

DAVIS VALUATION

A Market Study Report Of:

809 Oliver Hill Way
Richmond, VA 23219



Prepared For: Mr. Charles Hall
Commonwealth Catholic Charities
Richmond, VA 23223

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

Date of Report: March 12, 2026
Davis Valuation File No. C26010



March 12, 2026

Mr. Charles Hall
Commonwealth Catholic Charities
Richmond, VA 23223

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

RE: 809 Oliver Hill Way
809 Oliver Hill Way
Richmond, VA 23219

To Whom It May Concern:

At your request, we have completed the attached Market Analysis of senior occupancy rental housing in the subject's Primary Market Area (PMA), which generally consists of the central and southern portions of the City of Richmond. Davis Valuation 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 subject property consists of a proposed multifamily project known as 809 Oliver Hill Way. The sponsor is proposing to use below-market debt and/or tax credit financing to construct a new multifamily project containing 14 1-Bedroom units, 42 2-Bedroom units, and 16 3-Bedroom units. The apartment community will be a family low-income property which will have rent and income restrictions at 30%, 50%, 60% and 80% of the average median income (AMI). Furthermore, 18 of the units will be Project-Based Voucher (PBV) units, with a rent of HUD Fair Market Rent + 10%. This study focuses on apartment housing in the Primary Market Area (PMA) surrounding the subject located in the central portion of the City of Richmond. 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.

March 12, 2026

Page 2

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,

Matthew W. Davis
President, Davis Valuation

A handwritten signature in blue ink, appearing to read "Matt Davis", is positioned below the typed name.

Matthew W. Davis
President, Davis Valuation
Certified General Real Estate Appraiser
License No. 4001 018648

Table of Contents

Summary of Conclusions and Recommendations.....	1
SWOT Analysis	3
Purpose of the Market Study	3
A. Executive Summary.....	4
1. A Concise Description Of The Site And The Immediate Surrounding Area.....	4
2. A Brief Summary Of The Project Including The Proposed Population To Be Served.	4
3. Summary of economic conditions.....	4
4. Brief Description and Support of the defined Primary Market Area;	5
5. Summary of Key Demographic Data	5
6. Summary of Competitive Market Conditions.....	5
7. Summary of demand for the proposed development.....	6
8. A summary of positive and negative attributes	7
9. Precise statement of key conclusions reached by the analyst.....	8
10. Recommendations and/ or suggest modifications to the proposed project is appropriate.	8
11. Absorption Rate.....	9
B. Introduction and Scope of Work.....	10
C. Project Description.....	12
1. Unit tabulations (proposed).....	12
2. The Communities Target Market and any Tenancy Restrictions	12
3. Utility	14
4. Description of development.....	14
5. For Rehabilitation Projects	15
6. Include the status or date of architectural plans.....	15
<i>Architectural Floor Plans.....</i>	<i>15</i>
7. Relevant dates:.....	19
8. Description of supportive services provided for residences, if provided.	19

Improvement Analysis and Conclusions.....	20
D. Location.....	22
1. Subject Site Photographs and Environs.....	22
2. Identify Land Uses Directly Surrounding The Subject Site(S).....	24
3. Map of Subject Site	25
4. Ingress/ Egress	25
5. Describe and evaluate the visibility of the subject site.....	25
6. Provide analysis of neighborhood amenities;.....	25
7. Comment of availability of public transportation.....	30
8. Crime.....	31
9. Provide a Conclusion Concerning The Suitability Of The Proposed Site For The Proposed Use. 31	
Location Analysis.....	32
E. Market Area Definition	33
1. Define the Primary Market Area.....	33
2. A map outlining the subjects Primary Market Area (PMA) is as follows;	36
F. Employment and Economy	37
1 & 2 Employment by Industry	37
3. Historical Unemployment Rate.....	38
4. Area Major Employers	39
5. Comment of recent or planned major employment expansions.	39
6. In relevant markets, comment of availability of affordable housing	39
7. Typical wages by occupation	40
8. Commuting Patterns.....	40
9. Conclusions.....	41
G. Demographic Characteristics.....	42
Population and household estimates and projections.....	42

Distribution of Income.....	44
Affordability.....	47
H. Competitive Environment.....	51
Comparable Property Profiles.....	51
Existing Stock of Competitive Properties.....	51
Analysis of competitive supply and rating of the subject against the competition.....	52
Conformity.....	65
I. FUNDAMENTAL MARKET ANALYSIS (FMA) & CONCLUSIONS	70
Market Equilibrium.....	70
Residual Demand Concepts.....	70
Observations on Equilibrium Analysis	70
Capture/ Penetration Rates	70
LIHTC Capture & Penetration Rates.....	71
PBV Capture & Penetration Rates.....	82
Evaluation of Proposed Rents.....	84
Absorption.....	86
Conclusions.....	87
Virginia Housing Net Demand Table.....	88
Market Analysis Statement of Experience	91
J. Other Requirements	93
Analyst Statement:.....	93
Certification.....	94
Sequence of Addenda Materials.....	96

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 3,246 dwelling units, overall, for the LIHTC units, and 3,379 units overall for the PBV units.
- The analyst anticipates adequate demand for accessible and supportive housing for persons with disabilities in the subject's primary market area.
- Virginia Housing 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. 22% of the subject's units are 3-BR units. There is adequate demand for 3-BR units in the PMA given the average household size, and demand for affordable housing for those with children.
- 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 62 units. The subject's overall blended capture rate is 1.90% for the LIHTC units and 0.46% for the PBV units.
- The subject is expected to be absorbed into the market at a pace of 10 dwelling units per month. Financing is currently available at feasible terms and the feasibility rent is sufficient to cover the 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 provides 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 county. 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.

Summary of Conclusions and Recommendations

- The subject property is proposed. 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 10 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: None.

SWOT ANALYSIS

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

STRENGTHS INCLUDE;

- Competitive – subject will be competitively priced and will offer commensurate product with its competition

WEAKNESSES INCLUDE;

- Rising housing costs putting upward pressure on rental housing
- Redeveloping area with higher implicit risk

OPPORTUNITIES

- Vacancy levels are stable in the market
- There is strong demand for affordable housing in the City of Richmond

THREATS

- General Inflation, economic uncertainty;

PURPOSE OF THE MARKET STUDY

Davis Valuation was engaged by The Client, to prepare an analysis of the family-oriented rental housing market, 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)

1. A CONCISE DESCRIPTION OF THE SITE AND THE IMMEDIATE SURROUNDING AREA.

The subject site consists of one parcel constituting 1.955±acres, located at 809 Oliver Hill Way, Richmond, VA. The site is generally rectangular in shape. The site is generally level and at road grade on the western side, and tiered, with the eastern side higher in elevation and on road grade with N. 18th St. The property is located in the Shockoe Bottom area of the City of Richmond. All relevant utilities are available to the site. The shape of the site does not appear to impose any developmental issues. Based on a physical inspection of the site, there do not appear to be any adverse conditions that would impede the marketability of the site. Surrounding land uses consist of multifamily, single family and government uses.

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

- North – Light Industrial
- South – Light Industrial / Multifamily
- East – Multifamily
- West – Multifamily

Existing land use patterns are residential in nature with some older commercial type uses. Land use patterns are expected to remain the same; however, many of the structures will undergo redevelopment/ renovations as the area continues to improve.

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

The subject property consists of a proposed multifamily project known as 809 Oliver Hill Way. The sponsor is proposing to use below-market debt and/or tax credit financing to construct a new multifamily project containing 14 1-Bedroom units, 42 2-Bedroom units, and 16 3-Bedroom units. The apartment community will be a family low-income property which will have rent and income restrictions at 30%, 50%, 60% and 80% of the average median income (AMI). Furthermore, 18 of the units will be Project-Based Voucher (PBV) units, with a rent of HUD Fair Market Rent + 10%. This study focuses on apartment housing in the Primary Market Area (PMA) surrounding the subject located in the central portion of the City of Richmond.

The target market will be households earning below 30%, 50%, 60% and 80% of AMI. Unit mix is 1, 2 and 3 Bedrooms and household sizes will be 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 percent of their income toward rent.

3. SUMMARY OF ECONOMIC CONDITIONS

Richmond is a continually growing market, as the area continues to expand, and a strong local economy and wealthy populace create business opportunities which should continue to attract people to the area. Population is expected to continue to increase in the years to come. The unemployment rate continues to lag the state average. The property is in the immediate vicinity of existing multifamily and retail uses. The area is urban in nature.

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

The subject's PMA is defined as the central portions of the City of Richmond, including Downtown, Church Hill, Monroe Ward/VCU, Jackson Ward, Church Hill North, and Shockoe Bottom. 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 are 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

A summary of some key multifamily economic indicators in the outlying Richmond area are as follows;

KEY INDICATORS							
Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	41,694	11.4%	\$1,811	\$1,780	340	362	3,576
3 Star	38,583	7.3%	\$1,551	\$1,540	(13)	0	734
1 & 2 Star	27,736	7.6%	\$1,301	\$1,290	(33)	0	0
Market	108,013	8.9%	\$1,595	\$1,576	294	362	4,310
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-0.1% (YOY)	7.0%	8.9%	9.5%	2023 Q4	4.0%	2000 Q3
Absorption Units	2,729	1,416	1,838	4,475	2021 Q4	(849)	2003 Q4
Delivered Units	2,940	1,698	2,014	5,229	2023 Q4	95	2010 Q3
Demolished Units	9	17	6	216	2010 Q2	0	2025 Q1
Asking Rent Growth	1.6%	2.5%	1.9%	9.9%	2022 Q1	-1.7%	2011 Q2
Effective Rent Growth	1.7%	2.5%	1.9%	10.8%	2022 Q1	-1.8%	2011 Q2
Sales Volume	\$571M	\$369.1M	N/A	\$1.8B	2022 Q3	\$0	2005 Q1

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 3,246 dwelling units, overall, for the LIHTC units, and 3,379 units overall for the PBV units.
- Based upon our market survey, the subject's maximum allowable LIHTC rents appear to be achievable in the marketplace up to 60%. The developer will charge 60% maximum allowable rent for the 80% units.
- The subject is expected to be absorbed into the market at a pace of 10 dwelling units per month. The subject is proposed.
- The site is attractive and well located regarding its access and proximity to employment, community services, shopping, medical, and transportation routes which provides 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.

- (+) The subject provides housing to a growing population and is well positioned in the market.
- (+) The Richmond MSA is experiencing a shortage of multifamily housing, and specifically income and rent restricted multifamily housing.
- (+) The subject is in an urban/suburban location, located in the City of Richmond, which tends to be more insulated from economic variations.
- (+) The subject will generate additional revenue for purchases of goods and services which will help the local economy. The local spending index potential is as follows;
- (-) The subject is adjacent to single and multi-family-oriented uses

2025 Consumer Spending	
Apparel & Services: Total \$	\$120,444,435
Average Spent	\$2,276.01
Spending Potential Index	93
Education: Total \$	\$90,145,846
Average Spent	\$1,703.47
Spending Potential Index	96
Entertainment/Recreation: Total \$	\$179,718,439
Average Spent	\$3,396.10
Spending Potential Index	83
Food at Home: Total \$	\$349,833,687
Average Spent	\$6,610.74
Spending Potential Index	89
Food Away from Home: Total \$	\$197,404,040
Average Spent	\$3,730.31
Spending Potential Index	90
Health Care: Total \$	\$318,960,930
Average Spent	\$6,027.34
Spending Potential Index	78
HH Furnishings & Equipment: Total \$	\$128,284,245
Average Spent	\$2,424.16
Spending Potential Index	83
Personal Care Products & Services: Total \$	\$49,825,842
Average Spent	\$941.55
Spending Potential Index	90

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or

service relative to a national average of 100.

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

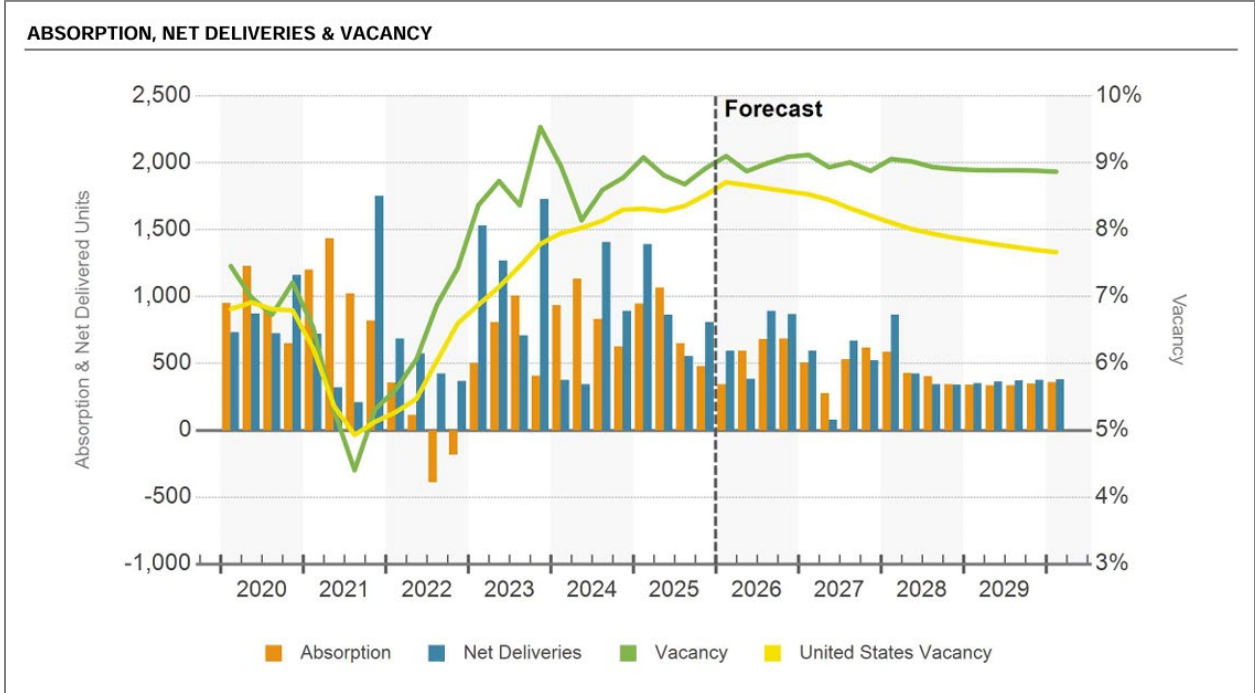
Given the demand for multifamily multifamily housing in the subject's PMA, we anticipate the subject to be successful.

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

To estimate the absorption rate for the subject, we surveyed other similar assets in the subject’s PMA to determine how quickly those assets leased up and achieved stabilization. Within the area, newer developments are absorbing at around 5-10 dwelling units per month, depending on size. Given the subject’s size, we anticipate an average monthly absorption rate of 10 units per month. There is adequate demand for the subject and demand is anticipated to increase in the near future based on demographic data.



Absorption for 2025 thus far has kept pace with net deliveries. Near future absorption is anticipated to slow, as a large supply of new construction apartments come online in the Richmond MSA. Most new construction coming on line in the Richmond MSA is Class A/B apartments. There is strong demand in the City of Richmond for lower income housing, as high construction costs generally preclude development except for higher end apartments.

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 – Davis Valuation was engaged to conduct an analysis of the apartment rental housing market. The intended user is the Client and VH.
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.
- Information concerning the site was obtained from the owner and confirmed through city 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 V.H 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 March 03, 2026
6. Person conducting field work; Matthew W. Davis
7. Primary analyst researching conclusions of report; Matthew W. Davis

C. PROJECT DESCRIPTION

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

1. UNIT TABULATIONS (PROPOSED)

No.	Unit Type	SF	Proposed Rent*	UA	Gross \$	Gross \$ Limit	Rent %	Inc. %	PBV Units	Type
4	1.1	700	\$512	\$126	\$638	\$638	30%	30%	0	LIHTC
2	1.1	700	\$1,532	\$126	\$1,658	\$1,064	50%	50%	2	PBV/LIHTC
2	1.1	700	\$938	\$126	\$1,064	\$1,064	50%	50%	0	LIHTC
3	1.1	700	\$1,151	\$126	\$1,277	\$1,277	60%	60%	0	LIHTC
3	1.1	700	\$1,151	\$126	\$1,277	\$1,703	80%	80%	0	LIHTC
2	2.2	956	\$607	\$159	\$766	\$766	30%	30%	0	LIHTC
12	2.2	956	\$1,662	\$159	\$1,821	\$1,277	50%	50%	12	PBV/LIHTC
8	2.2	956	\$1,118	\$159	\$1,277	\$1,277	50%	50%	0	LIHTC
3	2.2	956	\$1,374	\$159	\$1,533	\$1,533	60%	60%	0	LIHTC
17	2.2	956	\$1,374	\$159	\$1,533	\$2,044	80%	80%	0	LIHTC
2	3.2	1203	\$692	\$193	\$885	\$885	30%	30%	0	LIHTC
4	3.2	1203	\$2,086	\$193	\$2,279	\$1,475	50%	50%	4	PBV/LIHTC
4	3.2	1203	\$1,577	\$193	\$1,770	\$1,770	60%	60%	0	LIHTC
6	3.2	1203	\$1,577	\$193	\$1,770	\$2,361	80%	80%	0	LIHTC

Note: LIHTC Max Allowable Rent is used. **Proposed Rent' is FMR + 10% minus the utility allowance. This is the actual rent paid to the owner by RRHA for PBV units. The subject's 80% units will contain rent and income restrictions at 80%; however, the developer will limit at the 60% of AMI level. This is reportedly not contractual or part of the regulatory agreement; however, as this is how the property will be operating, the analysis will consider the rent for the 80% units to equate to the 60% maximum allowable rent, which is an achievable rent for the subject units.

72

Note: 18 units are project-based voucher (PBV) units. All PBV units are restricted at the 50%/50% of AMI level. These units will have a rent based off a fair market rent (FMR) for the project. The proposed FMR is \$1,532 for 1-BR; \$1,662 for 2-BR; and \$2,086 for 2-BR. Therefore, the analyst has used the lesser of 1) what an achievable FMR rent is for the unit, or 2) the maximum allowable rent for the respective rent restriction. In this instance, the maximum allowable rent is used in the analysis.

2. THE COMMUNITIES TARGET MARKET AND ANY TENANCY RESTRICTIONS

The community is a proposed low-income property which will have rent and income restrictions at 30%, 50%, 60% and 80% of AMI. The subject consists of 18 1BR PBV (Project Based Voucher) units.

The maximum incomes for the MSA are as follows;

Note: On November 26, 2025, the Census Bureau announced a delay in its release of 2024 ACS 5-year data from December 11, 2025 to January 29, 2026.¹ As a result of this decision by the Census Bureau, it will be necessary for HUD to delay the release of FY 2026 median family incomes and income limits by one month, from April 1, 2026 to May 1, 2026. As such, the AMI for the City of Richmond effective April 1, 2025 will be used.

Maximum Gross Income								
Average Median Income	\$113,500 (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	0.7004	0.8000	0.9004	1.0000	1.0802	1.1604	1.2405	1.3207
% of Median Income								
10%	7,950	9,080	10,220	11,350	12,260	13,170	14,080	14,990
20%	15,900	18,160	20,440	22,700	24,520	26,340	28,160	29,980
30%	23,850	27,240	30,660	34,050	36,780	39,510	42,240	44,970
40%	31,800	36,320	40,880	45,400	49,040	52,680	56,320	59,960
50%	39,750	45,400	51,100	56,750	61,300	65,850	70,400	74,950
60%	47,700	54,480	61,320	68,100	73,560	79,020	84,480	89,940
70%	55,650	63,560	71,540	79,450	85,820	92,190	98,560	104,930
80%	63,600	72,640	81,760	90,800	98,080	105,360	112,640	119,920
90%	71,550	81,720	91,980	102,150	110,340	118,530	126,720	134,910
100%	79,500	90,800	102,200	113,500	122,600	131,700	140,800	149,900
110%	87,450	99,880	112,420	124,850	134,860	144,870	154,880	164,890
120%	95,400	108,960	122,640	136,200	147,120	158,040	168,960	179,880
130%	103,350	118,040	132,860	147,550	159,380	171,210	183,040	194,870
140%	111,300	127,120	143,080	158,900	171,640	184,380	197,120	209,860
150%	119,250	136,200	153,300	170,250	183,900	197,550	211,200	224,850

The maximum income at 30%, 50%, 60% and 80% of the AMI adjusted for family size is highlighted above.

The maximum rents are as follows;

		Maximum Gross Rents							
		1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
Adj. for Fam. Size		0.7004	0.8000	0.9004	1.0000	1.0802	1.1604	1.2405	1.3207
% of Median Income									
10%		\$199	\$227	\$256	\$284	\$307	\$329	\$352	\$375
20%		\$398	\$454	\$511	\$568	\$613	\$659	\$704	\$750
30%		\$596	\$681	\$767	\$851	\$920	\$988	\$1,056	\$1,124
40%		\$795	\$908	\$1,022	\$1,135	\$1,226	\$1,317	\$1,408	\$1,499
50%		\$994	\$1,135	\$1,278	\$1,419	\$1,533	\$1,646	\$1,760	\$1,874
60%		\$1,193	\$1,362	\$1,533	\$1,703	\$1,839	\$1,976	\$2,112	\$2,249
70%		\$1,391	\$1,589	\$1,789	\$1,986	\$2,146	\$2,305	\$2,464	\$2,623
80%		\$1,590	\$1,816	\$2,044	\$2,270	\$2,452	\$2,634	\$2,816	\$2,998
90%		\$1,789	\$2,043	\$2,300	\$2,554	\$2,759	\$2,963	\$3,168	\$3,373
100%		\$1,988	\$2,270	\$2,555	\$2,838	\$3,065	\$3,293	\$3,520	\$3,748
110%		\$2,186	\$2,497	\$2,811	\$3,121	\$3,372	\$3,622	\$3,872	\$4,122
120%		\$2,385	\$2,724	\$3,066	\$3,405	\$3,678	\$3,951	\$4,224	\$4,497
130%		\$2,584	\$2,951	\$3,322	\$3,689	\$3,985	\$4,280	\$4,576	\$4,872
140%		\$2,783	\$3,178	\$3,577	\$3,973	\$4,291	\$4,610	\$4,928	\$5,247
150%		\$2,981	\$3,405	\$3,833	\$4,256	\$4,598	\$4,939	\$5,280	\$5,621

3. UTILITY

The landlord will pay for trash and internet. The tenant will be responsible for electricity, water and sewer. All the appliances are electric. Nothing is gas.

4. DESCRIPTION OF DEVELOPMENT

- a. 809 Oliver Hill Way is a new construction garden style housing community containing 72 units.
- b. The building is five stories. The first floor will contain a community room, office, conference and work rooms, break rooms, classrooms, bike storage, mechanical and utility rooms. Supportive housing facilities will be housed on the first floor. The upper levels will contain residential apartments.
- c. Common/ site amenities will include community room, onsite parking, and supportive housing facilities. Given the demographic make-up of the project area, we find that the facility would serve primarily individuals whose income is 80 percent or less of area median income, and that such services would be appropriate and helpful.
- c. Unit amenities include range/ oven, refrigerator, range hood, central air/heat, vinyl plank and ceramic tile flooring, shades/ blinds, cable/internet ready, and washer/dryer.
- d. Parking options – adequate on-site parking is provided. 1 Space per 1 Units.

The improvements on this property are of average quality and are of typical design and exhibit average 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. There is adequate on-site parking. Overall, this is a type of improvement that should be competitive in the local real estate rental market.

5. FOR REHABILITATION PROJECTS

Not Applicable.

6. INCLUDE THE STATUS OR DATE OF ARCHITECTURAL PLANS

Scope of Construction was provided by the owner in the form of architectural plans. The floor plans, wall section drawings and interior unit floorplans were provided. No elevations or construction drawings were provided to the market analyst.

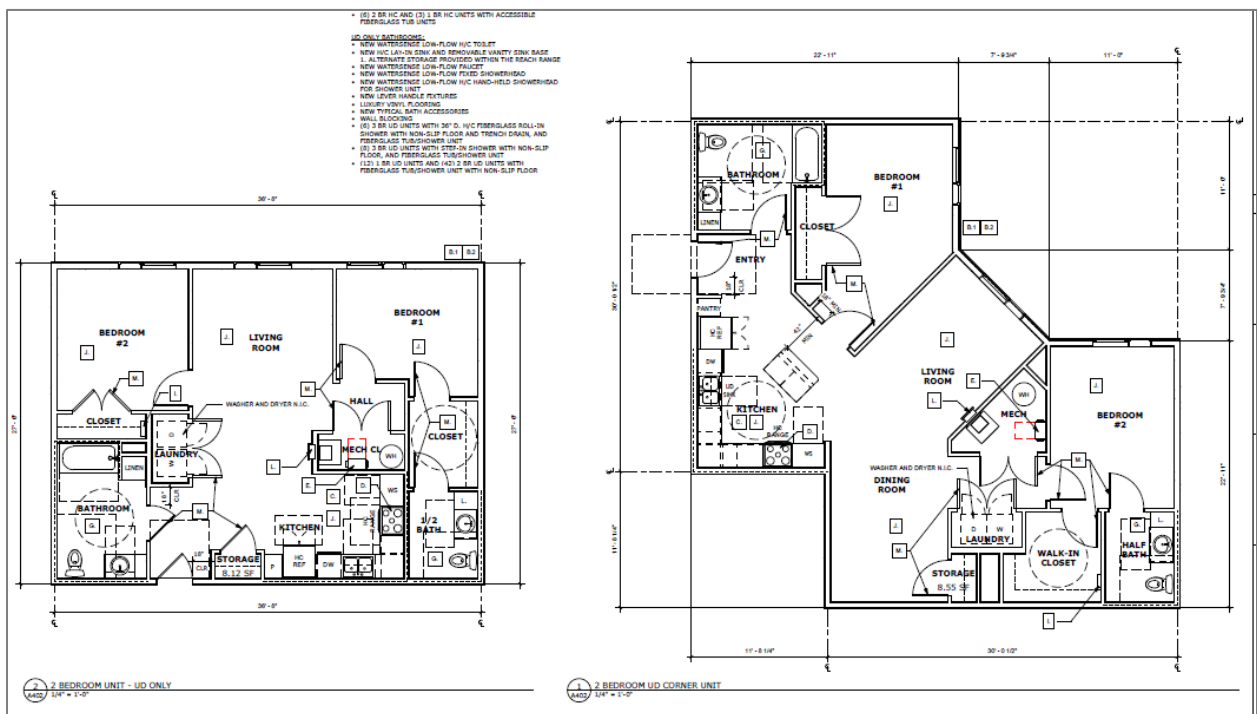
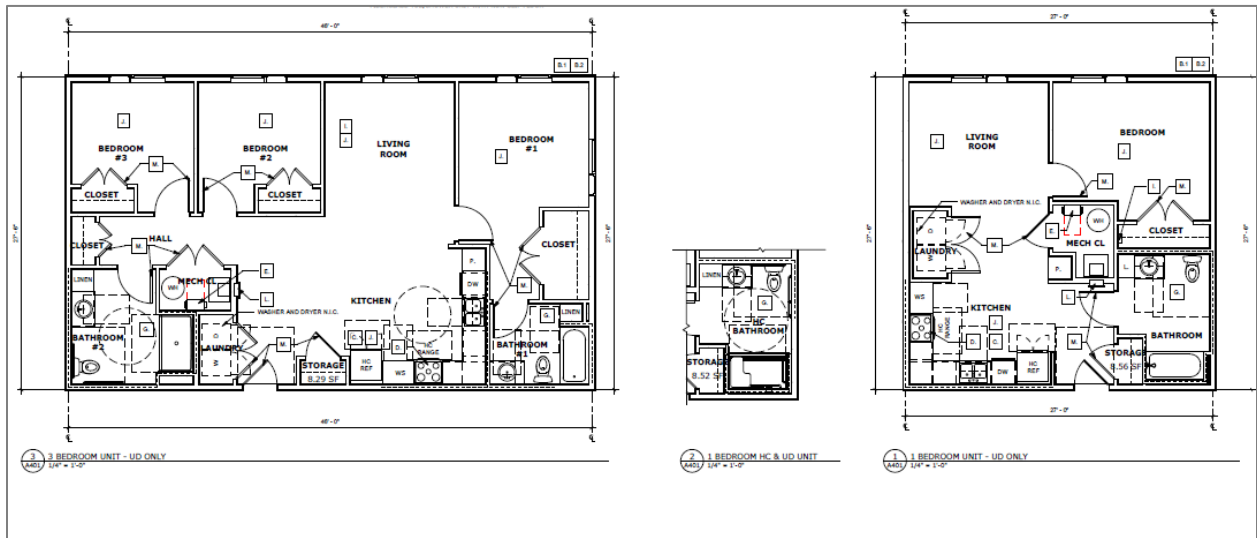
This development will consist of 72 multifamily units in one 5-story building. Construction is platform construction, wood frame, with brick veneer and cement board siding. Foundation is poured concrete footers and CMU block foundation. There will be an surface parking lot with 1:1 parking. Common amenities include community room, onsite parking, rental office, and supportive housing facilities.

ARCHITECTURAL FLOOR PLANS





Interior Unit Plans



7. RELEVANT DATES:

Relevant Dates	
Start Construction	10/1/2027
End	2/1/2029
Months to Construct	16
Pre-Lease Begins	11/1/2028
Months prior to completion	3.04
Pace	10
Units Pre-Leased	0
Units Total	72
Stabilized	68
Remaining Units	0
Months	6.84
Anticipated Date of Stabilization	5/26/2029

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

Not Applicable

(Additional Virginia Housing 2016 Market Study Guidelines; Project Description)

1. Construction Type – New Construction
2. Occupancy Type – Family; Traditional
3. Special Needs Population – Not applicable
4. Structure Type – 5-Story Wood Frame; Platform Construction; New Construction
5. The subject is not a scattered site development
6. Site amenities – site amenities include community room, on-site management, parking, supportive housing facilities

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 proposed construction and will be new upon completion. Based on an observation of the property, there does not currently appear to be any functional obsolescence. The subject is new construction, and the effective age is 0± years upon completion.

Remaining Economic Life

Economic life is the period over which improvements to real property contribute to property value”. “¹Remaining 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 typical of the market for its respective property class status. The 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”. ²Functional 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 72-unit apartment complex consisting of 1-BR, 2-BR, and 3-BR units. The design and function are like other 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.

¹ Source: [The Appraisal of Real Estate](#), 13th edition published by the Appraisal Institute; page 415

² Source: [The Appraisal of Real Estate](#), 13th edition published by the Appraisal Institute; page 262

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.

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	7	0	0	2	0
Times Category Score (weighting)	1	2	3	4			5	6	7
Subtotal Score									
Subtotal Score	0	0	0	0	28	0	0	12	0
Total Subject Score									40

The subject’s score is 40, which indicates the subject is in line to its respective market. The subject property ranked typical in seven of the nine categories considered and superior in the remaining 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)

1. SUBJECT SITE PHOTOGRAPHS AND ENVIRONS



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site

2. IDENTIFY LAND USES DIRECTLY SURROUNDING THE SUBJECT SITE(S)

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

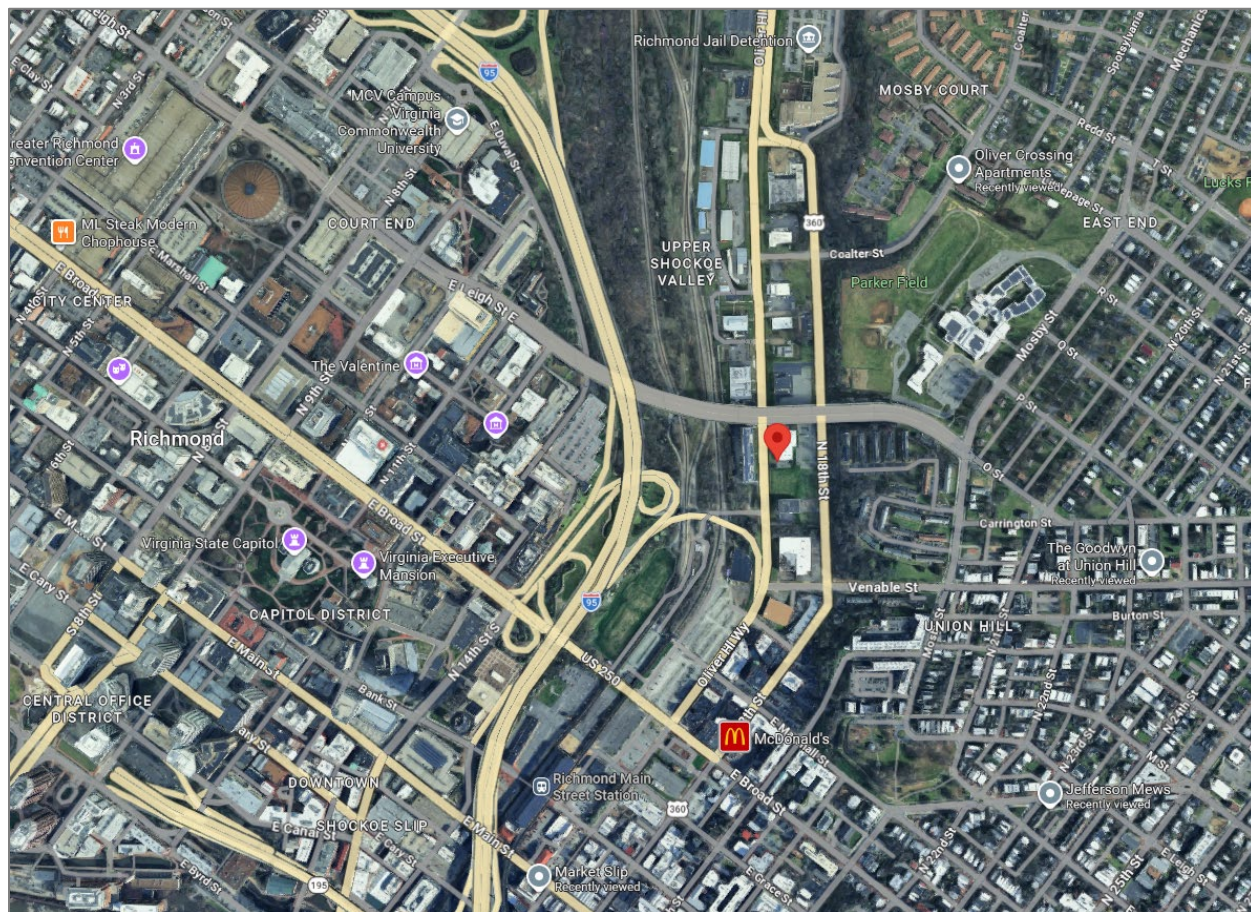
- North – Light Industrial
- South – Light Industrial / Multifamily
- East – Multifamily
- West – Multifamily

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

Primary ingress/ egress is gained from Oliver Hill Way. Overall access potential is considered adequate for the sites intended use.

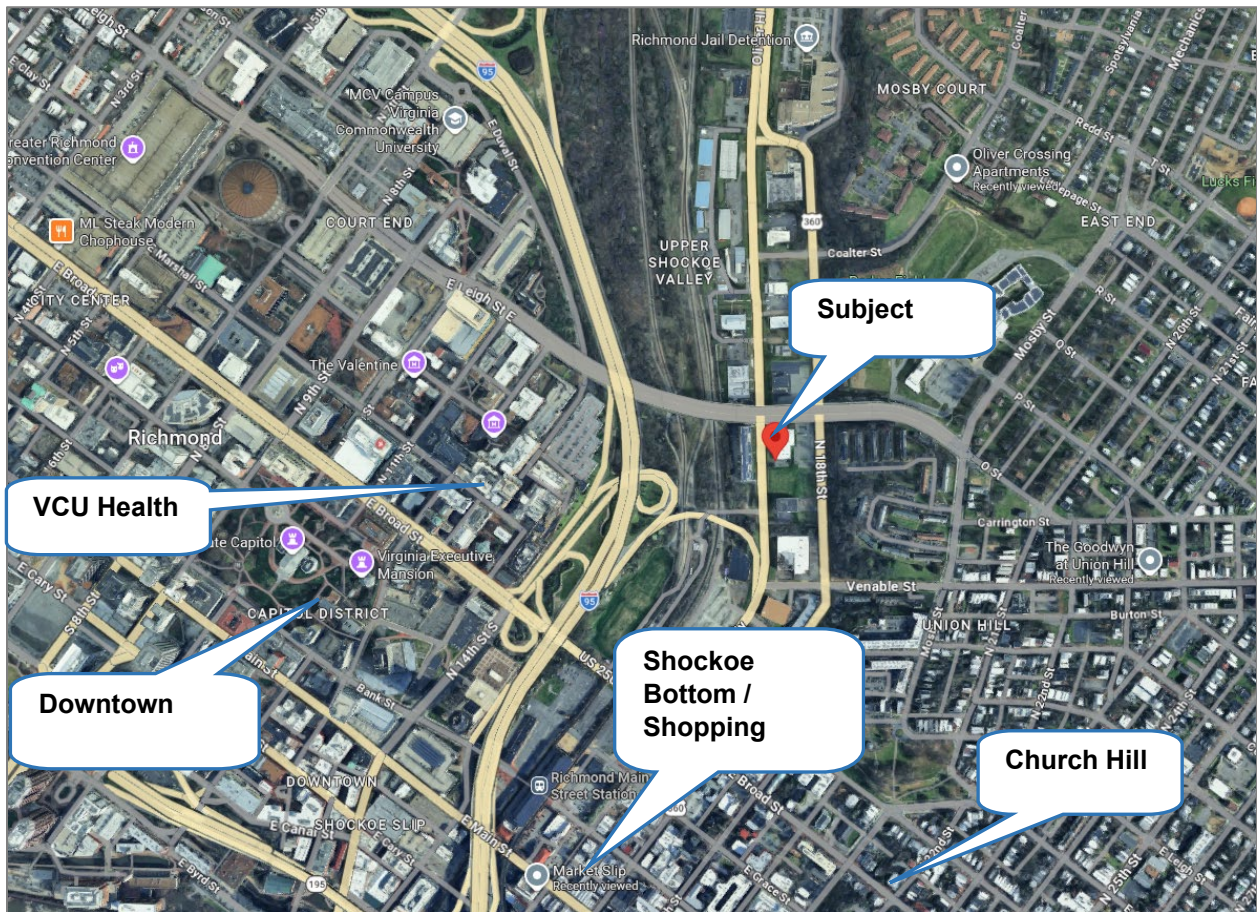
5. DESCRIBE AND EVALUATE THE VISIBILITY OF THE SUBJECT SITE

The subject site has adequate visibility from several secondary surface streets. Visibility and access do not adversely affect the subjects' marketability. The subject site appears suitable for its proposed use.

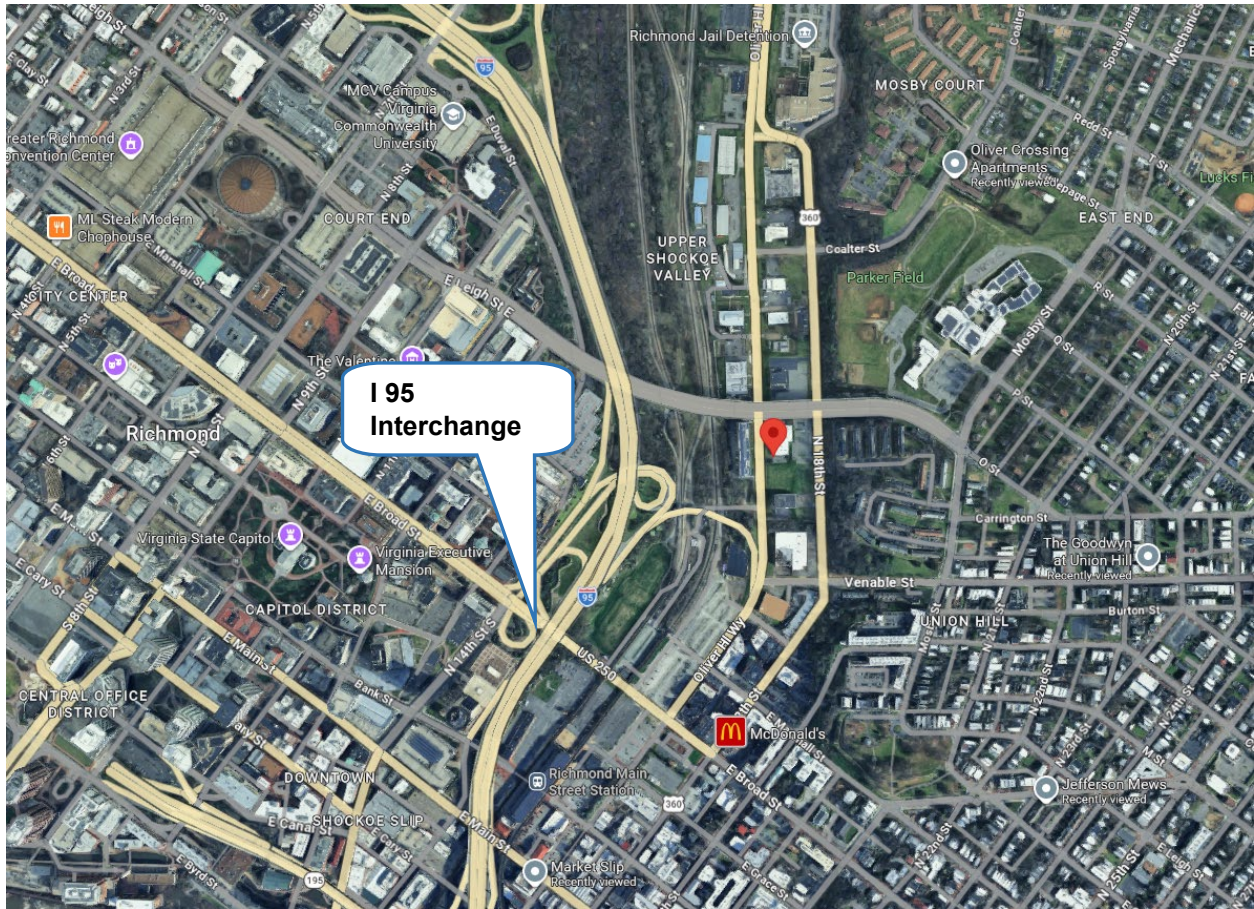
6. PROVIDE ANALYSIS OF NEIGHBORHOOD AMENITIES;

The subject's neighborhood is in immediate proximity to a multitude of amenities including; shopping, schools, transportation linkages, medical services, places of worship and retail. The

area is urban/suburban in nature. The following maps will illustrate the subject's proximity to these various amenities:



Major Transportation Linkages



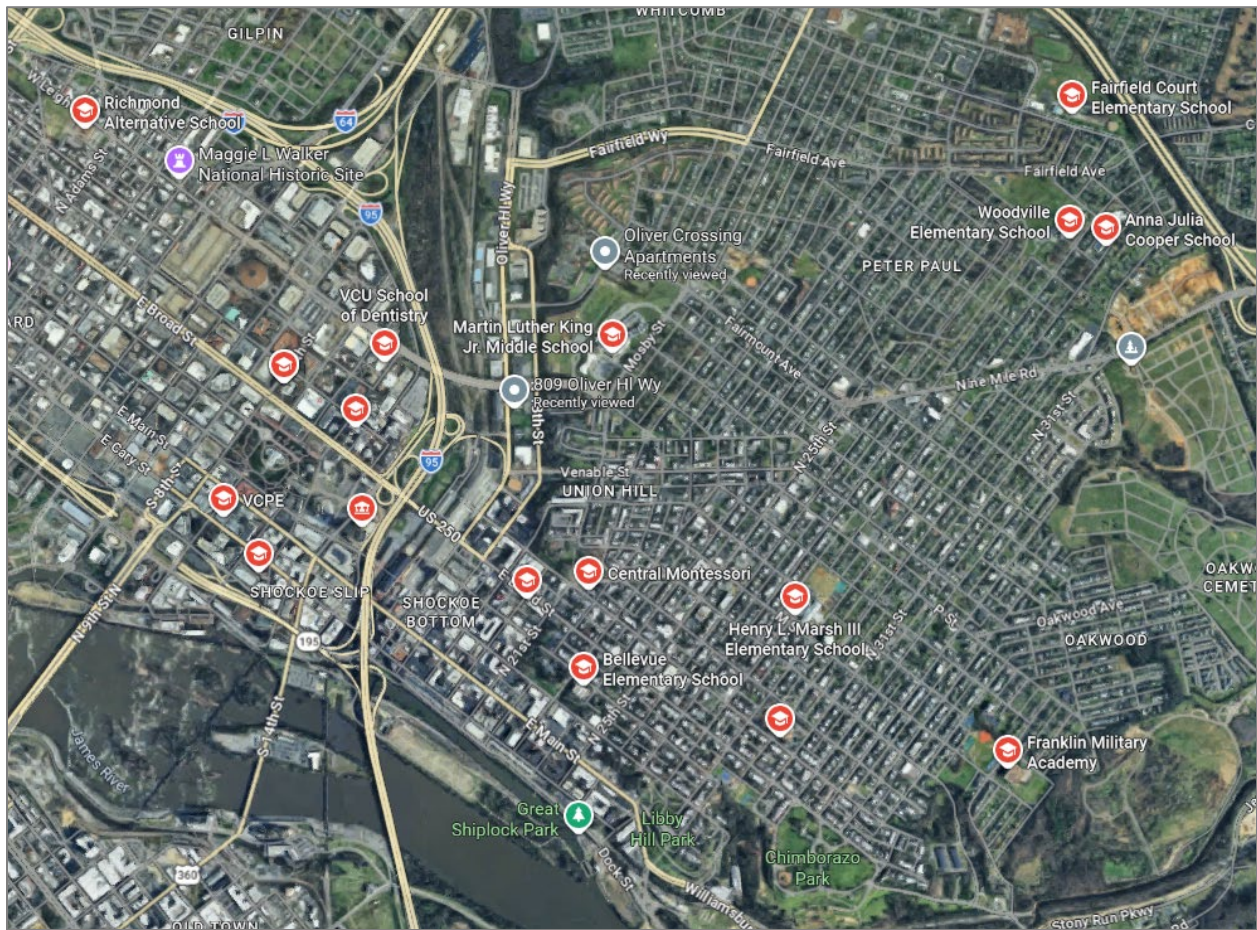
The subject site is located ~ 5 minutes from an I 95 on ramp, allowing for quick transportation throughout the MSA.

Shopping



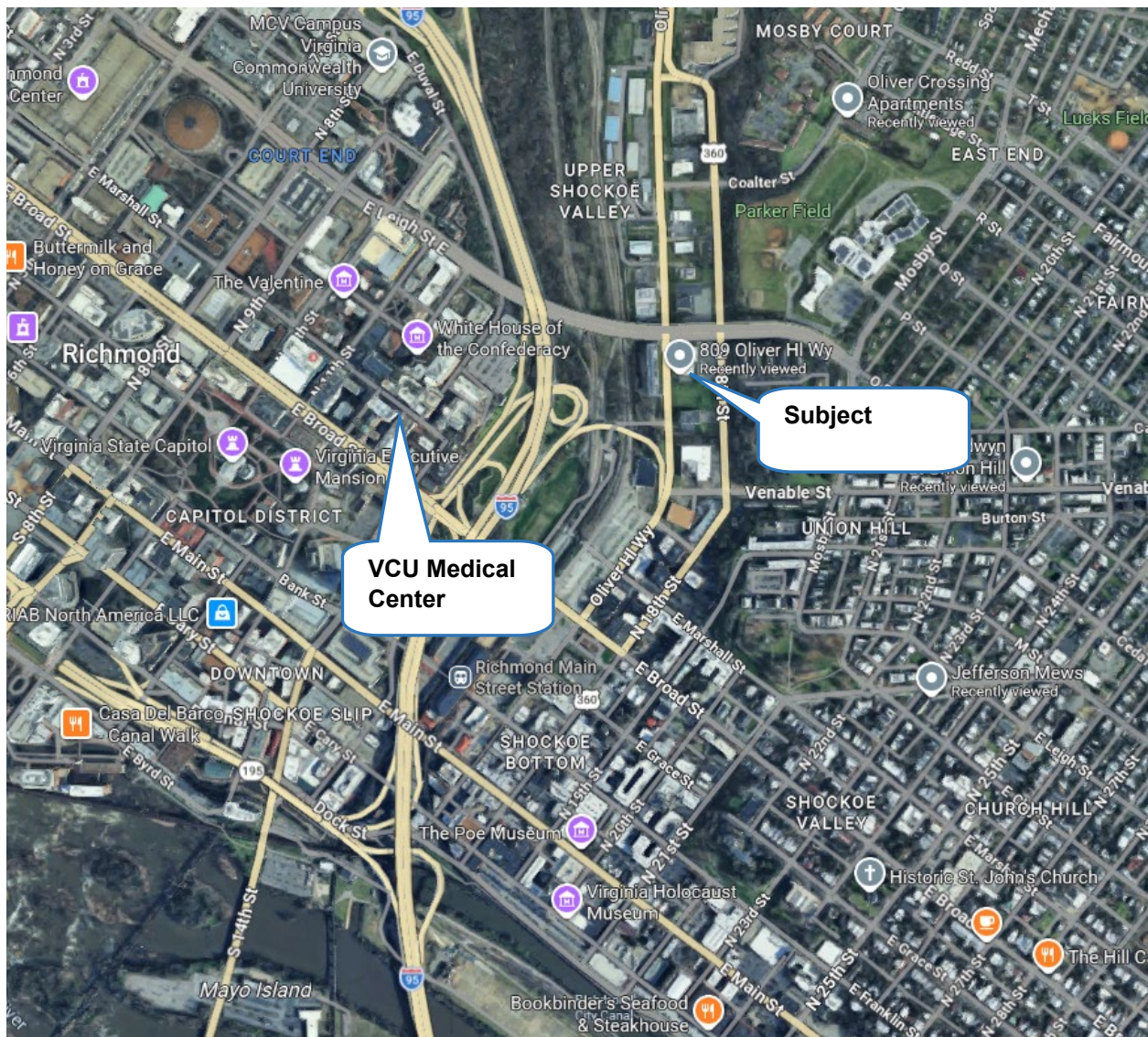
Various retail amenities are located near the subject along Main St, in Shockoe Bottom, and throughout Church Hill, east of the subject.

Schools



Subject and Its Proximity to Hospitals

The nearest hospital to the subject is VCU medical center, which is a ~5 drive from the subject.



Proximity to Public Transportation

There is a bus stop located at 17th St and E Marshall St, ~0.30 miles south of the subject.

7. COMMENT OF AVAILABILITY OF PUBLIC TRANSPORTATION.

There is a bus stop located at 17th St and E Marshall St, ~0.30 miles south of the subject.

8. CRIME

The City of Richmond has an above average total crime index, a significantly higher murder index, and an above average crime index for property, burglary, larceny, and motor vehicle theft. The chart below summarizes the most recent crime statistics for the City of Richmond:

VA(5176006060...	
Population Summary	
2025 Total Population	107,155
2030 Total Population	110,017
2025-2030 Annual Rate	0.53%
2025 Crime Indexes (AGS)	
Total Crime Index	173
Personal Crime Index	109
Murder Index	514
Rape Index	38
Robbery Index	191
Assault Index	88
Property Crime Index	185
Burglary Index	124
Larceny Index	200
Motor Vehicle Theft Index	173

Data Note: The Crime Index is an indication of the relative risk of a crime occurring and is measured against the overall risk at a national level. Values above 100 indicate the area has an above average risk of occurring compared to the US. Values below 100 indicate the area has a below average risk of occurring compared to the US. The Crime Indexes provides an assessment of the relative risk of seven major crime types: murder, rape, robbery, assault, burglary, larceny, and motor vehicle theft. It is modeled using data from the FBI Uniform Crime Report and demographic data from the U.S. Census and Applied Geographic Solutions (AGS).

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

The proposed site is adequately sized and shaped for the proposed development.

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.

Rating Factor	Subject	Church Hill	Downtown
Proximity to Existing Development	3	3	3
Public Planning/ Development Support	3	3	3
Path of Growth	3	3	3
Reputation/ Prestige	3	3	3
Access/ linkages (now and future)	3	3	3
Schools	1	1	1
Restaurants/ Shopping	3	3	3
Employment Center	3	3	3
Higher Income Housing	2	3	3
Recreational Facilities	2	3	3
Aesthetics- natural features	2	2	3
Infrastructure- existing and committed	3	3	3
*Detrimental Influences	2	2	2
Score	33	35	36
% of Total Scores	85%	90%	92%

The subject's PMA is compared to the two closest PMAs, Church Hill and the Downtown. The subject scored 33 out of a possible 39 which equates to 85%. 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)

1. 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 northern portion of the City of Richmond.

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 18 of the 20 dwelling units' demand, which equates to 90%. 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	1.50%
5 to 9	9.20%
10 to 14	16.00%
15 to 19	25.10%
20 to 24	18.30%
25 to 29	5.60%
30 to 34	10.40%
35 to 39	1.90%
40 to 44	1.80%
45 to 59	3.80%
60 to 89	3.70%
90+	2.70%
Mean travel time to work (min.)	21.5

Approximately 86% of commuters have a commute time of less than the 35-minute mean travel time to work.

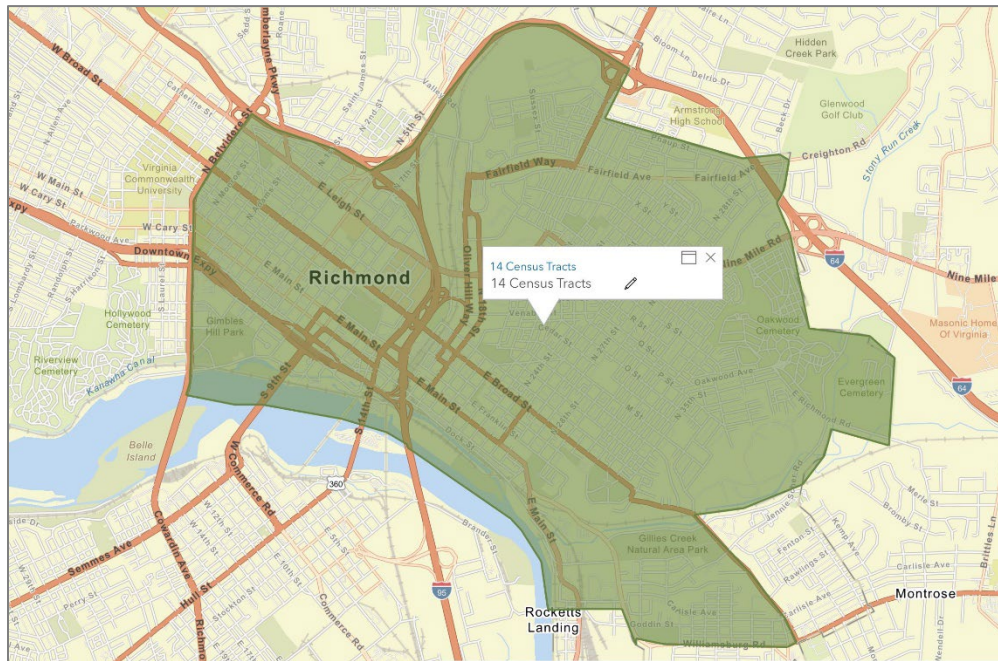
Conclusion

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>Define:</u>	<u>Census Tracts</u>	<u>Jurisdiction</u>
City of Richmond	517600201.00	City of Richmond
	517600202.00	City of Richmond
	517600203.00	City of Richmond
	517600204.00	City of Richmond
	517600205.01	City of Richmond
	517600205.02	City of Richmond
	517600206.00	City of Richmond
	517600207.00	City of Richmond
	517600208.00	City of Richmond
	517600209.00	City of Richmond
	517600211.00	City of Richmond
	517600302.00	City of Richmond
	517600305.02	City of Richmond
	517600305.01	City of Richmond

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 units. As previously stated, the subject properties macro-PMA are 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 proposed development. The subject site is 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. The area is urban in nature.

F. EMPLOYMENT AND ECONOMY

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

1 & 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 city 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		
	Richmond City	% of Total
Agriculture, Forestry, Fishing and Hunting	22	0.01%
Mining, Quarrying, and Oil and Gas Extraction	0	0.00%
Utilities	191	0.12%
Construction	5,519	3.34%
Manufacturing	4,908	2.97%
Wholesale Trade	4,026	2.44%
Retail Trade	7,481	4.53%
Transportation and Warehousing	3,787	2.29%
Information	1,241	0.75%
Finance and Insurance	8,804	5.33%
Real Estate and Rental and Leasing	4,870	2.95%
Professional, Scientific, and Technical Servi	11,419	6.92%
Management of Companies and Enterprises	8,970	5.43%
Administrative and Support and Waste Management	11,740	7.11%
Educational Services	4,356	2.64%
Health Care and Social Assistance	25,951	15.72%
Arts, Entertainment, and Recreation	2,580	1.56%
Accommodation and Food Services	11,932	7.23%
Other Services (except Public Administration)	5,572	3.38%
Government Total	41,715	25.27%
Total, All Industries	165,084	100%

3. HISTORICAL UNEMPLOYMENT RATE

Unemployment rates in the country have historically been higher than the state and consistent with US levels.

Year	Richmond City	VA	US
2014	6.00%	5.10%	6.20%
2015	5.10%	4.40%	5.30%
2016	4.30%	4.00%	4.90%
2017	3.90%	3.60%	4.40%
2018	3.30%	3.00%	3.90%
2019	3.00%	2.80%	3.70%
2020	8.60%	6.50%	8.10%
2021	5.00%	3.80%	5.30%
2022	3.00%	2.70%	3.60%
2023	3.10%	2.70%	3.60%
2024	3.30%	2.90%	4.00%

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

Month/ Yr.	Richmond City	VA	US
Jul-24	3.60%	3.20%	4.50%
Aug-24	3.70%	3.30%	4.40%
Sep-24	3.30%	2.90%	3.90%
Oct-24	3.20%	2.80%	3.90%
Nov-24	3.30%	2.90%	4.00%
Dec-24	2.90%	2.50%	3.80%
Jan-25	3.50%	3.10%	4.40%
Feb-25	3.70%	3.30%	4.50%
Mar-25	3.90%	3.50%	4.20%
Apr-25	3.70%	3.30%	3.90%
May-25	3.90%	3.60%	4.00%
Jun-25	4.10%	3.90%	4.40%
Jul-25	4.20%	3.80%	4.60%

Monthly trends have been consistent with years past.

4. AREA MAJOR EMPLOYERS

PMA MAJOR EMPLOYER LIST (by order of number of employees)			
(Non Retail)			
Employer Name	Jurisdiction	Industry Sector	Product / Service
MCV Hospital	City of Richmond	Healthcare	
VCU	City of Richmond	Educational	
HCA Virginia Health System	City of Richmond	Healthcare	
Richmond City Public Schools	City of Richmond	Educational	
City of Richmond	City of Richmond	Government	
US Dept. of Veterans Affairs	City of Richmond	Government	
Costar Realty Information	City of Richmond	Financial	
MCV Physicians	City of Richmond	Healthcare	
University of Richmond	City of Richmond	Educational	
Dominion Resources	City of Richmond	Utilities	

5. COMMENT OF RECENT OR PLANNED MAJOR EMPLOYMENT EXPANSIONS.

There is no anticipated significant change in employment that is expected to alter the economic fundamentals of the subject’s primary market area. The current employment base is expected to sustain the economy. Unemployment rates appear to be stable. As the economy improves, the unemployment rate is expected to improve. The MSA is somewhat economically insulated due to the large government-based presence.

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

Average Weekly Wage by Industry	\$
Agriculture, Forestry, Fishing and Hunting	\$8,499
Mining, Quarrying, and Oil and Gas Extraction	-
Utilities	\$2,698
Construction	\$1,617
Manufacturing	\$1,968
Wholesale Trade	\$1,735
Retail Trade	\$756
Transportation and Warehousing	\$1,245
Information	\$1,957
Finance and Insurance	\$4,465
Real Estate and Rental and Leasing	\$2,612
Professional, Scientific, and Technical Servi	\$2,773
Management of Companies and Enterprises	\$3,471
Administrative and Support and Waste Manageme	\$1,249
Educational Services	\$1,458
Health Care and Social Assistance	\$1,366
Arts, Entertainment, and Recreation	\$663
Accommodation and Food Services	\$575
Other Services (except Public Administration)	\$1,175
Government Total	\$1,769
Average for City	\$2,213

The total average for the city of \$1,611.

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	34,011
In-Commuters	120,669
Out-Commuters	56,171
Net In-Commuters	64,498

There are approximately 34,011 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 city by approximately 64,498 persons.

9. CONCLUSIONS

The market should continue to grow at a moderate and deliberate pace. The growth will continue to be fueled by the public sector and Richmond MSA growth. The area will continue to be an attractive business location due to good location, quality labor supply, and diverse and deep corporate community with global reach.

The velocity of economic activity varies dramatically from an impending upsurge in some submarkets to continued softness in others. The City of Richmond is an economically viable market.

G. DEMOGRAPHIC CHARACTERISTICS

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

POPULATION AND HOUSEHOLD ESTIMATES AND PROJECTIONS

Population Trends

The population for the subject's PMA increased approximately 2.29% between 2020 and 2025. The total population for the PMA is estimated at 40,157 in 2030 which represents an annual 0.51% 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.

Population Trends			
Year	No.	% Change	Annual % Change
2020	36,633	Base Year	Base
2025	39,149	6.87%	2.29%
2030	40,157	2.57%	0.51%

Population by Age

Population By Age	2025	%	2030	%
0-4	2,036	5.20%	2,088	5.20%
5-9	1,723	4.40%	1,767	4.40%
10-14	1,370	3.50%	1,405	3.50%
15-24	7,047	18.00%	7,228	18.00%
25-34	11,510	29.40%	11,806	29.40%
35-44	5,363	13.70%	5,502	13.70%
45-54	3,171	8.10%	3,253	8.10%
55-64	3,289	8.40%	3,373	8.40%
65-74	2,388	6.10%	2,450	6.10%
75-84	900	2.30%	924	2.30%
85+	352	0.90%	361	0.90%

As indicated above, approximately 61% of the population is 35 years of age or younger. 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
2020	36,633	18,664	20,845	1.96
2025	39,149	20,411	22,629	1.92
2030	40,157	21,111	22,920	1.90
Household Trend Analysis				
Year	Total	Annual	Growth Rate (%)	
2020-2025	1,747	349	9.36%	1.87%
2025-2030	700	140	3.43%	0.69%
Housing Unit Trend Analysis				
Year	Number	Annual	Growth Rate (%)	
2020-2025	1,784	357	8.56%	1.71%
2025-2030	291	58	1.29%	0.26%

Housing Trends in macro-PMA

- Persons in occupied housing units increased from 2020 to 2025 and is expected to increase at a similar pace.
- Households increased from 2020 to 2025 and is expected to continue increasing at around 0.69% annually.
- Housing units increased from 2020 to 2025 and are expected to increase at a rate slightly lower than the previous statistical period.
- The persons-per-household has generally decreased and is expected to continue to decrease slightly. Persons per household decreased from 1.96 to 1.92 from 2020 to 2025 and is expected to be 1.90 in 2030.
- Occupancy rates have generally remained level. It is not uncommon for the ratio of households (occupied houses) to housing units (includes occupied and vacant houses) to be somewhat low because of the ratio of abandoned houses.

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	%
Owner	3,789	20%	4,388	22%	4,771	23%
Renter	14,875	80%	16,023	79%	16,319	77%
Vacant	0	0%	0	0%	0	0%
TOTAL:	18,664	100%	20,411	100%	21,111	100%
Households	18,664		20,411		21,111	
*Adj Renter %	80%		79%		77%	

Based upon information provided by the Site to do Business, the ratio of renters to owners in the subject PMA remained similar from 2020 to 2030. It is currently 79%. This ratio is expected to be similar over the next five years. The ratio of multifamily households is approximately 79%, 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 LIHTC restricted 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. (Households are considered cost burdened if housing costs exceed 35% of income). The upper limits are established using the HUD limits referred to above.

Pertaining to the PBV units; the affordability range, and thus the income necessary to support the rent, is \$0; however, since the tenants are responsible for their own utilities in this instance, the minimum income will be that which is necessary to support the utility allowance. The upper limits are established using the HUD limits referred to above.

The analysis is contained on the following page.

The LIHTC income bands are as follows;

INCOME LIMIT DERIVATION															
PMA															
LIHTC															
Income/Rent Restriction	30%/30%	50%/50%	50%/50%	60%/60%	80%/80%	30%/30%	50%/50%	50%/50%	60%/60%	80%/80%	30%/30%	50%/50%	50%/50%	60%/60%	80%/80%
Unit Type (No. of BR's)	1BR	1BR	1BR	1BR	1BR	2BR	2BR	2BR	2BR	2BR	3BR	3BR	3BR	3BR	3BR
No. of Units	4	2	2	3	3	2	12	8	3	17	2	4	0	4	6
No. of PBV Units	0	2	0	0	0	0	12	0	0	0	0	4	0	0	0
Proposed Rents*	\$512	\$1,532	\$938	\$1,151	\$1,151	\$607	\$1,662	\$1,118	\$1,374	\$1,374	\$692	\$2,086	\$1,282	\$1,577	\$1,577
LIHTC Rents*	\$512	\$938	\$938	\$1,151	\$1,151	\$607	\$1,118	\$1,118	\$1,374	\$1,374	\$692	\$1,282	\$1,282	\$1,577	\$1,577
UTILITY ALLOWANCE	\$126	\$126	\$126	\$126	\$126	\$159	\$159	\$159	\$159	\$159	\$193	\$193	\$193	\$193	\$193
GROSS RENTS (LIHTC)	\$638	\$1,064	\$1,064	\$1,277	\$1,277	\$766	\$1,277	\$1,277	\$1,533	\$1,533	\$885	\$1,475	\$1,475	\$1,770	\$1,770
Annual Rent	\$7,656	\$12,768	\$12,768	\$15,324	\$15,324	\$9,192	\$15,324	\$15,324	\$18,396	\$18,396	\$10,620	\$17,700	\$17,700	\$21,240	\$21,240
Incomes needed to Support Gross Rents (with no subsidy component considered)	\$21,874	\$36,480	\$36,480	\$43,783	\$43,783	\$26,263	\$43,783	\$43,783	\$52,560	\$52,560	\$30,343	\$50,571	\$50,571	\$60,686	\$60,686
Proportion of Units Eligible for Restrictions	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Eligible Income, Upper Limit @ 30% of AMI	\$25,545.00					\$30,660.00					\$35,415.00				
Eligible Income, Upper Limit @ 50% of AMI		\$42,575.00	\$42,575.00				\$51,100.00	\$51,100.00				\$59,025.00	\$59,025.00		
Eligible Income, Upper Limit @ 60% of AMI				\$51,090.00					\$61,320.00					\$70,830.00	
Eligible Income, Upper Limit @ 80% of AMI					\$68,120.00					\$81,760.00					\$94,440.00
Maximum Tax Credit Eligible Gross Rents (30%) \$638						\$766					\$885				
Maximum Tax Credit Eligible Gross Rents (50%)		\$1,064	\$1,064				\$1,277	\$1,277				\$1,475	\$1,475		
Maximum Tax Credit Eligible Gross Rents (60%)				\$1,277					\$1,533					\$1,770	
Maximum Tax Credit Eligible Gross Rents (80%)					\$1,277					\$1,533					\$1,770
Target Income Ranges:															
to	\$25,545	\$36,480	\$36,480	\$43,783	\$43,783	\$26,263	\$43,783	\$43,783	\$52,560	\$52,560	\$30,343	\$50,571	\$50,571	\$60,686	\$60,686
	\$25,545	\$42,575	\$42,575	\$51,090	\$68,120	\$30,660	\$51,100	\$51,100	\$61,320	\$81,760	\$35,415	\$59,025	\$59,025	\$70,830	\$94,440

*18 units are project-based voucher (PBV) units. These units will have a rent based off a fair market rent (FMR) for the project. The proposed rent is paid by RRHA. Therefore, the analyst has used the lesser of 1) what an achievable FMR rent is for the unit, or 2) the maximum allowable rent for the respective rent restriction. In this instance, the maximum allowable restricted rent was utilized.

Units have restrictions at 30%, 50%, 60% and 80% of AMI for rent and income. The rent level, the resulting affordability limits, and the income distribution among the lower income households in the market, create a segment for households. The income range for a rental project is illustrated in the above tables. Note that for the 80% units, the rent charged by the owner will be the maximum allowable 60% rent, which is used in the analysis. The maximum allowable 80% rent is not deemed to be achievable, as it is well below market rent for market rate units.

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.

The PBV Income Bands are as follows:

Demographic Characteristics

INCOME LIMIT DERIVATION																
PMA																
LIHTC																
Income/Rent Restriction	30%/30% 1BR	50%/50% 1BR	50%/50% 1BR	60%/60% 1BR	80%/80% 1BR	30%/30% 2BR	50%/50% 2BR	50%/50% 2BR	60%/60% 2BR	80%/80% 2BR	30%/30% 3BR	50%/50% 3BR	50%/50% 3BR	60%/60% 3BR	80%/80% 3BR	
Unit Type (No. of BR's)	4	2	2	3	3	2	12	8	3	17	2	4	0	4	6	
No. of PBV Units	0	2	0	0	0	0	12	0	0	0	0	4	0	0	0	
Proposed Rents*	\$512	\$1,532	\$938	\$1,151	\$1,151	\$607	\$1,662	\$1,118	\$1,374	\$1,374	\$692	\$2,086	\$1,282	\$1,577	\$1,577	
LIHTC Rents*	\$512	\$0	\$938	\$1,151	\$1,151	\$607	\$0	\$1,118	\$1,374	\$1,374	\$692	\$0	\$1,282	\$1,577	\$1,577	
UTILITY ALLOWANCE	\$126	\$126	\$126	\$126	\$126	\$159	\$159	\$159	\$159	\$159	\$193	\$193	\$193	\$193	\$193	
GROSS RENTS (LIHTC)	\$638	\$126	\$1,064	\$1,277	\$1,277	\$766	\$159	\$1,277	\$1,533	\$1,533	\$885	\$193	\$1,475	\$1,770	\$1,770	
Annual Rent	\$7,656	\$1,512	\$12,768	\$15,324	\$15,324	\$9,192	\$1,908	\$15,324	\$18,396	\$18,396	\$10,620	\$2,316	\$17,700	\$21,240	\$21,240	
Incomes needed to Support Gross Rents (with no subsidy component considered)	\$21,874	\$4,320	\$36,480	\$43,783	\$43,783	\$26,263	\$5,451	\$43,783	\$52,560	\$52,560	\$30,343	\$6,617	\$50,571	\$60,686	\$60,686	
Proportion of Units Eligible for Restrictions	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Eligible Income, Upper Limit @ 30% of AMI	\$25,545.00					\$30,660.00					\$35,415.00					
Eligible Income, Upper Limit @ 50% of AMI	\$42,575.00			\$42,575.00			\$51,100.00					\$59,025.00			\$59,025.00	
Eligible Income, Upper Limit @ 60% of AMI	\$51,090.00					\$61,320.00					\$81,760.00					
Eligible Income, Upper Limit @ 80% of AMI	\$68,120.00					\$81,760.00					\$94,440.00					
Maximum Tax Credit Eligible Gross Rents (30%)	\$638					\$766					\$885					
Maximum Tax Credit Eligible Gross Rents (50%)	\$126		\$126		\$126					\$159		\$159		\$193		
Maximum Tax Credit Eligible Gross Rents (60%)	\$1,277				\$1,277					\$1,533			\$1,533			
Maximum Tax Credit Eligible Gross Rents (80%)	\$1,277					\$1,277					\$1,770					
Target Income Ranges:	\$21,874	\$4,320	\$36,480	\$43,783	\$43,783	\$26,263	\$5,451	\$43,783	\$52,560	\$52,560	\$30,343	\$6,617	\$50,571	\$60,686	\$60,686	
to	\$25,545	\$42,575	\$42,575	\$51,090	\$68,120	\$30,660	\$51,100	\$51,100	\$61,320	\$81,760	\$35,415	\$59,025	\$59,025	\$70,830	\$94,440	

*All units are project-based voucher (PBV) units. Within this PBV- analysis, we have estimated a minimum income needed to support gross rents at the "utility allowance" divided by 35%, as demand for project-based voucher units can extend to renters with little to no income. The maximum income is based on each the eligible income upper limit for each restriction type.

AFFORDABILITY

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 proposed product. Within this analysis, we have assumed an even spread of households throughout the income range.

There are LIHTC affordability index is shown below.

Renter Income Distribution within PMA			Overall	Overall	Overall	Overall	Overall	1BR	2BR	3BR	1BR	2BR	3BR	1BR	2BR	3BR	1BR	2BR	3BR	
Household	Income Range	% of HH	80%	60%	50%	30%	80%	80%	80%	60%	60%	60%	50%	50%	50%	30%	30%	30%		
\$0	to \$15,000	17%	2,644				451													
\$15,000	to \$24,999	9%	1,442	451														451		
\$25,000	to \$34,999	8%	1,202	1,154	0		1,154											65	528	560
\$35,000	to \$49,999	10%	1,634	1,634	1,634	609	1,341	45	609					609				664	677	45
\$50,000	to \$74,999	20%	3,172	3,172	3,172	2,537	1,212		2,300	2,848	1,816	138	1,112	1,287				140	1,073	
\$75,000	to \$99,999	12%	1,923	1,923	1,923					520	1,495									
\$100,000	to \$149,999	10%	1,538																	
\$150,000	to \$199,999	8%	1,330																	
\$200,000	to +	7%	1,170																	
Renter HH	100%	16,023	8,334	6,729	3,146	2,554	1,649	2,909	3,368	3,312	747	1,112	1,287	664	817	1,073	516	528	605	
Min Income			\$21,874	\$43,783	\$43,783	\$36,480	\$21,874	\$43,783	\$52,560	\$60,686	\$43,783	\$52,560	\$60,686	\$36,480	\$43,783	\$50,571	\$21,874	\$26,263	\$30,343	
Max Income			\$94,440	\$94,440	\$70,830	\$59,025	\$35,415	\$68,120	\$81,760	\$94,440	\$51,090	\$61,320	\$70,830	\$42,575	\$51,100	\$59,025	\$25,545	\$30,660	\$35,415	
Affordability Index			52%	42%	20%	16%	10%	18%	21%	21%	5%	7%	8%	4%	5%	7%	3%	3%	4%	

The overall affordability index is 52% 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.

The PBV Affordability index is shown below:

Renter Income Distribution within PMA															PBV AFFOR. INDEXES								
Household Income Range		% of HH	# of HH	Overall 80%	Overall 60%	Overall 50%	Overall 30%	1BR 80%	2BR 80%	3BR 80%	1BR 60%	2BR 60%	3BR 60%	1BR 50%	2BR 50%	3BR 50%	1BR 50% PBV	2BR 50% PBV	3BR 50% PBV	1BR 30%	2BR 30%	3BR 30%	
\$0	to \$15,000	17%	2,644	2,644			2,644										2,644	2,644	2,644				
\$15,000	to \$24,999	9%	1,442	1,442			1,442	451									1,442	1,442	1,442	451			
\$25,000	to \$34,999	8%	1,202	1,202	0		1,202	1,154									1,202	1,202	1,202	65	528	560	
\$35,000	to \$49,999	10%	1,634	1,634	1,634	609	1,634	45	609		609			664	677		809	1,634	1,634			45	
\$50,000	to \$74,999	20%	3,172	3,172	3,172	2,537	1,212		2,300	2,848	1,816	138	1,112	1,287		664		231.0	1,903				
\$75,000	to \$99,999	12%	1,923	1,923	1,923					520	1,495												
\$100,000	to \$149,999	10%	1,538																				
\$150,000	to \$199,999	8%	1,330																				
\$200,000	to +	7%	1,170																				
Renter HH		100%	16,023	12,017	6,729	3,146	8,134	1,649	2,909	3,368	3,312	747	1,112	1,287	664	817	1,073	6,097	7,153	8,826	516	528	605
Min Income			\$4,320	\$43,783	\$43,783	\$36,480	\$21,874	\$43,783	\$52,560	\$60,686	\$43,783	\$52,560	\$60,686	\$36,480	\$43,783	\$50,571	\$4,320	\$5,451	\$6,617	\$21,874	\$26,263	\$30,343	
Max Income			\$94,440	\$94,440	\$70,830	\$59,025	\$35,415	\$68,120	\$81,760	\$94,440	\$51,090	\$61,320	\$70,830	\$42,575	\$51,100	\$59,025	\$42,575	\$51,100	\$59,025	\$25,545	\$30,660	\$35,415	
Affordability Index			75%	42%	20%	51%	10%	18%	21%	21%	5%	7%	8%	4%	5%	7%	38%	45%	55%	3%	3%	4%	

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 Cost Burden Renters are those renters that are spending more than 35% 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 are 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 that 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 **28%** 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 **0%** of rental 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 for the 80% of AMI units and PBV units, and 20% for the 60%, 50%, and 30% units. As this calculation segments out the number of renter households who are cost burdened from all renter households, it is appropriate to have an affordability index for cost burdened renters commensurate with the affordability index based on restriction type. The balance of those households that would not qualify would likely remain in their current house or find housing with a deeper form of subsidy.

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; apartment associations, private market research firms and local municipal governments.

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 B community and is anticipated to have a moderate degree of conformity with other Class 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 1,053 LIHTC multifamily 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 will be 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 new LIHTC projects coming online in the subject's PMA, which are currently under construction or in the planning phase, the largest of which is the Creighton Court redevelopment, consisting of over 600 units in all phases. Based upon conversations with city/county officials and housing trends, a total allowance of 500 competitive new dwelling units is estimated within the subject's PMA over the mid-range forecast (5 years;). Because the lending market has become more restrictive, fewer development loans are being made in the area. However, more recently, signs of the lending market relaxing, increased occupancy rates and increasing rents again is expected stir new development in the years to come.

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.**

Because the subject will be a family oriented LIHTC property, all other family oriented LIHTC properties are expected to compete with the subject. Subsidized properties and elderly properties were excluded from our analysis. Our ranking analysis is as follows;

Property	Submarket	Age Group	Units	Property Class	Overall Rating	Type	Build
Creighton I	City of Richmond	1 to 5	68	B	7	LIHTC	Traditional/Gdn
Eggleston Plaza	City of Richmond	5 to 15	42	C	5	LIHTC	Traditional/Gdn
Goodwyn at Union Hill	City of Richmond	5 to 15	52	B	6	LIHTC	Traditional/Gdn
Jefferson Townhouses	City of Richmond	15 to 30	218	C	4	LIHTC	Traditional/Gdn
Market Slip	City of Richmond	15 to 30	30	B	6	LIHTC	Adaptive Reuse
Oliver	City of Richmond	5 to 15	164	B	8	LIHTC	Traditional/Gdn
Richmond Dairy	City of Richmond	30+	113	B	7	LIHTC	Adaptive Reuse
Tobacco Landing	City of Richmond	30+	62	B	6	LIHTC	Adaptive Reuse
Van De Vyver	City of Richmond	5 to 15	82	B	6	LIHTC	Traditional/Gdn
Oliver Crossing	City of Richmond	15 to 30	222	C	4	LIHTC	Traditional/Gdn
Total Units Surveyed in PMA			1,053				

All the properties above are expected to directly compete with the subject. 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	0	0%	0	9+
B	7	70%	571	7, 8
C	3	30%	482	<5
Total	10	100%	1,053	

Conclusion of Competitive analysis

Class A

- There are 0 competitive Class A projects located within the subject's PMA.

Class B

- There are a total of 7 competitive Class B projects. The rating scores are 7 and 8.

Class C

- There is a total of 3 competitive Class C projects. The rating scores have a range from 5 and below.

The subject is considered to be a Class B asset community upon completion. The subject competes with all other LIHTC properties within the subject's PMA. The subject also competes with market rate properties within the PSA. Market rental rates are generally well above the maximum allowable gross rent (considering utility allowance); therefore, market properties are not considered to directly compete with LIHTC properties within the Subject's MSA. There is a total of 1,053 income and rent restricted dwelling units between 10 properties surveyed. Of those units surveyed, 100% of the units are expected to compete with the subject.

Comparable Property Photos and Property Profiles

Per Virginia Housing 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. Those properties and their status, include;


Property	Status
Creighton I	Survey
Eggleston Plaza	Survey
Goodwyn at Union Hill	Survey
Jefferson Townhouses	Survey
Richmond Dairy	Survey
Market Slip	Survey
Oliver	Survey
Oliver Crossing	Survey
Tobacco Landing	Survey
Van De Vyver	Survey


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.

SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE																
SUBJECT PROPERTY																
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____													
Property Name:	Creighton Renaissance															
Property Address:	3100 Purcell St					Phone: _____										
Physical Occupancy:	Lease Up _____ %	Estimated ()	Actual (x)	As of (date): _____ Current												
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other (); Describe _____											
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age:	Built 2025											
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 it is comparable in quality, amenities, landscaping and maintenance.																
Has the property been renovated? If so, what was the scope of the work?: _____ Property was constructed in 2025; New Construction																
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 property is located along a secondary transportation route.																
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()																
68 Total Units																
Unit Mix:																
# Units	BR/BA/Den	Square Feet	Rent	Rent PSF	Restrictions	Concessions										
	1.1	514	\$770	\$1.50	40%/40% Income/Rent											
	1.1	514	\$981	\$1.91	50%/50% Income/Rent											
	1.1	514	\$1,194.00	\$2.32	60%/60% Income/Rent											
	1.1	514	\$1,555.00	\$3.03	80%/80% Income/Rent											
	2.2	1000	\$916.00	\$0.92	40%/40% Income/Rent											
	2.2	1000	\$1,156.00	\$1.16	50%/50% Income/Rent											
	2.2	1000	\$1,491.00	\$1.49	60%/60% Income/Rent											
	3.2	1293	\$1,891.00	\$1.46	70%/70% Income/Rent											
Unit Amenities: Check where appropriate																
Kitchen	Heat and Cool	Flooring	Other													
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace	(x) Views											
(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	() High/ Vaulted Ceiling	(x) Other; Describe:											
() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio	(x) Upgraded Countertops	Rooftop Deck											
(x) Dishwasher	() Baseboard Heat	() Ceramic	(x) Washer/ Dryer	() Garden Tubs												
(x) Garbage Disposal	() Other: Describe	(x) Other	(x) W/D Hook-ups	() Heavy Molding												
(x) Range Hood	all electric	LVT	() Ceiling Fans	() Exposed Brick/ Beam/ Ducts												
Site Amenities: Check where appropriate																
() Pool	(x) Clubhouse/ community room	() Laundry Facility														
() Tennis	() Playground/Tot Lots	(x) On-Site Parking														
(x) Rental Office	() Covered Parking/Garages	() Elevator														
() Car Wash Area	() Limited Access;	() Basketball Court/ Racquet Ball Court														
() Business Office for Residents	() Fitness Center	() Other; please specify:														
() Jacuzzi/ Sauna	() Grilling Area															
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:														
Tenant Retention (Annual)			Newer Property Only													
Renewal Rate as %/ of Market Growth: _____			Pre-Leasing Began: _____													
Typical Annual Market Growth Rate: _____			Construction Complete: _____													
Marketing Period: _____			Stabilization: _____													
			Months: _____													
			Units: _____													
			Absorption Rate: _____													
			<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="background-color: #2c3e50; color: white; padding: 5px;">Key</td> <td></td> </tr> <tr> <td style="background-color: #2c3e50; color: white; padding: 5px;">x=</td> <td>indicates feature is present</td> </tr> <tr> <td style="background-color: #2c3e50; color: white; padding: 5px;">s=</td> <td>present in select units</td> </tr> <tr> <td style="background-color: #2c3e50; color: white; padding: 5px;">\$=</td> <td>present for a fee</td> </tr> <tr> <td style="background-color: #2c3e50; color: white; padding: 5px;">*</td> <td>See Comments</td> </tr> </table>				Key		x=	indicates feature is present	s=	present in select units	\$=	present for a fee	*	See Comments
							Key									
							x=	indicates feature is present								
							s=	present in select units								
\$=	present for a fee															
*	See Comments															
COMMENTS:																
None.																
CONTACT PERSON: Matthew W. Davis - Primary Analyst																
POSITION: Manager																

SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE						
SUBJECT PROPERTY						
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____			
Property Name:	Eggleston Plaza					
Property Address:	537 N 2nd St			Phone: _____		
Physical Occupancy:	100	%	Estimated ()	Actual (x)	As of (date): Current	
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other (); Describe _____	
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age:		Built 2015
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 it is comparable in quality, amenities, landscaping and maintenance.						
Has the property been renovated? If so, what was the scope of the work?:						
Property was constructed in 2015						
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 property is located along a secondary transportation route.						
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()						
42 Total Units						
Unit Mix:						
# Units	BR/BA/Den	Square Feet	Rent	Rent PSF	Restrictions	Concessions
20	1.1	514	\$1,060	\$2.06	60%/60% Income/Rent	
22	2.2	840	\$1,357	\$1.62	60%/60% Income/Rent	
Unit Amenities: Check where appropriate						
Kitchen		Heat and Cool		Flooring		Other
(x) Range and Oven		(x) 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		() Balcony/Patio
(x) Dishwasher		() Baseboard Heat		() Ceramic		(x) Washer/ Dryer
(x) Garbage Disposal		() Other: Describe		(x) Other		(x) W/D Hook-ups
(x) Range Hood		all electric		LVT		() Ceiling Fans
						() Fireplace
						() High/ Vaulted Ceiling
						(x) Upgraded Countertops
						() Garden Tubs
						() Heavy Molding
						() Exposed Brick/ Beam/ Ducts
						(x) Views
						(x) Other; Describe: Rooftop Deck
Site Amenities: Check where appropriate						
() Pool		() Clubhouse/ community room		() Laundry Facility		
() Tennis		() Playground/Tot Lots		(x) On-Site Parking		
(x) Rental Office		() Covered Parking/Garages		(x) Elevator		
() Car Wash Area		(x) Limited Access;		() Basketball Court/ Racquet Ball Court		
() Business Office for Residents		() Fitness Center		() Other; please specify:		
() Jacuzzi/ Sauna		() Grilling Area				
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:		
Tenant Retention (Annual) _____				Newer Property Only		
Renewal Rate as %/ of Market Growth: _____				Pre-Leasing Began: _____		
Typical Annual Market Growth Rate: _____				Construction Complete: _____		
Marketing Period _____				Stabilization: _____		
				Months: _____		
				Units: _____		
				Absorption Rate: _____		
				Key x= indicates feature is present s= present in select units \$= present for a fee * See Comments		
COMMENTS:						
None.						
CONTACT PERSON:		POSITION:				
Matthew W. Davis - Primary Analyst		Manager				

SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE																
SUBJECT PROPERTY																
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____													
Property Name:	Goodwyn at Union Hill															
Property Address:	2236 Venable St			Phone: _____												
Physical Occupancy:	100	%	Estimated ()	Actual (x)	As of (date): <u>Current</u>											
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other () ; Describe _____											
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age: <u>Built 2017</u>												
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 it is comparable in quality, amenities, landscaping and maintenance.																
Has the property been renovated? If so, what was the scope of the work?: <u>Property was constructed in 2017</u>																
Is the property located on or near public transportation; if so, what? <u>Yes.</u>																
Is the property accessed off a primary road or secondary / residential street? Describe: <u>Secondary, the property is located along a secondary transportation route.</u>																
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()																
52 Total Units																
Unit Mix:			Rent													
# Units	BR/BA/Den	Square Feet	Rent	Rent PSE	Restrictions	Concessions										
8	1.1	548	\$995	\$1.82	60%/60% Income/Rent											
33	2.2	808	\$1,250	\$1.55	60%/60% Income/Rent											
11	3.2	1022	\$1,495	\$1.46												
Unit Amenities: Check where appropriate																
Kitchen		Heat and Cool		Flooring		Other										
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace	(x) Views											
(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	() High/ Vaulted Ceiling	(x) Other; Describe:											
() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio	(x) Upgraded Countertops	Rooftop Deck											
(x) Dishwasher	() Baseboard Heat	() Ceramic	(x) Washer/ Dryer	() Garden Tubs												
(x) Garbage Disposal	() Other; Describe	(x) Other	(x) W/D Hook-ups	() Heavy Molding												
(x) Range Hood	<u>all electric</u>	<u>LVT</u>	() Ceiling Fans	() Exposed Brick/ Beam/ Ducts												
Site Amenities: Check where appropriate																
() Pool	() Clubhouse/ community room	() Laundry Facility														
() Tennis	() Playground/Tot Lots	(x) On-Site Parking														
(x) Rental Office	() Covered Parking/Garages	() Elevator														
() Car Wash Area	(x) Limited Access;	() Basketball Court/ Racquet Ball Court														
() Business Office for Residents	() Fitness Center	() Other; please specify:														
() Jacuzzi/ Sauna	() Grilling Area															
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:														
Tenant Retention (Annual)	_____	Newer Property Only														
Renewal Rate as %/ of Market Growth:	_____	Pre-Leasing Began: _____														
Typical Annual Market Growth Rate:	_____	Construction Complete: _____														
Marketing Period	_____	Stabilization: _____														
		Months: _____														
		Units: _____														
		Absorption Rate: _____														
																
<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width: 10%;">Key</td> <td></td> </tr> <tr> <td>x=</td> <td>indicates feature is present</td> </tr> <tr> <td>s=</td> <td>present in select units</td> </tr> <tr> <td>\$=</td> <td>present for a fee</td> </tr> <tr> <td>*</td> <td>See Comments</td> </tr> </table>							Key		x=	indicates feature is present	s=	present in select units	\$=	present for a fee	*	See Comments
Key																
x=	indicates feature is present															
s=	present in select units															
\$=	present for a fee															
*	See Comments															
COMMENTS:																
None.																
CONTACT PERSON: Matthew W. Davis - Primary Analyst																
POSITION: Manager																

SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE																
SUBJECT PROPERTY																
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____													
Property Name:	Jefferson Townhomes															
Property Address:	1951 Venable St			Phone:	_____											
Physical Occupancy:	100	%	Estimated ()	Actual (x)	As of (date):	Current										
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other (); Describe _____											
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age:	Built 2006											
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 it is comparable in quality, amenities, landscaping and maintenance.															
Has the property been renovated? If so, what was the scope of the work?:	Property was constructed in 2006; No Reno															
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 property is located along a secondary transportation route.															
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()	_____															
211 Total Units																
Unit Mix:			Rent													
# Units	BR/BA/Den	Square Feet	Rent	Rent PSE	Restrictions	Concessions										
40	1.1	595	\$1,000	\$1.68	50%/50% Income/Rent											
124	2.2	751	\$1,225	\$1.63	50%/50% Income/Rent											
47	3.2	907	\$1,395	\$1.54	50%/50% Income/Rent											
Unit Amenities: Check where appropriate																
Kitchen		Heat and Cool		Flooring		Other										
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace	(x) Views											
(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	() High/ Vaulted Ceiling	(x) Other; Describe:											
() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio	() Upgraded Countertops	Rooftop Deck											
(x) Dishwasher	() Baseboard Heat	() Ceramic	(x) Washer/ Dryer	() Garden Tubs												
(x) Garbage Disposal	() Other: Describe _____	(x) Other	(x) W/D Hook-ups	() Heavy Molding												
(x) Range Hood	all electric	LVT	() Ceiling Fans	() Exposed Brick/ Beam/ Ducts												
Site Amenities: Check where appropriate																
() Pool	() Clubhouse/ community room	() Laundry Facility														
() Tennis	() Playground/Tot Lots	(x) On-Site Parking														
(x) Rental Office	() Covered Parking/Garages	() Elevator														
() Car Wash Area	() Limited Access;	() Basketball Court/ Racquet Ball Court														
() Business Office for Residents	() Fitness Center	(x) Other; please specify:														
() Jacuzzi/ Sauna	() Grilling Area	Pet park														
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:														
Tenant Retention (Annual)	_____	Newer Property Only														
Renewal Rate as % of Market Growth:	_____	Pre-Leasing Began:	█													
Typical Annual Market Growth Rate:	_____	Construction Complete:	█													
Marketing Period	_____	Stabilization:	█													
		Months:	█													
		Units:	█													
		Absorption Rate:	█													
																
<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width: 50px;">Key</td> <td></td> </tr> <tr> <td>x=</td> <td>indicates feature is present</td> </tr> <tr> <td>s=</td> <td>present in select units</td> </tr> <tr> <td>\$=</td> <td>present for a fee</td> </tr> <tr> <td>*</td> <td>See Comments</td> </tr> </table>							Key		x=	indicates feature is present	s=	present in select units	\$=	present for a fee	*	See Comments
Key																
x=	indicates feature is present															
s=	present in select units															
\$=	present for a fee															
*	See Comments															
COMMENTS:																
None.																
CONTACT PERSON:		POSITION:														
Matthew W. Davis - Primary Analyst		Manager														

**EXHIBIT 1
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market () Tax Credit (x) at of AMI Other () Describe _____
 Property Name: Market Slip Apartments
 Property Address: 2 S. 17th St., Richmond, VA Phone: (804) 649-9900
 Physical Occupancy: 100 % Estimated () Actual (x) As of (date): Current
 Specify the property's exterior: Brick (x) Vinyl () T1-11 () Wood () Other (x); Describe _____
 Your impression of the Property: Good (x) Average () Poor () Actual/ Effective Age: Early 1900's/ 1993
 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 anticipated to be 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 upgrades in order to stay competitive in its respective market.
 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: 30 Total Units

# Units	Type	Square Footage		Rent		Income/ Rent Restrictions	Conc.	Other
		Low	High	\$	\$/PSF			
24	1x1		661	\$1,179	\$1.79	60%/60%		
6	2x2		980	\$1,400	\$1.43	60%/ 60%		

Unit Amenities: Check where appropriate

Kitchen	Heat and Cool	Flooring	Other
(x) Range and Oven	(x) 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	() Balcony/Patio
(x) Dishwasher	() Baseboard Heat	() Ceramic	(x) Washer/ Dryer
(x) Garbage Disposal	() Other: Describe _____	() Other	(x) W/D Hook-ups
(x) Range Hood			() Ceiling Fans
			() Fireplace
			(x) Vaulted/ High Ceiling
			() Upgraded Countertops
			() Garden Tubs
			() Moulding
			(s) Exposed Beam/ Brick
			() Views
			() Upgraded Lighting
			() Upgraded Cabinets
			() Stainless Steel Appl.
			() Other; Describe: _____

Site Amenities: Check where appropriate

() Pool	() Playground/Tot Lots	(x) Elevator	Build	Property Class:
() Tennis	(x) Deck Parking/Garages	() Storage	() Garden	() A
() Rental Office	(x) 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	(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: _____


Tenant Retention (Annual)	<u>60%</u>	Newer Property Only
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: Matthew W. Davis - Primary Analyst POSITION: _____

SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE																																		
SUBJECT PROPERTY																																		
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____																															
Property Name:	Oliver Crossing																																	
Property Address:	1329 Coalter St			Phone:	_____																													
Physical Occupancy:	100	%	Estimated ()	Actual (x)	As of (date): <u>Current</u>																													
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other (); Describe _____																													
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age:	1-Jul																													
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?: <u>Good, relative to other properties it is comparable in quality, amenities, landscaping and maintenance.</u>																																		
Has the property been renovated? If so, what was the scope of the work?: <u>Property was constructed in 2009</u>																																		
Is the property located on or near public transportation; if so, what? <u>Yes.</u>																																		
Is the property accessed off a primary road or secondary / residential street? Describe: <u>Secondary, the property is located along a secondary transportation route.</u>																																		
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()																																		
222 Total Units																																		
Unit Mix:	# Units	BR/BA/Den	Square Feet	Rent	Rent PSF	Restrictions																												
	31	1.1	567	\$800	\$1.41	40%/40% Income/Rent																												
	135	2.2	741	\$901	\$1.22	40%/40% Income/Rent																												
	56	3.2	937	\$1,001.00	\$1.07	40%/40% Income/Rent																												
Unit Amenities: Check where appropriate <table style="width:100%; border: none;"> <tr> <td style="width:25%;">Kitchen</td> <td style="width:25%;">Heat and Cool</td> <td style="width:25%;">Flooring</td> <td style="width:25%;">Other</td> </tr> <tr> <td>(x) Range and Oven</td> <td>(x) Central System</td> <td>(x) Carpet</td> <td>(x) Shades/Blinds</td> </tr> <tr> <td>(x) Frost Free Ref./ Ice maker</td> <td>() Wall thru</td> <td>(x) Vinyl</td> <td>() Cable/ Satellite Ready</td> </tr> <tr> <td>() Microwave</td> <td>() Window A/C Units</td> <td>() Hardwood</td> <td>() Balcony/Patio</td> </tr> <tr> <td>(x) Dishwasher</td> <td>() Baseboard Heat</td> <td>() Ceramic</td> <td>() Washer/ Dryer</td> </tr> <tr> <td>(x) Garbage Disposal</td> <td>() Other: Describe _____</td> <td>(x) Other</td> <td>() W/D Hook-ups</td> </tr> <tr> <td>(x) Range Hood</td> <td><u>all electric</u></td> <td><u>LVT</u></td> <td>() Ceiling Fans</td> </tr> </table>							Kitchen	Heat and Cool	Flooring	Other	(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	() Cable/ Satellite Ready	() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio	(x) Dishwasher	() Baseboard Heat	() Ceramic	() Washer/ Dryer	(x) Garbage Disposal	() Other: Describe _____	(x) Other	() W/D Hook-ups	(x) Range Hood	<u>all electric</u>	<u>LVT</u>	() Ceiling Fans
Kitchen	Heat and Cool	Flooring	Other																															
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds																															
(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	() Cable/ Satellite Ready																															
() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio																															
(x) Dishwasher	() Baseboard Heat	() Ceramic	() Washer/ Dryer																															
(x) Garbage Disposal	() Other: Describe _____	(x) Other	() W/D Hook-ups																															
(x) Range Hood	<u>all electric</u>	<u>LVT</u>	() Ceiling Fans																															
Site Amenities: Check where appropriate <table style="width:100%; border: none;"> <tr> <td style="width:33%;">() Pool</td> <td style="width:33%;">() Clubhouse/ community room</td> <td style="width:33%;">(x) Laundry Facility</td> </tr> <tr> <td>() Tennis</td> <td>() Playground/Tot Lots</td> <td>(x) On-Site Parking</td> </tr> <tr> <td>(x) Rental Office</td> <td>() Covered Parking/Garages</td> <td>() Elevator</td> </tr> <tr> <td>() Car Wash Area</td> <td>() Limited Access;</td> <td>() Basketball Court/ Racquet Ball Court</td> </tr> <tr> <td>() Business Office for Residents</td> <td>() Fitness Center</td> <td>() Other; please specify:</td> </tr> <tr> <td>() Jacuzzi/ Sauna</td> <td>() Grilling Area</td> <td></td> </tr> </table>							() Pool	() Clubhouse/ community room	(x) Laundry Facility	() Tennis	() Playground/Tot Lots	(x) On-Site Parking	(x) Rental Office	() Covered Parking/Garages	() Elevator	() Car Wash Area	() Limited Access;	() Basketball Court/ Racquet Ball Court	() Business Office for Residents	() Fitness Center	() Other; please specify:	() Jacuzzi/ Sauna	() Grilling Area											
() Pool	() Clubhouse/ community room	(x) Laundry Facility																																
() Tennis	() Playground/Tot Lots	(x) On-Site Parking																																
(x) Rental Office	() Covered Parking/Garages	() Elevator																																
() Car Wash Area	() Limited Access;	() Basketball Court/ Racquet Ball Court																																
() Business Office for Residents	() Fitness Center	() Other; please specify:																																
() Jacuzzi/ Sauna	() Grilling Area																																	
Utilities and Services Included in Rent: Check where appropriate <table style="width:100%; border: none;"> <tr> <td style="width:33%;">(x) Water & Sewer</td> <td style="width:33%;">() Heat (Gas/ Elec)</td> <td style="width:33%;">() All Utilities; includes electricity</td> </tr> <tr> <td>(x) Trash Pickup</td> <td>() Hot Water (Gas/ Elec)</td> <td>() No Utilities</td> </tr> <tr> <td>() Security</td> <td>() Cooking (Gas/ Elec)</td> <td>() Other; please specify:</td> </tr> </table>							(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:																			
(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:																																
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: Units: Absorption Rate: 																															
																																		
<table style="width:100%; border: none;"> <tr> <td style="width:50%;">Key</td> <td style="width:50%;"></td> </tr> <tr> <td>x=</td> <td>indicates feature is present</td> </tr> <tr> <td>s=</td> <td>present in select units</td> </tr> <tr> <td>\$=</td> <td>present for a fee</td> </tr> <tr> <td>*</td> <td>See Comments</td> </tr> </table>							Key		x=	indicates feature is present	s=	present in select units	\$=	present for a fee	*	See Comments																		
Key																																		
x=	indicates feature is present																																	
s=	present in select units																																	
\$=	present for a fee																																	
*	See Comments																																	
COMMENTS:																																		
None.																																		
CONTACT PERSON: Matthew W. Davis - Primary Analyst POSITION: Manager																																		



SUBJECT PROPERTY INFORMATION ON RENT COMPARABLE						
SUBJECT PROPERTY						
Property Type:	Market ()	Tax Credit (x)	Other () Describe _____			
Property Name:	Oliver					
Property Address:	908 Oliver Hill			Phone:	_____	
Physical Occupancy:	100	%	Estimated ()	Actual (x)	As of (date): Current	
Specify the property's exterior:	Brick (x)	Vinyl (x)	T1-11 ()	Wood ()	Other () ; Describe _____	
Your impression of the Property:	Good (X)	Average ()	Poor ()	Actual/ Effective Age:		Built 2020
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 it is comparable in quality, amenities, landscaping and maintenance.						
Has the property been renovated? If so, what was the scope of the work?:						
Property was constructed in 2020						
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 property is located along a secondary transportation route.						
Does the property have a prominent entrance sign visible from the primary road? Yes (x) No ()						
163 Total Units						
Unit Mix:						
# Units	BR/BA/Den	Square Feet	Rent	Rent PSF	Restrictions	Concessions
145	1.1	514	\$1,177	\$2.29	60%/60% Income/Rent	
18	2.2	840	\$1,409	\$1.68	60%/60% Income/Rent	
Unit Amenities: Check where appropriate						
Kitchen		Heat and Cool		Flooring		Other
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace	(x) Views	
(x) Frost Free Ref./ Ice maker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	() High/ Vaulted Ceiling	(x) Other; Describe:	
() Microwave	() Window A/C Units	() Hardwood	() Balcony/Patio	(x) Upgraded Countertops	Rooftop Deck	
(x) Dishwasher	() Baseboard Heat	() Ceramic	(x) Washer/ Dryer	() Garden Tubs		
(x) Garbage Disposal	() Other; Describe	(x) Other	(x) W/D Hook-ups	() Heavy Molding		
(x) Range Hood	all electric	LVT	() Ceiling Fans	() Exposed Brick/ Beam/ Ducts		
Site Amenities: Check where appropriate						
() Pool	(x) Clubhouse/ community room	() Laundry Facility				
() Tennis	() Playground/Tot Lots	(x) On-Site Parking				
(x) Rental Office	() Covered Parking/Garages	(x) Elevator				
() Car Wash Area	(x) Limited Access;	() Basketball Court/ Racquet Ball Court				
(x) Business Office for Residents	(x) Fitness Center	() Other; please specify:				
() Jacuzzi/ Sauna	() Grilling Area					
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:				
Tenant Retention (Annual)			Newer Property Only			
Renewal Rate as %/ % of Market Growth: _____			Pre-Leasing Began: _____			
Typical Annual Market Growth Rate: _____			Construction Complete: _____			
Marketing Period: _____			Stabilization: _____			
			Months: _____			
			Units: _____			
			Absorption Rate: _____			
			Key x= indicates feature is present s= present in select units \$= present for a fee * See Comments			
COMMENTS:						
None.						
CONTACT PERSON: Matthew W. Davis - Primary Analyst						
POSITION: Manager						

EXHIBIT 1 INFORMATION ON COMPARABLE/ SUBJECT																																													
Property Type:		Market (x) Tax Credit (x) at of AMI			Other () Describe _____																																								
Property Name:		The Richmond Dairy Bldg																																											
Property Address:		201 W. Marshall St., Richmond, VA			Phone:		(804) 788-8888																																						
Physical Occupancy:		93 % Estimated () Actual (x)			As of (date): Current																																								
Specify the property's exterior:		Brick (x) Vinyl () T1-11 ()			Wood () Other (x); Describe _____																																								
Your impression of the Property:		Good (x) Average () Poor ()			Actual/ Effective Age: Early 1900's/ Redeveloped in 2001																																								
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 anticipated to be 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 upgrades in order to stay competitive in its respective market.																																											
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:		113 Total Units																																											
# Units	Type	Square Footage		Rent				Income/ Rent																																					
		Low	High	Low	High	\$/PSF	\$/PSF	Restrictions	Conc.	Other																																			
5	Studio	370			\$872		\$2.36	60%/ 60%																																					
11	Studio	410			\$904		\$2.21	60%/ 60%																																					
42	1x1	520			\$1,022		\$1.97	60%/ 60%																																					
2	1x1	580			\$1,022		\$1.76	60%/ 60%																																					
3	1x1 Bal	515			\$1,054		\$2.05	60%/ 60%																																					
1	1x1 Milk Bottle	550			\$1,049		\$1.91	60%/ 60%																																					
4	1x1 Milk Bottle	650			\$1,081		\$1.66	60%/ 60%																																					
7	1x1 Loft	500			\$1,022		\$2.04	60%/ 60%																																					
10	1x1 Loft	600			\$1,172		\$1.95	Market																																					
-	1x1	600			\$1,198		\$2.00	Market																																					
20	2x2	780			\$1,161		\$1.49	60%/ 60%																																					
3	2x2 patio	760			\$1,204		\$1.58	60%/ 60%																																					
1	2x2 patio	780			\$1,204		\$1.54	60%/ 60%																																					
2	2x2 Milk Bottle	800			\$1,231		\$1.54	Market																																					
1	2x2.5 MB/ Loft	925			\$1,236		\$1.34	Market																																					
1	2x2.5 MB/ Loft	1,075			\$1,396		\$1.30	60%/ 60%																																					
Unit Amenities: Check where appropriate <table style="width:100%; border: none;"> <tr> <th style="text-align: left;">Kitchen</th> <th style="text-align: left;">Heat and Cool</th> <th style="text-align: left;">Flooring</th> <th style="text-align: left;">Other</th> <th style="text-align: left;">Views</th> </tr> <tr> <td>(x) Range and Oven</td> <td>(x) Central System</td> <td>(x) Carpet</td> <td>(x) Shades/Blinds</td> <td>() Fireplace</td> </tr> <tr> <td>(x) Frost Free Ref./ Icemaker</td> <td>() Wall thru</td> <td>(x) Vinyl</td> <td>(x) Cable/ Satellite Ready</td> <td>(x) Vaulted/ High Ceiling</td> </tr> <tr> <td>() Microwave</td> <td>() Window A/C Units</td> <td>() Hardwood</td> <td>(s) Balcony/Patio</td> <td>() Upgraded Countertops</td> </tr> <tr> <td>() Dishwasher</td> <td>() Baseboard Heat</td> <td>() Ceramic</td> <td>(\$35) Washer/ Dryer</td> <td>() Garden Tubs</td> </tr> <tr> <td>(x) Garbage Disposal</td> <td>() Other: Describe _____</td> <td>() Other _____</td> <td>(x) W/D Hook-ups</td> <td>() Moulding</td> </tr> <tr> <td>(x) Range Hood</td> <td></td> <td></td> <td>() Ceiling Fans</td> <td>(s) Exposed Beam/ Brick</td> </tr> </table>											Kitchen	Heat and Cool	Flooring	Other	Views	(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace	(x) Frost Free Ref./ Icemaker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	(x) Vaulted/ High Ceiling	() Microwave	() Window A/C Units	() Hardwood	(s) Balcony/Patio	() Upgraded Countertops	() Dishwasher	() Baseboard Heat	() Ceramic	(\$35) Washer/ Dryer	() Garden Tubs	(x) Garbage Disposal	() Other: Describe _____	() Other _____	(x) W/D Hook-ups	() Moulding	(x) Range Hood			() Ceiling Fans	(s) Exposed Beam/ Brick
Kitchen	Heat and Cool	Flooring	Other	Views																																									
(x) Range and Oven	(x) Central System	(x) Carpet	(x) Shades/Blinds	() Fireplace																																									
(x) Frost Free Ref./ Icemaker	() Wall thru	(x) Vinyl	(x) Cable/ Satellite Ready	(x) Vaulted/ High Ceiling																																									
() Microwave	() Window A/C Units	() Hardwood	(s) Balcony/Patio	() Upgraded Countertops																																									
() Dishwasher	() Baseboard Heat	() Ceramic	(\$35) Washer/ Dryer	() Garden Tubs																																									
(x) Garbage Disposal	() Other: Describe _____	() Other _____	(x) W/D Hook-ups	() Moulding																																									
(x) Range Hood			() Ceiling Fans	(s) Exposed Beam/ Brick																																									
Site Amenities: Check where appropriate <table style="width:100%; border: none;"> <tr> <td>() Pool</td> <td>() Playground/Tot Lots</td> <td>(x) Elevator</td> <td>Build</td> <td>Property Class:</td> </tr> <tr> <td>() Tennis</td> <td>(\$35) Deck Parking/Garages</td> <td>() Storage</td> <td>() Garden</td> <td>() A</td> </tr> <tr> <td>(x) Rental Office</td> <td>(x) Limited Access;</td> <td>() Other: please specify:</td> <td>() TH</td> <td>(x) B</td> </tr> <tr> <td>() Car Wash Area</td> <td>(x) Fitness Center</td> <td></td> <td>(x) Mid Rise</td> <td>() C</td> </tr> <tr> <td>() Business Office for Residents</td> <td>(x) Laundry Facility</td> <td></td> <td>() High Rise</td> <td>() Other</td> </tr> <tr> <td>(x) Clubhouse/ community room</td> <td>(x) On-Site Parking</td> <td></td> <td></td> <td></td> </tr> </table>											() Pool	() Playground/Tot Lots	(x) Elevator	Build	Property Class:	() Tennis	(\$35) 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								
() Pool	() Playground/Tot Lots	(x) Elevator	Build	Property Class:																																									
() Tennis	(\$35) 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 <table style="width:100%; border: none;"> <tr> <td>(x) Water & Sewer</td> <td>() Heat (Gas/ Elec)</td> <td>() All Utilities; includes electricity</td> </tr> <tr> <td>(x) Trash Pickup</td> <td>(x) Hot Water (Gas/ Elec)</td> <td>() No Utilities</td> </tr> <tr> <td>() Security</td> <td>() Cooking (Gas/ Elec)</td> <td>() Other: please specify:</td> </tr> </table>											(x) Water & Sewer	() Heat (Gas/ Elec)	() All Utilities; includes electricity	(x) Trash Pickup	(x) Hot Water (Gas/ Elec)	() No Utilities	() Security	() Cooking (Gas/ Elec)	() Other: please specify:																										
(x) Water & Sewer	() Heat (Gas/ Elec)	() All Utilities; includes electricity																																											
(x) Trash Pickup	(x) Hot Water (Gas/ Elec)	() No Utilities																																											
() Security	() Cooking (Gas/ Elec)	() Other: please specify:																																											
<table style="width:100%; border: none;"> <tr> <td>Tenant Retention (Annual)</td> <td style="text-align: center;">60%</td> <td>Newer Property Only</td> </tr> <tr> <td>Renewal Rate as % of Market Growth:</td> <td style="text-align: center;">100%</td> <td>Pre-Leasing Began: _____</td> </tr> <tr> <td>Typical Annual Market Growth Rate:</td> <td style="text-align: center;">1%</td> <td>Construction Complete: _____</td> </tr> <tr> <td>Marketing Period</td> <td style="text-align: center;">2 weeks</td> <td>Stabilization: _____</td> </tr> <tr> <td></td> <td></td> <td>Months: _____</td> </tr> <tr> <td></td> <td></td> <td>Stabilized Units: _____</td> </tr> <tr> <td></td> <td></td> <td>Monthly Absorption Rate: _____</td> </tr> </table>											Tenant Retention (Annual)	60%	Newer Property Only	Renewal Rate as % of Market Growth:	100%	Pre-Leasing Began: _____	Typical Annual Market Growth Rate:	1%	Construction Complete: _____	Marketing Period	2 weeks	Stabilization: _____			Months: _____			Stabilized Units: _____			Monthly Absorption Rate: _____														
Tenant Retention (Annual)	60%	Newer Property Only																																											
Renewal Rate as % of Market Growth:	100%	Pre-Leasing Began: _____																																											
Typical Annual Market Growth Rate:	1%	Construction Complete: _____																																											
Marketing Period	2 weeks	Stabilization: _____																																											
		Months: _____																																											
		Stabilized Units: _____																																											
		Monthly Absorption Rate: _____																																											
																																													
COMMENTS: None																																													
CONTACT PERSON:		POSITION:																																											
Matthew W. Davis - Primary Analyst																																													

**EXHIBIT 1
INFORMATION ON COMPARABLE/ SUBJECT**

Property Type: Market () Tax Credit (x) at of AMI Other () Describe _____
 Property Name: Tobacco Landing Apartments
 Property Address: 2701 E. Main St., Richmond, VA Phone: (804) 649-9900
 Physical Occupancy: 100 % Estimated () Actual (x) As of (date): Current
 Specify the property's exterior: Brick (x) Vinyl () T1-11 () Wood () Other (x); Describe _____
 Your impression of the Property: Good (x) Average () Poor () Actual/ Effective Age: Early 1900's/ 1993
 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 anticipated to be 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 upgrades in order to stay competitive in its respective market.
 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: 62 Total Units

# Units	Type	Square Footage	Rent		Income/ Rent Restrictions	Conc.	Other
			Rent	\$/PSF			
53	1x1	676	\$963	\$1.42	50%/50%		
	1x1	676	\$1,179	\$1.74	60%/60%		
9	2x2	882	\$1,400	\$1.59	60%/60%		

Unit Amenities: Check where appropriate

Kitchen	Heat and Cool	Flooring	Other
(x) Range and Oven	(x) 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	() Balcony/Patio
(x) Dishwasher	() Baseboard Heat	() Ceramic	() Washer/ Dryer
(x) Garbage Disposal	() Other: Describe _____	() Other	() W/D Hook-ups
(x) Range Hood		() Ceiling Fans	() Moulding
			(s) Exposed Beam/ Brick
			() Fireplace
			() Vaulted/ High Ceiling
			() Upgraded Countertops
			() Garden Tubs
			() Stainless Steel Appl.
			() Other; Describe: _____
			() Views
			() Upgraded Lighting
			() Upgraded Cabinets

Site Amenities: Check where appropriate

() Pool	() Playground/Tot Lots	(x) Elevator	Build	Property Class:
() Tennis	(x) Deck Parking/Garages	() Storage	() Garden	() A
(x) Rental Office	(x) 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	(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: _____

Tenant Retention (Annual)	60%	Newer Property Only
Renewal Rate as % of Market Growth:	100%	Pre-Leasing Began: _____
Typical Annual Market Growth Rate:	1%	Construction Complete: _____
Marketing Period	2 weeks	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: Matthew W. Davis - Primary Analyst
POSITION:

LOCATION MAP

The above map provides an illustration of the concentration of communities in various portions of the subject's PMA.

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 the 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	Kitchen					Central HVAC	Flooring		
	Range	Ref.	Micro.	Dish.	Disp.		Carpet	Vinyl	Other
Subject	x	x	x	x	x	x			x
	LIHTC								
Creighton I	x	x	x	x	x	x			x
Eggleston Plaza	x	x	x	x	x	x			
Goodwyn at Union Hill	x	x	x	x	x	x	x	x	
Jefferson Townhouses	x	x	x	x	x	x	x	x	
Market Slip	x	x				x		x	
Oliver	x	x		x		x	x		
Richmond Dairy	x	x		x	x	x	x	x	x
Tobacco Landing	x	x	x	x	x	x	x	x	
Van De Vyver	x	x				x	x	x	
Oliver Crossing	x	x	x	x	x	x	x	x	
	10	10	6	8	7	10	3	7	2
Compliance Ratio	100%	100%	60%	80%	70%	100%	30%	70%	20%
Overall Compliance Ratio	70%								

The subject's overall compliance ratio with the competitive set is 70%.

Unit Profile	Shades	Bal/ Pat.	W/D	Hook ups	Upgrades	High Ceilings
Subject	x		x	x	x	
LIHTC						
Creighton I	x	x	x			
Eggleston Plaza	x	x	x			
Goodwyn at Union Hill	x			x		
Jefferson Townhouses	x	x	x			
Market Slip	x			x		
Oliver	x		x	x	x	
Richmond Dairy	x		x			x
Tobacco Landing	x					
Van De Vyver	x	x	x		x	
Oliver Crossing	x					
	10	6	4	7	8	9
Compliance Ratio	100%	60%	40%	70%	80%	90%
Overall Compliance Ratio		73%				

The subject's overall compliance ratio with the competitive set is 73%.

Site Profile	Pool	C.H.	Play Gds.	Fitness	Laundry	Site Parking	Office
Subject		x	x			x	x
LIHTC							
Creighton I		x				x	x
Eggleston Plaza						x	x
Goodwyn at Union Hill						x	x
Jefferson Townhouses						x	x
Market Slip					x	x	x
Oliver		x		x		x	x
Richmond Dairy		x		x	x	x	x
Tobacco Landing					x	x	x
Van De Vyver		x		x	x	x	x
Oliver Crossing					x	x	x
	10	6	10	7	5	10	10
Compliance Ratio	100%	60%	100%	70%	50%	100%	100%
Overall Compliance Ratio		83%					

The subject's overall compliance ratio with the competitive set is 83%.

Utility Structure								
Subject	Water	Sewer	Trash	Heat	Hot Water	Cook	Elec.	Other
Subject			x					x
Creighton I	x	x	x					
Eggleston Plaza	x	x	x					
Goodwyn at Union Hill	x	x	x					
Jefferson Townhouses	x	x	x					
Market Slip	x	x	x	x	x	x	x	
Oliver			x					
Richmond Dairy	x	x	x					
Tobacco Landing	x	x	x	x	x	x	x	
Van De Vyver	x	x	x					
Oliver Crossing								
Compliance Ratio	20%	20%	90%	80%	80%	80%	80%	0%
Overall Compliance Ratio	56%							

The subject's overall compliance ratio of 56%.

Unix Mix	Units	Studio	1 BR	2 BR	3 BR	Other
Subject	72	0%	19%	58%	22%	0%
LIHTC						
Creighton I	68	0%	60%	30%	10%	0%
Eggleston Plaza	42	0%	48%	52%	0%	0%
Goodwyn at Union Hill	52	0%	15%	63%	21%	0%
Jefferson Townhouses	218	0%	18%	57%	22%	0%
Market Slip	30	0%	80%	20%	0%	0%
Oliver	164	0%	88%	11%	0%	0%
Richmond Dairy	113	14%	61%	25%	0%	0%
Tobacco Landing	62	0%	85%	15%	0%	0%
Van De Vyver	82	71%	21%	9%	0%	0%
Oliver Crossing	222	0%	14%	61%	25%	0%
Overall Ratio		7.03%	45.11%	36.28%	10.83%	0.00%

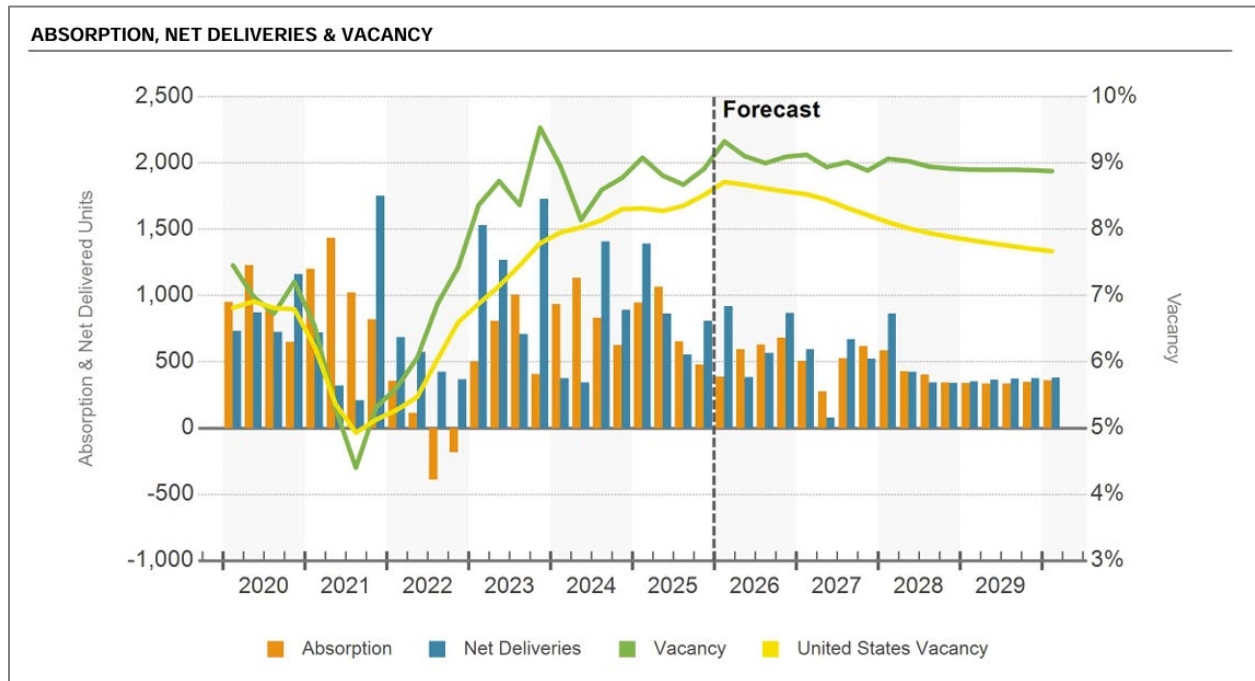
The subject's unit mix is similar to the encumbered properties in the PMA, which average around 45% 1BR units, 36% for 2BR units, and 11% for 2BR units. The subject's overall compliance ratio is adequate and therefore, we can conclude that the subject follows other similar class assets within the subjects PMA.

- Area Vacancy Rates

The subject's PMA was previously defined. Based upon our survey of competitive properties, vacancy levels were around 0%, not counting frictional vacancy from turnover, which is

considered low indicating a strong demand for affordable housing. No one property appears to be under or over representative in our survey.

The overall vacancy rate in the subject's PMA has remained relatively stable at around 7-9% stabilized vacancy. Much of this vacancy consists of new construction Class A apartments. There is a shortage of multifamily housing, especially lower income multifamily housing, in the southern City of Richmond PMA.



The vacancy rate by unit type has demonstrated a similar pattern of stability over the same time span.

- Discussion of any significant impact of the subject development on the existing rental housing stock.

The subject is proposed and upon completion of the renovation, 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

Based upon conversations with city/ county officials and investor surveys, an annual allowance of **500** competitive new dwelling units is estimated within the subject's PMA over the mid-range forecast. However, more recently, signs of the lending market relaxing, increased occupancy rates and increasing rents again is expected stir new development in the years to come.

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

Only those communities that are considered competitive with the subject are considered germane to our analysis. As previously stated, we have made an annual 100-unit annual allowance over the mid-range forecast. This is the annualized estimate of new LIHTC units in the subject's PMA which are estimated to occur within the next five years, which may compete with the subject.

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 the 60% level.

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.

A summary of the table calculating the overall capture rate is contained on the following pages. The subject consists of 1, 2 and 3 BR units with income/rent restrictions at 30%, 50%, 60% and 80% of AMI. Capture and penetration rates will be calculated for each unit/restriction type as LIHTC units (with income bands and demand based on maximum allowable rent) and with the subject's 18 PBV units (with income bands and demand based on \$0 minimum income (or income necessary to support the utility allowance) and maximum income based on the maximum income restriction per unit type).

LIHTC CAPTURE & PENETRATION RATES

TABLE			
Calculation of Housing Demand Schedule @ 80% of AMI Income; ALL AS LIHTC			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			42%
Total Potential Demand in Subject's Economic Segment			6,729
Existing Competitive Supply			578
Residual Demand from Existing Inventory			
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			42%
Demand from Income Qualified Multifamily Growth			231
Vacancy Allowance	5%		
Adjusted Demand			243
Less: New Competitive Rental Housing (U/C or Planned)			267
Residual Multifamily Demand			(24)
Adjusted Residual Demand from Growth			(24)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			50%
Adjusted Demand			3,445
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			3,421
# of Units (Subject)			26
Times: % drawn from PMA			90%
Adjusted Number of Units to be captured in PMA			23
Times: Ratio of stabilized occupancy			95%
Adjusted Number of Units to be captured in PMA			22
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	6,729	867	12.88%
Capture Rate	Subject Units	Units in Demand	
	22	3,421	0.65%

Total Renter HH Demand @ 80%; LIHTC				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	18%	21%	21%	
Total Potential Demand in Subject's Economic Segment	2,682	3,105	3,054	
Projected Change in Renter Households	248	199	59	
Affordability Index	18%	21%	21%	
Demand from Income Qualified Multifamily Growth	45.00	41.90	12.30	
Vacancy Allowance	5%			
Adjusted Demand	47.36	44.10	12.94	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(178)	(137)	(41)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	50%			
Adjusted Demand	1,554	1,250	373	
Net Demand - New & Existing Income Qualified Renter Households	1,376	1,112	332	
Subject Units	3	17	6	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	3	15	5	
Capture Rate	0.19%	1.31%	1.55%	

TABLE			
Calculation of Housing Demand Schedule @ 60% of AMI Income; ALL AS LIHTC			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			20%
Total Potential Demand in Subject's Economic Segment			3,146
Existing Competitive Supply			561
Residual Demand from Existing Inventory			
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			20%
Demand from Income Qualified Multifamily Growth			108
Vacancy Allowance	5%		
Adjusted Demand			114
Less: New Competitive Rental Housing (U/C or Planned)			267
Residual Multifamily Demand			(153)
Adjusted Residual Demand from Growth			(153)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			20%
Adjusted Demand			1,378
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			1,225
# of Units (Subject)			10
Times: % drawn from PMA			90%
Adjusted Number of Units to be captured in PMA			9
Times: Ratio of stabilized occupancy			95%
Adjusted Number of Units to be captured in PMA			9
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	3,146	836	26.58%
Capture Rate	Subject Units	Units in Demand	
	9	1,225	0.70%

Total Renter HH Demand @ 60%; LIHTC				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	5%	7%	8%	
Total Potential Demand in Subject's Economic Segment	689	1,025	1,187	
Projected Change in Renter Households	248	199	59	
Affordability Index	5%	7%	8%	
Demand from Income Qualified Multifamily Growth	11.56	13.83	4.78	
Vacancy Allowance	5%			
Adjusted Demand	12.17	14.56	5.03	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(213)	(167)	(49)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	20%			
Adjusted Demand	622	500	149	
Net Demand - New & Existing Income Qualified Renter Households	408	333	100	
Subject Units	3	3	4	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	3	3	3	
Capture Rate	0.63%	0.77%	3.42%	

TABLE			
Calculation of Housing Demand Schedule @ 50% of AMI Income; ALL AS LIHTC			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			16%
Total Potential Demand in Subject's Economic Segment			2,554
Existing Competitive Supply			235
Residual Demand from Existing Inventory			
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			16%
Demand from Income Qualified Multifamily Growth			88
Vacancy Allowance	5%		
Adjusted Demand			92
Less: New Competitive Rental Housing (U/C or Planned)			112
Residual Multifamily Demand			(19)
Adjusted Residual Demand from Growth			(19)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			20%
Adjusted Demand			1,378
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			1,358
# 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
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	2,554	371	14.51%
Capture Rate	Subject Units	Units in Demand	
	24	1,358	1.76%

Total Renter HH Demand @ 50%; LIHTC				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	4%	5%	7%	
Total Potential Demand in Subject's Economic Segment	612	753	989	
Projected Change in Renter Households	248	199	59	
Affordability Index	4%	5%	7%	
Demand from Income Qualified Multifamily Growth	10.27	10.16	3.98	
Vacancy Allowance	5%			
Adjusted Demand	10.81	10.70	4.19	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(215)	(171)	(50)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	20%			
Adjusted Demand	622	500	149	
Net Demand - New & Existing Income Qualified Renter Households	407	329	99	
Subject Units	4	20	4	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	3	17	3	
Capture Rate	0.84%	5.19%	3.45%	

TABLE			
Calculation of Housing Demand Schedule @ 30% of AMI Income; ALL AS LIHTC			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			10%
Total Potential Demand in Subject's Economic Segment			1,649
Existing Competitive Supply			239
Residual Demand from Existing Inventory			
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			10%
Demand from Income Qualified Multifamily Growth			57
Vacancy Allowance	5%		
Adjusted Demand			60
Less: New Competitive Rental Housing (U/C or Planned)			114
Residual Multifamily Demand			(54)
Adjusted Residual Demand from Growth			(54)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			20%
Adjusted Demand			1,378
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			1,324
# of Units (Subject)			8
Times: % drawn from PMA			90%
Adjusted Number of Units to be captured in PMA			7
Times: Ratio of stabilized occupancy			95%
Adjusted Number of Units to be captured in PMA			7
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	1,649	359	21.79%
Capture Rate	Subject Units	Units in Demand	
	7	1,324	0.52%

Total Renter HH Demand @ 30%; LIHTC				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	3%	3%	4%	
Total Potential Demand in Subject's Economic Segment	476	487	558	
Projected Change in Renter Households	248	199	59	
Affordability Index	3%	3%	4%	
Demand from Income Qualified Multifamily Growth	7.98	6.57	2.25	
Vacancy Allowance	5%			
Adjusted Demand	8.41	6.92	2.36	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(217)	(174)	(52)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	20%			
Adjusted Demand	622	500	149	
Net Demand - New & Existing Income Qualified Renter Households	404	325	97	
Subject Units	4	2	2	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	3	2	2	
Capture Rate	0.85%	0.53%	1.76%	

TABLE			
Calculation of Housing Demand Schedule; Blended; LIHTC			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			52%
Total Potential Demand in Subject's Economic Segment			8,334
Existing Competitive Supply			1,053
Residual Demand from Existing Inventory			0
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			52%
Demand from Income Qualified Multifamily Growth			286
Vacancy Allowance	5%		
Adjusted Demand			301
Less: New Competitive Rental Housing (U/C or Planned)			500
Residual Multifamily Demand			(199)
Adjusted Residual Demand from Growth			(199)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			50%
Adjusted Demand			3,445
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			3,246
# of Units (Subject)			72
Times: % drawn from PMA			90%
Adjusted Number of Units to be captured in PMA			65
Times: Ratio of stabilized occupancy			95%
Adjusted Number of Units to be captured in PMA			62
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	8,334	1,615	19.37%
Capture Rate	Subject Units	Units in Demand	
	62	3,246	1.90%

Total Renter HH Demand @ Blended; LIHTC				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	30%	36%	39%	
Total Potential Demand in Subject's Economic Segment	4,460	5,371	5,788	
Projected Change in Renter Households	248	199	59	
Affordability Index	30%	36%	39%	
Demand from Income Qualified Multifamily Growth	74.82	72.47	23.30	
Vacancy Allowance	5%			
Adjusted Demand	78.75	76.28	24.53	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(147)	(105)	(30)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	50%			
Adjusted Demand	1,554	1,250	373	
Net Demand - New & Existing Income Qualified Renter Households	1,407	1,145	343	
Subject Units	14	42	16	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	12	36	14	
Capture Rate	0.85%	3.14%	3.98%	

PBV CAPTURE & PENETRATION RATES

TABLE			
Calculation of Housing Demand Schedule; Blended; PBV			
Total Current Population (2025)			39,149
Average Household Size			1.92
Current Household Demand Estimate (2025)			20,411
Renter Ratio			79%
Total Demand			16,023
Affordability Index			75%
Total Potential Demand in Subject's Economic Segment			12,017
Existing Competitive Supply			1,053
Residual Demand from Existing Inventory			0
Projected Households (2030)			21,111
Projected Change in Households			700
Renter Ratio			79%
Projected Change in Renter Households			550
Affordability Index			75%
Demand from Income Qualified Multifamily Growth			412
Vacancy Allowance	5%		
Adjusted Demand			434
Less: New Competitive Rental Housing (U/C or Planned)			500
Residual Multifamily Demand			(66)
Adjusted Residual Demand from Growth			(66)
Demand from Existing Households			
Current Number of Renter Households			16,023
Turnover Demand from Cost Burden & Substandard HH	43%		6,890
Movership Demand	0.0%		0
Marginal Demand from all Turnover			6,890
Affordability Index			50%
Adjusted Demand			3,445
Tenant Retention			0
Net Demand-New & Existing Income Qualified Renter Households			3,379
# of PBV Units (Subject)			18
Times: % drawn from PMA			90%
Adjusted Number of Units to be captured in PMA			16
Times: Ratio of stabilized occupancy			95%
Adjusted Number of Units to be captured in PMA			15
Rate Analysis			
Penetration Rate	Units	Competitive Units	
	12,017	1,568	13.05%
Capture Rate	Subject Units	Units in Demand	
	15	3,379	0.46%

Total Renter HH Demand @ Blended; PBV				16,023
	1BR	2BR	3BR	
Tenure by BR	45.11%	36.28%	10.83%	
Adjusted Demand by BR	7,228	5,813	1,735	
Affordability Index	38%	45%	55%	
Total Potential Demand in Subject's Economic Segment	5,622	6,596	8,139	
Projected Change in Renter Households	248	199	59	
Affordability Index	38%	45%	55%	
Demand from Income Qualified Multifamily Growth	94.32	89.00	32.77	
Vacancy Allowance	5%			
Adjusted Demand	99.29	93.68	34.49	
Less: New Competitive Rental Housing (U/C or Planned)	226	181	54	
Residual Demand from Growth	(126)	(88)	(20)	
Turnover Demand from Cost Burden & SS Housing	43% 3,108	2,499	746	
Affordability Index	50%			
Adjusted Demand	1,554	1,250	373	
Net Demand - New & Existing Income Qualified Renter Households	1,428	1,162	353	
Subject Units	2	12	4	
Times: % drawn from PMA	90%			
Times: Ratio of stabilized occupancy	95%			
Adjusted Subject Units	2	10	3	
Capture Rate	0.12%	0.88%	0.97%	

EVALUATION OF PROPOSED RENTS

The subject contains one-bedroom dwelling units with rent restrictions at 30%, 50%, 60% and 80% 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. Note that the subject's 80% units will be charged the maximum allowable rent of 60%. The maximum allowable 80% rent is not deemed achievable, as it is well above market.

Rents for Similar Class Assets		Studio	\$ / PSF 1BR	\$ / PSF	2BR	\$ / PSF	3BR	\$ / PSF
Property	Restrictions							
Subject 30%	30%		\$512	\$0.73	\$607	\$0.63	\$692	\$0.58
Subject 50%	50%		\$938	\$1.34	\$1,118	\$1.17	\$1,282	\$1.07
Subject 60%	60%		\$1,151	\$1.64	\$1,374	\$1.44	\$1,577	\$1.31
Subject 80%*	80%		\$1,151	\$1.64	\$1,374	\$1.44	\$1,577	\$1.31
Creighton I	40%		\$770	\$1.50	\$916	\$0.92		
	50%		\$981	\$1.91	\$1,156	\$1.16		
	60%		\$1,194	\$2.32	\$1,491	\$1.49		
	70%						\$1,891	\$1.46
	80%		\$1,555	\$3.03				
Eggleston Plaza	60%		\$1,060	\$2.06	\$1,357	\$1.62		
Goodwyn at Union Hill	60%		\$995	\$1.82	\$1,250	\$1.55	\$1,495	\$1.46
Jefferson Townhouses	50%		\$1,000	\$1.68	\$1,225	\$1.63	\$1,395	\$1.54
Market Slip	60%		\$1,179	\$1.79	\$1,400	\$1.43		
Oliver	60%		\$1,177	\$2.29	\$1,409	\$1.68		
Richmond Dairy	60%		\$1,022	\$1.76	\$1,230	\$1.21		
Tobacco Landing	60%		\$1,179	\$1.74	\$1,400	\$1.59		
	50%		\$963	\$1.42				
Van De Vyver	50%		\$998	\$2.11	\$1,155.00	\$2.12	\$1,489	\$1.70
Oliver Crossing	40%		\$800	\$1.41	\$901.00	\$1.22	\$1,001	\$1.07
	Min			\$1.41		\$0.92		\$1.07
	Max			\$3.03		\$2.12		\$1.70
	Average			\$1.92		\$1.47		\$1.45

*Note: for the subject 80% units, the applicable rent will be capped at the 60% maximum allowable rent.

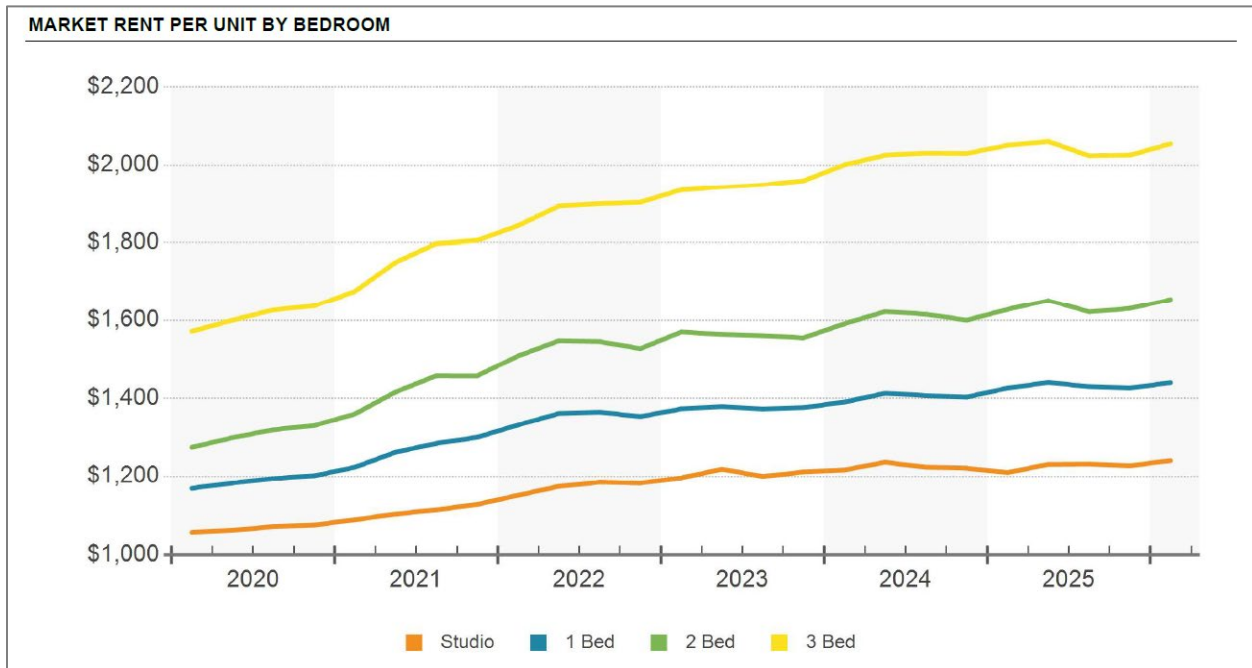
The subject's proposed rents appear to be in line with other LIHTC communities based on rent restrictions. Most facilities in the subject's PMA will max out the rent restrictions up to 60% of AMI.

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 Assets						
Property	1BR \$	\$ / PSF	2 BR \$	\$/ PSF	3 BR \$	\$/ PSF
<i>Subject</i>						
Subject 30%	\$512	\$0.73	\$607	0.63	\$692	0.58
Subject 50%	\$938	\$1.34	\$1,118	1.17	\$1,282	1.07
Subject 60%	\$1,151	\$1.64	\$1,374	1.44	\$1,577	1.31
Subject 80%*	\$1,151	\$1.64	\$1,374	1.44	\$1,577	1.31
Market Rate Apartments						
Shockoe Valley View	\$1,349	\$2.45	\$1,654	\$1.79	\$1,969	\$1.76
The Attain	\$1,304	\$2.38	\$1,669	\$2.21	\$1,745	\$1.62
American Tobacco	\$1,163	\$1.68	\$1,412	\$1.49	\$1,804	\$1.60
The Masonry	\$1,215	\$1.99	\$1,480	\$1.94	\$2,249	\$2.15
Min	\$1,163	\$1.68				
Max	\$1,349	\$2.45				
Average	\$1,258	\$2.12				

As the above table illustrates, the subject’s potential market and encumbered rents are relatively similar.. The comparables indicate the subject’s proposed rent level appears reasonable and achievable. The above analysis indicates the subject’s PMA compares favorably to the overall market.

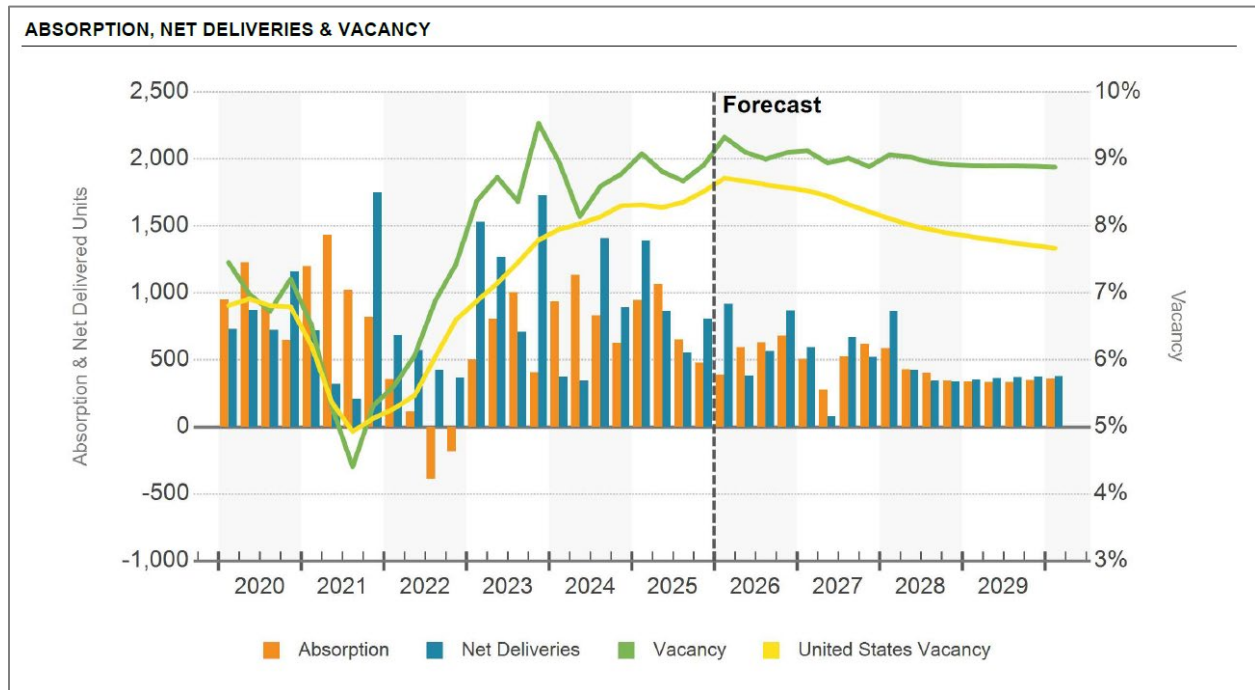
Within the subject’s PMA, asking rates on a per BR basis have been modestly trending upwards. Asking rents for the one, two, and three bedrooms are approximately \$1,400, \$1,600, and \$2,000, respectively.



ABSORPTION

In order to estimate the absorption rate for the subject, we surveyed other similar assets in the subject’s immediate and extended market area to determine how quickly those assets leased up and achieved stabilization. The analysis is as follows;

To estimate the absorption rate for the subject, we surveyed other similar assets in the subject’s PMA to determine how quickly those assets leased up and achieved stabilization. The newer developments being developed in the area are absorbing at around 5-10 dwelling units per month, depending on size. Given the subject’s size, we anticipate an average monthly absorption rate of 10 units per month. This will give the subject adequate time to pre-lease all units. The data below indicates that when new units are constructed, they tend to be absorbed relatively quickly. There appears to be a shortage of multifamily, and specifically income and rent restricted multifamily, in the City of Richmond. The subject is proposed and as such, adequate time for preleasing will exist.



Given the subject’s size and more intensive marketing efforts associated with larger projects, we have estimated a monthly absorption rate of 10 dwelling units per month. The subject is proposed construction.

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 3,246 dwelling units, overall, for the LIHTC units, and 3,379 units overall for the PBV units.
- The analyst anticipates adequate demand for accessible and supportive housing for persons with disabilities in the subject's primary market area.
- Virginia Housing 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. 22% of the subject's units are 3-BR units. There is adequate demand for 3-BR units in the PMA given the average household size, and demand for affordable housing for those with children.
- 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 62 units. The subject's overall blended capture rate is 1.90% for the LIHTC units and 0.46% for the PBV units.
- The subject is expected to be absorbed into the market at a pace of 10 dwelling units per month. Financing is currently available at feasible terms and the feasibility rent is sufficient to cover the 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 provides 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 county. 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 is proposed. 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 10 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.

VIRGINIA HOUSING NET DEMAND TABLE

Using Virginia Housing'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.

LIHTC	
Income Restrictions	Up to 80%, LIHTC
Min.	\$21,874
Max	\$94,440
Demand from Existing HH	0
New Rental HH's	(199)
PLUS	
*Existing HH's (Rent Overburdened+ Substandard HH+ Turnover)	3,445
PLUS	
Existing HH's (Substandard HH's)	see above
PLUS	
Homeowners converting to Rental HH's	0
PLUS	
Existing Qualifying Tenants (retain post rehab)	0
EQUALS	
Demand	3,246
MINUS	
**Supply	0
EQUALS	
NET DEMAND	3,246
TOTAL ABSORPTION PERIOD (months)	6.84
*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	

Project-Based Vouchers	
Income Restrictions	Up to 60%, LIHTC
Min.	\$4,320
Max	\$94,440
Demand from Existing HH	0
New Rental HH's	(66)
PLUS	
*Existing HH's (Rent Overburdened+ Substandard HH+ Turnover)	3,445
PLUS	
Existing HH's (Substandard HH's)	see above
PLUS	
Homeowners converting to Rental HH's	0
PLUS	
Existing Qualifying Tenants (retain post rehab)	0
EQUALS	
Demand	3,379
MINUS	
**Supply	0
EQUALS	
NET DEMAND	3,379
TOTAL ABSORPTION PERIOD (months)	6.84
*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	

Project-Based Vouchers	
Income Restrictions	Up to 60%, LIHTC
Min.	\$4,320
Max	\$94,440
Demand from Existing HH	0
New Rental HH's	(66)
PLUS	
*Existing HH's (Rent Overburdened+ Substandard HH+ Turnover)	3,445
PLUS	
Existing HH's (Substandard HH's)	see above
PLUS	
Homeowners converting to Rental HH's	0
PLUS	
Existing Qualifying Tenants (retain post rehab)	0
EQUALS	
Demand	3,379
MINUS	
**Supply	0
EQUALS	
NET DEMAND	3,379
TOTAL ABSORPTION PERIOD (months)	13.68
*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 Matthew W. Davis, the primary analyst, includes: (see addenda for primary market analyst resume).

- Have 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.

Selected vendors for demographic information and forecasts include:

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

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 Virginia Housing.
4. Neither I nor anyone at my firm has any interest in the proposed development or a relationship with the ownership entity.
5. Neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communicated to others that my firm is representing Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.



Market Analyst

March 03, 2026

Date

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 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
Matthew W. Davis	Adequate Land Viewing

- 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 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.

A handwritten signature in blue ink, appearing to read "Matt Davis".

Matthew W. Davis
President, Davis Valuation
Certified General Real Estate Appraiser
License No. 4001 018648

SEQUENCE OF ADDENDA MATERIALS

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

MATTHEW W. DAVIS

Certified General Real Estate Appraiser

WORK EXPERIENCE

I am a certified general appraiser who has written over 1,000 narrative commercial appraisal reports of various property types, including:

- **Residential Subdivisions**
- **Office** (from single tenant to 200,000+ SF office buildings)
- **Medical office** (from single tenant to large ambulatory surgery centers)
- **Retail** (freestanding retail, neighborhood, community, and shopping centers, net lease retail, convenience stores/gas stations, QSR, branch banks, auto dealerships)
- **Industrial** (office warehouse, flex, self-storage, distribution, light manufacturing, warehousing)
- **Multifamily** (student housing, LIHTC Section 42 (including market studies), Section 8, adaptive reuse, mobile home parks, general multifamily)
- **Hospitality** (branded and independent hotels and motels, bed and breakfasts)
- **Assisted Living/Memory Care**
- Other property types including golf courses, marinas, RV parks, nutrient and wetland credit banks, large farm estates, poultry and swine farms, timber, agricultural land, wedding/event venues, wineries, churches, and schools.
- I also have extensive experience valuing various scenarios/interests including: diminution in value, conservation easements, wetland banks, condemnations, tax credits, and tax appeal cases.

CONTACT

PHONE: 540-580-4049

EMAIL: matt@davisvaluation.com

EDUCATION

Virginia Commonwealth University- School of Business 2023; Master of Science in Business, Real Estate Concentration

This program satisfies the educational requirements for the MAI & CCIM designations. Relevant coursework includes Real Estate Appraisal, Real Estate Development, Real Estate Finance, Investment Analysis, Financial Markets, Statistical Analysis. Guided study project entailed successfully creating and training a deep neural network AVM for multifamily.

Hampden Sydney College 2005 – 2009: Bachelor of Arts, Economics & Commerce Economics major with a concentration in accounting.

WORK EXPERIENCE

Owner at Davis Valuation

January 2025 – Present

Responsible for providing written valuation reports of real property interests in a variety of property types

Appraiser at EAJoseph Appraisal & Consultation,

January 2015–January 2025

Responsible for providing written valuation reports of real property interests in a variety of property types.

Valuation Analyst at MGMiller Valuations/Colliers International

August 2011–September 2014

Responsible for providing written valuation reports of real property interests in a variety of property types.

Residential Analyst at Southern Bankers Services

May 2009–May 2010

Responsible for providing written valuation reports of residential properties

CERTIFICATIONS

Certified General Real Estate Appraiser

Commonwealth of Virginia; License No. 4001 018648

State of Maryland; License No. 35585