|--------|
| 0-4               | 7,102   | 5.57%  | 6,732      | 5.36%  |
| 5-9               | 7,126   | 5.58%  | 6,427      | 5.11%  |
| 10-14             | 6,081   | 4.77%  | 6,604      | 5.25%  |
| 15-24             | 23,132  | 18.13% | 23,050     | 18.34% |
| 25-34             | 22,968  | 18.00% | 19,117     | 15.21% |
| 35-44             | 16,500  | 12.93% | 18,109     | 14.41% |
| 45-54             | 11,976  | 9.39%  | 12,838     | 10.21% |
| 55-64             | 12,926  | 10.13% | 11,106     | 8.84%  |
| 65-74             | 11,973  | 9.38%  | 11,970     | 9.52%  |
| 75-84             | 5,841   | 4.58%  | 7,383      | 5.87%  |
| 85+               | 1,980   | 1.55%  | 2,345      | 1.87%  |
| Total             | 127,605 | 100%   | 125,681    | 100%   |

As indicated above, approximately 50% of the population is 35 years of age or younger, which is the typical age range for an apartment dweller. There does not appear to be any significant shifts in the age composition of the population over our survey period.

## General Housing Trends

To take a more detailed look at the average and projected household size, we will take a closer look at the components of this equation; housing trends and population in households.

| Housing Trends; PMA |                  |            |               |                |             |
|---------------------|------------------|------------|---------------|----------------|-------------|
| Year                | Population in HH | Households | Housing Units | Persons per HH | Occupancy % |
| 2020                | 120,326          | 53,478     | 57,947        | 2.25           | 92%         |
| 2025                | 119,079          | 54,875     | 59,204        | 2.17           | 93%         |
| 2030 (est)          | 117,389          | 55,372     | 60,249        | 2.12           | 92%         |

| Household Trend Analysis |        |        |                 |        |
|--------------------------|--------|--------|-----------------|--------|
| Year                     | Number |        | Growth Rate (%) |        |
|                          | Total  | Annual | Total           | Annual |
| 2020-2025                | 1,397  | 279    | 2.61%           | 0.20%  |
| 2026-2030                | 497    | 99     | 0.91%           | 0.18%  |

| Housing Unit Trend Analysis |        |        |                 |        |
|-----------------------------|--------|--------|-----------------|--------|
| Year                        | Number |        | Growth Rate (%) |        |
|                             | Total  | Annual | Total           | Annual |
| 2020-2025                   | 1,257  | 251.40 | 2.17%           | 0.17%  |
| 2026-2030                   | 1,045  | 209.00 | 1.77%           | 0.35%  |

### Housing Trends in macro-PMA

- Persons in occupied housing units decreased over our survey period
- Households increased over our survey period.
- Housing units increased over our survey period.
- Persons per HH decreased over our survey period
- Occupancy rates have generally remained level.

In almost every market, rural and urban, there has been a decline in the household size since 1960 because of several sociological factors including smaller families, fewer extended or three generation families, greater number of divorces and single parents, increased personal longevity yielding more elderly, one- and two-person households, etc. (By definition, the minimum household size is 1.0.). The PMA is no exception to this trend.

## Households by Tenure

| Owner/ Renter Occupancy in PMA |        |      |        |      |            |      |
|--------------------------------|--------|------|--------|------|------------|------|
|                                | 2020   | %    | 2025   | %    | 2030 (est) | %    |
| Owner                          | 22,324 | 39%  | 24,360 | 41%  | 25,229     | 42%  |
| Renter                         | 31,154 | 54%  | 30,515 | 52%  | 30,143     | 50%  |
| Vacant                         | 4,469  | 8%   | 4,329  | 7%   | 4,877      | 8%   |
| TOTAL:                         | 57,947 | 100% | 59,204 | 100% | 60,249     | 100% |
| <hr/>                          |        |      |        |      |            |      |
| Households                     | 53,478 |      | 54,875 |      | 55,372     |      |
| *Adj Renter %                  | 58%    |      | 56%    |      | 54%        |      |

\*- nets out vacant households

Based upon information provided by the Site to do Business, the ratio of renters to owners in the subject PMA has modestly decreased over our survey period. The ratio of multifamily households is approximately 40%, after netting out vacant households.

## DISTRIBUTION OF INCOME

## Income Restrictions

Establishing the factor to identify which target households are eligible by income requires the definition of the limits of the affordable income range. The following table presents the data used in the MSA market in deriving these ranges. The upper limit is constrained using HUD income limits adjusted for household size. This analysis converts household size into bedroom mix using maximum reasonable occupancies, given the household size distribution. Therefore, the expected household size average of an EFF is 1 person; 1 BR is 1.5 persons; 2 BR is 3 persons, and a 3 BR is 4.5 persons, etc.

Pertaining to the affordable units; the affordability range, including the lower limits, for the analysis, is estimated using expenditure patterns reflecting what consumers typically pay for housing. The lower limits are typically established by assuming a household can reasonably afford to pay no more than **35%** of its income for gross housing expenses, including utilities and maintenance. (The most recent Consumer Expenditure Survey (CEX) by the Census Bureau indicates that the average cost paid by U.S. households is around 38%). The upper limits are established using the HUD limits referred to above.

The analysis is contained on the following page.

| INCOME LIMIT DERIVATION<br>PMA  | LIHTC Rents |          |          |
|---|-------------|----------|----------|
| LIHTC   |             |          |          |
| Income/Rent Restriction   | 40%/ 40%    | 50%/ 50% | 60%/ 60% |
| Unit Type (No. of BR's)   | Studio      | Studio   | Studio   |
| No. of Units  | 12          | 28       | 40       |
| No. of PBV Units (assuming all LIHTC)   | 12          | 28       | 40       |
| Proposed Rents  | \$746       | \$932    | \$1,119  |
| UTILITY ALLOWANCE   | 0           | 0        | 0        |
| GROSS RENTS   | \$746       | \$932    | \$1,119  |
| Annual Rent   | \$8,952     | \$11,184 | \$13,428 |
| <br>  |             |          |          |
| Incomes needed to Support Gross Rents<br>(with no subsidy component considered) | \$25,577    | \$31,954 | \$38,366 |
| <br>  |             |          |          |
| Proportion of Units Eligible for Restrictions<br>Eligible Households:           | 100%        | 100%     | 100%     |
| <br>  |             |          |          |
| Eligible Income, Upper Limit @ 40% of AMI                                       | \$29,840    | \$37,300 | \$44,760 |
| Eligible Income, Upper Limit @ 50% of AMI                                       |             |          |          |
| Eligible Income, Upper Limit @ 60% of AMI                                       |             |          |          |
| Eligible Income, Upper Limit @ 80% of AMI                                       |             |          |          |
| <br>  |             |          |          |
| Maximum Tax Credit Eligible Gross Rents (40%)                                   | \$746       | \$933    | \$1,119  |
| Maximum Tax Credit Eligible Gross Rents (50%)                                   |             |          |          |
| Maximum Tax Credit Eligible Gross Rents (60%)                                   |             |          |          |
| Maximum Tax Credit Eligible Gross Rents (80%)                                   |             |          |          |
| <br>  |             |          |          |
| Target Income Ranges:   | \$25,577    | \$31,954 | \$38,366 |
| to  | \$29,840    | \$37,300 | \$44,760 |

The rent level, the resulting affordability limits, and the income distribution among the lower income households in the market, create a segment for family households. The income range for a rental project is illustrated in the above tables.

It is possible that some households, with higher incomes and larger family sizes, could qualify for units, and that some smaller households will also qualify for the bedroom units or choose to pay more than 35% of their income for housing. However, this range is estimated to include the bulk of the potential tenants. This analysis uses the income distributions for family households in the subject's PMA as the income standard, not the MSA. The inclusion of other county/ city households within the PD may skew the market area medians and result in an inaccurate estimation of demand.

## AFFORDABILITY INDEX

The affordability index quantifies the number of households that fall within the income range established in the previous table. Those households that fall within the income range can afford the product. Within this analysis, we have assumed an even-spread of households throughout the income range. The affordability indexes are as follows;

| Household Income Distribution; PMA |    |           |         |       | Overall | Studio | Studio   | Studio   | Studio   |          |          |
|------------------------------------|----|-----------|---------|-------|---------|--------|----------|----------|----------|----------|----------|
| Household Income Range             |    | % of HH   | # of HH |       | 40%     | 50%    | 60%      | PBV/ 60% |          |          |          |
| \$0                                | to | \$14,999  | 18%     | 5,392 |         |        |          |          | 5,392    |          |          |
| \$15,000                           | to | \$24,999  | 11%     | 3,378 |         |        |          |          | 3,378    |          |          |
| \$25,000                           | to | \$34,999  | 11%     | 3,210 | 3,025   | 1,369  | 978      |          | 3,210    |          |          |
| \$35,000                           | to | \$49,999  | 15%     | 4,663 | 3,034   |        | 715      | 1,988    | 1,988    |          |          |
| \$50,000                           | to | \$74,999  | 19%     | 5,923 |         |        |          |          |          |          |          |
| \$75,000                           | to | \$99,999  | 11%     | 3,317 |         |        |          |          |          |          |          |
| \$100,000                          | to | \$149,999 | 9%      | 2,838 |         |        |          |          |          |          |          |
| \$150,000                          | +  |           | 6%      | 1,794 |         |        |          |          |          |          |          |
| Renter HH                          |    |           |         |       | 100%    | 30,515 | 6,059    | 1,369    | 1,692    | 1,988    | 13,968   |
| Min Income                         |    |           |         |       |         |        | \$25,577 | \$25,577 | \$31,954 | \$38,366 | \$0      |
| Max Income                         |    |           |         |       |         |        | \$44,760 | \$29,840 | \$37,300 | \$44,760 | \$44,760 |
| Affordability Index                |    |           |         |       |         |        | 20%      | 4%       | 6%       | 7%       | 46%      |

The overall affordability index is 20% for all units. The affordability index is simply the ratio of renter qualified households by the total number of renter households. The affordability index is further segmented by bedroom as demonstrated in the above table.

### Adjust for Normal Vacancy

At any given time, some units will be vacant because of seasonal occupancy or the need to refurbish units. A vacancy rate of about 5% is often applied to the demand forecast to reflect a market in equilibrium. In non-valuation studies, such as a feasibility analysis for proposed construction, this adjustment is used to estimate the supportable project size. We have made a 5% allowance in our analysis.

### Demand Generators

Marginal demand for real estate is typically of function of two basic indices; Changes in Population and Trends within the Existing Housing Inventory. Within each category, various demand generators are present. A brief description of each form of marginal demand is described below.

#### Change in population

Initially, the change in population is the primary component which drives household demand. As population increases/ decreases, the demand for housing increases/ decreases relative to household size. If average household size remains constant, as population increases, the demand for households also increases. Conversely, if population decreases, the demand for

households decreases. The change in population has the potential of increasing/ decreasing overall household demand. This form of demand is new demand.

### Existing Inventory

Movership demand and latent demand (often referred to as “pent-up” demand)

Movership demand is simply a form of trending within the existing household inventory. Movership demand is created as the existing inventory of housing shifts into/ out of the subject’s target qualification criteria. Movership demand is demand generated by the upward/ downward mobility of lower/ upper-income households. If move-up demand exceeds move-down demand, then a positive “net” demand is created. This marginal demand estimate can be added to or subtracted from the existing demand, thus increasing/ decreasing overall demand. If move-down demand exceeds move-up demand, then a negative “net” demand is created. This marginal demand estimate is subtracted from the existing demand, thus decreasing overall demand.

Latent demand, which is also referred to as pent-up demand, typically results from underbuilding in an area. If, over the last several years, rental building has not kept pace with the population increase and, more importantly, the percentage of the population desiring (or needing) rental units that had been forecast to increase, latent demand might be present.

During our analysis, we have estimated that “latent” demand will be generated from five sources; existing unmet demand (existing demand exceeds existing supply), cost burden renters, substandard households, waiting lists and conversions.

- Existing Demand may be present if current demand for a product exceeds the current supply for a product type.
- Family/ Elderly Cost Burden Renters are those renters that are spending more than 35%/ 40% of their income for housing costs.
- Substandard Households are those households that have incomplete kitchen facilities, incomplete plumbing facilities or more than one person per room.
- Waiting lists is a form of pent-up demand in which a tenant (demand) must wait for a residential unit (supply).
- Conversions are simply those that reside in one form of housing and may convert to another form of housing. Most commonly this occurs between homeowners and renters.

If latent demand exists, then it always represents a positive adjustment to existing demand.

### Adjust for Movership Demand

As previously discussed, movership demand is created from trending within the existing inventory.

#### Trends

Based upon our analysis, we anticipate that “move-up” gains are expected to mostly be cancelled out from “lateral- losses” and thus a 0% additional demand is generated from trending.

### Adjust for Latent Demand

Our analysis indicates that the current demand for the subject exceeds the current supply and therefore, a positive residual demand exists.

Cost Burden Renters are those renters that spending more than 35% of income for housing costs. Based upon information provided by the US Census Bureau, approximately **42%** of renter households in the subject PMA are considered cost burden households.

Substandard Households are those households that have incomplete kitchen facilities, incomplete plumbing facilities or more than one person per room. Based upon information provided by the US Census Bureau, approximately **1%** of renter households are considered substandard households.

We have estimated that **around 43%** of *current* renter households are a combination of cost burden and substandard households. Not all the cost burden households and substandard households will qualify for the subject; however, more than the average affordability index will qualify given that the subject is designed to cater to this household segment. Therefore, we have estimated the affordability index at **50%** for this household segment. The balance of those households that would not qualify would likely remaining in their current house or find housing with a deeper form of subsidy.

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## H. COMPETITIVE ENVIRONMENT

### COMPARABLE PROPERTY PROFILES

The first part of the analysis calls for an inventory of available and anticipated competitive supply. Quantitative supply data can be obtained from many sources. The most common sources include; costar, Carolina real data, and various online websites.

In the second part of the supply analysis, a quantitative ranking of competitive apartments is developed. We relied on judgment to complete the quantitative survey and rate the subject against the competition.

### EXISTING STOCK OF COMPETITIVE PROPERTIES

Predominate type of development and conformity.

The predominately type of development in the subject's PMA is residential in nature. The multifamily inventory is typically garden style walk up communities. The subject will be a Class A community and is anticipated to have a moderate degree of conformity with other Class A and B projects in the PMA.

#### Existing Properties

Using quantitative data obtained from municipal lists of existing apartments and unit totals, we estimated the multifamily inventory within the subject's PMA at approximately 17,000 multifamily units (including LIHTC units). Not all these units are competitive with the subject. Some units are occupied by tenants with household incomes above or below the range specified for the subject. The subject is a family oriented LIHTC property and only other family oriented LIHTC properties are expected to compete with the subject. Therefore, we have conducted a survey on the existing inventory of family oriented LIHTC properties contained in the subject's PMA.

#### Planned Projects

We are aware of several competitive projects that are coming online in the near term;

#### Leasing now / recently opened

- **Aspire at Church St. (645 Church St, Norfolk)** — 85 units, described by NRHA as a Project-Based Voucher (PBV) / Low-Income Housing Tax Credit (LIHTC) community; property marketing indicates "Now Leasing."
  - NRHA has run multiple limited-window waitlist/application periods for Aspire (a good signal it's actively coming online/absorbing).
- **Origin Circle at Kindred (451 Church St, Norfolk)** — 120 affordable units; the developer case study states the deal used a 9% competitive LIHTC allocation from Virginia Housing (and notes the community is "today" delivering units).

### Under construction / next deliveries (2025–2026)

- **Unity Place at Kindred (St. Paul's / Kindred area)** — City update (May 2025) indicates an **active application portal** for former Tidewater Gardens residents, implying near-term occupancy/lease-up activity tied to the next phase.
  - Earlier project reporting describes **Unity Place as a 140-unit mixed-use building** and notes that earlier/adjacent first-phase buildings were timed to finish/lease up first.
- **TWG A Apartments at Kindred (Blocks 9, 10, 16)** — City SPAC presentation shows 191 units with a detailed timeline tied to 4% LIHTC + state tax credits: construction start 8/2/2024, temporary CO 3/1/2026, construction completion 7/26/2026, lease-up complete 12/1/2026.
- **Grandy Village – Phase VI (Norfolk)** — NRHA's current project page says Phase VI is under construction and includes 70 new townhouse-style apartments (plus supporting facilities/roads).
  - NRHA previously described Grandy Village Phase VI as a PBV / Tax Credit community (older notice, but it aligns with the same Phase VI naming).

This equates to 606 dwelling units that will come online in the short term. Based upon conversations with city officials and housing trends, a total allowance of 800 competitive new dwelling units is estimated within the subject's PMA over the mid-range forecast (5 years).

The multifamily lending market in the Hampton Roads region has improved compared with the tighter conditions seen in 2023–2024, though lenders remain selective. Strong fundamentals—occupancy around the mid-90% range, moderate rent growth, and slowing new supply after a 2024 delivery peak—have helped stabilize underwriting and restore lender confidence. Multifamily loan originations nationally rebounded in 2025 and banks have largely stopped tightening CRE standards, which has increased capital availability for stabilized assets. In practice, agency lenders (Fannie Mae and Freddie Mac) are the most active and can offer competitive rates for stabilized properties, while banks and CMBS lenders are participating more cautiously. Overall, financing is readily available for well-leased properties with solid sponsorship, but value-add and development deals still face tighter leverage, higher scrutiny, and more conservative underwriting assumptions..

### ANALYSIS OF COMPETITIVE SUPPLY AND RATING OF THE SUBJECT AGAINST THE COMPETITION

To obtain an inventory of apartment projects that are competitive with the subject, the noncompetitive properties must be segmented out from the existing and anticipated supply. In this step, noncompetitive supply is identified in the rating process. We have rated apartment complexes in the subject's PMA in terms of three major criteria: location, age/ condition, and amenities.

- **Location**  
Each of the areas where apartment communities are clustered was assigned a rating on a scale of 1 to 3; the better the location within the PMA, the higher the rating.
- **Age/ Condition**

The age/ condition of the apartment complexes was rated 1 to 3. The older complexes received a lower rating whereas; newer complexes received a higher rating.

- **Amenities**  
Property amenities include amenities offered within the apartments and common site amenities. Properties with a superior amenity package received the higher rankings.
- **Other factors considered** include whether the project is affordable or market oriented and the overall size of the complex. Properties of similar age and physical characteristics may not be considered competitive with the subject because it is not an affordable community. Also, smaller projects may not be considered competitive either. These factors were considered in our ranking analysis.

The subject will is a LIHTC community and all other LIHTC properties in the subject’s PMA will compete with the subject. Subsidized properties and elderly properties were excluded from our analysis. Our ranking analysis is as follows;

| Property  | Have Write- Up | Submarket  | Age Group | Units | Property Class | Overall Rating | Type  |
|---|----------------|------------|-----------|-------|----------------|----------------|-------|
| Arbor Pointe Apartments                                   | Yes            | within PMA | 15 to 30  | 308   | C              | 6              | LIHTC |
| Aspire Apartments   | Yes            | within PMA | 15 to 30  | 85    | B              | 7              | LIHTC |
| Block 17 and 18 Combined- Unity Place at Kindred          | Yes            | within PMA | 1 to 5    | 138   | A              | 9              | Mixed |
| Broad Creek Renaissance                                   | Yes            | within PMA | 5 to 10   | 300   | B              | 7              | Mixed |
| Church St Station   | Yes            | within PMA | 1 to 5    | 80    | B              | 8              | LIHTC |
| Market Heights  | Yes            | within PMA | 1 to 5    | 164   | B              | 8              | Mixed |
| Mission College Apartments                                | Yes            | within PMA | 15 to 30  | 260   | C              | 6              | LIHTC |
| Newport Gardens   | Yes            | within PMA | 1 to 5    | 50    | B              | 8              | Mixed |
| Parkwood Manor  | Yes            | within PMA | 15 to 30  | 100   | C              | 5              | LIHTC |
| The Pointe at Picket Farms/ Quill Apts                    | Yes            | within PMA | 5 to 10   | 300   | B              | 7              | LIHTC |
| Riverpoint Apartments                                     | Yes            | within PMA | 15 to 30  | 220   | C              | 6              | LIHTC |
| Saint Pauls   | Yes            | within PMA | 5 to 10   | 126   | B              | 7              | LIHTC |
| Talbot Park Apartments                                    | Yes            | within PMA | 15 to 30  | 295   | C              | 5              | LIHTC |
| The Ashton  | Yes            | within PMA | 5 to 10   | 118   | B              | 7              | LIHTC |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred | Yes            | within PMA | 1 to 5    | 191   | A              | 9              | Mixed |
| Villa Terrace Apartments                                  | Yes            | within PMA | 15 to 30  | 82    | C              | 6              | LIHTC |

Total Units Surveyed in PMA **2,817**  
Competitive Units **2,817**

The communities were sorted by their overall rating. The location ratings, the age ratings and the amenities rating were added to produce the overall rating illustrated above. Using their competitive supply ratings, the 5 communities were grouped into three classes; A, B and C. The following table shows the breakout of the apartment complexes by class.

| Class        | No. of Communities | % of Total Units | No. of Units per Class | Rating Scores |
|--------------|--------------------|------------------|------------------------|---------------|
| A            | 2                  | 13%              | 329                    | 9+            |
| B            | 8                  | 50%              | 1,223                  | 7, 8          |
| C            | 6                  | 38%              | 1,265                  | <5            |
| <b>Total</b> | <b>16</b>          | <b>100%</b>      | <b>2,817</b>           |               |

## Conclusion of Competitive analysis

### Class A

- There are 2 Class A projects containing 329 units located within the subject's PMA.

### Class B

- There is a total of 8 Class B projects containing 1,223 units within the subject's PMA. The rating scores are 7 and 8.

### Class C

- There is a total of 6 Class C project containing 1,265 dwelling units in the subject's PMA. The rating scores have a range from 5 and below.

The subject is expected to compete with all other LIHTC properties.

## Comparable Property Photos and Property Profiles

Per VH Guidelines, a general write-up, including photos of all LIHTC properties contained in the subject's PMA is contained on the following pages. Only those LIHTC units that are family oriented and unsubsidized were included in our survey. No market rate properties were included in our survey; however, LIHTC properties with a market rate component were included in our survey as we feel the subject will effectively compete with those units as well.

In some cases, despite our best efforts, properties may not have been surveyed (not returning phone calls, refusal to cooperate). In instances in which we were unable to reach any party to the property, we may have updated older data based on trends or relied upon online sources. In some cases, in which alternative sources were not available, a property may not have been updated but still included in our analysis. There is a total of 16 LIHTC properties located in the subject's PMA of which 16 are considered competitive. Those competitive properties and their status include;

| Property  | Status         |
|---|----------------|
| Arbor Pointe Apartments                                   | Updated online |
| Aspire Apartments   | Updated online |
| Block 17 and 18 Combined- Unity Place at Kindred          | Updated online |
| Broad Creek Renaissance                                   | Updated online |
| Church St Station   | Updated online |
| Market Heights  | Updated online |
| Mission College Apartments                                | Updated online |
| Newport Gardens   | Updated online |
| Parkwood Manor  | Updated online |
| The Pointe at Picket Farms/ Quill Apts                    | Updated online |
| Riverpoint Apartments                                     | Updated online |
| Saint Pauls   | Updated online |
| Talbot Park Apartments                                    | Updated online |
| The Ashton  | Updated online |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred | Updated online |
| Villa Terrace Apartments                                  | Updated online |

Several properties may not have been able to be reached for a phone survey. No data was available on these properties publicly. Therefore, they are not included in the following comparable write-ups.

A general write-up of the subject and those properties considered comparable are contained on the following pages. The property profile sheets outline each properties unit matrix, unit amenities, site amenities and utilities/ services included in rent. It's used as a basis for determining the subject's true competition and this analysis further establishes the subject's conformity with its competition and highlights unique aspects of the subject that may serve as a competitive advantage or deficiency.

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Gosnold II - SRO \_\_\_\_\_  
 Property Address: 2425 Gosnold Ave, Norfolk, VA Phone: - \_\_\_\_\_  
 Physical Occupancy: na % Estimated ( ) Actual (x) As of (date): Current \_\_\_\_\_  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: Will be new upon completion \_\_\_\_\_  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities. \_\_\_\_\_  
 Has the property been renovated? If so, what was the scope of the work?: No, the property is newer. \_\_\_\_\_  
 Is the property located on or near public transportation; if so, what? Yes \_\_\_\_\_  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route. \_\_\_\_\_  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( ) \_\_\_\_\_

Unit Mix: 80 Total Units

| # Units | Type   | Square Footage |      | Rent     |      |         | Income/ Rent |               | Other |
|---------|--------|----------------|------|----------|------|---------|--------------|---------------|-------|
|         |        | Low            | High | Low      | High | \$/ PSF | \$/ PSF      | Restrictions  |       |
| 2       | Studio | 354            |      | 1,279.00 |      | 3.61    |              | 40%/ 40%/ PBV | LIHTC |
| 5       | Studio | 358            |      | 1,279.00 |      | 3.57    |              | 40%/ 40%/ PBV | LIHTC |
| 1       | Studio | 368            |      | 1,279.00 |      | 3.48    |              | 40%/ 40%/ PBV | LIHTC |
| 1       | Studio | 380            |      | 1,279.00 |      | 3.37    |              | 40%/ 40%/ PBV | LIHTC |
| 1       | Studio | 440            |      | 1,279.00 |      | 2.91    |              | 40%/ 40%/ PBV | LIHTC |
| 1       | Studio | 451            |      | 1,279.00 |      | 2.84    |              | 40%/ 40%/ PBV | LIHTC |
| 1       | Studio | 452            |      | 1,279.00 |      | 2.83    |              | 40%/ 40%/ PBV | LIHTC |
| 2       | Studio | 354            |      | 1,279.00 |      | 3.61    |              | 50%/ 50%/ PBV | LIHTC |
| 22      | Studio | 358            |      | 1,279.00 |      | 3.57    |              | 50%/ 50%/ PBV | LIHTC |
| 4       | Studio | 370            |      | 1,279.00 |      | 3.46    |              | 50%/ 50%/ PBV | LIHTC |
| 13      | Studio | 358            |      | 1,279.00 |      | 3.57    |              | 60%/ 60%/ PBV | LIHTC |
| 27      | Studio | 368            |      | 1,279.00 |      | 3.48    |              | 60%/ 60%/ PBV | LIHTC |

**Unit Amenities:** Check where appropriate

|                                |                      |                  |                            |
|--------------------------------|----------------------|------------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b> | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven             | ( ) Central System   | (x) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru        | (x) Vinyl        | (x) Cable/ Satellite Ready |
| ( ) Microwave                  | ( ) Window A/C Units | ( ) Hardwood     | ( ) Vaulted/ High Ceiling  |
| ( ) Dishwasher                 | ( ) Baseboard Heat   | ( ) Ceramic      | ( ) Upgraded Countertops   |
| ( ) Garbage Disposal           | (x) Other: Describe  | ( ) Other        | ( ) Garden Tubs            |
| ( ) Range Hood                 | PTAC                 | ( ) W/D Hook-ups | ( ) Moulding               |
|                                |                      | ( ) Ceiling Fans | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other; please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | (x) Heat (Gas/ Elec)      | (x) All Utilities; includes electricity    |
| (x) Trash Pickup  | (x) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | (x) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_  
 Renewal Rate as % of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period \_\_\_\_\_

**Newer Property Only**  
 Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**  
 None

CONTACT PERSON: EAJoseph Appraisal & Consultation POSITION: \_\_\_\_\_

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at 60% of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Arbor Pointe Apartments  
 Property Address: 502 Grantham Road, Norfolk, VA Phone: -  
 Physical Occupancy: \_\_\_\_\_ 95 \_\_\_\_\_ 94 \_\_\_\_\_ % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 1949/1997/ +/-20 years  
 What condition was the property in considering its age?: Good ( ) Average ( x ) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: Yes, a comprehensive rehab was performed in 1997.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 308 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |                         |
|---------|------|----------------|------|----------|------|---------|---------|--------------|-------|-------------------------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other                   |
| 40      | 1x1  | 655            |      | 975.00   |      | 1.49    |         | 60%/ 60%     | None  | T pays \$75 utility fee |
| 268     | 2x1  | 826            |      | 1,128.00 |      | 1.37    |         | 60%/ 60%     | None  | T pays \$85 utility fee |

**Unit Amenities:** Check where appropriate

|                                |                      |                 |                            |
|--------------------------------|----------------------|-----------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b> | <b>Flooring</b> | <b>Other</b>               |
| (x) Range and Oven             | (x) Central System   | ( ) Carpet      | ( ) Shades/Blinds          |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru        | (x) Vinyl       | ( ) Cable/ Satellite Ready |
| (x) Microwave                  | ( ) Window A/C Units | ( ) Hardwood    | ( ) Balcony/Patio          |
| (x) Dishwasher                 | ( ) Baseboard Heat   | (x) Ceramic     | ( ) Washer/ Dryer          |
| (x) Garbage Disposal           | ( ) Other: Describe  | ( ) Other       | ( ) W/D Hook-ups           |
| (x) Range Hood                 |                      |                 | ( ) Ceiling Fans           |
|                                |                      |                 | ( ) Fireplace              |
|                                |                      |                 | ( ) Vaulted/ High Ceiling  |
|                                |                      |                 | ( ) Upgraded Countertops   |
|                                |                      |                 | ( ) Garden Tubs            |
|                                |                      |                 | ( ) Stainless Steel Appl.  |
|                                |                      |                 | ( ) Moulding               |
|                                |                      |                 | ( ) Other: Describe:       |
|                                |                      |                 | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | (x) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | (x) Garden    | ( ) A                  |
| ( ) Rental Office                 | ( ) Limited Access;      | ( ) Other, please specify: | ( ) TH        | ( ) B                  |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                            | ( ) Mid Rise  | (x) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| ( ) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other, please specify: Internet/ cable |

|                                     |                |                                |
|-------------------------------------|----------------|--------------------------------|
| Tenant Retention (Annual)           | <u>60%</u>     | <b>Newer Property Only</b>     |
| Renewal Rate as % of Market Growth: | <u>100%</u>    | Pre-Leasing Began: _____       |
| Typical Annual Market Growth Rate:  | <u>1%</u>      | Construction Complete: _____   |
| Marketing Period                    | <u>2 weeks</u> | Stabilization: _____           |
|                                     |                | Months: _____                  |
|                                     |                | Stabilized Units: _____        |
|                                     |                | Monthly Absorption Rate: _____ |



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**  
 None

CONTACT PERSON: \_\_\_\_\_ POSITION: \_\_\_\_\_  
 EAJoseph Appraisal & Consultation

EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT

Property Type: Market ( ) Tax Credit (x) at 30/60/80 of AMI Other ( ) Describe \_\_\_\_\_

Property Name: Aspire Apartments

Property Address: 1215 Courtney Avenue, Norfolk, VA Phone: -

Physical Occupancy: 98 % Estimated ( ) Actual (x) As of (date): Current

Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_

Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2002/ Like new

What condition was the property in considering its age?: Good ( ) Average (x ) Poor ( ) \_\_\_\_\_

How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.

Has the property been renovated? If so, what was the scope of the work?: No, the property is in like new condition.

Is the property located on or near public transportation; if so, what? Yes

Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.

Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 85 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---------|------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 4       | 1x1  | 608            |      | 1,339.00 |      | 2.20    |         | 30%/ PVC     |       |       |
| 12      | 2x2  | 851            |      | 1,549.00 |      | 1.82    |         | 30%/ PVC     |       |       |
| 5       | 3x2  | 1,111          |      | 2,154.00 |      | 1.94    |         | 30%/ PVC     |       |       |
| 6       | 1x1  | 608            |      | 1,128.00 |      | 1.86    |         | 60%/ 60%     |       |       |
| 19      | 2x2  | 851            |      | 1,347.00 |      | 1.58    |         | 60%/ 60%     |       |       |
| 8       | 3x2  | 1,111          |      | 1,549.00 |      | 1.39    |         | 60%/ 60%     |       |       |
| 7       | 1x1  | 608            |      | 1,528.00 |      | 2.51    |         | 80%/ 80%     |       |       |
| 16      | 2x2  | 851            |      | 1,827.00 |      | 2.15    |         | 80%/ 80%     |       |       |
| 8       | 3x2  | 1,111          |      | 2,103.00 |      | 1.89    |         | 80%/ 80%     |       |       |

Unit Amenities: Check where appropriate

|                                |                           |                 |                            |
|--------------------------------|---------------------------|-----------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |
| (x) Range and Oven             | (x) Central System        | ( ) Carpet      | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready |
| (x) Microwave                  | ( ) Window A/C Units      | ( ) Hardwood    | (x) Balcony/Patio          |
| (x) Dishwasher                 | ( ) Baseboard Heat        | ( ) Ceramic     | ( ) Washer/ Dryer          |
| (x) Garbage Disposal           | ( ) Other: Describe _____ | ( ) Other       | (x) W/D Hook-ups           |
| (x) Range Hood                 |                           |                 | ( ) Ceiling Fans           |
|                                |                           |                 | ( ) Exposed Beam/ Brick    |
|                                |                           |                 | ( ) Fireplace              |
|                                |                           |                 | ( ) Vaulted/ High Ceiling  |
|                                |                           |                 | (x) Upgraded Countertops   |
|                                |                           |                 | ( ) Upgraded Cabinets      |
|                                |                           |                 | (x) Stainless Steel Appl.  |
|                                |                           |                 | ( ) Other: Describe: _____ |
|                                |                           |                 | ( ) Views                  |
|                                |                           |                 | (x) Upgraded Lighting      |

Site Amenities: Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other, please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| (x) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other, please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_

Renewal Rate as %/ of Market Growth: \_\_\_\_\_

Typical Annual Market Growth Rate: \_\_\_\_\_

Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_

Construction Complete: \_\_\_\_\_

Stabilization: \_\_\_\_\_

Months: \_\_\_\_\_

Stabilized Units: \_\_\_\_\_

Monthly Absorption Rate: \_\_\_\_\_



**Key**

x= indicates feature is present

s= present in select units

\$= present for a fee

\* See Comments

COMMENTS:

None

CONTACT PERSON: EA Joseph Appraisal & Consultation

POSITION:



**EXHIBIT 1**  
**INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at- of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Block 17 and 18 Combined-Unity Place at Kindred \_\_\_\_\_  
 Property Address: 431 Church Street, Norfolk, VA \_\_\_\_\_ Phone: \_\_\_\_\_  
 Physical Occupancy: \_\_\_\_\_ % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) Wood ( ) Other (x ): Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2025+  
 What condition was the property in considering its age?: Good ( ) Average (x ) Poor ( )  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: No, the property is in like new condition.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 138 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---------|------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 1       | 1x1  | 683            |      | 873.00   |      | 1.28    |         | 40%/ Sec 8   |       |       |
| 2       | 1x1  | 683            |      | 873.00   |      | 1.28    |         | 50%/ Sec 8   |       |       |
| 1       | 1x1  | 683            |      | 687.00   |      | 1.01    |         | 50%          |       |       |
| 4       | 1x1  | 683            |      | 846.00   |      | 1.24    |         | 60%          |       |       |
| 4       | 1x1  | 683            |      | 1,233.00 |      | 1.81    |         | Market       |       |       |
| 4       | 2x2  | 864            |      | 1,011.00 |      | 1.17    |         | 40%/ Sec 8   |       |       |
| 10      | 2x2  | 864            |      | 1,011.00 |      | 1.17    |         | 50%/ Sec 8   |       |       |
| 5       | 2x2  | 864            |      | 818.00   |      | 0.95    |         | 50%          |       |       |
| 9       | 2x2  | 864            |      | 1,008.00 |      | 1.17    |         | 60%          |       |       |
| 13      | 2x2  | 864            |      | 1,533.00 |      | 1.77    |         | Market       |       |       |
| 2       | 3x2  | 1,218          |      | 1,474.00 |      | 1.21    |         | 40%/ Sec 8   |       |       |
| 4       | 3x2  | 1,218          |      | 1,474.00 |      | 1.21    |         | 50%/ Sec 8   |       |       |
| 2       | 3x2  | 1,218          |      | 928.00   |      | 0.76    |         | 50%          |       |       |
| 3       | 3x2  | 1,218          |      | 1,148.00 |      | 0.94    |         | 60%          |       |       |
| 4       | 3x2  | 1,218          |      | 1,779.00 |      | 1.46    |         | Market       |       |       |
| 2       | 1x1  | 683            |      | 873.00   |      | 1.28    |         | 40%/ Sec 8   |       |       |
| 2       | 1x1  | 683            |      | 873.00   |      | 1.28    |         | 50%/ Sec 8   |       |       |
| 5       | 1x1  | 683            |      | 846.00   |      | 1.24    |         | 60%          |       |       |
| 5       | 1x1  | 683            |      | 1,233.00 |      | 1.81    |         | Market       |       |       |
| 8       | 2x2  | 864            |      | 1,011.00 |      | 1.17    |         | 40%/ Sec 8   |       |       |
| 8       | 2x2  | 864            |      | 1,011.00 |      | 1.17    |         | 50%/ Sec 8   |       |       |
| 15      | 2x2  | 864            |      | 1,008.00 |      | 1.17    |         | 60%          |       |       |
| 13      | 2x2  | 864            |      | 1,533.00 |      | 1.77    |         | Market       |       |       |
| 3       | 3x2  | 1,218          |      | 1,474.00 |      | 1.21    |         | 40%/ Sec 8   |       |       |
| 2       | 3x2  | 1,218          |      | 1,474.00 |      | 1.21    |         | 50%/ Sec 8   |       |       |
| 4       | 3x2  | 1,218          |      | 1,148.00 |      | 0.94    |         | 60%          |       |       |
| 3       | 3x2  | 1,218          |      | 1,179.00 |      | 0.97    |         | Market       |       |       |

Unit Amenities: Check where appropriate

|                                |                      |                 |                            |                           |                           |
|--------------------------------|----------------------|-----------------|----------------------------|---------------------------|---------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b> | <b>Flooring</b> | <b>Other</b>               |                           |                           |
| (x) Range and Oven             | (x) Central System   | ( ) Carpet      | (x) Shades/Blinds          | ( ) Fireplace             | ( ) Views                 |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru        | (x) Vinyl       | (x) Cable/ Satellite Ready | ( ) Vaulted/ High Ceiling | (x) Upgraded Lighting     |
| (x) Microwave                  | ( ) Window A/C Units | ( ) Hardwood    | (x) Balcony/Patio          | (x) Upgraded Countertops  | ( ) Upgraded Cabinets     |
| (x) Dishwasher                 | ( ) Baseboard Heat   | ( ) Ceramic     | (x) Washer/ Dryer          | ( ) Garden Tubs           | (x) Stainless Steel Appl. |
| (x) Garbage Disposal           | ( ) Other: Describe  | ( ) Other       | (x) W/D Hook-ups           | ( ) Moulding              | ( ) Other: Describe:      |
| (x) Range Hood                 |                      |                 | ( ) Ceiling Fans           | ( ) Exposed Beam/ Brick   |                           |

Site Amenities: Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | (x) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other, please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | ( ) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: internet/ cable |

Tenant Retention (Annual)

Renewal Rate as % of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period: \_\_\_\_\_

Newer Property Only

Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



Key  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

COMMENTS:

None

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at- of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Broad Creek Renaissance  
 Property Address: 1420 Merrimac Avenue, Norfolk, VA Phone: -  
 Physical Occupancy: \_\_\_\_\_ % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) Wood ( ) Other (x ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2004/ 15 years  
 What condition was the property in considering its age?: Good ( ) Average (x ) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: No, the property has been adequately maintained.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 300 Total Units

| # Units | Type | Square Footage |      | Rent     |      | Income/ Rent |         |                          |
|---------|------|----------------|------|----------|------|--------------|---------|--------------------------|
|         |      | Low            | High | Low      | High | \$/ PSE      | \$/ PSE | Restrictions Conc. Other |
| 1x1     |      | 748            |      | 719.00   |      | 0.96         |         | 40%/ Sec 8               |
| 1x1     |      | 748            |      | 873.00   |      | 1.17         |         | 50%                      |
| 1x1     |      | 748            |      | 1,028.00 |      | 1.37         |         | 60%                      |
| 1x1     |      | 748            |      | 1,028.00 |      | 1.37         |         | Market                   |
| 2x1     |      | 960            |      | 843.00   |      | 0.88         |         | 40%/ Sec 8               |
| 2x1     |      | 960            |      | 1,028.00 |      | 1.07         |         | 50%                      |
| 2x1     |      | 960            |      | 1,214.00 |      | 1.26         |         | 60%                      |
| 2x1     |      | 960            |      | 1,214.00 |      | 1.26         |         | Market                   |
| 2x1.5   |      | 1,024          |      | 985.00   |      | 0.96         |         | 60%                      |
| 2x1.5   |      | 1,024          |      | 1,073.00 |      | 1.05         |         | Market                   |
| 3x2.5   |      | 1,408          |      | 958.00   |      | 0.68         |         | 40%/ Sec 8               |
| 3x2.5   |      | 1,408          |      | 1,172.00 |      | 0.83         |         | 50%                      |
| 3x2.5   |      | 1,408          |      | 1,387.00 |      | 0.99         |         | 60%                      |
| 3x2.5   |      | 1,408          |      | 1,387.00 |      | 0.99         |         | Market                   |
| 4x2     |      | 1,535          |      | na       |      |              |         | Public Housing           |
| 4x2     |      | 1,535          |      | 1,057.00 |      | 0.69         |         | 40%/ Sec 8               |
| 4x2     |      | 1,535          |      | 1,296.00 |      | 0.84         |         | 50%                      |
| 4x2     |      | 1,535          |      | 1,405.00 |      | 0.92         |         | 60%                      |
| 4x2     |      | 1,535          |      | 1,405.00 |      | 0.92         |         | Market                   |

Unit Amenities: Check where appropriate

|                                |                           |                 |                            |                           |                            |
|--------------------------------|---------------------------|-----------------|----------------------------|---------------------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |                           |                            |
| (x) Range and Oven             | (x) Central System        | ( ) Carpet      | (x) Shades/Blinds          | ( ) Fireplace             | ( ) Views                  |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready | ( ) Vaulted/ High Ceiling | ( ) Upgraded Lighting      |
| ( ) Microwave                  | ( ) Window A/C Units      | ( ) Hardwood    | (x) Balcony/Patio          | ( ) Upgraded Countertops  | ( ) Upgraded Cabinets      |
| (x) Dishwasher                 | ( ) Baseboard Heat        | ( ) Ceramic     | ( ) Washer/ Dryer          | ( ) Garden Tubs           | ( ) Stainless Steel Appl.  |
| (x) Garbage Disposal           | ( ) Other: Describe _____ | ( ) Other _____ | (x) W/D Hook-ups           | ( ) Moulding              | ( ) Other: Describe: _____ |
| (x) Range Hood                 |                           |                 | ( ) Ceiling Fans           | ( ) Exposed Beam/ Brick   |                            |

Site Amenities: Check where appropriate

|                                   |                          |                                  |               |                        |
|-----------------------------------|--------------------------|----------------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator                     | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                      | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access:      | ( ) Other: please specify: _____ | (x) TH        | (x) B                  |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                                  | ( ) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | ( ) Laundry Facility     |                                  | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                                  |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other: please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_  
 Renewal Rate as % of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period \_\_\_\_\_

**Newer Property Only**  
 Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

COMMENTS:

None

|   |                 |  |
|---|-----------------|--|
| CONTACT PERSON: <u>EJoseph Appraisal &amp; Consultation</u> | POSITION: _____ |  |
|---|-----------------|--|

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe

Property Name: Church Street Station

Property Address: 2016 Church St, Norfolk, VA Phone: -

Physical Occupancy: 86% % Estimated ( ) Actual (x) As of (date): Current

Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe

Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: +/-10 years

What condition was the property in considering its age?: Good ( ) Average ( x ) Poor ( )

How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.

Has the property been renovated? If so, what was the scope of the work?: No, the property is newer.

Is the property located on or near public transportation; if so, what? Yes

Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.

Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 80 Total Units

| # Units   | Type   | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---|--------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|   |        | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 4   | Studio | 380            |      | 1,140.00 |      | 3.00    |         | 40%/ 40% PBV |       |       |
| 76  | Studio | 380            |      | 1,140.00 |      | 3.00    |         | 50%/ 50% pbv |       |       |
| there are 50 homeless units and the rest are LIHTC; all units are PBV |        |                |      |          |      |         |         |              |       |       |

**Unit Amenities:** Check where appropriate

|                                |                      |                  |                            |
|--------------------------------|----------------------|------------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b> | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven             | (x) Central System   | ( ) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru        | (x) Vinyl        | ( ) Fireplace              |
| ( ) Microwave                  | ( ) Window A/C Units | ( ) Hardwood     | (x) Cable/ Satellite Ready |
| ( ) Dishwasher                 | ( ) Baseboard Heat   | ( ) Ceramic      | ( ) Vaulted/ High Ceiling  |
| ( ) Garbage Disposal           | ( ) Other: Describe  | ( ) Other        | ( ) Balcony/Patio          |
| (x) Range Hood                 |                      | ( ) Other        | ( ) Upgraded Countertops   |
|                                |                      | ( ) Ceiling Fans | ( ) Garden Tubs            |
|                                |                      |                  | ( ) Moulding               |
|                                |                      |                  | ( ) Other; Describe:       |
|                                |                      |                  | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other; please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | (x) Heat (Gas/ Elec)      | (x) All Utilities; includes electricity    |
| (x) Trash Pickup  | (x) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | (x) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_

Renewal Rate as % of Market Growth: \_\_\_\_\_

Typical Annual Market Growth Rate: \_\_\_\_\_

Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_

Construction Complete: \_\_\_\_\_

Stabilization: \_\_\_\_\_

Months: \_\_\_\_\_

Stabilized Units: \_\_\_\_\_

Monthly Absorption Rate: \_\_\_\_\_



**Key**

x= indicates feature is present

s= present in select units

\$= present for a fee

\* See Comments

**COMMENTS:**

None

CONTACT PERSON: EA Joseph Appraisal & Consultation POSITION: \_\_\_\_\_

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Market Heights  
 Property Address: 651 May Avenue, Norfolk, VA Phone: -  
 Physical Occupancy: 95 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ) Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2019/ like new  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( )  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: No, the property is in like new condition.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 164 Total Units

| # Units                  | Type | Square Footage |      | Rent     |      | Income/ Rent | Restrictions  | Conc. | Other |
|--------------------------|------|----------------|------|----------|------|--------------|---------------|-------|-------|
|                          |      | Low            | High | Low      | High |              |               |       |       |
| PHASE I, 4% Bldg at 601  |      |                |      |          |      |              |               |       |       |
| 1                        | 1x1  | 708            |      | 1,296.00 |      | 1.83         | 50%/50%; PBV  |       |       |
| 4                        | 1x1  | 708            |      | 1,053.00 |      | 1.49         | 60%/60%       |       |       |
| 15                       | 2x2  | 951            |      | 1,471.00 |      | 1.55         | 50%/50%; PBV  |       |       |
| 44                       | 2x2  | 951            |      | 1,259.00 |      | 1.32         | 60%/60%       |       |       |
| 5                        | 3x2  | 1,179          |      | 2,083.00 |      | 1.77         | 50%/50%; PBV  |       |       |
| 15                       | 3x2  | 1,179          |      | 1,447.00 |      | 1.23         | 60%/60%       |       |       |
| PHASE II, 9% Bldg at 651 |      |                |      |          |      |              |               |       |       |
| 1                        | 1x1  | 708            |      | 654.00   |      | 0.92         | 40%/ 40%      |       |       |
| 2                        | 1x1  | 708            |      | 896.00   |      | 1.27         | 50%/50%; PBV  |       |       |
| 6                        | 1x1  | 708            |      | 858.00   |      | 1.21         | 50%/ 50%      |       |       |
| 1                        | 2x2  | 951            |      | 1,046.00 |      | 1.10         | 40%/ 40%; PBV |       |       |
| 7                        | 2x2  | 951            |      | 793.00   |      | 0.83         | 40%/ 40%      |       |       |
| 6                        | 2x2  | 951            |      | 1,026.00 |      | 1.08         | 50%/50%       |       |       |
| 12                       | 2x2  | 951            |      | 1,046.00 |      | 1.10         | 50%/50%; PBV  |       |       |
| 27                       | 2x2  | 951            |      | 1,259.00 |      | 1.32         | 60%/60%       |       |       |
| 3                        | 3x2  | 1,179          |      | 1,507.00 |      | 1.28         | 40%/40%; PBV  |       |       |
| 2                        | 3x2  | 1,202          |      | 1,507.00 |      | 1.25         | 50%/50%/ PBV  |       |       |
| 13                       | 3x2  | 1,202          |      | 1,447.00 |      | 1.20         | 60%/ 60%      |       |       |

Unit Amenities: Check where appropriate

|                               |                      |                  |                            |
|-------------------------------|----------------------|------------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b> | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System   | ( ) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref/ Ice maker | ( ) Wall thru        | (x) Vinyl        | (x) Cable/ Satellite Ready |
| ( ) Microwave                 | ( ) Window A/C Units | ( ) Hardwood     | ( ) Vaulted/ High Ceiling  |
| (x) Dishwasher                | ( ) Baseboard Heat   | ( ) Ceramic      | (x) Upgraded Countertops   |
| (x) Garbage Disposal          | ( ) Other: Describe  | ( ) Other        | ( ) Garden Tubs            |
| (x) Range Hood                |                      | ( ) Ceiling Fans | ( ) Exposed Beam/ Brick    |
|                               |                      |                  | ( ) Views                  |
|                               |                      |                  | (x) Upgraded Lighting      |
|                               |                      |                  | ( ) Upgraded Cabinets      |
|                               |                      |                  | ( ) Stainless Steel Appl.  |
|                               |                      |                  | ( ) Other; Describe:       |

Site Amenities: Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | (x) Playground/Tot Lots  | (x) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other; please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| (x) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

|                                     |                |
|-------------------------------------|----------------|
| Tenant Retention (Annual)           | <u>60%</u>     |
| Renewal Rate as % of Market Growth: | <u>100%</u>    |
| Typical Annual Market Growth Rate:  | <u>1%</u>      |
| Marketing Period                    | <u>2 weeks</u> |

Newer Property Only

|                          |       |
|--------------------------|-------|
| Pre-Leasing Began:       | _____ |
| Construction Complete:   | _____ |
| Stabilization:           | _____ |
| Months:                  | _____ |
| Stabilized Units:        | _____ |
| Monthly Absorption Rate: | _____ |



Key  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

COMMENTS:

None

|                                    |           |  |
|------------------------------------|-----------|--|
| CONTACT PERSON:                    | POSITION: |  |
| EA Joseph Appraisal & Consultation |           |  |

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI \_\_\_\_\_ Other ( ) Describe \_\_\_\_\_

Property Name: Mission College Apartments

Property Address: 1300 Lead Street, Norfolk, VA Phone: -

Physical Occupancy: 98 % Estimated ( ) Actual (x) As of (date): Current

Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_

Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 1989/ +/-25

What condition was the property in considering its age?: Good ( ) Average (x) Poor ( ) \_\_\_\_\_

How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.

Has the property been renovated? If so, what was the scope of the work?: No, the property has been adequately maintained using capital reserves.

Is the property located on or near public transportation; if so, what? Yes

Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.

Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 260 Total Units

| # Units | Type | Square Footage |      | Rent     |      | Income/ Rent |         |                          |
|---------|------|----------------|------|----------|------|--------------|---------|--------------------------|
|         |      | Low            | High | Low      | High | \$/ PSF      | \$/ PSF | Restrictions Conc. Other |
| 36      | 1x1  | 850            |      | 924.00   |      | 1.09         |         | 60%60%                   |
|         | 1x1  | 850            |      | 1,033.00 |      | 1.22         |         | Mkt                      |
| 168     | 2x1  | 1,050          |      | 1,113.00 |      | 1.06         |         | 60%60%                   |
|         | 2x1  | 1,050          |      | 1,233.00 |      | 1.17         |         | Mkt                      |
| 36      | 3x1  | 1,200          |      | 1,285.00 |      | 1.07         |         | 60%60%                   |
|         | 3x1  | 1,200          |      | 1,410.00 |      | 1.18         |         | Mkt                      |
| 20      | 4x2  | 1,352          |      | 1,420.00 |      | 1.05         |         | 60%60%                   |
|         | 4x2  | 1,352          |      | 1,580.00 |      | 1.17         |         | Mkt                      |

**Unit Amenities:** Check where appropriate

|                               |                           |                 |  |
|-------------------------------|---------------------------|-----------------|--|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>   |
| (x) Range and Oven            | (x) Central System        | (x) Carpet      | (x) Shades/Blinds ( ) Fireplace ( ) Views                                  |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready ( ) Vaulted/ High Ceiling ( ) Upgraded Lighting |
| ( ) Microwave                 | ( ) Window A/C Units      | ( ) Hardwood    | ( ) Balcony/Patio ( ) Upgraded Countertops                                 |
| (x) Dishwasher                | ( ) Baseboard Heat        | ( ) Ceramic     | ( ) Washer/ Dryer ( ) Garden Tubs ( ) Stainless Steel Appl.                |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other       | ( ) W/D Hook-ups ( ) Moulding ( ) Other; Describe: _____                   |
| (x) Range Hood                |                           |                 | ( ) Ceiling Fans ( ) Exposed Beam/ Brick                                   |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |                  |                        |
|-----------------------------------|--------------------------|----------------------------|------------------|------------------------|
| (x) Pool                          | (2) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>     | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | (x) Garden ( ) A | ( ) B                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other; please specify: | ( ) TH           | (x) C                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | ( ) Mid Rise     | ( ) High Rise          |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise    | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |                  |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                                |                           |  |
|--------------------------------|---------------------------|--|
| (x) Water & Sewer - LIHTC only | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup               | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security                   | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_

Renewal Rate as % of Market Growth: \_\_\_\_\_

Typical Annual Market Growth Rate: \_\_\_\_\_

Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_

Construction Complete: \_\_\_\_\_

Stabilization: \_\_\_\_\_

Months: \_\_\_\_\_

Stabilized Units: \_\_\_\_\_

Monthly Absorption Rate: \_\_\_\_\_



**Key**

x= indicates feature is present

s= present in select units

\$= present for a fee

\* See Comments

**COMMENTS:**

None

CONTACT PERSON: \_\_\_\_\_ POSITION: \_\_\_\_\_

EAJoseph Appraisal & Consultation

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe \_\_\_\_\_

Property Name: Newport Gardens

Property Address: 603 W 36th St, Newport News, VA Phone: -

Physical Occupancy: 98 % Estimated ( ) Actual (x) As of (date): Current

Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_

Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: New

What condition was the property in considering its age?: Good (x) Average ( ) Poor ( ) \_\_\_\_\_

How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.

Has the property been renovated? If so, what was the scope of the work?: No, the property is new.

Is the property located on or near public transportation; if so, what? Yes

Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.

Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 50 Total Units

| # Units | Type  | Square Footage |      | Rent     |      | Income/ Rent |         |                          |
|---------|-------|----------------|------|----------|------|--------------|---------|--------------------------|
|         |       | Low            | High | Low      | High | \$/ PSF      | \$/ PSF | Restrictions Conc. Other |
| 4       | 1x1.5 | 503            |      | 625.00   |      | 1.24         |         | 40%/ 40%; PBV            |
| 29      | 1x1.5 | 503            |      | 975.00   |      | 1.94         |         | 60%/ 60%                 |
| 4       | 1x1.5 | 503            |      | 1,050.00 |      | 2.09         |         | 80%/ 80%                 |
| 1       | 2x1.5 | 798            |      | 740.00   |      | 0.93         |         | 40%/ 40%; PBV            |
| 11      | 2x1.5 | 798            |      | 1,160.00 |      | 1.45         |         | 60%/ 60%                 |
| 1       | 2x1.5 | 798            |      | 1,400.00 |      | 1.75         |         | 80%/ 80%                 |

**Unit Amenities:** Check where appropriate

|                               |                           |                  |                            |
|-------------------------------|---------------------------|------------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System        | (x) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru             | (x) Vinyl        | (x) Cable/ Satellite Ready |
| (x) Microwave                 | ( ) Window A/C Units      | ( ) Hardwood     | (85%) Balcony/Patio        |
| (x) Dishwasher                | ( ) Baseboard Heat        | (x) Ceramic      | ( ) Washer/ Dryer          |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other        | (x) W/D Hook-ups           |
| (x) Range Hood                |                           | ( ) Ceiling Fans | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | (x) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other: please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | ( ) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other: please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_

Renewal Rate as % of Market Growth: \_\_\_\_\_

Typical Annual Market Growth Rate: \_\_\_\_\_

Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_

Construction Complete: \_\_\_\_\_

Stabilization: \_\_\_\_\_

Months: \_\_\_\_\_

Stabilized Units: \_\_\_\_\_

Monthly Absorption Rate: \_\_\_\_\_



**Key**

x= indicates feature is present

s= present in select units

\$= present for a fee

\* See Comments

**COMMENTS:**  
None

CONTACT PERSON: \_\_\_\_\_ POSITION: \_\_\_\_\_

EAJoseph Appraisal & Consultation

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Parkwood Manor  
 Property Address: 7703 Major Avenue, Norfolk, VA Phone: -  
 Physical Occupancy: 95 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 1949/ 1996/ +/-25 years  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: Yes, the subject has undergone periodoc updating  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 100 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         | Income/ Rent |              |       |       |
|---------|------|----------------|------|----------|------|---------|--------------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF      | Restrictions | Conc. | Other |
| 48      | 1x1  | 615            |      | 1,109.00 |      | 1.80    |              | 60%/60%      |       |       |
| 52      | 2x1  | 795            |      | 1,329.00 |      | 1.67    |              | 60%/60%      |       |       |

**Unit Amenities:** Check where appropriate

|                               |                           |                 |                            |
|-------------------------------|---------------------------|-----------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System        | ( ) Carpet      | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru             | (x) Vinyl       | ( ) Fireplace              |
| (s) Microwave                 | ( ) Window A/C Units      | ( ) Hardwood    | ( ) Vaulted/ High Ceiling  |
| (x) Dishwasher                | ( ) Baseboard Heat        | ( ) Ceramic     | (x) Cable/ Satellite Ready |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other       | ( ) Balcony/Patio          |
| (x) Range Hood                |                           |                 | (x) Upgraded Countertops   |
|                               |                           |                 | ( ) Garden Tubs            |
|                               |                           |                 | ( ) Moulding               |
|                               |                           |                 | ( ) Other: Describe: _____ |
|                               |                           |                 | ( ) Ceiling Fans           |
|                               |                           |                 | ( ) Exposed Beam/ Brick    |
|                               |                           |                 | ( ) Views                  |
|                               |                           |                 | (x) Upgraded Lighting      |
|                               |                           |                 | ( ) Upgraded Cabinets      |
|                               |                           |                 | (x) Stainless Steel Appl.  |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | (x) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other; please specify: | ( ) TH        | ( ) B                  |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                            | ( ) Mid Rise  | (x) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| ( ) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                    |                           |  |
|--------------------|---------------------------|--|
| (x ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup   | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security       | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

|                                      |                |
|--------------------------------------|----------------|
| Tenant Retention (Annual)            | <u>60%</u>     |
| Renewal Rate as %/ of Market Growth: | <u>100%</u>    |
| Typical Annual Market Growth Rate:   | <u>1%</u>      |
| Marketing Period                     | <u>2 weeks</u> |

**Newer Property Only**

|                          |       |
|--------------------------|-------|
| Pre-Leasing Began:       | _____ |
| Construction Complete:   | _____ |
| Stabilization:           | _____ |
| Months:                  | _____ |
| Stabilized Units:        | _____ |
| Monthly Absorption Rate: | _____ |



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**

None

|   |                 |  |
|---|-----------------|--|
| CONTACT PERSON: EAJoseph Appraisal & Consultation | POSITION: _____ |  |
|---|-----------------|--|

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Riverpoint Apartments  
 Property Address: 6415 Newport Ave., Norfolk, VA Phone: -  
 Physical Occupancy: 95 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good ( ) Average (x) Poor ( ) Actual/ Effective Age: 2012/ +/-10 years  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: Yes, the property has undergone periodic renovations and updating as needed.

Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 220 Total Units

| # Units | Type  | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---------|-------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|         |       | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 56      | 1x1   | 800            |      | 950.00   |      | 1.19    |         | 60%/ 60%     |       |       |
| 124     | 2x1   | 825            | 900  | 1,000.00 |      | 1.21    |         | 60%/ 60%     |       |       |
| 40      | 2x1TH | 900            |      | 1,080.00 |      | 1.20    |         | 60%/ 60%     |       |       |

Unit Amenities: Check where appropriate

|                                |                      |                  |   |
|--------------------------------|----------------------|------------------|---|
| <b>Kitchen</b>                 | <b>Heat and Cool</b> | <b>Flooring</b>  | <b>Other</b>                            |
| (x) Range and Oven             | (x) Central System   | (s) Carpet       | (x) Shades/Blinds                       |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru        | ( ) Vinyl        | ( ) Fireplace                           |
| ( ) Microwave                  | ( ) Window A/C Units | (x) Hardwood     | ( ) Vaulted/ High Ceiling               |
| (x) Dishwasher                 | ( ) Baseboard Heat   | ( ) Ceramic      | ( ) Upgraded Countertops                |
| (x) Garbage Disposal           | ( ) Other: Describe  | ( ) Other        | ( ) Garden Tubs                         |
| (x) Range Hood                 |                      | ( ) Ceiling Fans | (s) Other: Describe: <u>River views</u> |

Site Amenities: Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | (x) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | (x) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other, please specify: | (x) TH        | ( ) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | ( ) Mid Rise  | (x) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| ( ) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other, please specify: Internet/ cable |

Tenant Retention (Annual) 60%  
 Renewal Rate as % of Market Growth: 100%  
 Typical Annual Market Growth Rate: 1%  
 Marketing Period 2 weeks

**Newer Property Only**  
 Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

COMMENTS:

None

CONTACT PERSON: EA Joseph Appraisal & Consultation POSITION: EAJOSEPH

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Saint Pauls  
 Property Address: 531 Posey Lane, Norfolk, VA Phone: -  
 Physical Occupancy: 97 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2017/ +/-yrs  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( )  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: \_\_\_\_\_ No, the property is newer.  
 capital reserves. \_\_\_\_\_  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 126 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         | Income/ Rent |              |       |       |
|---------|------|----------------|------|----------|------|---------|--------------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF      | Restrictions | Conc. | Other |
| 7       | 1x1  | 635            |      | 680.00   |      | 1.07    |              | 50%/ 40%     |       |       |
| 7       | 1x1  | 635            |      | 879.00   |      | 1.38    |              | 50%/ 50%     |       |       |
| 6       | 1x1  | 635            |      | 1,079.00 |      | 1.70    |              | 60%/60%      |       |       |
| 6       | 2x2  | 937            |      | 804.00   |      | 0.86    |              | 50%/ 40%     |       |       |
| 44      | 2x2  | 937            |      | 1,043.00 |      | 1.11    |              | 50%/ 50%     |       |       |
| 27      | 2x2  | 937            |      | 1,283.00 |      | 1.37    |              | 60%/60%      |       |       |
| 3       | 2x2  | 937            |      | 1,750.00 |      | 1.87    |              | Market       |       |       |
| 23      | 3x2  | 1,127          |      | 1,474.00 |      | 1.31    |              | 60%/ 60%     |       |       |
| 3       | 3x2  | 1,127          |      | 2,050.00 |      | 1.82    |              | Mkt          |       |       |

**Unit Amenities:** Check where appropriate

|                               |                      |                  |                            |
|-------------------------------|----------------------|------------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b> | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System   | ( ) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru        | (x) Vinyl        | (x) Cable/ Satellite Ready |
| (x) Microwave                 | ( ) Window A/C Units | ( ) Hardwood     | ( ) Vented/ High Ceiling   |
| (x) Dishwasher                | ( ) Baseboard Heat   | (x) Ceramic      | ( ) Upgraded Countertops   |
| (x) Garbage Disposal          | ( ) Other: Describe  | ( ) Other        | ( ) Garden Tubs            |
| (x) Range Hood                |                      | ( ) Ceiling Fans | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| (x) Pool                          | (x) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other; please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_  
 Renewal Rate as %/ of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**

None

CONTACT PERSON: EAJoseph Appraisal & Consultation

POSITION:



**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Talbot Park Apartments  
 Property Address: 118 Warren St, Norfolk, VA Phone: -  
 Physical Occupancy: 97 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 1945/ renovated/ +/-10 years  
 What condition was the property in considering its age?: Good ( ) Average ( x ) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the  
property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: Yes, the property has undergone various levels of renovations over the years.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary  
transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 295 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---------|------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 227     | 1x1  | 540            |      | 990.00   |      | 1.83    |         | 60%/ 60%     |       |       |
| 44      | 1x1  | 710            |      | 1,000.00 |      | 1.41    |         | 60%/ 60%     |       |       |
| 12      | 2x1  | 800            |      | 1,138.00 |      | 1.42    |         | 60%/60%      |       |       |
| 12      | 2x1  | 980            |      | 1,176.00 |      | 1.20    |         | 60%/60%      |       |       |

**Unit Amenities:** Check where appropriate

|                               |                           |                  |                            |
|-------------------------------|---------------------------|------------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b>  | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System        | ( ) Carpet       | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru             | ( ) Vinyl        | ( ) Fireplace              |
| (x) Microwave                 | ( ) Window A/C Units      | (x) Hardwood     | ( ) Vaulted/ High Ceiling  |
| (x) Dishwasher                | ( ) Baseboard Heat        | ( ) Ceramic      | (x) Upgraded Countertops   |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other _____  | ( ) Upgraded Cabinets      |
| (x) Range Hood                |                           | ( ) Ceiling Fans | ( ) Garden Tubs            |
|                               |                           |                  | ( ) Moulding               |
|                               |                           |                  | ( ) Other: Describe: _____ |
|                               |                           |                  | ( ) Exposed Beam/ Brick    |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other; please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| ( ) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_  
 Renewal Rate as % of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**

x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**

None

|   |                  |  |
|---|------------------|--|
| <b>CONTACT PERSON:</b><br>EAJoseph Appraisal & Consultation | <b>POSITION:</b> |  |
|---|------------------|--|

EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT

Property Type: Market ( ) Tax Credit (x) at 60% of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: The Ashton  
 Property Address: 1215 Courtney Avenue, Norfolk, VA Phone: -  
 Physical Occupancy: 98 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2002/ Like new  
 What condition was the property in considering its age?: Good ( ) Average (x ) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: No, the property is in like new condition.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 118 Total Units

| # Units | Type | Square Footage |      | Rent   |      |         |         | Income/ Rent |       |       |
|---------|------|----------------|------|--|------|---------|---------|--------------|-------|-------|
|         |      | Low            | High | Low  | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 12      | 1x1  | 685            |      | Use rents and/ or restrictions; reported data is from online sources |      |         |         |              |       |       |
| 12      | 1x1  | 705            |      |  |      |         |         |              |       |       |
| 12      | 1x1  | 722            |      |  |      |         |         |              |       |       |
| 11      | 2x2  | 915            |      |  |      |         |         |              |       |       |
| 12      | 2x2  | 937            |      |  |      |         |         |              |       |       |
| 12      | 2x2  | 964            |      |  |      |         |         |              |       |       |
| 12      | 2x2  | 1,035          |      |  |      |         |         |              |       |       |
| 12      | 2x2  | 1,042          |      |  |      |         |         |              |       |       |
| 12      | 3x2  | 1,167          |      |  |      |         |         |              |       |       |
| 11      | 3x2  | 1,176          |      |  |      |         |         |              |       |       |

Unit Amenities: Check where appropriate

|                                |                           |                 |                            |
|--------------------------------|---------------------------|-----------------|----------------------------|
| <b>Kitchen</b>                 | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |
| (x) Range and Oven             | (x) Central System        | ( ) Carpet      | (x) Shades/Blinds          |
| (x) Frost Free Ref./ Ice maker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready |
| (x) Microwave                  | ( ) Window A/C Units      | ( ) Hardwood    | (x) Balcony/Patio          |
| (x) Dishwasher                 | ( ) Baseboard Heat        | (x) Ceramic     | ( ) Washer/ Dryer          |
| (x) Garbage Disposal           | ( ) Other: Describe _____ | ( ) Other _____ | (x) W/D Hook-ups           |
| (x) Range Hood                 |                           |                 | ( ) Ceiling Fans           |
|                                |                           |                 | ( ) Exposed Beam/ Brick    |
|                                |                           |                 | ( ) Fireplace              |
|                                |                           |                 | ( ) Vaulted/ High Ceiling  |
|                                |                           |                 | (x) Upgraded Countertops   |
|                                |                           |                 | ( ) Upgraded Cabinets      |
|                                |                           |                 | (x) Stainless Steel Appl.  |
|                                |                           |                 | ( ) Other: Describe: _____ |
|                                |                           |                 | ( ) Views                  |
|                                |                           |                 | (x) Upgraded Lighting      |

Site Amenities: Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| (x) Pool                          | (x) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | ( ) Garden    | ( ) A                  |
| (x) Rental Office                 | (x) Limited Access;      | ( ) Other, please specify: | ( ) TH        | (x) B                  |
| ( ) Car Wash Area                 | (x) Fitness Center       |                            | (x) Mid Rise  | ( ) C                  |
| (x) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

Utilities and Services Included in Rent: Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other, please specify: Internet/ cable |

Tenant Retention (Annual) 60%  
 Renewal Rate as %/ of Market Growth: 100%  
 Typical Annual Market Growth Rate: 1%  
 Marketing Period 2 weeks

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



Key  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

COMMENTS:

None

CONTACT PERSON: EA Joseph Appraisal & Consultation POSITION: EA Joseph Appraisal & Consultation

**EXHIBIT 1**  
**INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at- of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Norfolk Tidewater Gardens (TWG) B1, Apartments at Kindred  
 Property Address: 901 Mariner St., 1025 Mariner St., Norfolk, VA Phone: -  
 Physical Occupancy: - % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) Wood ( ) Other (x); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 2025+  
 What condition was the property in considering its age?: Good ( ) Average (x) Poor ( )  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: No, the property is in like new condition.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

Unit Mix: 191 Total Units

| # Units           | Type | Square Footage |      | Rent     |      |         | Income/ Rent |              |       |       |
|-------------------|------|----------------|------|----------|------|---------|--------------|--------------|-------|-------|
|                   |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF      | Restrictions | Conc. | Other |
| PHASE B1: 8% LHTC |      |                |      |          |      |         |              |              |       |       |
| 1                 | 1x1  | 786            |      | 1,069.00 |      | 1.36    |              | 30%/ PBV     |       |       |
| 3                 | 1x1  | 714            |      | 1,069.00 |      | 1.50    |              | 40%/ PBV     |       |       |
| 3                 | 1x1  | 812            |      | 791.00   |      | 0.97    |              | 60%/60%      |       |       |
| 6                 | 1x1  | 787            |      | 1,416.00 |      | 1.80    |              | Market       |       |       |
| 1                 | 2x2  | 956            |      | 1,220.00 |      | 1.28    |              | 30%/ PBV     |       |       |
| 7                 | 2x2  | 1,067          |      | 1,207.00 |      | 1.11    |              | 40%/ PBV     |       |       |
| 2                 | 2x2  | 1,014          |      | 1,207.00 |      | 1.19    |              | 50%/ PBV     |       |       |
| 9                 | 2x2  | 1,074          |      | 903.00   |      | 0.84    |              | 60%/ 60%     |       |       |
| 21                | 2x2  | 1,051          |      | 1,831.00 |      | 1.74    |              | Market       |       |       |
| 2                 | 3x2  | 1,355          |      | 1,723.00 |      | 1.27    |              | 30%/ PBV     |       |       |
| 11                | 3x2  | 1,355          |      | 1,723.00 |      | 1.27    |              | 40%/ PBV     |       |       |
| 2                 | 3x2  | 1,348          |      | 1,707.00 |      | 1.27    |              | 50%/ PBV     |       |       |
| 8                 | 3x2  | 1,373          |      | 988.00   |      | 0.72    |              | 60%/ 60%     |       |       |
| 1                 | 3x2  | 1,346          |      | 1,901.00 |      | 1.41    |              | Market       |       |       |
| 1                 | 4x2  | 1,724          |      | 2,126.00 |      | 1.23    |              | 30%/ PBV     |       |       |
| 1                 | 4x2  | 1,599          |      | 2,085.00 |      | 1.30    |              | 50%/ PBV     |       |       |
| 1                 | 4x2  | 1,400          |      | 1,039.00 |      | 0.74    |              | 60%/ 60%     |       |       |
| 1                 | 5x2  | 1,979          |      | 2,438.00 |      | 1.23    |              | 40%/ PBV     |       |       |
| PHASE B2: 4% LHTC |      |                |      |          |      |         |              |              |       |       |
| 1                 | 1x1  | 683            |      | 1,068.00 |      | 1.56    |              | 30%/ PBV     |       |       |
| 3                 | 1x1  | 683            |      | 1,068.00 |      | 1.56    |              | 40%/ PBV     |       |       |
| 2                 | 1x1  | 683            |      | 1,068.00 |      | 1.56    |              | 50%/ PBV     |       |       |
| 7                 | 1x1  | 683            |      | 797.00   |      | 1.17    |              | 60%/ 60%     |       |       |
| 17                | 1x1  | 683            |      | 1,416.00 |      | 2.07    |              | Market       |       |       |
| 1                 | 2x2  | 864            |      | 1,207.00 |      | 1.40    |              | 30%/ PBV     |       |       |
| 8                 | 2x2  | 864            |      | 1,207.00 |      | 1.40    |              | 40%/ PBV     |       |       |
| 1                 | 2x2  | 864            |      | 1,207.00 |      | 1.40    |              | 50%/ PBV     |       |       |
| 10                | 2x2  | 864            |      | 909.00   |      | 1.05    |              | 60%/ 60%     |       |       |
| 14                | 2x2  | 864            |      | 1,831.00 |      | 2.12    |              | Market       |       |       |
| 1                 | 3x2  | 1,219          |      | 1,723.00 |      | 1.41    |              | 30%/ PBV     |       |       |
| 18                | 3x2  | 1,219          |      | 1,723.00 |      | 1.41    |              | 40%/ PBV     |       |       |
| 1                 | 3x2  | 1,219          |      | 1,723.00 |      | 1.41    |              | 50%/ PBV     |       |       |
| 4                 | 3x2  | 1,219          |      | 994.00   |      | 0.82    |              | 60%/ 60%     |       |       |
| 9                 | 3x2  | 1,219          |      | 1,901.00 |      | 1.56    |              | Market       |       |       |
| 2                 | 4x2  | 1,400          |      | 2,106.00 |      | 1.50    |              | 30%/ PBV     |       |       |
| 10                | 4x2  | 1,400          |      | 2,106.00 |      | 1.50    |              | 40%/ PBV     |       |       |
| 1                 | 5x2  | 1,581          |      | 2,438.00 |      | 1.54    |              | 50%/ PBV     |       |       |

**Unit Amenities:** Check where appropriate

|                               |                           |                 |                            |
|-------------------------------|---------------------------|-----------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |
| (x) Range and Oven            | (x) Central System        | ( ) Carpet      | (x) Shades/Blinds          |
| (x) Frost Free Ref/ Ice maker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready |
| (x) Microwave                 | ( ) Window A/C Units      | ( ) Hardwood    | (most) Balcony/Patio       |
| (x) Dishwasher                | ( ) Baseboard Heat        | ( ) Ceramic     | (x) Washer/ Dryer          |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other _____ | ( ) W/D Hook-ups           |
| (x) Range Hood                |                           |                 | ( ) Ceiling Fans           |
|                               |                           |                 | ( ) Exposed Beam/ Brick    |
|                               |                           |                 | ( ) Fireplace              |
|                               |                           |                 | ( ) Vaulted/ High Ceiling  |
|                               |                           |                 | (x) Upgraded Lighting      |
|                               |                           |                 | ( ) Upgraded Cabinets      |
|                               |                           |                 | (x) Stainless Steel Appl.  |
|                               |                           |                 | ( ) Other: Describe: _____ |

**Site Amenities:** Check where appropriate

|                                   |                          |                                  |               |           |
|-----------------------------------|--------------------------|----------------------------------|---------------|-----------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | (x) Elevator                     | ( ) Garden    | ( ) A     |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                      | ( ) TH        | (x) B     |
| (x) Rental Office                 | (x) Limited Access:      | ( ) Other; please specify: _____ | (x) Mid Rise  | ( ) C     |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                                  | ( ) High Rise | ( ) Other |
| ( ) Business Office for Residents | ( ) Laundry Facility     |                                  |               |           |
| (x) Clubhouse/ community room     | (x) On-Site Parking      |                                  |               |           |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| ( ) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: internet/ cable |

|                                     |       |                            |       |
|-------------------------------------|-------|----------------------------|-------|
| Tenant Retention (Annual)           | _____ | <b>Newer Property Only</b> | _____ |
| Renewal Rate as % of Market Growth: | _____ | Pre-Leasing Begin:         | _____ |
| Typical Annual Market Growth Rate:  | _____ | Construction Complete:     | _____ |
| Marketing Period                    | _____ | Stabilization:             | _____ |
|                                     |       | Months:                    | _____ |
|                                     |       | Stabilized Units:          | _____ |
|                                     |       | Monthly Absorption Rate:   | _____ |



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**  
 None

CONTACT PERSON: \_\_\_\_\_ POSITION: \_\_\_\_\_  
 EAJoseph Appraisal & Consultation

**EXHIBIT 1  
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market ( ) Tax Credit (x) at of AMI Other ( ) Describe \_\_\_\_\_  
 Property Name: Villa Terrace Apartments  
 Property Address: 2804 Waverly Way, Norfolk, VA Phone: -  
 Physical Occupancy: 95 % Estimated ( ) Actual (x) As of (date): Current  
 Specify the property's exterior: Brick (x) Vinyl ( ) T1-11 ( ) Wood ( ) Other ( ); Describe \_\_\_\_\_  
 Your impression of the Property: Good (x) Average ( ) Poor ( ) Actual/ Effective Age: 1945/ renovated/ +/-10 years  
 What condition was the property in considering its age?: Good ( ) Average ( x ) Poor ( ) \_\_\_\_\_  
 How would you categorize the property's curb appeal (Good, Average, or Poor) and why?: Good, relative to other properties in the market, the property is comparable in quality, amenities, landscaping and amenities.  
 Has the property been renovated? If so, what was the scope of the work?: Yes, the property has undergone various levels of renovations over the years.  
 Is the property located on or near public transportation; if so, what? Yes  
 Is the property accessed off a primary road or secondary / residential street? Describe: Secondary, the comparable is located along a secondary transportation route.  
 Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ( )

**Unit Mix:** 82 Total Units

| # Units | Type | Square Footage |      | Rent     |      |         |         | Income/ Rent |       |       |
|---------|------|----------------|------|----------|------|---------|---------|--------------|-------|-------|
|         |      | Low            | High | Low      | High | \$/ PSF | \$/ PSF | Restrictions | Conc. | Other |
| 82      | 2x1  | 850            |      | 1,103.00 |      | 1.30    |         | 50%/ 50%     |       |       |
|         |      |                |      |          |      |         |         |              |       |       |
|         |      |                |      |          |      |         |         |              |       |       |
|         |      |                |      |          |      |         |         |              |       |       |

**Unit Amenities:** Check where appropriate

|                               |                           |                 |                            |                           |                            |
|-------------------------------|---------------------------|-----------------|----------------------------|---------------------------|----------------------------|
| <b>Kitchen</b>                | <b>Heat and Cool</b>      | <b>Flooring</b> | <b>Other</b>               |                           |                            |
| (x) Range and Oven            | (x) Central System        | (x) Carpet      | (x) Shades/Blinds          | ( ) Fireplace             | ( ) Views                  |
| (x) Frost Free Ref./ Icemaker | ( ) Wall thru             | (x) Vinyl       | (x) Cable/ Satellite Ready | ( ) Vaulted/ High Ceiling | ( ) Upgraded Lighting      |
| ( ) Microwave                 | ( ) Window A/C Units      | ( ) Hardwood    | ( ) Balcony/Patio          | ( ) Upgraded Countertops  | ( ) Upgraded Cabinets      |
| (x) Dishwasher                | ( ) Baseboard Heat        | ( ) Ceramic     | ( ) Washer/ Dryer          | ( ) Garden Tubs           | ( ) Stainless Steel Appl.  |
| (x) Garbage Disposal          | ( ) Other: Describe _____ | ( ) Other _____ | ( ) W/D Hook-ups           | ( ) Moulding              | ( ) Other: Describe: _____ |
| (x) Range Hood                |                           |                 | ( ) Ceiling Fans           | ( ) Exposed Beam/ Brick   |                            |

**Site Amenities:** Check where appropriate

|                                   |                          |                            |               |                        |
|-----------------------------------|--------------------------|----------------------------|---------------|------------------------|
| ( ) Pool                          | ( ) Playground/Tot Lots  | ( ) Elevator               | <b>Build</b>  | <b>Property Class:</b> |
| ( ) Tennis                        | ( ) Deck Parking/Garages | ( ) Storage                | (x) Garden    | ( ) A                  |
| (x) Rental Office                 | ( ) Limited Access;      | ( ) Other; please specify: | ( ) TH        | ( ) B                  |
| ( ) Car Wash Area                 | ( ) Fitness Center       |                            | ( ) Mid Rise  | (x) C                  |
| ( ) Business Office for Residents | (x) Laundry Facility     |                            | ( ) High Rise | ( ) Other              |
| ( ) Clubhouse/ community room     | (x) On-Site Parking      |                            |               |                        |

**Utilities and Services Included in Rent:** Check where appropriate

|                   |                           |  |
|-------------------|---------------------------|--|
| (x) Water & Sewer | ( ) Heat (Gas/ Elec)      | ( ) All Utilities; includes electricity    |
| (x) Trash Pickup  | ( ) Hot Water (Gas/ Elec) | ( ) No Utilities                           |
| ( ) Security      | ( ) Cooking (Gas/ Elec)   | ( ) Other; please specify: Internet/ cable |

Tenant Retention (Annual) \_\_\_\_\_  
 Renewal Rate as %/ of Market Growth: \_\_\_\_\_  
 Typical Annual Market Growth Rate: \_\_\_\_\_  
 Marketing Period \_\_\_\_\_

**Newer Property Only**

Pre-Leasing Began: \_\_\_\_\_  
 Construction Complete: \_\_\_\_\_  
 Stabilization: \_\_\_\_\_  
 Months: \_\_\_\_\_  
 Stabilized Units: \_\_\_\_\_  
 Monthly Absorption Rate: \_\_\_\_\_



**Key**  
 x= indicates feature is present  
 s= present in select units  
 \$= present for a fee  
 \* See Comments

**COMMENTS:**

None

|   |                  |  |
|---|------------------|--|
| <b>CONTACT PERSON:</b><br>EAJoseph Appraisal & Consultation | <b>POSITION:</b> |  |
|---|------------------|--|

CONFORMITY

A part of determining the subjects competitive set was surveying properties in the subject’s PMA to determine the subject conformity with the competitive set. This also gives insight into the subject’s competitive advantages and disadvantages. Because the subject is considered to be a LIHTC property, we limited our phone survey to other similar class assets. There was no need to survey market rate, elderly or subsidized properties as the subject is not expected to directly compete with these asset classes. The analysis is as follows;

| Unit Profile  | Shades | Bal/ Pat. | W/D | Hook ups | Upgrades | High Ceilings |
|---|--------|-----------|-----|----------|----------|---------------|
| Subject   | x      |           |     |          |          |               |
| LIHTC   |        |           |     |          |          |               |
| Arbor Pointe Apartments                                   | x      |           |     |          |          |               |
| Aspire Apartments   | x      | x         |     | x        | x        |               |
| Block 17 and 18 Combined- Unity Place at Kindred          | x      | x         | x   | x        | x        |               |
| Broad Creek Renaissance                                   | x      |           |     | x        |          |               |
| Church St Station   | x      |           |     |          |          |               |
| Market Heights  | x      | x         |     | x        | x        |               |
| Mission College Apartments                                | x      |           |     |          |          |               |
| Newport Gardens   | x      | x         |     | x        | x        |               |
| Parkwood Manor  | x      |           |     | x        | x        |               |
| The Pointe at Picket Farms/ Quill Apts                    | x      | x         |     | x        | x        |               |
| Riverpoint Apartments                                     | x      |           |     | x        | x        |               |
| Saint Pauls   | x      |           | x   | x        |          |               |
| Talbot Park Apartments                                    | x      |           |     | x        | x        |               |
| The Ashton  | x      | x         |     | x        | x        |               |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred | x      | x         | x   | x        | x        | x             |
| Villa Terrace Apartments                                  | x      |           |     |          |          |               |
|   | 16     | 9         | 13  | 4        | 5        | 14            |
| Compliance Ratio  | 100%   | 56%       | 81% | 25%      | 31%      | 88%           |
| Overall Compliance Ratio                                  | 64%    |           |     |          |          |               |

The subject’s overall compliance ratio with the competitive set is 64%.

| Site Profile  | Pool      | CH Comm. Rm. | Play Gds. | Fitness   | Laundry   | Site Parking | Office    |
|---|-----------|--------------|-----------|-----------|-----------|--------------|-----------|
| Subject   |           | x            |           | x         | x         | x            | x         |
| LIHTC   |           |              |           |           |           |              |           |
| Arbor Pointe Apartments                                   |           |              | x         |           | x         | x            |           |
| Aspire Apartments   |           | x            |           | x         | x         | x            | x         |
| Block 17 and 18 Combined- Unity Place at Kindred          |           | x            |           | x         |           | x            | x         |
| Broad Creek Renaissance                                   |           | x            |           |           |           | x            | x         |
| Church St Station   |           | x            |           | x         | x         | x            | x         |
| Market Heights  |           | x            | x         | x         | x         | x            | x         |
| Mission College Apartments                                | x         | x            | x         | x         | x         | x            | x         |
| Newport Gardens   |           | x            |           | x         |           | x            |           |
| Parkwood Manor  |           |              |           |           | x         | x            | x         |
| The Pointe at Picket Farms/ Quill Apts                    | x         | x            | x         | x         | x         | x            | x         |
| Riverpoint Apartments                                     |           |              | x         | x         | x         | x            | x         |
| Saint Pauls   | x         | x            | x         | x         | x         | x            | x         |
| Talbot Park Apartments                                    |           |              |           |           | x         | x            | x         |
| The Ashton  | x         | x            | x         | x         | x         | x            | x         |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred |           | x            |           |           |           | x            | x         |
| Villa Terrace Apartments                                  |           |              |           |           |           | x            | x         |
| Compliance Ratio  | 12<br>75% | 11<br>69%    | 9<br>56%  | 10<br>63% | 11<br>69% | 16<br>100%   | 14<br>88% |
| Overall Compliance Ratio                                  | 74%       |              |           |           |           |              |           |

The subject's overall compliance ratio with the competitive set is 74%.

| Utility Structure   | Water    | Sewer    | Trash      | Heat    | Hot Water | Cook    | Elec.   | Other   |
|---|----------|----------|------------|---------|-----------|---------|---------|---------|
| Subject   | x        | x        | x          | x       | x         | x       | x       | x       |
| Arbor Pointe Apartments                                   | x        | x        | x          |         |           |         |         |         |
| Aspire Apartments   | x        | x        | x          |         |           |         |         |         |
| Block 17 and 18 Combined- Unity Place at Kindred          |          |          | x          |         |           |         |         |         |
| Broad Creek Renaissance                                   |          |          | x          |         |           |         |         |         |
| Church St Station   | x        | x        | x          | x       | x         | x       | x       | x       |
| Market Heights  |          |          | x          |         |           |         |         |         |
| Mission College Apartments                                | x        | x        | x          |         |           |         |         |         |
| Newport Gardens   | x        | x        | x          |         |           |         |         |         |
| Parkwood Manor  | x        | x        | x          |         |           |         |         |         |
| The Pointe at Picket Farms/ Quill Apts                    |          |          | x          |         |           |         |         |         |
| Riverpoint Apartments                                     | x        | x        | x          |         |           |         |         |         |
| Saint Pauls   |          |          | x          |         |           |         |         |         |
| Talbot Park Apartments                                    |          |          | x          |         |           |         |         |         |
| The Ashton  |          |          | x          |         |           |         |         |         |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred |          |          | x          |         |           |         |         |         |
| Villa Terrace Apartments                                  | x        | x        | x          |         |           |         |         |         |
| Compliance Ratio  | 8<br>50% | 8<br>50% | 16<br>100% | 1<br>6% | 1<br>6%   | 1<br>6% | 1<br>6% | 1<br>6% |
| Overall Compliance Ratio                                  | 29%      |          |            |         |           |         |         |         |

The subject's overall compliance ratio with the competitive set is 29%.

| Unix Mix  | Units | Studio | 1 BR | 2 BR | 3 BR | Other |
|---|-------|--------|------|------|------|-------|
| Subject   | 60    | 100%   | 0%   | 0%   | 0%   | 0%    |
| LIHTC   |       |        |      |      |      |       |
| Arbor Pointe Apartments                                   | 308   | 0%     | 13%  | 87%  | 0%   | 0%    |
| Aspire Apartments   | 85    | 0%     | 20%  | 55%  | 25%  | 0%    |
| Block 17 and 18 Combined- Unity Place at Kindred          | 138   | 0%     | 19%  | 62%  | 20%  | 0%    |
| Broad Creek Renaissance                                   | 300   | 0%     | 0%   | 0%   | 0%   | 0%    |
| Church St Station   | 80    | 100%   | 0%   | 0%   | 0%   | 0%    |
| Market Heights  | 164   | 0%     | 9%   | 68%  | 23%  | 0%    |
| Mission College Apartments                                | 260   | 0%     | 14%  | 65%  | 14%  | 8%    |
| Newport Gardens   | 50    | 0%     | 74%  | 26%  | 0%   | 0%    |
| Parkwood Manor  | 100   | 0%     | 48%  | 52%  | 0%   | 0%    |
| The Pointe at Picket Farms/ Quill Apts                    | 300   | 0%     | 16%  | 62%  | 22%  | 0%    |
| Riverpoint Apartments                                     | 220   | 0%     | 25%  | 75%  | 0%   | 0%    |
| Saint Pauls   | 126   | 0%     | 16%  | 63%  | 21%  | 0%    |
| Talbot Park Apartments                                    | 295   | 0%     | 92%  | 8%   | 0%   | 0%    |
| The Ashton  | 118   | 0%     | 31%  | 50%  | 19%  | 0%    |
| Norfolk Tidewater Gardens (TWG) BI, Apartments at Kindred | 191   | 0%     | 23%  | 39%  | 30%  | 9%    |
| Villa Terrace Apartments                                  | 82    | 0%     | 0%   | 100% | 0%   | 0%    |
| Overall Ratio   |       | 3%     | 27%  | 56%  | 12%  | 1%    |

The subject's overall compliance ratio with the competitive set is 3%.The subject's overall compliance ratio across all sets of comparable data is 61%.

The subject's unit mix is unique given its SRO use. The subject's overall compliance ratio is adequate and therefore, we can conclude that the subject follows other similar class assets within the subjects PMA.

## Area Vacancy Rates

Norfolk's multifamily market appears relatively tight rather than oversupplied. CBRE reported that the city's apartment market was 96.8% occupied in Q2 2025, which implies an overall vacancy rate of roughly 3.2%. That low vacancy is consistent with the City of Norfolk's housing study, which found a rental supply gap of more than 6,000 units for households earning under \$35,000, indicating that the greatest pressure is concentrated in the lower-cost segment of the market rather than in higher-end product. In practical terms, Norfolk's general multifamily vacancy is low enough to signal stable demand, but the affordability side of the market is materially tighter than the headline vacancy rate alone would suggest.

The tightest conditions appear to be in LIHTC and other income-restricted properties. A recent Virginia Housing market study for a proposed Norfolk LIHTC development reported that surveyed non-subsidized tax-credit properties had 0.0% vacancy across the sampled A and B+ quality tiers, and the report concluded that existing LIHTC properties' occupancy levels support the competitiveness of additional affordable units in the city. The same study also noted waitlists at comparable affordable properties, including Pointe at Pickett Farms, Quill Apartments, and St. Paul's Apartments, all shown at 100% occupancy, while Church Street Station Studios was also 100% occupied with a waitlist. Taken together, the evidence suggests that LIHTC properties in Norfolk are generally operating at or near full occupancy, with demand depth that exceeds available affordable supply.

## Discussion Of Any Significant Impact Of The Subject Development On The Existing Rental Housing Stock.

The subject is a partial renovation and a partial new build. The subject is anticipated to be consistent with the existing inventory as previously defined. Therefore, the subject is not expected to have a significant impact on the existing rental housing stock.

- Identification of waiting lists – we are not aware of any waiting lists for any of the subject's anticipated competitive inventory. Waiting lists are commonly found among subsidized properties, in which case, subsidized properties are not considered competitive with our subject and therefore, any waiting lists derived at from a subsidized property would be excluded from our analysis.
- Availability of Affordable Housing Options

While there is inventory of LIHTC, public and subsidized housing in the subject's PMA, there is an ever-growing demand for affordable housing.

- Discussion of future changes in housing stock

The market is expected to grow at a constant and deliberate pace. The need for affordable housing is growing.

Tax credit and other planned or under construction rental communities in market area.

We are aware of several competitive projects that are coming online in the near term;

## **Leasing now / recently opened**

- **Aspire at Church St. (645 Church St, Norfolk)** — 85 units, described by NRHA as a Project-Based Voucher (PBV) / Low-Income Housing Tax Credit (LIHTC) community; property marketing indicates “Now Leasing.”
  - NRHA has run multiple limited-window waitlist/application periods for Aspire (a good signal it’s actively coming online/absorbing).
- **Origin Circle at Kindred (451 Church St, Norfolk)** — 120 affordable units; the developer case study states the deal used a 9% competitive LIHTC allocation from Virginia Housing (and notes the community is “today” delivering units).

#### **Under construction / next deliveries (2025–2026)**

- **Unity Place at Kindred (St. Paul’s / Kindred area)** — City update (May 2025) indicates an **active application portal** for former Tidewater Gardens residents, implying near-term occupancy/lease-up activity tied to the next phase.
  - Earlier project reporting describes **Unity Place as a 140-unit mixed-use building** and notes that earlier/adjacent first-phase buildings were timed to finish/lease up first.
- **TWG A Apartments at Kindred (Blocks 9, 10, 16)** — City SPAC presentation shows 191 units with a detailed timeline tied to 4% LIHTC + state tax credits: construction start 8/2/2024, temporary CO 3/1/2026, construction completion 7/26/2026, lease-up complete 12/1/2026.
- **Grandy Village – Phase VI (Norfolk)** — NRHA’s current project page says Phase VI is under construction and includes 70 new townhouse-style apartments (plus supporting facilities/roads).
  - NRHA previously described Grandy Village Phase VI as a PBV / Tax Credit community (older notice, but it aligns with the same Phase VI naming).

This equates to 606 dwelling units that will come online in the short term. Based upon conversations with city officials and housing trends, a total allowance of 800 competitive new dwelling units is estimated within the subject’s PMA over the mid-range forecast (5 years).

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## I. FUNDAMENTAL MARKET ANALYSIS (FMA) & CONCLUSIONS

### MARKET EQUILIBRIUM

In order to determine the equilibrium status of a particular market, total competitive supply is subtracted from total demand. A negative balance in which supply exceeds demand indicates that there is excess supply. Conversely, a positive balance in which demand exceeds supply indicates excess demand. In this case, qualified demand exceeds competitive supply indicating excess demand.

### RESIDUAL DEMAND CONCEPTS

The findings of the demand analysis and competitive supply analysis are considered and analyzed; if demand exceeds supply, then a positive residual demand exists whereas if supply exceeds demand, then the residual demand is negative. In instances where demand exceeds supply, then upward rental trends occur until new inventory is realized. Once the residual demand is offset by additional inventory, rental rates may decline, or rental concessions may become more prevalent. The increased supply brings the market back towards equilibrium. The residual demand in the subject's PMA is positive for each year in mid-range forecast.

### OBSERVATIONS ON EQUILIBRIUM ANALYSIS

In order to determine the equilibrium status of a particular market, total competitive supply is subtracted from total demand. A negative balance in which supply exceeds demand indicates that there is excess supply. Conversely, a positive balance in which demand exceeds supply indicates excess demand. In this case, qualified demand exceeds competitive supply indicating excess demand. Our base year analysis indicates an excess demand at all levels.

### CAPTURE/ PENETRATION RATES

Fundamental methods were used to estimate the subjects capture and penetration rates, which was then applied to the forecast of the real estate demand for space in the market. The subjects capture rate can be analyzed in a number of ways. We have determined that the most accurate way is to simply divide the marginal demand estimate by the total number of units that would need to be absorbed into the subject properties PMA.

There will be four analysis considered. A summary of each scenario is as follows;

- As Complete, a capture rate will be developed based on the total number of units with restrictions at 40% of the AMI. These units will be PBV; however, the maximum allowable LIHTC rent will be used in lieu of contract (per VH guidelines). There are an unadjusted 12 units of this type.
- As Complete, a capture rate will be developed based on the total number of units with restrictions at 50% of the AMI. These units will be PBV; however, the maximum allowable LIHTC rent will be used in lieu of contract (per VH guidelines). There are an unadjusted 28 units of this type (this excludes the 10 LIHTC units that are not PBV).
- As Complete, a capture rate will be developed based on the total number of units with restrictions at 60% of the AMI. These units will be PBV; however, the maximum allowable LIHTC rent will be used in lieu of contract (per VH guidelines). There are an unadjusted 40 units of this type.
- As Complete, a blended capture rate will be developed based on the total number of units with all restrictions. All the PBV units will be based on the maximum allowable LIHTC rents.
- As Complete, a blended capture rate will be developed based on the total number of units with all restrictions. All the PBV units will be based on the maximum allowable LIHTC rents. The income band will be based on a floor of \$0.00 and the upper end of the band will be based on the maximum allowable at the 60% level.

VH, in conjunction with NCHMA, requires the analysis to develop individual capture rates for each unit type (studio, one bedroom, two bedroom, etc); however, because the subject contains on studio units, a separate analysis would be redundant and unnecessary. A summary of the table calculating the overall capture rate is contained on the following pages.

TABLE I  
Calculation of Housing Demand Schedule @ 40% of AMI Income on PBV Units

|   |               |                   |              |
|---|---------------|-------------------|--------------|
| Total Current Population in HH (2025)                                   |               |                   | 119,079      |
| Average Family Household Size   |               |                   | 2.17         |
| Current Household Demand Estimate (2025)                                |               |                   | 54,875       |
| Renter Ratio  |               |                   | 56%          |
| Total Demand  |               |                   | 30,515       |
| Affordability Index at 40%  |               |                   | 4%           |
| Total Potential Demand in Subject's Economic Segment                    |               |                   | 1,369        |
| Existing Competitive Supply   |               |                   | 135          |
| Current Residual Demand   |               |                   | 1,234        |
| <b>Residual Demand from Existing Inventory</b>                          |               |                   | <b>1,234</b> |
| Projected Households (2030)   |               |                   | 55,372       |
| Projected Change in Households  |               |                   | 497          |
| Renter Ratio  |               |                   | 56%          |
| Projected Change in Renter Households                                   |               |                   | 276          |
| Affordability Index   |               |                   | 4%           |
| Demand from Income Qualified Multifamily Growth                         |               |                   | 12           |
| Vacancy Allowance   | 5%            |                   |              |
| Adjusted Demand   |               |                   | 13           |
| Less: New Competitive Rental Housing (U/C or Planned)                   |               |                   | 38           |
| Residual Multifamily Demand   |               |                   | (25)         |
| <b>Adjusted Residual Demand from Growth</b>                             |               |                   | <b>(25)</b>  |
| <b>Demand from Existing Renter Households</b>                           |               |                   |              |
| Current Number of Renter Households                                     |               |                   | 30,515       |
| Turnover Demand from Cost Burden & Substandard HH                       | 43%           |                   | 6,499        |
| Movership Demand  | 0.0%          |                   | 0            |
| Marginal Demand from all Turnover                                       |               |                   | <b>6,499</b> |
| Affordability Index   |               |                   | 50%          |
| <b>Adjusted Demand</b>  |               |                   | <b>3,250</b> |
| Tenant Retention  |               |                   | 0            |
| <b>Net Demand-New &amp; Existing Income Qualified Renter Households</b> |               |                   | <b>4,458</b> |
| # of Units (Subject)  |               |                   | 12           |
| Times: % drawn from PMA   |               |                   | 90%          |
| Adjusted Number of Units to be captured in PMA                          |               |                   | 11           |
| Times: Ratio of stabilized occupancy                                    |               |                   | 95%          |
| Adjusted Number of Units to be captured in PMA                          |               |                   | 10           |
| <b>Rate Analysis</b>  |               |                   |              |
| Penetration Rate  | Units         | Competitive Units |              |
|   | 30,515        | 183               | 0.60%        |
| Capture Rate  | Subject Units | Units in Demand   |              |
|   | 10            | 4,458             | 0.23%        |

**TABLE 2**  
**Calculation of Housing Demand Schedule @ 50% of AMI Income on PBV Units**

|   |               |                   |       |
|---|---------------|-------------------|-------|
| Total Current Population in HH (2025)                                   |               | 119,079           |       |
| Average Family Household Size   |               | 2.17              |       |
| Current Household Demand Estimate (2025)                                |               | 54,875            |       |
| Renter Ratio  |               | 56%               |       |
| Total Demand  |               | 30,515            |       |
| Overall Affordability Index   |               | 6%                |       |
| Total Potential Demand in Subject's Economic Segment                    |               | 1,692             |       |
| Existing Competitive Supply   |               | 222               |       |
| Current Residual Demand   |               | 1,470             |       |
| <b>Residual Demand from Existing Inventory</b>                          |               | <b>1,470</b>      |       |
| Projected Households (2030)   |               | 55,372            |       |
| Projected Change in Households  |               | 497               |       |
| Renter Ratio  |               | 56%               |       |
| Projected Change in Renter Households                                   |               | 276               |       |
| Affordability Index   |               | 6%                |       |
| Demand from Income Qualified Multifamily Growth                         |               | 15                |       |
| Vacancy Allowance   | 5%            |                   |       |
| Adjusted Demand   |               | 16                |       |
| Less: New Competitive Rental Housing (U/C or Planned)                   |               | 62                |       |
| Residual Multifamily Demand   |               | (46)              |       |
| <b>Adjusted Residual Demand from Growth</b>                             |               | <b>(46)</b>       |       |
| <b>Demand from Existing Households</b>                                  |               |                   |       |
| Current Number of Renter Households                                     |               | 30,515            |       |
| Turnover Demand from Cost Burden & Substandard HH                       | 43%           | 6,499             |       |
| Movership Demand  | 0.0%          | 0                 |       |
| Marginal Demand from all Turnover                                       |               | <b>6,499</b>      |       |
| Affordability Index   |               | 50%               |       |
| <b>Adjusted Demand</b>  |               | <b>3,250</b>      |       |
| Tenant Retention  |               | 0                 |       |
| <b>Net Demand-New &amp; Existing Income Qualified Renter Households</b> |               | <b>4,674</b>      |       |
| # of Units (Subject)  |               | 28                |       |
| Times: % drawn from PMA   |               | 90%               |       |
| Adjusted Number of Units to be captured in PMA                          |               | 25                |       |
| Times: Ratio of stabilized occupancy                                    |               | 95%               |       |
| Adjusted Number of Units to be captured in PMA                          |               | 24                |       |
| <b>Rate Analysis</b>  |               |                   |       |
| Penetration Rate  | Units         | Competitive Units |       |
|   | 30,515        | 308               | 1.01% |
| Capture Rate  | Subject Units | Units in Demand   |       |
|   | 24            | 4,674             | 0.51% |

TABLE 3  
Calculation of Housing Demand Schedule @ 60% of AMI Income on PBV Units

|   |               |                   |       |
|---|---------------|-------------------|-------|
| Total Current Population in HH (2025)                                   |               | 119,079           |       |
| Average Family Household Size   |               | 2.17              |       |
| Current Household Demand Estimate (2025)                                |               | 54,875            |       |
| Renter Ratio  |               | 56%               |       |
| Total Demand  |               | 30,515            |       |
| Overall Affordability Index   |               | 7%                |       |
| Total Potential Demand in Subject's Economic Segment                    |               | 1,988             |       |
| Existing Competitive Supply   |               | 222               |       |
| Current Residual Demand   |               | 1,766             |       |
| <b>Residual Demand from Existing Inventory</b>                          |               | <b>1,766</b>      |       |
| Projected Households (2030)   |               | 55,372            |       |
| Projected Change in Households  |               | 497               |       |
| Renter Ratio  |               | 56%               |       |
| Projected Change in Renter Households                                   |               | 276               |       |
| Affordability Index   |               | 7%                |       |
| Demand from Income Qualified Multifamily Growth                         |               | 18                |       |
| Vacancy Allowance   | 5%            |                   |       |
| Adjusted Demand   |               | 19                |       |
| Less: New Competitive Rental Housing (U/C or Planned)                   |               | 521               |       |
| Residual Multifamily Demand   |               | (502)             |       |
| <b>Adjusted Residual Demand from Growth</b>                             |               | <b>(502)</b>      |       |
| <b>Demand from Existing Households</b>                                  |               |                   |       |
| Current Number of Renter Households                                     |               | 30,515            |       |
| Turnover Demand from Cost Burden & Substandard HH                       | 43%           | 6,499             |       |
| Movership Demand  | 0.0%          | 0                 |       |
| Marginal Demand from all Turnover                                       |               | <b>6,499</b>      |       |
| Affordability Index   |               | 50%               |       |
| <b>Adjusted Demand</b>  |               | <b>3,250</b>      |       |
| Tenant Retention  |               | 0                 |       |
| <b>Net Demand-New &amp; Existing Income Qualified Renter Households</b> |               | <b>4,513</b>      |       |
| # of Units (Subject)  |               | 40                |       |
| Times: % drawn from PMA   |               | 90%               |       |
| Adjusted Number of Units to be captured in PMA                          |               | 36                |       |
| Times: Ratio of stabilized occupancy                                    |               | 95%               |       |
| Adjusted Number of Units to be captured in PMA                          |               | 34                |       |
| <b>Rate Analysis</b>  |               |                   |       |
| Penetration Rate  | Units         | Competitive Units |       |
|   | 30,515        | 777               | 2.55% |
| Capture Rate  | Subject Units | Units in Demand   |       |
|   | 34            | 4,513             | 0.76% |

**TABLE 4**  
Calculation of Blended Housing Demand Schedule -

|   |               |                   |              |
|---|---------------|-------------------|--------------|
| Total Current Population in HH (2025)                                   |               |                   | 119,079      |
| Average Family Household Size   |               |                   | 2.17         |
| Current Household Demand Estimate (2025)                                |               |                   | 54,875       |
| Renter Ratio  |               |                   | 56%          |
| Total Demand  |               |                   | 30,515       |
| Overall Affordability Index   |               |                   | 20%          |
| Total Potential Demand in Subject's Economic Segment                    |               |                   | 6,059        |
| Existing Competitive Supply   |               |                   | 2,849        |
| Current Residual Demand   |               |                   | 3,210        |
| <b>Residual Demand from Existing Inventory</b>                          |               |                   | <b>3,210</b> |
| Projected Households (2030)   |               |                   | 55,372       |
| Projected Change in Households  |               |                   | 497          |
| Renter Ratio  |               |                   | 56%          |
| Projected Change in Renter Households                                   |               |                   | 276          |
| Affordability Index   |               |                   | 20%          |
| Demand from Income Qualified Multifamily Growth                         |               |                   | 55           |
| Vacancy Allowance   | 5%            |                   |              |
| Adjusted Demand   |               |                   | 58           |
| Less: New Competitive Rental Housing (U/C or Planned)                   |               |                   | 800          |
| Residual Multifamily Demand   |               |                   | (742)        |
| <b>Adjusted Residual Demand from Growth</b>                             |               |                   | <b>(742)</b> |
| <b>Demand from Existing Households</b>                                  |               |                   |              |
| Current Number of Renter Households                                     |               |                   | 30,515       |
| Turnover Demand from Cost Burden & Substandard HH                       | 43%           |                   | 6,499        |
| Movership Demand  | 0.0%          |                   | 0            |
| Marginal Demand from all Turnover                                       |               |                   | <b>6,499</b> |
| Affordability Index   |               |                   | 50%          |
| <b>Adjusted Demand</b>  |               |                   | <b>3,250</b> |
| Tenant Retention  |               |                   | 0            |
| <b>Net Demand-New &amp; Existing Income Qualified Renter Households</b> |               |                   | <b>5,717</b> |
| # of Units (Subject)  |               |                   | 80           |
| Times: % drawn from PMA   |               |                   | 90%          |
| Adjusted Number of Units to be captured in PMA                          |               |                   | 72           |
| Times: Ratio of stabilized occupancy                                    |               |                   | 95%          |
| Adjusted Number of Units to be captured in PMA                          |               |                   | 68           |
| <b>Rate Analysis</b>  |               |                   |              |
| Penetration Rate  | Units         | Competitive Units |              |
|   | 30,515        | 3,717             | 12.18%       |
| Capture Rate  | Subject Units | Units in Demand   |              |
|   | 68            | 5,717             | 1.20%        |

**TABLE 5**  
**Calculation of Blended Housing Demand Schedule - PBV Income Bands**

|   |               |                   |        |
|---|---------------|-------------------|--------|
| Total Current Population in HH (2025)                                   |               | 119,079           |        |
| Average Family Household Size   |               | 2.17              |        |
| Current Household Demand Estimate (2025)                                |               | 54,875            |        |
| Renter Ratio  |               | 56%               |        |
| Total Demand  |               | 30,515            |        |
| Overall Affordability Index   |               | 46%               |        |
| Total Potential Demand in Subject's Economic Segment                    |               | 13,968            |        |
| Existing Competitive Supply   |               | 2,849             |        |
| Current Residual Demand   |               | 11,119            |        |
| <b>Residual Demand from Existing Inventory</b>                          |               | <b>11,119</b>     |        |
| Projected Households (2030)   |               | 55,372            |        |
| Projected Change in Households  |               | 497               |        |
| Renter Ratio  |               | 56%               |        |
| Projected Change in Renter Households                                   |               | 276               |        |
| Affordability Index   |               | 46%               |        |
| Demand from Income Qualified Multifamily Growth                         |               | 127               |        |
| Vacancy Allowance   | 5%            |                   |        |
| Adjusted Demand   |               | 133               |        |
| Less: New Competitive Rental Housing (U/C or Planned)                   |               | 800               |        |
| Residual Multifamily Demand   |               | (667)             |        |
| <b>Adjusted Residual Demand from Growth</b>                             |               | <b>(667)</b>      |        |
| <b>Demand from Existing Households</b>                                  |               |                   |        |
| Current Number of Renter Households                                     |               | 30,515            |        |
| Turnover Demand from Cost Burden & Substandard HH                       | 43%           | 6,499             |        |
| Movership Demand  | 0.0%          | 0                 |        |
| Marginal Demand from all Turnover                                       |               | <b>6,499</b>      |        |
| Affordability Index   |               | 50%               |        |
| <b>Adjusted Demand</b>  |               | <b>3,250</b>      |        |
| Tenant Retention  |               | 0                 |        |
| <b>Net Demand-New &amp; Existing Income Qualified Renter Households</b> |               | <b>13,702</b>     |        |
| # of Units (Subject)  |               | 80                |        |
| Times: % drawn from PMA   |               | 90%               |        |
| Adjusted Number of Units to be captured in PMA                          |               | 72                |        |
| Times: Ratio of stabilized occupancy                                    |               | 95%               |        |
| Adjusted Number of Units to be captured in PMA                          |               | 68                |        |
| <b>Rate Analysis</b>  |               |                   |        |
| Penetration Rate  | Units         | Competitive Units |        |
|   | 30,515        | 3,717             | 12.18% |
| Capture Rate  | Subject Units | Units in Demand   |        |
|   | 68            | 13,702            | 0.50%  |

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 INTERPRETATION AND CONCLUSIONS OF BLENDED CAPTURE RATE

A summary of the capture rate analysis is contained in the following table;

| Summary of Capture Rates |           |            |              |       |
|--------------------------|-----------|------------|--------------|-------|
| AMI                      | Adj Units | Net Demand | Capture Rate | Type  |
| 40%                      | 10        | 4,458      | 0.23%        | LIHTC |
| 50%                      | 24        | 4,674      | 0.51%        | LIHTC |
| 60%                      | 34        | 4,513      | 0.76%        | LIHTC |
| Blended                  | 68        | 5,717      | 1.20%        | LIHTC |
| Blended                  | 68        | 13,702     | 0.50%        | LIHTC |

A blended 1.2% capture rate is extremely low and is generally viewed as a strong indicator of market support. In practical terms, the subject would need to attract only a very small fraction of the 5,717 income-qualified renter households represented by net demand in the primary market area to absorb its 68 net units. That level of required penetration suggests the property is not dependent on an aggressive lease-up assumption and that the available renter base is more than sufficient to support the project. In a LIHTC context, this is typically interpreted as evidence that the development is appropriately sized relative to demand and that the risk of failing to achieve stabilized occupancy due to inadequate market depth is limited.

The main conclusion is that the proposed unit count should be considered well-supported by the market, assuming the demand estimate and income/rent positioning are credible, and the comparables confirm similar performance. A capture rate around 1.0% is often seen as favorable because it means the project only needs to secure a very modest share of qualified households. For narrative purposes, you could conclude that the subject's 1.29% capture rate indicates excellent demand coverage, minimal market penetration risk, and strong feasibility from an absorption standpoint. The caveat is that a low capture rate does not, by itself, eliminate other risks such as competitive new affordable supply, location disadvantages, lease-up execution, or mismatch between proposed rents and tenant incomes, but on its face it supports a positive marketability conclusion.

#### Capture Rate of the Homeless in Norfolk, Va

Using the latest 2025 Point-in-Time Count for the Southeastern Virginia Homeless Coalition, Norfolk had 416 people experiencing homelessness. The report says more than half of the coalition's total 637 people were identified in Norfolk. It also notes this is a single-night snapshot and does not include people staying in motels or doubled up with others.

For an 80-unit property, the basic capture rate is:

$$\text{Capture Rate} = \frac{80}{416} \times 100 = 19.2\%$$

The project's capture rate is about 19.2%.

**Interpretation:**

A 19.2% capture rate means the subject would need to absorb roughly 1 out of every 5 people counted as homeless in Norfolk to fill all 80 units.

**EVALUATION OF PROPOSED RENTS**

The subject contains two- and three-bedroom dwelling units with rent restrictions at 50% and 60% of AMI. In order to decide of whether the subject's rent levels are reasonable, we surveyed other similar class LIHTC oriented properties contained in the subject's PMA. The results of our analysis are as follows;

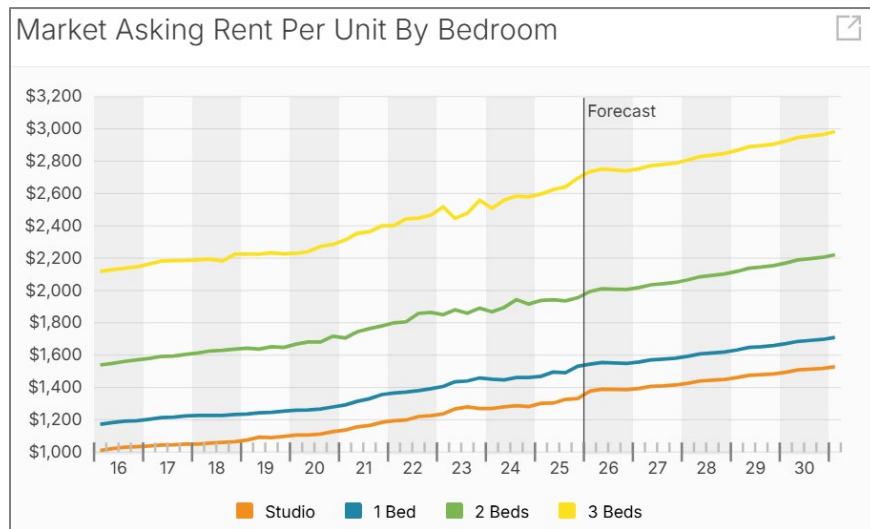
| Rents for Similar Class LIHTC Assets |         |              |          |            |          |      |          |
|--------------------------------------|---------|--------------|----------|------------|----------|------|----------|
|                                      |         | Restrictions |          |            |          |      |          |
| Property                             |         | Stuido       | \$ / PSF | 1 BR       | \$ / PSF | 2 BR | \$ / PSF |
| Subject                              | 40%     | \$746        | \$1.96   |            |          |      |          |
|                                      | 50%     | \$932        | \$2.43   |            |          |      |          |
|                                      | 60%     | \$1,119      | \$2.94   |            |          |      |          |
| <hr/>                                |         |              |          |            |          |      |          |
| Arbor Point                          | 60%     |              |          | \$975      | \$1.49   |      |          |
| Unity Place at Kindred               | 60%     |              |          | \$846      | \$1.24   |      |          |
| Broad Creek Renaissance              | 60%     |              |          | \$1,028    | \$1.37   |      |          |
| Church St Station                    | 50%     | \$1,140      | \$3.00   |            |          |      |          |
| Saint Pauls                          | 60%     |              |          | \$1,079    | \$1.70   |      |          |
| <hr/>                                |         |              |          |            |          |      |          |
|                                      | Min     |              |          | \$846.00   | \$1.24   |      |          |
|                                      | Max     |              |          | \$1,079.00 | \$1.70   |      |          |
|                                      | Average |              |          | \$982.00   | \$1.45   |      |          |

The subject's proposed rents appear to be reasonable based on comparable properties surveyed. Therefore, the subject's proposed rents appear obtainable. In order to make a determination of rent advantage, we surveyed other similar class market-oriented properties contained in the subject's PMA. The results of our analysis are as follows;

Rents for Similar Class Market Assets

| Property             | Studio  | \$/ PSF |
|----------------------|---------|---------|
| 201 Twenty One       | \$1,401 | \$1.86  |
| Attain Downtown      | \$1,630 | \$3.12  |
| Colonial Flats       | \$1,588 | \$1.74  |
| The Broadmoor        | \$849   | \$2.12  |
| <hr/>                |         |         |
| Min                  | \$849   | \$1.74  |
| Max                  | \$1,630 | \$3.12  |
| Average              | \$1,367 | \$2.21  |
| <hr/>                |         |         |
| LIHTC rent advantage | 28%     | 34%     |

Within the subject’s PMA, asking rates on a per BR basis have been trending upwards as demonstrated in the below graphic.



ABSORPTION

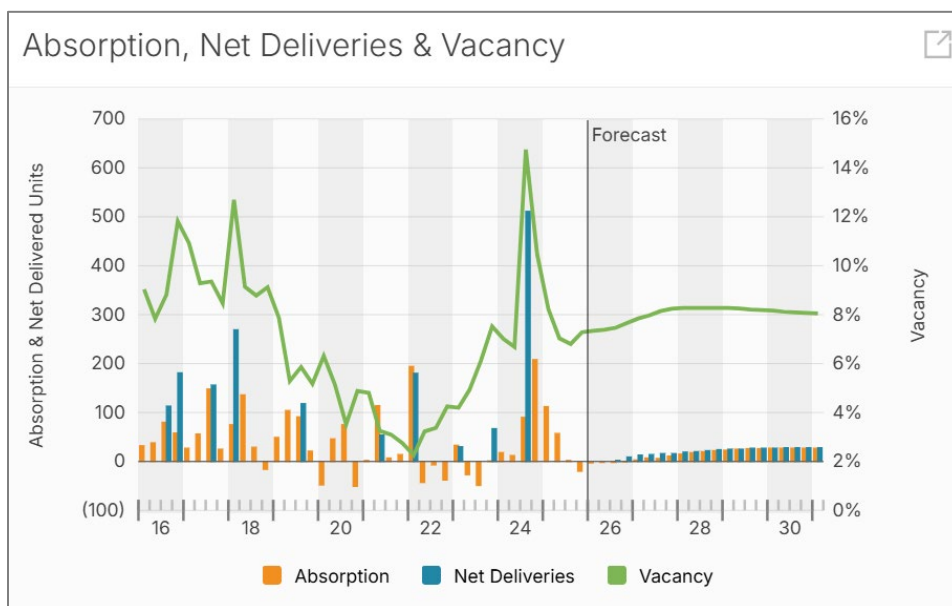
Market-rate absorption in the City of Norfolk (as tracked in brokerage datasets) has been positive in the most recent Norfolk City breakout published by Cushman & Wakefield for the Hampton Roads multifamily market. In Q2 2025, Cushman & Wakefield reports YTD net absorption of +436 units in Norfolk City, alongside ~19,126 units of inventory and 5.9% vacancy, indicating that net move-ins outpaced move-outs through the first half of the year.

At the broader Hampton Roads level (which provides context for the city), the same report shows YTD net absorption of +1,567 units with 68 units delivered year-to-date and ~1,712 units under construction, reflecting a market that was still absorbing space while managing a continuing development pipeline. In other words, Norfolk’s positive absorption was occurring within a region where renter demand was strong enough to take down new deliveries, but future supply was still a meaningful variable.

For LIHTC properties, “absorption” is typically less about market-wide quarterly net absorption

and more about lease-up speed for new/rehab units and depth of income-qualified demand. In the Virginia Housing market study for your subject’s PMA, the analyst notes that comparable LIHTC developments surveyed were fully occupied with waiting lists, which implies a constrained supply environment and a demand pool that tends to refill vacancies quickly when units become available.

For a LIHTC lease-up benchmark in Norfolk tied directly to the subject, the same market study projects that—assuming subsidy on 90 units and a “re-opening” scenario—the subject could reach ~93% stabilized occupancy within ~7 months, based on an estimated absorption pace of ~13 units per month; it also states the property is expected to draw from a lengthy NRHA-maintained waiting list, suggesting the limiting factor may be processing/placement logistics more than market demand.



Given the subject’s size and more intensive marketing efforts associated with such projects, we have estimated a monthly absorption rate of 8 dwelling units per month.

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## CONCLUSIONS

The subject is well positioned in the market to capture significant tenancy. The housing serves to satisfy the ever-present and growing need for affordable rental housing. The rental rates for the subject are consistent with the rental rates demonstrated in the PMA.

- The residual demand is positive throughout our mid-range forecast period. The residential demand is 5,717 dwelling units at the blended 40%, 50% and 60% level.
- VH requires the analyst to consider the impact, if any, on the analysis for proposed communities in which 20% or more of the units contain at least 3 bedrooms. The subject does not meet this threshold.
- The subject's capture rate is calculated as the percentage of residential demand the subject would have to capture to achieve stabilization. The total number of units for the subject is segmented by the percentage of units captured in the subject's PMA and a typical vacancy allowance. The adjusted total number of units is 68 units. The subject's overall blended capture rate is 1.20% which indicates a strong demand for affordable house.
- The subject is expected to be absorbed into the market at a pace of 8 dwelling units per month. Financing is currently available at attractive terms, and the feasibility rent is sufficient to cover costs of construction and return a reasonable yield to the investor. This combined with the low capture rate indicates a strong demand for the subject's product type.
- The site is attractive and well located in regard to its access and proximity to employment, community services, shopping, medical, and transportation routes which provide extended access to all points throughout the MSA.
- The location, rents, and amenity package will appeal to the low to moderate income families and professionals.
- The bedroom mix of units, the household size distribution, the capabilities, and the unit vacancy levels indicate that the subject's bedroom mix is appropriate in this market at the rent levels. Market rents are sufficient to support new construction, and a positive residual demand indicates new construction in this market is likely.
- Project features are adequate in this portion of the city. The inventory is mixed ranging from older 30+ year inventory to newer inventory. The subject's amenity package and features are generally commensurate with other similar class properties in the subject's market.
- The subject property exists and will undergo a comprehensive rehabilitation. The economic infrastructure for the subject properties PMA is fundamentally sound and should continue to grow at a constant and moderate pace.
- The overall development scheme is appropriate and well suited for the market. We make no further recommendations and/ or modifications to the development.

- There do not appear to be any detrimental influences that would impede the absorption rate already established at 8 units per month.
- Our analysis contained herein incorporated the opinions of property managers and leasing agents as well as local market participants that are considered experts in their respective fields.

Given the indications described above, it is reasonable to conclude that the subject's current actual capture rate will continue throughout the mid-range forecast. Given the positive residual demand and the availability of land and capital, new competition is anticipated to materialize in the short and midterm. We have made appropriate allowances for additional new competition.

## VH NET DEMAND TABLE

Using VH's required format, Net Demand is summarized on the following table. It should be noted that this format does not break out the net demand on a per bedroom type bases, but instead it represents the total net demand.

| Income Restrictions   | All Units |
|---|-----------|
| Min.  | \$25,577  |
| Max   | \$44,760  |
| Demand from Existing HH   | 3,210     |
| New Rental HH's   | (742)     |
| <b>PLUS</b>   |           |
| *Existing HH's<br>(Rent Overburdened+ Substandard HH+ Turnover) | 3,250     |
| <b>PLUS</b>   |           |
| Existing HH's<br>(Substandard HH's)                             | see above |
| <b>PLUS</b>   |           |
| Homeowners<br>converting to Rental HH's                         | 0         |
| <b>PLUS</b>   |           |
| Existing Qualifying Tenants<br>(retain post rehab)              | 0         |
| <b>EQUALS</b>   |           |
| Demand  | 5,717     |
| <b>MINUS</b>  |           |
| **Supply  | 0         |
| <b>EQUALS</b>   |           |
| <b>NET DEMAND</b>   | 5,717     |
| <b>TOTAL ABSORPTION PERIOD (months)</b>                         | 5.55      |

\*Existing HH's combines substandard and cost burden HH's due to overlapping

\*\*Demand estimates reflect 'net' demand in which supply has already been deducted from demand, therefore net supply is zero

The demand from existing HH's as indicated in the first line is simply latent/ pent up demand in which the existing inventory does not satisfy the existing demand.

## MARKET ANALYSIS STATEMENT OF EXPERIENCE

A representative sample of Due Diligence, Consulting or Valuation Engagements for Eugene A. Joseph, Jr, the primary analyst, includes: (see addenda for primary market analysts and review analysts resume).

- Have managed and conducted numerous market and feasibility studies for affordable and conventional housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived.
- In accordance with HUD Notice H 00-12, Mr. Joseph has completed numerous rent comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

Selected vendors for demographic information and forecasts include:

- [www.stdbonline.com](http://www.stdbonline.com)
- <http://www.vec.virginia.gov/>
- <http://factfinder.census.gov/home/>

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## J. OTHER REQUIREMENTS

### ANALYST STATEMENT:

I affirm the following:

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



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Market Analyst

March 11, 2026

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Date

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## CERTIFICATION

The appraisers signing this report make the following certifications to the best of their knowledge and belief.

- The statements of fact contained in this report are true and correct.
- Reported analyses, opinions, and conclusions are limited only by the assumptions and limiting conditions contained within this report, and are the appraisers' personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- The appraisers have no present or prospective interest in the property that is the subject of this report, or personal interest with the parties involved. The appraisers have no bias with respect to the property that is the subject of this report, or to the parties involved with this assignment.
- The appraisers have not performed services, as an appraiser or in any other capacity, regarding the property that is the subject of this report during the three-year period immediately preceding acceptance of this assignment.
- The appraisers have no bias with respect to the subject property or to the parties involved with this assignment.
- This engagement is not contingent upon developing or reporting predetermined results.
- Compensation paid to the appraisers is not contingent upon the development or reporting of a predetermined value, or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- Reported analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) as promulgated by the Appraisal Foundation.
- A statement regarding observation of the subject property by the appraisers is listed below. This viewing, if any, did not attempt to probe, study, investigate, detect, or discover unfavorable physical features.

| Appraiser                               | Observation          |
|---|----------------------|
| Eugene A. Joseph, Jr., MAI, SRA, AI-GRS | Adequate Observation |

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- No one provided significant real property appraisal assistance to the appraiser(s) signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the requirements of the Code of Professional Ethics &

Standards of Professional Appraisal Practice of the Appraisal Institute, which includes the Uniform Standards of Professional Appraisal Practice.

- Use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, Eugene A., Joseph, Jr., MAI, SRA has completed the continuing education program for Designated Members of the Appraisal Institute.

EAJoseph Appraisal & Consultation



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Eugene A. Joseph, Jr., MAI, SRA, AI-GRS  
Principal Appraiser  
Certified General Real Estate Appraiser  
License No. 4001 009492

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## SEQUENCE OF ADDENDA MATERIALS

- Contingent and Limiting Conditions
- Appraiser Qualifications
- License
- Insurance Information
- Service Agreement

**Eugene A. Joseph, Jr.**, MAI, SRA, AI-GRS

Proprietor

Office: +1 804 353 1757

Fax: +1 888 977 3716

Mobile: +1 804 467 2517

[gene@ejoseph.com](mailto:gene@ejoseph.com)

EJoseph Appraisal & Consultation

PO Box 8225

Richmond, Virginia 23226

## CONTINGENT AND LIMITING CONDITIONS

1. By this notice, all persons, companies, or corporations using or relying on this report in any manner bind themselves to accept these Contingent and Limiting conditions, and all other contingent and limiting conditions contained elsewhere in this report. Do not use any portion of this report unless you fully accept all Contingent and Limiting conditions contained throughout this document.
2. The "Subject" or "Subject Property" refers to the real property that is the subject of this report. An Appraiser is defined as an individual person who is licensed to prepare real estate appraisal-related services in the State of Virginia and affixes his / her signature to this document.
3. Throughout this report, the singular term "Appraiser" also refers to the plural term "Appraisers". The terms "Appraiser" and "Appraisers" also refer collectively to "EAJoseph Appraisal & Consultation ", its officers, employees, subcontractors, and affiliates. The masculine terms "he" or "his" also refer to the feminine term "she" or "her".
4. In these Contingent and Limiting Conditions, the "Parties" refers to all of the following collectively: (a) the Appraiser(s), (b) EAJoseph Appraisal & Consultation, (c) the client, and (d) all intended users.
5. These Contingent and Limiting Conditions are an integral part of this report along with all certifications, definitions, descriptions, facts, statements, assumptions, disclosures, hypotheses, analyses, and opinions.
6. All contents of this report are prepared solely for the explicitly identified client and other explicitly identified intended users. The liability of the Appraiser is limited solely to the client. There is no accountability, obligation, or liability to any other third party. Other intended users may read but not rely on this report.
7. This document communicates the results of an appraisal assignment. This communication is not an inspection, engineering, construction, legal, or architectural report. It is not an examination or survey of any kind. Expertise in these areas is not implied. The Appraiser is not responsible for any costs incurred to discover, or correct any deficiency in the property.
8. As part of this appraisal, information was gathered and analyzed to form opinion(s) that pertain solely to one or more explicitly identified effective value dates. The effective value date is the only point in time that the value applies. Information about the subject property, neighborhood, comparables, or other topics discussed in this report was obtained from sensible sources. In accordance with the extent of research disclosed in the Scope of Work section, all information cited herein was examined for accuracy, is believed to be reliable, and is assumed reasonably accurate. However, no guaranties or warranties are made for this information. No liability or responsibility is assumed for any inaccuracy which is outside the control of the Appraiser, beyond the scope of work, or outside reasonable due diligence of the Appraiser.
9. Real estate values are affected by many changing factors. Therefore, any value opinion expressed herein is considered credible only on the effective value date. Every day that passes thereafter, the degree of credibility wanes as the subject changes physically, the economy changes, or market conditions change. The Appraiser reserves the right to amend these analyses and/or value opinion(s) contained within this appraisal report if erroneous, or more factual-information is subsequently discovered. No guarantee is made for the accuracy of estimates or opinions furnished by others, and relied upon in this report.
10. In the case of limited partnerships, syndication offerings, or stock offerings in the real estate, the client agrees that in case of lawsuit (brought by the lender, partner, or part owner in any form of ownership, tenant, or any other party), the client will hold EAJoseph Appraisal & Consultation , its officers, contractors, employees and associate appraisers completely harmless. Acceptance of, and/or use of this report by the client, or any third party is prima facie evidence that the user understands and agrees to all these conditions.
11. For appraisals of multiunit residential, only a portion of all dwellings was observed. A typical ratio of observed dwellings roughly approximates 10% of the total number of units, and this ratio declines as the number of dwellings grows. It is assumed the functionality, physical condition, construction quality, and interior finish of unseen units are similar to the functionality, physical condition, construction quality, and interior finish of observed units. If unobserved dwellings significantly differ from those that were viewed in functionality, physical condition, quality, or finish, the Appraiser reserves the right to amend theses analysis and/or value opinion(s).

12. If the appraised property consists of a physical portion of a larger parcel is subject to the following limitations. The value opinion for the property appraised pertains only to that portion defined as the subject property. This value opinion should not be construed as applying with equal validity to other complementary portions of the same parcel. The value opinion for the physical portion appraised + the value of all other complementary physical portions may or may not equal the value of the whole parcel.
13. Unless specifically stated otherwise herein, the Appraiser is unaware of any engineering study made to determine the bearing capacity of the subject land, or nearby lands. Improvements in the vicinity, if any, appear to be structurally sound. It is assumed soil and subsoil conditions are stable and free from features that cause supernormal costs to arise. It is also assumed existing soil conditions of the subject land have proper load bearing qualities to support the existing improvements, or proposed improvements appropriate for the site. No investigations for potential seismic hazards were made. This appraisal assumes there are no conditions of the site, subsoil, or structures, whether latent, patent, or concealed that would render the subject property less valuable. Unless specifically stated otherwise in this document, no earthquake compliance report, engineering report, flood zone analysis, hazardous substance determination, or analysis of these unfavorable attributes was made, or ordered in conjunction with this appraisal report. The client is strongly urged to retain experts in these fields, if so desired.
14. If this report involves an appraisal that values an interest, which is less than the whole fee simple estate, then the following disclosure applies. The value for any fractional interest appraised + the value of all other complementary fractional interests may or may not equal the value of the entire fee simple estate.
15. If this appraisal values the subject as though construction, repairs, alterations, remodeling, renovation, or rehabilitation will be completed in the future, then it is assumed such work will be completed in a timely fashion, using non-defective materials, and proper workmanship. All previously completed work is assumed completed in substantial conformance with plans, specifications, descriptions, or attachments made or referred to herein. It is also assumed all planned, in-progress, or recently completed construction complies with the zoning ordinance, and all applicable building codes. A prospective value opinion has an effective value date that is beyond or in the future relative to this report's preparation date. If this appraisal includes a prospective valuation, it is understood and agreed the Appraiser is not responsible for an unfavorable value effect caused by unforeseeable events that occur before completion of the project.
16. This valuation may or may not include an observation of the appraised property by an Appraiser. The extent of any observation is disclosed in the Scope of Work section of this report. Any observation by an Appraiser is not a professional property inspection. Viewing of the subject was limited to components that were not concealed, clearly observable, and readily accessible without a ladder on the property observation date. As used herein, readily accessible means within the Appraiser's normal reach without the movement of any man made or natural object. Comments or descriptions about physical condition of the improvements are based solely on a superficial visual observation. These comments are intended to familiarize the reader with the property in a very general fashion.
17. Electric, heating, cooling, plumbing, water supply, sewer or septic, mechanical equipment, and other property systems were not tested. No determination was made regarding the operability, capacity, or remaining physical life of any component in, on, or under the real estate appraised. All building components are assumed adequate and in good working order unless stated otherwise. Private water wells and private septic systems are assumed sufficient to comply with federal, state, or local health safety standards. No liability is assumed for the soundness of structural members since structural elements were not tested or studied to determine their structural integrity. The roof cover for all structures is assumed water tight unless otherwise noted. This document is not an inspection, engineering or architectural report. If the client has any concern regarding structural, mechanical, or protective components of the improvements, or the adequacy or quality of sewer, water or other utilities, the client should hire an expert in the appropriate discipline before relying upon this report. No warranties or guarantees of any kind are expressed or implied regarding the current or future physical condition or operability of any property component.
18. The allocation of value between the subject's land and improvements, if any, represents our judgment only under the existing use of the property. A re-evaluation should be made if the improvements are removed, substantially altered, or the land is utilized for another purpose.
19. The Client and all intended users agree to all the following. (A) This appraisal does not serve as a warranty on the physical condition or operability of the property appraised. (B) All users of this report should take all

necessary precautions before making any significant financial commitments to or for the subject. (C) Any estimate for repair or alternations is a non-warranted opinion of the Appraiser.

20. No liability is assumed for matters of legal nature that affect the value of the subject property. Unless a clear statement to the contrary is made in this report, value opinion(s) formed herein are predicated upon the following assumptions. (A) The real property is appraised as though, and assumed free from all value impairments including yet not limited to title defects, liens, encumbrances, title claims, boundary discrepancies, encroachments, adverse easements, environmental hazards, pest infestation, leases, and atypical physical deficiencies. (B) All real estate taxes and assessments, of any type, are assumed fully paid. (C) It is assumed ownership of the property appraised is lawful. (D) It is also assumed the subject property is operated under competent and prudent management. (E) The subject property was appraised as though, and assumed free of indebtedness. (F) The subject real estate is assumed fully compliant with all applicable federal, state, and local environmental regulations and laws. (G) The subject is assumed fully compliant with all applicable zoning ordinances, building codes, use regulations, and restrictions of all types. (H) All licenses, consents, permits, or other documentation required by any relevant legislative or governmental authority, private entity, or organization have been obtained, or can be easily be obtained or renewed for a nominal fee.
21. Any exhibits in the report are intended to assist the reader in visualizing the subject property and its surroundings. The drawings are not surveys unless specifically identified as such. No responsibility is assumed for cartographic accuracy. Drawings are not intended to be exact in size, scale, or detail.
22. Value opinions involve only real estate, and inconsequential personal property. Unless explicitly stated otherwise, value conclusions do not include personal property, unaffixed equipment, trade fixtures, business-good will, chattel, or franchise items of material worth.
23. Conversion of the subject's income into a market value opinion is based upon typical financing terms that were readily available from a disinterested, third party lender on this report's effective date. Atypical financing terms and conditions do not influence market value, but may affect investment value.
24. All information and comments concerning the location, market area, trends, construction quality, construction costs, value loss, physical condition, rents, or any other data for the subject represent estimates and opinions of the Appraiser. Expenses shown in the Income Approach, if used, are only estimates. They are based on past operating history, if available, and are stabilized as generally typical over a reasonable ownership period.
25. This appraisal was prepared by EAJoseph Appraisal & Consultation and consists of trade secrets and commercial or financial information, which is privileged, confidential, and exempt from disclosure under 5 U.S.C. 522 (b) (4).
26. The Appraiser is not required to give testimony or produce documents because of having prepared this report unless arrangements are agreed to in advance. If the Appraiser is subpoenaed pursuant to court order or required to produce documents by judicial command, the client agrees to compensate the Appraiser for his appearance time, preparation time, travel time, and document preparation time at the regular hourly rate then in effect plus expenses and attorney fees. In the event the real property appraised is, or becomes the subject of litigation, a condemnation, or other legal proceeding, it is assumed the Appraiser will be given reasonable advanced notice, and reasonable additional time for court preparation.
27. Effective January 26, 1992, the Americans with Disabilities Act (ADA) - a national law, affects all non-residential real estate or the portion of any property, which is non-residential. The Appraiser has not observed the subject property to determine whether the subject conforms to the requirements of the ADA. It is possible a compliance survey, together with a detailed analysis of ADA requirements, could reveal the subject is not fully compliant. If such a determination was made, the subject's value may or may not be adversely affected. Since the Appraiser has no direct evidence, or knowledge pertaining to the subject's compliance or lack of compliance, this appraisal does not consider possible noncompliance or its effect on the subject's value.
28. EAJoseph Appraisal & Consultation and the Appraiser have no expertise in the field of insect, termite, or pest infestation. We are not qualified to detect the presence of these or any other unfavorable infestation. The Appraiser has no knowledge of the existence of any infestation on, under, above, or within the subject real estate. No overt evidence of infestation is apparent to the untrained eye. However, we have not specifically inspected or tested the subject property to determine the presence of any infestation. No effort was made to dismantle or probe the structure. No effort was exerted to observe enclosed, encased, or otherwise concealed evidence of infestation. The presence of any infestation would likely diminish the property's value. All value

opinions in this communication assume there is no infestation of any type affecting the subject real estate or the Appraiser is not responsible for any infestation or for any expertise required to discover any infestation. Our client is urged to retain an expert in this field, if desired.

29. All opinions are those of the signatory Appraiser based on the information in this report. No responsibility is assumed by the Appraiser for changes in market conditions, or for the inability of the client, or any other party to achieve their desired results based upon the appraised value. Some of the assumptions or projections made herein can vary depending upon evolving events. We realize some assumptions may never occur and unexpected events or circumstances may occur. Therefore, actual results achieved during the projection period may differ from those set forth in this report. Compensation for appraisal services is dependent solely on the delivery of this report, and no other event or occurrence
30. No warranties are made by the Appraiser concerning the property's conformance with any applicable government code or property covenant including but not limited to all laws, ordinances, regulations, agreements, declarations, easements, condominium regulations, restrictions, either recorded or unrecorded. The client is urged to engage the services of a licensed attorney to confirm any legal issue affecting the property appraised. No liability or responsibility is assumed by the Appraiser to determine the cost of replacing or curing any supposedly defective physical component.
31. In the event of an alleged claim due to some defective physical component, the client must notify EAJoseph Appraisal & Consultation and allow its representatives and experts to examine and test the alleged defective component before any repairs or modifications are made. If any type of repair or modification is made without the knowledge of the Appraisers, the Appraiser is released from all liability, real or alleged.
32. The client and all explicitly identified intended users agree to notify in writing EAJoseph Appraisal & Consultation , within one year of this report's preparation date, of any claim relating to or arising from this report regardless of any statute of limitations. If EAJoseph Appraisal & Consultation does not receive this written notification within the year period defined in the paragraph, then the claimant releases the Appraiser from all claims arising from or related to this report.
33. The client and all explicitly identified intended users acknowledge that any claim relating to this report shall be settled in accordance with the commercial arbitration rules of the American Arbitration Association with the Parties each paying an equal share of all associated costs.
34. Any alleged claim must be filed in the Circuit Court for the County that encompasses most of or all of Richmond, Virginia 23226 where the Appraiser's business office is located. If a court of law voids any portion of these Contingent and Limiting Conditions, then the remainder remains in full force and effect. The claimant(s) agree not to contest the venue set forth herein and to submit to, and not contest, the exercise of personal jurisdiction over them by the foregoing court. The claimant(s) waive all rights concerning the exercise of personal jurisdiction of them by the foregoing courts and all claims of or concerning forum non-conveniences in the foregoing forum.
35. Superseding all comments to the contrary regardless of date, this report may not be transferred or assigned without the prior written consent of EAJoseph Appraisal & Consultation.
36. No part of this report shall be published or disseminated to the public by the use of advertising media, public relations media, news media, sales media, electronic devices, or other media without the prior written consent of EAJoseph Appraisal & Consultation. This restriction applies particularly as to analyses, opinions, and conclusions; the identity of the Appraiser; and any reference to the Appraisal Institute or its MAI, SRPA, or SRA designations. Furthermore, no part of this report may be reproduced or incorporated into any information retrieval system without written permission from EAJoseph Appraisal & Consultation, the copyright holder.



# Eugene A. Joseph, Jr. MAI, SRA, AI-GRS

PROPRIETOR & CEO  
Appraisal & Consultation Services



Gene@eajoseph.com

## EDUCATION AND QUALIFICATIONS

Virginia Commonwealth University, Richmond, VA

*Bachelor of Science degree in Business, Real Estate and Urban Land Development*

*Graduate Certificate of Real Estate and Urban Land Development*

## STATE CERTIFICATION

Virginia

## CONTACT DETAILS

MOB +1 804 467 2517  
DIR +1 804 353 1757  
FAX +1 888 977 3716

EAJoseph Appraisal & Consultation  
Richmond Office  
PO Box 8225  
Richmond, VA 23226

Eugene A. Joseph, Jr. MAI, SRA opened Joseph Appraisal & Consultation in January of 2015 in which Eugene is the owner and operator and is responsible for all phases of real property appraisal and consulting services. In October of 2014, MGMiller Valuations was acquired by Colliers International Valuation & Advisory Services in Richmond, VA. Eugene worked for MGMiller Valuations/ Colliers International since April of 1998 in which he was responsible for all phases of commercial and residential valuation in accordance with USPAP and FIRREA regulations. In 2012, Eugene was promoted to upper management of the commercial division in which his additional responsibilities included performing reviews, scoping and bidding assignments and mentoring members of his commercial team.

## EXPERIENCE

Owner and CEO of EAJoseph Appraisal & Consultation, Richmond, VA, January 2015- present

Senior Valuation Services Director, Colliers International Valuation & Advisory Services, Richmond, VA, October 2014-January 2015

Senior Valuation Appraiser and Director, MGMiller Valuations, Richmond, VA., 1998-2014

## PROFESSIONAL AFFILIATIONS AND ACCREDITATIONS

MAI, SRA, AI-GRS; Appraisal Institute

Member of National Council of Housing Marketing Analyst (NCHMA)

HUD Certified

## APPRAISAL INSTITUTE COURSES

IA1, Real Estate Principals

IA2, Basic Valuation Procedures

Course 510, Advanced Income Analysis

Course 520, Highest and Best Use and Market Analysis

Course 530, Advanced Sales Comparison and Cost Approaches

Course 540, Advanced Report Writing

Course 550, Advanced Applications

CE as needed

## OTHER RELATED COURSES

Real Estate Principals

Real Estate Law

Real Estate Finance

Real Property Management

Real Estate Appraisal

Real Estate Negotiation

Advanced Real Estate Appraisal

Advanced Valuation Analysis (Graduate Level)

Real Estate Investment Analysis (Graduate Level)

Commercial Mortgage Lending (Graduate Level)

Real Property Investment Law (Graduate Level)


Real Estate Development (Graduate Level)


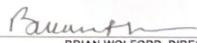
**COMMONWEALTH of VIRGINIA**  
Department of Professional and Occupational Regulation  
9960 Mayland Drive, Suite 400, Richmond, VA 23233  
Telephone: (804) 367-8500

**EXPIRES ON**  
04-30-2027

**NUMBER**  
4001009492

REAL ESTATE APPRAISER BOARD  
CERTIFIED GENERAL REAL ESTATE APPRAISER

  
EUGENE ALBER JOSEPH JR  
4612 W FRANKLIN STREET  
RICHMOND, VA 23226

  
  
BRIAN WOLFORD, DIRECTOR

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)

11/13/2025

RSG Specialty, LLC  
9020 Stony Point Parkway  
Richmond, VA 23235

**INSURANCE BINDER FOR: EA Joseph Appraisal & Consultation Services, LLC**  
**POLICY NUMBER: MEO-HS-0006008-02**

Thank you for binding coverage with Houston Specialty Insurance Company. HSIC is a property and casualty insurer rated A IX by the A.M. Best Company. We are pleased to provide you with the attached binder for insurance.

**The collection and filing of all surplus lines taxes and fees as well as any other applicable surcharges are your responsibility and are not included in the premium set forth in the attached binder. Please note that commissions will not be paid on taxes and/or surcharge amounts.**

Sincerely,



Jung Lee-Stouffer

**INSURANCE BINDER**

**Insurance Company:** Houston Specialty Insurance Company  
**Policy Number:** MEO-HS-0006008-02  
**Named Insured:** EA Joseph Appraisal & Consultation Services, LLC

**CERTIFICATES OF INSURANCE**

The Company will not review, accept or retain copies of any certificates of insurance or additional insured endorsements prepared by anyone. Moreover, the Company will not be responsible for any liability resulting from the issuance of any unauthorized endorsement or the issuance of an endorsement which has been authorized by the Company but where the authorized wording is amended or revised in any way, without the prior written approval of the Company. The Company will not be responsible for any liability resulting from the issuance of any certificate of insurance. In no event does anyone have the authority to issue certificates of insurance which include any addition and/or modification of the policy terms and conditions, additional named insureds, waivers of subrogation or any special additional coverages unless expressly approved in writing by the Company.

Copies of all certificates of insurance and any endorsement sent with those certificates must be retained by the issuer for the time period required by state law or regulation in the state in which the certificate of insurance is issued, but in no event less than five years from the date indicated on the certificate.

Unless this policy is physically endorsed, the issuance of a certificate of insurance does not amend, extend, or alter the coverage provided by this policy or change the person(s) or entities to whom such coverage is afforded under this policy. No one without the express written authority of the Company has the authority to issue certificates of insurance or endorsements of any kind including without limitation additional insured endorsements, which include any addition and/or modification of this policy's terms and conditions, or purport to add any additional insured(s) and/or change any term, condition, or provision of this policy unless such policy changes or modifications are first approved by the Company and a policy endorsement is issued by the Company and signed by an officer of the Company.

**INSURANCE BINDER**  
Policy Number: MEO-HS-0006008-02

NAMED INSURED: EA Joseph Appraisal & Consultation Services, LLC  
4612 W. Franklin St  
Richmond, VA 23226

*Policy Period: From 1/12/2026 to 1/12/2027 at 12:01 A.M. Standard Time at your mailing address shown above.*

**COVERAGES**

|                        |                                |
|------------------------|--------------------------------|
| Professional Services: | Real Estate Appraisal Services |
| Retroactive Date:      | 1/12/2015                      |

**LIMITS OF INSURANCE**

|                 |             |
|-----------------|-------------|
| Per Claim       | \$1,000,000 |
| Aggregate Limit | \$1,000,000 |

DEFENSE COSTS ARE INCLUDED WITHIN THE LIMITS OF LIABILITY

**RETENTION**

|           |                            |
|-----------|----------------------------|
| Retention | \$2,500 Each & Every Claim |
|-----------|----------------------------|

**PREMIUM**

|                |                      |
|----------------|----------------------|
| Policy Premium | \$2,980.00           |
| Audit Period   | Not Subject To Audit |

All premiums applicable to additional coverage(s) as required during the policy period will be invoiced separately and will not apply toward the estimated policy premiums. **The collection and filing of all surplus lines taxes and fees as well as any other applicable surcharges shall be the sole responsibility of the Excess and Surplus Lines Broker and not included as part of the premiums set forth above.**

**INSURANCE BINDER**

Policy Number: MEO-HS-0006008-02

Named Insured: EA Joseph Appraisal & Consultation Services, LLC

**SUBJECTIVITIES/REQUIREMENTS**

Please be advised that coverage has been bound conditional upon receipt, review, verification and approval of the following items within 30 days of binding coverage:

**N/A**

In order to complete the underwriting process, we require that you send us the subjectivities requested above. We are not required to bind coverage prior to our receipt, review and underwriting approval of the above information. However, if we do bind coverage prior to such approval, it shall be for a temporary period of not more than 30 days. Such temporary binding of coverage shall be void ab initio ("from the beginning") if we have not received, reviewed and approved in writing such material within 30 days from the effective date of the temporary binder.

| FORMS                          |   |
|--------------------------------|---|
| FORM/ENDORSEMENT NUMBER        | NAME  |
| HSIC JACKET-POLICY A (07-2021) | HSIC JACKET-POLICY A (07-2021)  |
| MP PN 01 05 23                 | NOTICE REGARDING INSURANCE COVERAGE FOR ACTS OF TERRORISM   |
| HSIC CW SOS 05 25              | HSIC SERVICE OF SUIT  |
| DS PN Annual (02-22)           | SKYWARD PRIVACY NOTICE  |
| MP FORM SCHED 00               | FORMS SCHEDULE  |
| HSIC MEO DS 01 04 24           | HSIC POLICY DECLARATIONS - MISCELLANEOUS ERRORS AND OMISSIONS LIABILITY INSURANCE                     |
| MP 01 08 11 13                 | U.S. TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL - OFAC - ADVISORY NOTICE TO POLICYHOLDERS |
| MP 01 26 1113                  | IMPORTANT NOTICE  |
| MP 02 52 11 13                 | PENDING OR PRIOR LITIGATION EXCLUSION   |
| MP 00 01 04 24                 | MISCELLANEOUS PROFESSIONAL LIABILITY INSURANCE POLICY   |
| MP 02 24 11 13                 | NUCLEAR LIABILITY EXCLUSION   |
| MP 03 10 08 21                 | APPRAISER ENDORSEMENT   |
| MP 03 20 08 21                 | EXTENDED REPORTING PERIOD ENDORSEMENT   |
| MP 03 31 03 22                 | RETENTION REDUCTION FOR MEDIATION ENDORSEMENT   |
| MP 03 39 01 23                 | LIMITED GENERAL LIABILITY   |
| MP 03 47 05 23                 | CAP ON LOSSES FROM CERTIFIED ACTS OF TERRORISM  |
| MP 03 54 10 25                 | ARTIFICIAL INTELLIGENCE OFFENSE COVERAGE ENDORSEMENT  |

PENDING OR PRIOR LITIGATION EXCLUSION – 1/12/2024

ARTIFICIAL INTELLIGENCE OFFENSE COVERAGE ENDORSEMENT:

AI IP Offense - \$100K/ \$100K

AI Discrimination Claim - \$100k/\$100k

AI Consumer Protection Violations - \$100K/\$100K (Sublimit to Address Exclusion L & N, respectively)

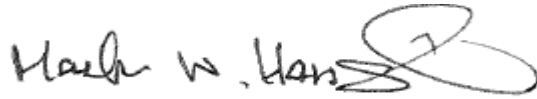
Failure to provide Skyward Specialty Insurance with any of the above-listed items, within the specified time frame, can result in the automatic issuance of a Notice of Cancellation.

In witness whereof, this company has caused this policy to be signed by its President and Secretary but if required by state law, the policy shall not be valid unless countersigned by an authorized representative of the Company.



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SECRETARY SIGNATURE



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PRESIDENT SIGNATURE

## HOUSTON SPECIALTY INSURANCE COMPANY POLICY DECLARATIONS MISCELLANEOUS ERRORS AND OMISSIONS LIABILITY INSURANCE

POLICY NUMBER: MEO-HS-0006008-02  
RENEWAL OF POLICY: MEO-HS-0006008-01

*Named Insured & Mailing Address:*  
EA Joseph Appraisal & Consultation Services, LLC  
4612 W. Franklin St  
Richmond, VA 23226

*Broker Name & Mailing Address:*  
RSG Specialty, LLC  
9020 Stony Point Parkway  
Richmond, VA 23235

*Policy Period:* From 1/12/2026 to 1/12/2027 at 12:01 A.M. Eastern Time

**This policy is issued by the insurance company listed above (herein "Company").**

**THIS POLICY IS A CLAIMS MADE AND REPORTED POLICY WHICH COVERS ONLY CLAIMS FIRST MADE AGAINST THE INSURED AND REPORTED TO THE COMPANY DURING THE POLICY PERIOD. PLEASE READ THIS POLICY CAREFULLY.**

### RETROACTIVE DATE

1/12/2015

### LIMITS OF INSURANCE

|                 |             |
|-----------------|-------------|
| Each Claim      | \$1,000,000 |
| Aggregate Limit | \$1,000,000 |

### RETENTION

|                    |            |
|--------------------|------------|
| Each & Every Claim | \$2,500.00 |
|--------------------|------------|

### PROFESSIONAL SERVICES

Real Estate Appraisal Services

### PREMIUM

|         |            |
|---------|------------|
| Premium | \$2,980.00 |
|---------|------------|

|                         |                   |
|-------------------------|-------------------|
| Policy Premium          | \$2,980.00        |
| Surplus Lines Tax       | \$68.40           |
| Stamping Fee            | \$0.00            |
| Policy Fee              | \$60.00           |
| Virginia Assessment Fee | \$0.76            |
|                         | \$0.00            |
|                         | \$0.00            |
| <b>Total</b>            | <b>\$3,109.16</b> |

## COPYRIGHT

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END OF REPORT