

# MARKET STUDY

Property:  
Tranquility at the Lakes II  
5841 Burton Station Road  
Virginia Beach, Virginia 23455



Type of Property:  
Affordable Multifamily Development  
Elderly  
Renovation

Date of Report:  
March 3, 2026

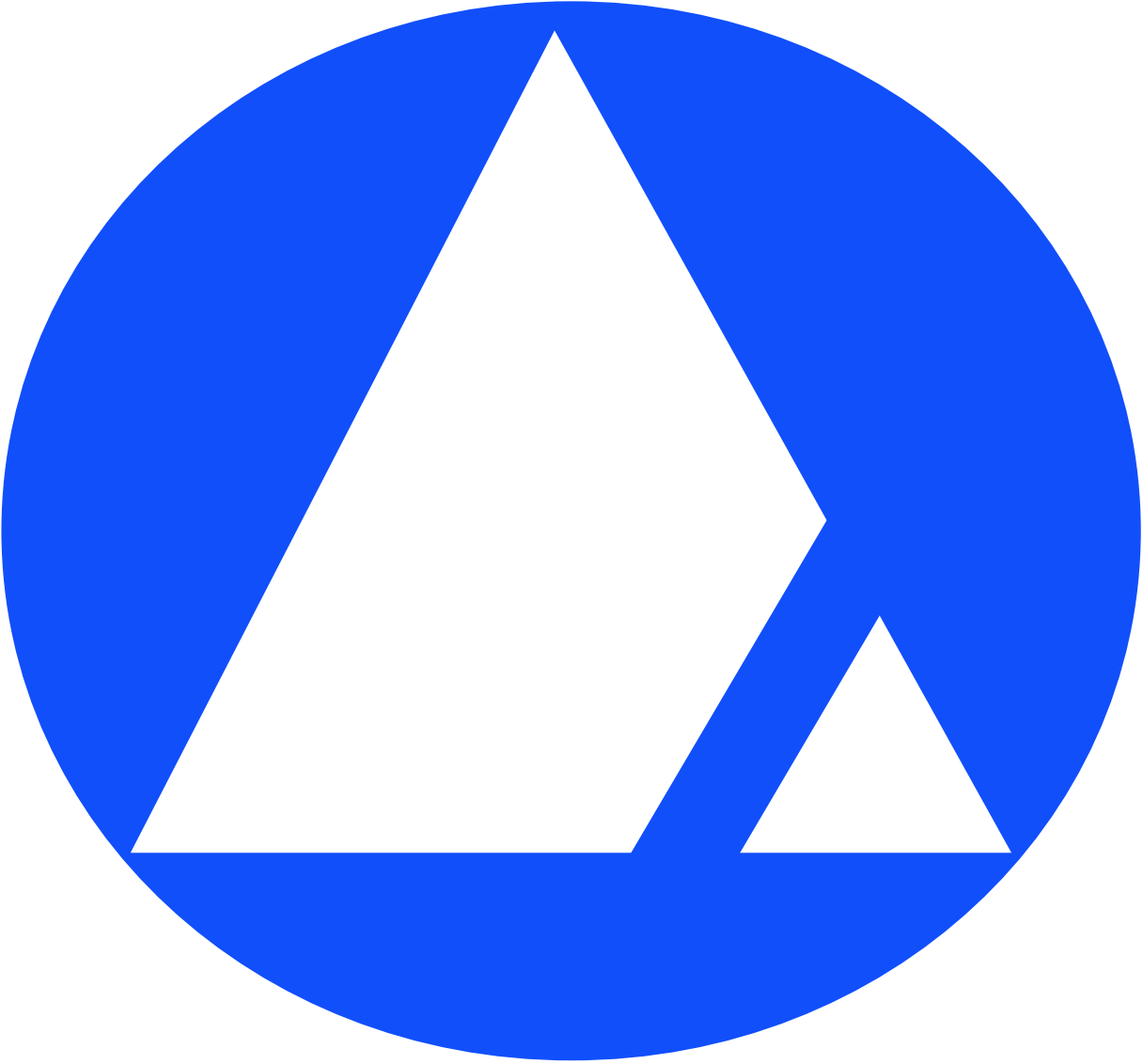
Effective Date:  
March 1, 2026

Date of Site Inspection:  
March 1, 2026

Prepared For:  
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March 3, 2026

Mr. Steve Bleile  
Virginia Community Development Corporation  
115 South 15th Street, Suite 501  
Richmond, Virginia 23219

Re: Tranquility at the Lakes II

Dear Mr. Steve Bleile:

The subject property, known as Tranquility at the Lakes II, is a proposed affordable multifamily development to be located at 5841 Burton Station Road in Virginia Beach, Virginia. The subject property is proposed to consist of 38 revenue-producing units to be constructed with tax credit financing. The subject property is a proposed 62+ age-restricted community.

The subject property is proposed to consist of 38 revenue-producing units including 1 and 2-bedroom garden apartments. A total of 19 units are proposed to be income restricted to 50% of AMI; a total of 19 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 20 units are proposed to benefit from project-based rental assistance; a total of 19 units are proposed to benefit from HOME financing. The rent and income restrictions will remain in place until the tax credit compliance period expires.

The scope of this assignment consists of a comprehensive market analysis for the subject property. The market study was completed in accordance with Virginia Housing, National Council for Housing Market Analyst (NCHMA) guidelines and the Uniform Standards of Professional Practice (USPAP). The completion of this report involved a site visit, interviews with local property managers, and the collection of market data through discussions with persons knowledgeable of the local real estate market.

The purpose, intended use, and function of the report is to assess the marketability of the subject property for tax credit application purposes. This report should not be used for any other purposes without the express written permission of Allen & Associates Consulting.

The report has been generated for the benefit of our client Virginia Community Development Corporation. Virginia Housing is named as an additional user of the report. No other person or entity may use the report for any reason whatsoever without our express written permission.

A summary of our findings and conclusions is found in the following pages. The conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While the analysis that follows is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

Feel free to contact us with any questions or comments.

Respectfully submitted:  
ALLEN & ASSOCIATES CONSULTING

A handwritten signature in blue ink, appearing to read "Jeff Carroll", is positioned above the printed name.

Jeff Carroll

## EXECUTIVE SUMMARY

The following is a summary of our key findings and conclusions with respect to the subject property:

### Project Description

The subject property, known as Tranquility at the Lakes II, is a proposed affordable multifamily development to be located at 5841 Burton Station Road in Virginia Beach, Virginia. The subject property is proposed to consist of 38 revenue-producing units to be constructed with tax credit financing. The subject property is a proposed 62+ age-restricted community.

### Proposed Unit Mix

The subject property is proposed to consist of 38 revenue-producing units including 1 and 2-bedroom garden apartments. A total of 19 units are proposed to be income restricted to 50% of AMI; a total of 19 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 20 units are proposed to benefit from project-based rental assistance; a total of 19 units are proposed to benefit from HOME financing. The rent and income restrictions will remain in place until the tax credit compliance period expires.

Unit Type / Income Limit / Rent Limit	Proposed Unit Configuration			Gross Rent	UA	Net Rent
	HOME	Subsidized	Units			
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,547	\$173	\$1,374
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,547	\$173	\$1,374
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,547	\$173	\$1,374
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,082	\$173	\$909
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,547	\$173	\$1,374
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$1,087	\$217	\$870
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,302	\$217	\$1,085
Total/Average			38	\$1,350	\$180	\$1,170

### Achievable Rents

In the following table we present our concluded achievable rents and rent advantage for the subject property:

Unit Type / Income Limit / Rent Limit	Achievable Rents			Achievable	Proposed	Advantage
	HOME	Subsidized	Units			
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,800	\$1,374	23.7%
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,025	\$909	11.3%
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,800	\$1,374	23.7%
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$981	\$870	11.3%
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,221	\$1,085	11.1%
Total / Average			38	\$1,451	\$1,170	19.4%

Our analysis suggests an average achievable rent of \$1,451 for the subject property. This is compared with an average proposed rent of \$1,170, yielding an achievable rent advantage of 19.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

### NCHMA Demand Analysis

In the following tables we present our concluded demand, capture rate, penetration rate and absorption period estimates for the subject property using the NCHMA demand methodology:

Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
1-Bedroom / Subsidized / 60% of AMI	20	1,297	20	1.5%	1.6%	4.6%	2
1-Bedroom / Restricted / 60% of AMI	12	654	12	1.8%	1.9%	8.4%	3
2-Bedroom / Restricted / 50% of AMI	2	363	2	0.6%	0.6%	24.5%	<1
2-Bedroom / Restricted / 60% of AMI	4	466	6	0.9%	0.9%	17.8%	1

Project-Wide Gross Capture Rate	2.9%
Project-Wide Net Capture Rate	3.0%
Project-Wide Penetration Rate	22.1%
Stabilized Occupancy	97%
Project-Wide Absorption Period	3 mos

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 12.1 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

VHDA Demand Analysis

In the following table we present our concluded capture rate and absorption period estimates for the subject property using the VHDA demand methodology:

Project-Wide Capture Rate - LIHTC Units	1.8%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	1.8%
Project-Wide Absorption Period (Months)	3 mos

Conclusion

In conclusion, the subject property appears to be feasible from a market standpoint. The units appear to be priced appropriately and we anticipate a rapid lease-up after construction.

Because of the demonstrated depth of demand in this area, we do not believe the construction of this property will have an adverse impact on existing projects in the market area.

Tranquility at the Lakes II  
5841 Burton Station Road  
Virginia Beach, Virginia 23455

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income	\$5,190			\$32,610	\$32,460				\$5,190
Maximum Income	\$51,120			\$42,600	\$51,120				\$51,120
New Rental Households	57			9	20				85
(+)									
Existing Households - Overburdened	999			152	352				1,504
(+)									
Existing Households - Substandard Housing	105			16	37				158
(+)									
Elderly Households - Likely to Convert to Rental Housing	290			44	102				
(+)									
Existing Qualifying Tenants - To Remain After Renovation									
(+)									
Total Demand	1,451			221	511				1,747
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)	20			2	18				40
(=)									
Net Demand	1,431			219	493				1,707
Proposed Units	20			2	16				38
Capture Rate	1.4%			0.9%	3.2%				2.2%
Absorption Period (Months)	3 mos			3 mos	3 mos				3 mos

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## PROJECT OVERVIEW

### Project Description

The subject property, known as Tranquility at the Lakes II, is a proposed affordable multifamily development to be located at 5841 Burton Station Road in Virginia Beach, Virginia. The subject property is proposed to consist of 38 revenue-producing units to be constructed with tax credit financing. The subject property is a proposed 62+ age-restricted community.

Select project details are summarized below:

Project Description	
Property Name	Tranquility at the Lakes II
Street Number	5841
Street Name	Burton Station
Street Type	Road
City	Virginia Beach
County	Virginia Beach City
State	Virginia
Zip	23455
Units	38
Project Rent	Restricted
Project Type	Elderly
Project Status	Construction
Financing Type	Tax Credit
Latitude	36.8824
Longitude	-76.1905

### Construction and Lease-Up Schedule

We anticipate a 12-month construction period for this project. Assuming a September 1, 2025 closing, this yields a date of completion of September 1, 2026. Our demand analysis (found later in this report) suggests a 3-month absorption period. This yields a date of stabilization of December 1, 2026.

### Unit Configuration

The subject property is proposed to consist of 38 revenue-producing units including 1 and 2-bedroom garden apartments. A total of 19 units are proposed to be income restricted to 50% of AMI; a total of 19 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 20 units are proposed to benefit from project-based rental assistance; a total of 19 units are proposed to benefit from HOME financing. The rent and income restrictions will remain in place until the tax credit compliance period expires.

Proposed Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
1	1.0	510	Garden/Flat	50%	40%	Yes	Yes	3	\$1,547	\$1,374
1	1.0	639	Garden/Flat	50%	40%	Yes	Yes	1	\$1,547	\$1,374
1	1.0	510	Garden/Flat	50%	50%	Yes	Yes	13	\$1,547	\$1,374
1	1.0	510	Garden/Flat	60%	60%	No	No	12	\$1,082	\$909
1	1.0	639	Garden/Flat	60%	60%	No	Yes	3	\$1,547	\$1,374
2	1.5	831	Garden/Flat	50%	50%	Yes	No	2	\$1,087	\$870
2	1.5	831	Garden/Flat	60%	60%	No	No	4	\$1,302	\$1,085
Total/Average		574						38	\$1,350	\$1,170

## Income & Rent Limits

The subject property is operated subject to certain income restrictions. The following table gives the applicable income limits for this area:

Income Limits						
HH Size	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
1.0 Person	\$22,380	\$29,840	\$37,300	\$44,760	\$52,220	\$59,680
2.0 Person	\$25,560	\$34,080	\$42,600	\$51,120	\$59,640	\$68,160
3.0 Person	\$28,770	\$38,360	\$47,950	\$57,540	\$67,130	\$76,720
4.0 Person	\$31,950	\$42,600	\$53,250	\$63,900	\$74,550	\$85,200
5.0 Person	\$34,530	\$46,040	\$57,550	\$69,060	\$80,570	\$92,080
6.0 Person	\$37,080	\$49,440	\$61,800	\$74,160	\$86,520	\$98,880
7.0 Person	\$39,630	\$52,840	\$66,050	\$79,260	\$92,470	\$105,680
8.0 Person	\$42,180	\$56,240	\$70,300	\$84,360	\$98,420	\$112,480

Source: HUD; State Housing Finance Agency

The income limits found above were based (in part) on HUD's published median household income for the area. The table below shows how this statistic has increased/decreased over the past several years:

Historical Median Income		
Year	\$	Change
2016	\$70,500	-0.6%
2017	\$73,000	3.5%
2018	\$75,000	2.7%
2019	\$79,300	5.7%
2020	\$82,500	4.0%
2021	\$84,500	2.4%
2022	\$93,500	10.7%
2023	\$100,500	7.5%
2024	\$100,700	0.2%
2025	\$106,500	5.8%

Source: HUD

The subject property is operated subject to certain rent restrictions. The following table gives the maximum housing expense (net rent limit + tenant-paid utilities) for this area:

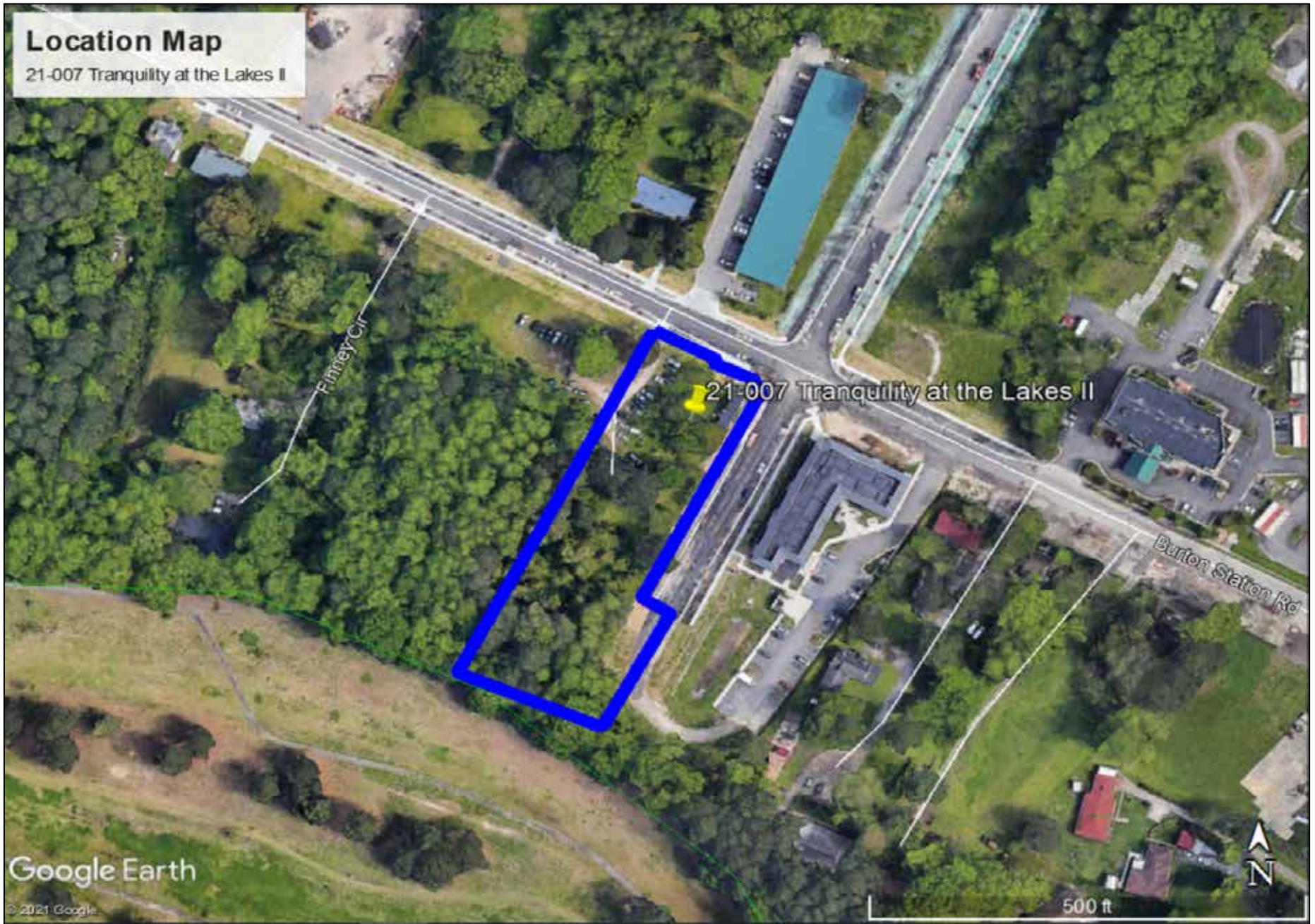
Maximum Housing Expense						
Unit Type	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
0 Bedroom	\$559	\$746	\$932	\$1,119	\$1,305	\$1,492
1 Bedroom	\$599	\$799	\$998	\$1,198	\$1,398	\$1,598
2 Bedroom	\$719	\$959	\$1,198	\$1,438	\$1,678	\$1,918
3 Bedroom	\$831	\$1,108	\$1,385	\$1,662	\$1,939	\$2,216
4 Bedroom	\$927	\$1,236	\$1,545	\$1,854	\$2,163	\$2,472

Source: HUD

The following table sets forth the gross fair market rents (net fair market rents + tenant-paid utilities) that would apply to any Section 8 voucher recipients or any units benefiting from HOME financing at the subject property:

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$1,492
1 Bedroom	\$1,512
2 Bedroom	\$1,713
3 Bedroom	\$2,376
4 Bedroom	\$2,797

Source: HUD



## IMPROVEMENT DESCRIPTION & ANALYSIS

Our improvement analysis includes an evaluation of the following factors with respect to the subject property: (1) Building Features; (2) Unit Features; (3) Project Amenities, (4) Utility Configuration; and (5) Useful Life Analysis.

### **Building Features**

The subject property is proposed to consist of 38 revenue-producing units in 1 residential building and 0 non-residential buildings. The development is proposed to include approximately 21,822 square feet of net rentable area and 0,0 square feet of gross building area.

Additional information regarding the subject property's proposed major building systems is found below.

#### Foundation - Concrete Slab, Basements, Crawl Spaces, etc.

The subject property is proposed to include slab on grade foundations.

#### Structural Frame - Floor, Wall, Roof Structural Systems, etc.

The subject property is proposed to be constructed with wood frame surfaced with plywood. Floor/ceiling assemblies are proposed to consist of wood joists & plywood or concrete subfloors. Roof assemblies are proposed to consist of wood trusses & plywood sheathing.

#### Exterior Wall - Exterior Finishes, Doors, Windows, Exterior Stairs, etc.

The subject is proposed to include fiber cement siding & brick veneer, single hung vinyl double pane windows, steel clad insulated six-panel unit entry doors, and steel clad insulated patio doors with glass panels.

#### Roof - Sheathing, Coverings, Warranties, Gutters & Downspouts, Soffit & Fascia, etc.

The subject is proposed to include hipped asphalt shingle roofs.

#### Vertical Transportation - Elevator, Interior Stair Systems

The subject property is a proposed 3-story development which is proposed to include 1 residential building(s) with elevators and common area stairwells.

#### Plumbing - Sanitary, Storm, Sewer, Fixtures, Domestic Hot Water

Domestic water piping is proposed to be constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Potable hot water is proposed to be supplied via individual electric hot water heaters.

#### HVAC - Heating, Air Conditioning, Ventilation

The subject property is proposed to include individual interior-mounted electric heat, individual exterior-mounted a/c compressors with interior-mounted air handlers.

#### Electrical and Communications - Distribution, Aluminum Wiring, etc.

Buildings are proposed to receive electrical power from exterior pad-mounted transformers. Electrical service to units is proposed to consist of 120/240V AC with 100 amps available for each panel. Electrical wiring is proposed to consist of copper. Properly grounded, three-prong outlets are proposed in each dwelling unit. The outlets located in the wet areas are proposed to be Ground Fault Circuit Interrupter (GFCI) outlets. Surface-mounted fluorescent & LED fixtures are proposed.

#### Fire Suppression

The subject property is not proposed to be equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. Hard-wired smoke detectors with battery backup are proposed in each bedroom area.

### **Unit Features**

The subject property is proposed to contain 38 revenue-producing units including 33 regular units and 5 accessible units, including 44 bedrooms, 38 full bathrooms and 6 half bathrooms.

Additional information regarding the subject property's proposed unit features is found below.

Walls / Ceilings / Interior Doors

Subject property units are proposed to include 8 foot ceilings, painted gypsum wallboard & ceilings, wood solid-core two-panel interior doors and wood solid-core two-panel closet doors.

Floor Covering

Floor covering is proposed to consist of luxury vinyl plank in the entryways, bathrooms, and kitchens along with luxury vinyl plank in the living areas and bedrooms.

Kitchens

Kitchens are proposed to include electric four-top ranges, range hoods, frost-free refrigerators, dishwashers, wood cabinets, laminated countertops and stainless steel sinks.

Bathrooms

Bathrooms are proposed to include composite wood vanities, cultured marble countertops, porcelain sinks & toilets, along with fiberglass tubs & surrounds.

**Project Amenities**

A discussion of the development's proposed project amenities is found below.

Site & Common Area Amenities

A community center, elevator, and picnic area are proposed for the subject property.

Parking

Open parking is proposed for the subject property.

Laundry

A central laundry is proposed for the subject property.

Security

Call buttons, controlled access, and security alarms are proposed for the subject property.

Services

No special services are proposed for the subject property.

Tables comparing the subject property's proposed amenities to that of the most comparable properties are found at the end of this section.

**Utility Configuration**

The subject property is proposed to include electric heat, electric cooking and electric hot water. All utilities - with the exception of trash - are proposed to be paid by the resident.

In the table that follows we compare the subject's proposed utility allowances (also known as tenant paid utilities) to the estimated allowances using the HUD Utility Schedule Model:

Utility Allowances										
BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
1	1.0	510	Garden/Flat	50% of AMI	40% of AMI	Yes	Yes	3	\$173	\$133
1	1.0	639	Garden/Flat	50% of AMI	40% of AMI	Yes	Yes	1	\$173	\$133
1	1.0	510	Garden/Flat	50% of AMI	50% of AMI	Yes	Yes	13	\$173	\$133
1	1.0	510	Garden/Flat	60% of AMI	60% of AMI	No	No	12	\$173	\$133
1	1.0	639	Garden/Flat	60% of AMI	60% of AMI	No	Yes	3	\$173	\$133
2	1.5	831	Garden/Flat	50% of AMI	50% of AMI	Yes	No	2	\$217	\$171
2	1.5	831	Garden/Flat	60% of AMI	60% of AMI	No	No	4	\$217	\$171
Total/Average								38	\$180	\$139

The HUD utility allowances are a good measure of the energy costs for a given property. Our analysis suggests that the proposed utility allowances are higher than those established using the HUD model.

Tables comparing the subject property's utility configuration to that of the most comparable properties are found at the end of this section. Outputs from the HUD Utility Schedule Model are also found there.

## Useful Life Analysis

We anticipate a useful/economic life of 50 years for this development, assuming that appropriate replacement reserves are established for this property.

In the course of completing this study, we rated the condition of the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). We also evaluated the actual and effective ages of the subject and select comparables. A table summarizing our findings is found below:

		Actual Age   Effective Age   Condition			Rank		
		Rating			Rank		
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	Tranquility at the Lakes II	2026	2026	4.50	1	1	1
002	200 West Phase 2	2019	2019	4.00	3	3	2
004	Aden Park Apartments	1971	2012	2.00	11	9	10
033	Cosmopolitan Apartments	2005	2005	3.50	9	11	8
036	Diamond North Apartments	2016	2016	4.00	5	5	2
048	Ebbetts Plaza Apartments	1976	2015	2.00	10	6	10
049	Encore 4505 at Town Center Apartments	2014	2014	4.00	6	7	2
063	Mezzo Apartment Homes	2018	2018	4.00	4	4	2
082	Renaissance Apartments 2 & 3	2020	2020	4.00	2	2	2
086	Spring Water Apartments	2013	2013	3.50	7	8	8
105	Wesleyan Place Apartments	2008	2008	4.00	8	10	2

Source: Allen & Associates; Sponsor

**Amenities**

Key	Project Name	Site & Common Area Amenities																				
		Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazebo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub 002	Tranquility at the Lakes II 200 West Phase 2	no	no	no	no	no	yes	yes	no	no	no	no	no	no	no	no	yes	no	no	no	no	
004	Aden Park Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no
033	Cosmopolitan Apartments	no	yes	no	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	yes	no	yes	no	no	no
036	Diamond North Apartments	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	yes	no	yes	no	no	no
048	Ebbetts Plaza Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
049	Encore 4505 at Town Center Apartments	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	yes	yes	no	yes	no	yes	no
063	Mezzo Apartment Homes	no	yes	no	yes	yes	yes	no	yes	yes	no	no	no	no	no	no	yes	yes	yes	no	no	no
082	Renaissance Apartments 2 & 3	no	yes	no	no	no	yes	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	no	no
086	Spring Water Apartments	no	yes	yes	yes	no	yes	no	yes	yes	no	no	no	no	no	no	yes	yes	yes	no	no	no
105	Wesleyan Place Apartments	no	no	no	no	no	yes	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no	no

Key	Project Name	Unit Amenities					Kitchen Amenities					Air Conditioning				Heat					
		Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub 002	Tranquility at the Lakes II 200 West Phase 2	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
004	Aden Park Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
033	Cosmopolitan Apartments	yes	no	yes	some	some	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
036	Diamond North Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
048	Ebbetts Plaza Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
049	Encore 4505 at Town Center Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
063	Mezzo Apartment Homes	yes	no	yes	no	yes	some	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
082	Renaissance Apartments 2 & 3	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
086	Spring Water Apartments	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
105	Wesleyan Place Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no

Key	Project Name	Parking					Laundry			Security					Services							
		Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub 002	Tranquility at the Lakes II 200 West Phase 2	no	no	no	yes	no	yes	no	no	yes	yes	no	no	yes	no	no	no	no	no	no	no	no
004	Aden Park Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
033	Cosmopolitan Apartments	yes	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	no	yes	no	no	no	no	no
036	Diamond North Apartments	no	no	no	no	yes	no	yes	no	no	yes	no	yes	no	no	na	na	na	na	na	na	na
048	Ebbetts Plaza Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
049	Encore 4505 at Town Center Apartments	yes	no	no	some	no	no	yes	no	no	yes	no	no	no	na	na	na	na	na	na	na	
063	Mezzo Apartment Homes	no	no	no	yes	no	no	yes	no	no	yes	no	no	no	na	na	na	na	na	na	na	
082	Renaissance Apartments 2 & 3	no	no	no	yes	no	no	yes	no	no	yes	no	no	no	na	na	na	na	na	na	na	
086	Spring Water Apartments	no	no	no	yes	no	no	yes	no	no	yes	no	no	no	na	na	na	na	na	na	na	
105	Wesleyan Place Apartments	no	no	no	yes	no	yes	no	yes	yes	yes	no	no	no	no	no	yes	no	no	no	yes	

Source: Allen & Associates; Sponsor

		Utilities																						
Key	Project Name	Tenant-Paid											Owner-Paid											
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	
Sub	Tranquility at the Lakes II	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
002	200 West Phase 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
004	Aden Park Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
033	Cosmopolitan Apartments	no	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	
036	Diamond North Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes	
048	Ebbetts Plaza Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
049	Encore 4505 at Town Center Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes	
063	Mezzo Apartment Homes	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes	
082	Renaissance Apartments 2 & 3	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes	
086	Spring Water Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes	
105	Wesleyan Place Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output					
	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	42	47	51	55	60
Heat - Elec	13	16	18	21	23
Cooking - Gas	5	5	8	10	13
Cooking - Elec	6	6	9	12	15
Other Electric	21	24	34	44	53
Air Conditioning	8	10	14	17	21
Hot Water-Gas	10	12	18	23	28
Hot Water-Elec	13	16	20	24	28
Water	25	27	42	63	84
Sewer	34	34	34	34	34
Trash	31	31	31	31	31

Source: Local Utility Providers; HUD

## SITE DESCRIPTION & ANALYSIS

Our assessment of the site included an evaluation of the following factors with respect to the subject property: (1) Survey; (2) Site Plan; (3) Nuisances, Hazards, Detrimental Influences & Environmental; (4) Topography; (5) Flood Zone; (6) Difficult to Develop Area Status; (7) Qualified Census Tract Status; and (8) Traffic Patterns, Access & Visibility.

### Survey

A survey for the subject property was provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property. Our review/inspection suggested that the site is currently encumbered by standard utility easements that do not adversely affect its marketability and that the site is serviced by municipal utilities.

### Site Plan

A site plan for the subject property was provided to the analyst for review. Site plans are necessary to analyze the site improvements, parking configuration, internal traffic flow, location of building improvements and landscaping improvements for the subject property. Our review did not identify any problem areas with respect to the subject property. A summary of the development's site features is found below.

#### Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 1.74 acres and approximately 100 feet of road frontage.

#### Zoning

According to the sponsor, the subject property is currently zoned MF CUP. It is our understanding that the current zoning for the subject is a legal, conditional use.

#### Parking / Streets / Curbs / Sidewalks

A total of 43 privately-owned parking spaces are proposed for the subject property (37 regular / 6 accessible / 1.13 spaces per unit). We normally see 1.0 to 1.5 spaces per unit for projects like this. In our opinion, the proposed parking appears adequate for the subject property.

#### Dumpsters / Dumpster Enclosures

The subject is proposed to include 1 publicly-owned dumpster along with 1 privately-owned masonry enclosure.

#### Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

Trees, shrubs & lawns are proposed for the subject property. A perimeter fence is not planned at the subject property. Retaining walls are not planned at this property. One unlighted entry sign is proposed for this property.

#### Stormwater Management / Site Lighting / Water Service / Wastewater Service

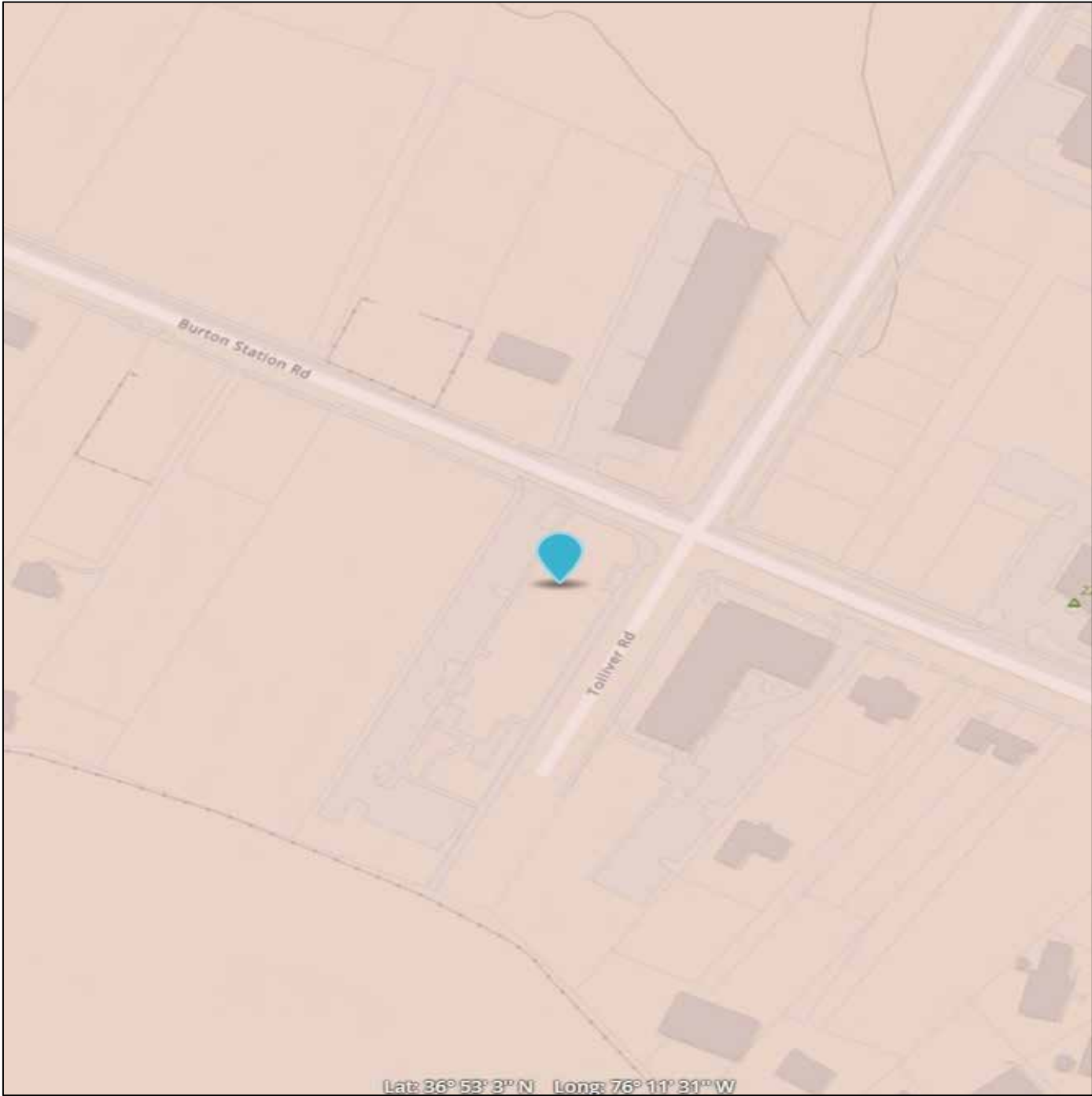
Stormwater management is proposed to consist of catch basins and concrete pipe connecting to a public system. Site lighting is proposed to consist of publicly-owned HID poles. Domestic water service to buildings is proposed to consist of ductile iron pipe connecting to a public system. Wastewater service to buildings is proposed to consist of PVC pipe connecting to a public system.

### Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. The subject property was originally constructed in 2026, after the 1978 ban on lead and asbestos containing construction materials. Nevertheless, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

**Topography**

The USGS map showing the topography of the subject property and surrounding area is found below:



The topographic map shows that the site is flat and drains to adjacent properties to the south and west. In our opinion, there do not appear to be any topographic issues with respect to the subject property.

## Flood Zone

The map showing the location of the subject property relative to nearby areas prone to flooding (identified in purple) is found below:

Cotality RiskMeter.

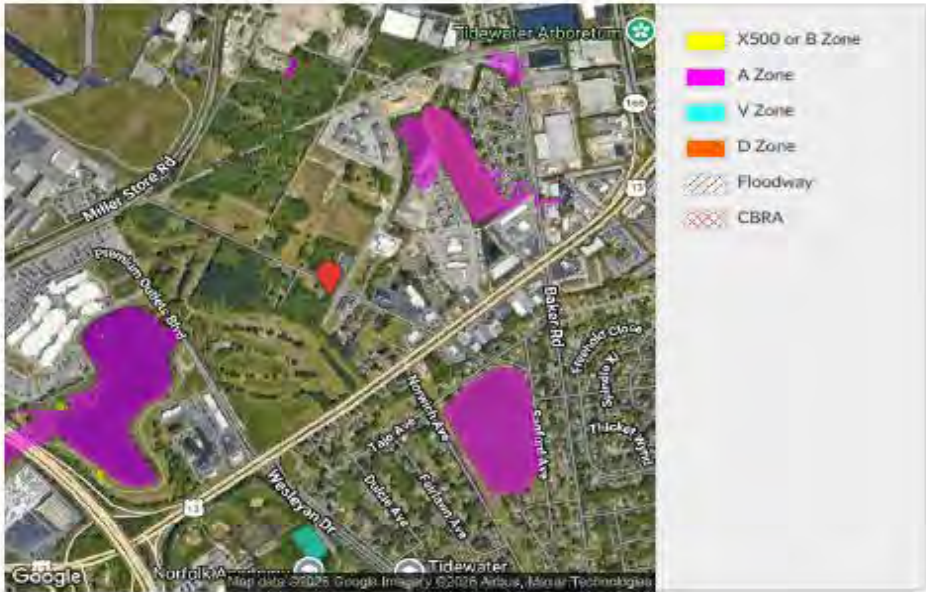
---

LATITUDE: 36.882442, LONGITUDE: -76.190526  
 LOCATION ACCURACY: *User-defined location* LATITUDE: 36.882442 LONGITUDE: -76.190526 MATCH CODE: SOURCE: CENSUS BLOCK ID: 518100402001016

**Flood Zone Determination Report**

**Flood Zone Determination: OUT**

SFHA (FLOOD ZONE)	OUT	WITHIN 250 FEET OF FLOOD ZONE	NO
FLOOD ZONE	X	COMMUNITY	515531
COMMUNITY NAME	VIRGINIA BEACH, CITY OF	PANEL	0014F
PANEL DATE	May 04, 2009	COBRA	OUT
PARTICIPATION STATUS	R	ORIGIN FIRM DATE	October 03, 1970
MAP NUMBER	5155310014F	FIPS CODE	51810

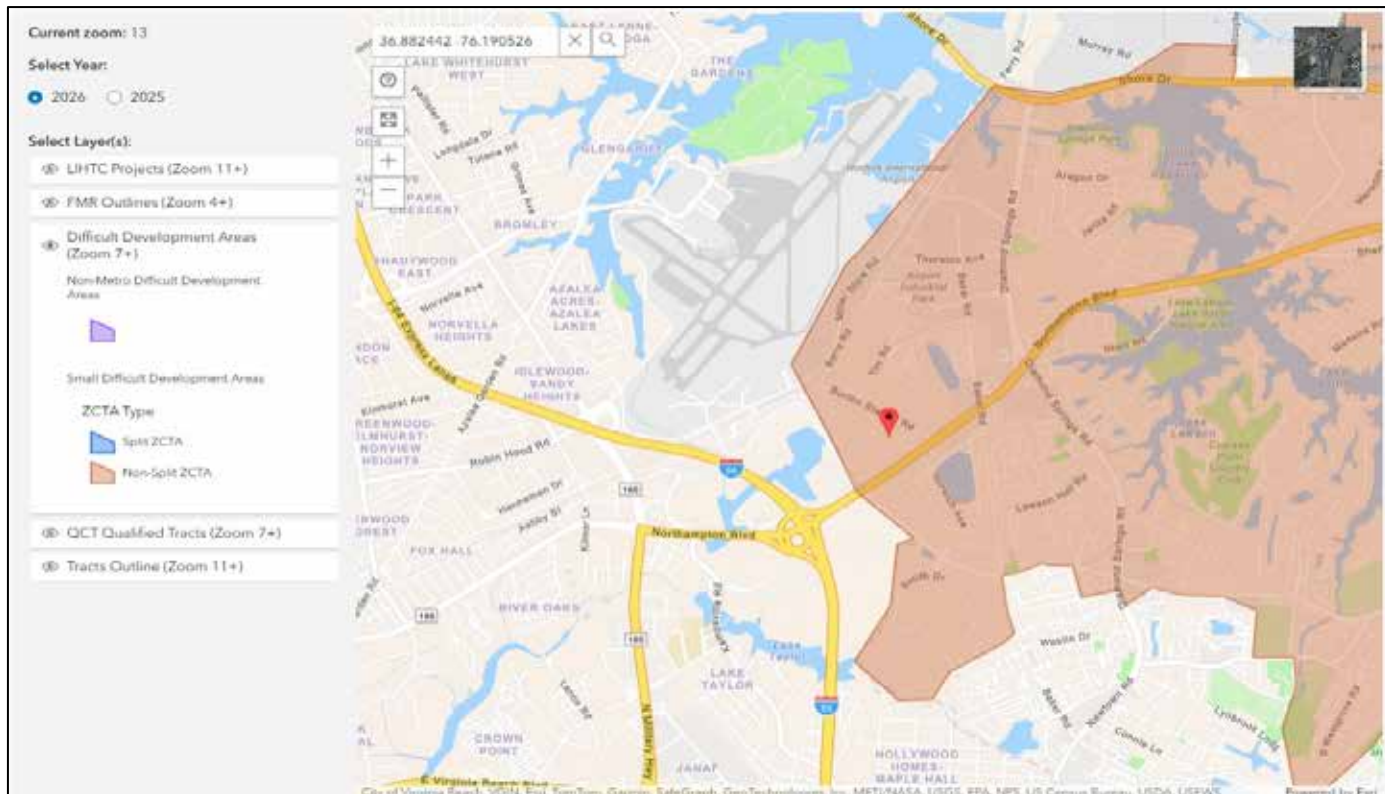


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 Report generated March 04, 2026 by jcarroll@allenadvisors.com Page 2 of 2

According to FEMA map number 5155310014F dated May 04, 2009, the subject property is located in Zone X. This is an area that is identified as being located outside the 100-year flood zone.

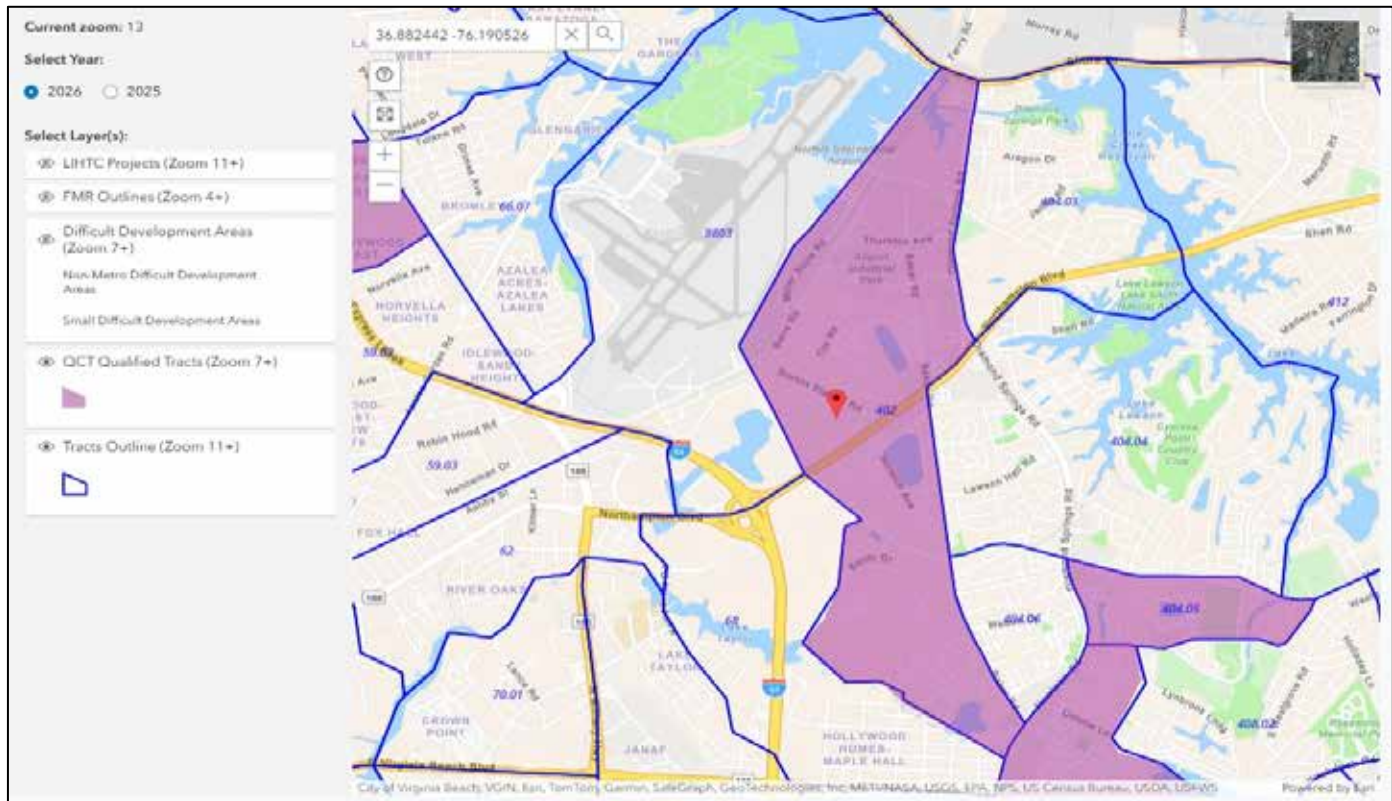
## Difficult to Develop Area Status

The subject property is located in Virginia Beach, Virginia - an area that is designated as a Difficult to Develop Area. Consequently, the subject property does appear to qualify for special DDA funding under state and federal programs.



### Qualified Census Tract Status

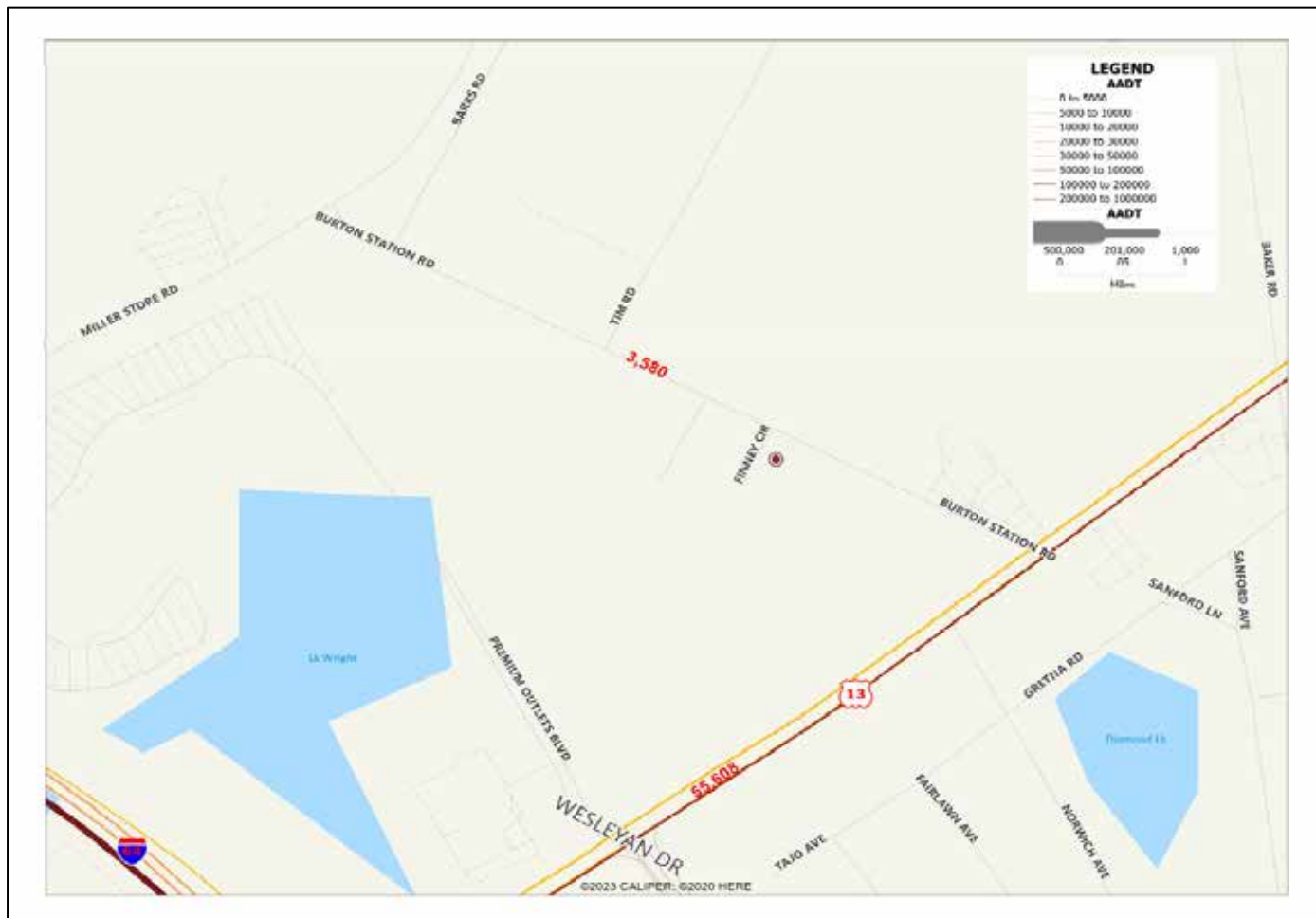
The federal government has identified census tracts throughout the United States that include high concentrations of low-income households and substandard housing units. These areas, known as Qualified Census Tracts, qualify for special funding under various state and federal programs. A QCT map showing the location of the subject property is found below:



The subject property is located in Census Tract 402.00 - an area that is designated as a Qualified Census Tract. Consequently, the subject property does appear to qualify for special QCT funding under state and federal programs.

## Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



### Access

The subject property is located on Burton Station Road, approximately 1 mile west of US Highway 13 in Virginia Beach, Virginia. US Highway 13 is a heavily-traveled north-south road carrying approximately 55,500 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is very good by virtue of the location of the subject property relative to existing streets and thoroughfares.

### Visibility

The subject property is visible from Burton Station Road with +/- 100 feet of frontage and a significant volume of drive-by traffic. Consequently, in our opinion visibility is very good by virtue of the exposure of the subject property to existing drive-by traffic volumes.

In the course of completing this study, we rated the access and visibility for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). A table summarizing our findings is found below:

Access & Visibility					
Rating				Rank	
Key	Project Name	Access	Visibility	Access	Visibility
Sub	Tranquility at the Lakes II	4.50	4.50	1	1
002	200 West Phase 2	2.50	4.00	9	2
004	Aden Park Apartments	2.50	2.00	9	10
033	Cosmopolitan Apartments	4.00	4.00	2	2
036	Diamond North Apartments	3.00	3.00	6	7
048	Ebbetts Plaza Apartments	2.50	2.00	9	10
049	Encore 4505 at Town Center Apartments	4.00	4.00	2	2
063	Mezzo Apartment Homes	3.00	2.50	6	8
082	Renaissance Apartments 2 & 3	3.50	4.00	4	2
086	Spring Water Apartments	3.50	3.50	4	6
105	Wesleyan Place Apartments	2.75	2.50	8	8

Source: Allen & Associates

## NEIGHBORHOOD DESCRIPTION & ANALYSIS

### Neighborhood

Our assessment of the neighborhood includes an evaluation of the following factors with respect to the subject property: (1) Life Cycle; (2) Surrounding Properties; (3) Economic Characteristics; (4) Crime Rates; (5) Educational Attainment; and (6) Commuting Patterns.

#### Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

- Growth – A period during which the area gains public favor and acceptance.
- Stability – A period of equilibrium without marked gains or losses.
- Decline – A period of diminishing demand.
- Revitalization – A period of renewal, redevelopment, modernization, and increasing demand.

Based on our evaluation of the neighborhood, the subject property is located in an area that appears to be in the stability stage of its life cycle. Modest population growth is anticipated for the next several years.

#### Surrounding Properties

The subject property is located in Virginia Beach, Virginia. The immediate area consists of residential land uses.

Commercial is located to the north; Vacant Land is located to the south; Multifamily is located to the east; and Vacant Land is located to the west of the subject property.

Surrounding property uses are summarized in the table found below:

Direction	Use	Condition
North	Commercial	Good
South	Vacant Land	-
East	Multifamily	Good
West	Vacant Land	-

Source: Allen & Associates

#### Economic Characteristics

The subject property is located in an area with average household incomes of \$34,205 (in constant 2015 dollars); this is compared with \$52,083 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$984 (in constant 2015 dollars); this is compared with \$1,085 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$161,300 (in constant 2015 dollars); this is compared with \$154,227 for the most comparable properties included in this analysis.

#### Crime Rates

The subject property is located in an area with personal crime rates of 2.6%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 3.2%.

In addition, the subject property is located in an area with property crime rates of 14.7%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most comparable properties stands at 3.0%.

Please note: The crime statistics included in this analysis are historical area-wide figures. These statistics make no consideration for changing demographics or the implementation of an affirmative crime prevention program at the subject property.

Educational Attainment

The subject property is located in an area with high school graduation rates of 85.1%; this is compared with 90.2% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 22.9%; this is compared with 27.1% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 26.6 minutes; this is compared with 22.8 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.54 vehicles per household; this is compared with 1.48 vehicles per household for the most comparable properties included in this analysis.

Conclusion

In our opinion, the subject property has a fair location relative to competing properties with respect to neighborhood characteristics.

**Proximity to Area Amenities**

Our assessment included an evaluation of the proximity of various amenities to the subject and the most comparable properties. We looked at the following amenities in our analysis: (1) Banks; (2) Grocery; (3) Emergency Clinics; (4) Pharmacies; and (5) Discount Stores.

A listing of some of the area amenities is found below. An amenity map is found in the following pages:

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	Citi	0.1
Grocery	Kroger Pharmacy	0.1
Emergency Clinic	Sentara Independence	2.0
Pharmacy	Walgreens	0.3
Discount Store	Nex Home Gallery & Uniform Center	1.1

Source: Caliper Corporation

Citi, Kroger Pharmacy, Walgreens, and Nex Home Gallery & Uniform Center are all located less than 1.1 miles away from the subject property. Sentara Independence is located 2.0 miles away.

Number of Area Amenities

We utilized the Caliper Corporation 2021 Point of Interest database to evaluate the subject and the most comparable properties with respect to the number of amenities in the immediate area.

- Caliper Corporation identified 39 banks within 2.0 miles of the subject property. The subject is ranked 8 out of the 11 properties included in this analysis.
- A total of 15 grocery stores are in the vicinity of the subject property. The subject is ranked 9 for the area.
- A total of 1 hospital is in the vicinity of the subject property. The subject is ranked 3 for the area.
- A total of 10 pharmacies are in the vicinity of the subject property. The subject is ranked 1 for the area.
- A total of 16 shopping establishments are in the vicinity of the subject property. The subject is ranked 6 for the area.

### Nearest Area Amenities

We utilized the Caliper Corporation 2021 Point of Interest database to evaluate the subject and the most comparable properties with respect to the nearest area amenities.

- According to Caliper Corporation, the nearest bank is 0.3 miles away from the subject property. The subject is ranked 7 out of the 11 properties included in this analysis.
- The nearest grocery store is 0.6 miles away from the subject property. The subject is ranked 8 for the area.
- The nearest hospital is 1.8 miles away from the subject property. The subject is ranked 6 for the area.
  
- The nearest pharmacy is 1.2 miles away from the subject property. The subject is ranked 9 for the area.
- The nearest shopping center is 0.3 miles away from the subject property. The subject is ranked 5 for the area.

### Conclusion

In our opinion, the subject property has a good location relative to competing properties with respect to area amenities.

Tables comparing the subject property's proximity to area amenities to that of the most comparable properties is found on the next page. Maps showing the proximity of the subject property to area amenities and area employers is also found in the following pages.

In the course of completing this study, we rated the neighborhood and the proximity to area amenities for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). The tables on the following pages give these ratings.

Neighborhood Ratings

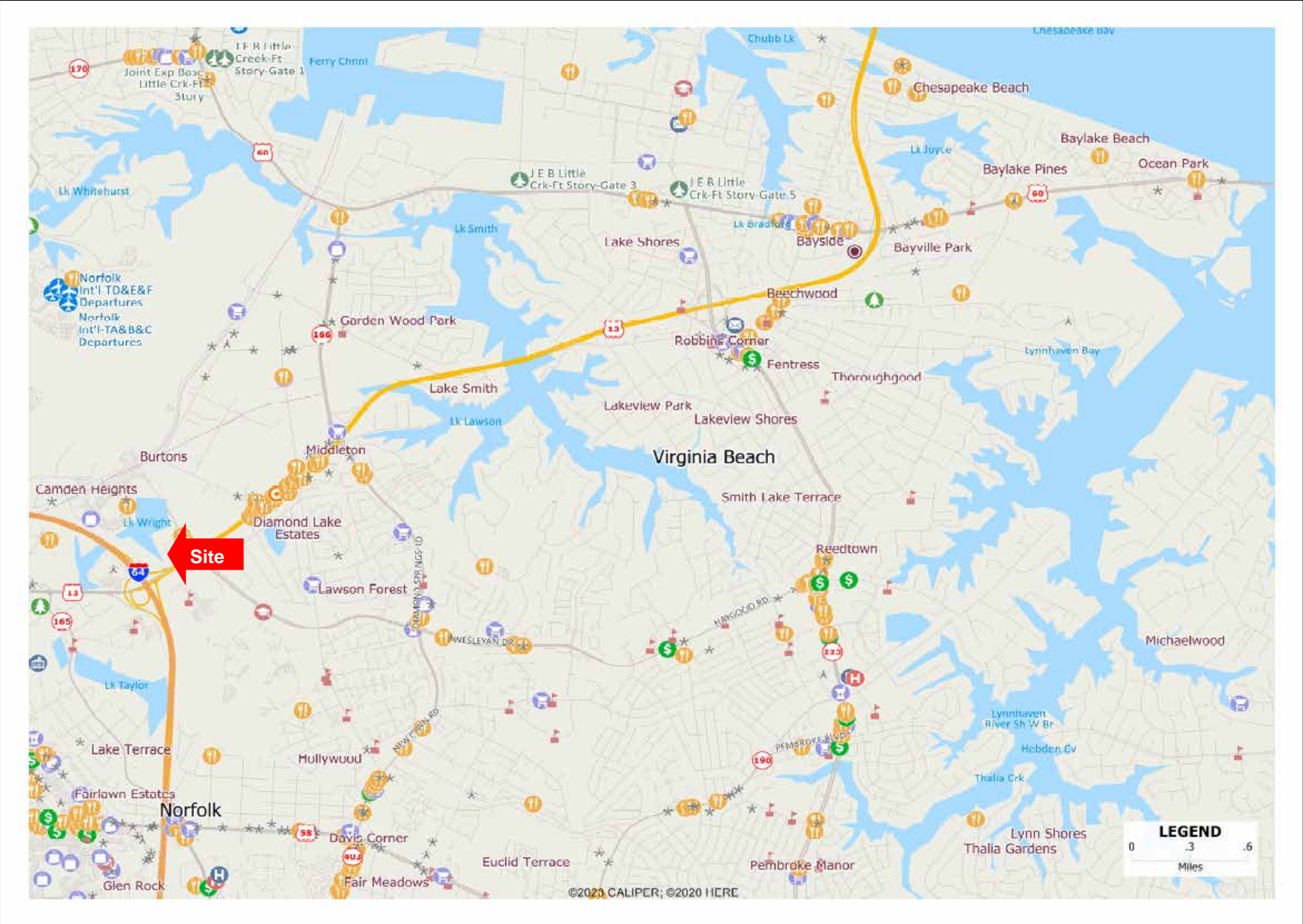
		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
Key	Project Name	Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute	
		Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	
Sub	Tranquility at the Lakes II	\$34,205	\$984	\$161,300	2.6%	14.7%	85.1%	22.9%	26.59	11	7	8	5	11	11	8	11	2.00
002	200 West Phase 2	\$39,135	\$735	\$14,300	5.3%	2.7%	88.5%	11.8%	21.43	8	10	10	10	9	6	10	1	2.20
004	Aden Park Apartments	\$44,348	\$1,027	\$161,900	1.6%	1.2%	86.5%	24.8%	22.01	5	5	6	2	1	8	4	3	3.80
033	Cosmopolitan Apartments	\$76,165	\$1,483	\$245,400	4.3%	1.8%	96.1%	49.6%	22.39	2	1	1	7	5	1	1	7	4.50
036	Diamond North Apartments	\$44,190	\$773	\$183,000	2.2%	1.6%	94.9%	23.5%	22.14	7	9	3	4	4	3	7	6	3.70
048	Ebbetts Plaza Apartments	\$44,348	\$1,027	\$161,900	1.6%	1.2%	86.5%	24.8%	22.01	5	5	6	2	1	8	4	3	3.80
049	Encore 4505 at Town Center Apartments	\$76,165	\$1,483	\$245,400	4.3%	1.8%	96.1%	49.6%	22.39	2	1	1	7	5	1	1	7	4.50
063	Mezzo Apartment Homes	\$39,135	\$735	\$14,300	5.3%	2.7%	88.5%	11.8%	21.43	8	10	10	10	9	6	10	1	2.20
082	Renaissance Apartments 2 & 3	\$60,245	\$1,323	\$159,700	2.7%	2.1%	92.4%	17.8%	25.01	4	4	9	6	8	4	9	10	2.90
086	Spring Water Apartments	\$80,385	\$1,401	\$174,400	4.7%	2.1%	91.7%	37.2%	22.08	1	3	5	9	7	5	3	5	4.00
105	Wesleyan Place Apartments	\$34,596	\$968	\$174,900	0.3%	1.5%	86.5%	23.9%	23.85	10	8	4	1	3	10	6	9	2.70

Proximity to Area Amenities

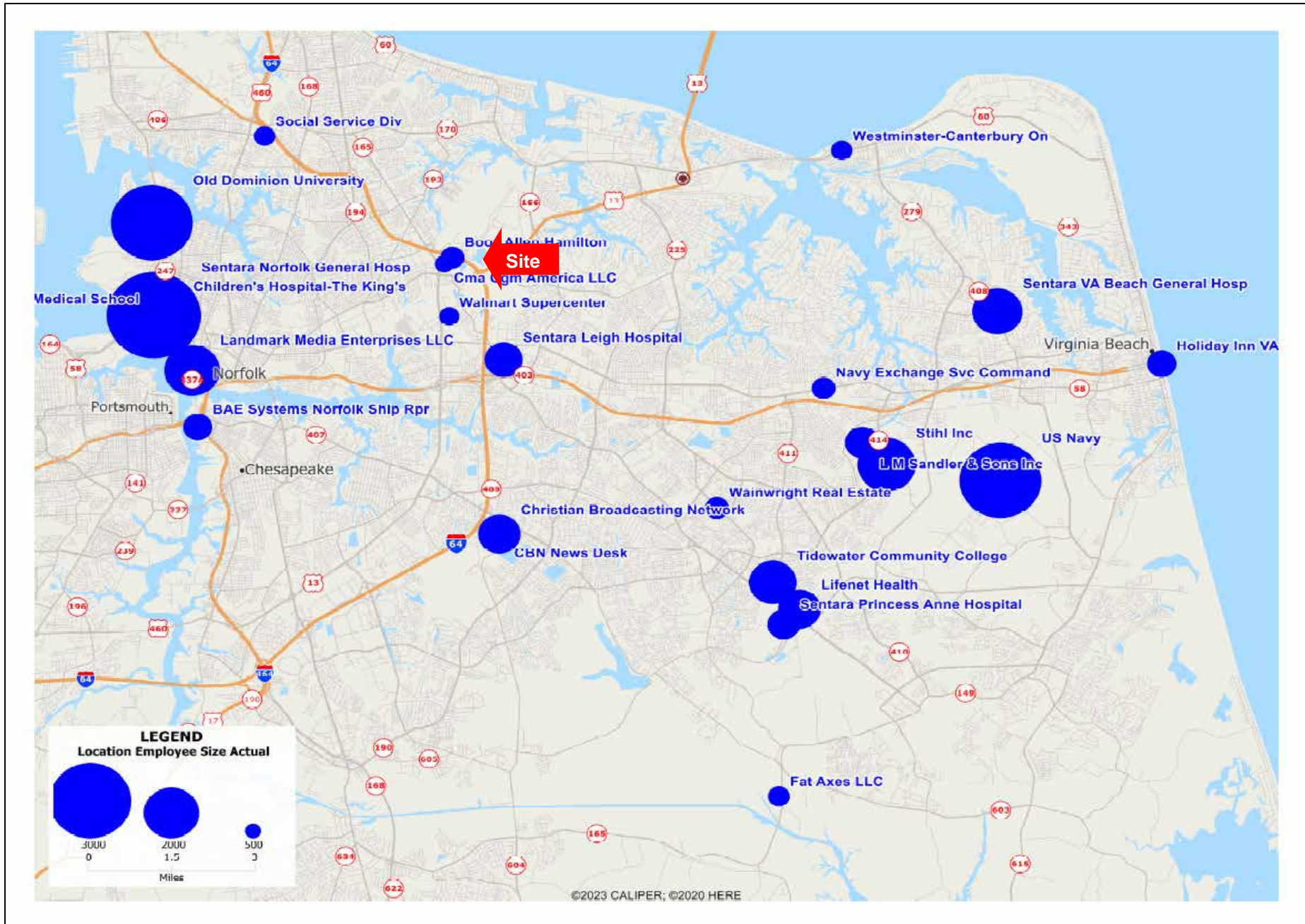
		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
Key	Project Name	Number within 2.0 miles of Property					Nearest to Property, Miles			Number within 2.0 miles of Property					Nearest to Property, Miles			
		Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital	
Sub	Tranquility at the Lakes II	39	15	1	10	16	0.3	0.6	1.8	8	9	3	1	6	5	8	6	3.20
002	200 West Phase 2	65	20	0	6	16	0.3	0.6	2.1	5	2	10	8	6	5	8	10	2.80
004	Aden Park Apartments	63	19	2	9	17	0.7	0.7	1.7	6	3	1	2	3	10	10	3	3.50
033	Cosmopolitan Apartments	68	16	1	8	19	0.1	0.4	1.5	2	7	3	4	1	1	4	1	4.50
036	Diamond North Apartments	21	12	0	4	5	1.0	0.1	2.3	10	11	10	10	10	11	1	11	2.00
048	Ebbetts Plaza Apartments	63	19	2	9	17	0.6	0.7	1.7	6	3	1	2	3	8	10	3	3.50
049	Encore 4505 at Town Center Apartments	68	16	1	8	19	0.1	0.4	1.5	2	7	3	4	1	1	4	1	4.50
063	Mezzo Apartment Homes	69	18	1	8	15	0.4	0.4	1.9	1	5	3	4	8	7	4	8	3.40
082	Renaissance Apartments 2 & 3	68	17	1	8	17	0.2	0.4	1.8	2	6	3	4	3	3	4	6	3.80
086	Spring Water Apartments	18	15	1	3	4	0.6	0.1	2.0	11	9	3	11	11	8	1	9	2.50
105	Wesleyan Place Apartments	31	23	1	5	10	0.2	0.2	1.7	9	1	3	9	9	3	3	3	3.50

Source: US Census; Claritas; Caliper Corporation

### Proximity to Area Amenities



## Proximity to Area Employers



## SUBJECT PROPERTY PHOTOS

Photos of the subject property and the surrounding area are found below:



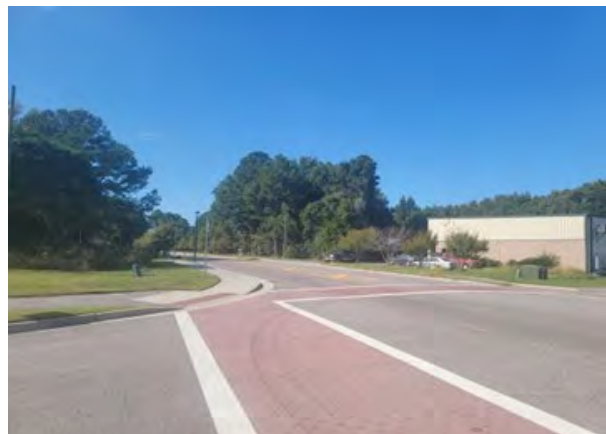
Looking North From Entrance



Looking South From Entrance



Looking East From Entrance



Looking West From Entrance

# MARKET AREA

## Overview

Market areas are influenced by a variety of interrelated factors. These factors include site location, economic, and demographic characteristics (tenure, income, rent levels, etc.), local transportation patterns, physical boundaries (rivers, streams, topography, etc.), census geographies, and the location of comparable and/or potentially competing communities.

In areas where the county seat is the largest city, centrally located, and draws from the entire county, the county may be the market area. In the case where there are potentially competing communities in one county, the market area may be part of the county. In fact, the market area could include portions of adjacent counties. In this case, a combination of county subdivisions may be used to define the market area. In urban or suburban areas, the market area will be adjacent to the site extending to all locations of similar character with residents or potential residents likely to be interested in the project. In this case, county subdivisions, townships, or a combination of census tracts may be used to define the market area.

Allen & Associates recently conducted a series of property management interviews to better understand market areas and resident moving patterns for multifamily properties. Our study suggested that markets may be classified into the following general categories: urban, suburban and rural. Renters in urban markets are typically willing to move 5 to 10 minutes when looking for a new apartment. Our research also shows that renters in suburban markets are normally willing to move 10 to 15 minutes when looking for a new place to live. Renters in rural markets are typically willing to move 15 to 20 minutes when looking for a new apartment. We considered these general guidelines in our evaluation of the subject property.

Our study suggested that secondary market areas were generally a function of whether the proposed development was family or elderly. Our research suggested that secondary market demand for family properties ranged from 10 to 30 percent. Secondary market demand for elderly properties ranged from 10 to 50 percent. Although seniors move less frequently than younger renters, they are often willing to move longer distances when looking for housing. We considered these general secondary market guidelines in our evaluation of the subject property.

Our primary and secondary market area definitions are found below.

## Primary Market Area

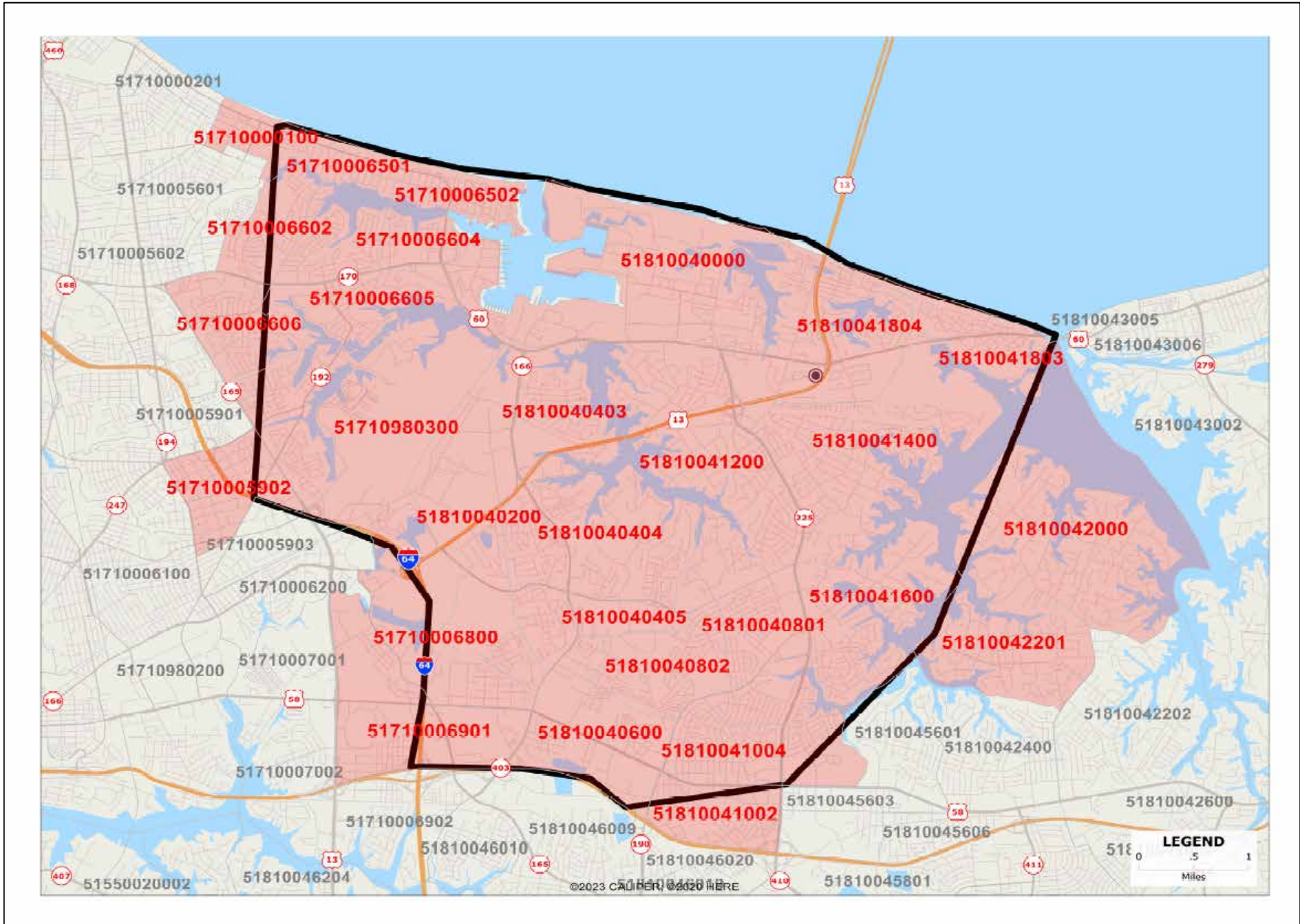
We defined the primary market area by generating a 10-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 101,513 persons and covers a total of 32.7 square miles, making it 6.4 miles across on average.

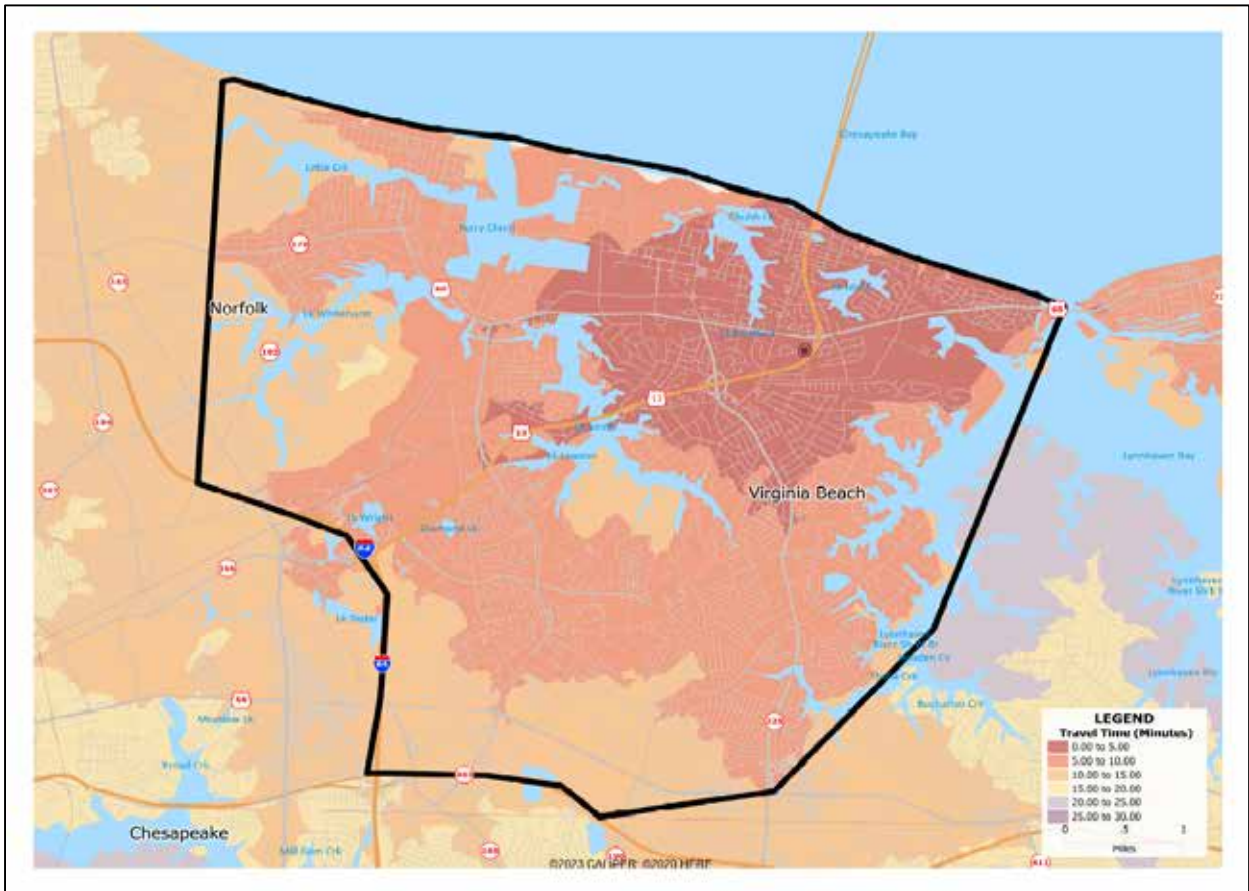
## Secondary Market Area

We estimate that up to 40 percent of demand will come from areas outside of the primary market area.

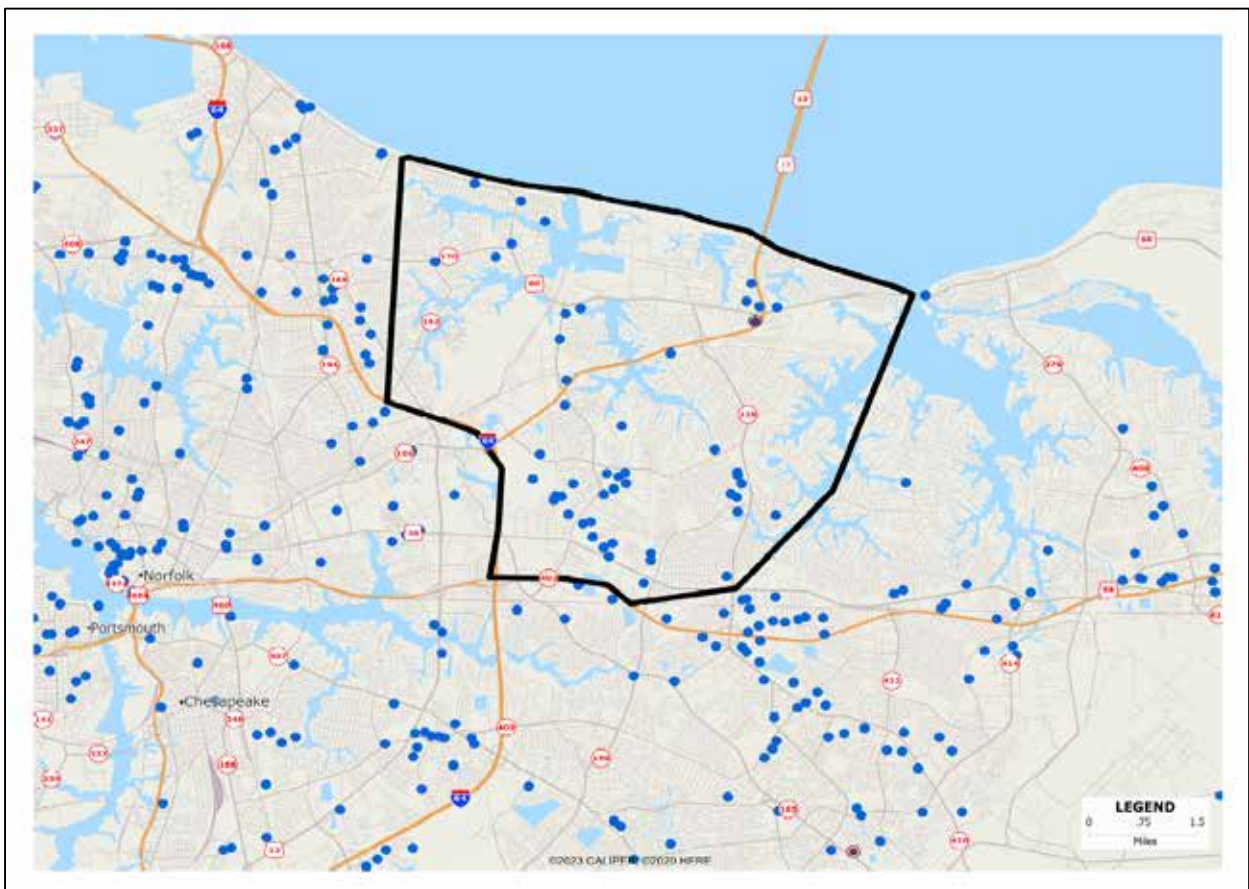
# Market Area



# Drive Time

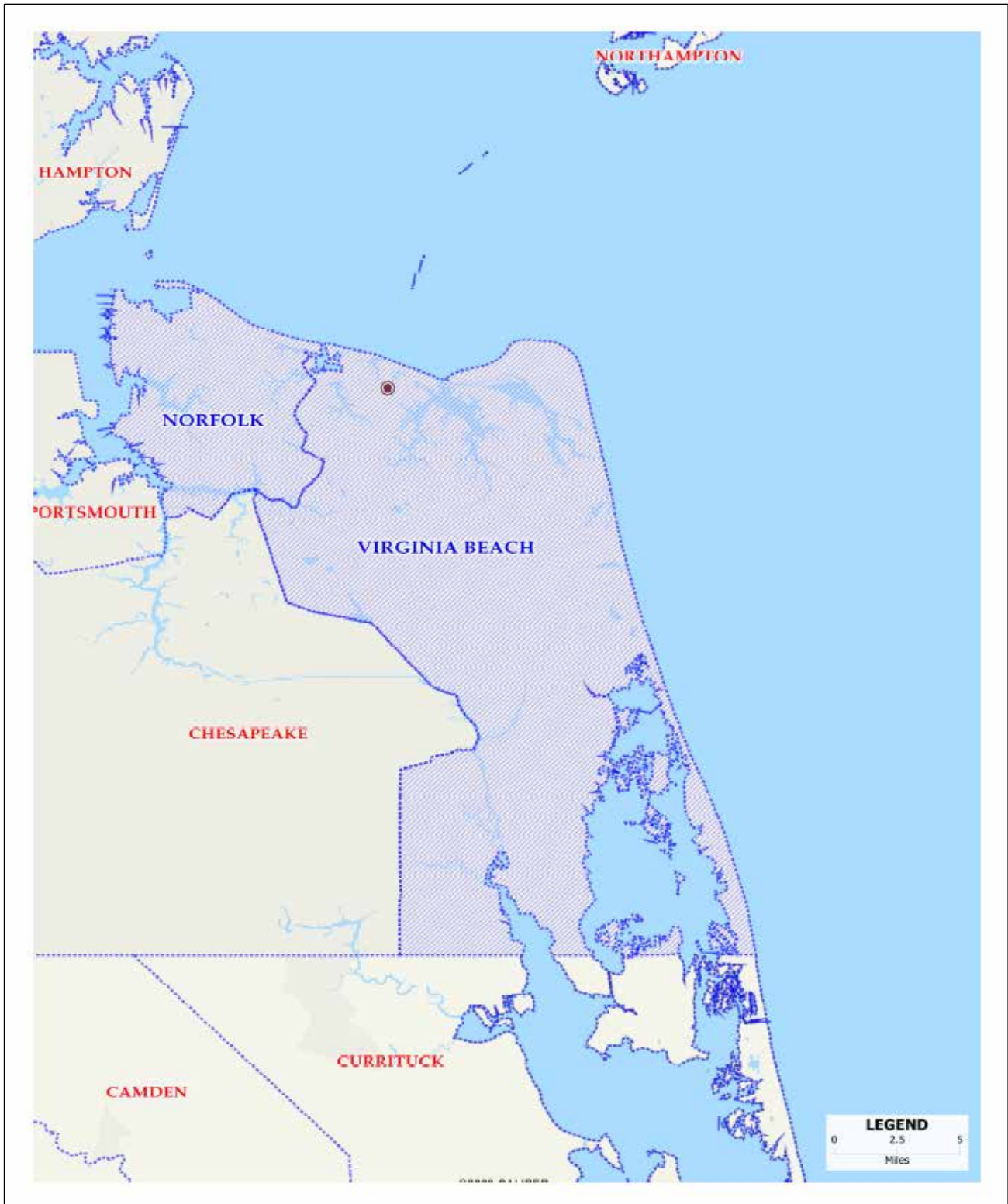


# Existing Multifamily



## ECONOMIC OUTLOOK

In this section we conduct an analysis of the regional economy. For purposes of our analysis, we define the region as Augusta, Staunton, and Waynesboro, Virginia. A map depicting the Region is found below.



## Employment by Industry

The Bureau of Labor Statistics (BLS) tracks establishment employment by major industry. In the table below we present the current breakdown and percent distribution. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	207	0.1%	1.2%
Forestry, Fishing, Related Activities And Other Employment	246	0.1%	0.4%
Mining Employment	119	0.0%	0.5%
Utilities Employment	257	0.1%	0.3%
Construction Employment	14,913	5.0%	5.2%
Manufacturing Employment	7,150	2.4%	6.1%
Wholesale Trade Employment	4,705	1.6%	3.0%
Retail Trade Employment	27,215	9.1%	8.6%
Transportation And Warehousing Employment	8,957	3.0%	4.7%
Information Employment	3,811	1.3%	1.6%
Finance And Insurance Employment	18,695	6.2%	5.6%
Real Estate And Rental And Lease Employment	22,725	7.6%	5.2%
Professional And Technical Services Employment	22,685	7.6%	7.7%
Management Of Companies And Enterprises Employment	2,987	1.0%	1.4%
Administrative And Waste Services Employment	18,595	6.2%	6.4%
Educational Services Employment	7,397	2.5%	2.7%
Health Care And Social Assistance Employment	32,250	10.8%	12.0%
Arts, Entertainment, And Recreation Employment	7,103	2.4%	2.4%
Accommodation And Food Services Employment	30,969	10.3%	7.9%
Other Services, Except Public Administration Employment	17,392	5.8%	5.7%
Federal Civilian Government Employment	7,035	2.3%	1.3%
Federal Military Employment	21,147	7.1%	0.8%
State And Local Government Employment	23,138	7.7%	9.3%
Establishment Employment	299,698	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 299,698. The data suggests that Health Care and Social Assistance is the largest employment category accounting for 10.8% of total regional employment. Accommodation and Food Services is the second largest category accounting for 10.3% of total employment. Retail Trade is the third largest category accounting for 9.1% of total employment. State and Local Government is the fourth largest category accounting for 7.7% of total employment. Real Estate is the fifth largest category accounting for 7.6% of total employment.

Economists generally classify employment two ways: basic and non-basic. Basic employment, which is considered to be the engine of a local economy, includes industries that rely on external factors to fuel demand. For instance, mining, logging and manufacturers are frequently considered basic employers. Goods for these industries are shipped outside the location where they are produced. Non-basic employers depend largely on local demand and usually employ local workers. For example, grocery stores and restaurants are sometimes considered non-basic employers.

The Location Quotient (LQ) technique is the most common method of identifying basic industries for a given economy. The LQ technique compares the share of workers in each industry of a given economy with that of a larger reference economy. If the number of workers in the given economy is greater than that of the reference economy, these are considered to be basic industries because they fill needs beyond those of the reference community.

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 145,178 employees or about 48.4% of total regional employment. These are the industries that drive the regional economy.

## Earnings by Industry

The Bureau of Labor Statistics (BLS) tracks average earnings by major industry. In the table below we present the current breakdown and rank. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Average Earnings (2012 \$)		
Industry	Earnings	Rank
Farm Employment	\$9,488	21
Forestry, Fishing, Related Activities And Other Employment	\$6,049	22
Mining Employment	\$5,773	23
Utilities Employment	\$80,860	4
Construction Employment	\$61,941	8
Manufacturing Employment	\$58,238	10
Wholesale Trade Employment	\$85,417	3
Retail Trade Employment	\$28,355	17
Transportation And Warehousing Employment	\$19,706	19
Information Employment	\$41,918	13
Finance And Insurance Employment	\$57,827	11
Real Estate And Rental And Lease Employment	\$35,494	14
Professional And Technical Services Employment	\$71,780	6
Management Of Companies And Enterprises Employment	\$72,382	5
Administrative And Waste Services Employment	\$32,880	15
Educational Services Employment	\$49,171	12
Health Care And Social Assistance Employment	\$59,422	9
Arts, Entertainment, And Recreation Employment	\$17,389	20
Accommodation And Food Services Employment	\$24,270	18
Other Services, Except Public Administration Employment	\$32,036	16
Federal Civilian Government Employment	\$104,966	1
Federal Military Employment	\$101,183	2
State And Local Government Employment	\$63,363	7
Establishment Employment	\$50,968	

Source: W&P Economics

The data suggests that Federal Civilian Government is the highest paid industry averaging \$104,966 per employee. Federal Military is the second highest paid industry averaging \$101,183 per employee. Wholesale trade is the third highest paid profession averaging \$85,417 per employee. Utilities is the fourth highest paid industry averaging \$80,860 per employee. Management of Companies is the fifth highest paid category averaging \$72,382 per employee. These figures are compared with regional Average Earnings of \$50,968 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$54,876 or 7.7% higher than average for the region.

## Top Employers

The table below gives a listing of the region's top employers. The data comes from InfoUSA and includes a primary industry description for each employer.

Top Employers					
Name	Employees	SIC Code	Industry Description	Location Type	
US Navy	3,000	5063-04	Security Control Equip & Systems-WHls	Branch	
Stihl Inc	2,100	5084-54	Tools-Electric (WHls)	0	
Sentara VA Beach General Hosp	1,800	8062-02	Hospitals	Subsidiary	
Tidewater Community College	1,700	8222-98	Junior-Community College-Tech Institutes	Branch	
Christian Broadcasting Network	1,500	4832-01	Radio Stations & Broadcasting Companies	0	
Lifenet Health	1,500	8099-16	Blood & Organ Banks & Centers	0	
L M Sandler & Sons Inc	1,200	5146-01	Seafood-Wholesale	0	
Sentara Princess Anne Hospital	1,132	8062-02	Hospitals	Subsidiary	
CBN News Desk	1,000	4832-03	Broadcasting Companies	0	
Holiday Inn VA Beach-Oceanside	1,000	7011-01	Hotels & Motels	Branch	

Source: InfoUSA

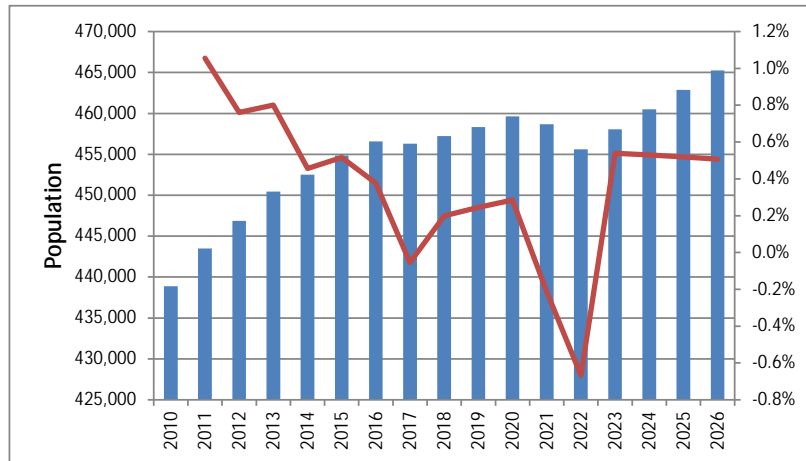
The top employers include: (1) US Navy (3000 employees); (2) Stihl Inc (2100 employees) and; (3) Sentara VA Beach General Hosp (1800 employees).

## Population

In this section we present population data for the region. The table and graph below show historic data between 2010 and 2021. The historic data comes from the US Census; the forecast comes from Woods & Pool Economics.

Population Forecast		
Year	Pop	Growth %
2010	438,864	
2011	443,496	1.1%
2012	446,872	0.8%
2013	450,447	0.8%
2014	452,505	0.5%
2015	454,843	0.5%
2016	456,559	0.4%
2017	456,308	-0.1%
2018	457,220	0.2%
2019	458,340	0.2%
2020	459,646	0.3%
2021	458,680	-0.2%
2022	455,618	-0.7%
2023	458,071	0.5%
2024	460,500	0.5%
2025	462,892	0.5%
2026	465,238	0.5%

Source: US Census; W&P Economics



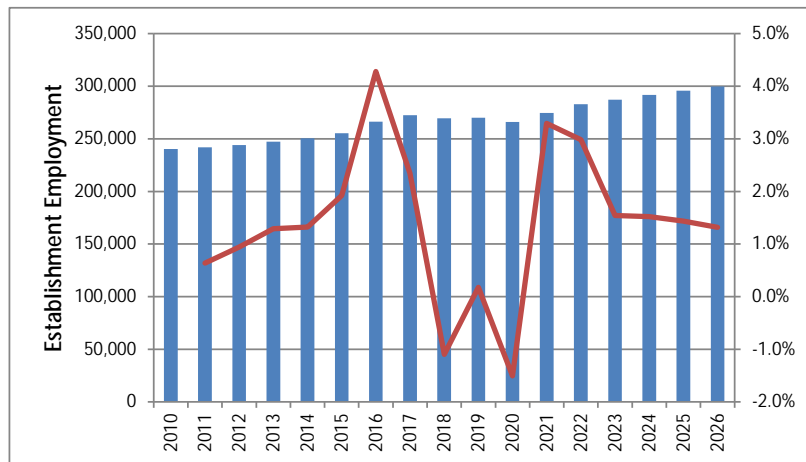
Population increased from 438,864 in 2010 to 458,680 in 2021 and is anticipated to increase to 465,238 in 2026.

## Establishment Employment

In this section we present establishment employment data for the region. The table and graph below show historic data between 2010 and 2021. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast comes from Woods & Pool Economics.

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	240,301	
2011	241,829	0.6%
2012	244,114	0.9%
2013	247,262	1.3%
2014	250,530	1.3%
2015	255,345	1.9%
2016	266,272	4.3%
2017	272,519	2.3%
2018	269,522	-1.1%
2019	270,000	0.2%
2020	265,932	-1.5%
2021	274,685	3.3%
2022	282,883	3.0%
2023	287,239	1.5%
2024	291,604	1.5%
2025	295,797	1.4%
2026	299,698	1.3%

Source: BLS; W&P Economics



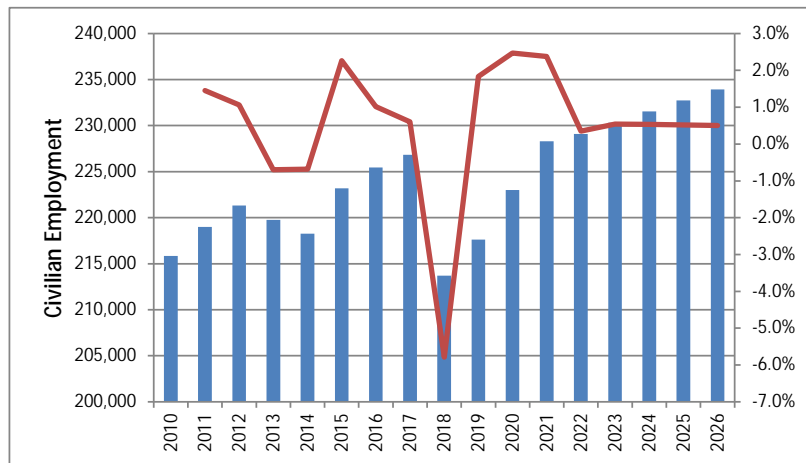
Establishment employment increased from 240,301 in 2010 to 274,685 in 2021 and is anticipated to increase to 299,698 in 2026.

## Civilian Employment

In this section we present civilian employment data for the region. The table and graph below show historic data between 2010 and 2022. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast utilizes data from Woods & Pool Economics.

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	215,860	
2011	218,991	1.5%
2012	221,317	1.1%
2013	219,773	-0.7%
2014	218,266	-0.7%
2015	223,203	2.3%
2016	225,468	1.0%
2017	226,832	0.6%
2018	213,705	-5.8%
2019	217,622	1.8%
2020	222,999	2.5%
2021	228,296	2.4%
2022	229,092	0.3%
2023	230,325	0.5%
2024	231,547	0.5%
2025	232,749	0.5%
2026	233,929	0.5%

Source: BLS; W&P Economics



Civilian employment increased from 215,860 in 2010 to 229,092 in 2022 and is anticipated to increase to 233,929 in 2026.

## Labor Force and Unemployment

In this section we take a look at the labor force and unemployment. The table below shows civilian employment, unemployment and labor force statistics for the region since 2010. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center.

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	215,860	14,082	229,942	6.1%
2011	218,991	13,393	232,384	5.8%
2012	221,317	12,577	233,894	5.4%
2013	219,773	12,106	231,879	5.2%
2014	218,266	11,127	229,393	4.9%
2015	223,203	9,653	232,856	4.1%
2016	225,468	8,999	234,467	3.8%
2017	226,832	8,107	234,939	3.5%
2018	213,705	6,718	220,423	3.0%
2019	217,622	6,266	223,888	2.8%
2020	222,999	14,872	237,871	6.3%
2021	228,296	8,313	236,609	3.5%
2022	229,092	6,112	235,204	2.6%
2023	230,325	6,322	236,647	2.7%
2024	231,547	6,473	238,020	2.7%

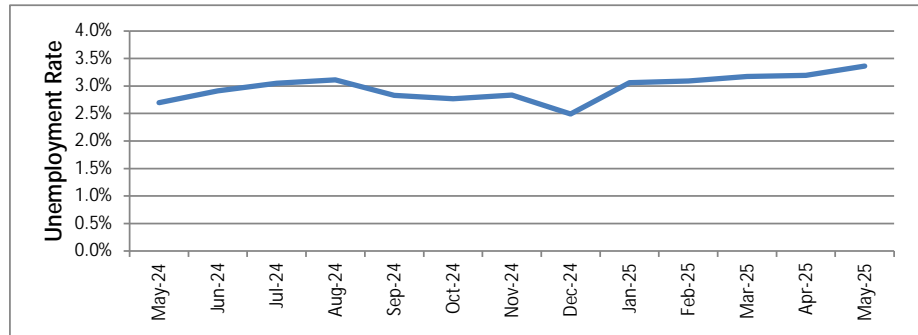
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 14,082 in 2010 to 6,473 in 2024. The unemployment rate decreased from 6.1% in 2010 to 2.7% in 2024.

The table and graph below show the unemployment rate for the region for the past 12 months.

Unemployment Rate	
Month	Unemp Rate
May-24	2.7%
Jun-24	2.9%
Jul-24	3.1%
Aug-24	3.1%
Sep-24	2.8%
Oct-24	2.8%
Nov-24	2.8%
Dec-24	2.5%
Jan-25	3.1%
Feb-25	3.1%
Mar-25	3.2%
Apr-25	3.2%
May-25	3.4%

Source: TAMU



The Unemployment Rate for the Region came in at 2.7% in May 2024 and 3.4% in May 2025.

### Building Permits

In this section we look at building permits. The table and graph below show historical data for the region since 2000. The data set comes from the US Census.

Year	Building Permits			Total
	1 Family	2-4 Family	5+ Family	
2000	1,312	40	112	1,464
2001	1,636	10	193	1,839
2002	1,896	42	398	2,336
2003	1,758	28	155	1,941
2004	971	188	1,059	2,218
2005	894	423	786	2,103
2006	681	477	429	1,587
2007	821	140	135	1,096
2008	501	78	188	767
2009	503	0	726	1,229
2010	529	10	90	629
2011	535	6	938	1,479
2012	594	10	513	1,117
2013	733	0	929	1,662
2014	688	0	520	1,208
2015	696	12	785	1,493
2016	768	0	815	1,583
2017	646	0	877	1,523
2018	534	0	245	779
2019	667	0	683	1,350
2020	493	0	445	938
2021	335	0	128	463
2022	231	0	966	1,197
2023	201	14	327	542
2024	319	0	347	666

Source: US Census

Building permits for the region increased from 1,464 in 2000 to 2,336 in 2002, before decreasing to 629 in 2010 and increasing to 666 in 2024.

### Conclusion

We anticipate moderate economic growth accompanied by modest population growth for the region over the next several years.

## DEMOGRAPHIC CHARACTERISTICS

### Population

In the table below we give the 2020-2030 population projection for the Market Area.

Population Forecast		
Year	Population	Growth %
2020	97,952	0.4%
2021	98,196	0.2%
2022	98,439	0.2%
2023	98,683	0.2%
2024	98,926	0.2%
2025	100,219	1.3%
2026	101,513	1.3%
2027	102,806	1.3%
2028	104,099	1.3%
2029	105,393	1.2%
2030	106,686	1.2%

Source: Caliper; Allen & Associates

In the table below we give the 2020-2030 55+ population projection for the Market Area.

55+ Population Forecast		
Year	Population	Growth %
2020	25,516	1.7%
2021	25,836	1.3%
2022	26,156	1.2%
2023	26,475	1.2%
2024	26,795	1.2%
2025	27,030	0.9%
2026	27,266	0.9%
2027	27,503	0.9%
2028	27,743	0.9%
2029	27,985	0.9%
2030	28,228	0.9%

Source: Caliper; Allen & Associates

In the table below we give the 2020-2030 65+ population projection for the Market Area.

65+ Population Forecast		
Year	Population	Growth %
2020	13,435	1.6%
2021	13,763	2.4%
2022	14,090	2.4%
2023	14,418	2.3%
2024	14,745	2.3%
2025	15,130	2.6%
2026	15,515	2.5%
2027	15,910	2.5%
2028	16,315	2.5%
2029	16,731	2.5%
2030	17,157	2.5%

Source: Caliper; Allen & Associates

## Households

In the table below we give the 2020-2030 household projection for the Market Area.

Household Forecast		
Year	Households	Growth %
2020	39,179	0.6%
2021	39,583	1.0%
2022	39,986	1.0%
2023	40,390	1.0%
2024	40,793	1.0%
2025	41,201	1.0%
2026	41,612	1.0%
2027	42,028	1.0%
2028	42,448	1.0%
2029	42,872	1.0%
2030	43,301	1.0%

Source: US Census; Claritas

In the table below we give the 2020-2030 55+ household projection for the Market Area.

55+ Household Forecast		
Year	Households	Growth %
2020	15,807	1.1%
2021	15,982	1.1%
2022	16,159	1.1%
2023	16,336	1.1%
2024	16,513	1.1%
2025	16,689	1.1%
2026	16,866	1.1%
2027	17,045	1.1%
2028	17,226	1.1%
2029	17,409	1.1%
2030	17,595	1.1%

Source: US Census; Claritas

In the table below we give the 2020-2030 65+ household projection for the Market Area.

65+ Household Forecast		
Year	Households	Growth %
2020	9,444	2.5%
2021	9,685	2.5%
2022	9,931	2.5%
2023	10,178	2.5%
2024	10,425	2.4%
2025	10,671	2.4%
2026	10,918	2.3%
2027	11,171	2.3%
2028	11,429	2.3%
2029	11,693	2.3%
2030	11,963	2.3%

Source: US Census; Claritas

## Renter Households

In the table below we give the 2020-2030 renter household projection for the Market Area.

Year	Households	Growth %
2020	17,541	1.1%
2021	17,739	1.1%
2022	17,938	1.1%
2023	18,136	1.1%
2024	18,334	1.1%
2025	18,534	1.1%
2026	18,737	1.1%
2027	18,942	1.1%
2028	19,149	1.1%
2029	19,358	1.1%
2030	19,570	1.1%

Source: US Census; Claritas

In the table below we give the 2020-2030 55+ renter household projection for the Market Area.

Year	Households	Growth %
2020	3,858	1.7%
2021	3,923	1.7%
2022	3,989	1.7%
2023	4,055	1.6%
2024	4,120	1.6%
2025	4,186	1.6%
2026	4,252	1.6%
2027	4,319	1.6%
2028	4,387	1.6%
2029	4,456	1.6%
2030	4,526	1.6%

Source: US Census; Claritas

In the table below we give the 2020-2030 65+ renter household projection for the Market Area.

Year	Households	Growth %
2020	2,222	2.8%
2021	2,285	2.8%
2022	2,350	2.8%
2023	2,414	2.7%
2024	2,479	2.7%
2025	2,544	2.6%
2026	2,608	2.5%
2027	2,674	2.5%
2028	2,742	2.5%
2029	2,812	2.5%
2030	2,883	2.5%

Source: US Census; Claritas

## Household Income

The following table shows the current distribution of household incomes for the Market Area. The data set comes from Claritas and Ribbon Demographics.

2026 \$		Households, by Income, by Size						
Min	Max	2026 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	694	431	167	121	66	21	1,500
\$10,000	\$19,999	1,454	617	363	140	86	34	2,695
\$20,000	\$29,999	1,399	660	378	145	70	15	2,666
\$30,000	\$39,999	1,637	667	475	289	105	45	3,218
\$40,000	\$49,999	1,590	1,098	492	274	182	96	3,731
\$50,000	\$59,999	1,325	1,126	452	353	183	83	3,523
\$60,000	\$74,999	994	1,788	653	619	320	160	4,535
\$75,000	\$99,999	1,042	2,302	1,387	750	255	116	5,852
\$100,000	\$124,999	633	1,776	922	693	256	129	4,409
\$125,000	\$149,999	541	1,343	686	423	114	69	3,176
\$150,000	\$199,999	374	1,362	574	580	211	107	3,209
\$200,000	more	463	1,241	639	377	259	120	3,099
Total		12,146	14,412	7,187	4,763	2,108	996	41,612

The following table shows the current distribution of 55+ household incomes for the Market Area.

2026 \$		55+ Households, by Income, by Size						
Min	Max	2026 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	428	216	44	7	19	4	717
\$10,000	\$19,999	959	298	80	18	32	10	1,397
\$20,000	\$29,999	746	385	70	30	33	5	1,269
\$30,000	\$39,999	656	375	74	35	27	9	1,176
\$40,000	\$49,999	791	591	167	45	25	10	1,629
\$50,000	\$59,999	622	436	109	36	44	12	1,260
\$60,000	\$74,999	484	839	188	86	49	19	1,664
\$75,000	\$99,999	526	1,139	221	137	59	23	2,106
\$100,000	\$124,999	341	789	276	92	55	24	1,578
\$125,000	\$149,999	294	677	185	85	26	13	1,280
\$150,000	\$199,999	231	765	140	36	70	35	1,278
\$200,000	more	283	826	234	81	64	25	1,512
Total		6,361	7,336	1,788	689	505	187	16,866

The following table shows the current distribution of 65+ household incomes for the Market Area.

2026 \$		65+ Households, by Income, by Size						
Min	Max	2026 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	256	125	14	3	17	4	420
\$10,000	\$19,999	809	202	39	7	17	5	1,079
\$20,000	\$29,999	673	273	39	15	23	2	1,025
\$30,000	\$39,999	530	180	32	6	17	3	768
\$40,000	\$49,999	656	461	92	20	12	1	1,243
\$50,000	\$59,999	494	312	78	10	19	3	917
\$60,000	\$74,999	369	595	141	71	26	10	1,211
\$75,000	\$99,999	357	767	82	78	19	2	1,306
\$100,000	\$124,999	240	530	121	32	22	7	953
\$125,000	\$149,999	169	339	31	37	16	8	601
\$150,000	\$199,999	156	422	56	3	29	11	677
\$200,000	more	135	468	60	45	9	2	719
Total		4,845	4,674	784	329	227	59	10,918

Source: Claritas & Ribbon Demographics

## Renter Household Income

The following table shows the current distribution of renter household incomes for the Market Area. The data set comes from Claritas and Ribbon Demographics.

2026 \$		2026 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	427	222	124	67	48	16	903
\$10,000	\$19,999	827	394	291	83	65	28	1,689
\$20,000	\$29,999	871	322	323	110	39	10	1,674
\$30,000	\$39,999	1,107	429	349	221	70	31	2,205
\$40,000	\$49,999	890	559	339	191	123	63	2,167
\$50,000	\$59,999	574	555	299	190	130	59	1,806
\$60,000	\$74,999	431	751	340	276	96	36	1,930
\$75,000	\$99,999	462	668	498	424	120	48	2,220
\$100,000	\$124,999	297	502	200	229	146	73	1,448
\$125,000	\$149,999	252	501	233	63	30	13	1,092
\$150,000	\$199,999	177	224	248	247	76	37	1,009
\$200,000	more	235	149	50	77	59	25	594
Total		6,551	5,275	3,294	2,177	1,001	439	18,737

The following table shows the current distribution of 55+ renter household incomes for the Market Area.

2026 \$		2026 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	193	63	9	1	6	0	272
\$10,000	\$19,999	404	112	28	9	14	3	571
\$20,000	\$29,999	336	107	26	11	13	3	495
\$30,000	\$39,999	263	159	29	20	12	1	485
\$40,000	\$49,999	318	149	47	8	13	7	542
\$50,000	\$59,999	180	75	27	9	22	3	317
\$60,000	\$74,999	190	119	24	11	13	3	360
\$75,000	\$99,999	161	170	43	7	16	3	400
\$100,000	\$124,999	118	76	19	3	13	5	235
\$125,000	\$149,999	89	73	41	6	8	3	220
\$150,000	\$199,999	86	56	14	8	15	5	185
\$200,000	more	89	48	22	2	9	2	172
Total		2,427	1,206	329	95	155	40	4,252

The following table shows the current distribution of 65+ renter household incomes for the Market Area.

2026 \$		2026 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	98	14	2	0	6	0	120
\$10,000	\$19,999	298	68	9	5	6	0	386
\$20,000	\$29,999	305	48	8	6	10	1	377
\$30,000	\$39,999	198	51	8	3	11	1	273
\$40,000	\$49,999	288	98	35	5	2	0	429
\$50,000	\$59,999	143	31	7	9	9	0	199
\$60,000	\$74,999	144	39	17	5	7	1	213
\$75,000	\$99,999	85	75	18	2	6	0	187
\$100,000	\$124,999	97	53	11	2	3	0	167
\$125,000	\$149,999	49	29	8	3	1	0	90
\$150,000	\$199,999	57	24	2	2	8	1	95
\$200,000	more	45	15	10	0	2	0	73
Total		1,807	545	137	43	72	5	2,608

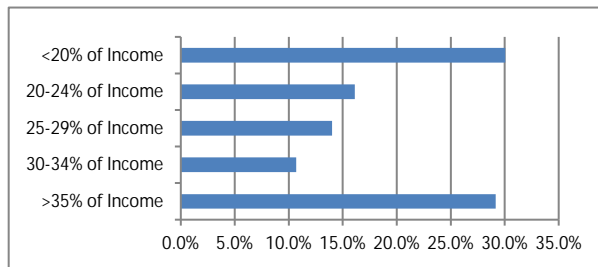
Source: Claritas & Ribbon Demographics

## Overburdened Renter Households

The following tables give overburdened renter household data for the Market Area. The data set comes from the U.S. Census Bureau.

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	30.1%
20-24% of Income Spent on Housing	16.1%
25-29% of Income Spent on Housing	14.0%
30-34% of Income Spent on Housing	10.7%
>35% of Income Spent on Housing	29.2%
<b>Total</b>	<b>100.0%</b>

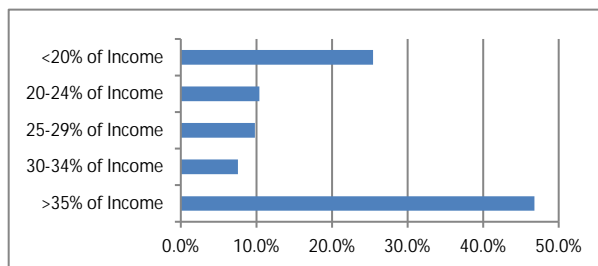
Source: U.S. Census Bureau



Our research suggests that 29.2 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 39.8 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	25.4%
20-24% of Income Spent on Housing	10.4%
25-29% of Income Spent on Housing	9.8%
30-34% of Income Spent on Housing	7.6%
>35% of Income Spent on Housing	46.8%
<b>Total</b>	<b>100.0%</b>

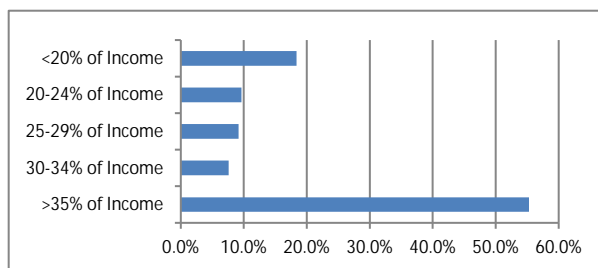
Source: U.S. Census Bureau



Our research suggests that 46.8 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 54.4 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	18.4%
20-24% of Income Spent on Housing	9.6%
25-29% of Income Spent on Housing	9.2%
30-34% of Income Spent on Housing	7.6%
>35% of Income Spent on Housing	55.3%
<b>Total</b>	<b>100.0%</b>

Source: U.S. Census Bureau



Our research suggests that 55.3 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 62.9 percent of the 65+ renter households are overburdened to 30 percent of income.

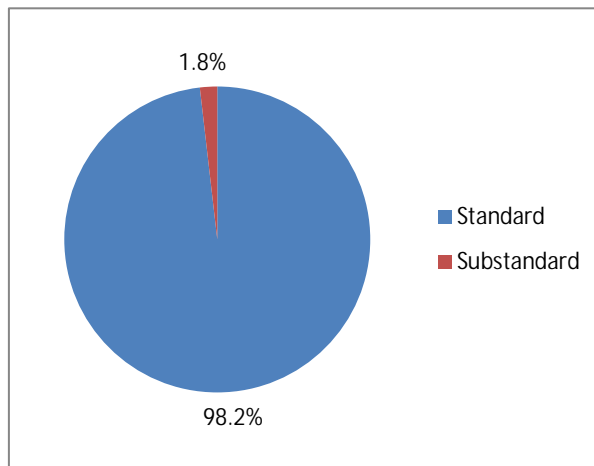
### Owner Substandard Units

The U.S. Census Bureau defines substandard housing units as follows: (1) Units without complete plumbing; or (2) Units with 1.00 or more persons per room.

The following tables give owner substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Owner Substandard Units	
	% of Total
1.00 persons per room or less	98.2%
1.01 to 1.50 persons per room	1.2%
1.51 persons per room or more	0.4%
Complete Plumbing	99.8%
1.00 persons per room or less	0.2%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.2%
Standard	98.2%
Substandard	1.8%
Total	100.0%

Source: U.S. Census Bureau



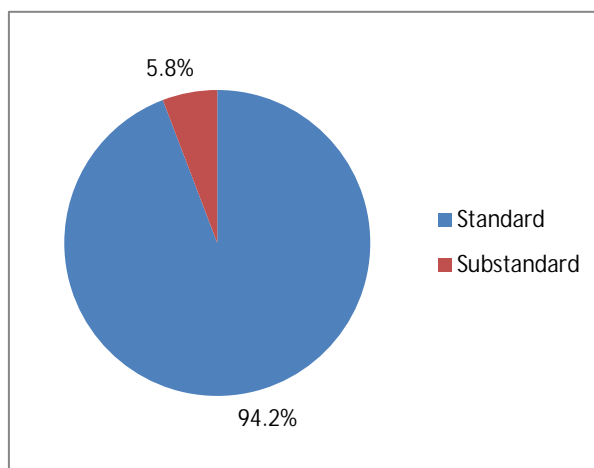
Our research suggests that 1.8 percent of occupied owner housing units in the market area are substandard.

### Renter Substandard Units

The following tables give renter substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Renter Substandard Units	
	% of Total
1.00 persons per room or less	94.2%
1.01 to 1.50 persons per room	3.5%
1.51 persons per room or more	1.9%
Complete Plumbing	99.6%
1.00 persons per room or less	0.3%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.4%
Standard	94.2%
Substandard	5.8%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 5.8 percent of renter owner housing units in the market area are substandard.

## Owner Movership

The following tables give owner household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	3.3%	5.2%	6.7%	6.6%	7.2%	7.8%	9.0%	5.5%
Owner to Renter	3.1%	2.9%	5.3%	4.9%	4.9%	7.4%	11.3%	4.0%
Owner Movership Rate	6.5%	8.1%	12.0%	11.6%	12.0%	15.2%	20.3%	9.5%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an owner movership rate of 9.5 percent.

Elderly Owner Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.0%	2.8%	2.3%	1.6%	3.1%	1.0%	3.7%	2.4%
Owner to Renter	1.7%	0.8%	1.4%	2.1%	0.6%	2.6%	0.0%	1.2%
Owner Movership Rate	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly owner movership rate of 3.7 percent.

## Renter Movership

The following tables give renter household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	13.1%	29.2%	41.3%	49.6%	50.1%	54.3%	83.8%	29.6%
Renter to Owner	3.2%	12.0%	12.1%	15.5%	17.0%	13.2%	15.5%	9.4%
Renter Movership Rate	16.3%	41.2%	53.4%	65.0%	67.1%	67.4%	99.3%	39.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests a renter movership rate of 39.0 percent.

Elderly Renter Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	7.4%	6.6%	7.2%	7.6%	6.0%	7.8%	0.0%	7.1%
Renter to Owner	0.6%	1.4%	0.7%	0.4%	2.0%	0.2%	8.0%	0.9%
Renter Movership Rate	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly renter movership rate of 8.0 percent.

## SUPPLY ANALYSIS

In conducting our analysis, we began by attempting to compile a list of every multifamily property with 10 or more units in the market area. We included conventionally-financed multifamily communities as well as properties financed by the local housing authority and the state housing finance agency in our listing. We even included properties financed by and/or subsidized by USDA and/or HUD. Finally, we included properties that are either proposed or currently under construction. The result was a listing of projects with 10 or more units - whether existing, under construction, or proposed - for this area. Our rental property inventory listing is found in the pages that follow.

A map showing the location of the properties included in the rental property inventory is found in the pages that follow. Properties identified with red pushpins have 100 percent market rate units (market rate properties), properties identified with yellow pushpins have a mixture of market rate / restricted / subsidized units (restricted properties), and properties identified with blue pushpins have 100 percent project-based rental assistance (subsidized properties).

After accounting for any unconfirmed properties and any properties that are located outside the defined market area, we arrived at a list of confirmed market area properties. This was the listing of properties upon which our analysis is based. In our opinion, the properties included on this list give a credible picture of market conditions as of the effective date of this report. This listing is found in the pages that follow.

Our next step was to compile a master list of unrestricted market rate rent comparables from the listing of confirmed properties. We eliminated any properties which were either under construction, being renovated, in lease up, or which were unstabilized for one reason or another. We identified market rate properties of similar age and condition to the subject property. If we were unable to identify a sufficient number of market rate comparables in the market area, we included market rate properties from outside the market area. If we were still unable to identify a sufficient number of market rate comparables, we included rent restricted properties - provided, however, that the rents charged at these properties were below statutory limits and similar to the rents charged at the market rate properties in the market area (suggesting that these rent restricted properties were *de facto* market rate properties).

Finally, we compiled a master list of restricted rent comparables from the listing of confirmed properties. We used the same approach described above for unrestricted market rate properties.

The resulting master lists of rent comparables and accompanying locator maps are found in this section as well. Detailed write-ups for the properties included on these lists are found in the Appendix. We include write-ups for *all* of the rent comparables identified on our master lists, regardless of whether they ended up being selected as one of the *best* rent comparables. We did this for two reasons: (1) To be transparent; and (2) To provide the reader with context regarding our selection process.

The balance of this section includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting lists for the properties included in this report.

Rental Property Inventory

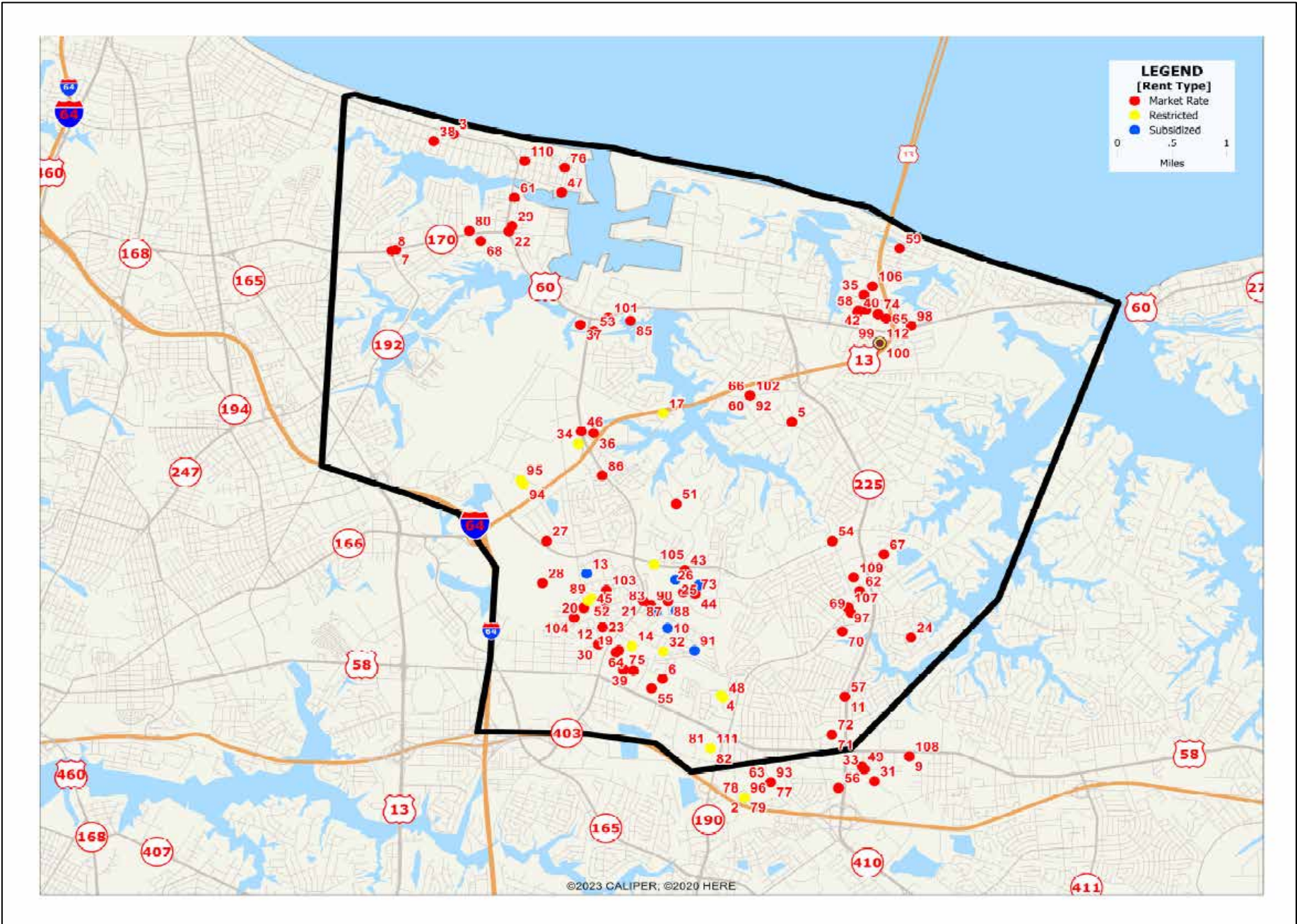
Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	200 West Phase 1	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Tax Credit	152	0	100.0%
002	200 West Phase 2	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Bond	112	0	100.0%
003	Ace Apartments	36.9322	-76.2017	1966	na	Market Rate	Family	Demolished	Conventional	60	0	100.0%
004	Aden Park Apartments	36.8516	-76.1574	1971	2022	Restricted	Family	Stabilized	Tax Credit	125	1	99.2%
005	Albert Court Garden Apartments	36.8908	-76.1457	1973	na	Market Rate	Family	Unconfirmed	Conventional	28	1	96.4%
006	Amhurst Apartments	36.8539	-76.1671	1985	na	Market Rate	Family	Stabilized	Conventional	87	0	100.0%
007	Anderson Apartments	36.9155	-76.2112	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
008	Andover Apartments	36.9154	-76.2119	1963	2010	Market Rate	Family	Stabilized	Conventional	104	3	97.1%
009	Ashbrook Apartments	36.8428	-76.1263	1986	na	Market Rate	Family	Duplicate	Conventional	156	2	98.7%
010	Atlantis Manor Apartments	36.8612	-76.1663	1982	2007	Subsidized	Family	Special Needs	HUD	11	0	100.0%
011	Azalea Garden Apartments	36.8514	-76.1369	1982	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
012	Baker Crossing Apartments	36.8589	-76.1777	1970	2007	Market Rate	Family	Duplicate	Conventional	600	60	90.0%
013	Baker House Group Home	36.8690	-76.1797	na	na	Subsidized	Family	Demolished	HUD	12	0	100.0%
014	Baker Woods Apartments Phase 1	36.8586	-76.1722	2015	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
015	Baker Woods Apartments Phase 2	36.8655	-76.1789	2015	na	Restricted	Family	Duplicate	Tax Credit	57	57	0.0%
016	Bay Watch Pointe Apartments	36.8664	-76.1637	1973	2001	Market Rate	Family	Stabilized	Conventional	160	55	65.6%
017	Bayside Road Apartments	36.8921	-76.1670	1989	na	Restricted	Family	Unconfirmed	Tax Credit	2	0	100.0%
018	Bayville Apartments	36.8946	-76.1526	1971	na	Market Rate	Family	Stabilized	Conventional	240	6	97.5%
019	Boyd Homes	36.8580	-76.1743	2008	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
020	Brandywine Apartments	36.8641	-76.1801	1985	2004	Market Rate	Family	Stabilized	Conventional	172	8	95.3%
021	Breathwaite Place Apartments	36.8651	-76.1703	2011	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
022	Brentwood West Apartments	36.9182	-76.1925	na	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
023	Briarwood Apartments	36.8614	-76.1770	1970	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
024	C C Taylor Realty	36.8599	-76.1260	1968	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
025	Carriage House of Virginia Beach	36.8682	-76.1650	1982	na	Subsidized	Family	Stabilized	HUD	200	10	95.0%
026	Cedar Grove Apartments	36.8674	-76.1610	2011	na	Subsidized	Family	Stabilized	Tax Credit	32	0	100.0%
027	Coastal 61 At Oxford Village Coastal	36.8737	-76.1863	2020	na	Market Rate	Family	Stabilized	Conventional	244	0	100.0%
028	Coastal 61 At Oxford Village Wesleyan	36.8677	-76.1870	2020	na	Market Rate	Family	Duplicate	Conventional	244	12	95.1%
029	Coastal Villas By The Bay	36.9190	-76.1920	2016	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
030	Coastline Apartments	36.8589	-76.1777	1970	2007	Market Rate	Family	Stabilized	Conventional	600	60	90.0%
031	Columbus Station Apartments	36.8392	-76.1320	1984	2008	Market Rate	Family	Stabilized	Conventional	306	13	95.8%
032	Connie Lane Apartments	36.8579	-76.1670	2011	na	Restricted	Family	Non-Inventory	Tax Credit	51	51	0.0%
033	Cosmopolitan Apartments	36.8409	-76.1337	2005	na	Market Rate	Family	Stabilized	Conventional	341	17	95.0%
034	Crescent Square	36.8877	-76.1810	2015	na	Restricted	Family	Special Needs	Tax Credit	80	3	96.3%
035	Dam Neck Square Apartments	36.9091	-76.1338	1978	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
036	Diamond North Apartments	36.8892	-76.1785	2016	na	Market Rate	Family	Stabilized	Conventional	180	3	98.3%
037	Diamond Springs Apartments	36.9048	-76.1807	1968	2008	Market Rate	Family	Stabilized	Conventional	153	5	96.7%
038	Dick Kelly Real Estate Co	36.9311	-76.2050	1984	na	Market Rate	Family	Stabilized	Conventional	450	8	98.2%
039	Doria Apartments	36.8551	-76.1719	1996	2025	Market Rate	Family	Stabilized	Conventional	160	7	95.6%
040	Dove Landing Apple Apartments	36.9065	-76.1348	1980	na	Market Rate	Family	Stabilized	Conventional	24	1	95.8%
041	Dove Landing East Apartments	36.8661	-76.1617	1977	na	Market Rate	Family	Stabilized	Conventional	88	8	90.9%
042	Dove Landing Maple Apartments	36.9069	-76.1334	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
043	Dove Landing North Apartments	36.8696	-76.1634	1977	na	Market Rate	Family	Stabilized	Conventional	150	7	95.3%
044	Dove Landing Pharah Apartments	36.8661	-76.1617	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
045	Dove Landing West Apartments	36.8640	-76.1767	1977	na	Market Rate	Family	Stabilized	Conventional	68	5	92.6%
046	Driftwood Apartments	36.8894	-76.1805	1972	na	Market Rate	Family	Stabilized	Conventional	140	1	99.3%
047	East Beach Marina Apartments	36.9237	-76.1838	2015	na	Market Rate	Family	Unconfirmed	Conventional	137	7	94.9%
048	Ebbetts Plaza Apartments	36.8512	-76.1571	1976	2025	Restricted	Family	Stabilized	Tax Credit	90	0	100.0%
049	Encore 4505 at Town Center Apartments	36.8414	-76.1341	2014	na	Market Rate	Family	Stabilized	Conventional	286	6	97.9%
050	Glenshire Group Home	36.8637	-76.1648	na	na	Subsidized	Family	Special Needs	HUD	2	0	100.0%
051	Grand Cypress Apartments	36.8791	-76.1648	1988	na	Market Rate	Family	Stabilized	Conventional	55	1	98.2%
052	Hamptons (The) Apartments	36.8651	-76.1794	1967	2000	Restricted	Family	Stabilized	Tax Credit	212	5	97.6%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Harbor Inn Apartments	36.9038	-76.1785	1972	na	Market Rate	Family	Stabilized	Conventional	138	10	92.8%
054	Haygood Halls Apartments	36.8737	-76.1390	1970	2009	Market Rate	Family	Stabilized	Conventional	225	1	99.6%
055	Hunter's Mill Apartments	36.8525	-76.1689	1987	2010	Market Rate	Family	Stabilized	Conventional	180	10	94.4%
056	Independence Square Townhouses	36.8383	-76.1380	1972	na	Market Rate	Family	Stabilized	Conventional	212	0	100.0%
057	January 16th Assoc	36.8514	-76.1369	1982	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
058	Lake Bradford Apartments	36.9068	-76.1347	1972	2009	Market Rate	Family	Stabilized	Conventional	143	0	100.0%
059	Lakefront Apartments	36.9157	-76.1279	1974	na	Market Rate	Family	Unconfirmed	Conventional	2	0	100.0%
060	Mansards Apartments	36.8946	-76.1526	1971	1998	Market Rate	Family	Duplicate	Conventional	240	15	93.8%
061	Marina Villa Apartments	36.9230	-76.1916	2020	na	Market Rate	Family	Stabilized	Conventional	105	2	98.1%
062	Mariner's Cove Apartments	36.8665	-76.1345	1974	2003	Market Rate	Family	Stabilized	Conventional	458	12	97.4%
063	Mezzo Apartment Homes	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	282	0	100.0%
064	Nexus Flats	36.8577	-76.1748	2018	na	Market Rate	Family	Stabilized	Conventional	268	7	97.4%
065	North Beach Apartments	36.9056	-76.1301	1986	2000	Market Rate	Family	Stabilized	Conventional	181	9	95.0%
066	Northampton Apartments	36.8946	-76.1526	1971	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
067	Old Donation Apartments	36.8718	-76.1305	1970	2009	Market Rate	Elderly	Stabilized	Conventional	251	7	97.2%
068	Park Towne Apartments	36.9168	-76.1972	1969	2006	Market Rate	Family	Stabilized	Conventional	398	8	98.0%
069	Pembroke Crossing Apartments	36.8633	-76.1359	1988	na	Market Rate	Family	Stabilized	Conventional	148	4	97.3%
070	Pembroke Lake Apartments	36.8608	-76.1373	1972	2006	Market Rate	Family	Stabilized	Conventional	300	25	91.7%
071	Pembroke Square Apartments	36.8459	-76.1391	1964	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
072	Pembroke Town Center Apartments	36.8459	-76.1391	1964	2011	Market Rate	Family	Stabilized	Conventional	384	3	99.2%
073	Pharah Apartments	36.8661	-76.1617	1980	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
074	Pine Shores Apartments	36.9063	-76.1314	1982	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%
075	Pines of Newpointe Apartments	36.8553	-76.1736	1988	2010	Market Rate	Family	Stabilized	Conventional	104	9	91.3%
076	Pleasant Village Apartments	36.9273	-76.1833	1987	2015	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
077	Premier Apartments	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	131	0	100.0%
078	Price Street Apartments 1	36.8369	-76.1535	2019	na	Restricted	Family	Duplicate	Bond	112	104	7.1%
079	Price Street Apartments 2	36.8369	-76.1535	2019	na	Restricted	Family	Duplicate	Tax Credit	152	152	0.0%
080	Redmond Road Apartments	36.9183	-76.1991	1975	na	Market Rate	Family	Stabilized	Conventional	36	10	72.2%
081	Renaissance Apartments 1	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
082	Renaissance Apartments 2 & 3	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Bond	144	0	100.0%
083	Ripley Heatwole	36.8645	-76.1690	1985	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
084	Rock Creek Group Home	36.8635	-76.1682	na	na	Subsidized	Family	Special Needs	HUD	2	0	100.0%
085	Shores of Lake Smith Apartments	36.9053	-76.1724	1976	2013	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
086	Spring Water Apartments	36.8831	-76.1771	2013	na	Market Rate	Family	Stabilized	Conventional	252	3	98.8%
087	St Croix Apartments Phase 1	36.8650	-76.1662	1988	na	Market Rate	Family	Stabilized	Conventional	148	16	89.2%
088	St Croix Apartments Phase 2	36.8650	-76.1662	2007	na	Market Rate	Family	Stabilized	Conventional	12	3	75.0%
089	Summer Haven Apartments	36.8655	-76.1789	2017	na	Restricted	Family	Stabilized	Tax Credit	57	0	100.0%
090	Summer Place Townhomes	36.8645	-76.1690	1985	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
091	Sweetwater Court Group Home	36.8580	-76.1618	na	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
092	Thalhimer Bayville	36.8946	-76.1526	1971	1998	Market Rate	Family	Duplicate	Conventional	240	15	93.8%
093	Town Center Cold Pressed	36.8391	-76.1492	2016	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
094	Tranquility at the Lakes I	36.8818	-76.1901	2015	na	Restricted	Elderly	Stabilized	Tax Credit	40	0	100.0%
095	Tranquility at the Lakes II	36.8824	-76.1905	2026	na	Restricted	Elderly	Construction	Tax Credit	38	38	0.0%
096	Two Hundred West Apartment Hms	36.8369	-76.1535	2019	na	Restricted	Family	Duplicate	Tax Credit	152	152	0.0%
097	United Property Assoc	36.8641	-76.1364	1984	2011	Market Rate	Family	Duplicate	Conventional	45	5	88.9%
098	Vantage Apartments	36.9046	-76.1260	1973	2008	Market Rate	Family	Stabilized	Conventional	54	4	92.6%
099	Victoria Place Apartments	36.9021	-76.1311	2003	na	Restricted	Elderly	Stabilized	Tax Credit	122	0	100.0%
100	Victoria Place Apartments	36.9021	-76.1311	2003	2026	Restricted	Elderly	Prop Rehab	Tax Credit	122	0	100.0%
101	Waterford Apartments	36.9058	-76.1761	1979	2009	Market Rate	Family	Stabilized	Conventional	376	2	99.5%
102	Waypointe at Bayville	36.8946	-76.1526	1971	na	Market Rate	Family	Duplicate	Conventional	240	6	97.5%
103	Weblin Place Apartments	36.8666	-76.1764	1976	na	Market Rate	Family	Stabilized	Conventional	102	1	99.0%
104	Wesleyan Courts Apartments	36.8627	-76.1817	1973	na	Market Rate	Family	Stabilized	Conventional	113	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
105	Wesleyan Place Apartments	36.8704	-76.1685	2008	na	Restricted	Elderly	Stabilized	Tax Credit	91	2	97.8%
106	Windsong Apartments	36.9103	-76.1324	1973	na	Market Rate	Family	Stabilized	Conventional	270	45	83.3%
107	Witchduck Crescent Apartments	36.8641	-76.1364	1984	2011	Market Rate	Family	Stabilized	Conventional	45	5	88.9%
108	Bonney Trace Apartments	36.8428	-76.1263	1986	na	Market Rate	Family	Stabilized	Conventional	156	2	98.7%
109	Society At Crossroads	36.8685	-76.1355	2023	na	Market Rate	Family	Stabilized	Conventional	382	20	94.8%
110	Village Square At East Beach	36.9283	-76.1899	2022	na	Market Rate	Family	Unconfirmed	Conventional	51	2	96.1%
111	Renaissance Apartments 3	36.8439	-76.1592	2026	na	Restricted	Family	Duplicate	Bond	36	1	97.2%
112	Victoria Place Apartments	36.9021	-76.1311	2003	na	Restricted	Elderly	Prop Const	Tax Credit	122	3	97.5%



Rental Property Inventory, Unconfirmed

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
005	Albert Court Garden Apartments	36.8908	-76.1457	1973	na	Market Rate	Family	Unconfirmed	Conventional	28	1	96.4%
017	Bayside Road Apartments	36.8921	-76.1670	1989	na	Restricted	Family	Unconfirmed	Tax Credit	2	0	100.0%
047	East Beach Marina Apartments	36.9237	-76.1838	2015	na	Market Rate	Family	Unconfirmed	Conventional	137	7	94.9%
059	Lakefront Apartments	36.9157	-76.1279	1974	na	Market Rate	Family	Unconfirmed	Conventional	2	0	100.0%
110	Village Square At East Beach	36.9283	-76.1899	2022	na	Market Rate	Family	Unconfirmed	Conventional	51	2	96.1%

Rental Property Inventory, Confirmed, Inside Market Area

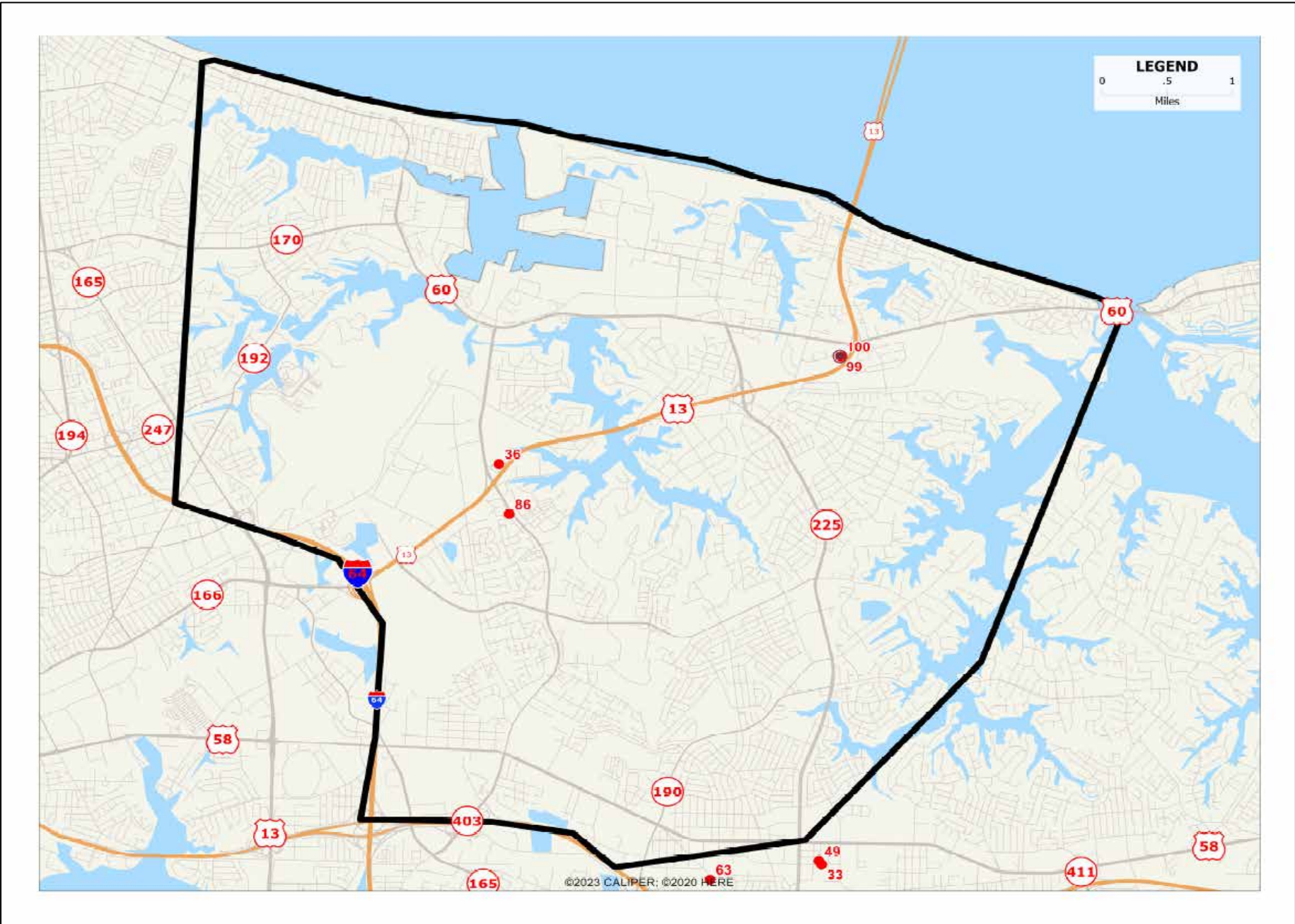
Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	200 West Phase 1	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Tax Credit	152	0	100.0%
002	200 West Phase 2	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Bond	112	0	100.0%
004	Aden Park Apartments	36.8516	-76.1574	1971	2022	Restricted	Family	Stabilized	Tax Credit	125	1	99.2%
006	Amhurst Apartments	36.8539	-76.1671	1985	na	Market Rate	Family	Stabilized	Conventional	87	0	100.0%
008	Andover Apartments	36.9154	-76.2119	1963	2010	Market Rate	Family	Stabilized	Conventional	104	3	97.1%
014	Baker Woods Apartments Phase 1	36.8586	-76.1722	2015	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
016	Bay Watch Pointe Apartments	36.8664	-76.1637	1973	2001	Market Rate	Family	Stabilized	Conventional	160	55	65.6%
018	Bayville Apartments	36.8946	-76.1526	1971	na	Market Rate	Family	Stabilized	Conventional	240	6	97.5%
020	Brandywine Apartments	36.8641	-76.1801	1985	2004	Market Rate	Family	Stabilized	Conventional	172	8	95.3%
022	Brentwood West Apartments	36.9182	-76.1925	na	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
025	Carriage House of Virginia Beach	36.8682	-76.1650	1982	na	Subsidized	Family	Stabilized	HUD	200	10	95.0%
026	Cedar Grove Apartments	36.8674	-76.1610	2011	na	Subsidized	Family	Stabilized	Tax Credit	32	0	100.0%
027	Coastal 61 At Oxford Village Coastal	36.8737	-76.1863	2020	na	Market Rate	Family	Stabilized	Conventional	244	0	100.0%
030	Coastline Apartments	36.8589	-76.1777	1970	2007	Market Rate	Family	Stabilized	Conventional	600	60	90.0%
031	Columbus Station Apartments	36.8392	-76.1320	1984	2008	Market Rate	Family	Stabilized	Conventional	306	13	95.8%
033	Cosmopolitan Apartments	36.8409	-76.1337	2005	na	Market Rate	Family	Stabilized	Conventional	341	17	95.0%
035	Dam Neck Square Apartments	36.9091	-76.1338	1978	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
036	Diamond North Apartments	36.8892	-76.1785	2016	na	Market Rate	Family	Stabilized	Conventional	180	3	98.3%
037	Diamond Springs Apartments	36.9048	-76.1807	1968	2008	Market Rate	Family	Stabilized	Conventional	153	5	96.7%
038	Dick Kelly Real Estate Co	36.9311	-76.2050	1984	na	Market Rate	Family	Stabilized	Conventional	450	8	98.2%
039	Doria Apartments	36.8551	-76.1719	1996	2025	Market Rate	Family	Stabilized	Conventional	160	7	95.6%
040	Dove Landing Apple Apartments	36.9065	-76.1348	1980	na	Market Rate	Family	Stabilized	Conventional	24	1	95.8%
041	Dove Landing East Apartments	36.8661	-76.1617	1977	na	Market Rate	Family	Stabilized	Conventional	88	8	90.9%
042	Dove Landing Maple Apartments	36.9069	-76.1334	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
043	Dove Landing North Apartments	36.8696	-76.1634	1977	na	Market Rate	Family	Stabilized	Conventional	150	7	95.3%
044	Dove Landing Pharah Apartments	36.8661	-76.1617	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
045	Dove Landing West Apartments	36.8640	-76.1767	1977	na	Market Rate	Family	Stabilized	Conventional	68	5	92.6%
046	Driftwood Apartments	36.8894	-76.1805	1972	na	Market Rate	Family	Stabilized	Conventional	140	1	99.3%
048	Ebbetts Plaza Apartments	36.8512	-76.1571	1976	2025	Restricted	Family	Stabilized	Tax Credit	90	0	100.0%
049	Encore 4505 at Town Center Apartments	36.8414	-76.1341	2014	na	Market Rate	Family	Stabilized	Conventional	286	6	97.9%
051	Grand Cypress Apartments	36.8791	-76.1648	1988	na	Market Rate	Family	Stabilized	Conventional	55	1	98.2%
052	Hamptons (The) Apartments	36.8651	-76.1794	1967	2000	Restricted	Family	Stabilized	Tax Credit	212	5	97.6%
053	Harbor Inn Apartments	36.9038	-76.1785	1972	na	Market Rate	Family	Stabilized	Conventional	138	10	92.8%
054	Haygood Halls Apartments	36.8737	-76.1390	1970	2009	Market Rate	Family	Stabilized	Conventional	225	1	99.6%
055	Hunter's Mill Apartments	36.8525	-76.1689	1987	2010	Market Rate	Family	Stabilized	Conventional	180	10	94.4%
056	Independence Square Townhouses	36.8383	-76.1380	1972	na	Market Rate	Family	Stabilized	Conventional	212	0	100.0%
058	Lake Bradford Apartments	36.9068	-76.1347	1972	2009	Market Rate	Family	Stabilized	Conventional	143	0	100.0%
061	Marina Villa Apartments	36.9230	-76.1916	2020	na	Market Rate	Family	Stabilized	Conventional	105	2	98.1%
062	Mariner's Cove Apartments	36.8665	-76.1345	1974	2003	Market Rate	Family	Stabilized	Conventional	458	12	97.4%
063	Mezzo Apartment Homes	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	282	0	100.0%
064	Nexus Flats	36.8577	-76.1748	2018	na	Market Rate	Family	Stabilized	Conventional	268	7	97.4%
065	North Beach Apartments	36.9056	-76.1301	1986	2000	Market Rate	Family	Stabilized	Conventional	181	9	95.0%
067	Old Donation Apartments	36.8718	-76.1305	1970	2009	Market Rate	Elderly	Stabilized	Conventional	251	7	97.2%
068	Park Towne Apartments	36.9168	-76.1972	1969	2006	Market Rate	Family	Stabilized	Conventional	398	8	98.0%
069	Pembroke Crossing Apartments	36.8633	-76.1359	1988	na	Market Rate	Family	Stabilized	Conventional	148	4	97.3%
070	Pembroke Lake Apartments	36.8608	-76.1373	1972	2006	Market Rate	Family	Stabilized	Conventional	300	25	91.7%
072	Pembroke Town Center Apartments	36.8459	-76.1391	1964	2011	Market Rate	Family	Stabilized	Conventional	384	3	99.2%
074	Pine Shores Apartments	36.9063	-76.1314	1982	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%
075	Pines of Newpointe Apartments	36.8553	-76.1736	1988	2010	Market Rate	Family	Stabilized	Conventional	104	9	91.3%
076	Pleasant Village Apartments	36.9273	-76.1833	1987	2015	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
077	Premier Apartments	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	131	0	100.0%
080	Redmond Road Apartments	36.9183	-76.1991	1975	na	Market Rate	Family	Stabilized	Conventional	36	10	72.2%

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
081	Renaissance Apartments 1	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
082	Renaissance Apartments 2 & 3	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Bond	144	0	100.0%
085	Shores of Lake Smith Apartments	36.9053	-76.1724	1976	2013	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
086	Spring Water Apartments	36.8831	-76.1771	2013	na	Market Rate	Family	Stabilized	Conventional	252	3	98.8%
087	St Croix Apartments Phase 1	36.8650	-76.1662	1988	na	Market Rate	Family	Stabilized	Conventional	148	16	89.2%
088	St Croix Apartments Phase 2	36.8650	-76.1662	2007	na	Market Rate	Family	Stabilized	Conventional	12	3	75.0%
089	Summer Haven Apartments	36.8655	-76.1789	2017	na	Restricted	Family	Stabilized	Tax Credit	57	0	100.0%
094	Tranquility at the Lakes I	36.8818	-76.1901	2015	na	Restricted	Elderly	Stabilized	Tax Credit	40	0	100.0%
095	Tranquility at the Lakes II	36.8824	-76.1905	2026	na	Restricted	Elderly	Construction	Tax Credit	38	38	0.0%
098	Vantage Apartments	36.9046	-76.1260	1973	2008	Market Rate	Family	Stabilized	Conventional	54	4	92.6%
099	Victoria Place Apartments	36.9021	-76.1311	2003	na	Restricted	Elderly	Stabilized	Tax Credit	122	0	100.0%
101	Waterford Apartments	36.9058	-76.1761	1979	2009	Market Rate	Family	Stabilized	Conventional	376	2	99.5%
103	Weblin Place Apartments	36.8666	-76.1764	1976	na	Market Rate	Family	Stabilized	Conventional	102	1	99.0%
104	Wesleyan Courts Apartments	36.8627	-76.1817	1973	na	Market Rate	Family	Stabilized	Conventional	113	0	100.0%
105	Wesleyan Place Apartments	36.8704	-76.1685	2008	na	Restricted	Elderly	Stabilized	Tax Credit	91	2	97.8%
106	Windsong Apartments	36.9103	-76.1324	1973	na	Market Rate	Family	Stabilized	Conventional	270	45	83.3%
107	Witchduck Crescent Apartments	36.8641	-76.1364	1984	2011	Market Rate	Family	Stabilized	Conventional	45	5	88.9%
108	Bonney Trace Apartments	36.8428	-76.1263	1986	na	Market Rate	Family	Stabilized	Conventional	156	2	98.7%
109	Society At Crossroads	36.8685	-76.1355	2023	na	Market Rate	Family	Stabilized	Conventional	382	20	94.8%

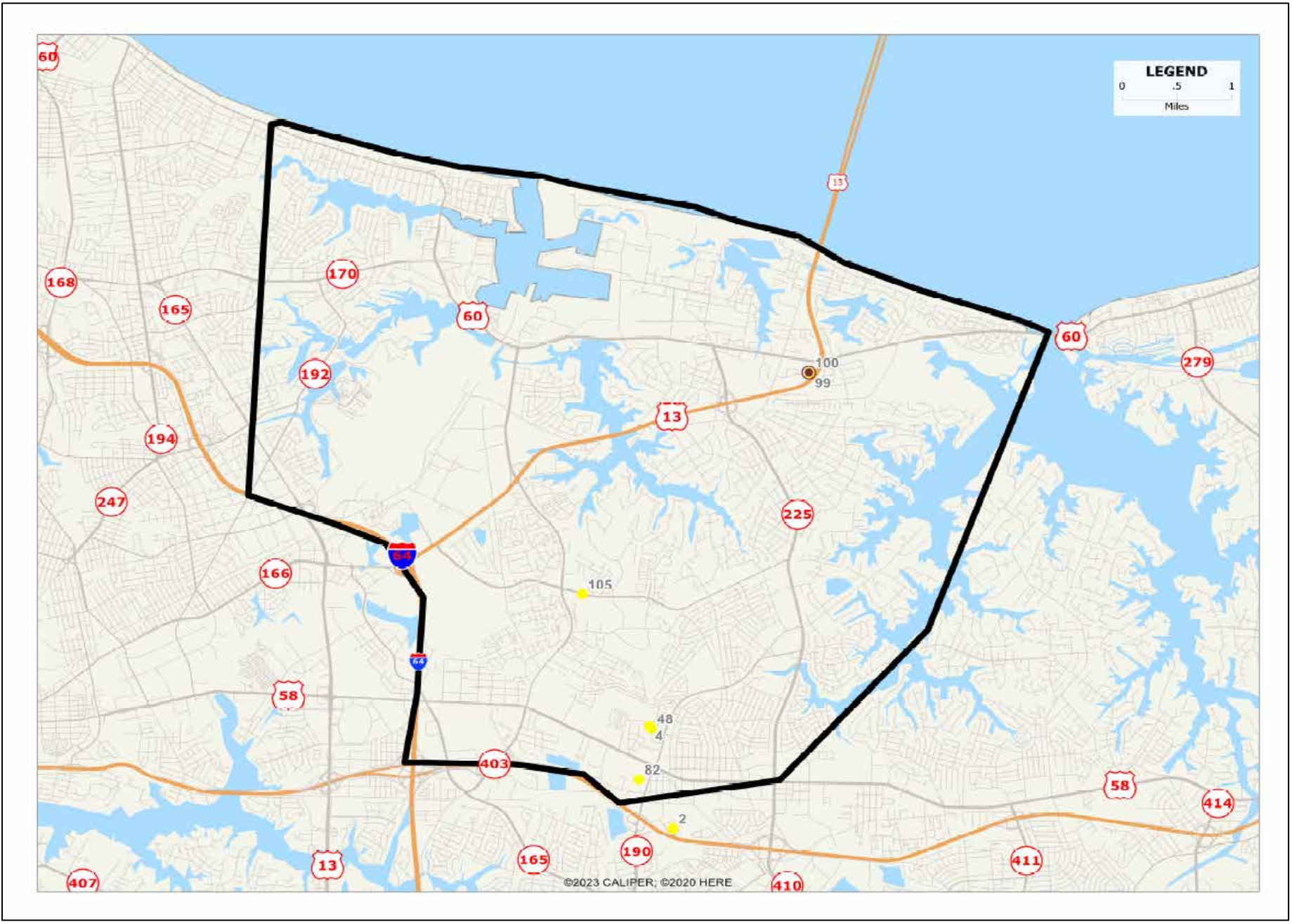
Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
033	Cosmopolitan Apartments	36.8409	-76.1337	2005	na	Market Rate	Family	Stabilized	Conventional	341	17	95.0%
036	Diamond North Apartments	36.8892	-76.1785	2016	na	Market Rate	Family	Stabilized	Conventional	180	3	98.3%
049	Encore 4505 at Town Center Apartments	36.8414	-76.1341	2014	na	Market Rate	Family	Stabilized	Conventional	286	6	97.9%
063	Mezzo Apartment Homes	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	282	0	100.0%
086	Spring Water Apartments	36.8831	-76.1771	2013	na	Market Rate	Family	Stabilized	Conventional	252	3	98.8%



Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
002	200 West Phase 2	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Bond	112	0	100.0%
004	Aden Park Apartments	36.8516	-76.1574	1971	2022	Restricted	Family	Stabilized	Tax Credit	125	1	99.2%
048	Ebbetts Plaza Apartments	36.8512	-76.1571	1976	2025	Restricted	Family	Stabilized	Tax Credit	90	0	100.0%
082	Renaissance Apartments 2 & 3	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Bond	144	0	100.0%
105	Wesleyan Place Apartments	36.8704	-76.1685	2008	na	Restricted	Elderly	Stabilized	Tax Credit	91	2	97.8%



## Rental Property Inventory, Confirmed, Inside Market Area, by Rent Type

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by rent type:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate	1	55	56
Restricted	4	9	13
Subsidized		2	2
<b>Total</b>	<b>5</b>	<b>66</b>	<b>71</b>

Total Units			
	Elderly	Family	Total
Market Rate	251	10,036	10,287
Restricted	251	865	1,116
Subsidized	40	278	318
<b>Total</b>	<b>542</b>	<b>11,179</b>	<b>11,721</b>

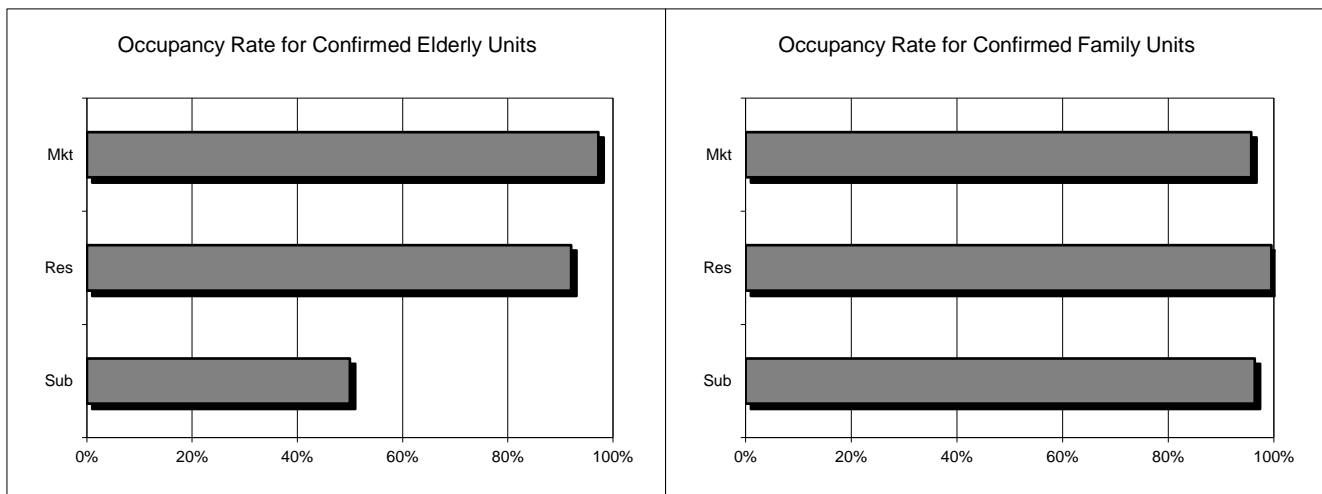
  

Vacant Units			
	Elderly	Family	Total
Market Rate	7	431	438
Restricted	20	4	24
Subsidized	20	10	30
<b>Total</b>	<b>47</b>	<b>445</b>	<b>492</b>

Occupancy Rate			
	Elderly	Family	Total
Market Rate	97%	96%	96%
Restricted	92%	100%	98%
Subsidized	50%	96%	91%
<b>Total</b>	<b>91%</b>	<b>96%</b>	<b>96%</b>

Source: Allen & Associates



Our analysis includes a total of 71 confirmed market area properties consisting of 11,721 units. The occupancy rate for these units currently stands at 96 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

Confirmed market area properties break down by rent type and tenure as shown in the tables above.

## Rental Property Inventory, Confirmed, Inside Market Area, by Project Status

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by project status:

### Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized		3	1	4	Stabilized	2	9	55	66
Lease Up					Lease Up				
Construction		1		1	Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal		1		1	Subtotal				
Total		4	1	5	Total	2	9	55	66

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	20	233	251	504	Stabilized	278	865	10,036	11,179
Lease Up					Lease Up				
Construction	20	18		38	Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	20	18		38	Subtotal				
Total	40	251	251	542	Total	278	865	10,036	11,179

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized		2	7	9	Stabilized	10	4	431	445
Lease Up					Lease Up				
Construction	20	18		38	Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	20	18		38	Subtotal				
Total	20	20	7	47	Total	10	4	431	445

Source: Allen & Associates

Our survey includes a total of 70 stabilized market area properties consisting of 11,683 units standing at 96 percent occupancy.

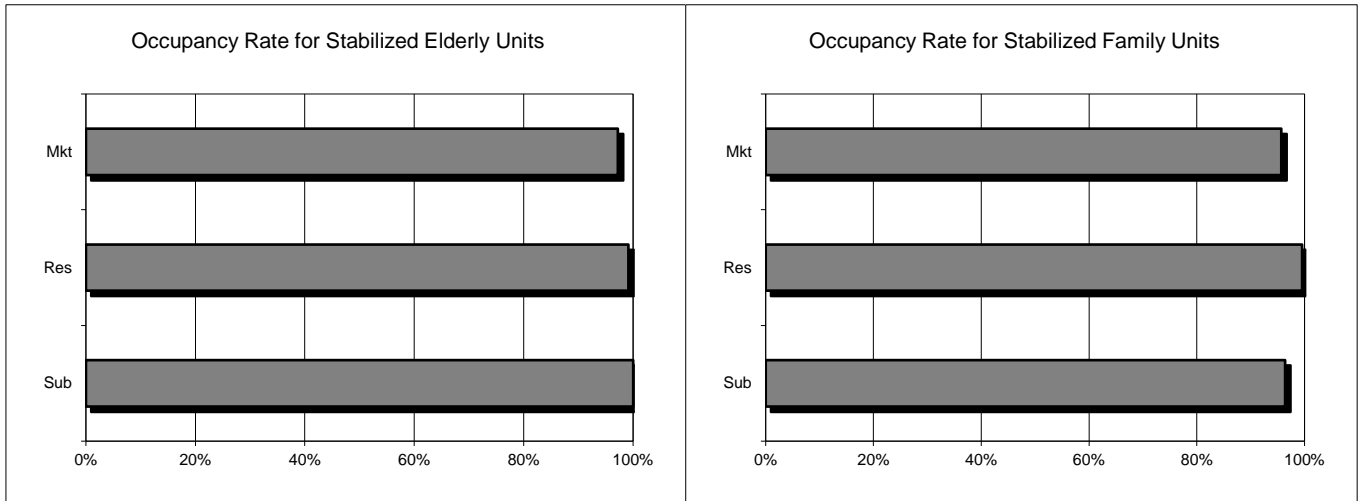
Our survey also includes a total of 1 market area property consisting of 38 units that is not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	100%	99%	97%	98%	Stabilized	96%	100%	96%	96%
Lease Up					Lease Up				
Construction	0%	0%		0%	Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	0%	0%		0%	Subtotal				
Total	50%	92%	97%	91%	Total	96%	100%	96%	96%

Source: Allen & Associates

Occupancies of stabilized market area properties broken out by occupancy type (elderly or family) and rent type (subsidized, restricted or market rate) are found below:



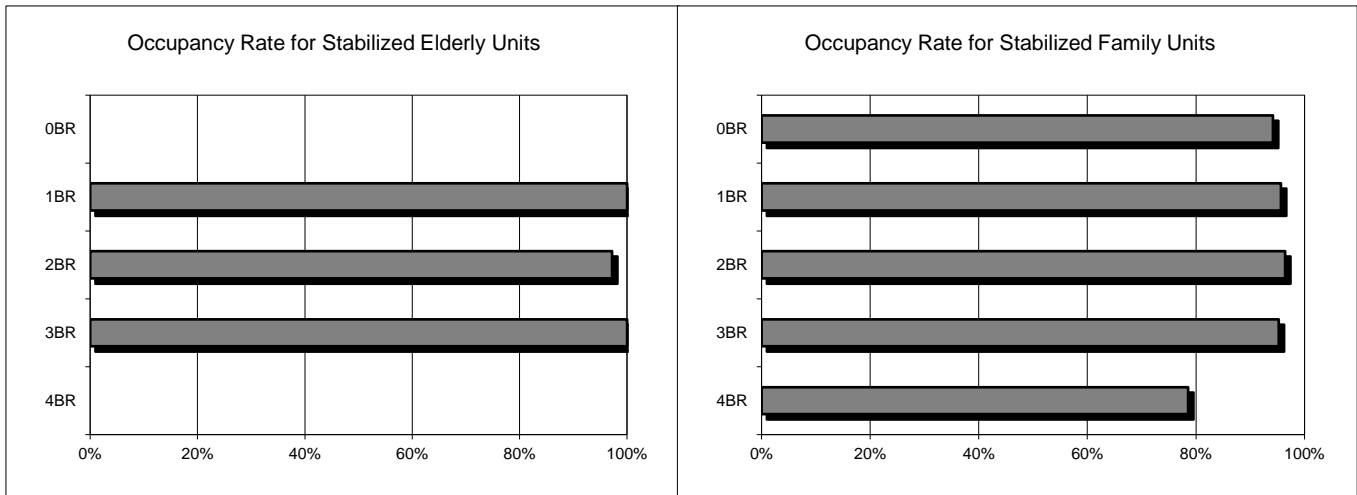
Our research suggests the following occupancy levels for the 504 stabilized elderly units in this market area:

- Subsidized, 100 percent (20 units in survey)
- Restricted, 99 percent (233 units in survey)
- Market Rate, 97 percent (251 units in survey)

Our research suggests the following occupancy levels for the 11,179 stabilized family units in this market area:

- Subsidized, 96 percent (278 units in survey)
- Restricted, 100 percent (865 units in survey)
- Market Rate, 96 percent (10036 units in survey)

Occupancy rates for stabilized market area properties broken out by occupancy type (elderly or family) and unit type are found below (supporting data is found in the pages that follow):



Our research suggests the following occupancy levels for the 504 stabilized elderly units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 100 percent (151 units in survey)
- 2-Bedroom, 97 percent (322 units in survey)
- 3-Bedroom, 100 percent (31 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 11,179 stabilized family units in this market area:

- 0-Bedroom, 94 percent (154 units in survey)
- 1-Bedroom, 96 percent (3151 units in survey)
- 2-Bedroom, 96 percent (6516 units in survey)
- 3-Bedroom, 95 percent (1344 units in survey)
- 4-Bedroom, 79 percent (14 units in survey)

Rental Property Inventory, Confirmed, Inside Market Area, 0-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								6	6
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								6	6
Total								6	6

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								154	154
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								154	154
Total								154	154

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								9	9
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								9	9
Total								9	9

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								94%	94%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								94%	94%
Total								94%	94%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 1-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1			2	2			1	6
Lease Up									
Construction	1				1				2
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal	1				1				2
Total	2			2	3			1	8

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	5			4	6	1	1	48	65
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	5			4	6	1	1	48	65

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	20			42	31			58	151
Lease Up									
Construction	20				12				32
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal	20				12				32
Total	40			42	43			58	183

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	93			21	111	6	2	2,918	3,151
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	93			21	111	6	2	2,918	3,151

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction	20				12				32
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal	20				12				32
Total	20				12				32

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	3							134	137
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	3							134	137

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%			100%	100%			100%	100%
Lease Up									
Construction	0%				0%				0%
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal	0%				0%				0%
Total	50%			100%	72%			100%	83%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	97%			100%	100%	100%	100%	95%	96%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	97%			100%	100%	100%	100%	95%	96%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 2-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				3	2			1	6
Lease Up				1	1				2
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				1	1				2
Total				4	3			1	8

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	6			4	6	1	1	54	72
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	6			4	6	1	1	54	72

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				85	75			162	322
Lease Up				2	4				6
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				2	4				6
Total				87	79			162	328

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	137			145	310	22	6	5,896	6,516
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	137			145	310	22	6	5,896	6,516

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized					2			7	9
Lease Up				2	4				6
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				2	4				6
Total				2	6			7	15

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	5				2			225	232
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	5				2			225	232

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				100%	97%			96%	97%
Lease Up				0%	0%				0%
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				0%	0%				0%
Total				98%	92%			96%	95%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	96%			100%	99%	100%	100%	96%	96%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	96%			100%	99%	100%	100%	96%	96%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 3-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								1	1
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								1	1

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	4			4	7	1	1	28	45
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	4			4	7	1	1	28	45

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								31	31
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								31	31

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	48			63	167	10	2	1,054	1,344
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	48			63	167	10	2	1,054	1,344

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2				2			60	64
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	2				2			60	64

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								100%	100%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								100%	100%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	96%			100%	99%	100%	100%	94%	95%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	96%			100%	99%	100%	100%	94%	95%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 4-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								2	2
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								2	2

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								14	14
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								14	14

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								3	3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								3	3

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								79%	79%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								79%	79%

Source: Allen & Associates

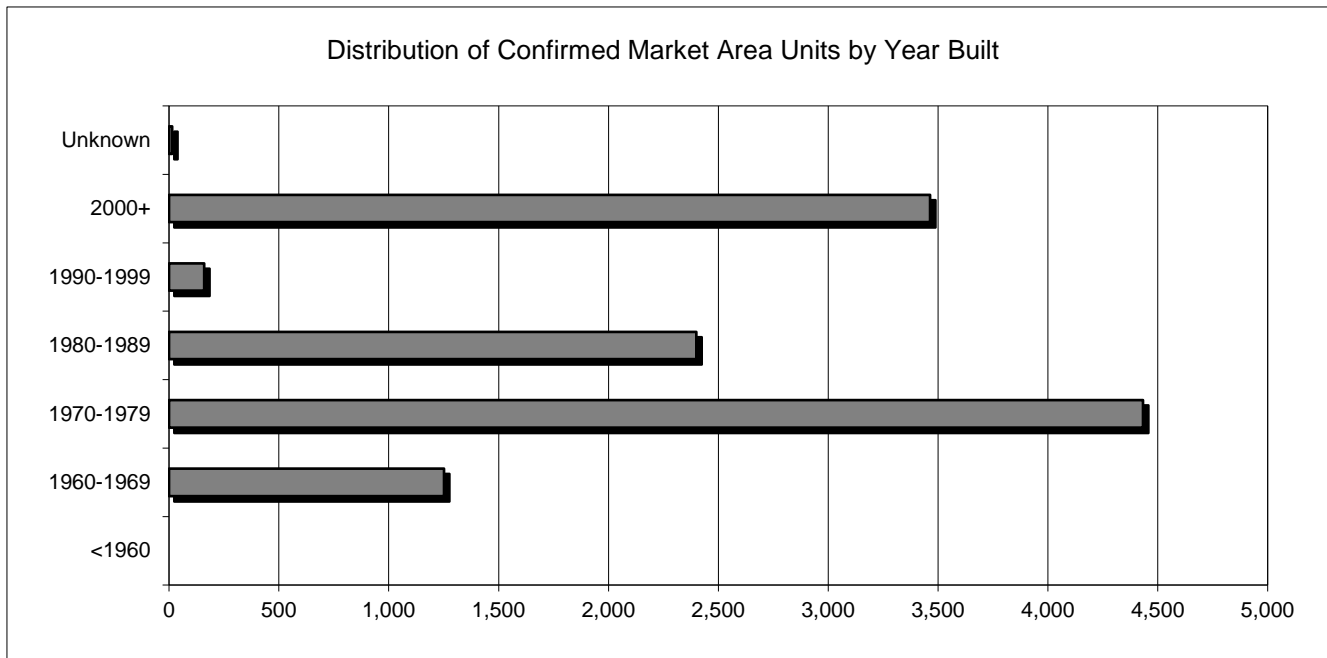
## Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by year built:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960			
1960-1969		5	5
1970-1979	1	23	24
1980-1989		18	18
1990-1999		1	1
2000+	4	18	22
Unknown		1	1
<b>Total</b>	<b>5</b>	<b>66</b>	<b>71</b>

Total Units			
	Elderly	Family	Total
<1960			
1960-1969		1,251	1,251
1970-1979	251	4,182	4,433
1980-1989		2,400	2,400
1990-1999		160	160
2000+	291	3,172	3,463
Unknown		14	14
<b>Total</b>	<b>542</b>	<b>11,179</b>	<b>11,721</b>

Source: Allen & Associates



Our research suggests that of the 71 confirmed market area properties (11721 units) included in this report, 0 properties (0 units) were constructed before 1960, 5 properties (1251 units) were constructed between 1960 and 1969, 24 properties (4433 units) between 1970 and 1979, 18 properties (2400 units) between 1980 and 1989, 1 property (160 units) between 1990 and 1999, and 22 properties (3463 units) after 2000. In addition, 1 property (14 units) had an unknown date of construction.

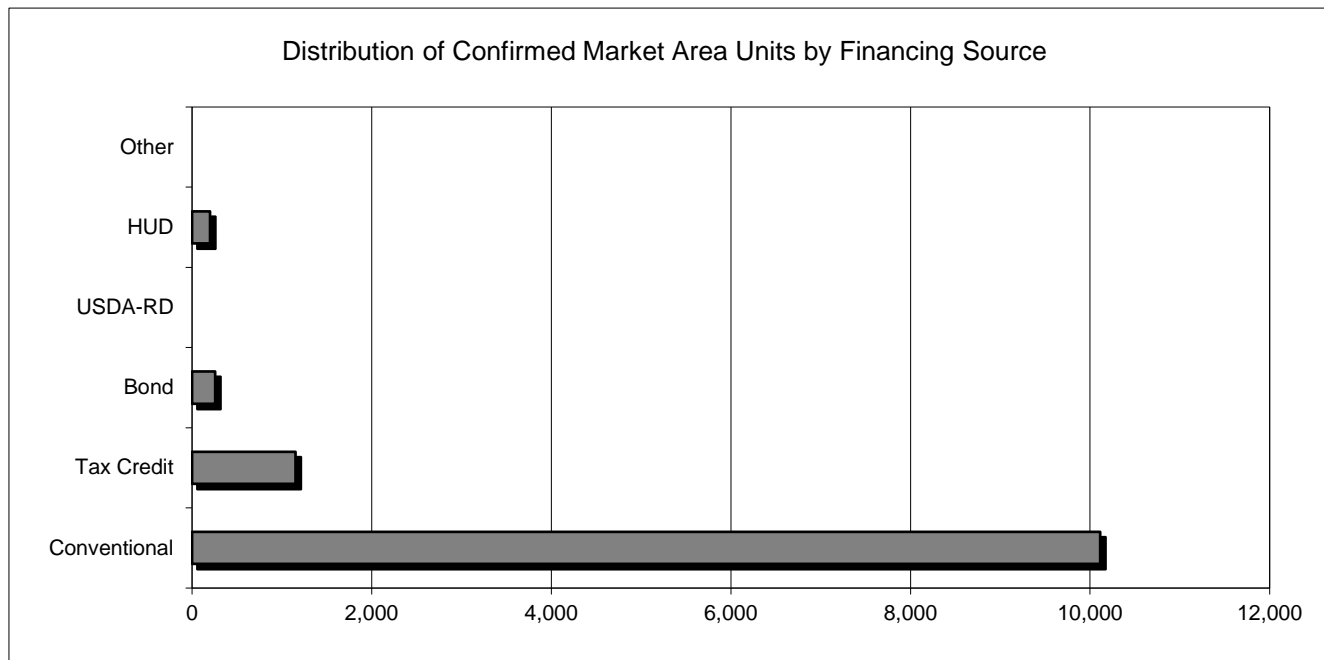
## Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by financing source:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional	1	55	56
Tax Credit	4	8	12
Bond		2	2
USDA-RD			
HUD		1	1
Other			
<b>Total</b>	<b>5</b>	<b>66</b>	<b>71</b>

Total Units			
	Elderly	Family	Total
Conventional	251	9,863	10,114
Tax Credit	291	860	1,151
Bond		256	256
USDA-RD			
HUD		200	200
Other			
<b>Total</b>	<b>542</b>	<b>11,179</b>	<b>11,721</b>

Source: Allen & Associates



Our research suggests that of the 71 confirmed properties in the market area, 56 properties (consisting of 10114 units) are conventionally financed, 12 properties (consisting of 1151 units) include tax credit financing, 2 properties (consisting of 256 units) are bond financed, 0 properties (consisting of 0 units) are exclusively USDA-RD financed, and 1 property (consisting of 200 units) is exclusively HUD financed.

The average project size for this market area is 165 units. The smallest projects are tax credit financed, averaging 96 units in size. The largest projects are exclusively HUD financed, averaging 200 units in size.

## Rental Property Inventory, Confirmed, Inside Market Area, Rent Summary

The following tables and graphs provide a summary of the rents charged at confirmed market area properties broken out by unit type:

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$884	\$1,970	\$1,512
1-Bedroom	\$657	\$1,374	\$891	\$792	\$1,250	\$1,045	\$471	\$2,263	\$1,061
2-Bedroom	\$771	\$1,333	\$907	\$870	\$1,450	\$1,211	\$635	\$2,353	\$1,186
3-Bedroom	\$879	\$1,510	\$1,155	\$1,136	\$1,650	\$1,444	\$665	\$3,208	\$1,569
4-Bedroom	-	-	-	-	-	-	\$1,203	\$1,600	\$1,402

Unit Size

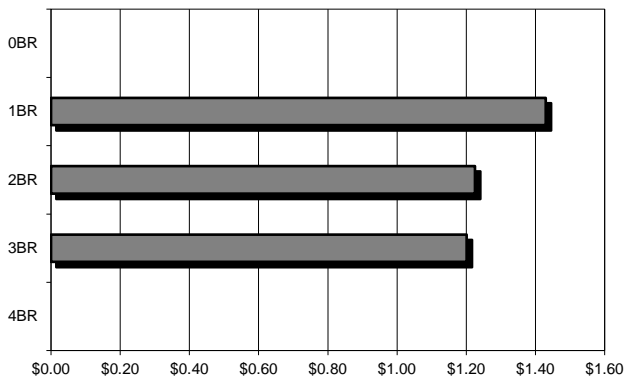
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	530	597	566
1-Bedroom	498	766	640	498	946	731	535	1,015	722
2-Bedroom	862	1,066	986	806	1,121	989	740	1,340	979
3-Bedroom	1,087	1,224	1,185	1,047	1,300	1,203	975	1,526	1,263
4-Bedroom	-	-	-	-	-	-	1,229	1,400	1,315

Rent per Square Foot

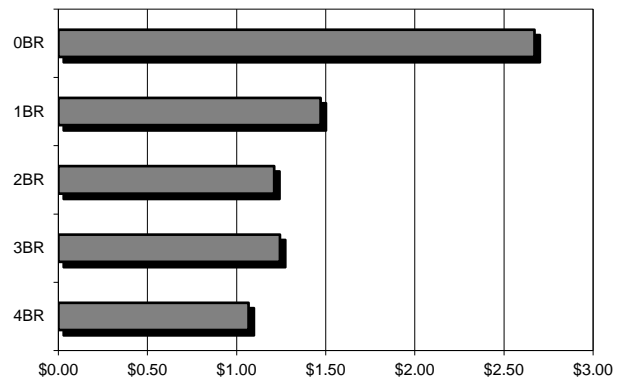
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$1.67	\$3.30	\$2.67
1-Bedroom	\$1.32	\$1.79	\$1.39	\$1.32	\$1.59	\$1.43	\$0.88	\$2.23	\$1.47
2-Bedroom	\$0.89	\$1.25	\$0.92	\$1.08	\$1.29	\$1.22	\$0.86	\$1.76	\$1.21
3-Bedroom	\$0.81	\$1.23	\$0.97	\$1.09	\$1.27	\$1.20	\$0.68	\$2.10	\$1.24
4-Bedroom	-	-	-	-	-	-	\$0.98	\$1.14	\$1.07

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



Our research suggests the following average rent levels for confirmed restricted rent units:

- 0-Bedroom, not applicable
- 1-Bedroom, \$1.43 per square foot
- 2-Bedroom, \$1.22 per square foot
- 3-Bedroom, \$1.20 per square foot
- 4-Bedroom, not applicable

Our research suggests the following average rent levels for confirmed market rate units:

- 0-Bedroom, \$2.67 per square foot
- 1-Bedroom, \$1.47 per square foot
- 2-Bedroom, \$1.21 per square foot
- 3-Bedroom, \$1.24 per square foot
- 4-Bedroom, \$1.07 per square foot

A detailed listing of rents and floor areas for confirmed market area properties by unit type and income target is found in the following pages.

## Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

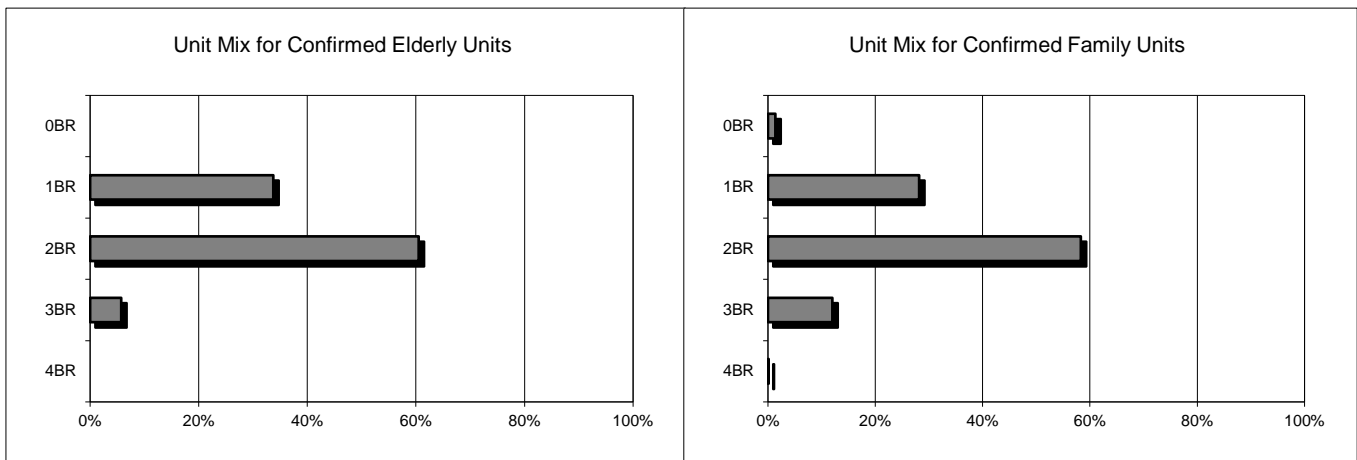
Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			154	154
1-Bedroom	40	85	58	183	1-Bedroom	93	140	2,918	3,151
2-Bedroom		166	162	328	2-Bedroom	137	483	5,896	6,516
3-Bedroom			31	31	3-Bedroom	48	242	1,054	1,344
4-Bedroom					4-Bedroom			14	14
<b>Total</b>	<b>40</b>	<b>251</b>	<b>251</b>	<b>542</b>	<b>Total</b>	<b>278</b>	<b>865</b>	<b>10,036</b>	<b>11,179</b>

Elderly					Family				
Unit Mix					Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			2%	1%
1-Bedroom	100%	34%	23%	34%	1-Bedroom	33%	16%	29%	28%
2-Bedroom		66%	65%	61%	2-Bedroom	49%	56%	59%	58%
3-Bedroom			12%	6%	3-Bedroom	17%	28%	11%	12%
4-Bedroom					4-Bedroom			0%	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Allen & Associates



Our research suggests the following unit mix for the 542 confirmed elderly units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 34 percent (183 units in survey)
- 2-Bedroom, 61 percent (328 units in survey)
- 3-Bedroom, 6 percent (31 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 11,179 confirmed family units located in this market area:

- 0-Bedroom, 1 percent (154 units in survey)
- 1-Bedroom, 28 percent (3,151 units in survey)
- 2-Bedroom, 58 percent (6,516 units in survey)
- 3-Bedroom, 12 percent (1,344 units in survey)
- 4-Bedroom, percent (14 units in survey)

## Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary

In the table found below we present a summary of amenities found at confirmed market area properties:

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
Building Type		Air Conditioning	
1 Story	0%	Central	94%
2-4 Story	93%	Wall Units	0%
5-10 Story	6%	Window Units	3%
>10 Story	1%	None	0%
Project Amenities		Heat	
Ball Field	1%	Central	94%
BBQ Area	39%	Wall Units	0%
Billiards	11%	Baseboards	4%
Bus/Comp Ctr	18%	Radiators	0%
Car Care Ctr	8%	None	0%
Comm Center	51%		
Elevator	18%	Parking	
Fitness Center	39%	Garage	3%
Gazebo	18%	Covered	0%
Hot Tub/Jacuzzi	0%	Assigned	10%
Horseshoe Pit	0%	Open	87%
Lake	7%	None	6%
Library	7%		
Movie Theatre	3%	Laundry	
Picnic Area	45%	Central	49%
Playground	38%	W/D Units	41%
Pool	55%	W/D Hookups	15%
Sauna	1%		
Sports Court	11%	Security	
Walking Trail	0%	Call Buttons	7%
		Cont Access	25%
		Courtesy Officer	7%
		Monitoring	1%
		Security Alarms	8%
		Security Patrols	11%
Unit Amenities		Services	
Blinds	97%	After School	0%
Ceiling Fans	44%	Concierge	3%
Upgraded Flooring	97%	Hair Salon	3%
Fireplace	3%	Health Care	0%
Patio/Balcony	59%	Linens	0%
Storage	15%	Meals	0%
		Transportation	3%
Kitchen Amenities			
Stove	100%		
Refrigerator	100%		
Disposal	68%		
Dishwasher	75%		
Microwave	28%		

Source: Allen & Associates

Our research suggests that 0 percent of confirmed market area properties are 1 story in height, 93 percent are 2-4 stories in height, 6 percent are 5-10 stories in height, and 1 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 18 percent have a business/computer center, 51 percent have a community center, 39 percent have a fitness center, 38 percent have a playground, and 11 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 97 percent have blinds, 97 percent have carpeting, 59 percent have patios/balconies, and 15 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 68 percent have a disposal, 75 percent have a dishwasher, and 28 percent have a microwave.

In addition, 94 percent of confirmed market area properties have central heat while 94 percent have central air. Our research also suggests that 87 percent of surveyed properties have open parking. A total of 49 percent of area properties have central laundry facilities, while 15 percent have washer/dryer hookups, and 41 percent have washer/dryer units in each residential unit.

A total of 7 percent of confirmed market area properties have call buttons, 25 percent have controlled access, and 8 percent have security alarms.

It is also our understanding that the majority of confirmed market area properties provide cable access.

Finally, in the following pages we provide a summary of vouchers, concessions and waiting lists for the confirmed market area properties included in this report. We also include any absorption information we have uncovered as part of our research.

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
001	200 West Phase 1	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Tax Credit	152	0	100.0%	0%	33%	-	60 people
002	200 West Phase 2	36.8369	-76.1535	2019	na	Restricted	Family	Stabilized	Bond	112	0	100.0%	0%	45%	-	60 people
004	Aden Park Apartments	36.8516	-76.1574	1971	2022	Restricted	Family	Stabilized	Tax Credit	125	1	99.2%	0%	24%	-	no
006	Amhurst Apartments	36.8539	-76.1671	1985	na	Market Rate	Family	Stabilized	Conventional	87	0	100.0%	0%	0%	-	no
008	Andover Apartments	36.9154	-76.2119	1963	2010	Market Rate	Family	Stabilized	Conventional	104	3	97.1%	1%	0%	-	-
014	Baker Woods Apartments Phase 1	36.8586	-76.1722	2015	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%	0%	13%	19.20	70 people
016	Bay Watch Pointe Apartments	36.8664	-76.1637	1973	2001	Market Rate	Family	Stabilized	Conventional	160	55	65.6%	8%	0%	-	-
018	Bayville Apartments	36.8946	-76.1526	1971	na	Market Rate	Family	Stabilized	Conventional	240	6	97.5%	0%	0%	-	-
020	Brandywine Apartments	36.8641	-76.1801	1985	2004	Market Rate	Family	Stabilized	Conventional	172	8	95.3%	5%	0%	-	-
022	Brentwood West Apartments	36.9182	-76.1925	na	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	0%	-	-
025	Carriage House of Virginia Beach	36.8682	-76.1650	1982	na	Subsidized	Family	Stabilized	HUD	200	10	95.0%	0%	0%	-	-
026	Cedar Grove Apartments	36.8674	-76.1610	2011	na	Subsidized	Family	Stabilized	Tax Credit	32	0	100.0%	0%	0%	-	-
027	Coastal 61 At Oxford Village Coastal	36.8737	-76.1863	2020	na	Market Rate	Family	Stabilized	Conventional	244	0	100.0%	0%	0%	-	-
030	Coastline Apartments	36.8589	-76.1777	1970	2007	Market Rate	Family	Stabilized	Conventional	600	60	90.0%	6%	0%	-	-
031	Columbus Station Apartments	36.8392	-76.1320	1984	2008	Market Rate	Family	Stabilized	Conventional	306	13	95.8%	0%	0%	-	no
033	Cosmopolitan Apartments	36.8409	-76.1337	2005	na	Market Rate	Family	Stabilized	Conventional	341	17	95.0%	0%	0%	-	yes
035	Dam Neck Square Apartments	36.9091	-76.1338	1978	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%	0%	0%	-	-
036	Diamond North Apartments	36.8892	-76.1785	2016	na	Market Rate	Family	Stabilized	Conventional	180	3	98.3%	0%	0%	-	no
037	Diamond Springs Apartments	36.9048	-76.1807	1968	2008	Market Rate	Family	Stabilized	Conventional	153	5	96.7%	0%	0%	-	12 people
038	Dick Kelly Real Estate Co	36.9311	-76.2050	1984	na	Market Rate	Family	Stabilized	Conventional	450	8	98.2%	0%	0%	-	-
039	Doria Apartments	36.8551	-76.1719	1996	2025	Market Rate	Family	Stabilized	Conventional	160	7	95.6%	0%	0%	-	-
040	Dove Landing Apple Apartments	36.9065	-76.1348	1980	na	Market Rate	Family	Stabilized	Conventional	24	1	95.8%	0%	0%	-	no
041	Dove Landing East Apartments	36.8661	-76.1617	1977	na	Market Rate	Family	Stabilized	Conventional	88	8	90.9%	0%	0%	-	no
042	Dove Landing Maple Apartments	36.9069	-76.1334	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	5 people
043	Dove Landing North Apartments	36.8696	-76.1634	1977	na	Market Rate	Family	Stabilized	Conventional	150	7	95.3%	0%	0%	-	-
044	Dove Landing Pharah Apartments	36.8661	-76.1617	1980	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	5 people
045	Dove Landing West Apartments	36.8640	-76.1767	1977	na	Market Rate	Family	Stabilized	Conventional	68	5	92.6%	0%	0%	-	no
046	Driftwood Apartments	36.8894	-76.1805	1972	na	Market Rate	Family	Stabilized	Conventional	140	1	99.3%	0%	0%	-	-
048	Ebbetts Plaza Apartments	36.8512	-76.1571	1976	2025	Restricted	Family	Stabilized	Tax Credit	90	0	100.0%	0%	63%	-	no
049	Encore 4505 at Town Center Apartments	36.8414	-76.1341	2014	na	Market Rate	Family	Stabilized	Conventional	286	6	97.9%	0%	0%	-	-
051	Grand Cypress Apartments	36.8791	-76.1648	1988	na	Market Rate	Family	Stabilized	Conventional	55	1	98.2%	0%	0%	-	no
052	Hamptons (The) Apartments	36.8651	-76.1794	1967	2000	Restricted	Family	Stabilized	Tax Credit	212	5	97.6%	1%	0%	-	no
053	Harbor Inn Apartments	36.9038	-76.1785	1972	na	Market Rate	Family	Stabilized	Conventional	138	10	92.8%	2%	0%	-	-
054	Haygood Halls Apartments	36.8737	-76.1390	1970	2009	Market Rate	Family	Stabilized	Conventional	225	1	99.6%	0%	0%	-	-
055	Hunter's Mill Apartments	36.8525	-76.1689	1987	2010	Market Rate	Family	Stabilized	Conventional	180	10	94.4%	2%	0%	-	-
056	Independence Square Townhouses	36.8383	-76.1380	1972	na	Market Rate	Family	Stabilized	Conventional	212	0	100.0%	0%	0%	-	14 people
058	Lake Bradford Apartments	36.9068	-76.1347	1972	2009	Market Rate	Family	Stabilized	Conventional	143	0	100.0%	0%	0%	-	20 people
061	Marina Villa Apartments	36.9230	-76.1916	2020	na	Market Rate	Family	Stabilized	Conventional	105	2	98.1%	0%	0%	7.92	Norfolk
062	Mariner's Cove Apartments	36.8665	-76.1345	1974	2003	Market Rate	Family	Stabilized	Conventional	458	12	97.4%	7%	0%	-	2 people
063	Mezzo Apartment Homes	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	282	0	100.0%	0%	0%	-	no
064	Nexus Flats	36.8577	-76.1748	2018	na	Market Rate	Family	Stabilized	Conventional	268	7	97.4%	0%	0%	-	no
065	North Beach Apartments	36.9056	-76.1301	1986	2000	Market Rate	Family	Stabilized	Conventional	181	9	95.0%	8%	0%	-	1 person
067	Old Donation Apartments	36.8718	-76.1305	1970	2009	Market Rate	Elderly	Stabilized	Conventional	251	7	97.2%	0%	0%	-	yes
068	Park Towne Apartments	36.9168	-76.1972	1969	2006	Market Rate	Family	Stabilized	Conventional	398	8	98.0%	4%	0%	-	-
069	Pembroke Crossing Apartments	36.8633	-76.1359	1988	na	Market Rate	Family	Stabilized	Conventional	148	4	97.3%	3%	0%	-	-
070	Pembroke Lake Apartments	36.8608	-76.1373	1972	2006	Market Rate	Family	Stabilized	Conventional	300	25	91.7%	0%	0%	-	-
072	Pembroke Town Center Apartments	36.8459	-76.1391	1964	2011	Market Rate	Family	Stabilized	Conventional	384	3	99.2%	0%	0%	-	4 people
074	Pine Shores Apartments	36.9063	-76.1314	1982	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%	0%	0%	-	-
075	Pines of Newporte Apartments	36.8553	-76.1736	1988	2010	Market Rate	Family	Stabilized	Conventional	104	9	91.3%	0%	19%	-	no
076	Pleasant Village Apartments	36.9273	-76.1833	1987	2015	Market Rate	Family	Stabilized	Conventional	48	0	100.0%	0%	0%	-	-
077	Premier Apartments	36.8391	-76.1492	2018	na	Market Rate	Family	Stabilized	Conventional	131	0	100.0%	0%	0%	-	3 people
080	Redmond Road Apartments	36.9183	-76.1991	1975	na	Market Rate	Family	Stabilized	Conventional	36	10	72.2%	0%	0%	-	-
081	Renaissance Apartments 1	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%	0%	0%	-	-
082	Renaissance Apartments 2 & 3	36.8439	-76.1592	2020	na	Restricted	Family	Stabilized	Bond	144	0	100.0%	0%	0%	-	-
085	Shores of Lake Smith Apartments	36.9053	-76.1724	1976	2013	Market Rate	Family	Stabilized	Conventional	64	2	96.9%	0%	0%	-	no
086	Spring Water Apartments	36.8831	-76.1771	2013	na	Market Rate	Family	Stabilized	Conventional	252	3	98.8%	0%	0%	-	no
087	St Croix Apartments Phase 1	36.8650	-76.1662	1988	na	Market Rate	Family	Stabilized	Conventional	148	16	89.2%	0%	6%	-	-
088	St Croix Apartments Phase 2	36.8650	-76.1662	2007	na	Market Rate	Family	Stabilized	Conventional	12	3	75.0%	0%	0%	-	-
089	Summer Haven Apartments	36.8655	-76.1789	2017	na	Restricted	Family	Stabilized	Tax Credit	57	0	100.0%	0%	26%	-	9 months - 1 year
094	Tranquility at the Lakes I	36.8818	-76.1901	2015	na	Restricted	Elderly	Stabilized	Tax Credit	40	0	100.0%	0%	0%	-	70 people
095	Tranquility at the Lakes II	36.8824	-76.1905	2026	na	Restricted	Elderly	Construction	Tax Credit	38	38	0.0%	0%	0%	-	-
098	Vantage Apartments	36.9046	-76.1260	1973	2008	Market Rate	Family	Stabilized	Conventional	54	4	92.6%	2%	0%	-	-
099	Victoria Place Apartments	36.9021	-76.1311	2003	na	Restricted	Elderly	Stabilized	Tax Credit	122	0	100.0%	0%	7%	-	4 years
101	Waterford Apartments	36.9058	-76.1761	1979	2009	Market Rate	Family	Stabilized	Conventional	376	2	99.5%	3%	0%	-	-
103	Weblin Place Apartments	36.8666	-76.1764	1976	na	Market Rate	Family	Stabilized	Conventional	102	1	99.0%	0%	0%	-	-
104	Wesleyan Courts Apartments	36.8627	-76.1817	1973	na	Market Rate	Family	Stabilized	Conventional	113	0	100.0%	0%	0%	-	no

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
105	Wesleyan Place Apartments	36.8704	-76.1685	2008	na	Restricted	Elderly	Stabilized	Tax Credit	91	2	97.8%	0%	27%	-	6 people
106	Windsong Apartments	36.9103	-76.1324	1973	na	Market Rate	Family	Stabilized	Conventional	270	45	83.3%	2%	0%	-	-
107	Witchduck Crescent Apartments	36.8641	-76.1364	1984	2011	Market Rate	Family	Stabilized	Conventional	45	5	88.9%	3%	0%	-	-
108	Bonney Trace Apartments	36.8428	-76.1263	1986	na	Market Rate	Family	Stabilized	Conventional	156	2	98.7%	2%	0%	-	no
109	Society At Crossroads	36.8685	-76.1355	2023	na	Market Rate	Family	Stabilized	Conventional	382	20	94.8%	0%	0%	-	-

## RENT COMPARABILITY ANALYSIS

In this section we develop restricted and unrestricted market rent conclusions for the subject property on an "as if complete & stabilized" basis. Our analysis begins with an evaluation of unrestricted market rents.

### **Unrestricted Rent Analysis**

In this section we develop an unrestricted market rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was an unrestricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

#### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized market rate properties as comparables for purposes of our rent comparability analysis.

Comparables with restricted rents are used when a sufficient number of market rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

#### Rent Comparables, Market Rate, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

#### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in an unrestricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
006	Amhurst Apartments	1985	na	Market Rate	Family	Stabilized								\$748
008	Andover Apartments	1963	2010	Market Rate	Family	Stabilized								\$805
016	Bay Watch Pointe Apartments	1973	2001	Market Rate	Family	Stabilized								\$836
018	Bayville Apartments	1971	na	Market Rate	Family	Stabilized								\$885
020	Brandywine Apartments	1985	2004	Market Rate	Family	Stabilized								\$828
022	Brentwood West Apartments	na	na	Market Rate	Family	Stabilized								
027	Coastal 61 At Oxford Village Coastal	2020	na	Market Rate	Family	Stabilized								\$1,634
030	Coastline Apartments	1970	2007	Market Rate	Family	Stabilized								\$895
031	Columbus Station Apartments	1984	2008	Market Rate	Family	Stabilized								\$1,239
033	Cosmopolitan Apartments	2005	na	Market Rate	Family	Stabilized								\$2,118
035	Dam Neck Square Apartments	1978	na	Market Rate	Family	Stabilized								\$695
036	Diamond North Apartments	2016	na	Market Rate	Family	Stabilized								\$1,871
037	Diamond Springs Apartments	1968	2008	Market Rate	Family	Stabilized								\$755
038	Dick Kelly Real Estate Co	1984	na	Market Rate	Family	Stabilized								\$471
039	Doria Apartments	1996	2025	Market Rate	Family	Stabilized								
040	Dove Landing Apple Apartments	1980	na	Market Rate	Family	Stabilized								\$726
041	Dove Landing East Apartments	1977	na	Market Rate	Family	Stabilized								\$752
042	Dove Landing Maple Apartments	1980	na	Market Rate	Family	Stabilized								\$719
043	Dove Landing North Apartments	1977	na	Market Rate	Family	Stabilized								
044	Dove Landing Pharah Apartments	1980	na	Market Rate	Family	Stabilized								\$749
045	Dove Landing West Apartments	1977	na	Market Rate	Family	Stabilized								\$699
046	Driftwood Apartments	1972	na	Market Rate	Family	Stabilized								\$535
049	Encore 4505 at Town Center Apartments	2014	na	Market Rate	Family	Stabilized								\$2,263
051	Grand Cypress Apartments	1988	na	Market Rate	Family	Stabilized								
053	Harbor Inn Apartments	1972	na	Market Rate	Family	Stabilized								\$643
054	Haygood Halls Apartments	1970	2009	Market Rate	Family	Stabilized								\$1,220
055	Hunter's Mill Apartments	1987	2010	Market Rate	Family	Stabilized								\$925
056	Independence Square Townhouses	1972	na	Market Rate	Family	Stabilized								
058	Lake Bradford Apartments	1972	2009	Market Rate	Family	Stabilized								\$745
061	Marina Villa Apartments	2020	na	Market Rate	Family	Stabilized								\$1,592
062	Mariner's Cove Apartments	1974	2003	Market Rate	Family	Stabilized								\$869
063	Mezzo Apartment Homes	2018	na	Market Rate	Family	Stabilized								\$1,814
064	Nexus Flats	2018	na	Market Rate	Family	Stabilized								\$1,739
065	North Beach Apartments	1986	2000	Market Rate	Family	Stabilized								\$897
067	Old Donation Apartments	1970	2009	Market Rate	Elderly	Stabilized								\$1,314
068	Park Towne Apartments	1969	2006	Market Rate	Family	Stabilized								\$854
069	Pembroke Crossing Apartments	1988	na	Market Rate	Family	Stabilized								\$977
070	Pembroke Lake Apartments	1972	2006	Market Rate	Family	Stabilized								\$924
072	Pembroke Town Center Apartments	1964	2011	Market Rate	Family	Stabilized								\$784
074	Pine Shores Apartments	1982	na	Market Rate	Family	Stabilized								
075	Pines of Newpointe Apartments	1988	2010	Market Rate	Family	Stabilized								
076	Pleasant Village Apartments	1987	2015	Market Rate	Family	Stabilized								
077	Premier Apartments	2018	na	Market Rate	Family	Stabilized								\$1,524
080	Redmond Road Apartments	1975	na	Market Rate	Family	Stabilized								\$525
085	Shores of Lake Smith Apartments	1976	2013	Market Rate	Family	Stabilized								\$873

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
086	Spring Water Apartments	2013	na	Market Rate	Family	Stabilized								\$2,054
087	St Croix Apartments Phase 1	1988	na	Market Rate	Family	Stabilized								\$940
088	St Croix Apartments Phase 2	2007	na	Market Rate	Family	Stabilized								\$1,125
098	Vantage Apartments	1973	2008	Market Rate	Family	Stabilized								\$740
101	Waterford Apartments	1979	2009	Market Rate	Family	Stabilized								\$835
103	Weblin Place Apartments	1976	na	Market Rate	Family	Stabilized								\$825
104	Wesleyan Courts Apartments	1973	na	Market Rate	Family	Stabilized								\$719
106	Windsong Apartments	1973	na	Market Rate	Family	Stabilized								\$705
107	Witchduck Crescent Apartments	1984	2011	Market Rate	Family	Stabilized								
108	Bonney Trace Apartments	1986	na	Market Rate	Family	Stabilized								\$899
109	Society At Crossroads	2023	na	Market Rate	Family	Stabilized								\$2,006

Source: Allen & Associates

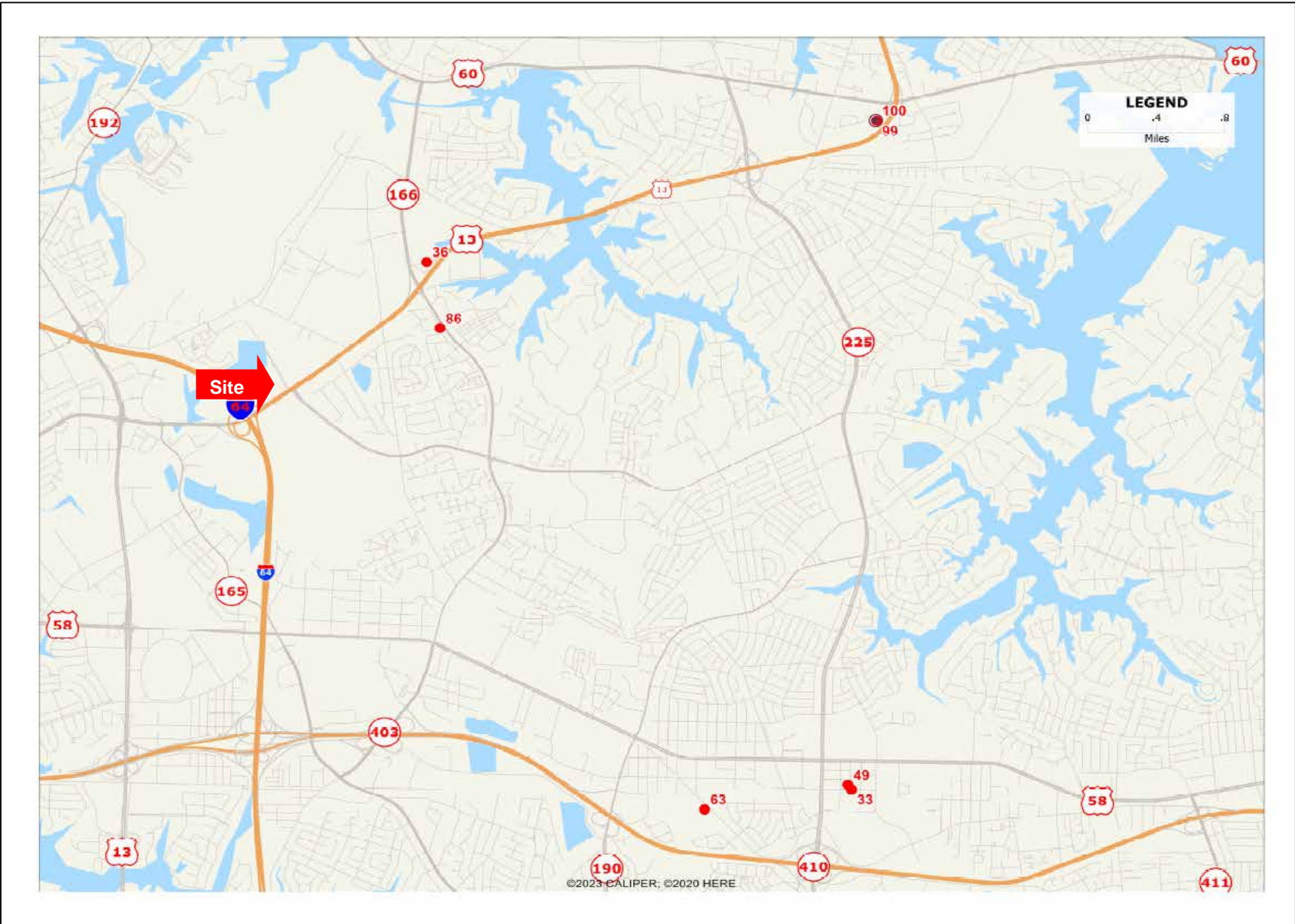
Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
006	Amhurst Apartments	1985	na	Market Rate	Family	Stabilized								\$820
008	Andover Apartments	1963	2010	Market Rate	Family	Stabilized								\$1,012
016	Bay Watch Pointe Apartments	1973	2001	Market Rate	Family	Stabilized								\$914
018	Bayville Apartments	1971	na	Market Rate	Family	Stabilized								\$930
020	Brandywine Apartments	1985	2004	Market Rate	Family	Stabilized								\$995
022	Brentwood West Apartments	na	na	Market Rate	Family	Stabilized								\$700
027	Coastal 61 At Oxford Village Coastal	2020	na	Market Rate	Family	Stabilized								\$2,002
030	Coastline Apartments	1970	2007	Market Rate	Family	Stabilized								\$935
031	Columbus Station Apartments	1984	2008	Market Rate	Family	Stabilized								\$1,304
033	Cosmopolitan Apartments	2005	na	Market Rate	Family	Stabilized								\$2,353
035	Dam Neck Square Apartments	1978	na	Market Rate	Family	Stabilized								\$785
036	Diamond North Apartments	2016	na	Market Rate	Family	Stabilized								\$2,217
037	Diamond Springs Apartments	1968	2008	Market Rate	Family	Stabilized								\$885
038	Dick Kelly Real Estate Co	1984	na	Market Rate	Family	Stabilized								\$699
039	Doria Apartments	1996	2025	Market Rate	Family	Stabilized								\$1,555
040	Dove Landing Apple Apartments	1980	na	Market Rate	Family	Stabilized								\$799
041	Dove Landing East Apartments	1977	na	Market Rate	Family	Stabilized								\$769
042	Dove Landing Maple Apartments	1980	na	Market Rate	Family	Stabilized								\$790
043	Dove Landing North Apartments	1977	na	Market Rate	Family	Stabilized								\$769
044	Dove Landing Pharah Apartments	1980	na	Market Rate	Family	Stabilized								
045	Dove Landing West Apartments	1977	na	Market Rate	Family	Stabilized								\$769
046	Driftwood Apartments	1972	na	Market Rate	Family	Stabilized								\$635
049	Encore 4505 at Town Center Apartments	2014	na	Market Rate	Family	Stabilized								\$2,086
051	Grand Cypress Apartments	1988	na	Market Rate	Family	Stabilized								\$1,100
053	Harbor Inn Apartments	1972	na	Market Rate	Family	Stabilized								\$753
054	Haygood Halls Apartments	1970	2009	Market Rate	Family	Stabilized								\$1,419
055	Hunter's Mill Apartments	1987	2010	Market Rate	Family	Stabilized								\$1,026
056	Independence Square Townhouses	1972	na	Market Rate	Family	Stabilized								\$799
058	Lake Bradford Apartments	1972	2009	Market Rate	Family	Stabilized								\$930
061	Marina Villa Apartments	2020	na	Market Rate	Family	Stabilized								\$2,221
062	Mariner's Cove Apartments	1974	2003	Market Rate	Family	Stabilized								\$968
063	Mezzo Apartment Homes	2018	na	Market Rate	Family	Stabilized								\$2,068
064	Nexus Flats	2018	na	Market Rate	Family	Stabilized								\$2,073
065	North Beach Apartments	1986	2000	Market Rate	Family	Stabilized								\$1,003
067	Old Donation Apartments	1970	2009	Market Rate	Elderly	Stabilized								\$1,646
068	Park Towne Apartments	1969	2006	Market Rate	Family	Stabilized								\$999
069	Pembroke Crossing Apartments	1988	na	Market Rate	Family	Stabilized								\$1,071
070	Pembroke Lake Apartments	1972	2006	Market Rate	Family	Stabilized								\$997
072	Pembroke Town Center Apartments	1964	2011	Market Rate	Family	Stabilized								\$914
074	Pine Shores Apartments	1982	na	Market Rate	Family	Stabilized								\$895
075	Pines of Newpointe Apartments	1988	2010	Market Rate	Family	Stabilized								\$910
076	Pleasant Village Apartments	1987	2015	Market Rate	Family	Stabilized								\$1,075
077	Premier Apartments	2018	na	Market Rate	Family	Stabilized								
080	Redmond Road Apartments	1975	na	Market Rate	Family	Stabilized								
085	Shores of Lake Smith Apartments	1976	2013	Market Rate	Family	Stabilized								\$993

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
086	Spring Water Apartments	2013	na	Market Rate	Family	Stabilized								\$2,313
087	St Croix Apartments Phase 1	1988	na	Market Rate	Family	Stabilized								\$1,071
088	St Croix Apartments Phase 2	2007	na	Market Rate	Family	Stabilized								\$1,335
098	Vantage Apartments	1973	2008	Market Rate	Family	Stabilized								\$880
101	Waterford Apartments	1979	2009	Market Rate	Family	Stabilized								\$959
103	Weblin Place Apartments	1976	na	Market Rate	Family	Stabilized								\$1,070
104	Wesleyan Courts Apartments	1973	na	Market Rate	Family	Stabilized								\$957
106	Windsong Apartments	1973	na	Market Rate	Family	Stabilized								\$880
107	Witchduck Crescent Apartments	1984	2011	Market Rate	Family	Stabilized								\$785
108	Bonney Trace Apartments	1986	na	Market Rate	Family	Stabilized								\$1,096
109	Society At Crossroads	2023	na	Market Rate	Family	Stabilized								\$2,197

Source: Allen & Associates



### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$0	\$0
Internet	\$0	\$0	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$50 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$50

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$25 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$25

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$1.10 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$1.10

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$40 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$40

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$35 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$35

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$50

*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$50

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$15 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$15

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$5.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$5.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$10
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$4
Community Center	\$2	\$10	\$2
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$10
Picnic Area	\$2	\$10	\$2
Playground	\$2	\$10	\$10
Pool	\$2	\$10	\$2

Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$10
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$10
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$10
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$2

*Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$80 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$80
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

*Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$5 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$5
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$5

*Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$2
Controlled Access	\$2	\$10	\$2
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$10

Rent Conclusion, 1BR-1BA-639sf

The development of our rent conclusion for the 1BR-1BA-639sf units is found below.

Our analysis included the evaluation of a total of 33 unit types found at 5 properties. We selected the 33 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 33 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-05	Tranquility at the Lakes II	1BR-1BA-639sf	\$1,374	\$0	\$1,374	-	\$0	\$1,374	-
033-01	Cosmopolitan Apartments	0BR-1BA-589sf	\$1,659	\$0	\$1,659	\$601	-\$38	\$1,622	8
033-02	Cosmopolitan Apartments	0BR-1BA-597sf	\$1,715	\$0	\$1,715	\$592	-\$46	\$1,668	7
033-03	Cosmopolitan Apartments	1BR-1BA-777sf	\$2,118	\$0	\$2,118	\$635	-\$282	\$1,836	10
033-04	Cosmopolitan Apartments	2BR-2BA-973sf	\$2,219	\$0	\$2,219	\$940	-\$533	\$1,686	17
033-05	Cosmopolitan Apartments	2BR-2BA-1012sf	\$2,295	\$0	\$2,295	\$983	-\$576	\$1,719	20
033-06	Cosmopolitan Apartments	2BR-2BA-1025sf	\$2,214	\$0	\$2,214	\$997	-\$590	\$1,624	21
033-07	Cosmopolitan Apartments	2BR-2BA-1057sf	\$2,185	\$0	\$2,185	\$1,032	-\$625	\$1,560	22
033-08	Cosmopolitan Apartments	2BR-2BA-1070sf	\$2,243	\$0	\$2,243	\$1,047	-\$640	\$1,603	24
033-09	Cosmopolitan Apartments	2BR-2BA-1350sf	\$2,821	\$0	\$2,821	\$1,355	-\$948	\$1,873	29
033-10	Cosmopolitan Apartments	3BR-2BA-1526sf	\$3,208	\$0	\$3,208	\$1,643	-\$1,146	\$2,062	33
036-01	Diamond North Apartments	1BR-1BA-702sf	\$1,830	\$0	\$1,830	\$469	\$9	\$1,839	2
036-02	Diamond North Apartments	1BR-1BA-800sf	\$1,880	\$0	\$1,880	\$577	-\$99	\$1,781	6
036-03	Diamond North Apartments	2BR-2BA-1097sf	\$2,150	\$0	\$2,150	\$941	-\$463	\$1,687	18
036-04	Diamond North Apartments	2BR-2BA-1121sf	\$2,250	\$0	\$2,250	\$967	-\$489	\$1,761	19
036-05	Diamond North Apartments	2BR-2BA-1278sf	\$2,280	\$0	\$2,280	\$1,140	-\$662	\$1,618	27
036-06	Diamond North Apartments	3BR-2BA-1412sf	\$2,310	\$0	\$2,310	\$1,377	-\$815	\$1,495	31
036-07	Diamond North Apartments	3BR-2BA-1573sf	\$2,750	\$0	\$2,750	\$1,554	-\$992	\$1,758	32
049-01	Encore 4505 at Town Center Apart	0BR-1BA-573sf	\$1,970	\$0	\$1,970	\$614	-\$140	\$1,830	9
049-04	Encore 4505 at Town Center Apart	1BR-1BA-883sf	\$2,415	\$0	\$2,415	\$746	-\$518	\$1,897	13
049-05	Encore 4505 at Town Center Apart	1BR-1BA-653sf	\$2,165	\$0	\$2,165	\$493	-\$265	\$1,900	3
049-09	Encore 4505 at Town Center Apart	2BR-2BA-940sf	\$2,086	\$0	\$2,086	\$846	-\$618	\$1,468	15
063-01	Mezzo Apartment Homes	0BR-1BA-597sf	\$1,635	\$0	\$1,635	\$406	\$184	\$1,819	1
063-02	Mezzo Apartment Homes	1BR-1BA-826sf	\$1,805	\$0	\$1,805	\$503	-\$105	\$1,700	4
063-03	Mezzo Apartment Homes	1BR-1BA-851sf	\$1,830	\$0	\$1,830	\$530	-\$132	\$1,698	5
063-04	Mezzo Apartment Homes	2BR-2BA-1007sf	\$2,025	\$0	\$2,025	\$738	-\$340	\$1,685	12
063-05	Mezzo Apartment Homes	2BR-2.5BA-1071sf	\$2,120	\$0	\$2,120	\$821	-\$423	\$1,697	14
063-06	Mezzo Apartment Homes	2BR-2.5BA-1115sf	\$2,175	\$0	\$2,175	\$870	-\$472	\$1,703	16
063-07	Mezzo Apartment Homes	3BR-2BA-1199sf	\$2,380	\$0	\$2,380	\$1,039	-\$557	\$1,823	23
063-08	Mezzo Apartment Homes	3BR-2.5BA-1403sf	\$2,480	\$0	\$2,480	\$1,276	-\$794	\$1,686	28
086-01	Spring Water Apartments	1BR-1BA-850sf	\$2,054	\$0	\$2,054	\$645	-\$227	\$1,827	11
086-02	Spring Water Apartments	2BR-2BA-1190sf	\$2,289	\$0	\$2,289	\$1,056	-\$638	\$1,651	25
086-03	Spring Water Apartments	2BR-2BA-1250sf	\$2,361	\$0	\$2,361	\$1,122	-\$704	\$1,657	26
086-04	Spring Water Apartments	3BR-2BA-1380sf	\$2,699	\$0	\$2,699	\$1,355	-\$853	\$1,846	30
		Adjusted Rent, Minimum				\$1,468			
		Adjusted Rent, Maximum				\$2,062			
		Adjusted Rent, Average				\$1,730			
		Adjusted Rent, Modified Average				\$1,727			
		Rent, Concluded				\$1,800			

Our analysis suggests a rent of \$1,800 for the 1BR-1BA-639sf units at the subject property.

In our opinion, the 1BR-1BA-851sf units at Mezzo Apartment Homes (Property # 063), the 1BR-1BA-800sf units at Diamond North Apartments (Property # 036), the 1BR-1BA-777sf units at Cosmopolitan Apartments (Property # 033), the 1BR-1BA-850sf units at Spring Water Apartments (Property # 086), and the 1BR-1BA-883sf units at Encore 4505 at Town Center Apartments (Property # 049) are the best comparables for the units at the subject property.

Comparable	Subject	1		2		3		4		5	
Property-Unit Key	Sub-05	033-03		036-02		049-04		063-03		086-01	
Unit Type	1BR-1BA-639sf	1BR-1BA-777sf		1BR-1BA-800sf		1BR-1BA-883sf		1BR-1BA-851sf		1BR-1BA-850sf	
Property Name	Tranquility at the Lakes II	Cosmopolitan Apartments		Diamond North Apartments		Encore 4505 at Town Center Apartments		Mezzo Apartment Homes		Spring Water Apartments	
Address	5841 Burton Station Road	4544 Columbus Street		1350 Sapphire Drive		4556 Columbus Street		305 Mezzo Lane		1205 Colgin Drive	
City	Virginia Beach	Virginia Beach		Virginia Beach		Virginia Beach		Virginia Beach		Virginia Beach	
State	Virginia	Virginia		Virginia		Virginia		Virginia		Virginia	
Zip	23455	23462		23455		23462		23462		23455	
Latitude	36.88244	36.84092		36.88918		36.84135		36.83910		36.88311	
Longitude	-76.19053	-76.13371		-76.17850		-76.13409		-76.14920		-76.17708	
Miles to Subject	0.00	3.99		0.78		3.95		3.39		0.76	
Year Built	2026	2005		2016		2014		2018		2013	
Year Rehab	na	na		na		na		na		na	
Project Rent	Restricted	Market Rate		Market Rate		Market Rate		Market Rate		Market Rate	
Project Type	Elderly	Family		Family		Family		Family		Family	
Project Status	Construction	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(804) 343-1200	(757) 456-9292		(757) 288-1706		(757) 919-9377		(757) 802-3041		(757) 961-1579	
Effective Date	26-Feb-26	02-Feb-26		30-Jan-26		03-Feb-26		30-Jan-26		30-Jan-26	
<u>Project Level</u>											
Units	38	341		180		286		282		252	
Vacant Units	38	17		3		6		0		3	
Vacancy Rate	100%	5%		2%		2%		0%		1%	
<u>Unit Type</u>											
Units	3	80		72		50		32		72	
Vacant Units	3	1		2		0		0		1	
Vacancy Rate	100%	1%		3%		0%		0%		1%	
Street Rent	\$1,374	\$2,118		\$1,880		\$2,415		\$1,830		\$2,054	
Concessions	\$0	\$0		\$0		\$0		\$0		\$0	
Net Rent	\$1,374	\$2,118		\$1,880		\$2,415		\$1,830		\$2,054	
	<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>
Tenant-Paid Utilities	TPU	\$173	\$160	-\$13	\$133	-\$40	\$133	-\$40	\$133	-\$40	\$133
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	yes
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	yes
Bedrooms	\$50	1	1	\$0	1	\$0	1	\$0	1	\$0	1
Bathrooms	\$25	1.00	1.00	\$0	1.00	\$0	1.00	\$0	1.00	\$0	1.00
Square Feet	\$1.10	639	777	-\$152	800	-\$177	883	-\$268	851	-\$233	850
Visibility	\$40	4.50	4.00	\$20	3.00	\$60	4.00	\$20	2.50	\$80	3.50
Access	\$35	4.50	4.00	\$18	3.00	\$53	4.00	\$18	3.00	\$53	3.50
Neighborhood	\$50	2.00	4.50	-\$125	3.70	-\$85	4.50	-\$125	2.20	-\$10	4.00
Area Amenities	\$50	3.20	4.50	-\$65	2.00	\$60	4.50	-\$65	3.40	-\$10	2.50
Condition	\$15	4.50	3.50	\$15	4.00	\$8	4.00	\$8	4.00	\$8	3.50
Effective Age	\$5.00	2026	2005	\$105	2016	\$50	2014	\$60	2018	\$40	2013
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
BBQ Area	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Billiards	\$10	no	no	\$0	yes	-\$10	yes	-\$10	no	\$0	yes
Bus/Comp Center	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Car Care Center	\$4	no	no	\$0	no	\$0	no	\$0	yes	-\$4	no
Community Center	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Elevator	\$10	yes	yes	\$0	yes	\$0	yes	\$0	no	\$10	no
Fitness Center	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Gazebo	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Movie Theatre	\$10	no	no	\$0	no	\$0	yes	-\$10	no	\$0	no
Picnic Area	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Playground	\$10	no	no	\$0	no	\$0	no	\$0	yes	-\$10	yes
Pool	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Sports Court	\$10	no	no	\$0	no	\$0	yes	-\$10	no	\$0	no
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Fireplace	\$10	no	some	\$0	no	\$0	no	\$0	no	\$0	no
Patio/Balcony	\$10	yes	some	\$10	yes	\$0	yes	\$0	yes	\$0	yes
Storage	\$10	no	no	\$0	no	\$0	no	\$0	some	\$0	no
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Disposal	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Microwave	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Garage	\$80	no	yes	-\$80	no	\$0	yes	-\$80	no	\$0	no
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Open	\$0	yes	no	\$0	no	\$0	some	\$0	yes	\$0	yes
None	\$0	no	yes	\$0	yes	\$0	no	\$0	no	\$0	no
Central	\$5	yes	no	\$5	no	\$5	no	\$5	no	\$5	no
W/D Units	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10	yes	-\$10	yes
W/D Hookups	\$5	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Call Buttons	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
Controlled Access	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Monitoring	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no
Security Alarms	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
Security Patrols	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes
Indicated Rent		\$1,800	\$1,836		\$1,781		\$1,897		\$1,698		\$1,827

Rent Conclusion, 2BR-1.5BA-831sf

The development of our rent conclusion for the 2BR-1.5BA-831sf units is found below.

Our analysis included the evaluation of a total of 33 unit types found at 5 properties. We selected the 33 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 33 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-07	Tranquility at the Lakes II	2BR-1.5BA-831sf	\$1,085	\$0	\$1,085	-	\$0	\$1,085	-
033-01	Cosmopolitan Apartments	0BR-1BA-589sf	\$1,659	\$0	\$1,659	\$918	\$192	\$1,851	26
033-02	Cosmopolitan Apartments	0BR-1BA-597sf	\$1,715	\$0	\$1,715	\$909	\$183	\$1,898	24
033-03	Cosmopolitan Apartments	1BR-1BA-777sf	\$2,118	\$0	\$2,118	\$649	-\$53	\$2,065	11
033-04	Cosmopolitan Apartments	2BR-2BA-973sf	\$2,219	\$0	\$2,219	\$656	-\$303	\$1,916	12
033-05	Cosmopolitan Apartments	2BR-2BA-1012sf	\$2,295	\$0	\$2,295	\$699	-\$346	\$1,948	13
033-06	Cosmopolitan Apartments	2BR-2BA-1025sf	\$2,214	\$0	\$2,214	\$713	-\$360	\$1,854	15
033-07	Cosmopolitan Apartments	2BR-2BA-1057sf	\$2,185	\$0	\$2,185	\$749	-\$396	\$1,789	19
033-08	Cosmopolitan Apartments	2BR-2BA-1070sf	\$2,243	\$0	\$2,243	\$763	-\$410	\$1,833	20
033-09	Cosmopolitan Apartments	2BR-2BA-1350sf	\$2,821	\$0	\$2,821	\$1,071	-\$718	\$2,103	31
033-10	Cosmopolitan Apartments	3BR-2BA-1526sf	\$3,208	\$0	\$3,208	\$1,326	-\$917	\$2,292	33
036-01	Diamond North Apartments	1BR-1BA-702sf	\$1,830	\$0	\$1,830	\$648	\$238	\$2,068	10
036-02	Diamond North Apartments	1BR-1BA-800sf	\$1,880	\$0	\$1,880	\$541	\$131	\$2,011	5
036-03	Diamond North Apartments	2BR-2BA-1097sf	\$2,150	\$0	\$2,150	\$711	-\$233	\$1,917	14
036-04	Diamond North Apartments	2BR-2BA-1121sf	\$2,250	\$0	\$2,250	\$738	-\$260	\$1,991	18
036-05	Diamond North Apartments	2BR-2BA-1278sf	\$2,280	\$0	\$2,280	\$910	-\$432	\$1,848	25
036-06	Diamond North Apartments	3BR-2BA-1412sf	\$2,310	\$0	\$2,310	\$1,064	-\$586	\$1,724	30
036-07	Diamond North Apartments	3BR-2BA-1573sf	\$2,750	\$0	\$2,750	\$1,241	-\$763	\$1,987	32
049-01	Encore 4505 at Town Center Apart	0BR-1BA-573sf	\$1,970	\$0	\$1,970	\$931	\$89	\$2,059	27
049-04	Encore 4505 at Town Center Apart	1BR-1BA-883sf	\$2,415	\$0	\$2,415	\$642	-\$289	\$2,126	9
049-05	Encore 4505 at Town Center Apart	1BR-1BA-653sf	\$2,165	\$0	\$2,165	\$780	-\$36	\$2,129	21
049-09	Encore 4505 at Town Center Apart	2BR-2BA-940sf	\$2,086	\$0	\$2,086	\$616	-\$388	\$1,698	7
063-01	Mezzo Apartment Homes	0BR-1BA-597sf	\$1,635	\$0	\$1,635	\$724	\$414	\$2,049	16
063-02	Mezzo Apartment Homes	1BR-1BA-826sf	\$1,805	\$0	\$1,805	\$409	\$125	\$1,930	1
063-03	Mezzo Apartment Homes	1BR-1BA-851sf	\$1,830	\$0	\$1,830	\$425	\$98	\$1,928	2
063-04	Mezzo Apartment Homes	2BR-2BA-1007sf	\$2,025	\$0	\$2,025	\$509	-\$111	\$1,914	3
063-05	Mezzo Apartment Homes	2BR-2.5BA-1071sf	\$2,120	\$0	\$2,120	\$591	-\$193	\$1,927	6
063-06	Mezzo Apartment Homes	2BR-2.5BA-1115sf	\$2,175	\$0	\$2,175	\$640	-\$242	\$1,933	8
063-07	Mezzo Apartment Homes	3BR-2BA-1199sf	\$2,380	\$0	\$2,380	\$726	-\$328	\$2,052	17
063-08	Mezzo Apartment Homes	3BR-2.5BA-1403sf	\$2,480	\$0	\$2,480	\$963	-\$565	\$1,915	28
086-01	Spring Water Apartments	1BR-1BA-850sf	\$2,054	\$0	\$2,054	\$540	\$3	\$2,057	4
086-02	Spring Water Apartments	2BR-2BA-1190sf	\$2,289	\$0	\$2,289	\$826	-\$408	\$1,881	22
086-03	Spring Water Apartments	2BR-2BA-1250sf	\$2,361	\$0	\$2,361	\$892	-\$474	\$1,887	23
086-04	Spring Water Apartments	3BR-2BA-1380sf	\$2,699	\$0	\$2,699	\$1,041	-\$623	\$2,076	29
		Adjusted Rent, Minimum				\$1,698			
		Adjusted Rent, Maximum				\$2,292			
		Adjusted Rent, Average				\$1,959			
		Adjusted Rent, Modified Average				\$1,957			
		Rent, Concluded				\$1,900			

Our analysis suggests a rent of \$1,900 for the 2BR-1.5BA-831sf units at the subject property.

In our opinion, the 2BR-2BA-940sf units at Encore 4505 at Town Center Apartments (Property # 049), the 2BR-2.5BA-1115sf units at Mezzo Apartment Homes (Property # 063), the 2BR-2BA-1121sf units at Diamond North Apartments (Property # 036), the 2BR-2BA-1070sf units at Cosmopolitan Apartments (Property # 033), and the 2BR-2BA-1190sf units at Spring Water Apartments (Property # 086) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5		
Property-Unit Key	Sub-07	033-08	036-04	049-09	063-06	086-02		
Unit Type	2BR-1.5BA-831sf	2BR-2BA-1070sf	2BR-2BA-1121sf	2BR-2BA-940sf	2BR-2.5BA-1115sf	2BR-2BA-1190sf		
Property Name	Tranquility at the Lakes II	Cosmopolitan Apartments	Diamond North Apartments	Encore 4505 at Town Center Apartments	Mezzo Apartment Homes	Spring Water Apartments		
Address	5841 Burton Station Road	4544 Columbus Street	1350 Sapphire Drive	4556 Columbus Street	305 Mezzo Lane	1205 Colgin Drive		
City	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach		
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia		
Zip	23455	23462	23455	23462	23462	23455		
Latitude	36.88244	36.84092	36.88918	36.84135	36.83910	36.88311		
Longitude	-76.19053	-76.13371	-76.17850	-76.13409	-76.14920	-76.17708		
Miles to Subject	0.00	3.99	0.78	3.95	3.39	0.76		
Year Built	2026	2005	2016	2014	2018	2013		
Year Rehab	na	na	na	na	na	na		
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate		
Project Type	Elderly	Family	Family	Family	Family	Family		
Project Status	Construction	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized		
Phone	(804) 343-1200	(757) 456-9292	(757) 288-1706	(757) 919-9377	(757) 802-3041	(757) 961-1579		
Effective Date	26-Feb-26	02-Feb-26	30-Jan-26	03-Feb-26	30-Jan-26	30-Jan-26		
<u>Project Level</u>								
Units	38	341	180	286	282	252		
Vacant Units	38	17	3	6	0	3		
Vacancy Rate	100%	5%	2%	2%	0%	1%		
<u>Unit Type</u>								
Units	4	35	52	120	12	98		
Vacant Units	4	1	0	2	0	0		
Vacancy Rate	100%	3%	0%	2%	0%	0%		
Street Rent	\$1,085	\$2,243	\$2,250	\$2,086	\$2,175	\$2,289		
Concessions	\$0	\$0	\$0	\$0	\$0	\$0		
Net Rent	\$1,085	\$2,243	\$2,250	\$2,086	\$2,175	\$2,289		
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>		
Tenant-Paid Utilities	TPU	\$217	\$200	-\$17	\$171	-\$46	\$171	-\$46
Cable	\$0	no	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0
Bedrooms	\$50	2	2	\$0	2	\$0	2	\$0
Bathrooms	\$25	1.50	2.00	-\$13	2.00	-\$13	2.50	-\$25
Square Feet	\$1.10	831	1070	-\$263	1121	-\$319	1115	-\$312
Visibility	\$40	4.50	4.00	\$20	3.00	\$60	4.00	\$20
Access	\$35	4.50	4.00	\$18	3.00	\$53	3.00	\$53
Neighborhood	\$50	2.00	4.50	-\$125	3.70	-\$85	4.50	-\$125
Area Amenities	\$50	3.20	4.50	-\$65	2.00	\$60	4.50	-\$65
Condition	\$15	4.50	3.50	\$15	4.00	\$8	4.00	\$8
Effective Age	\$5.00	2026	2005	\$105	2016	\$50	2014	\$60
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Billiards	\$10	no	no	\$0	yes	-\$10	no	\$0
Bus/Comp Center	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Car Care Center	\$4	no	no	\$0	no	\$0	yes	-\$4
Community Center	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Elevator	\$10	yes	yes	\$0	yes	\$0	no	\$10
Fitness Center	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Gazebo	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0
Movie Theatre	\$10	no	no	\$0	no	\$0	yes	-\$10
Picnic Area	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Playground	\$10	no	no	\$0	no	\$0	yes	-\$10
Pool	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Sauna	\$2	no	no	\$0	no	\$0	no	\$0
Sports Court	\$10	no	no	\$0	no	\$0	yes	-\$10
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$10	no	some	\$0	no	\$0	no	\$0
Patio/Balcony	\$10	yes	some	\$10	yes	\$0	yes	\$0
Storage	\$10	no	no	\$0	no	\$0	some	\$0
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2
Garage	\$80	no	yes	-\$80	no	\$0	yes	-\$80
Covered	\$20	no	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0
Open	\$0	yes	no	\$0	no	\$0	some	\$0
None	\$0	no	yes	\$0	yes	\$0	no	\$0
Central	\$5	yes	no	\$5	no	\$5	no	\$5
W/D Units	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10
W/D Hookups	\$5	no	no	\$0	no	\$0	no	\$0
Call Buttons	\$2	yes	no	\$2	no	\$2	no	\$2
Controlled Access	\$2	yes	yes	\$0	yes	\$0	yes	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	yes	-\$2	no	\$0
Security Alarms	\$2	yes	no	\$2	no	\$2	no	\$2
Security Patrols	\$10	no	no	\$0	no	\$0	no	\$0
Indicated Rent	\$1,900	\$1,833	\$1,991	\$1,698	\$1,933	\$1,881		

**Unrestricted Market Rent Conclusion**

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were an unrestricted property:

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,800	\$1,374	23.7%
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,800	\$909	49.5%
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,800	\$1,374	23.7%
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$1,900	\$870	54.2%
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,900	\$1,085	42.9%
Total / Average			38	\$1,816	\$1,170	35.6%

Our analysis suggests an average unrestricted market rent of \$1,816 for the subject property. This is compared with an average proposed rent of \$1,170, yielding an unrestricted market rent advantage of 35.6 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 98 percent.

Occupancy rates for the selected rent comparables are broken out below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom								99%
2-Bedroom								98%
3-Bedroom								
4-Bedroom								
Total								98%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								94%
1-Bedroom	97%			100%	100%	100%	100%	95%
2-Bedroom	96%			100%	99%	100%	100%	96%
3-Bedroom	96%			100%	99%	100%	100%	94%
4-Bedroom								79%
Total	97%			100%	99%	100%	100%	96%

HUD conducts an annual rent survey to derive Fair Market Rent estimates for an area. Based on this, 2-bedroom rents for the area grew from \$1136 to \$1696 since 2010. This represents an average 9.9% annual increase over this period.

Fair market rent data for the area is found below:

Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2020	\$958	\$1,136	\$1,603	-	-	-
2021	\$972	\$1,147	\$1,618	1.5%	1.0%	0.9%
2022	\$1,015	\$1,193	\$1,676	4.4%	4.0%	3.6%
2023	\$1,137	\$1,329	\$1,857	12.0%	11.4%	10.8%
2024	\$1,287	\$1,493	\$2,079	13.2%	12.3%	12.0%
2025	\$1,483	\$1,696	\$2,361	15.2%	13.6%	13.6%

Source: HUD

## **Restricted Rent Analysis**

In this section we develop a restricted market rent conclusion and an achievable rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was a restricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized restricted rent properties as comparables for purposes of our rent comparability analysis.

Comparables with market rents are used when a sufficient number of restricted rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

### Rent Comparables, Restricted Rent, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in a restricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

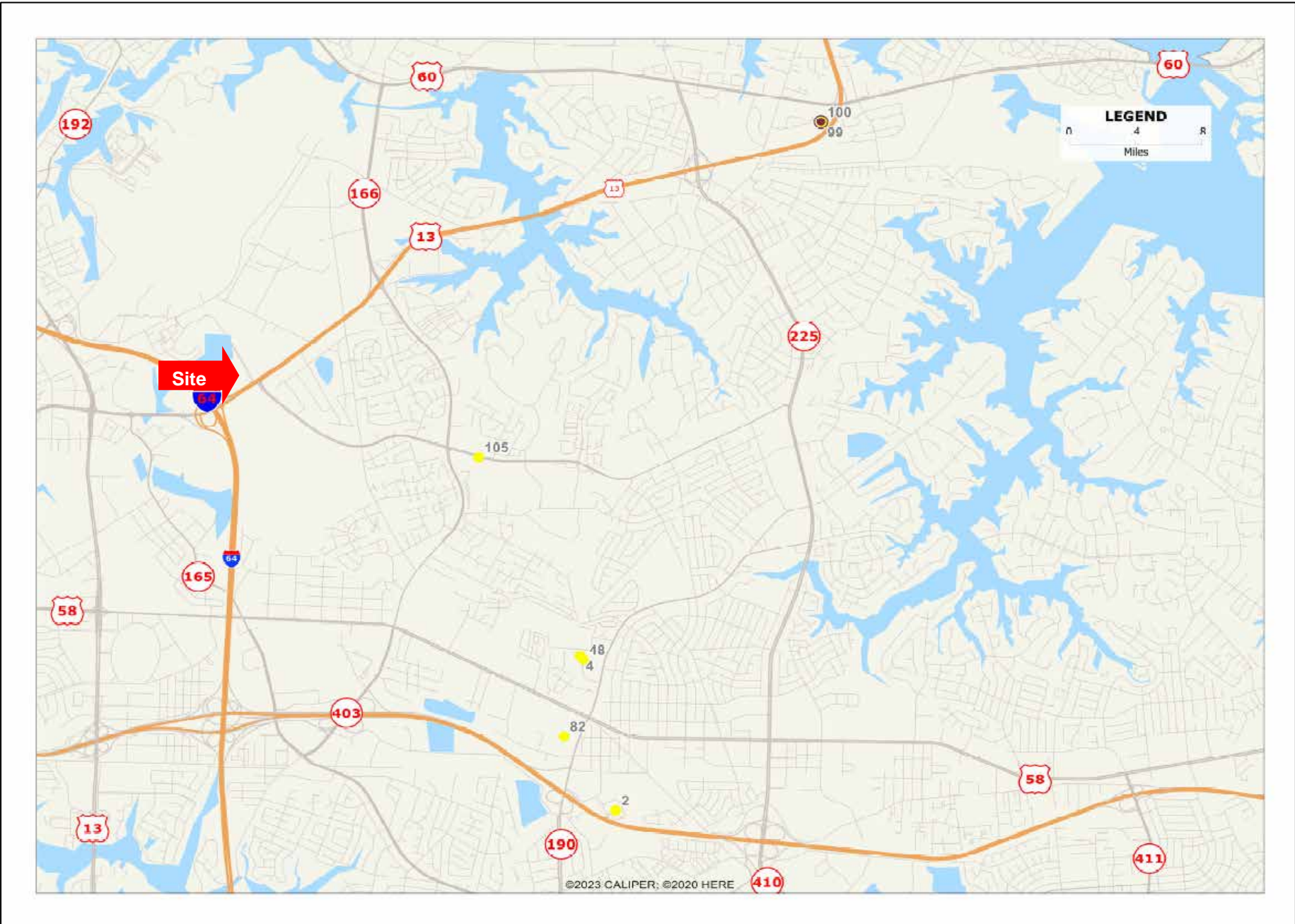
Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
001	200 West Phase 1	2019	na	Restricted	Family	Stabilized	\$979			\$979	\$1,121			
002	200 West Phase 2	2019	na	Restricted	Family	Stabilized					\$1,121			
004	Aden Park Apartments	1971	2022	Restricted	Family	Stabilized					\$1,225			
014	Baker Woods Apartments Phase 1	2015	na	Restricted	Family	Stabilized								
048	Ebbetts Plaza Apartments	1976	2025	Restricted	Family	Stabilized				\$899	\$1,225			
052	Hamptons (The) Apartments	1967	2000	Restricted	Family	Stabilized					\$1,017			\$1,199
081	Renaissance Apartments 1	2020	na	Restricted	Family	Stabilized	\$657			\$843		\$1,175	\$1,250	
082	Renaissance Apartments 2 & 3	2020	na	Restricted	Family	Stabilized					\$1,107			\$1,510
089	Summer Haven Apartments	2017	na	Restricted	Family	Stabilized	\$833			\$833				
094	Tranquility at the Lakes I	2015	na	Restricted	Elderly	Stabilized	\$1,014			\$792				
099	Victoria Place Apartments	2003	na	Restricted	Elderly	Stabilized				\$976	\$1,162			
105	Wesleyan Place Apartments	2008	na	Restricted	Elderly	Stabilized					\$1,124			

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
001	200 West Phase 1	2019	na	Restricted	Family	Stabilized	\$1,333			\$1,333	\$1,333			
002	200 West Phase 2	2019	na	Restricted	Family	Stabilized					\$1,333			
004	Aden Park Apartments	1971	2022	Restricted	Family	Stabilized					\$1,425			
014	Baker Woods Apartments Phase 1	2015	na	Restricted	Family	Stabilized	\$771			\$1,004				
048	Ebbetts Plaza Apartments	1976	2025	Restricted	Family	Stabilized					\$1,425			
052	Hamptons (The) Apartments	1967	2000	Restricted	Family	Stabilized					\$1,220			\$1,402
081	Renaissance Apartments 1	2020	na	Restricted	Family	Stabilized	\$778			\$1,000		\$1,350	\$1,450	
082	Renaissance Apartments 2 & 3	2020	na	Restricted	Family	Stabilized					\$1,320			\$1,710
089	Summer Haven Apartments	2017	na	Restricted	Family	Stabilized	\$999			\$999				
094	Tranquility at the Lakes I	2015	na	Restricted	Elderly	Stabilized				\$916				
099	Victoria Place Apartments	2003	na	Restricted	Elderly	Stabilized				\$1,173	\$1,389			
105	Wesleyan Place Apartments	2008	na	Restricted	Elderly	Stabilized				\$1,050	\$1,342			

Source: Allen & Associates



### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$0	\$0
Internet	\$0	\$0	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$200 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$200

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$25 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$25

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.10 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.10

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$0

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$0

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$50

*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$50	\$0

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$10 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$10

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$1.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$2
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$2
Playground	\$2	\$10	\$10
Pool	\$2	\$10	\$2

Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$2
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$2
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$2

*Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$50 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$50
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

*Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$25 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$25
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$5

*Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$2
Controlled Access	\$2	\$10	\$2
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$2

Rent Conclusion, 1BR-1BA-639sf

The development of our rent conclusion for the 1BR-1BA-639sf units is found below.

Our analysis included the evaluation of a total of 14 unit types found at 5 properties. We selected the 14 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 14 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-05	Tranquility at the Lakes II	1BR-1BA-639sf	\$1,374	\$0	\$1,374	-	\$0	\$1,374	-
002-01	200 West Phase 2	1BR-1BA-725sf	\$1,121	\$0	\$1,121	\$142	-\$32	\$1,089	1
002-02	200 West Phase 2	2BR-2BA-1036sf	\$1,333	\$0	\$1,333	\$360	-\$250	\$1,083	6
002-03	200 West Phase 2	3BR-2BA-1218sf	\$1,510	\$0	\$1,510	\$618	-\$424	\$1,086	11
004-01	Aden Park Apartments	1BR-1BA-625sf	\$1,225	\$0	\$1,225	\$248	-\$124	\$1,101	4
004-02	Aden Park Apartments	2BR-1BA-980sf	\$1,425	\$0	\$1,425	\$451	-\$329	\$1,096	9
004-03	Aden Park Apartments	3BR-1BA-1110sf	\$1,625	\$0	\$1,625	\$654	-\$532	\$1,093	14
048-02	Ebbetts Plaza Apartments	1BR-1BA-661sf	\$1,225	\$0	\$1,225	\$261	-\$149	\$1,076	5
048-03	Ebbetts Plaza Apartments	2BR-1BA-897sf	\$1,425	\$0	\$1,425	\$462	-\$350	\$1,075	10
048-04	Ebbetts Plaza Apartments	3BR-1BA-1047sf	\$1,625	\$0	\$1,625	\$626	-\$514	\$1,111	12
082-01	Renaissance Apartments 2 & 3	1BR-1BA-724sf	\$1,107	\$0	\$1,107	\$174	-\$74	\$1,034	3
082-02	Renaissance Apartments 2 & 3	2BR-2BA-1034sf	\$1,320	\$0	\$1,320	\$392	-\$292	\$1,029	8
082-03	Renaissance Apartments 2 & 3	3BR-2BA-1244sf	\$1,507	\$0	\$1,507	\$653	-\$469	\$1,039	13
105-01	Wesleyan Place Apartments	1BR-1BA-610sf	\$1,124	\$0	\$1,124	\$173	-\$113	\$1,011	2
105-04	Wesleyan Place Apartments	2BR-1.5BA-900sf	\$1,342	\$0	\$1,342	\$387	-\$333	\$1,009	7
	Adjusted Rent, Minimum							\$1,009	
	Adjusted Rent, Maximum							\$1,111	
	Adjusted Rent, Average							\$1,067	
	Adjusted Rent, Modified Average							\$1,068	
	Rent, Concluded							\$1,100	

Our analysis suggests a rent of \$1,100 for the 1BR-1BA-639sf units at the subject property.

In our opinion, the 1BR-1BA-725sf units at 200 West Phase 2 (Property # 002), the 1BR-1BA-610sf units at Wesleyan Place Apartments (Property # 105), the 1BR-1BA-724sf units at Renaissance Apartments 2 & 3 (Property # 082), the 1BR-1BA-625sf units at Aden Park Apartments (Property # 004), and the 1BR-1BA-661sf units at Ebbetts Plaza Apartments (Property # 048) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5					
Property-Unit Key	Sub-05	002-01	004-01	048-02	082-01	105-01					
Unit Type	1BR-1BA-639sf	1BR-1BA-725sf	1BR-1BA-625sf	1BR-1BA-661sf	1BR-1BA-724sf	1BR-1BA-610sf					
Property Name	Tranquility at the Lakes II	200 West Phase 2	Aden Park Apartments	Ebbetts Plaza Apartments	Renaissance Apartments 2 & 3	Wesleyan Place Apartments					
Address	5841 Burton Station Road	200 Price Street	512 Featherstone Court	512 Featherstone Court	273 N Witchduck Road	5445 Wesleyan Drive					
City	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach					
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia					
Zip	23455	23462	23462	23462	23462	23455					
Latitude	36.88244	36.83692	36.85156	36.85120	36.84394	36.87037					
Longitude	-76.19053	-76.15354	-76.15742	-76.15706	-76.15917	-76.16848					
Miles to Subject	0.00	3.32	2.56	2.59	2.81	1.42					
Year Built	2026	2019	1971	1976	2020	2008					
Year Rehab	na	na	2022	2025	na	na					
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted					
Project Type	Elderly	Family	Family	Family	Family	Elderly					
Project Status	Construction	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized					
Phone	(804) 343-1200	757-917-5151	(757) 497-0381	(757) 499-3965	(757) 505-8133	(757) 666-4650					
Effective Date	26-Feb-26	20-Feb-26	30-Jan-26	30-Jan-26	24-Feb-26	03-Feb-26					
<u>Project Level</u>											
Units	38	112	125	90	144	91					
Vacant Units	38	0	1	0	0	2					
Vacancy Rate	100%	0%	1%	0%	0%	2%					
<u>Unit Type</u>											
Units	3	32	25	24	16	7					
Vacant Units	3	0	0	0	0	0					
Vacancy Rate	100%	0%	0%	0%	0%	0%					
Street Rent	\$1,374	\$1,121	\$1,225	\$1,225	\$1,107	\$1,124					
Concessions	\$0	\$0	\$0	\$0	\$0	\$0					
Net Rent	\$1,374	\$1,121	\$1,225	\$1,225	\$1,107	\$1,124					
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>				
Tenant-Paid Utilities	TPU \$173	\$133	-\$40	\$89	-\$84	\$72	-\$101	\$133	-\$40	\$74	-\$99
Cable	\$0	no	\$0	no	\$0	no	\$0	no	\$0	yes	\$0
Internet	\$0	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$200	1	\$0	1	\$0	1	\$0	1	\$0	1	\$0
Bathrooms	\$25	1.00	\$0	1.00	\$0	1.00	\$0	1.00	\$0	1.00	\$0
Square Feet	\$0.10	639	-\$9	725	\$1	661	-\$2	724	-\$9	610	\$3
Visibility	\$0	4.50	\$0	4.00	\$0	2.00	\$0	4.00	\$0	2.50	\$0
Access	\$0	4.50	\$0	2.50	\$0	2.50	\$0	3.50	\$0	2.75	\$0
Neighborhood	\$50	2.00	-\$10	2.20	-\$90	3.80	-\$90	2.90	-\$45	2.70	-\$35
Area Amenities	\$0	3.20	\$0	2.80	\$0	3.50	\$0	3.80	\$0	3.50	\$0
Condition	\$10	4.50	\$5	4.00	\$25	2.00	\$25	4.00	\$5	4.00	\$5
Effective Age	\$1.00	2026	\$7	2019	\$14	2012	\$14	2015	\$11	2020	\$6
Ball Field	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	\$0	no	\$0	no	\$0	yes	-\$2	no	\$0
Billiards	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	\$0	yes	\$2	yes	\$0	yes	\$0	yes	\$0
Elevator	\$10	yes	\$10	no	\$10	no	\$10	no	\$10	yes	\$0
Fitness Center	\$2	no	-\$2	yes	\$0	no	\$0	yes	-\$2	no	\$0
Gazebo	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$2
Movie Theatre	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$2	yes	\$2	no	\$2	no	\$2	yes	\$0	no	\$2
Playground	\$10	no	-\$10	yes	-\$10	yes	-\$10	yes	-\$10	no	\$0
Pool	\$2	no	-\$2	yes	\$0	no	\$0	yes	-\$2	no	\$0
Sauna	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	yes	\$0	yes	\$0	no	\$2	yes	\$0	yes	\$0
Storage	\$10	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	-\$2	yes	\$0	no	\$0	yes	-\$2	no	\$0
Garage	\$50	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	yes	\$25	no	\$0	yes	\$0	no	\$25	yes	\$0
W/D Units	\$10	no	-\$10	yes	\$0	no	\$0	yes	-\$10	no	\$0
W/D Hookups	\$5	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$5
Call Buttons	\$2	yes	\$2	no	\$2	no	\$2	no	\$2	yes	\$0
Controlled Access	\$2	yes	\$2	no	\$2	no	\$2	yes	\$0	yes	\$0
Courtesy Officer	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	yes	\$2	no	\$2	no	\$2	no	\$2	no	\$2
Security Patrols	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent	\$1,100	\$1,089	\$1,101	\$1,076	\$1,034	\$1,011					

Rent Conclusion, 2BR-1.5BA-831sf

The development of our rent conclusion for the 2BR-1.5BA-831sf units is found below.

Our analysis included the evaluation of a total of 14 unit types found at 5 properties. We selected the 14 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 14 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-07	Tranquility at the Lakes II	2BR-1.5BA-831sf	\$1,085	\$0	\$1,085	-	\$0	\$1,085	-
002-01	200 West Phase 2	1BR-1BA-725sf	\$1,121	\$0	\$1,121	\$400	\$156	\$1,277	8
002-02	200 West Phase 2	2BR-2BA-1036sf	\$1,333	\$0	\$1,333	\$172	-\$62	\$1,271	1
002-03	200 West Phase 2	3BR-2BA-1218sf	\$1,510	\$0	\$1,510	\$346	-\$236	\$1,274	6
004-01	Aden Park Apartments	1BR-1BA-625sf	\$1,225	\$0	\$1,225	\$524	\$64	\$1,289	13
004-02	Aden Park Apartments	2BR-1BA-980sf	\$1,425	\$0	\$1,425	\$288	-\$141	\$1,284	4
004-03	Aden Park Apartments	3BR-1BA-1110sf	\$1,625	\$0	\$1,625	\$491	-\$344	\$1,281	12
048-02	Ebbetts Plaza Apartments	1BR-1BA-661sf	\$1,225	\$0	\$1,225	\$533	\$39	\$1,264	14
048-03	Ebbetts Plaza Apartments	2BR-1BA-897sf	\$1,425	\$0	\$1,425	\$299	-\$162	\$1,263	5
048-04	Ebbetts Plaza Apartments	3BR-1BA-1047sf	\$1,625	\$0	\$1,625	\$463	-\$326	\$1,299	11
082-01	Renaissance Apartments 2 & 3	1BR-1BA-724sf	\$1,107	\$0	\$1,107	\$432	\$114	\$1,221	9
082-02	Renaissance Apartments 2 & 3	2BR-2BA-1034sf	\$1,320	\$0	\$1,320	\$204	-\$104	\$1,216	3
082-03	Renaissance Apartments 2 & 3	3BR-2BA-1244sf	\$1,507	\$0	\$1,507	\$381	-\$281	\$1,226	7
105-01	Wesleyan Place Apartments	1BR-1BA-610sf	\$1,124	\$0	\$1,124	\$449	\$75	\$1,199	10
105-04	Wesleyan Place Apartments	2BR-1.5BA-900sf	\$1,342	\$0	\$1,342	\$199	-\$145	\$1,197	2

Adjusted Rent, Minimum	\$1,197
Adjusted Rent, Maximum	\$1,299
Adjusted Rent, Average	\$1,254
Adjusted Rent, Modified Average	\$1,255
Rent, Concluded	\$1,275

Our analysis suggests a rent of \$1,275 for the 2BR-1.5BA-831sf units at the subject property.

In our opinion, the 2BR-2BA-1036sf units at 200 West Phase 2 (Property # 002), the 2BR-1.5BA-900sf units at Wesleyan Place Apartments (Property # 105), the 2BR-2BA-1034sf units at Renaissance Apartments 2 & 3 (Property # 082), the 2BR-1BA-980sf units at Aden Park Apartments (Property # 004), and the 2BR-1BA-897sf units at Ebbetts Plaza Apartments (Property # 048) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5						
Property-Unit Key	Sub-07	002-02	004-02	048-03	082-02	105-04						
Unit Type	2BR-1.5BA-831sf	2BR-2BA-1036sf	2BR-1BA-980sf	2BR-1BA-897sf	2BR-2BA-1034sf	2BR-1.5BA-900sf						
Property Name	Tranquility at the Lakes II	200 West Phase 2	Aden Park Apartments	Ebbetts Plaza Apartments	Renaissance Apartments 2 & 3	Wesleyan Place Apartments						
Address	5841 Burton Station Road	200 Price Street	512 Featherstone Court	512 Featherstone Court	273 N Witchduck Road	5445 Wesleyan Drive						
City	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach	Virginia Beach						
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia						
Zip	23455	23462	23462	23462	23462	23455						
Latitude	36.88244	36.83692	36.85156	36.85120	36.84394	36.87037						
Longitude	-76.19053	-76.15354	-76.15742	-76.15706	-76.15917	-76.16848						
Miles to Subject	0.00	3.32	2.56	2.59	2.81	1.42						
Year Built	2026	2019	1971	1976	2020	2008						
Year Rehab	na	na	2022	2025	na	na						
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted						
Project Type	Elderly	Family	Family	Family	Family	Elderly						
Project Status	Construction	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized						
Phone	(804) 343-1200	757-917-5151	(757) 497-0381	(757) 499-3965	(757) 505-8133	(757) 666-4650						
Effective Date	26-Feb-26	20-Feb-26	30-Jan-26	30-Jan-26	24-Feb-26	03-Feb-26						
<u>Project Level</u>												
Units	38	112	125	90	144	91						
Vacant Units	38	0	1	0	0	2						
Vacancy Rate	100%	0%	1%	0%	0%	2%						
<u>Unit Type</u>												
Units	4	48	75	15	56	38						
Vacant Units	4	0	0	0	0	2						
Vacancy Rate	100%	0%	0%	0%	0%	5%						
Street Rent	\$1,085	\$1,333	\$1,425	\$1,425	\$1,320	\$1,342						
Concessions	\$0	\$0	\$0	\$0	\$0	\$0						
Net Rent	\$1,085	\$1,333	\$1,425	\$1,425	\$1,320	\$1,342						
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>					
Tenant-Paid Utilities	TPU \$217	\$171	-\$46	\$119	-\$98	\$95	-\$122	\$171	-\$46	\$96	-\$121	
Cable	\$0	no	\$0	no	\$0	no	\$0	no	\$0	yes	\$0	
Internet	\$0	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0	
Bedrooms	\$200	2	\$0	2	\$0	2	\$0	2	\$0	2	\$0	
Bathrooms	\$25	1.50	2.00	1.00	\$13	1.00	\$13	2.00	-\$13	1.50	\$0	
Square Feet	\$0.10	831	1036	980	-\$15	897	-\$7	1034	-\$20	900	-\$7	
Visibility	\$0	4.50	4.00	2.00	\$0	2.00	\$0	4.00	\$0	2.50	\$0	
Access	\$0	4.50	2.50	2.50	\$0	2.50	\$0	3.50	\$0	2.75	\$0	
Neighborhood	\$50	2.00	2.20	3.80	-\$90	3.80	-\$90	2.90	-\$45	2.70	-\$35	
Area Amenities	\$0	3.20	2.80	3.50	\$0	3.50	\$0	3.80	\$0	3.50	\$0	
Condition	\$10	4.50	4.00	\$5	\$25	2.00	\$25	4.00	\$5	4.00	\$5	
Effective Age	\$1.00	2026	2019	\$7	2012	\$14	2015	\$11	2020	\$6	2008	\$18
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	no	\$0	
BBQ Area	\$2	no	no	\$0	no	\$0	no	\$0	yes	-\$2	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	yes	\$0	no	\$2	yes	\$0	yes	\$0	yes	\$0
Elevator	\$10	yes	no	\$10	no	\$10	no	\$10	no	\$10	yes	\$0
Fitness Center	\$2	no	yes	-\$2	no	\$0	no	\$0	yes	-\$2	no	\$0
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$2
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$2	yes	no	\$2	no	\$2	no	\$2	yes	\$0	no	\$2
Playground	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10	yes	-\$10	no	\$0
Pool	\$2	no	yes	-\$2	no	\$0	no	\$0	yes	-\$2	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	yes	yes	\$0	yes	\$0	no	\$2	yes	\$0	yes	\$0
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	no	\$2	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	yes	-\$2	no	\$0	no	\$0	yes	-\$2	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	yes	no	\$25	yes	\$0	yes	\$0	no	\$25	yes	\$0
W/D Units	\$10	no	yes	-\$10	no	\$0	no	\$0	yes	-\$10	no	\$0
W/D Hookups	\$5	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$5
Call Buttons	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	yes	\$0
Controlled Access	\$2	yes	no	\$2	no	\$2	no	\$2	yes	\$0	yes	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no	\$2
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent	\$1,275	\$1,271	\$1,284	\$1,284	\$1,263	\$1,216	\$1,216	\$1,216	\$1,216	\$1,197	\$1,197	

Restricted Market Rent Conclusion

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,100
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,100
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,100
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,100
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,100
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$1,275
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,275
Total / Average			38	\$1,128

Our analysis suggests an average restricted market rent of \$1,128 for the subject property.

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 99 percent.

The occupancy rate of the selected rent comparables is broken out in the tables below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom				100%	100%			100%
2-Bedroom				100%	99%			100%
3-Bedroom								
4-Bedroom								
Total				100%	99%			100%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								94%
1-Bedroom	97%			100%	100%	100%	100%	95%
2-Bedroom	96%			100%	99%	100%	100%	96%
3-Bedroom	96%			100%	99%	100%	100%	94%
4-Bedroom								79%
Total	97%			100%	99%	100%	100%	96%

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we were able to derive 1, 2 and 3-bedroom 60% of AMI rent limits for the subject's primary market area. According to our analysis, maximum 2-bedroom rents for the area grew from \$1114 to \$1438 since 2010. This represents an average 5.8% annual increase over this period.

Maximum tax credit rent data for the area is found below:

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2020	\$928	\$1,114	\$1,287	-	-	-
2021	\$951	\$1,141	\$1,318	2.5%	2.4%	2.4%
2022	\$1,052	\$1,262	\$1,459	10.6%	10.6%	10.7%
2023	\$1,131	\$1,357	\$1,568	7.5%	7.5%	7.5%
2024	\$1,133	\$1,359	\$1,571	0.2%	0.1%	0.2%
2025	\$1,198	\$1,438	\$1,661	5.7%	5.8%	5.7%

Source: HUD

### Achievable Rent Conclusion

The next step in our analysis is to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering market rents, program rent limits, and any other applicable rent restrictions on the subject property.

Our analysis begins by establishing the applicable program rent limits for the subject property. Program rent limits include any applicable LIHTC and FMR rent limits. LIHTC rent limits typically apply to units benefitting from tax credit and/or bond financing. The LIHTC rent limits for applicable units at the subject property follow:

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$799	\$173	\$626
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$799	\$173	\$626
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$998	\$173	\$825
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,198	\$173	\$1,025
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,198	\$173	\$1,025
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$1,198	\$217	\$981
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,438	\$217	\$1,221
Total / Average			38	\$1,113	\$180	\$933

Our analysis suggests an average net LIHTC rent limit of \$933 for 38 applicable units at the subject property.

FMR rent limits typically apply to units benefitting from HOME funds. The FMR rent limits for applicable units at the subject property follow:

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,512	\$173	\$1,339
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,512	\$173	\$1,339
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,512	\$173	\$1,339
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$1,713	\$217	\$1,496
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
Total / Average			19	\$1,533	\$178	\$1,356

Our analysis suggests an average net FMR rent limit of \$1,356 for 19 applicable units at the subject property.

Units benefitting exclusively from tax credits and/or bond financing are subject to LIHTC rent limits. Units benefitting from HOME funds in addition to tax credit and/or bond financing are subject to the lesser of LIHTC rent limits or FMR rent limits. Units benefitting from project-based rental assistance are normally limited to unrestricted market rent. With these parameters in mind, the following table sets forth the concluded program rent limits for applicable units at the subject property:

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$626	\$1,339	\$1,800	\$1,800
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$626	\$1,339	\$1,800	\$1,800
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$825	\$1,339	\$1,800	\$1,800
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,025	-	-	\$1,025
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,025	-	\$1,800	\$1,800
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$981	\$1,496	-	\$981
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,221	-	-	\$1,221
Total / Average			38	\$933	\$1,356	\$1,800	\$1,451

Our analysis suggests an average program rent limit of \$1,451 for 38 applicable units at the subject property.

Now that we have established program rent limits, we are in a position to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering unrestricted and restricted market rents, program rent limits, and any other applicable rent restrictions on the subject property. The following table summarizes our findings:

Achievable Rents									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-510sf / 50% of AMI / 40% of AMI	Yes	Yes	3	\$1,800	\$1,800	\$1,100	\$1,800	\$1,374	23.7%
1BR-1BA-639sf / 50% of AMI / 40% of AMI	Yes	Yes	1	\$1,800	\$1,800	\$1,100	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 50% of AMI / 50% of AMI	Yes	Yes	13	\$1,800	\$1,800	\$1,100	\$1,800	\$1,374	23.7%
1BR-1BA-510sf / 60% of AMI / 60% of AMI	No	No	12	\$1,025	\$1,800	\$1,100	\$1,025	\$909	11.3%
1BR-1BA-639sf / 60% of AMI / 60% of AMI	No	Yes	3	\$1,800	\$1,800	\$1,100	\$1,800	\$1,374	23.7%
2BR-1.5BA-831sf / 50% of AMI / 50% of AMI	Yes	No	2	\$981	\$1,900	\$1,275	\$981	\$870	11.3%
2BR-1.5BA-831sf / 60% of AMI / 60% of AMI	No	No	4	\$1,221	\$1,900	\$1,275	\$1,221	\$1,085	11.1%
Total / Average			38	\$1,451	\$1,816	\$1,128	\$1,451	\$1,170	19.4%

Our analysis suggests an average achievable rent of \$1,451 for the subject property. This is compared with an average proposed rent of \$1,170, yielding an achievable rent advantage of 19.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

## DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the recommended demand methodology promulgated by the National Council of Housing Market Analysts (NCHMA). For purposes of this analysis, we define demand as the number of 65+ income-qualified renter households (by household size and unit type) that would qualify to live at the subject property at the lesser of the developer's proposed rents or achievable rents.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2026 \$		65+ Renter Households, by Income, by Size							
		2027							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	100	15	2	0	6	0	123	
\$0	to \$19,999	406	84	12	5	12	0	519	
\$0	to \$29,999	719	133	20	11	22	1	906	
\$0	to \$39,999	921	185	28	14	34	2	1,186	
\$0	to \$49,999	1,217	286	64	19	36	2	1,625	
\$0	to \$59,999	1,363	318	71	28	46	2	1,829	
\$0	to \$74,999	1,511	358	89	33	53	3	2,047	
\$0	to \$99,999	1,598	435	108	35	59	3	2,239	
\$0	to \$124,999	1,698	489	119	38	62	3	2,410	
\$0	to \$149,999	1,748	518	128	41	63	3	2,502	
\$0	to \$199,999	1,807	543	130	44	72	5	2,600	
\$0	or more	1,853	559	141	44	74	5	2,674	

Source: ESRI & Ribbon Demographics

Our analysis includes an estimate of demand along with capture rate and penetration rate estimates. Capture rates were computed two ways: (1) On a gross basis (the number of proposed units divided by qualified demand) and (2) On a net basis (the number of proposed units divided by qualified demand minus competing & pipeline units). Penetration rates are defined as the number of proposed units plus competing & pipeline units divided by income-qualified demand. In the following pages we provide detailed listings of competing & pipeline units in the market area broken by unit type.

Competing & Pipeline Units, 1-Bedroom Units

Overview						Total Units								Vacant Units									
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
067	Old Donation Apartments	1970	2009	Market Rate	Elderly	Stabilized				14				58									
094	Tranquility at the Lakes I	2015	na	Restricted	Elderly	Stabilized	20																
095	Tranquility at the Lakes II	2026	na	Restricted	Elderly	Construction	20				12				20							12	
099	Victoria Place Apartments	2003	na	Restricted	Elderly	Stabilized				28	24												
105	Wesleyan Place Apartments	2008	na	Restricted	Elderly	Stabilized					7												
<b>Total</b>							40			42	43			58	20								12

Source: Allen & Associates

Competing & Pipeline Units, 2-Bedroom Units

Overview						Total Units								Vacant Units									
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
067	Old Donation Apartments	1970	2009	Market Rate	Elderly	Stabilized				6				162									7
094	Tranquility at the Lakes I	2015	na	Restricted	Elderly	Stabilized																	
095	Tranquility at the Lakes II	2026	na	Restricted	Elderly	Construction				2	4							2	4				
099	Victoria Place Apartments	2003	na	Restricted	Elderly	Stabilized				33	37												
105	Wesleyan Place Apartments	2008	na	Restricted	Elderly	Stabilized				46	38												2
<b>Total</b>										<b>87</b>	<b>79</b>			<b>162</b>				<b>2</b>	<b>6</b>				<b>7</b>

Source: Allen & Associates

## Demand Estimate, 1-Bedroom, Subsidized, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 20 units, 20 of which are anticipated to be vacant on market entry in 2027. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	20
Vacant Units at Market Entry	20

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$173
Gross Rent	\$173
Income Qualification Ratio	50%
Minimum Qualified Income	\$346
Months/Year	12
Minimum Qualified Income	\$4,152

65+ Renter Households, by Income, by Size								
2027								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,054	289	0	0	0	0
HH Below Minimum Income	40	6	0	0	0	0
Subtotal	1,014	283	0	0	0	0

Demand Estimate 1,297

Our analysis suggests demand for a total of 1,297 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 12 units, 12 of which are anticipated to be vacant on market entry in 2027. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	12
Vacant Units at Market Entry	12

Minimum Qualified Income	
Net Rent	\$909
Utilities	\$173
Gross Rent	\$1,082
Income Qualification Ratio	50%
Minimum Qualified Income	\$2,164
Months/Year	12
Minimum Qualified Income	\$25,968

65+ Renter Households, by Income, by Size								
2027								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,054	289	0	0	0	0
HH Below Minimum Income	578	111	0	0	0	0
Subtotal	476	178	0	0	0	0

Demand Estimate 654

Our analysis suggests demand for a total of 654 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 2 units, 2 of which are anticipated to be vacant on market entry in 2027. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	2
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$870
Utilities	\$217
Gross Rent	\$1,087
Income Qualification Ratio	50%
Minimum Qualified Income	\$2,174
Months/Year	12
Minimum Qualified Income	\$26,088

65+ Renter Households, by Income, by Size								
2027								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$37,300	\$42,600	\$47,950	\$53,250	\$57,550	\$61,800	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	860	210	0	0	0	0
HH Below Minimum Income	594	113	0	0	0	0
Subtotal	267	97	0	0	0	0

Demand Estimate 363

Our analysis suggests demand for a total of 363 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 4 units, 4 of which are anticipated to be vacant on market entry in 2027. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	4
Vacant Units at Market Entry	4

Minimum Qualified Income	
Net Rent	\$1,085
Utilities	\$217
Gross Rent	\$1,302
Income Qualification Ratio	50%
Minimum Qualified Income	\$2,604
Months/Year	12
Minimum Qualified Income	\$31,248

65+ Renter Households, by Income, by Size								
2027								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,054	289	0	0	0	0
HH Below Minimum Income	739	138	0	0	0	0
Subtotal	315	151	0	0	0	0

Demand Estimate 466

Our analysis suggests demand for a total of 466 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

65+ Renter Households, by Income, by Size								
		2027						
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$44,760	\$51,120	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$4,152	\$4,152	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$4,152	\$4,152	-	-	-	-	-
HH Below Upper Income	1,054	289	0	0	0	0	0
HH Below Lower Income	40	6	0	0	0	0	0
Subtotal	1,014	283	0	0	0	0	0

Demand Estimate 1,297

Our analysis suggests demand for a total of 1,297 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

65+ Renter Households, by Income, by Size								
		2027						
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Demand Estimate, Restricted, 50% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	-	-	-	-	-	-	-
Maximum Income, 2BR	\$37,300	\$42,600	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$37,300	\$42,600	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-	-
Minimum Income, 2BR	\$26,088	\$26,088	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$26,088	\$26,088	-	-	-	-	-
HH Below Upper Income	860	210	0	0	0	0	0
HH Below Lower Income	594	113	0	0	0	0	0
Subtotal	267	97	0	0	0	0	0

Demand Estimate

363

Our analysis suggests demand for a total of 363 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

65+ Renter Households, by Income, by Size								
		2027						
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 2BR	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$44,760	\$51,120	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$25,968	\$25,968	-	-	-	-	-
Minimum Income, 2BR	\$31,248	\$31,248	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$25,968	\$25,968	-	-	-	-	-
HH Below Upper Income	1,054	289	0	0	0	0	0
HH Below Lower Income	578	111	0	0	0	0	0
Subtotal	476	178	0	0	0	0	0

Demand Estimate

654

Our analysis suggests demand for a total of 654 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Project-Level

In this section we account for income-band overlap and develop a project-level demand estimate for the subject property.

65+ Renter Households, by Income, by Size								
			2027					
2026	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	100	15	2	0	6	0
\$0	to	\$19,999	406	84	12	5	12	0
\$0	to	\$29,999	719	133	20	11	22	1
\$0	to	\$39,999	921	185	28	14	34	2
\$0	to	\$49,999	1,217	286	64	19	36	2
\$0	to	\$59,999	1,363	318	71	28	46	2
\$0	to	\$74,999	1,511	358	89	33	53	3
\$0	to	\$99,999	1,598	435	108	35	59	3
\$0	to	\$124,999	1,698	489	119	38	62	3
\$0	to	\$149,999	1,748	518	128	41	63	3
\$0	to	\$199,999	1,807	543	130	44	72	5
\$0	or	more	1,853	559	141	44	74	5

Demand Estimate, Project-Level							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, Subsidized	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-	-
Maximum Income, 50% of AMI	\$37,300	\$42,600	-	-	-	-	-
Maximum Income, 60% of AMI	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 70% of AMI	-	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-	-
Maximum Allowable Income	\$44,760	\$51,120	-	-	-	-	-
Minimum Income, Subsidized	\$4,152	\$4,152	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-	-
Minimum Income, 50% of AMI	\$26,088	\$26,088	-	-	-	-	-
Minimum Income, 60% of AMI	\$25,968	\$25,968	-	-	-	-	-
Minimum Income, 70% of AMI	-	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-	-
Minimum Qualified Income	\$4,152	\$4,152	-	-	-	-	-
HH Below Upper Income	1,054	289	0	0	0	0	0
HH Below Lower Income	40	6	0	0	0	0	0
Subtotal	1,014	283	0	0	0	0	0

Demand Estimate 1,297

Our analysis suggests project-level demand for a total of 1,297 size- and income-qualified units in the market area.

## Capture Rates

In this section, we summarize our demand conclusions and estimate the capture rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	20				12				32
2BR				2	4				6
3BR									
4BR									
Tot	20			2	16				38

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	20				12				32
2BR				2	4				6
3BR									
4BR									
Tot	20			2	16				38

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,297				654				1,951
2BR				363	466				829
3BR									
4BR									
Tot	1,297			363	654				1,297

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by gross demand. Underwriters often utilize capture rate limits of 10 to 25 percent using this methodology. Our estimates are presented below:

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1.5%				1.8%				1.6%
2BR				0.6%	0.9%				0.7%
3BR									
4BR									
Tot	1.5%			0.6%	2.4%				2.9%

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by

unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	20				12				32
2BR				2	6				8
3BR									
4BR									
Tot	20			2	18				40

The next step in our analysis is to subtract the number of vacant competing & pipeline units from gross demand to arrive at a net demand estimate for the subject property units. As described earlier, unit-level net demand estimates are found in the body of the chart found below; project-level net demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level net demand may not add up to project-level net demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level net demand.

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,277				642				1,919
2BR				361	460				821
3BR									
4BR									
Tot	1,277			361	636				1,257

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by net demand. A capture rate in excess of 20 percent is considered excessive using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1.6%				1.9%				1.7%
2BR				0.6%	0.9%				0.7%
3BR									
4BR									
Tot	1.6%			0.6%	2.5%				3.0%

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

## Penetration Rates

In this section, we summarize our demand conclusions and estimate the penetration rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	20				12				32
2BR				2	4				6
3BR									
4BR									
Tot	20			2	16				38

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	20				12				32
2BR				2	4				6
3BR									
4BR									
Tot	20			2	16				38

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,297				654				1,951
2BR				363	466				829
3BR									
4BR									
Tot	1,297			363	654				1,297

The next step in our analysis is to tabulate the number of competing & pipeline units in the market area by unit/income type. This information will be used to derive our penetration rate estimate for the subject property. A table showing the distribution of competing & pipeline units is found below.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	40				43				83
2BR				87	79				166
3BR									
4BR									
Tot	40			87	122				249

The next step in our analysis is to compute inclusive supply for the market area by unit/income type. Inclusive

supply will be taken into account in our penetration rate estimate for the subject property. For purposes of this estimate, inclusive supply consists of vacant subject property units plus competing & pipeline units.

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	60				55				115
2BR				89	83				172
3BR									
4BR									
Tot	60			89	138				287

The next step in our analysis is to compute the penetration rate for the project. For purposes of this computation, penetration rate is defined as inclusive supply divided by gross demand. A penetration rate in excess of 100 percent is considered excessive using this methodology. Our estimates are presented below:

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	4.6%				8.4%				5.9%
2BR				24.5%	17.8%				20.7%
3BR									
4BR									
Tot	4.6%			24.5%	21.1%				22.1%

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

## Absorption Period

In this section, we estimate the absorption period for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	20				12			
2BR				2	4			
3BR								
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	20				12			
2BR				2	4			
3BR								
4BR								

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Our analysis uses the unit-level demand estimates derived previously.

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	1,297				654			
2BR				363	466			
3BR								
4BR								

The next step in our analysis is to apply an annual growth & movership rate to derive an annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Annual Growth & Movership Rate	
Growth	2.5%
Movership	8.0%
Total	10.5%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	136				69			
2BR				38	49			
3BR								
4BR								

The next step in our analysis is to account for secondary market area migration in our annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Secondary Market Area	
	40%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	227				115			
2BR				64	82			
3BR								
4BR								

The next step in our analysis is to estimate fair share, or the proportion of growth and movership that we would expect the subject property to capture. The fair share analysis is used extensively in single-family, multifamily, commercial, and retail market studies. The books entitled Market Analysis for Valuation Appraisals (1994, Appraisal Institute) and Market Analysis and Highest & Best Use (2005, Appraisal institute) provide a good overview of this technique and its application to a variety of property types.

Based on our review of the subject and competing properties, along with their relative conditions/locations, we arrive at the following fair share estimates for the various unit/income types at the subject property.

Competing Properties								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	2			2	3			1
2BR				4	3			1
3BR								1
4BR								

Fair Share								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	50.0%				40.0%			
2BR				50.0%	40.0%			
3BR								
4BR								

Applying the concluded fair share estimates to annual growth & movership and dividing by twelve yields the following monthly absorption rate estimates for the various unit/income types at the subject property.

Monthly Absorption Rate Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	9.5				3.8			
2BR				2.6	2.7			
3BR								
4BR								

The next step in our analysis is to estimate stabilized occupancy by unit/income type for the subject property. These estimates, which were based on data previously presented in the supply analysis and rent comparability analysis sections of this report, are found below.

Rental Property Inventory, Confirmed, Inside Market Area, Elderly, Stabilized Occupancy								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	100%			100%	100%			100%
2BR				100%	97%			96%
3BR								100%
4BR								

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR				100%	100%			99%
2BR				100%	99%			98%
3BR								
4BR								

Concluded Stabilized Occupancy Rate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	97%				97%			
2BR				97%	97%			
3BR								
4BR								

Applying the stabilized occupancy rate estimates to the number of vacant subject property units at market entry, yields the number of occupied units by unit/income type at stabilization as set forth below.

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	19				12			
2BR				2	4			
3BR								
4BR								

Dividing the number of occupied units at stabilization by the monthly absorption rate yields an absorption period estimate by unit/income type for the various units at the subject property. Underwriters often utilize absorption period limits of 12 to 18 months for projects similar to the subject property. Our absorption period estimates are found below.

Absorption Period (Months to Stabilization)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	2				3			
2BR				<1	1			
3BR								
4BR								

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 12.1 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

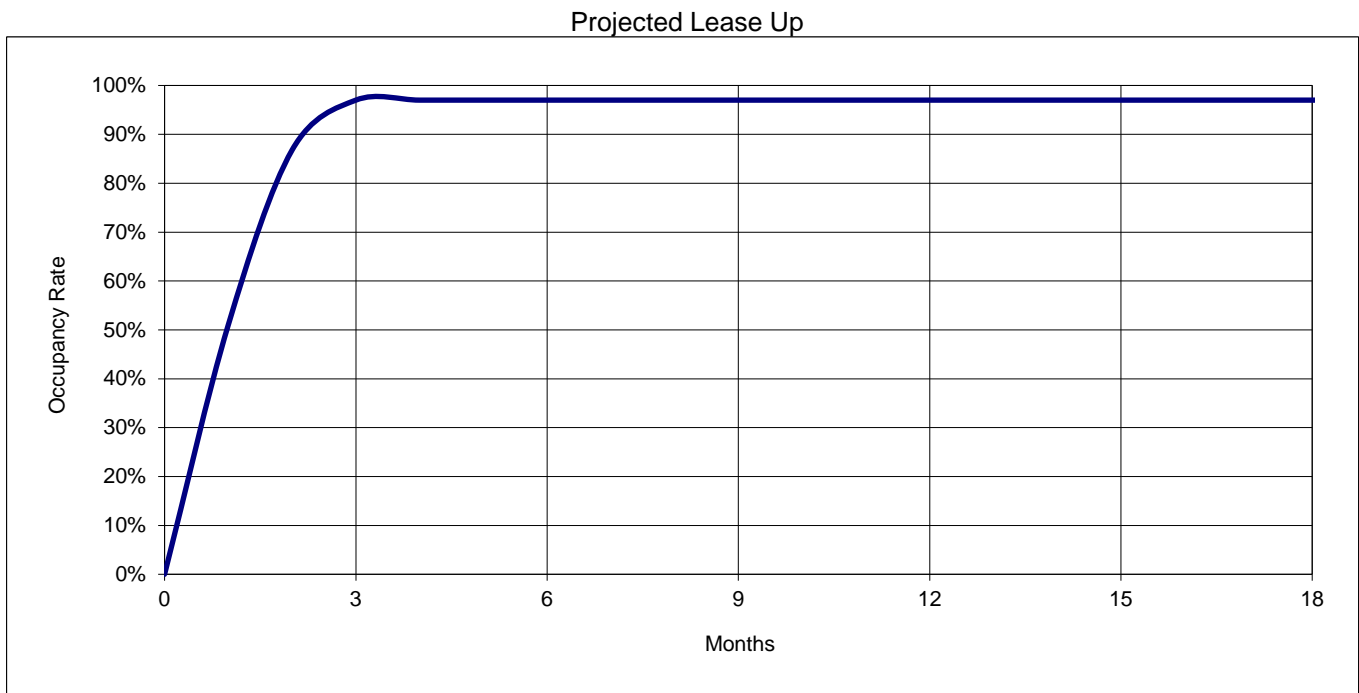
Absorption rates for age-restricted multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized elderly properties normally lease up at a rate of 12-16 units per month. Unsubsidized elderly properties with rent and income restrictions typically fill at a rate of 4-8 units per month. Market rate elderly properties normally lease up at a rate of 8-12 units per month.

As part of our analysis, we inquired about the absorption history for every property we surveyed. The following list summarizes our findings:

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Abs
014	Baker Woods Apartments Phase 1	2015	na	Restricted	Family	96	19.2
061	Marina Villa Apartments	2020	na	Market Rate	Family	105	7.9

## Absorption Analysis

In this section, we analyze the anticipated lease up for the subject property. We begin our analysis by taking the the absorption period conclusions from the previous section and restating them graphically as illustrated below.



Our analysis suggests that the subject property will achieve 70 percent occupancy in 1 months, 80 percent occupancy in 1 months, and 90 percent occupancy in 2 months. We anticipate that the subject property will stabilize at 97 percent occupancy in 3 months.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

## VHDA DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard 55+ renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis accounts for any rent subsidies for the subject property.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2026 \$		55+ Renter Households, by Income, by Size						
		2026						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total
\$0	to \$9,999	193	63	9	1	6	0	272
\$0	to \$19,999	597	174	37	10	21	3	842
\$0	to \$29,999	933	281	63	21	34	6	1,338
\$0	to \$39,999	1,195	440	92	41	46	7	1,822
\$0	to \$49,999	1,513	590	139	49	59	14	2,364
\$0	to \$59,999	1,693	665	167	59	81	17	2,681
\$0	to \$74,999	1,883	783	191	69	94	20	3,040
\$0	to \$99,999	2,044	953	234	76	110	24	3,440
\$0	to \$124,999	2,162	1,029	252	79	123	29	3,675
\$0	to \$149,999	2,251	1,102	293	85	131	32	3,895
\$0	to \$199,999	2,338	1,158	307	93	146	38	4,080
\$0	or more	2,427	1,206	329	95	155	40	4,252

Source: ESRI & Ribbon Demographics

## Demand Estimate, 1-Bedroom, Subsidized, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 20 units, 20 of which are anticipated to be vacant on market entry in 2026. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	20
Vacant Units at Market Entry	20

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$173
Gross Rent	\$173
Income Qualification Ratio	40%
Minimum Qualified Income	\$433
Months/Year	12
Minimum Qualified Income	\$5,190

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,338	598	0	0	0	0
HH Below Minimum Income	97	32	0	0	0	0
Subtotal	1,242	566	0	0	0	0

Demand Estimate 1,808

Our analysis suggests demand for a total of 1,808 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 12 units, 12 of which are anticipated to be vacant on market entry in 2026. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	12
Vacant Units at Market Entry	12

Minimum Qualified Income	
Net Rent	\$909
Utilities	\$173
Gross Rent	\$1,082
Income Qualification Ratio	40%
Minimum Qualified Income	\$2,705
Months/Year	12
Minimum Qualified Income	\$32,460

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,338	598	0	0	0	0
HH Below Minimum Income	985	313	0	0	0	0
Subtotal	353	285	0	0	0	0

Demand Estimate 637

Our analysis suggests demand for a total of 637 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 2 units, 2 of which are anticipated to be vacant on market entry in 2026. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	2
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$870
Utilities	\$217
Gross Rent	\$1,087
Income Qualification Ratio	40%
Minimum Qualified Income	\$2,718
Months/Year	12
Minimum Qualified Income	\$32,610

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$37,300	\$42,600	\$47,950	\$53,250	\$57,550	\$61,800	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,116	478	0	0	0	0
HH Below Minimum Income	998	321	0	0	0	0
Subtotal	118	157	0	0	0	0

Demand Estimate 275

Our analysis suggests demand for a total of 275 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 4 units, 4 of which are anticipated to be vacant on market entry in 2026. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	4
Vacant Units at Market Entry	4

Minimum Qualified Income	
Net Rent	\$1,085
Utilities	\$217
Gross Rent	\$1,302
Income Qualification Ratio	40%
Minimum Qualified Income	\$3,255
Months/Year	12
Minimum Qualified Income	\$39,060

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$44,760	\$51,120	\$57,540	\$63,900	\$69,060	\$74,160	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,338	598	0	0	0	0
HH Below Minimum Income	1,169	424	0	0	0	0
Subtotal	169	173	0	0	0	0

Demand Estimate 343

Our analysis suggests demand for a total of 343 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Demand Estimate, Subsidized						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	\$44,760	\$51,120	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$44,760	\$51,120	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	\$5,190	\$5,190	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$5,190	\$5,190	-	-	-	-
HH Below Upper Income	1,338	598	0	0	0	0
HH Below Lower Income	97	32	0	0	0	0
Subtotal	1,242	566	0	0	0	0

Demand Estimate 1,808

Our analysis suggests demand for a total of 1,808 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Demand Estimate, Restricted, 50% of AMI						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	-	-	-	-	-	-
Maximum Income, 2BR	\$37,300	\$42,600	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$37,300	\$42,600	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-
Minimum Income, 2BR	\$32,610	\$32,610	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$32,610	\$32,610	-	-	-	-
HH Below Upper Income	1,116	478	0	0	0	0
HH Below Lower Income	998	321	0	0	0	0
Subtotal	118	157	0	0	0	0

Demand Estimate

275

Our analysis suggests demand for a total of 275 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2026								
2026	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	193	63	9	1	6	0
\$0	to	\$19,999	597	174	37	10	21	3
\$0	to	\$29,999	933	281	63	21	34	6
\$0	to	\$39,999	1,195	440	92	41	46	7
\$0	to	\$49,999	1,513	590	139	49	59	14
\$0	to	\$59,999	1,693	665	167	59	81	17
\$0	to	\$74,999	1,883	783	191	69	94	20
\$0	to	\$99,999	2,044	953	234	76	110	24
\$0	to	\$124,999	2,162	1,029	252	79	123	29
\$0	to	\$149,999	2,251	1,102	293	85	131	32
\$0	to	\$199,999	2,338	1,158	307	93	146	38
\$0	or	more	2,427	1,206	329	95	155	40

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 2BR	\$44,760	\$51,120	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$44,760	\$51,120	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$32,460	\$32,460	-	-	-	-	-
Minimum Income, 2BR	\$39,060	\$39,060	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$32,460	\$32,460	-	-	-	-	-
HH Below Upper Income	1,338	598	0	0	0	0	0
HH Below Lower Income	985	313	0	0	0	0	0
Subtotal	353	285	0	0	0	0	0

Demand Estimate

637

Our analysis suggests demand for a total of 637 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,808			275	637			

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
1.6%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	57			9	20			

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
55.3%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	999			152	352			

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
5.8%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	105			16	37			

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	290			44	102			

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	20			2	16			
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,451			221	511			

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	20			2	18			

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,431			219	493			

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1.4%			0.9%	3.2%			

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	1.8%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	1.8%
Project-Wide Absorption Period (Months)	3 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

**RENT COMPARABLES, MARKET RATE**

Project Information

Property Name	Cosmopolitan Apartments
Street Number	4544
Street Name	Columbus
Street Type	Street
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	(757) 456-9292
Year Built	2005
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	\$350
Waiting List	yes
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.8409
Longitude	-76.1337
Nearest Crossroads	off Independence Boulevard
AAC Code	26-029 033

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Lisa, Leasing Agent
Phone Number	(757) 280-1979
Interview Date	02-Feb-26
Interviewed By	JS

First 4 floors are retail and a parking garage. Tenants MAY pay additional \$81 monthly premium for basic cable and high speed internet package, which we have not included in the rental rate. Renovations started in 2019 include kitchens with new appliances, flooring and other. Contact advised website is current. Sister property "Premier

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	589	Garden/Flat	Mar	Mar	No	No	9	2	\$1,659		\$1,659	\$148	\$1,807
0	1.0	597	Garden/Flat	Mar	Mar	No	No	9	3	\$1,715		\$1,715	\$148	\$1,863
1	1.0	777	Garden/Flat	Mar	Mar	No	No	80	1	\$2,118		\$2,118	\$160	\$2,278
2	2.0	973	Garden/Flat	Mar	Mar	No	No	25	2	\$2,219		\$2,219	\$200	\$2,419
2	2.0	1012	Garden/Flat	Mar	Mar	No	No	25	2	\$2,295		\$2,295	\$200	\$2,495
2	2.0	1025	Garden/Flat	Mar	Mar	No	No	25	1	\$2,214		\$2,214	\$200	\$2,414
2	2.0	1057	Garden/Flat	Mar	Mar	No	No	25	1	\$2,185		\$2,185	\$200	\$2,385
2	2.0	1070	Garden/Flat	Mar	Mar	No	No	35	1	\$2,243		\$2,243	\$200	\$2,443
2	2.0	1350	Garden/Flat	Mar	Mar	No	No	35	1	\$2,821		\$2,821	\$200	\$3,021
3	2.0	1526	Garden/Flat	Mar	Mar	No	No	73	3	\$3,208		\$3,208	\$245	\$3,453
Total / Average		1,087						145	341	17		\$2,446	\$198	\$2,643

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Gas	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	yes
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	some	no
Patio/Balcony	some	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	yes	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	no	yes
None	yes	no
Comp vs. Subject	Superior	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	yes	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Superior	

Cosmopolitan Apartments is an existing multifamily development located at 4544 Columbus Street in Virginia Beach, Virginia. The property, which consists of 341 apartment units, was originally constructed in 2005 with conventional financing. All units are set aside as market rate units. The property currently stands at 95 percent occupancy.

Project Information

Property Name	Diamond North Apartments
Street Number	1350
Street Name	Sapphire
Street Type	Drive
City	Virginia Beach
State	Virginia
Zip	23455
Phone Number	(757) 288-1706
Year Built	2016
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$100
Other Fees	\$125
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.8892
Longitude	-76.1785
Nearest Crossroads	na
AAC Code	26-029 036

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Andrew, Manager
Phone Number	(757) 288-1706
Interview Date	30-Jan-26
Interviewed By	JS

\$65 Fees: Parking fee of \$20, Asset Protection Fee of \$15, Pest fee of \$5, and Trash fee of \$25 has been included in the reported rent rates. Contact advised they no longer do market studies, but rent and availability correct on website. Other fees added as given in 2023 interview.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	702	Garden/Flat	Mar	Mar	No	No	16		\$1,830		\$1,830	\$133	\$1,963
1	1.0	800	Garden/Flat	Mar	Mar	No	No	72		\$1,880		\$1,880	\$133	\$2,013
2	2.0	1097	Garden/Flat	Mar	Mar	No	No	28	1	\$2,150		\$2,150	\$171	\$2,321
2	2.0	1121	Garden/Flat	Mar	Mar	No	No	52		\$2,250		\$2,250	\$171	\$2,421
2	2.0	1278	Garden/Flat	Mar	Mar	No	No	2		\$2,280		\$2,280	\$171	\$2,451
3	2.0	1412	Garden/Flat	Mar	Mar	No	No	4		\$2,310		\$2,310	\$215	\$2,525
3	2.0	1573	Garden/Flat	Mar	Mar	No	No	6		\$2,750		\$2,750	\$215	\$2,965
Total / Average		975						147		\$2,067		\$2,067	\$155	\$2,222

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	3.20
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2016	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	no	yes
None	yes	no
Comp vs. Subject	Inferior	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Diamond North Apartments is an existing multifamily development located at 1350 Sapphire Drive in Virginia Beach, Virginia. The property, which consists of 180 apartment units, was originally constructed in 2016 with conventional financing. All units are set aside as market rate units. The property currently stands at 98 percent occupancy.

Project Information

Property Name	Encore 4505 at Town Center Apartments
Street Number	4556
Street Name	Columbus
Street Type	Street
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	(757) 919-9377
Year Built	2014
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	na
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.8414
Longitude	-76.1341
Nearest Crossroads	na
AAC Code	26-029 049

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Lisa, Management
Phone Number	(757) 919-9377
Interview Date	03-Feb-26
Interviewed By	JS

3 separate properties using this address for management purposes. Premier Apartments with 131 units; The Cosmopolitan with 342 units; Encore 4505 with 286 units. Free parking is available in our attached parking garage. Contact advised they do not participate in Market Studies, although website information is correct.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	573	Garden/Flat	Mar	Mar	No	No	38	2	\$1,970		\$1,970	\$120	\$2,090
0	1.0		Garden/Flat			No								
0	1.0		Garden/Flat			No								
1	1.0	883	Garden/Flat	Mar	Mar	No	No	50		\$2,415		\$2,415	\$133	\$2,548
1	1.0	653	Garden/Flat	Mar	Mar	No	No	78	2	\$2,165		\$2,165	\$133	\$2,298
1	1.0		Garden/Flat			No								
1	1.0		Garden/Flat			No								
1	1.0		Garden/Flat			No								
2	2.0	940	Garden/Flat	Mar	Mar	No	No	120	2	\$2,086		\$2,086	\$171	\$2,257
Total / Average		803				149		286	6	\$2,150		\$2,150	\$147	\$2,297

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2014	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	yes	no
Picnic Area	yes	yes
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	yes	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	some	yes
None	no	no
Comp vs. Subject	Superior	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Encore 4505 at Town Center Apartments is an existing multifamily development located at 4556 Columbus Street in Virginia Beach, Virginia. The property, which consists of 286 apartment units, was originally constructed in 2014 with conventional financing. All units are set aside as market rate units. The property currently stands at 98 percent occupancy.

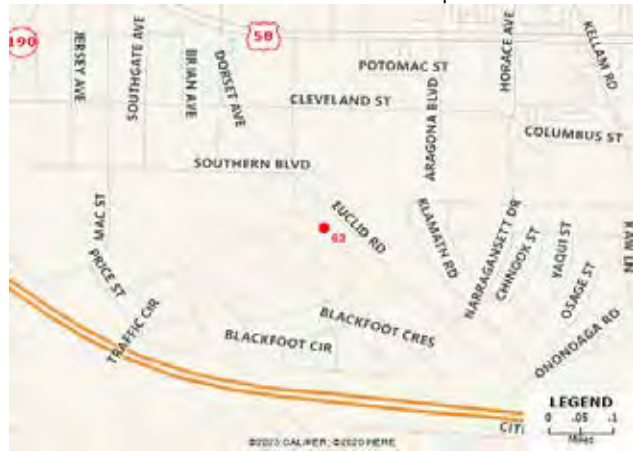
Project Information

Property Name	Mezzo Apartment Homes
Street Number	305
Street Name	Mezzo
Street Type	Lane
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	(757) 802-3041
Year Built	2018
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	\$50
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.8391
Longitude	-76.1492
Nearest Crossroads	na
AAC Code	26-029 063

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Megan, Leasing Agent
Phone Number	(757) 648-8321
Interview Date	30-Jan-26
Interviewed By	JS

Security deposit special \$99 for active military & preferred employer.  
 Rent ranges due to unit location. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	597	Garden/Flat	Mar	Mar	No	No	24		\$1,635		\$1,635	\$120	\$1,755
1	1.0	826	Garden/Flat	Mar	Mar	No	No	56		\$1,805		\$1,805	\$133	\$1,938
1	1.0	851	Garden/Flat	Mar	Mar	No	No	32		\$1,830		\$1,830	\$133	\$1,963
2	2.0	1007	Garden/Flat	Mar	Mar	No	No	74		\$2,025		\$2,025	\$171	\$2,196
2	2.5	1071	Garden/Flat	Mar	Mar	No	No	36		\$2,120		\$2,120	\$171	\$2,291
2	2.5	1115	Garden/Flat	Mar	Mar	No	No	12		\$2,175		\$2,175	\$171	\$2,346
3	2.0	1199	Garden/Flat	Mar	Mar	No	No	36		\$2,380		\$2,380	\$215	\$2,595
3	2.5	1403	Garden/Flat	Mar	Mar	No	No	12		\$2,480		\$2,480	\$215	\$2,695
Total / Average		972				151		282		\$2,009		\$2,009	\$162	\$2,171

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2018	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	yes	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	some	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Mezzo Apartment Homes is an existing multifamily development located at 305 Mezzo Lane in Virginia Beach, Virginia. The property, which consists of 282 apartment units, was originally constructed in 2018 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Spring Water Apartments
Street Number	1205
Street Name	Colgin
Street Type	Drive
City	Virginia Beach
State	Virginia
Zip	23455
Phone Number	(757) 961-1579
Year Built	2013
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$250
Other Fees	\$50
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.8831
Longitude	-76.1771
Nearest Crossroads	na
AAC Code	26-029 086

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Brittany, Asst. Manager
Phone Number	(757) 961-1579
Interview Date	30-Jan-26
Interviewed By	JS

Property has a bowling alley. Special of waived application fee for military. Property has a one lane bowling ally. 2022 - 2023 renovations included clubhouse and gym. Planning to renovate units flooring, cabinets, and fixtures. \$104 fees added to rent for \$7 pest, \$22 trash, \$75 tech fee. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent		
1	1.0	850	Garden/Flat	Mar	Mar	No	No	72	1	\$2,054		\$2,054	\$133	\$2,187		
2	2.0	1190	Garden/Flat	Mar	Mar	No	No	98		\$2,289		\$2,289	\$171	\$2,460		
2	2.0	1250	Garden/Flat	Mar	Mar	No	No	48	2	\$2,361		\$2,361	\$171	\$2,532		
3	2.0	1380	Garden/Flat	Mar	Mar	No	No	34		\$2,699		\$2,699	\$215	\$2,914		
Total / Average		1,130						153		252		3	\$2,291	\$2,291	\$166	\$2,457

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	no	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.00	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	3.20
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2013	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	yes	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Spring Water Apartments is an existing multifamily development located at 1205 Colgin Drive in Virginia Beach, Virginia. The property, which consists of 252 apartment units, was originally constructed in 2013 with conventional financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

**RENT COMPARABLES, RESTRICTED RENT**

Project Information

Property Name	200 West Phase 2
Street Number	200
Street Name	Price
Street Type	Street
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	757-917-5151
Year Built	2019
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$750
Other Fees	\$32
Waiting List	60 people
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2017 Bond
Vouchers	50
Latitude	36.8369
Longitude	-76.1535
Nearest Crossroads	na
AAC Code	26-029 002

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Rene, Temp Help
Phone Number	(757) 917-5151
Interview Date	20-Feb-26
Interviewed By	DFR

2017 Tax Bonds were awarded for new construction of these units without project based rental assistance available to tenants. Contact gave information on 1BR & 3BR, although was not sure it was accurate. No information given on 2BR rent. No return call from management to verify. Ms. Tiffany explained rents 2/20/26-DFR

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	725	Garden/Flat	60%	60%	No	No	32		\$1,121		\$1,121	\$133	\$1,254
2	2.0	1036	Garden/Flat	60%	60%	No	No	48		\$1,333		\$1,333	\$171	\$1,504
3	2.0	1218	Garden/Flat	60%	60%	No	No	32		\$1,510		\$1,510	\$215	\$1,725
Total / Average		999						112		\$1,323		\$1,323	\$173	\$1,496

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.80	3.20
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2019	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

200 West Phase 2 is an existing multifamily development located at 200 Price Street in Virginia Beach, Virginia. The property, which consists of 112 apartment units, was originally constructed in 2019 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

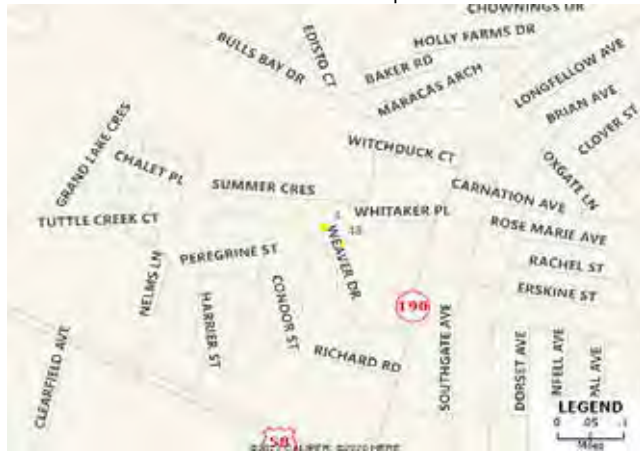
Project Information

Property Name	Aden Park Apartments
Street Number	512
Street Name	Featherstone
Street Type	Court
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	(757) 497-0381
Year Built	1971
Year Renovated	2022
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$50
Waiting List	no
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	1999 Tax Credit
Vouchers	30
Latitude	36.8516
Longitude	-76.1574
Nearest Crossroads	na
AAC Code	26-029 004

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Erma, Manager
Phone Number	(757) 497-0381
Interview Date	30-Jan-26
Interviewed By	JS

1999 TCs awarded for rehabilitation of this property without project based rental assistance. 2022 - 2026 (continuing) renovations include relocating water heaters from kitchen to storage closet, adding dishwashers to 3BR units, and adding washer/dryer hookups to 2BR & 3BR units. In February, 2026 contact advised 75% completed. Contact

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	625	Garden/Flat	60%	60%	No	No	25		\$1,225		\$1,225	\$89	\$1,314
2	1.0	980	Townhome	60%	60%	No	No	75		\$1,425		\$1,425	\$119	\$1,544
3	1.0	1110	Townhome	60%	60%	No	No	25	1	\$1,625		\$1,625	\$129	\$1,754
Total / Average		935						125	1	\$1,425		\$1,425	\$115	\$1,540

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2012	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	yes
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Aden Park Apartments is an existing multifamily development located at 512 Featherstone Court in Virginia Beach, Virginia. The property, which consists of 125 apartment units, was originally constructed in 1971 . This property is currently operated as a rent restricted property. The property currently stands at 99 percent occupancy.

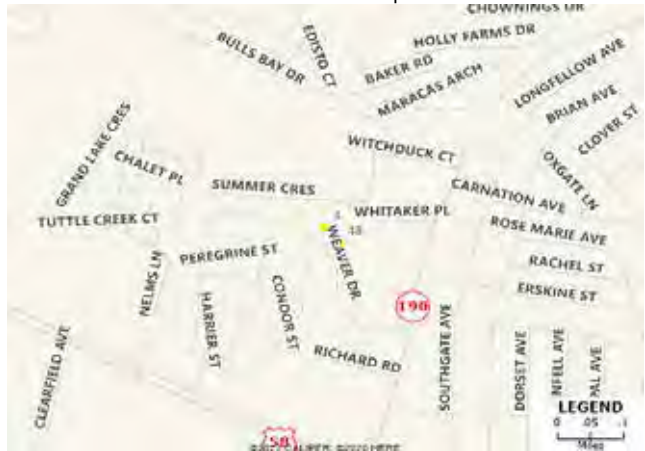
Project Information

Property Name	Ebbetts Plaza Apartments	
Street Number	512	
Street Name	Featherstone	
Street Type	Court	
City	Virginia Beach	
State	Virginia	
Zip	23462	
Phone Number	(757) 499-3965	
Year Built	1976	
Year Renovated	2025	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$50	
Waiting List	no	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2003	Tax Credit
Vouchers	57	
Latitude	36.8512	
Longitude	-76.1571	
Nearest Crossroads	na	
AAC Code	26-029	048

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Erma, Manager
Phone Number	(757) 499-3965
Interview Date	30-Jan-26
Interviewed By	JS

2003 TCs awarded for rehabilitation of this property without project based rental assistance. Total renovation started in 2025 to be completed in March, 2026. Contact advised ADA units at \$899 assumed 40% and other units are at 60% not 50%.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	897	Garden/Flat	50%	40%	No	No	9		\$899		\$899	\$72	\$971
1	1.0	661	Garden/Flat	60%	60%	No	No	24		\$1,225		\$1,225	\$72	\$1,297
2	1.0	897	Garden/Flat	60%	60%	No	No	15		\$1,425		\$1,425	\$95	\$1,520
3	1.0	1047	Townhome	60%	60%	No	No	42		\$1,625		\$1,625	\$146	\$1,771
Total / Average		904						160	90	\$1,412		\$1,412	\$110	\$1,523

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2015	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Ebbetts Plaza Apartments is an existing multifamily development located at 512 Featherstone Court in Virginia Beach, Virginia. The property, which consists of 90 apartment units, was originally constructed in 1976. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Renaissance Apartments 2 & 3
Street Number	273
Street Name	N Witchduck
Street Type	Road
City	Virginia Beach
State	Virginia
Zip	23462
Phone Number	(757) 505-8133
Year Built	2020
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	\$32
Waiting List	na
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2018 Bond
Vouchers	
Latitude	36.8439
Longitude	-76.1592
Nearest Crossroads	na
AAC Code	26-029 082

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Michelle, Leasing Agent
Phone Number	(757) 505-8133
Interview Date	24-Feb-26
Interviewed By	DFR

2018 Tax Bonds were awarded for new construction of these units without project based rental assistance available to tenants. Phase I to be built with 9% LIHTC and have 96 units. Phase III with 48 Market Rate units has been added to this report. Phase 3 units have \$8 trash and \$3 pest fee included in the reported rates. Jasmine told caller to

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	724	Garden/Flat	60%	60%	No	No	16		\$1,107		\$1,107	\$133	\$1,240
2	2.0	1034	Garden/Flat	60%	60%	No	No	56		\$1,320		\$1,320	\$171	\$1,491
3	2.0	1244	Garden/Flat	60%	60%	No	No	24		\$1,507		\$1,507	\$215	\$1,722
1	1.0	724	Garden/Flat	Mar	Mar	No	No	12		\$1,510		\$1,510	\$133	\$1,643
2	2.0	1034	Garden/Flat	Mar	Mar	No	No	36		\$1,710		\$1,710	\$171	\$1,881
Total / Average		1,009						162		\$1,441		\$1,441	\$171	\$1,612

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.90	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.80	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2020	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Renaissance Apartments 2 & 3 is an existing multifamily development located at 273 N Witchduck Road in Virginia Beach, Virginia. The property, which consists of 144 apartment units, was originally constructed in 2020 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

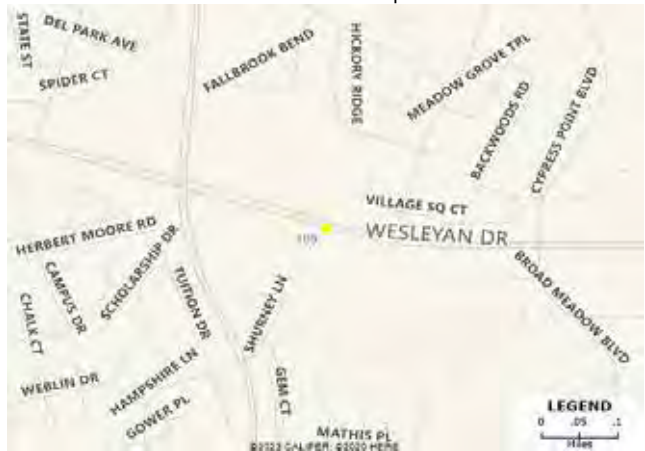
Project Information

Property Name	Wesleyan Place Apartments
Street Number	5445
Street Name	Wesleyan
Street Type	Drive
City	Virginia Beach
State	Virginia
Zip	23455
Phone Number	(757) 666-4650
Year Built	2008
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$250
Other Fees	\$46
Waiting List	6 people
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	2007 Tax Credit
Vouchers	25
Latitude	36.8704
Longitude	-76.1685
Nearest Crossroads	na
AAC Code	26-029 105

Photo



Location Map



Interview Notes

Person Interviewed	Ms Faith, Manager
Phone Number	(757) 666-4650
Interview Date	03-Feb-26
Interviewed By	JS

2006 and 2007 TCs awarded for construction of this property without project based rental assistance. (Additional funds were awarded in 2008.) Contact could only provide Rent and Availability during our 2021 survey. There are no new apartments nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	610	Garden/Flat	60%	60%	No	No	7		\$1,124		\$1,124	\$74	\$1,198
2	1.5	900	Garden/Flat	50%	40%	No	No	10		\$863		\$863	\$96	\$959
2	1.5	900	Garden/Flat	50%	50%	No	No	36		\$1,102		\$1,102	\$96	\$1,198
2	1.5	900	Garden/Flat	60%	60%	No	No	38	2	\$1,342		\$1,342	\$96	\$1,438
Total / Average		878						164	91	2		\$1,178	\$94	\$1,272

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	yes	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.75	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.70	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	3.20
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2008	2026
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	no
Movbr/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	yes	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	yes
Security Patrols	no	no
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	yes	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	yes	no
Comp vs. Subject	Superior	

Wesleyan Place Apartments is an existing multifamily development located at 5445 Wesleyan Drive in Virginia Beach, Virginia. The property, which consists of 91 apartment units, was originally constructed in 2008. This property is currently operated as a rent restricted property. The property currently stands at 98 percent occupancy.

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

## CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment 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.
- 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.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Maryland, North Carolina, and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

## VHDA CERTIFICATION

I affirm the following:

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



Jeff Carroll

March 3, 2026

Date

## NCHMA MARKET STUDY INDEX

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

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

## NCHMA MARKET STUDY INDEX

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

<b>Affordability, Demand, and Penetration Rate Analysis</b>		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
<b>Analysis/Conclusions</b>		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
<b>Other Requirements</b>		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA

## MISCELLANEOUS

# Certificate of Membership

**Allen & Associates Consulting Inc.**  
Is a Member Firm in Good Standing of



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

**Designation Maintained By**  
Jeff Carroll

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



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

JEFFREY B. CARROLL  
4301 Horseshoe Bend  
Matthews, North Carolina 28104  
Phone: 704-905-2276  
E-Mail: allenadvisors@gmail.com

## Current Activities

### President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and factory-built housing. Services include development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 4000 development consulting assignments in 46 states since 2000. Related certifications and designations:

- Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts (NCHMA), where he served on the Executive Committee and chaired the Data and Ethics Committees.
- Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Maryland, North Carolina, and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).
- Mr. Carroll holds a BS in Engineering from Clemson University and has conducted over 2000 multifamily energy studies using the HUD Utility Schedule Model. In addition, Mr. Carroll is also a REM/Rate and an Ekotrope modeler, having received training through the Myers-Lawson School of Construction at Virginia Tech. Mr. Carroll has successfully completed the Air Conditioning Contractors of America Manual J, Manual D, ACCA Standard 5 Quality Installation courses.

### President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters. Major projects include:

- Buchanan's Crossing Subdivision - A 40-unit duplex development serving families in Kansas City, Kansas. The estimated cost of this three-phase project is \$11.0 million. This mixed income project, targeting families between 50% and 80% of area median income, is financed with a mixture of conventional debt, conventional equity, and tax credit equity. Construction commenced in 2016.
- Davidson's Landing - A 115-unit garden apartment community serving families in Kansas City, Kansas. The cost of this project was \$26 million. This workforce housing development project, which targets families between 30% and 80% of area median income, was financed with tax-exempt bonds. Construction commenced in 2021 during COVID and the global supply chain crisis. The project was completed ahead of schedule and below budget in early 2023. Davidson's Landing won the 2024 SIPA Excellence in Building Award in the multifamily category
- Johnston Farms - A proposed 120-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$31 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with HUD 221d4 financing. Construction to begin in 2025.

### Manager | Multifamily Building Systems LLC | Charlotte, NC | 2019 - present

Founder of Multifamily Building Systems LLC, a firm dedicated to the construction and operation of energy-efficient multifamily properties. MBS brings together building scientists, engineers, and specialty

contractors to design, construct, and monitor high-performance buildings. Through the careful selection and sourcing of critical components, MBS helps owners maximize the returns on their multifamily investments.

Co-Founder | Workforce Housing Development Corporation, Inc. | Charlotte, NC | 2019 - present

Co-Founder and non-voting Advisory Board Member of the Workforce Housing Development Corporation, a 501c3 non-profit dedicated to the construction, finance, and operation of workforce housing. Participating projects are positioned to deliver a triple bottom line return (financial, social, environmental) to investors. Major projects include:

- Provided \$450,000 in financing for a bond-financed multifamily development in 2021.
- Secured a tax-exemption for a rental workforce housing development resulting in a \$36 million tax-exempt bond inducement in 2022.
- Developed an intern program known as Workforce Housing University. Hosted 3 interns in 2022 introducing them to the development, construction, management, and finance of rental workforce housing.
- Co-created the HousingThink podcast, a program dedicated to analyzing and discussing the nation's affordable and workforce housing crisis.
- Developed an exchange program for 4 workforce housing developments with a twofold purpose: (1) to notify participating employers of vacant units at participating developments, and (2) to notify residents at participating developments of job openings with participating employers.
- Establishing a training incentive program for residents at participating developments seeking to work in manufacturing, the trades, and other select professions.
- Developing a comprehensive set of planning tools for workforce housing developers to utilize in land use, zoning, and entitlement matters.

## **Prior Experience**

Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. This entity is currently inactive. Major projects included:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development in 1998, completed construction, and sold it in 2001 for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder in 2000 for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder in 2001 for a \$1 million profit.

Development Director | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Development Director for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month. Put together development plans for 4 landlease manufactured home communities

consisting of 1800 units and valued at \$54 million. Put together development plans for 2 fee simple modular home subdivisions consisting of 200 units and valued at \$20 million.

Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Managed a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value. Managed a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.

Manufacturing Management | Milliken & Company | Pendleton, SC | 1983 - 1986

Manufacturing Manager for Milliken & Company, a specialty textile manufacturer headquartered in Spartanburg, South Carolina. Assigned to a dyeing and finishing facility. Exposed to a wide range of manufacturing issues: facility layout, purchasing, scheduling, material handling, automation, process improvement, quality control, inventory management, logistics, personnel, safety, environmental, and customer service.

## **Education**

Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics.

Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

## **Affiliations**

Mr. Carroll is a member of the Harvard Real Estate Alumni Organization, the HBS Real Estate Alumni Association, and the North Carolina Building Performance Association.

## **Specialties**

Specialties include workforce and affordable housing, low-income housing tax credits, tax-exempt bond transactions, development, development consulting, land use, zoning, entitlements, structured real estate investments, multifamily, manufactured housing, modular construction, panelization, HVAC system design, and manufacturing management.