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**Need and Demand Analysis For
Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204**

**Prepared For
Jair Lynch Real Estate Partners
1400 16th Street Northwest, Suite 430
Washington, District of Columbia 20036**

**Effective Date
May 28, 2026**

**Date of Report
June 30, 2026**

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



June 30, 2026

Mr. James Bendetson
Jair Lynch Real Estate Partners
1400 16th Street Northwest, Suite 430
Washington, District of Columbia 20036

Dear Mr. Bendetson:

Following is a market study which was completed for Jair Lynch Real Estate Partners, under the guidelines set forth by Virginia Housing. The subject property is located at 1401-1415 South George Mason Drive, 4260-4307 South 16th Street, and 4201-4301 South Four Mile Run in the city of Arlington, Virginia. The subject consists of an existing family LIHTC development known as Barcroft RA2 & RA3. The subject is set to undergo rehabilitation using Low Income Housing Tax Credits (LIHTC). Once renovations are complete, the subject will feature one and two-bedroom units and be fully LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The subject will feature 154 revenue generating units upon completion. The rehabilitation for the subject is expected to take 22 months, beginning in September 2026 and will be completed by November 2028. The buildings have brick exteriors and asphalt shingle or slate roofing.

The purpose of the following market study is to determine if the community has a need for the rehabilitated subject units. To do so, the analyst, Samuel T. Gill, utilized data from the U.S. Census Bureau; Ribbon Demographics, 2026 Data; and various other demographic resources. Community information and opinion was also utilized. This information was collected during a field survey conducted by Dane Patterson while visiting the subject on May 28, 2026. An attempt was made to survey 100 percent of all competitive housing in the area.

We certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, engineer, attorney, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing and written consent to such identity of interest by Virginia Housing. All recommendations and conclusions are based solely on the professional opinion and best efforts of the analysts. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

Samuel T. Gill
Market Analyst

Janice F. Gill, MAI
Market Analyst



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Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
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4201-4301 South Four Mile Run
Arlington, Virginia 22204



CERTIFICATION

This is to certify that a field visit was made by the market analyst or one of his associates and information was obtained from publications of federal, state and local agencies. Interviews were held with apartment owners or managers, local officials and others as appropriate who may be knowledgeable of the housing market in Arlington.

In accordance with Virginia Housing, I hereby certify that the information provided in this Market Study was written according to Virginia Housing's market study requirements and is truthful and accurate to the best of my knowledge and belief. The estimates of demand for multifamily housing made by this report are based on the assumption of a free market situation, unencumbered by local mores, affirmative fair housing marketing or prejudice toward the site location.

This is to affirm that I will receive no fees which are contingent upon approval of the project by Virginia Housing, before or after the fact, and that I will have no interest in the housing project.

Samuel T. Gill
Market Analyst

Janice F. Gill, MAI
Market Analyst

Tax ID Number: 43-1352932

June 30, 2026



IDENTITY OF INTEREST

I understand and agree that Virginia Housing will consider an identity of interest to exist between the loan applicant as the party of the first part and general contractors, architects, engineers, attorneys, interim lenders, subcontractors, material suppliers or equipment lessors as parties of the second part under any of the following conditions:

1. When there is any financial interest of the party of the first part in the party of the second part;
2. When one or more of the officers, directors, stockholders or partners of the party of the first part is also an officer, director, stockholder or partner of the party of the second part;
3. When any officer, director, stockholder or partner of the party of the first part has any financial interest whatsoever in the party of the second part;
4. When the party of the second part advances any funds to the party of the first part other than an interim lender advancing funds to enable the applicant to pay for construction and other authorized and legally eligible expenses during the construction period;
5. When the party of the second part provides and pays on behalf of the party of the first part the cost of any legal services, architectural services or interim financing other than those of the survey, general superintendent or engineer employed by a general contractor in connection with obligations under the construction contract;
6. When the party of the second part takes stock or any interest in the party of the first part as part of the consideration to be paid them; and
7. When there exists or comes into being any side deals, agreements, contracts or undertakings entered into thereby altering, amending or canceling any of the required closing documents or approval conditions as approved by Virginia Housing.

I certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing and written consent to such identity of interest by Virginia Housing. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

There is no identity of interest between the loan applicant and the Market Analyst or Gill Group.

Samuel T. Gill
Market Analyst

Janice F. Gill, MAI
Market Analyst

June 30, 2026



NCHMA MEMBER CERTIFICATION



Formerly known as
National Council of Affordable
Housing Market Analysts

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

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

Samuel T. Gill
Market Analyst
Gill Group

June 30, 2026

I. EXECUTIVE SUMMARY



Executive Summary

It is the opinion of the analyst that a market exists for the proposed rehabilitation of the existing 154-unit development designed for families and that there is no need for alterations of any kind. The subject will consist of 154 units upon completion. This recommendation is made based on the information included in this report and assuming that the project is completed as detailed in this report. Any changes to the proposed rehabilitation of the subject could alter the findings in this report.

Project Description

The subject, Barcroft RA2 & RA3, is an existing LIHTC development designated for families. The property consists of eight three-story walk-up buildings containing a total of 154 units. The subject features one and two-bedroom units. The subject property will undergo renovation. Once renovations are complete, the subject will continue to be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The subject will feature 154 revenue generating units upon completion. The rehabilitation for the subject is expected to take 22 months, beginning in September 2026 and will be completed by November 2028. Households with one to three persons who earn annual incomes between \$31,611 and \$119,600 would be eligible for the rehabilitated development.

The following chart lists the subject's unit mix. The property contains an approximate net rentable area of 111,585 square feet.

Unit Type	# of Units	Square Feet	Total Square Footage
1/1	25	645	16,125
2/1	129	740	95,460
	154		111,585

The following chart lists the subject's existing unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Feet	Current Rent	Utility Allowance
1/1	25	645	\$922-\$1,675	N/A
2/1	129	740	\$1,107-\$2,258	N/A
	154			

The chart on the following page lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	645	30%	\$934	\$922	N/A	\$922
1/1	7	645	50%	\$1,557	\$1,344	N/A	\$1,344
1/1	8	645	60%	\$1,869	\$1,519	N/A	\$1,519
1/1	6	645	80%	\$2,492	\$1,424	N/A	\$1,424
2/1	21	740	30%	\$1,121	\$1,107	N/A	\$1,107
2/1	34	740	50%	\$1,868	\$1,567	N/A	\$1,567
2/1	23	740	60%	\$2,242	\$1,860	N/A	\$1,860
2/1	51	740	80%	\$2,990	\$2,046	N/A	\$2,046

**The developer is electing to use the income-average minimum set-aside option. The subject's proposed rent/income designation level is 60.0 percent.*

It should be noted that the subject's proposed for the units restricted at 30, 50, 60, and 80 percent of the AMI are all set below maximum allowable levels.



Income Averaging

The developer has committed to providing one and two-bedroom units at 30, 50, 60, and 80 percent of the area median income. The Consolidated Appropriations Act of 2018 permanently established income averaging as a third minimum set-aside election for new developments. Income averaging allows credit-qualified units to serve households earning as much as 80 percent of the area median income so long as the average imputed income limit of the property is 60 percent or less of the AMI. Owners electing income averaging must commit to having at least 40 percent of the units affordable to eligible tenants. The subject's proposed rent/income designation level is 60.0 percent, and the units will qualify for the income averaging set aside. As noted in the capture rate calculations included on Page 89, the capture rates for each applicable percentage of the area median income are below 1.7 percent and are considered good.

Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and income-restricted apartment complexes. The surveyed comparables reported an overall rental vacancy rate of 3.0 percent. Of the 5,885 total units verified, 179 were vacant. The proposed rehabilitation of the existing LIHTC development will not have an adverse impact on the market area. As complete, the property will be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. There were twelve income-restricted developments, including the subject, confirmed in the market area. Of the confirmed income-restricted developments, all directly compete with the subject. All competing developments maintain high occupancy rates and all maintain waiting lists from which the subject could draw residents. Therefore, it does not appear the market area is saturated with affordable housing.



Market Feasibility

The following table shows the capture rates for the rehabilitated development.

CAPTURE RATE					
Income Restrictions:	All Units @ 30%	All Units @ 50%	All Units @ 60%	All Units @ 80%	All Units
Project Wide Capture Rate	1.7%	1.4%	0.8%	0.7%	1.6%
Project Wide Absorption Rate	1-2 Months	2-3 Months	2-3 Months	3-4 Months	6-7 Months

The market shows a net demand of 9,451 households for all units. The subject is an existing LIHTC development that is currently 73.4 percent occupied, with 41 vacant units. As complete, the property will be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. The capture rate is 1.6 percent, which is considered to be good. In addition, the existing LIHTC properties have high occupancy rates, and the majority maintain waiting lists. Also, the population and households in the market are projected to grow through 2031, and there is economic growth in the region. Therefore, it is the belief of the analysts that the property will continue to be viable within the market area. Consequently, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for rental units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

Evaluation of Project

The subject property is located in a residential neighborhood in the southern portion of Arlington. The subject is located along the west side of South Taylor Street and the south side of 13th Street South. South Taylor Street and 13th Street South both connect to South George Mason Drive and Columbia Pike. Columbia Pike, or State Highway 244, is a major thoroughfare in the area, which also provides access to Interstate 395. Therefore, the subject has average visibility and easy access. The subject's existing site plan and project design are similar to competing apartment developments. The subject's unit mix of one and two-bedrooms will be suitable in the market.

Positive/Negative Attributes

Strengths: The subject's location is comparable to other developments in the market area. Its current and proposed in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's rehabilitated units will provide a good value to prospective tenants.

Weaknesses: There are no apparent weaknesses.



Conclusions

The subject can retain its required share of the market area for the following reasons:

- The subject's rehabilitated design and amenities will be competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Once rehabilitation is complete, the subject will be superior in condition when compared to the majority of the current housing stock.
- The market area's population and households are projected to increase through 2030, indicating a need for additional housing in the market area. In addition, all restricted properties confirmed maintain high occupancy rates, and the majority maintain waiting lists, it appears the market is not oversaturated with affordable rental housing.
- The subject, Barcroft RA2 & RA3, is an existing LIHTC development containing 154 units that will be rehabilitated. Once rehabilitation is complete, the subject will feature 154 one and two-bedroom units and be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. Therefore, the rehabilitated subject will continue to be a great asset to the area.
- The subject is an existing LIHTC development that is currently 73.4 percent occupied. Upon renovation, the property will be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The rehabilitation of the development will not displace any tenants. However, the absorption rate analysis was conducted as though the property were vacant. After researching the vacancy rates of the existing units in the area, it is firmly believed that the subject property will satisfy a portion of the continued demand for the units within the market. Based on information concerning the vacancy rates and amount of time it takes to fill vacancies, it is estimated that a 93 percent occupancy level can be achieved in two to three months. Interviews with apartment managers substantiate the absorption rate. It is believed that the existing development could absorb 20 to 25 units per month; therefore, the subject would reach a stable occupancy level within six to seven months if entirely vacant.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the rehabilitated development will be suitable for the market area. Given the current low vacancy rates for income-restricted properties as well as the waiting lists at the majority of affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

II. INTRODUCTION AND SCOPE OF WORK



Introduction and Scope of Work

The Scope of Work Rule requires us to gather and analyze information about those assignment elements that are necessary to properly identify the problem to be solved. According to the Standards Rule 1-2, identification of the problem to be solved requires us to identify the following assignment elements.

- Client and any other intended users: The client and developer for this market study assignment is Jair Lynch Real Estate Partners. The intended users of the report are Jair Lynch Real Estate Partners and Virginia Housing. No other users are intended.
- Intended use of the analyst's opinions and conclusions: The intended use of this market study is to apply for Low Income Housing Tax Credits through Virginia Housing.
- Effective date of the analyst's opinions and conclusions: The effective date of the rental estimate is May 28, 2026.
- Subject of the assignment and its relevant characteristics: The subject property is an existing 154-unit apartment complex known as Barcroft RA2 & RA3. The subject will consist of 154 units upon completion. The property is located along the west side of South Taylor Street and the south side of 16th Street South. The physical address is 1401-1415 South George Mason Drive, 4260-4307 South 16th Street, and 4201-4301 South Four Mile Run, Arlington, Virginia.
- Assignment conditions: Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work. The following assumptions are used in this market study assignment: *The market study was written under the extraordinary assumption that the property will be rehabilitated as indicated in the Scope of Work. The market rents in the need and demand analysis were determined under the hypothetical condition that the subject will be unrestricted or conventional and not subject to any rent restrictions.*
- An environmental audit was not provided. I am not qualified to complete an environmental audit. The stated opinion of rental rates is predicated on the assumption that no hazardous substances or conditions materially affect the subject property.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific compliance survey or analysis of the identified property has been made to determine whether it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property will not comply with one or more of the requirements of the Act. If so, this fact could have an adverse impact upon the value of the property. Since there is no direct evidence relating to this issue, it is assumed that no substantial immediate outlays will be mandated by governing authorities to meet ADA requirements.
- Unemployment statistics are based on the information available from the U.S. Department of Labor Bureau of Labor Statistics. The data shown in this report is based on the data available as of the effective date of the analysis. The Department of Labor will periodically revise the data by incorporating additional information that was not available at the time of the initial publication of the estimates. The initial data is revised twice, first within two months of initial publication in order to incorporate additional sample data from respondents in the survey and recalculate seasonal adjustment factors, and second on an annual basis to incorporate a benchmark revision that estimates nearly complete employment counts available from unemployment insurance tax records.
- The U.S. Census Bureau American Community Survey (ACS) uses a series of monthly samples to produce annually updated estimates for the same small areas (census tracts and block groups) formerly surveyed via the decennial census long-form sample. Initially, five years of samples were required to produce these small-area data. Once the U.S. Census Bureau released its first five-year estimates, new small-area statistics were produced annually. The Census Bureau also produces three-year and one-year data products for larger geographic areas.
- The American Housing Survey (AHS) is sponsored by the Department of Housing and Urban Development (HUD) and conducted by the U.S. Census Bureau. The survey provides up-to-date information about the quality and cost of housing in the United States and major metropolitan



areas. It also includes questions about the physical condition of homes and neighborhoods, the cost of financing and maintaining homes and the characteristics of people who live in these homes. The survey is conducted every other year and covers all 50 states and the District of Columbia. The 2015 AHS underwent a major redesign. Prior to this survey, the same households were re-surveyed every two years. A new sample was redrawn in 2015 for the first time since 1985, and new households were asked to participate in the survey. Additionally, the questionnaire was redesigned with some variables added and others dropped or modified. Imputation methods were also streamlined, and the waiving methodology changed. Therefore, some estimates in 2015 are not comparable to previous years.

- The building improvements meet all governing codes, unless otherwise noted in this report.

An **extraordinary assumption**¹ is defined as:

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis.

An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The analyst has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.²

A **hypothetical condition**³ is defined as:

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market condition or trends; or about the integrity of data used in an analysis.

A hypothetical condition may be used in an assignment only if:

- Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;
- Use of the hypothetical condition results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for hypothetical conditions.⁴

¹Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 4

²Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 19

³Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 4

⁴Uniform Standards of Professional Appraisal Practice, *2024 Edition* (The Appraisal Foundation, 2024), pg. 20



The following extraordinary assumptions are used in this market study consultation assignment: *The market study was written under the extraordinary assumption that the property will be rehabilitated as indicated in the Scope of Work.*

The following hypothetical condition are used in this market study consultation assignment: *The market rents in the need and demand analysis were determined under the hypothetical condition that the subject will be unrestricted or conventional and not subject to any rent restrictions.*

This market study was completed in accordance with the requirements set forth in Virginia Housing's 2025 Market Study Guidelines.

Janice F. Gill, MAI, State Certified General Real Estate Appraiser and Market Analyst, oversaw and supervised all data collection and analysis and performed the research. The following actions were taken to complete this market study.

- On May 28, 2026, Dane Patterson, a Market Analyst, conducted an interior and exterior inspection of the subject property to determine the property's physical and functional characteristics. Dane Patterson inspected all common areas and at least one unit of each varying type.
- The purpose of this market study is to determine if the community has a need for the subject units. To do so, the analysts utilize data from the U.S. Census Bureau; Ribbon Demographics, 2026 Data; and various other demographic resources. Community information and opinion was also utilized. The research retrieved data from several of the following: internet sites, local newspapers and rental publications, CDP records, owners and managers of local apartment properties, local real estate brokers, fellow analysts and the analyst's office files.
- During multiple site visits between December 1, 2025 and April 9, 2026, Dane Patterson inspected the exterior of each comparable property used in the analysis. During the site inspections or in separate telephone interviews, Dane Patterson, Samuel T. Gill, Janice F. Gill, MAI, or one of their associates, spoke with the managers of the comparable properties to confirm all data and to collect additional information about each comparable including size, age, amenities, occupancy rates and general market information. The property manager provided floor plans or other information describing the size of comparable units after it was explained that the interior size was needed.
- Samuel T. Gill, the primary market analyst, completed the data and adjustments columns of the Rent Comparability Grids and determined the final estimate of rents. After completing the Rent Comparability Grids, Samuel T. Gill derived an estimated market rent and an estimated achievable rent for each unit type. Samuel T. Gill also completed the demand, penetration rate and capture rate conclusions through analysis of all aspects of the subject, market area and demographic data available to the analyst.

III. PROJECT DESCRIPTION

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Project Description

Project Name: Barcroft RA2 & RA3

Location: 1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia

Project Type: Family

Construction Type: Rehabilitation

Developer: Jair Lynch Real Estate Partners

Area Median Family Income: \$166,100

The subject, Barcroft RA2 & RA3, is an existing LIHTC development designated for families. The property consists of eight three-story walk-up buildings containing a total of 154 units. The subject currently features one and two-bedroom units. Once renovations are complete, the subject will continue to be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The rehabilitation for the subject is expected to take 22 months, beginning in September 2026 and will be completed by November 2028. Households with one to three persons who earn annual incomes between \$31,611 and \$119,600 would be eligible for the rehabilitated development.

Project Design

Barcroft RA2 & RA3, is an existing LIHTC complex comprised of eight three-story walk-up buildings containing a total of 154 revenue units. The subject consists of buildings 27, 28, 29, 30, 31, 32, 33, and 34 within the larger Barcroft Apartments development. The buildings have a concrete slab foundation and wood framing, with brick exterior and asphalt shingle or slate roofs. The complex was constructed in 1948. The property will be rehabilitated. As complete the development will feature 154 revenue generating units. Landscaping is minimal and consists of grass, trees and shrubs. The property is a scattered site development however, the sites are contiguous. The subject's design is competitive amongst the comparables.

Unit Features

Each unit contains the following amenities: refrigerator, range/oven, garbage disposal, coat closets, walk-in closet, carpet, vinyl, wood, and ceramic tile flooring and blinds. As complete, the subject will feature washers and dryers, electric range/oven, and dishwashers in all units.

Common Amenities and Services

The property provides the following project amenities: courtyard, bike storage, laundry facility, computer room, on-site management, and on-site maintenance. Post rehabilitation, the in-unit amenities will remain the same.

Parking

The complex offers open lot parking spaces for no additional cost. There is also ample street parking available.



Utilities

The following table describes the subject property's utility combination.

UTILITY SCHEDULE		
Utility	Type	Who Pays
Heat	Radiator	Landlord
Air Conditioning	Through-the-Wall Electric	Landlord
Hot Water	Gas	Landlord
Cooking	Gas	Landlord
Other Electric	Electric	Landlord
Cold Water/Sewer	N/A	Landlord
Trash Collection	N/A	Landlord

As part of the renovation, the subject will install central HVAC electric heating and cooling, and switch cooking to electric.

Unit Mix, Size and Rent Structure

The following chart lists the subject's unit mix. The property contains an approximate net rentable area of 111,585 square feet.

Unit Type	# of Units	Square Feet	Total Square Footage
1/1	25	645	16,125
2/1	129	740	95,460
	154		111,585

The following chart lists the subject's existing unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Feet	Current Rent	Utility Allowance
1/1	25	645	\$922-\$1,675	N/A
2/1	129	740	\$1,107-\$2,258	N/A
	154			

The chart on the following page lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	645	30%	\$934	\$922	N/A	\$922
1/1	7	645	50%	\$1,557	\$1,344	N/A	\$1,344
1/1	8	645	60%	\$1,869	\$1,519	N/A	\$1,519
1/1	6	645	80%	\$2,492	\$1,424	N/A	\$1,424
2/1	21	740	30%	\$1,121	\$1,107	N/A	\$1,107
2/1	34	740	50%	\$1,868	\$1,567	N/A	\$1,567
2/1	23	740	60%	\$2,242	\$1,860	N/A	\$1,860
2/1	51	740	80%	\$2,990	\$2,046	N/A	\$2,046

*The developer is electing to use the income-average minimum set-aside option. The subject's proposed rent/income designation level is 60.0 percent.



It should be noted that the subject's proposed for the units restricted at 30, 50, 60, and 80 percent of the AMI are all set below maximum allowable levels.

The property is applying for an allocation of Low-Income Housing Tax Credits for all units, which will set the income eligibility to individuals earning up to 30, 50, 60, and 80 percent of the area median income. Households with one to three persons and incomes between \$31,611 and \$119,600 would be eligible for the rehabilitated development.

LIHTC INCOME LIMITS				
Person in Households	30%	50%	60%	80%
1	\$34,890	\$58,150	\$69,780	\$93,040
2	\$39,870	\$66,450	\$79,740	\$106,320
3	\$44,850	\$74,750	\$89,700	\$119,600
4	\$49,830	\$83,050	\$99,660	\$132,880
5	\$53,820	\$89,700	\$107,640	\$143,520
6	\$57,810	\$96,350	\$115,620	\$154,160

Source: HUD

Tenant Services

The subject will not offer any tenants services.

Occupancy

The subject is currently 73.4 percent occupied with 41 vacant units. It should be noted that management for the subject is currently holding units offline due to expected renovations.

Scope of Work

The property will undergo a substantial rehabilitation and will be in good condition upon completion. The proposed scope of work is comprehensive and includes bathroom upgrades, replacement of appliances, kitchen cabinets, windows, new flooring, new window treatments, painting, interior and exterior doors, water heaters, heat pumps indoor/outdoor units, replacement of electric system, replace all water, vent, and sewer piping, replace PTACs and radiators and provide standard split systems, landscape upgrades, parking lot upgrades, etc. A detailed list of items has been included in the addendum section of this report. Post rehabilitation, the units will feature a dishwasher, electric range/oven, and in-unit washer/dryers. The rehabilitation for the subject is expected to take 22 months, beginning in September 2026 and will be completed by November 2028. The expected hard cost of the rehabilitation is \$23,884,785 or \$155,096 per unit.

Income Averaging

The developer has committed to providing one and two-bedroom units at 30, 50, 60, and 80 percent of the area median income. The Consolidated Appropriations Act of 2018 permanently established income averaging as a third minimum set-aside election for new developments. Income averaging allows credit-qualified units to serve households earning as much as 80 percent of the area median income so long as the average imputed income limit of the property is 60 percent or less of the AMI. Owners electing income averaging must commit to having at least 40 percent of the units affordable to eligible tenants. The subject's proposed rent/income designation level is 60.0 percent, and the units will qualify for the income averaging set aside. As noted in the capture rate calculations included on Page 89, the capture rates for each applicable percentage of the area median income are below 1.7 percent and are considered good.

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Location/Site Characteristics

The subject consists an irregular-shaped tract of land that contains a total of approximately 7.04 acres, or 306,842+/- square feet. It should be noted that the subject is part of the Barcroft Apartments development which consists of an 8.41 acre plot or 366,335+/- square feet. According to the CDP of Arlington, the subject is zoned RA14-26, Apartment Dwelling District. The subject is a legal, conforming use. The subject is located in Census Tract #1027.01.

The subject neighborhood is comprised primarily of multifamily dwellings and is 95 percent built up. Approximately 60 percent of the land use is made up of multifamily dwellings. About 35 percent is comprised of single-family residences. The remaining five percent is vacant land. To the north of the subject includes additional buildings of the Barcroft Apartments development. Further north of the subject consists of commercial uses, condominiums, multifamily townhomes, and additional multifamily residences including The Whitmore, a 219-unit market rate property which has been selected as a comparable for the purposes of this analysis. To the east of the subject consists of additional buildings of the Barcroft Apartments development. Further east of the subject consists of single-family residences in good to average condition. To the south of the subject consists of the Barcroft Apartments development and Taylor Square Apartments, an affordable housing development featuring 44 one and two-bedroom units which has been excluded as a comparable for the purposes of this report due to the inability to contact the complex. Further south of the subject consists of residential uses including multifamily townhomes, single-family homes, and Virginia Gardens, a 72-unit LIHTC development, which has been excluded as a comparable for the purposes of this report due to the inability to contact the complex. To the west of the subject consists of additional buildings of the Barcroft Apartments development, further west consists of condominiums in average to good condition.

III. SITE EVALUATION

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Project Location

The subject property is an existing LIHTC development with a total of 154 units and is located in Arlington, Virginia. As complete, the property will feature 154 units as well as be 100 percent LIHTC with income restrictions at 30, 50, 60, and 80 percent of the area median income.

Arlington County is located in the northern portion of the Commonwealth of Virginia. Arlington County is coextensive with the census-designated place of Arlington. Arlington County does not have the legal designation of an independent city or incorporated town under state law. However, it is considered to be the second-largest principal city of the Washington, D.C. metropolitan area. Arlington is geographically the smallest self-governing county in the United States, yet it is the sixth-largest county in Virginia based on population.

Arlington is located directly across the Potomac River from Washington, D.C. and has the following boundaries: North – Fairfax County; South – Alexandria City; West – Fairfax County; and East – Potomac River. Nearby cities include Arlandria, Del Ray, Alexandria West, Shirlington, Pentagon City, Alcovia Heights, Ashton Heights, Bluemont, Seven Corners, Falls Church, Lake Barcroft, Pimmit Hills, McLean and Washington DC. Arlington County is bordered by Fairfax County and the Potomac River.

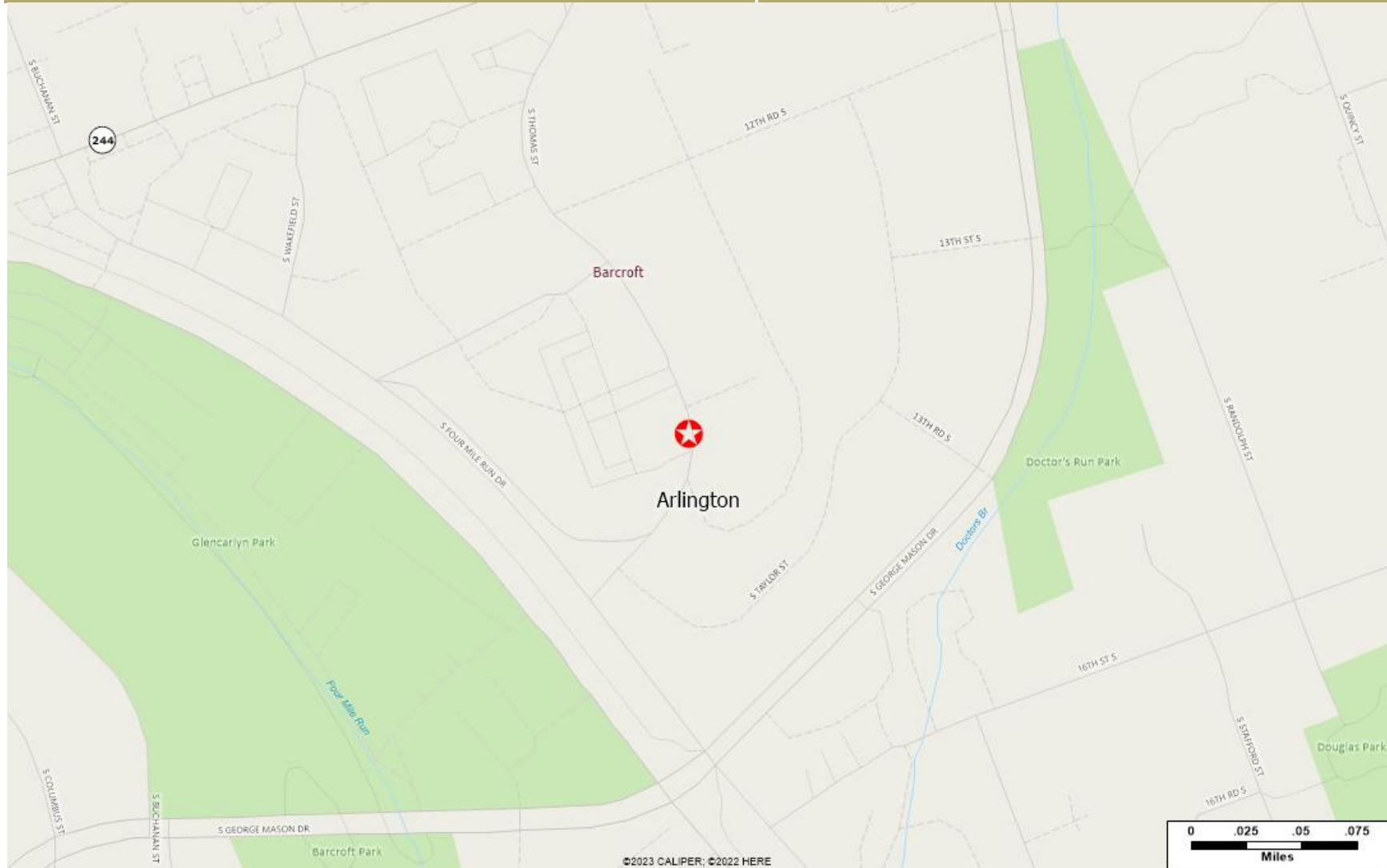
Major highways in Arlington County include U.S. Highway 29; Interstate Highway 66 and 395; and State Highways 110, 120, 237, 244 and 309.

The subject site located in the southern portion of the CDP of Arlington. The property is located along and is easily accessed along the west side of South Taylor Street and the south side of 13th Street South. South Taylor Street and 13th Street South both connect to South George Mason Drive and Columbia Pike. Columbia Pike, or State Highway 244, is a major thoroughfare in the area, which also provides access to Interstate 395. Therefore, the subject has average visibility and easy access.

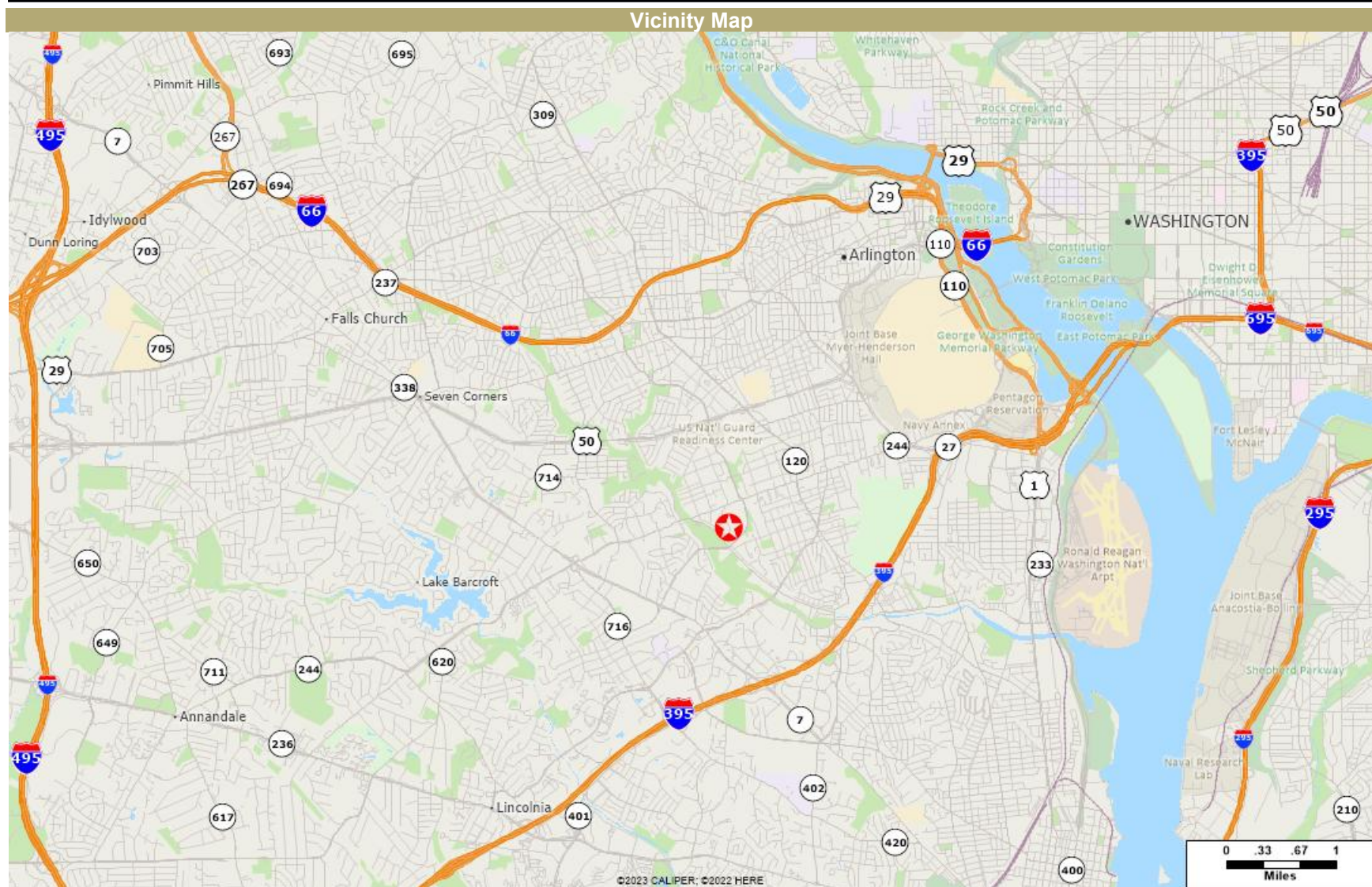
Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
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Location Map



Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204





Community and Site Information

Site Characteristics

The subject property is located in a residential neighborhood in the southern portion of Arlington. The subject is located along the west side of South Taylor Street and the south side of 16th Street South. South Taylor Street and 13th Street South connect to South George Mason Drive, South Four Mile Run Drive, and Columbia Pike. Columbia Pike, State Highway 244, is a major thoroughfare in the area, which also provides access to Interstate 395. Therefore, the subject has average visibility and easy access.

The subject consists an irregular-shaped tract of land that contains a total of approximately 7.04 acres, or 306,842+/- square feet. It should be noted that the subject is part of the Barcroft Apartments development which consists of an 8.41 acre plot or 366,335+/- square feet. According to the CDP of Arlington, the subject is zoned RA14-26, Apartment Dwelling District. The subject is a legal, conforming use. The subject is located in Census Tract #1027.01.

Surrounding Land Uses

The subject neighborhood is comprised primarily of multifamily dwellings and is 95 percent built up. Approximately 60 percent of the land use is made up of multifamily dwellings. About 35 percent is comprised of single-family residences. The remaining five percent is vacant land. To the north of the subject includes additional buildings of the Barcroft Apartments development. Further north of the subject consists of commercial uses, condominiums, multifamily townhomes, and additional multifamily residences including The Whitmore, a 219-unit market rate property which has been selected as a comparable for the purposes of this analysis. To the east of the subject consists of additional buildings of the Barcroft Apartments development. Further east of the subject consists of single-family residences in good to average condition. To the south of the subject consists of the Barcroft Apartments development and Taylor Square Apartments, an affordable housing development featuring 44 one and two-bedroom units which has been excluded as a comparable for the purposes of this report due to the inability to contact the complex. Further south of the subject consists of residential uses including multifamily townhomes, single-family homes, and Virginia Gardens, a 72-unit LIHTC development, which has been excluded as a comparable for the purposes of this report due to the inability to contact the complex. To the west of the subject consists of additional buildings of the Barcroft Apartments development, further west consists of condominiums in average to good condition.



Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
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Subject Photos



View of Exterior



View of Exterior

Barcroft RA2 & RA3
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View of Exterior



View of Exterior

Barcroft RA2 & RA3
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View of Exterior



View of Exterior

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View of Exterior



View of Exterior



View of Laundry Facility



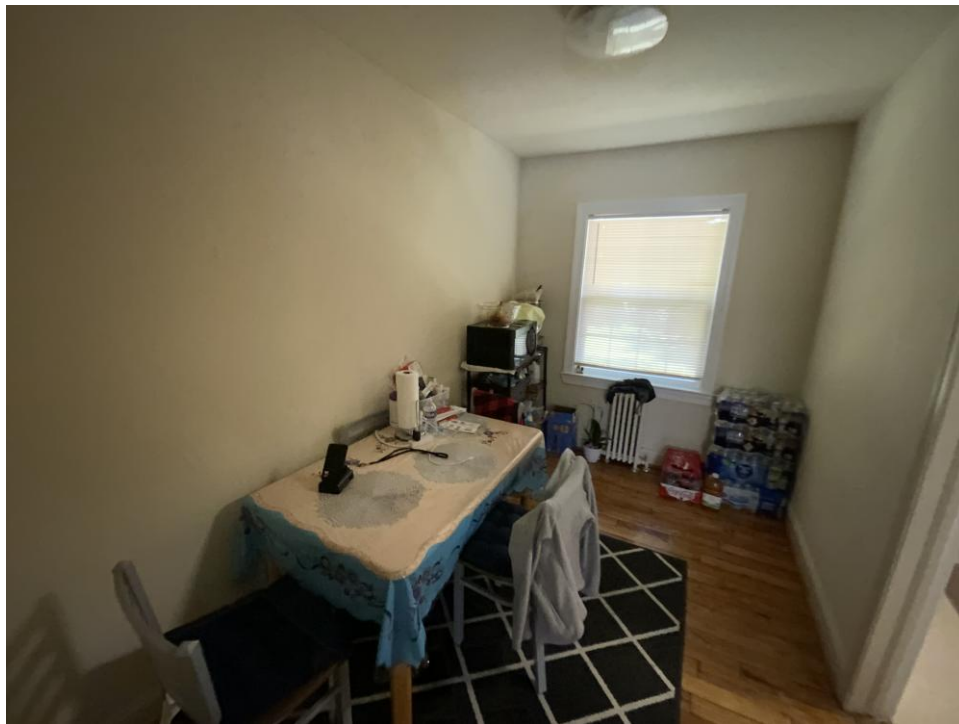
View of Laundry Facility



View of Typical Living Area



View of Typical Kitchen



View of Typical Dining Area



View of Typical Bedroom



View of Typical Bath



View of Parking

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View to the North



View to the South

Barcroft RA2 & RA3
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View to the East



View to the West



View of Street



View of Street



View of Street



View of Street

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
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View of Street



View of Street



Nearby Employment Opportunities

Most market area tenants have white collar occupations. According to the Claritas and Ribbon Demographics, approximately 74.9 percent of the market area works in white collar industries; 10.3 percent work in blue collar industries; and 14.8 percent work in service and/or farming industries.

Regional and Area Data

Parks and Recreational Opportunities

Arlington is home to the Arlington National Cemetery, the Pentagon, the Signature Theatre and the Netherlands Carillon. There are numerous recreational opportunities and facilities in Arlington, including the MedStar Capitals Iceplex, Mt. Vernon Trail, Theodore Roosevelt Island Park, Twilight Tattoo, Gravelly Point Park, George Washington Memorial Parkway and Hemicycle, Arlington Memorial Bridge, the DEA Museum, Arlington Historical Museum, Fort C. F. Smith Park, Ocean Dunes Water Park, Gulf Branch Nature Center and Park, Long Bridge Park, Bon Air Park, Upton Hill Regional Park, Potomac Overlook Regional Park, Lady Bird Johnson Park, Bluemont Park, Lubber Run Park, Glencaryln Park, Shirlington Dog Park, Gulf Branch Nature Center, Gateway Park, Quincy Park and Benjamin Banneker Park.

Government/Public Safety

Arlington County is coextensive with the CDP of Arlington. Arlington County does not have the legal designation of an independent city or incorporated town under state law. However, it is considered to be the second-largest principal city of the Washington, D.C. metropolitan area. Arlington is geographically the smallest self-governing county in the United States, yet it is the sixth-largest county in Virginia based on population. The Arlington County Police Department is divided into four divisions of community engagement, criminal investigations, operations and systems management. The police department is led by one police chief, one captain and three lieutenants. The Arlington County Fire Department operates out of nine fire stations.

Utilities

Arlington County provides water and sewer services to the residents of the city. Electricity service is provided by Dominion Virginia Power. Natural gas is provided by Washington Gas. Basic phone service is provided by RingCentral, Visible by Verizon and Community Phone. Cellular providers in the area are AT&T Wireless, T-Mobile and Verizon. Internet providers in the area are Xfinity, Verizon Fios, Cox Communications and Comcast. Cable providers in the area are Comcast of Arlington Verizon FIOS TV in Virginia and Verizon FIOS for Businesses.

Health Services

Hospitals in the area include AllCare Family Medicine & Urgent Care of Arlington, MindPeace Clinic, Sameday Health, Arlington Neighborhood Health Services, Quest Diagnostics Ballston, Asthma Clinic, Virginia Hospital Center, Healthsouth Sports Medicine and George Washington University Hospital.

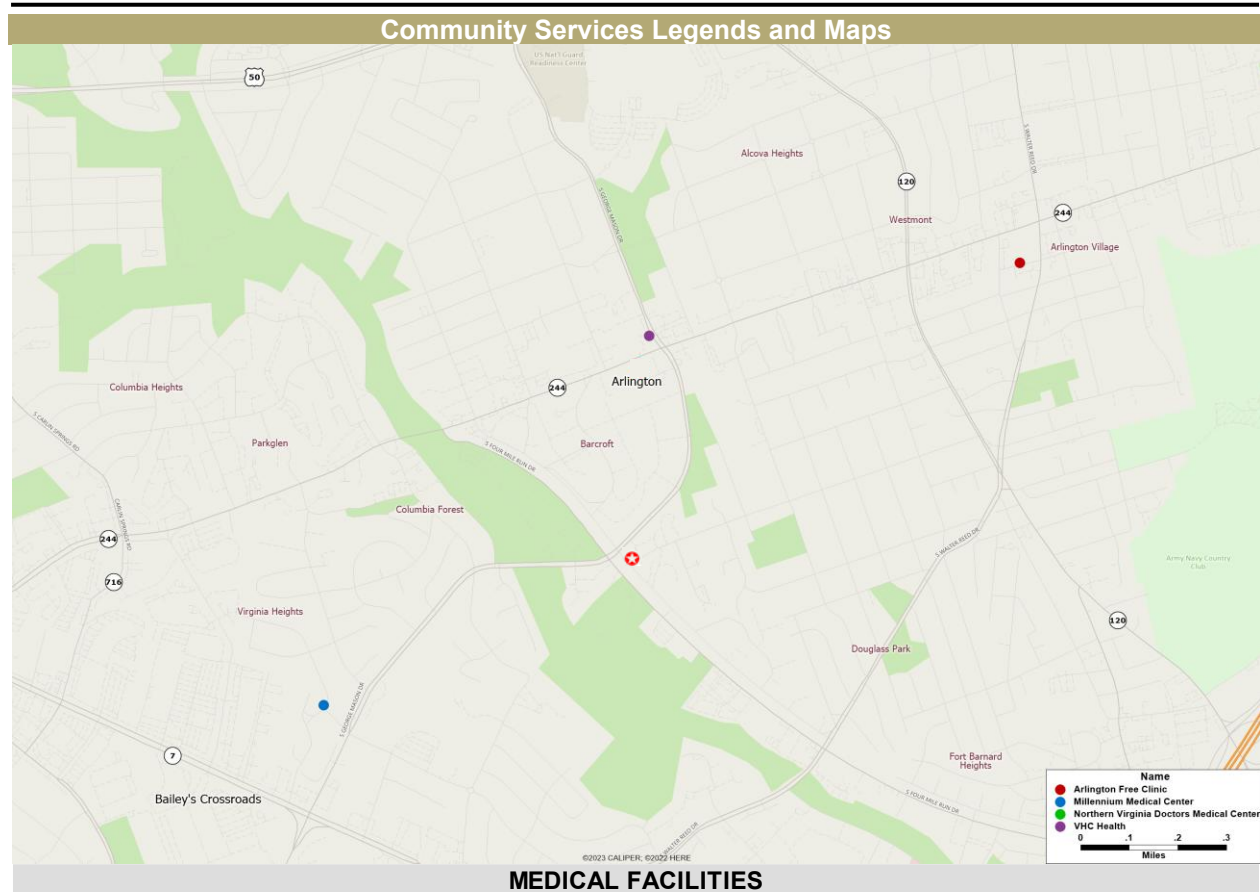
Transportation

Major highways in Arlington County include U.S. Highway 29; Interstate Highway 66 and 395; and State Highways 110, 120, 237, 244 and 309. Passenger rail service is provided by Virginia Railways Express and Amtrak. The airport in the area is Ronald Reagan Washington National Airport. Bus service is provided by Arlington Transit. Arlington also has a Subway System.

Crime

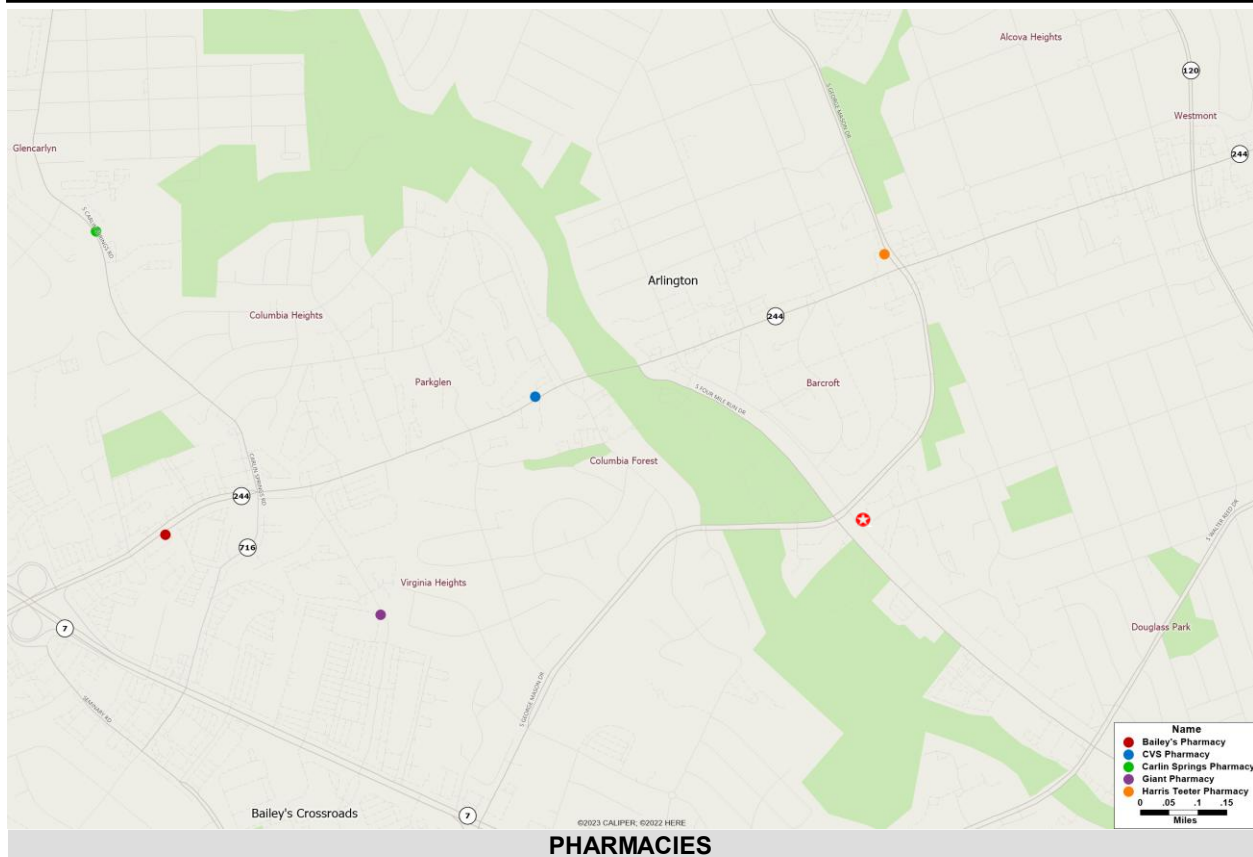
According to AreaVibes, approximately 118 per 100,000 residents are victims of a violent crime annually, and approximately 848 per 100,000 residents are victims of a property crime each year. The total number of annual crimes in the CDP was not available. The crime rate for Arlington is 54.4 percent lower than for the nation. The total number of crimes in the CDP has decreased 5.6 percent within the past year, according to AreaVibes. There is a 1 in 850 chance of being the victim of a violent crime and a 1 in 118 chance of being the victim of a property crime. The life cycle is generally in the stability stage. Therefore, there are no major adverse influences or hazards observed or known by the appraiser in the immediate surrounding area.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
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Service	Distance From Site (in Miles)
VHC Health	0.4
Millennium Medical Center	1.1
Arlington Free Clinic	1.3
Northern Virginia Doctors Medical Center	1.7

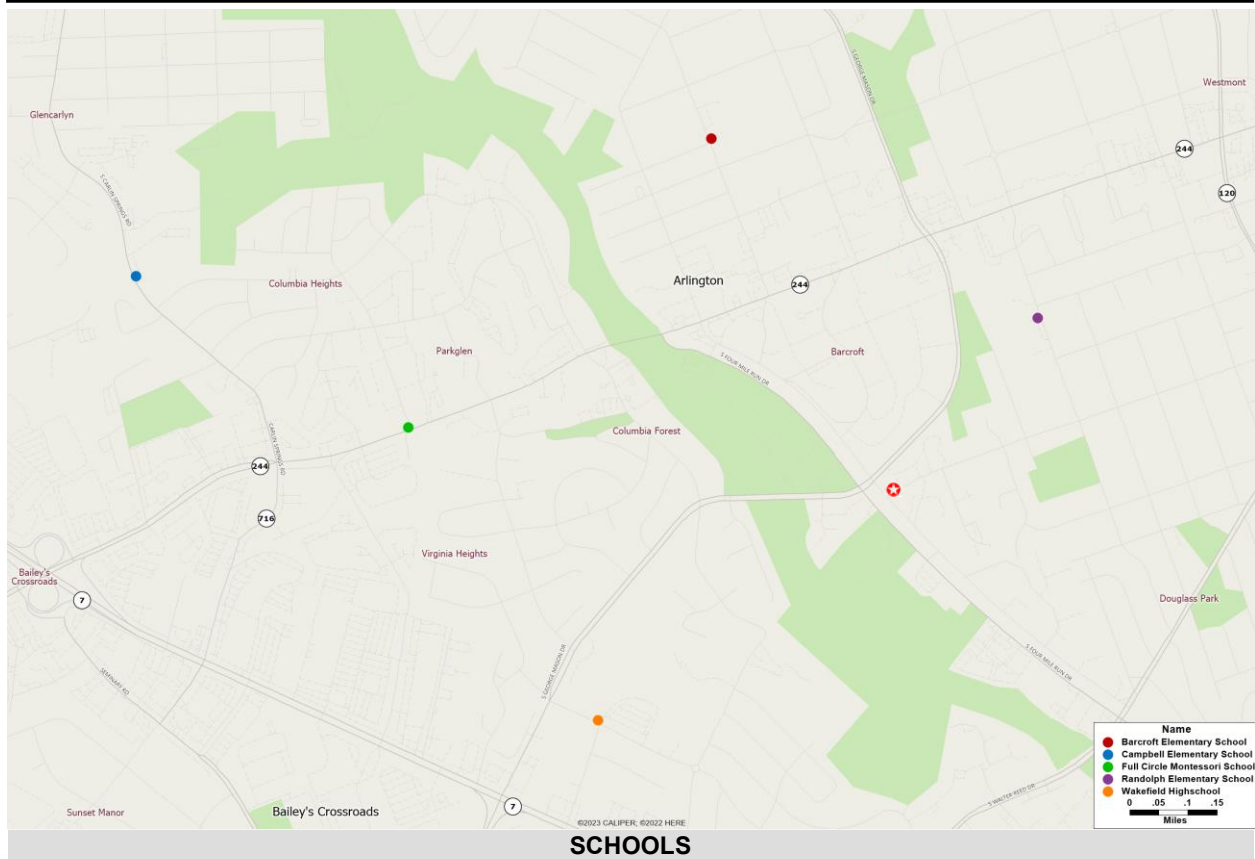
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PHARMACIES

Service	Distance From Site (in Miles)
Harris Teeter Pharmacy	0.3
CVS Pharmacy	0.6
Bailey's Pharmacy	1.3
Giant Pharmacy	1.4
Carlin Springs Pharmacy	1.7

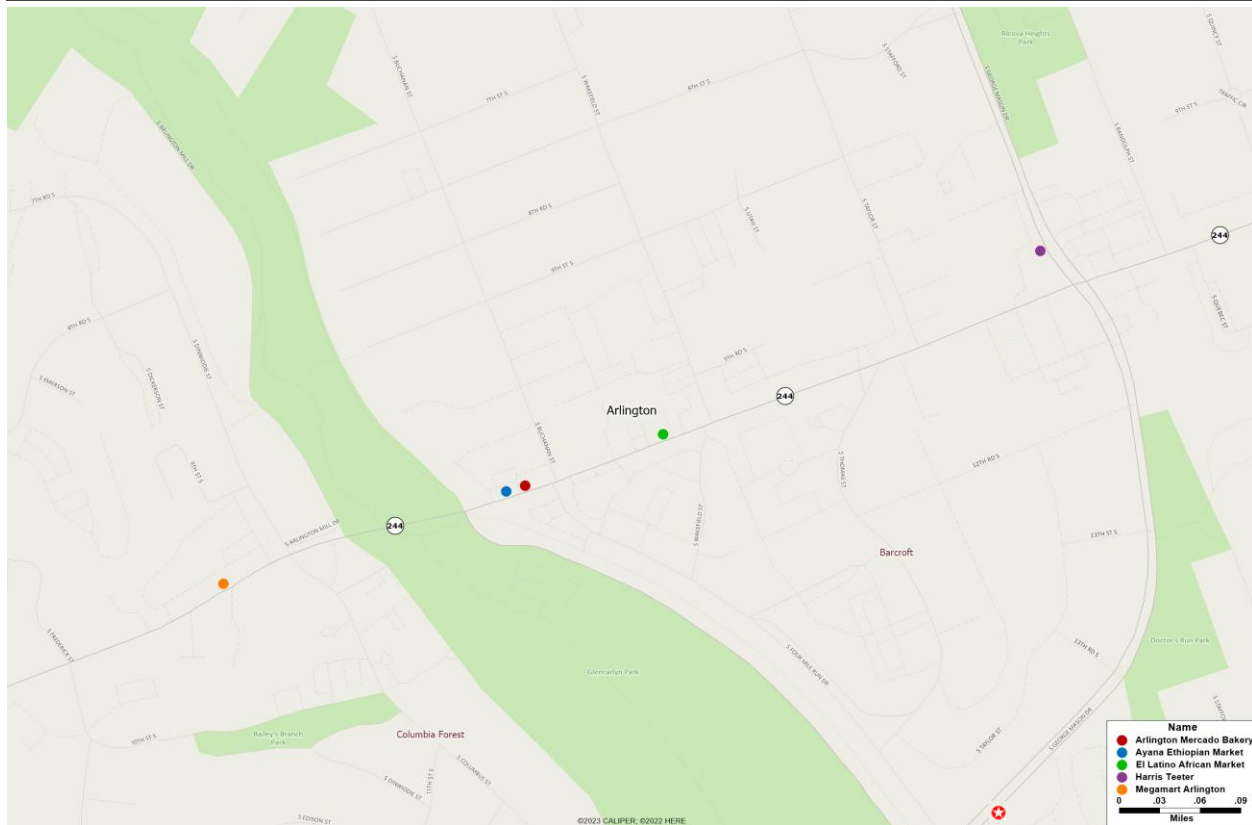
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SCHOOLS

Service	Distance From Site (in Miles)
Barcroft Elementary School	0.6
Randolph Elementary School	0.7
Wakefield Highschool	0.8
Full Circle Montessori School	0.9
Campbell Elementary School	1.6

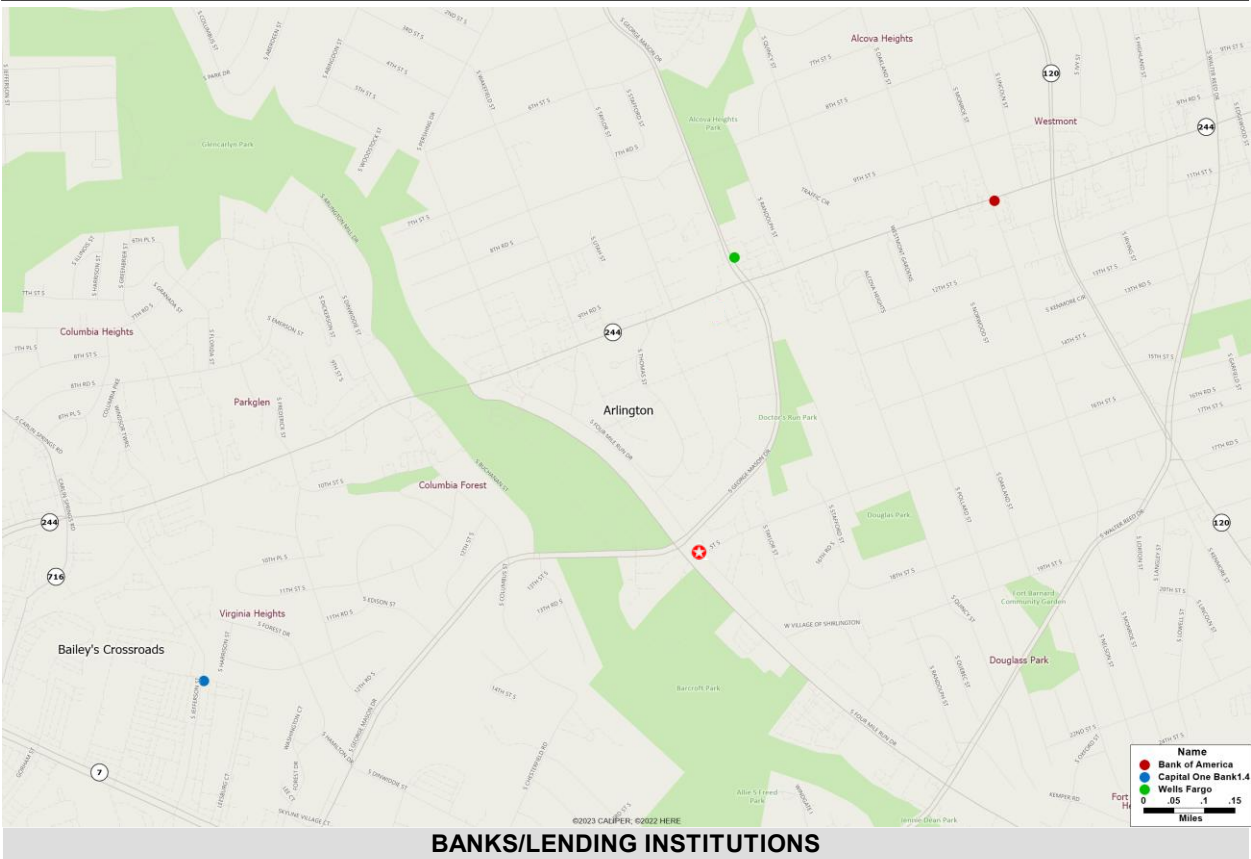
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GROCERY STORES/SUPERMARKETS

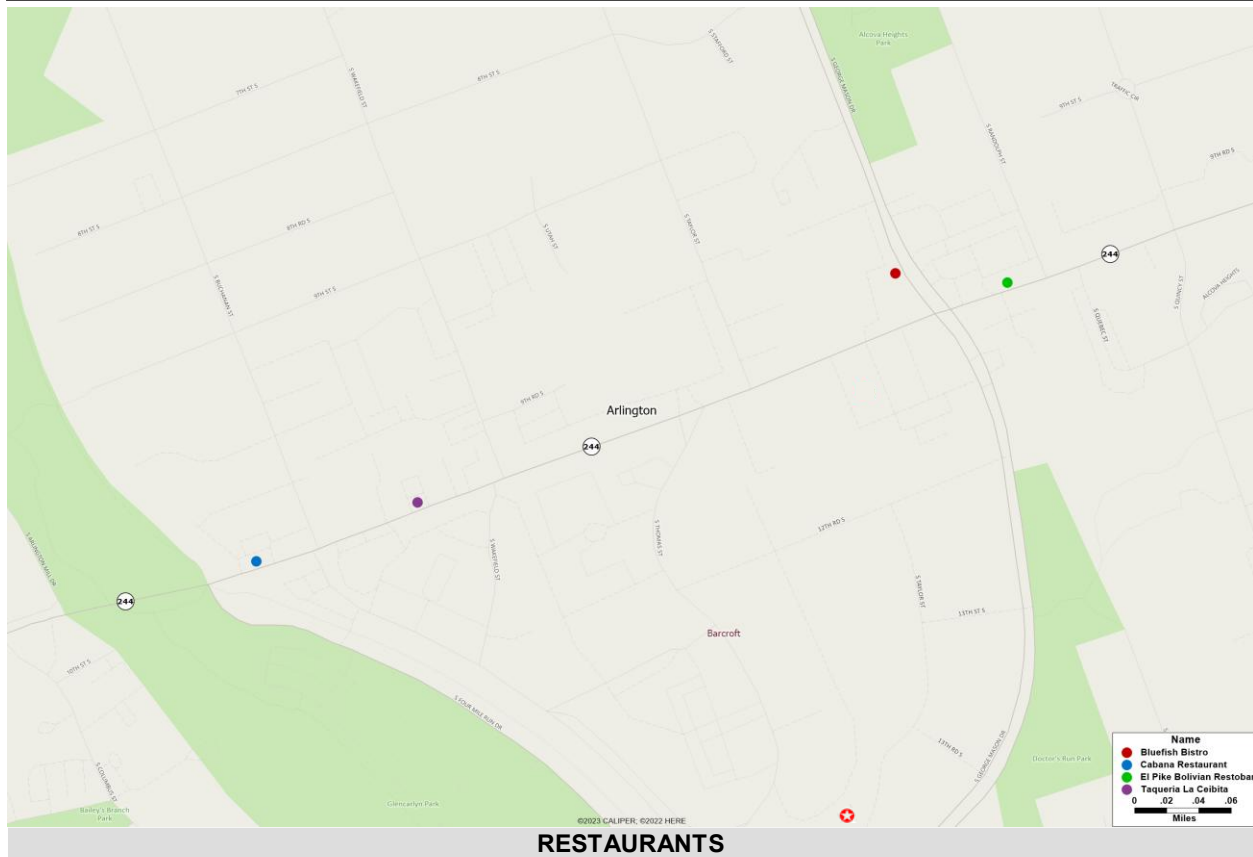
Service	Distance From Site (in Miles)
El Latino African Market	0.3
Arlington Mercado Bakery	0.4
Ayana Ethiopian Market	0.4
Harris Teeter	0.4
Megamart Arlington	0.6

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BANKS/LENDING INSTITUTIONS	
Service	Distance From Site (in Miles)
Wells Fargo	0.5
Bank of America	0.9
Capital One Bank1.4	4.7

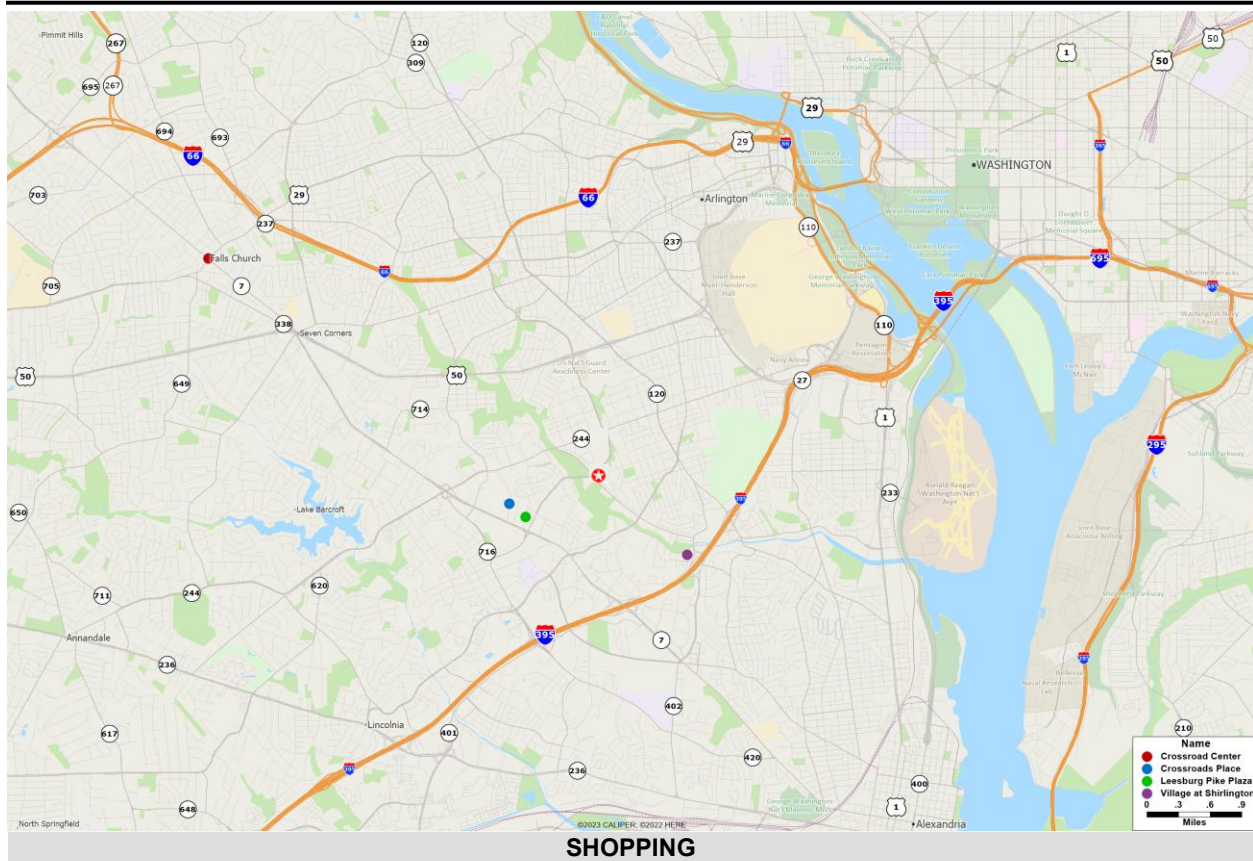
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RESTAURANTS

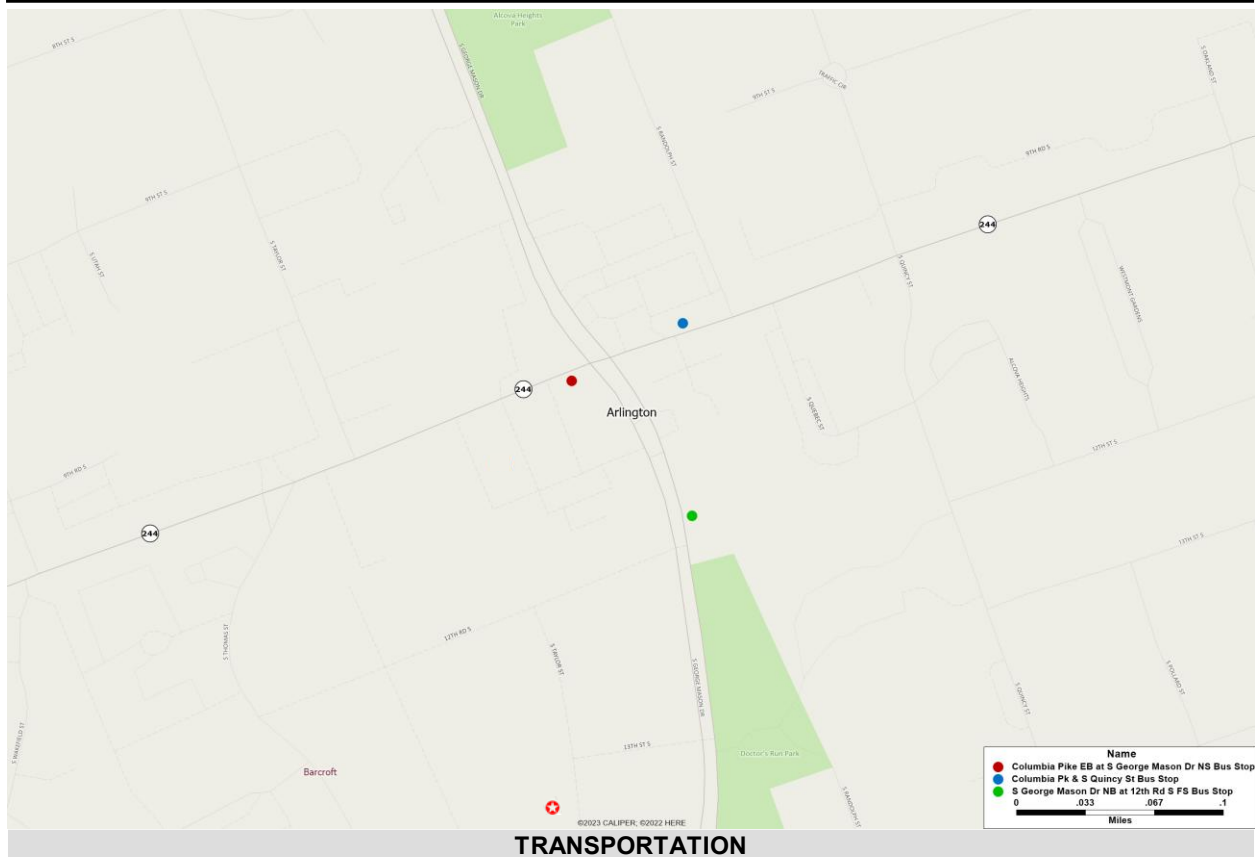
Service	Distance From Site (in Miles)
Taqueria La Ceibita	0.3
Cabana Restaurant	0.4
El Pike Bolivian Restobar	0.5
Bluefish Bistro	0.5

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Service	Distance From Site (in Miles)
Leesburg Pike Plaza	1.4
Village at Shirlington	1.5
Crossroads Place	1.5
Crossroad Center	1.7

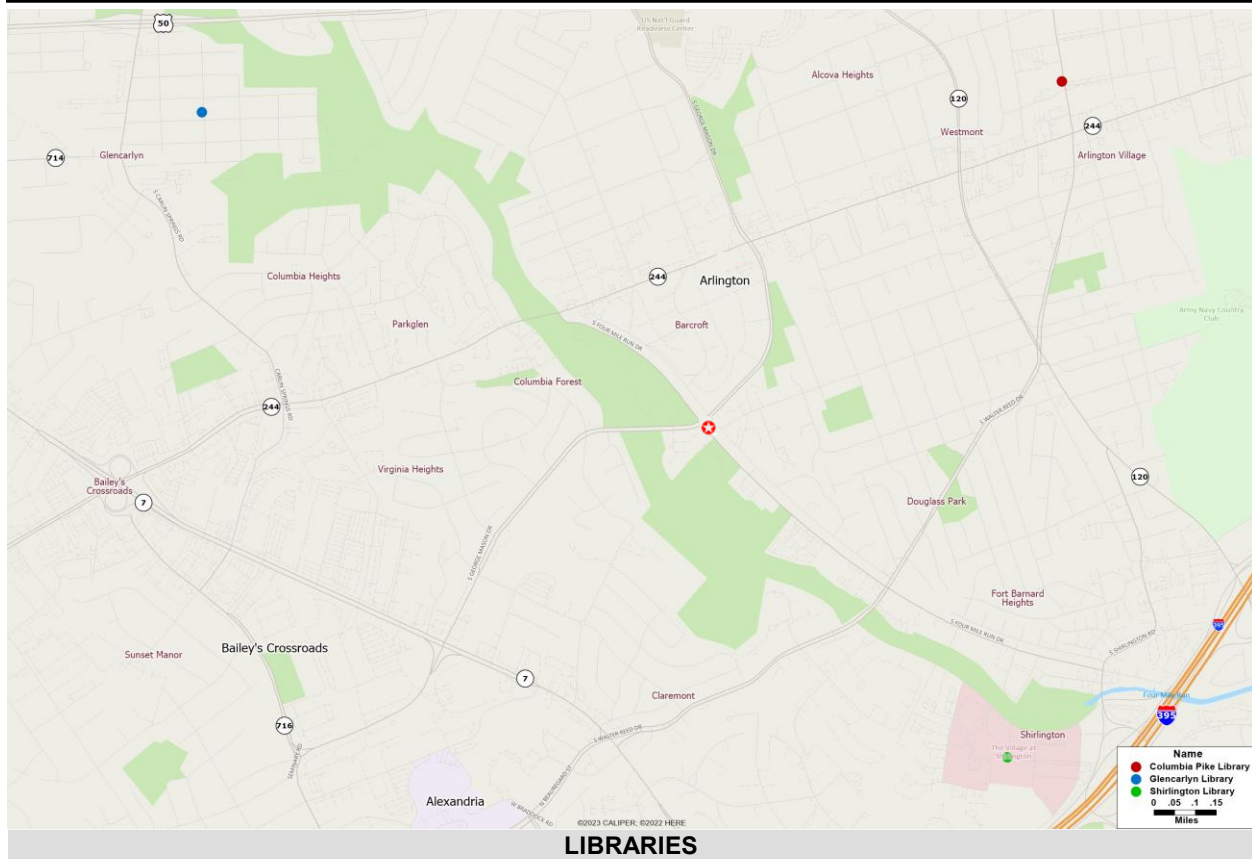
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TRANSPORTATION

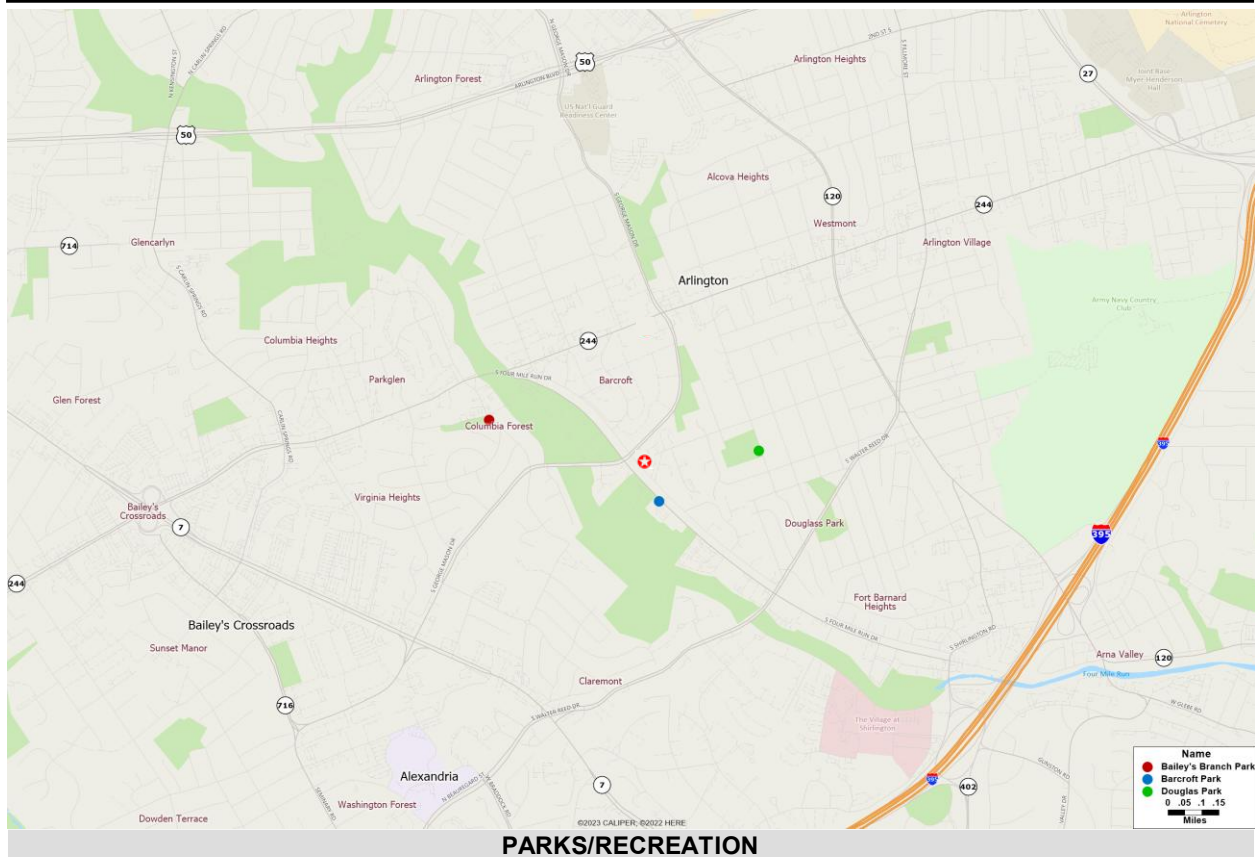
Service	Distance From Site (in Miles)
Columbia Pike EB at S George Mason Dr NS Bus Stop	0.1
Columbia Pk & S Quincy St Bus Stop	0.1
S George Mason Dr NB at 12th Rd S FS Bus Stop	0.1

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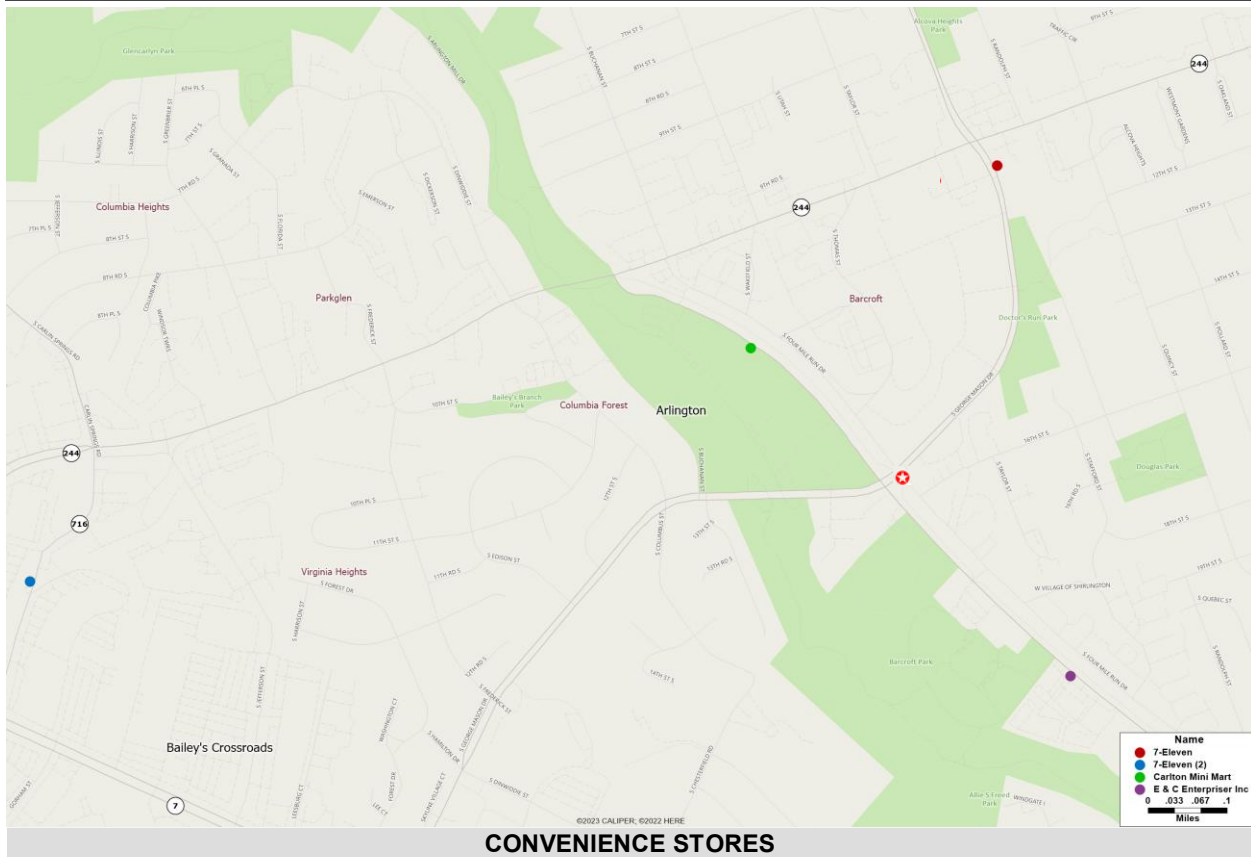
LIBRARIES	
Service	Distance From Site (in Miles)
Columbia Pike Library	1.4
Shirlington Library	1.4
Glencarlyn Library	1.6

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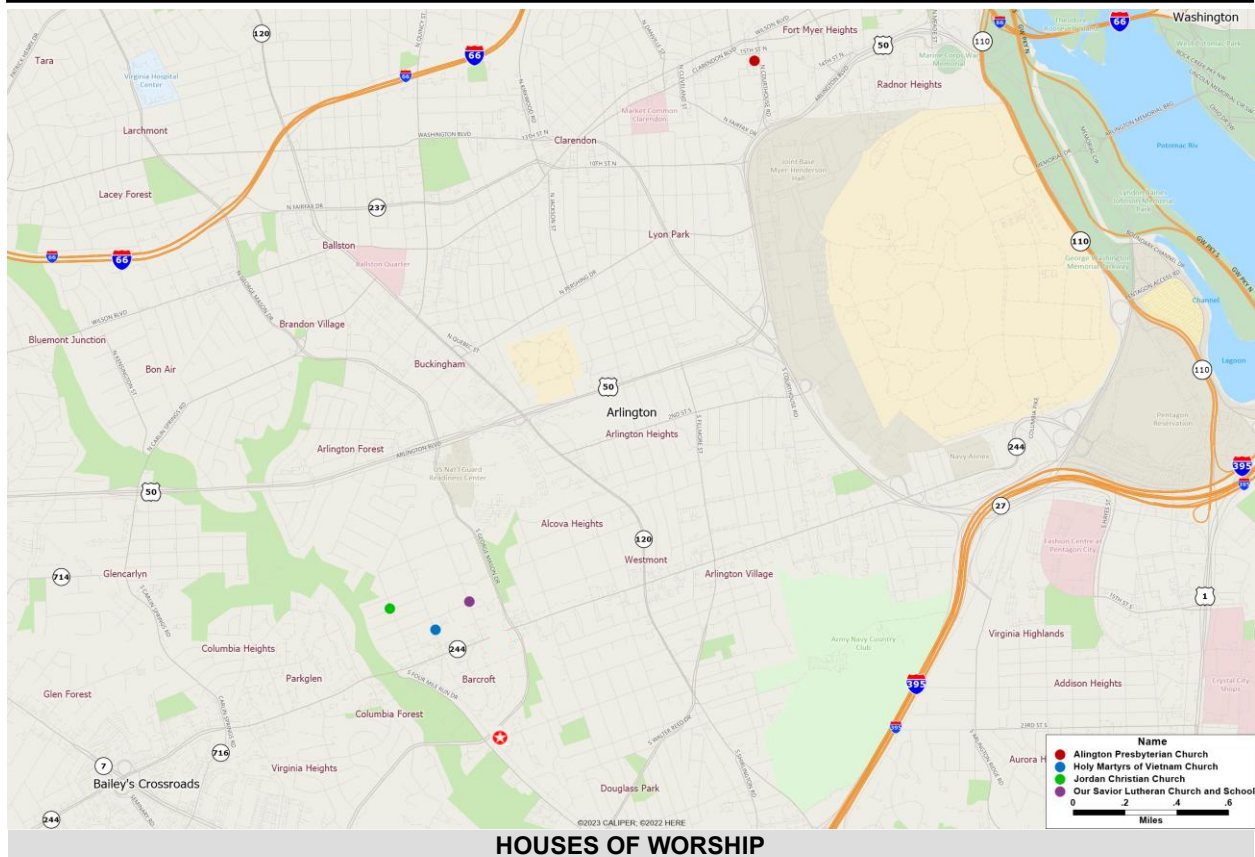
PARKS/RECREATION	
Service	Distance From Site (in Miles)
Washington & Old Dominion Railroad Regional Park	0.4
Bailey's Branch Park	0.7
Douglas Park	0.8

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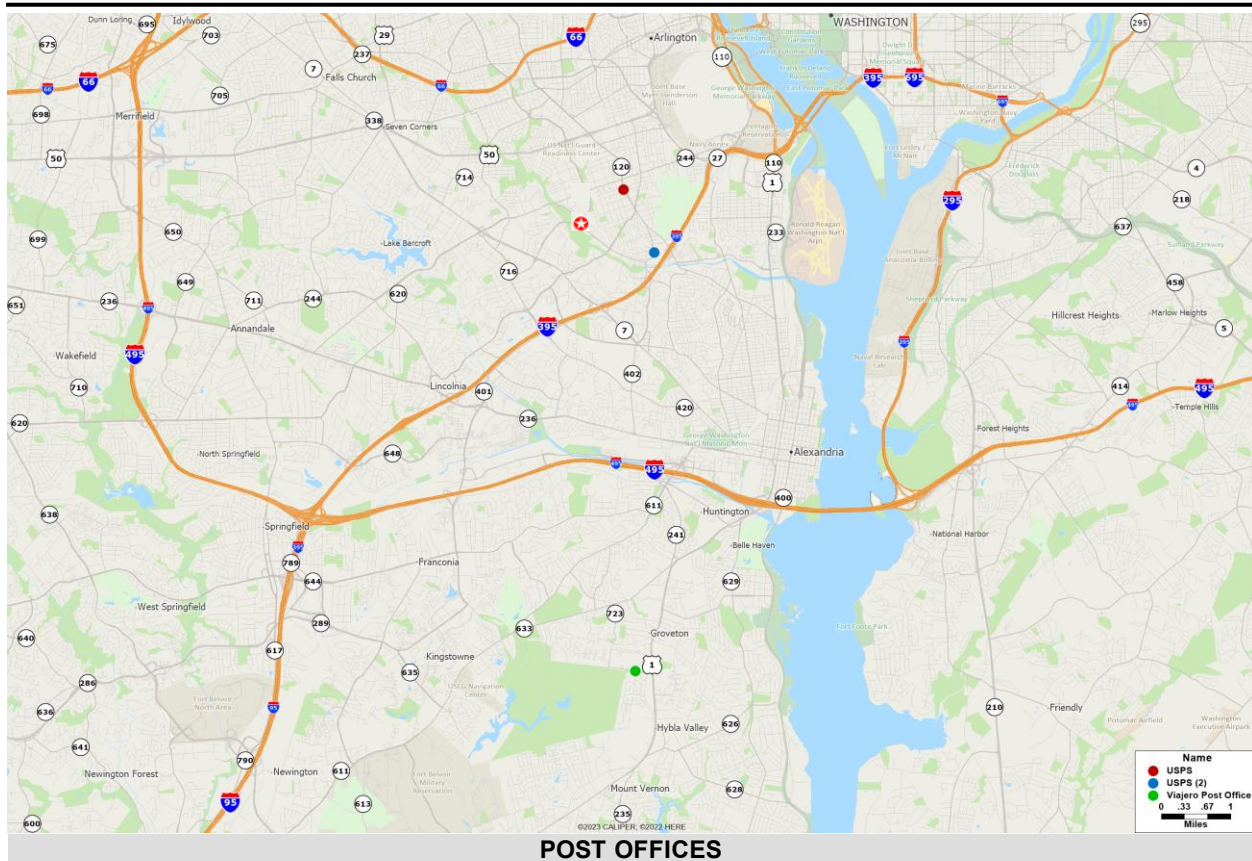
CONVENIENCE STORES		
Service		Distance From Site (in Miles)
7-Eleven		0.4
Carlton Mini Mart		0.5
7-Eleven (2)		0.5
E & C Enterpriser Inc		0.6

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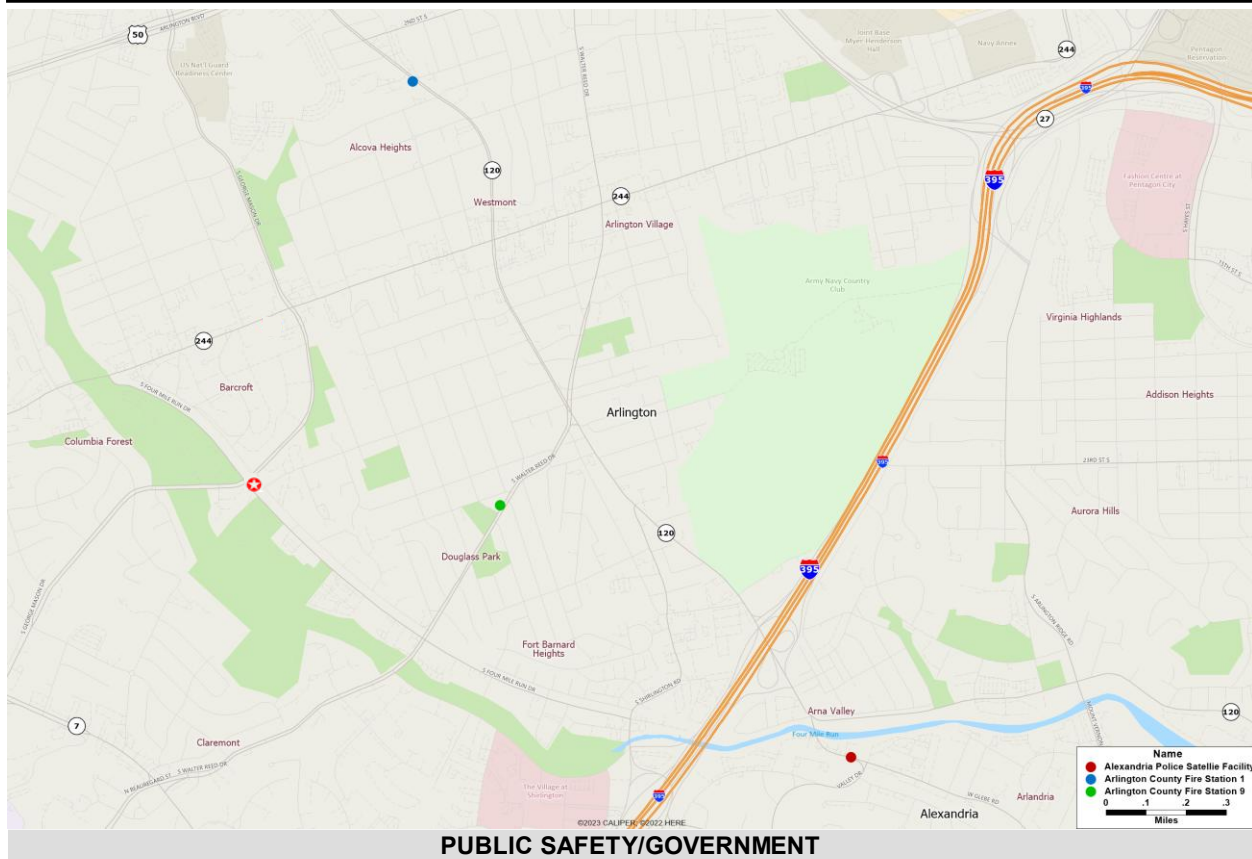
HOUSES OF WORSHIP	
Service	Distance From Site (in Miles)
Holy Martyrs of Vietnam Church	0.5
Our Savior Lutheran Church and School	0.5
Jordan Christian Church	0.6
Alington Presbyterian Church	1.0

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POST OFFICES	
Service	Distance From Site (in Miles)
USPS	1.0
USPS (2)	1.1
Viajero Post Office	1.1

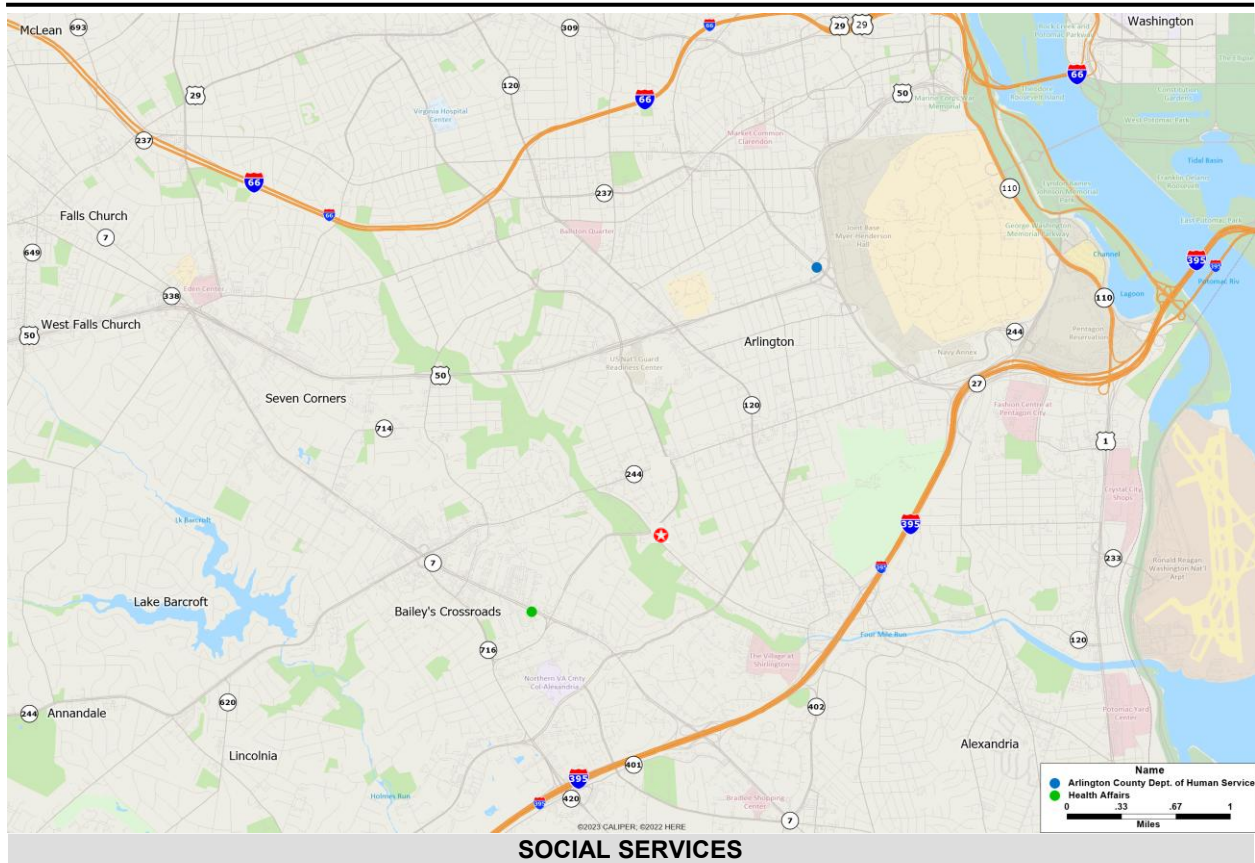
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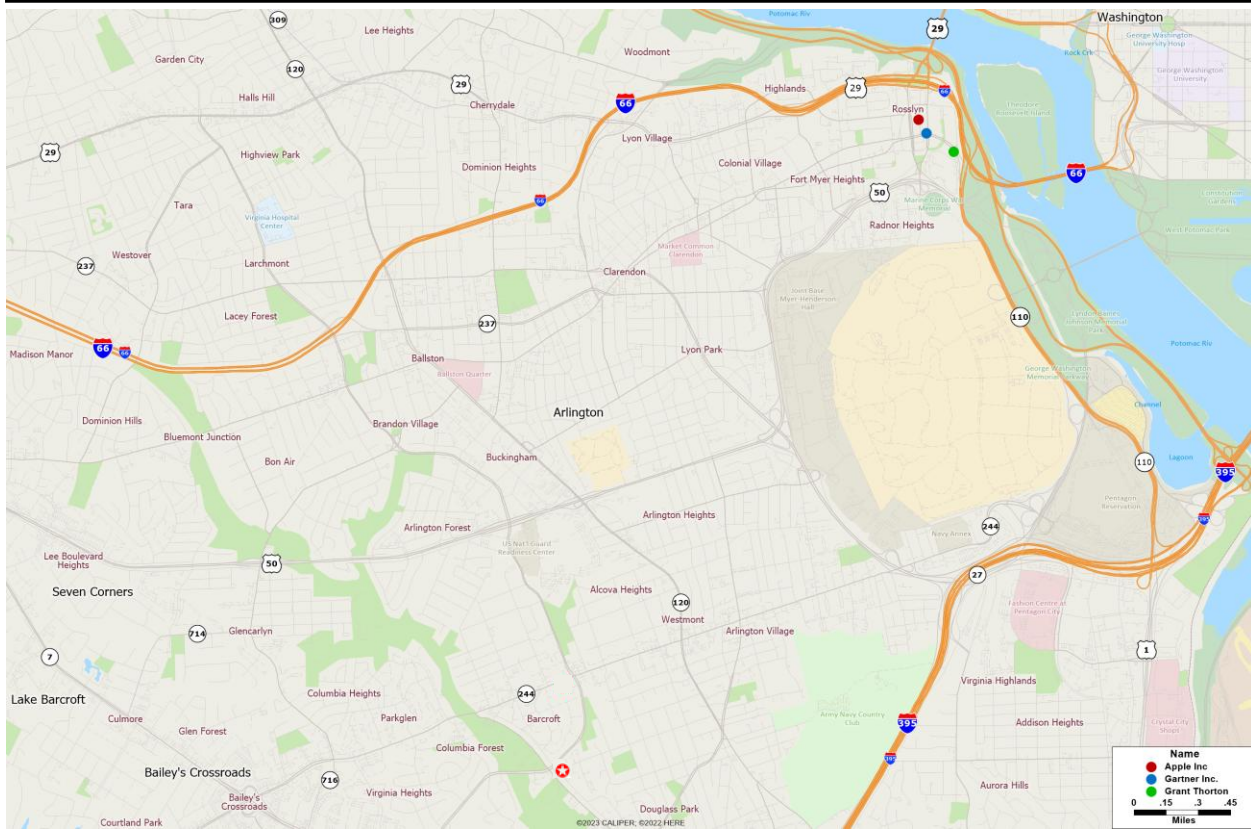
PUBLIC SAFETY/GOVERNMENT

Service	Distance From Site (in Miles)
Arlington County Fire Station 9	1.1
Arlington County Fire Station 1	1.3
Alexandria Police Satellite Facility	2.0

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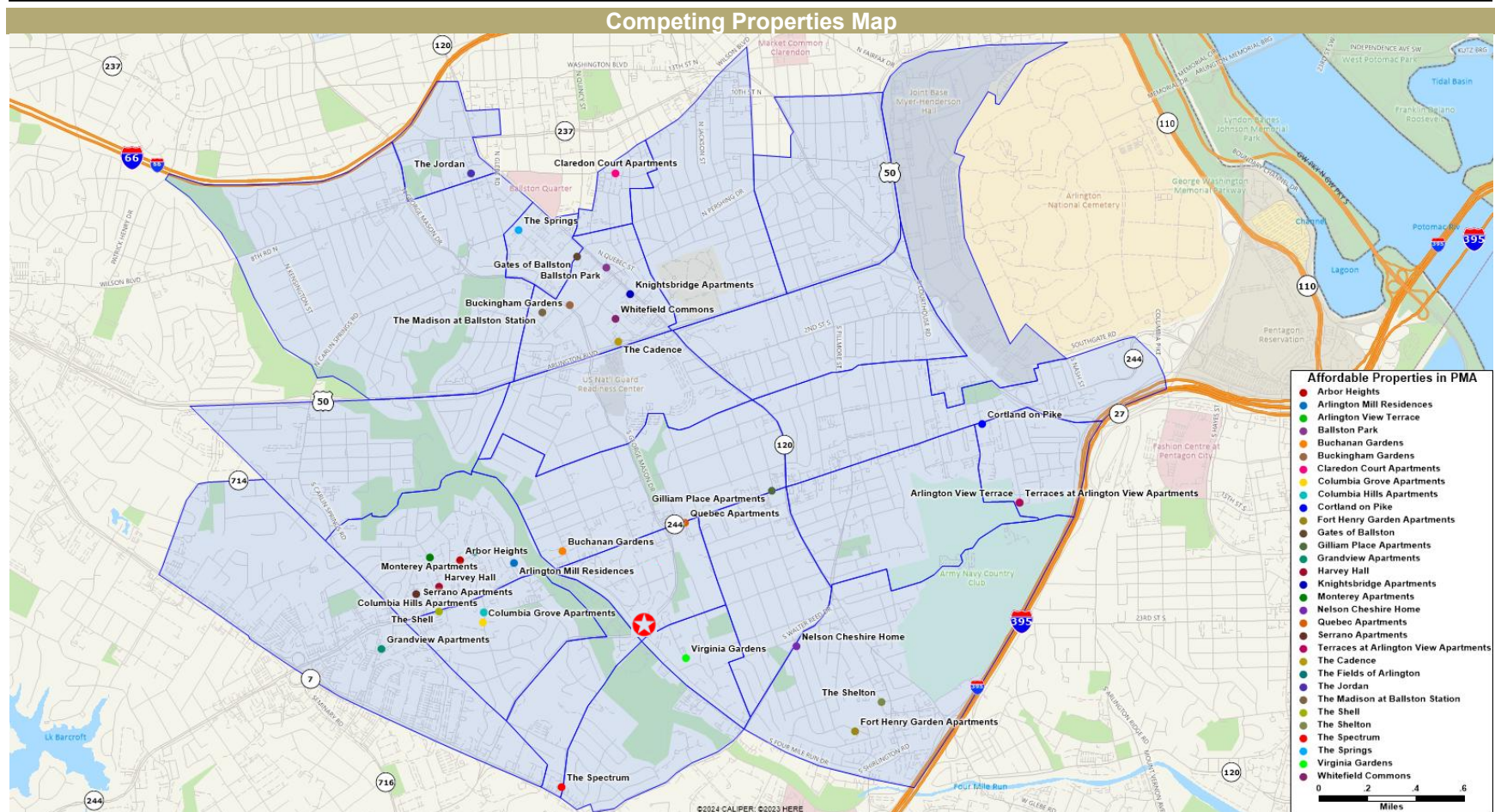
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MAJOR EMPLOYERS

Service	Distance From Site (in Miles)
Gartner Inc.	4.2
Apple Inc	4.2
Grant Thornton	4.3

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Summary of Site Strengths and Weaknesses

Strengths – The site has average visibility and easy access. The subject is close to employment centers, healthcare services, government and public services. In addition, the subject has excellent access to public transportation. Furthermore, the subject's location provides easy access to major thoroughfares and many recreation and shopping opportunities.

Weaknesses – The site has no apparent weaknesses.

IV. MARKET AREA



Delineation of Market Area

Following is a list of considerations used when determining the market area:

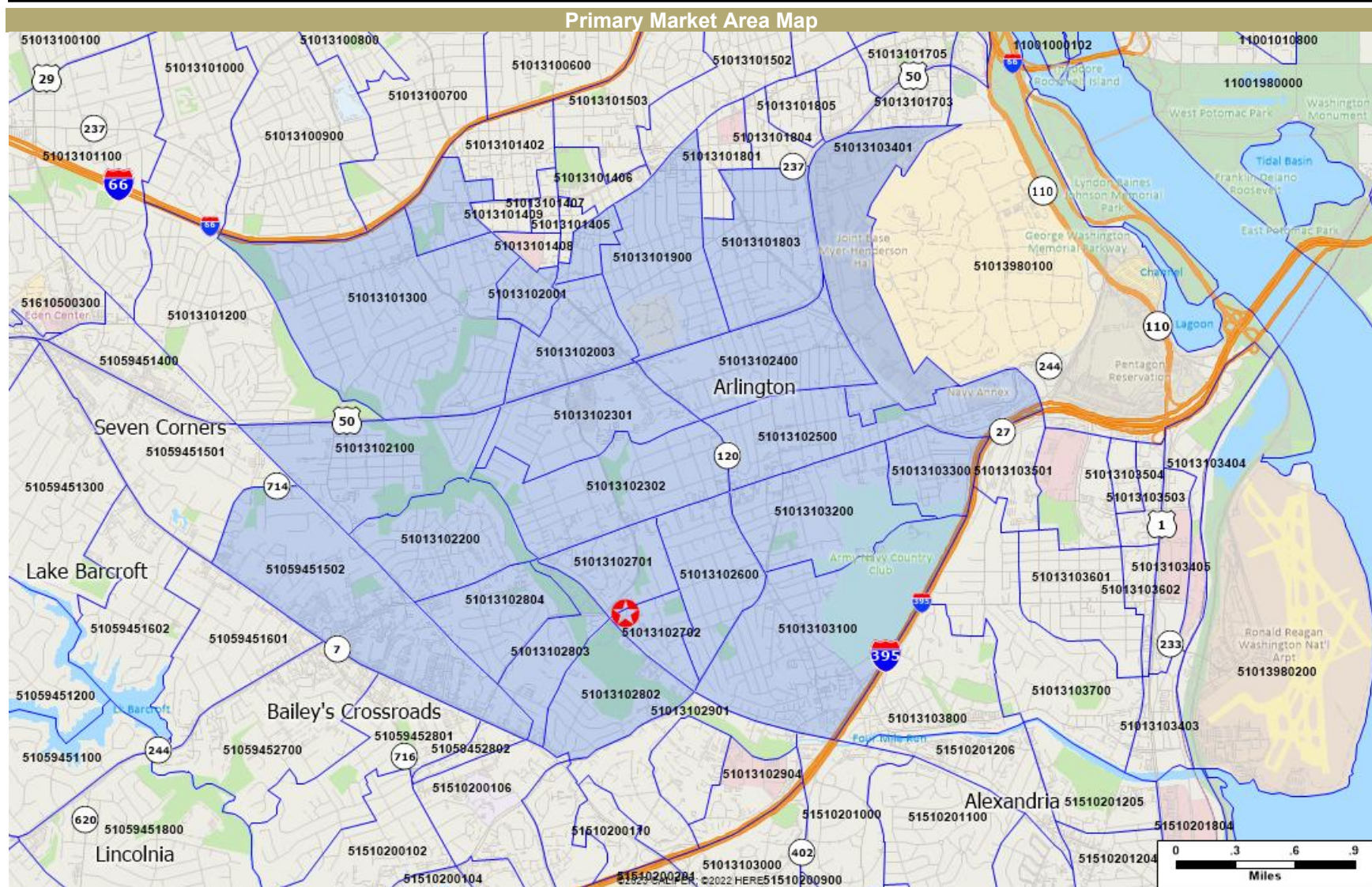
- **Population and Households Counts:** The number of households in a market area is directly proportionate to its geographic size within an individual market. Total householders residing in a market area can greatly influence demand calculations.
- **General Demographics:** The socio-economic composition of a market area including income, household size and tenure can be largely influenced by the erroneous inclusion or exclusions of non-comparable areas.
- **Demand:** Too large of a market may result in overstating demand for a proposed development. Conversely, too conservative of a market area may discount the demand for new products, especially if a lack of quality housing currently exists.
- **Supply Analysis:** While a larger market area generally includes higher household totals, it likewise may include a higher number of directly comparable units. If using demand methodologies that net out recently constructed and comparable rental units from the demand estimate, the increase in the number of comparable units can outweigh the increase in demand.
- **Competitive Stock:** The existing rental stock surveyed for a market study is dependent on the number of rental properties in a given market and therefore the boundaries of a primary market area. If existing developments are going to be used as “comparables”, they should be located in the primary market area, if possible.
- **Attainable Rents:** If the market area includes non-comparable areas, the analysis may use comparables projects that suggest that a project can achieve rents that area significantly higher or lower than the rents its micro location will support.
- **Location of Competitive Properties:** A primary consideration in defining a market area is identifying those locations that offer alternative opportunities to a potential renter for a subject site. The managers of existing comparable properties near the site are excellent sources in determining those competitive locations.
- **Accessibility:** Available transportation linkages including both traffic arteries and mass transit options can influence the size of the market. Mass transit can have a significant impact on projects addressing very low income households for which transportation options may be limited.
- **Natural Boundaries:** Natural boundaries including rivers and mountains can restrict the mover-ship within a market due to a lack of accessibility.
- **Housing Project Characteristics:** The availability of a unique structure type such as a high rise may alter the typical draw of a potential project.
- **Market Perceptions:** Whether grounded in reality or not, market perceptions can be a significant determinant of market area boundaries. Social stigmas often exist within sub-markets, with residents from one side of a submarket may not move to a close by neighborhood, regardless of housing opportunities. The construction of a new, attractive rental community may not necessarily relieve this perception.
- **Commuting Patterns:** The time spent commuting and employment destination could often reveal distinct patterns. High percentages of workers with long commutes or working in neighboring counties are often indicators of a lack of affordable housing options near employment centers.
- **Target Market:** Proposed developments targeting a special needs population such as seniors generally draw from a larger geographic region. Given the smaller pool of qualified householders, the location and quantity of comparable stock is of additional importance. An acceptable market area for a family oriented rental community will often be too conservative for a rental community targeting senior rental householders.
- **Jurisdictional Boundaries:** Differences in the quality and services provided by school districts, municipalities, or counties often influence consumer location choices.
- **Local Agency Service Boundaries:** The geographic areas covered by local agencies, such as housing authorities, senior citizen centers, community-based organizations, or churches can be a strong indicator of market area boundaries, especially when the project has a community-based sponsor or co-sponsor.



-
- Non-Geographic Factors: Employees who might be expected to reside in a development as a result of planned or existing job opportunities and special needs households who are served by a multi-jurisdictional agency that covers communities that are clearly distinct market areas.

The determination of the market area is based on the boundaries between governmental units. In such a method, county, division or CDP boundaries become the boundaries of the market area. The primary market area for the subject consists of following census tracts: 1013.00, 1014.01, 1018.03, 1019.00, 1020.01, 1020.02, 1020.03, 1021.00, 1022.00, 1023.01, 1023.02, 1024.00, 1025.00, 1026.00, 1027.01, 1027.02, 1028.02, 1028.03, 1028.04, 1031.00, 1032.00, 1033.00, 1034.01 and 4515.02. The market area has the following boundaries: North – Interstate 66, North George Mason Drive, Wilson Boulevard, State Highway 120, 5th Road North, North Quincy Street, 5th Street North, North Oakland Street, 6th Road North, North Nelson Street, 7th Street North, North Monroe Street, Wilson Boulevard, North Highland Street, 7th Street North, North Edgewood Street, Washington Boulevard, State Highway 237, U.S. Highway 50 and Marshall Drive; South – Interstate 395, South Four Mile Run Drive, South Walter Reed Drive and State Highway 7; East – Arlington Cemetery; and West – State Highway 714, Fairfax County, U.S. Highway 50 and Bluemont Park. The analysis was conducted using only the demographics data from the primary market area. However, according to the market study guidelines for Virginia Housing, a secondary or tertiary market area was also determined. The secondary market area is defined as Arlington/Arlington County.

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



V. EMPLOYMENT AND ECONOMY



Employment and Economy

The economy of Arlington is based on accommodation/food services; educational services; finance, insurance real estate, rent and lease; health care and social assistance services; other services except public administration; professional, scientific and technical services; and public administration sectors. Each of these categories has experienced reasonable growth within the past few years. The following table shows the number of employees per industry in Arlington County since 2014:

AT-PLACE EMPLOYMENT TRENDS											
INDUSTRY	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Agriculture, Forestry and Fisheries	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*	N/A*
Mining	4	3	N/A*	N/A*	N/A*	N/A*	N/A*	7	10	18	N/A*
Construction	2,298	2,369	2,180	2,070	2,025	1,947	2,125	2,247	2,192	2,283	2,237
Manufacturing	1,036	1,080	N/A*	N/A*	N/A*	N/A*	N/A*	683	724	822	N/A*
Transportation and Warehousing	8,001	8,149	8,306	8,631	8,741	9,459	8,168	7,900	9,014	10,620	10,808
Utilities	447	N/A*	N/A*	N/A*	370	355	387	402	360	325	386
Wholesale Trade	1,391	N/A*	N/A*	N/A*	1,613	1,623	1,713	1,679	1,415	1,474	1,314
Retail Trade	8,859	8,920	8,758	9,627	9,441	9,381	8,187	8,412	8,594	8,778	7,559
Leisure and Hospitality	17,414	18,298	18,634	18,445	18,452	18,297	12,265	13,132	15,458	16,870	17,754
Education and Health Services	13,643	13,789	14,255	14,512	14,492	14,471	13,059	13,245	13,017	13,722	14,670
Professional and Business Services	49,145	53,238	54,399	56,998	58,399	61,212	63,699	63,672	59,781	58,918	61,457
Financial Activities	7,016	6,862	6,951	6,871	6,966	7,068	6,520	6,252	9,117	10,029	6,552
Information	4,625	4,999	5,180	5,316	5,435	5,578	5,517	5,481	5,565	5,790	5,652
Other Services	10,872	11,272	11,303	11,120	10,909	11,133	10,493	10,194	10,663	10,952	11,014
Public Administration (Local Government)	2,737	2,774	2,817	2,605	2,555	2,459	2,348	2,283	2,371	2,443	2,479

Source: U.S. Bureau of Labor Statistics

*Data was not available.

Employment in Arlington has increased an average of 0.5 percent per year since 2015. Unemployment in Arlington reached a high of 4.7 percent in 2020. The low was 1.9 percent in 2019. The unemployment rate in January 2026 was 3.4 percent.

LABOR FORCE AND EMPLOYMENT TRENDS FOR ARLINGTON					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2015	144,742	140,744	97.2%	3,998	2.8%
2016	143,646	139,843	97.4%	3,803	2.6%
2017	147,770	144,114	97.5%	3,656	2.5%
2018	149,278	146,225	98.0%	3,053	2.0%
2019	151,576	148,663	98.1%	2,913	1.9%
2020	147,636	140,667	95.3%	6,969	4.7%
2021	145,564	141,140	97.0%	4,424	3.0%
2022	149,794	146,798	98.0%	2,996	2.0%
2023	153,659	150,482	97.9%	3,177	2.1%
2024	155,005	151,547	97.8%	3,458	2.2%
2025	154,074	149,131	96.8%	4,943	3.2%
2026**	151,574	146,426	96.6%	5,148	3.4%

* Data based on place of residence.

**Preliminary - based on monthly data through January 2026

Source: U.S. Bureau of Labor Statistics

Employment within the State of Virginia increased an average of 0.7 percent per year since 2015. Unemployment in the state reached a high of 6.5 percent in 2020. The low was 2.7 percent in 2022. The unemployment rate in January 2026 was 3.9 percent.



LABOR FORCE AND EMPLOYMENT TRENDS FOR VIRGINIA					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2015	4,228,912	4,044,175	95.6%	184,737	4.4%
2016	4,251,531	4,081,183	96.0%	170,348	4.0%
2017	4,326,559	4,169,561	96.4%	156,998	3.6%
2018	4,352,465	4,222,546	97.0%	129,919	3.0%
2019	4,404,760	4,283,473	97.2%	121,287	2.8%
2020	4,331,844	4,051,401	93.5%	280,443	6.5%
2021	4,319,125	4,152,757	96.1%	166,368	3.9%
2022	4,428,653	4,309,310	97.3%	119,343	2.7%
2023	4,544,986	4,422,328	97.3%	122,658	2.7%
2024	4,552,283	4,419,514	97.1%	132,769	2.9%
2025	4,528,987	4,375,295	96.6%	153,692	3.4%
2026**	4,478,966	4,304,247	96.1%	174,719	3.9%

* Data based on place of residence.

**Preliminary - based on monthly data through January 2026

Source: U.S. Bureau of Labor Statistics

According to the U.S. Bureau of Labor Statistics, unemployment trends for Arlington are in line with the unemployment trends for the State of Virginia.

CHANGE IN TOTAL EMPLOYMENT FOR ARLINGTON				
PERIOD	NUMBER		PERCENT	
	TOTAL	ANNUAL	TOTAL	ANNUAL
2015-2020	(77)	(15)	-0.1%	0.0%
2020-2025	8,464	940	6.0%	1.0%

Source: U.S. Bureau of Labor Statistics

The changes in employment since 2015 by time period are listed in the above table. The data shows that the number of persons employed in Arlington increased an average of 0.5 percent per year between 2015 and 2025.

RECENT CHANGES IN EMPLOYMENT FOR ARLINGTON			
YEAR	NUMBER EMPLOYED	ANNUAL CHANGE	% OF LABOR FORCE UNEMPLOYED
2015	140,744	140,744	2.8%
2016	139,843	(901)	2.6%
2017	144,114	4,271	2.5%
2018	146,225	2,111	2.0%
2019	148,663	2,438	1.9%
2020	140,667	(7,996)	4.7%
2021	141,140	473	3.0%
2022	146,798	5,658	2.0%
2023	150,482	3,684	2.1%
2024	151,547	1,065	2.2%
2025	149,131	(2,416)	3.2%

Source: U.S. Bureau of Labor Statistics

The previous tables show the changes in employment and percentage of unemployed since 2015. The unemployment rate for the CDP of Arlington has fluctuated from 1.9 percent to 4.7 percent since 2015.



Major Employers

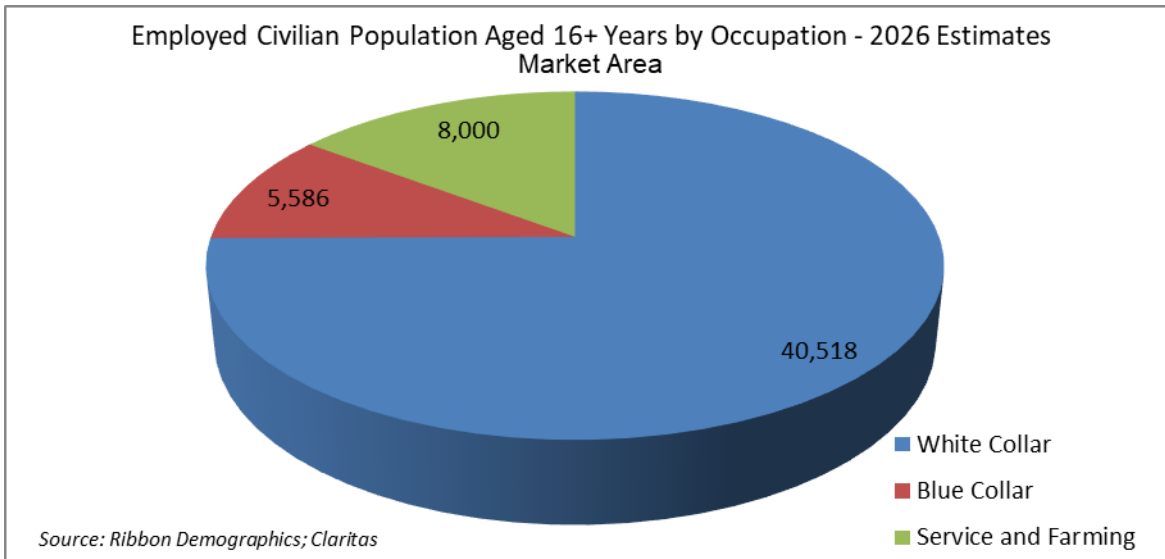
The name and product or service for the major employers of the CDP of Arlington and surrounding area are shown in the following table. Note the number of employees was unavailable.

MAJOR EMPLOYERS	
Name	Product/Service
Accenture	Information Technology
Amazon	Transportation/Warehousing/Utilities
AvalonBay Communities	Finance/Insurance/Real Estate/Rent/Lease
Black Cape Interos	Professional/Scientific/Technical Services
Bloomberg Industry Group	Professional/Scientific/Technical Services
Boeing	Professional/Scientific/Technical Services
Booz Allen Hamilton	Finance/Insurance/Real Estate/Rent/Lease
C3 Integrated Solutions	Professional/Scientific/Technical Services
County of Arlington	Government
Deloitte	Finance/Insurance/Real Estate/Rent/Lease
Echo Five Group	Professional/Scientific/Technical Services
Etrade	Finance/Insurance/Real Estate/Rent/Lease
Federal Employees	Government
Gartner	Finance/Insurance/Real Estate/Rent/Lease
Graham Holdings	Finance/Insurance/Real Estate/Rent/Lease
Grant Thornton	Finance/Insurance/Real Estate/Rent/Lease
Green Powered Technology	Professional/Scientific/Technical Services
Hungry	Accommodation/Food Services
Lockheed Martin	Professional/Scientific/Technical Services
Lovelytics	Professional/Scientific/Technical Services
Maginedge	Professional/Scientific/Technical Services
National Science Foundation	Environmental
Nestle	Accommodation/Food Services
PGLS	Other Services
Raytheon	Professional/Scientific/Technical Services
U.S. Department of Defense	Government
U.S. Department of Homeland Security	Government
U.S. Department of Justice	Government
U.S. Department of State	Government
U.S. Environmental Protection Agency	Government
Virginia Hospital Center	Health Care/Social Assistance

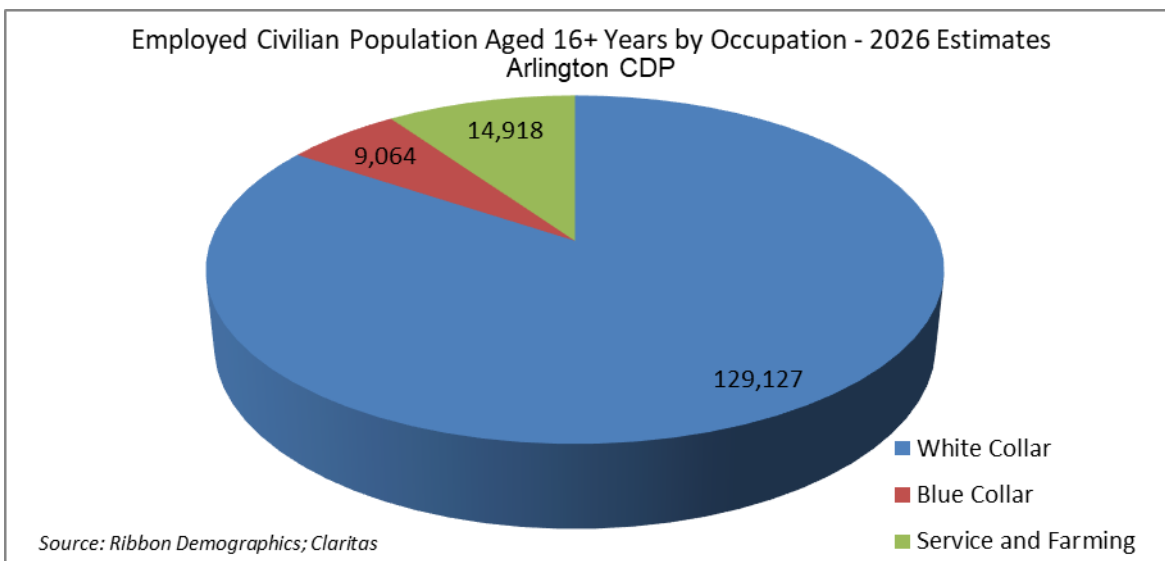
Source: Arlington Virginia Economic Development



The majority of the civilian population within the market area are employed in white collar jobs though a significant portion are also employed in service and farming and blue collar positions. The following pie chart shows the breakdown within the market area.



The majority of the civilian population within the CDP are employed in white collar jobs though a significant portion are also employed in service and farming and blue collar positions. The following pie chart shows the breakdown within the CDP of Arlington.





Place of Work Employment

The following chart shows the number of people employed in different sectors of the market area economy in 2026.

Market Area Employed Civilian Population Aged 16+ Years by Industry		
Current Year Estimates - 2026		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	3,882	7.2%
Administrative/Support/Waste Management	2,568	4.7%
Agriculture/Forestry/Fishing/Hunting/Mining	116	0.2%
Arts/Entertainment/Recreation	986	1.8%
Construction	3,203	5.9%
Educational Services	5,164	9.5%
Finance/Insurance/Real Estate/Rent/Lease	3,121	5.8%
Health Care/Social Assistance	4,837	8.9%
Information	1,639	3.0%
Management of Companies and Enterprises	89	0.2%
Manufacturing	1,247	2.3%
Other Services Except Public Administration	2,905	5.4%
Professional/Scientific/Technical Services	11,777	21.8%
Public Administration	7,726	14.3%
Retail Trade	2,948	5.4%
Transportation/Warehousing/Utilities	1,795	3.3%
Wholesale Trade	101	0.2%
Total:	54,104	100.0%

Source: Ribbon Demographics; Claritas

The following chart shows the number of people employed in different sectors of the CDP economy in 2026.

Arlington CDP Employed Civilian Population Aged 16+ Years by Industry		
Current Year Estimates - 2026		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	6,546	4.3%
Administrative/Support/Waste Management	4,982	3.3%
Agriculture/Forestry/Fishing/Hunting/Mining	271	0.2%
Arts/Entertainment/Recreation	2,949	1.9%
Construction	6,019	3.9%
Educational Services	13,068	8.5%
Finance/Insurance/Real Estate/Rent/Lease	11,186	7.3%
Health Care/Social Assistance	12,327	8.1%
Information	4,524	3.0%
Management of Companies and Enterprises	475	0.3%
Manufacturing	4,350	2.8%
Other Services Except Public Administration	9,214	6.0%
Professional/Scientific/Technical Services	39,893	26.1%
Public Administration	26,780	17.5%
Retail Trade	6,865	4.5%
Transportation/Warehousing/Utilities	3,263	2.1%
Wholesale Trade	397	0.3%
Total:	153,109	100.0%

Source: Ribbon Demographics; Claritas



The above charts show the number of people employed in different sectors of the market area and Arlington economy in 2026. According to interviews conducted by the analyst, employers in the area indicate that the area economy should remain stable in the next two to five years.

Future Employment Trends

W.A.R.N. notices require employers with 100 or more employees to provide at least 60 calendar days advance written notice of plant closings and mass layoffs affecting 50 or more employees at a single site of employment. Exceptions to giving notice may be allowed in an economic crisis which is considered to be an unforeseen business circumstance. According to the Virginia Employment Commission, the below Worker Adjustment and Retraining Notifications (W.A.R.N.) notices were issued in the CDP of Arlington since January 2022.

W.A.R.N. NOTICES			
Company	City	Employees Lost	Layoff Date
Bering Global Solutions	Arlington	108	6/30/2026
Paradies Lagardere	Arlington	55	9/26/2025
Nakupuna	Arlington	103	6/30/2025
The Kenific Group LLC dba Pantheon Data	Arlington	155	5/12/2025
American Institutes of Research (AIR)	Arlington	149	5/9/2025
American Institutes of Research (AIR)	Arlington	84	6/1/2025
International Foundation for Electoral Systems	Arlington	48	3/2/2025
Management Science for Health (MSH)	Arlington	182	2/4/2025
Boeing	Arlington, Fairfax, Newport News, Richmond	68	1/17/2025
Sky Chefs Inc.	Arlington	100	9/30/2024
American Electronics Inc. (Amelex)	Arlington	78	3/10/2023
DTSV, Inc.	Arlington	74	1/31/2023
Starry, Inc.	Arlington	53	10/21/2022
Total:		1,257	

Source: Virginia Works

According to Arlington Economic Development, there have been several new and expanding businesses in the county, as well as numerous infrastructure projects. New businesses and expansions include, but are not limited to, the following:

- Technomics, Inc., a firm specializing in data- and analytics-driven decision support services for federal government clients, announced a \$5.4 million expansion of its Arlington County headquarters in June 2025, adding 25,200 square feet of office space and creating 248 new jobs. The company currently employs approximately 300 professionals at its Arlington facility and has expanded its office three times since 2022.
- CoStar Group, a leading global provider of online real estate marketplaces, relocated its global headquarters from Washington, D.C. to 1201 Wilson Boulevard, known as Central Place Tower, in Rosslyn in early 2025. The company occupies 150,000 square feet of commercial office space in the 552,000-square-foot LEED Platinum-certified tower, bringing 500 relocated jobs and 150 new jobs to the Commonwealth.
- The National Landing Business Improvement District reported that approximately 40 new small businesses opened with street-facing retail in 2023-2024, with an additional 20 or more businesses anticipated to open in the district in 2025.
- Afton Scientific, a manufacturer of sterile injectable pharmaceuticals, announced a \$200 million expansion of its biopharmaceutical manufacturing facility in Albemarle County in October 2024, with plans to create more than 200 new jobs. The company broke ground on the new 285,000-square-foot facility at its Avon Court campus in September 2025, with construction currently underway.



- Amazon HQ2's Phase 1 campus at Metropolitan Park in National Landing, consisting of two 22-story office towers, is open and operational, with approximately 8,331 employees as of the end of 2024. The campus has capacity for up to 14,000 employees. Phase 2, known as PenPlace, has been delayed; the Arlington County Board granted Amazon an extension with a new deadline of June 30, 2028, to act on the current site plan, which envisions a futuristic spiral structure known as the Helix.
- Google has committed to investing over \$1 billion into data center infrastructure across Northern Virginia, with the broader regional investment expected to strengthen Arlington's position as a hub for technology and AI-related employment in the D.C. area.
- Evolent Health and Privia Health, spin-offs from the Advisory Board Corporation, remain anchored in Ballston at 800 N. Glebe Road and 950 N. Glebe Road, respectively. Both are leading health care technology companies serving providers through innovative, lower-cost care models. Evolent Health has grown into a publicly traded company with revenues exceeding \$2.6 billion, and Privia Health has expanded to a multi-state provider network with revenues approaching \$5 billion.
- Other significant operations of existing firms in Arlington include Rosetta Stone and Raytheon in Rosslyn, DRS Technologies in Crystal City, and the Association for Unmanned Vehicle Systems International in Shirlington. Important retentions include CACI and AES Corporation, both with major headquarters operations in Ballston.

Due to the new and expanding businesses, the numerous infrastructure projects, the decreasing unemployment and minimal number of layoffs and closures in the region, it is believed that the economic outlook for the area will remain stable for the next two to five years.

Wages

The average annual wage of employees in Arlington was \$143,876 in 2024 (most recent data available). Wages have been increasing 7.5 percent per year.

AVERAGE ANNUAL WAGE BY SECTOR			
INDUSTRY	2023	2024	% INCREASE
Agriculture, Forestry and Fisheries	N/A*	N/A*	N/A*
Mining	\$34,735	N/A*	N/A*
Construction	\$115,998	\$117,531	1.3%
Manufacturing	\$148,487	N/A*	N/A*
Transportation and Warehousing	\$116,821	\$123,483	5.7%
Utilities	\$451,820	\$402,836	-10.8%
Wholesale Trade	\$182,289	\$227,943	25.0%
Retail Trade	\$47,922	\$50,240	4.8%
Leisure and Hospitality	\$36,235	\$37,122	2.4%
Education and Health Services	\$77,032	\$79,930	3.8%
Professional and Business Services	\$149,901	\$157,331	5.0%
Financial Activities	\$157,686	\$147,439	-6.5%
Information	\$143,223	\$152,848	6.7%
Other Services	\$106,509	\$118,949	11.7%
Public Administration (Local Government)	\$106,929	\$110,863	3.7%

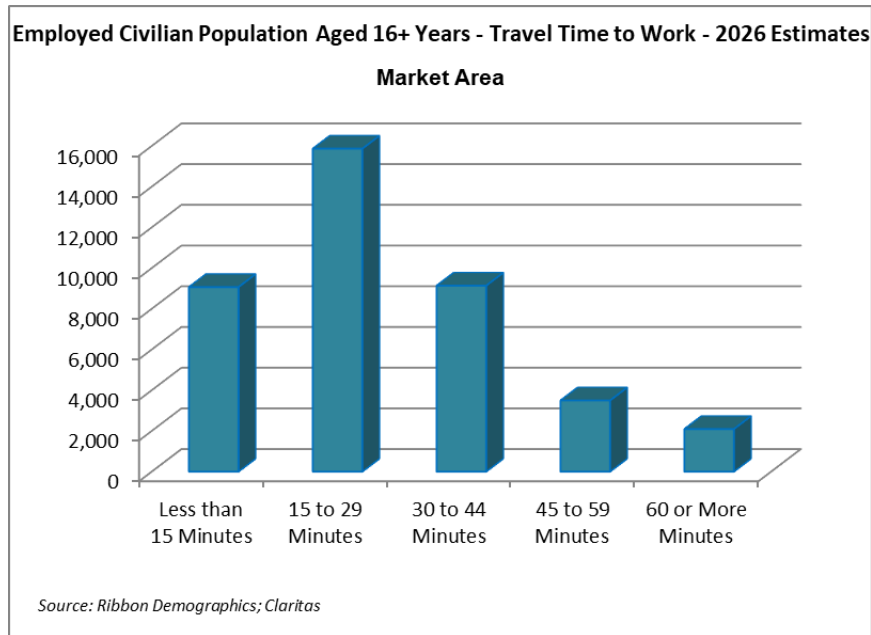
Source: U.S. Bureau of Labor Statistics

*Data was not available.



Employment Outside the County

In 2025, for residents employed in market area, the travel time to work from the site is less than 30 minutes. For the majority of those employed in other parts of the town, the travel time would be within 30 minutes. According to the chart below, 22.9 percent have a travel time of less than 15 minutes; 40.0 percent have a travel time of 15 to 29 minutes; and 37.1 percent have a travel time of over 30 minutes. This relatively low travel time indicates that the subject site is in an area in close proximity to employment centers.



Summary of Employment Trends in Market Area

The subject is an existing LIHTC property that will be rehabilitated. Once renovation is complete, the property will feature 154 one and two-bedroom units and be 100 percent LIHTC property with rents set at 30, 50, 60, and 80 percent of the area median income. Households with one to three persons and annual incomes between \$31,611 and \$119,600 will be potential tenants for the rehabilitated units. Major employers shown on Page 68 are included in the financial services; education and social services; health care/social services; government services; and other services sectors. The available employment is well-suited to the targeted population of the rehabilitated LIHTC development.

VI. DEMOGRAPHIC CHARACTERISTICS



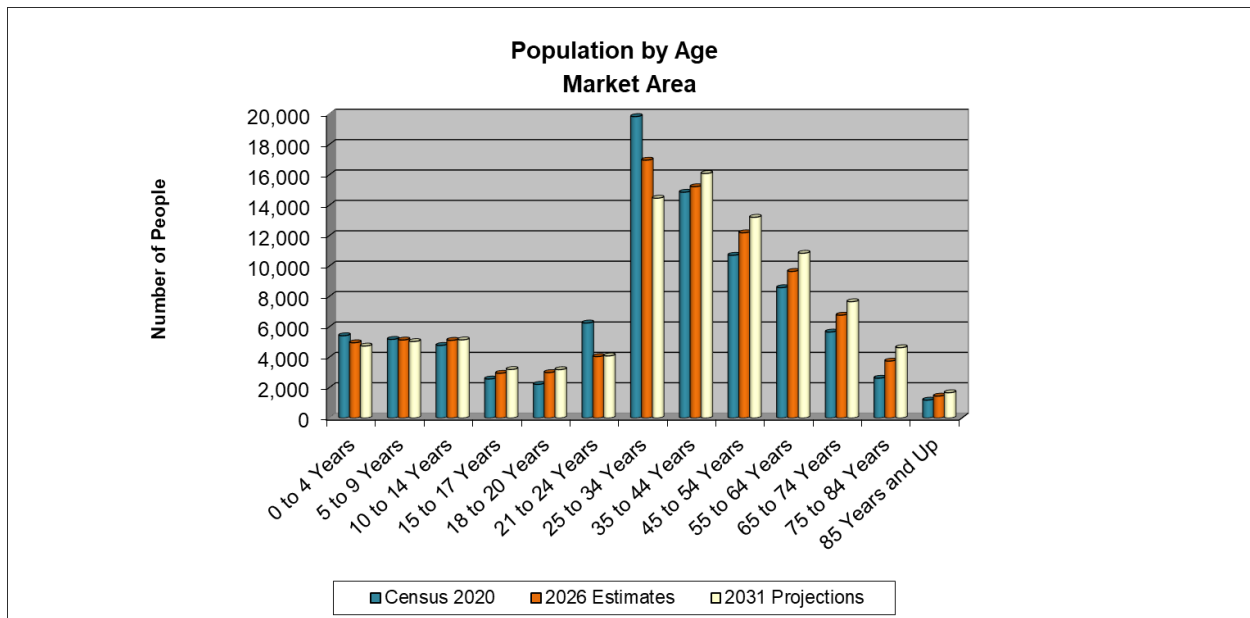
Population and Households Trends and Analysis

The housing Market Area for the rehabilitated units is an area in which people could locate their residences and have fairly equal access to the same job market, community services and amenities and be in the socio-economic community they choose.

The primary market area for the subject consists of the following census tracts: 1013.00, 1014.01, 1018.03, 1019.00, 1020.01, 1020.02, 1020.03, 1021.00, 1022.00, 1023.01, 1023.02, 1024.00, 1025.00, 1026.00, 1027.01, 1027.02, 1028.02, 1028.03, 1028.04, 1031.00, 1032.00, 1033.00, 1034.01 and 4515.02.

Market Area Population by Age & Sex											
Census 2020				Current Year Estimates - 2026				Five-Year Projections - 2031			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2,797	2,617	5,414	0 to 4 Years	2,517	2,433	4,950	0 to 4 Years	2,418	2,316	4,734
5 to 9 Years	2,721	2,453	5,174	5 to 9 Years	2,647	2,484	5,131	5 to 9 Years	2,556	2,474	5,030
10 to 14 Years	2,452	2,322	4,774	10 to 14 Years	2,672	2,437	5,109	10 to 14 Years	2,650	2,491	5,141
15 to 17 Years	1,318	1,248	2,566	15 to 17 Years	1,554	1,388	2,942	15 to 17 Years	1,672	1,520	3,192
18 to 20 Years	1,151	1,062	2,213	18 to 20 Years	1,605	1,384	2,989	18 to 20 Years	1,700	1,480	3,180
21 to 24 Years	3,150	3,099	6,249	21 to 24 Years	2,221	1,819	4,040	21 to 24 Years	2,250	1,834	4,084
25 to 34 Years	10,224	9,610	19,834	25 to 34 Years	8,942	8,024	16,966	25 to 34 Years	7,816	6,647	14,463
35 to 44 Years	7,268	7,588	14,856	35 to 44 Years	7,657	7,561	15,218	35 to 44 Years	8,122	7,964	16,086
45 to 54 Years	5,383	5,323	10,706	45 to 54 Years	6,031	6,155	12,186	45 to 54 Years	6,462	6,745	13,207
55 to 64 Years	4,234	4,341	8,575	55 to 64 Years	4,936	4,709	9,645	55 to 64 Years	5,411	5,428	10,839
65 to 74 Years	2,615	3,040	5,655	65 to 74 Years	3,236	3,529	6,765	65 to 74 Years	3,753	3,899	7,652
75 to 84 Years	1,103	1,516	2,619	75 to 84 Years	1,619	2,123	3,742	75 to 84 Years	2,014	2,612	4,626
85 Years and Up	<u>383</u>	<u>794</u>	<u>1,177</u>	85 Years and Up	<u>510</u>	<u>931</u>	<u>1,441</u>	85 Years and Up	<u>606</u>	<u>1,056</u>	<u>1,662</u>
Total	44,799	45,013	89,812	Total	46,147	44,977	91,124	Total	47,430	46,466	93,896
62+ Years	n/a	n/a	11,581	62+ Years	n/a	n/a	14,585	62+ Years	n/a	n/a	16,904
Median Age:			34	Median Age:			37.3	Median Age:			39.4

Source: Claritas; Ribbon Demographics



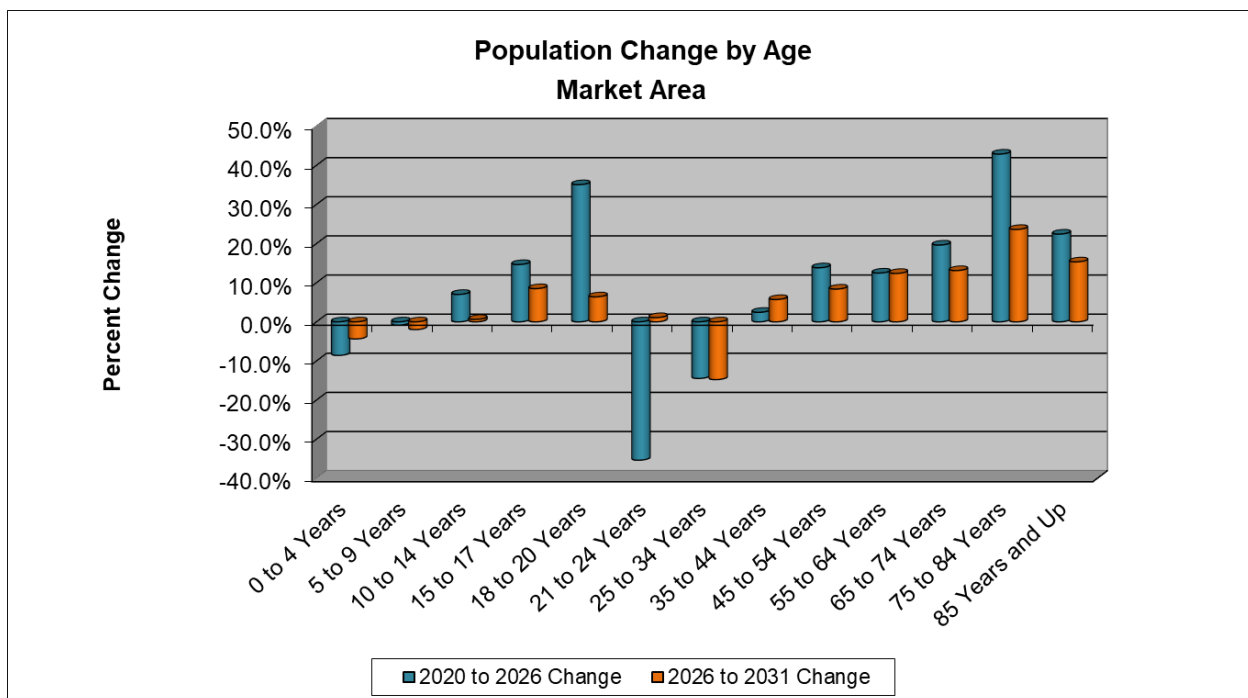
Source: Claritas; Ribbon Demographics



In 2010, this geographic market area contained an estimated population of 78,296. The population in 2020 in the market area increased 14.7 percent to 89,812. In 2026, the population in this market area increased 1.5 percent to 91,124. It is projected that between 2026 and 2031, population in the market area will increase 3.0 percent to 93,896. Population estimates and projections are based on the most recent data from Claritas and Ribbon Demographics. The following tables show the population change by age in the market area.

Market Area Changes in Population by Age & Sex									
Estimated Change - 2020 to 2026					Projected Change - 2026 to 2031				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	-280	-184	-464	-8.6%	0 to 4 Years	-99	-117	-216	-4.4%
5 to 9 Years	-74	31	-43	-0.8%	5 to 9 Years	-91	-10	-101	-2.0%
10 to 14 Years	220	115	335	7.0%	10 to 14 Years	-22	54	32	0.6%
15 to 17 Years	236	140	376	14.7%	15 to 17 Years	118	132	250	8.5%
18 to 20 Years	454	322	776	35.1%	18 to 20 Years	95	96	191	6.4%
21 to 24 Years	-929	-1,280	-2,209	-35.3%	21 to 24 Years	29	15	44	1.1%
25 to 34 Years	-1,282	-1,586	-2,868	-14.5%	25 to 34 Years	-1,126	-1,377	-2,503	-14.8%
35 to 44 Years	389	-27	362	2.4%	35 to 44 Years	465	403	868	5.7%
45 to 54 Years	648	832	1,480	13.8%	45 to 54 Years	431	590	1,021	8.4%
55 to 64 Years	702	368	1,070	12.5%	55 to 64 Years	475	719	1,194	12.4%
65 to 74 Years	621	489	1,110	19.6%	65 to 74 Years	517	370	887	13.1%
75 to 84 Years	516	607	1,123	42.9%	75 to 84 Years	395	489	884	23.6%
85 Years and Up	127	137	264	22.4%	85 Years and Up	96	125	221	15.3%
Total	1,348	-36	1,312	1.5%	Total	1,283	1,489	2,772	3.0%
62+ Years	n/a	n/a	3,004	25.9%	62+ Years	n/a	n/a	2,319	15.9%

Source: Claritas; Ribbon Demographics



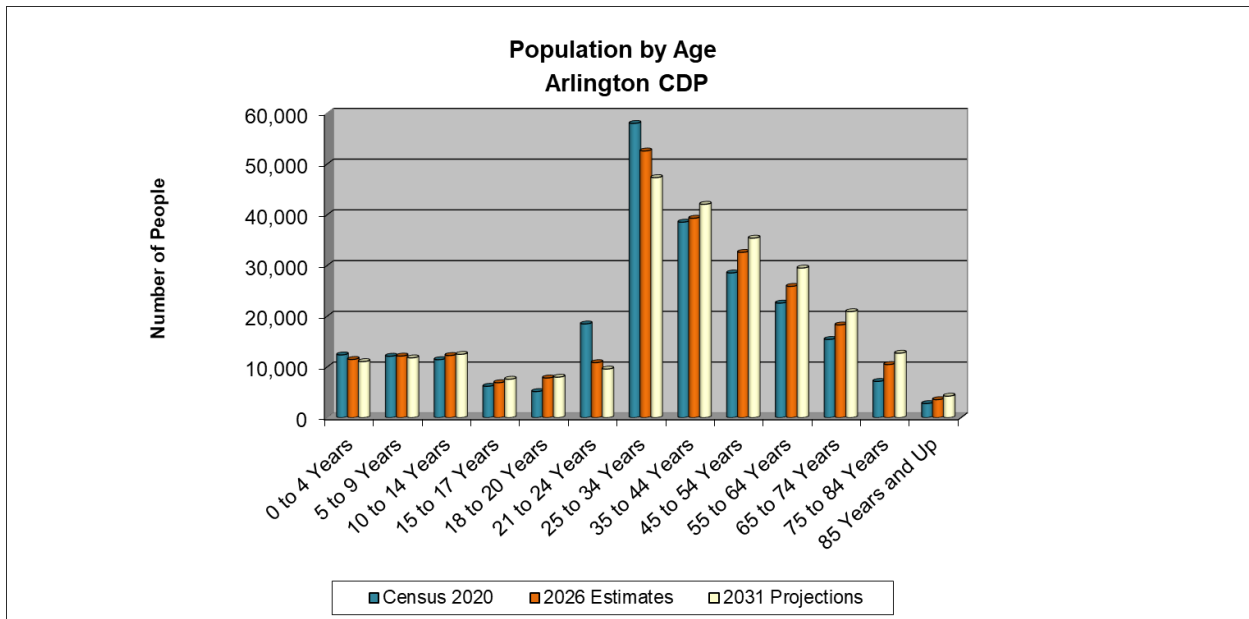
Source: Claritas; Ribbon Demographics



The total population in the market area has been increasing at a generally similar rate as the population for the CDP of Arlington. The following tables show the changes in population for Arlington.

Arlington CDP Population by Age & Sex											
Census 2020				Current Year Estimates - 2026				Five-Year Projections - 2031			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	6,329	6,035	12,364	0 to 4 Years	5,834	5,637	11,471	0 to 4 Years	5,643	5,402	11,045
5 to 9 Years	6,292	5,813	12,105	5 to 9 Years	6,210	5,925	12,135	5 to 9 Years	5,990	5,794	11,784
10 to 14 Years	5,814	5,615	11,429	10 to 14 Years	6,336	5,912	12,248	10 to 14 Years	6,386	6,094	12,480
15 to 17 Years	3,125	3,057	6,182	15 to 17 Years	3,573	3,316	6,889	15 to 17 Years	3,914	3,663	7,577
18 to 20 Years	2,601	2,544	5,145	18 to 20 Years	3,966	3,852	7,818	18 to 20 Years	4,088	3,889	7,977
21 to 24 Years	8,791	9,675	18,466	21 to 24 Years	5,494	5,345	10,839	21 to 24 Years	4,991	4,585	9,576
25 to 34 Years	28,858	29,137	57,995	25 to 34 Years	26,784	25,778	52,562	25 to 34 Years	24,336	22,972	47,308
35 to 44 Years	19,017	19,510	38,527	35 to 44 Years	19,757	19,544	39,301	35 to 44 Years	21,144	20,905	42,049
45 to 54 Years	14,310	14,209	28,519	45 to 54 Years	16,188	16,394	32,582	45 to 54 Years	17,310	18,073	35,383
55 to 64 Years	11,267	11,311	22,578	55 to 64 Years	13,308	12,566	25,874	55 to 64 Years	14,782	14,705	29,487
65 to 74 Years	7,256	8,161	15,417	65 to 74 Years	8,913	9,355	18,268	65 to 74 Years	10,443	10,451	20,894
75 to 84 Years	3,186	3,956	7,142	75 to 84 Years	4,765	5,702	10,467	75 to 84 Years	5,769	6,937	12,706
85 Years and Up	<u>1,015</u>	<u>1,759</u>	2,774	85 Years and Up	<u>1,360</u>	<u>2,188</u>	3,548	85 Years and Up	<u>1,653</u>	<u>2,581</u>	4,234
Total	117,861	120,782	238,643	Total	122,488	121,514	244,002	Total	126,449	126,051	252,500
62+ Years	n/a	n/a	31,129	62+ Years	n/a	n/a	39,249	62+ Years	n/a	n/a	45,962
Median Age:			34	Median Age:			37.3	Median Age:			39.4

Source: Claritas; Ribbon Demographics



Source: Claritas; Ribbon Demographics



Housing Market

The demand for additional housing in a market area is a function of population growth, household formations and, also, a replacement of units lost through demolition and extreme obsolescence. Also, within the overall demand are segments of the market asking for more or less expense (related to income) and for ownership or rental.

Some of the demand has been, or will be, satisfied by units which have been built, or will be built, by the time the project is renting. The difference between demand and supply, the residual, is the total market of which the project's market will be a share.

The "tenure" of existing housing will be examined first as a guide to the future proportion of ownership and rentals; then characteristics of the housing stock will be noted.

The most important analysis is that of demand, supply and residual demand which follows. Its product is the number of type rental units which will be demanded.

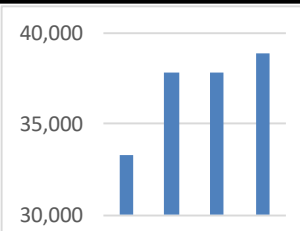
Tenure

The percentage of renters in the market area in 2026 is 63.2 percent, the percentage of renters in the CDP of Arlington in 2026 is 62.1 percent. Household estimates and projections are based on the most recent data from Claritas and Ribbon Demographics.

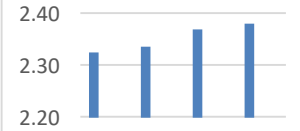
Market Area

Total Households

Census 2010	33,286	
Census 2020	37,851	
Current Year Estimates 2026	37,907	
Five-Year Projections 2031	38,881	
<i>Change 2010 - 2020</i>	<i>4,565</i>	<i>13.7%</i>
<i>Estimated Change 2020 - 2026</i>	<i>56</i>	<i>0.1%</i>
<i>Projected Change 2026 - 2031</i>	<i>974</i>	<i>2.6%</i>



Average Household Size 2010	2.32
Average Household Size 2020	2.34
Average Household Size 2026	2.37
Average Household Size 2031	2.38



Households by Tenure

2020 Owner	14,035	37.1%
2020 Renter	23,816	62.9%
2026 Owner	13,947	36.8%
2026 Renter	23,960	63.2%
2031 Owner	14,222	36.6%
2031 Renter	24,659	63.4%

Source: Claritas; Ribbon Demographics

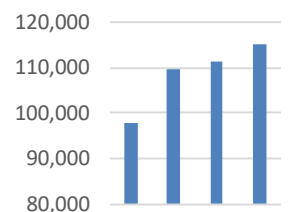
Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Arlington CDP

Total Households

Census 2010	98,059	
Census 2020	109,912	
Current Year Estimates 2026	111,324	
Five-Year Projections 2031	115,047	
<i>Change 2010 - 2020</i>	<i>11,853</i>	<i>12.1%</i>
<i>Estimated Change 2020 - 2026</i>	<i>1,412</i>	<i>1.3%</i>
<i>Projected Change 2026 - 2031</i>	<i>3,723</i>	<i>3.3%</i>



Average Household Size 2010	2.09
Average Household Size 2020	2.14
Average Household Size 2026	2.17
Average Household Size 2031	2.17



Households by Tenure

2020 Owner	42,554	38.7%
2020 Renter	67,358	61.3%
2026 Owner	42,176	37.9%
2026 Renter	69,148	62.1%
2031 Owner	42,937	37.3%
2031 Renter	72,110	62.7%

Source: Claritas; Ribbon Demographics



Rent Overburdened Households

According to the Comprehensive Housing Affordability Strategy (CHAS) published by the Office of Policy Development and Research, in 2022 (the most recent data available), there were 5,445 renter-occupied households in the county with incomes greater than 30 percent and less than or equal to 50 percent that are considered rent overburdened. The rent overburdened households represent 91.1 percent of the households in the county with incomes greater than 30 percent and less than or equal to 50 percent. The percentage of rent-overburdened households was used in the demand analysis to calculate the number of households within the subject's income range that are rent-overburdened.

Income by Cost Burden (Renters only)	Cost burden > 30%	Cost burden > 50%	Total
Household Income <= 30% HAMFI	7,065	6,580	9,480
Household Income >30% to <=50% HAMFI	5,445	2,755	5,980
Household Income >50% to <=80% HAMFI	3,645	930	4,865
Household Income >80% to <=100% HAMFI	3,220	415	5,905
Household Income >100% HAMFI	3,230	65	37,815
Total	22,605	10,745	64,045

Source: CHAS 2018-2022 American Community Survey

Substandard Households

According to the Comprehensive Housing Affordability Strategy (CHAS) published by the Office of Policy Development and Research, in 2022 (the most recent data available), there were 24,670 renter-occupied households in the county with at least one of the four following housing problems: incomplete kitchen facilities, incomplete plumbing facilities, more than one person per room and cost burden greater than 30 percent. This data includes rent-overburdened households which have already been addressed. Therefore, it is necessary to remove the rent-overburdened households from the data to determine the remaining substandard households. The previous table indicates there are 5,980 total rent overburdened households with incomes greater than 30 percent and less than or equal to 50 percent. These 5,980 households that were rent-overburdened were subtracted from the 24,670 households that are substandard. The result of 18,690 households represents 29.2 percent of the total renter households in the county. The percentage of substandard households was used in the demand analysis to calculate the number of households within the subject's income range that are considered substandard.

Housing Problems Overview	Owner	Renter	Total
Household Has At Least 1 of 4 Housing Problems	8,600	24,670	33,270
Household Has None of 4 Housing Problems or Cost Burden Not Available, No Other Problems	38,240	39,375	77,615
Total	46,840	64,045	110,885

Source: CHAS 2018-2022 American Community Survey



Income Eligibility Analysis

Renter Households						
All Age Groups						
Year 2026 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	697	152	102	96	64	1,111
\$10,000-20,000	842	222	88	89	68	1,309
\$20,000-30,000	622	158	109	167	108	1,164
\$30,000-40,000	440	221	276	201	129	1,267
\$40,000-50,000	571	246	115	210	157	1,299
\$50,000-60,000	476	168	153	132	145	1,074
\$60,000-75,000	842	237	242	235	160	1,716
\$75,000-100,000	1,467	691	282	367	161	2,968
\$100,000-125,000	777	1,080	281	265	149	2,552
\$125,000-150,000	491	1,066	163	198	237	2,155
\$150,000-200,000	711	1,357	596	262	179	3,105
\$200,000+	<u>955</u>	<u>1,292</u>	<u>1,108</u>	<u>651</u>	<u>234</u>	<u>4,240</u>
Total	8,891	6,890	3,515	2,873	1,791	23,960

Source: Claritas and Ribbon Demographics

Owner Households						
All Age Groups						
Year 2026 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	115	37	10	12	14	188
\$10,000-20,000	139	65	22	22	35	283
\$20,000-30,000	93	32	22	33	36	216
\$30,000-40,000	220	56	22	58	21	377
\$40,000-50,000	210	97	29	28	30	394
\$50,000-60,000	85	107	78	27	11	308
\$60,000-75,000	308	83	34	126	34	585
\$75,000-100,000	395	297	55	94	55	896
\$100,000-125,000	433	303	40	135	130	1,041
\$125,000-150,000	306	334	84	107	156	987
\$150,000-200,000	534	726	229	140	259	1,888
\$200,000+	<u>941</u>	<u>2,623</u>	<u>1,295</u>	<u>1,424</u>	<u>501</u>	<u>6,784</u>
Total	3,779	4,760	1,920	2,206	1,282	13,947

Source: Claritas and Ribbon Demographics



Renter Households						
All Age Groups						
Year 2031 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	660	139	97	74	53	1,023
\$10,000-20,000	781	205	77	80	69	1,212
\$20,000-30,000	618	165	94	141	76	1,094
\$30,000-40,000	408	190	234	180	105	1,117
\$40,000-50,000	434	218	94	210	150	1,106
\$50,000-60,000	599	170	145	211	174	1,299
\$60,000-75,000	734	212	215	226	158	1,545
\$75,000-100,000	1,374	656	233	338	180	2,781
\$100,000-125,000	831	959	279	266	132	2,467
\$125,000-150,000	532	1,057	165	208	227	2,189
\$150,000-200,000	785	1,439	603	310	210	3,347
\$200,000+	<u>1,305</u>	<u>1,717</u>	<u>1,381</u>	<u>772</u>	<u>304</u>	5,479
Total	9,061	7,127	3,617	3,016	1,838	24,659

Source: Claritas and Ribbon Demographics

Owner Households						
All Age Groups						
Year 2031 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	109	30	18	17	13	187
\$10,000-20,000	125	61	20	29	30	265
\$20,000-30,000	96	36	14	28	23	197
\$30,000-40,000	184	40	33	42	27	326
\$40,000-50,000	151	95	26	39	22	333
\$50,000-60,000	94	123	68	35	24	344
\$60,000-75,000	265	86	25	87	42	505
\$75,000-100,000	345	269	47	84	58	803
\$100,000-125,000	381	313	40	112	116	962
\$125,000-150,000	305	306	72	92	168	943
\$150,000-200,000	526	639	189	133	216	1,703
\$200,000+	<u>1,170</u>	<u>2,965</u>	<u>1,378</u>	<u>1,529</u>	<u>612</u>	7,654
Total	3,751	4,963	1,930	2,227	1,351	14,222

Source: Claritas and Ribbon Demographics



The subject's units are most suitable for households with one to three persons between \$31,611 and \$119,600. Income is a key characteristic in analyzing housing markets. The previous pages show household incomes for the Market Area for all renter and owner households in 2026 and 2031. However, this analysis is primarily concerned with target incomes of renters as shown in the following table:

INCOME-ELIGIBLE RENTER HOUSEHOLDS					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$922	\$31,611	\$119,600	41.2%	7,952
All Unit Types (30%)	\$922	\$31,611	\$44,850	6.4%	1,238
All Unit Types (50%)	\$1,344	\$46,080	\$74,750	12.8%	2,461
All Unit Types (60%)	\$1,519	\$52,080	\$89,700	17.6%	3,387
All Unit Types (80%)	\$1,424	\$48,823	\$119,600	32.9%	6,344
1 BR (30%)	\$922	\$31,611	\$39,870	3.5%	546
1 BR (50%)	\$1,344	\$46,080	\$66,450	9.1%	1,428
1 BR (60%)	\$1,519	\$52,080	\$79,740	12.7%	1,998
1 BR (80%)	\$1,424	\$48,823	\$106,320	28.2%	4,447
2 BR (30%)	\$1,107	\$37,954	\$44,850	2.7%	277
2 BR (50%)	\$1,567	\$53,726	\$74,750	6.5%	672
2 BR (60%)	\$1,860	\$63,771	\$89,700	8.9%	931
2 BR (80%)	\$2,046	\$70,149	\$119,600	21.1%	2,195

Source: Claritas; Ribbon Demographics and HUD

Target incomes for the different unit types are derived by the analyst. For the low end of the range, the lowest rent charged in an income limit (i.e., 30% AMI) for a unit is divided by 35 percent. The resulting number is then multiplied by 12 to derive an annual income ($\$922 / 35\% = \$2,634.29 \times 12 = \$31,611$). This process is based on the premise that a tenant should not pay more than 35 percent of his annual income on rent.

For the high end of the range, the analyst consults the income limits set by the state housing authority. If the largest unit in an income limit (i.e., 80% AMI) is a two-bedroom unit, the analyst utilizes the three-person households to find how many people could reside in that unit. The analyst then consults the state income limits to set the high end of the range (2 bedroom x 1.5 = 3 people/unit; therefore, the 80% 3-person maximum income would be used).

The following table shows the maximum income limits at each income level as determined by the U.S. Department of Housing and Urban Development.

LIHTC INCOME LIMITS				
Person in Households	30%	50%	60%	80%
1	\$34,890	\$58,150	\$69,780	\$93,040
2	\$39,870	\$66,450	\$79,740	\$106,320
3	\$44,850	\$74,750	\$89,700	\$119,600
4	\$49,830	\$83,050	\$99,660	\$132,880
5	\$53,820	\$89,700	\$107,640	\$143,520
6	\$57,810	\$96,350	\$115,620	\$154,160

Source: HUD

VII. DEVELOPMENT-SPECIFIC DEMAND ANALYSIS



Sources of Demand

The potential tenants for the rehabilitated development include households who now live within the market area. It will appeal to potential tenants who have adequate incomes to pay the proposed rents and find the development more attractive in terms of price, unit features and project amenities than other available rental units. It also will attract households that the market area gains between now and when the development is ready for occupancy.

Required Unit Mix

The LIHTC program is based on the premise that 1.5 persons per bedroom will occupy rental units. We expect that 25 percent of one-person households will occupy efficiency units. We expect that 75 percent of one-person households and 25 percent of two-person households will occupy the one-bedroom units. We expect that 75 percent of the two-person households; and 50 percent of three-person households will occupy two-bedroom units. We expect that 50 percent of the three-person households; 90 percent of the four-person households and 90 percent of the five-person households will occupy the three-bedroom units. Ten percent (10%) of four-person households and ten percent of households with five person or more will occupy units with four or more bedrooms.

The following table illustrates the ratio of units required by each household size. These occupancy patterns suggest that efficiency units should account for 9.3 percent of the renter housing demand; one-bedroom units should account for 35.0 percent; two-bedroom units should account for 28.9 percent; three-bedroom units should account for 24.9 percent, and units with four or more bedrooms should account for 1.9 percent of the renter housing demand in the market area.

RENTAL HOUSING DEMAND BY NUMBER OF BEDROOMS						
HOUSEHOLD SIZE	0 BR	1 BR	2 BR	3 BR	4 BR	TOTAL
1 Person	2,223	6,668	0	0	0	8,891
2 Persons	0	1,723	5,168	0	0	6,890
3 Persons	0	0	1,758	1,758	0	3,515
4 Persons	0	0	0	2,586	287	2,873
5 or More Persons	0	0	0	1,612	179	1,791
TOTAL	2,223	8,391	6,925	5,955	466	23,960
PERCENT	9.3%	35.0%	28.9%	24.9%	1.9%	100.0%

Source: Claritas; Ribbon Demographics

Eligible Households

Landlords evaluate a potential tenant's income and credit to decide if applicant can pay the required rents. Commercial underwriters and owners of conventional market rate developments generally require that the monthly contract rent should not exceed one-third of a tenant's income. This is increased to 35 percent for tenants in the LIHTC program.

The subject's units are most suitable for households with one to three persons with annual incomes between \$31,611 and \$119,600. Households with one to three persons account for approximately 80.5 percent of market area renters. Income is a key characteristic in analyzing housing markets. The following table shows the income-eligible renter households by percent AMI and bedroom type:

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



INCOME-ELIGIBLE RENTER HOUSEHOLDS					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$922	\$31,611	\$119,600	41.2%	7,952
All Unit Types (30%)	\$922	\$31,611	\$44,850	6.4%	1,238
All Unit Types (50%)	\$1,344	\$46,080	\$74,750	12.8%	2,461
All Unit Types (60%)	\$1,519	\$52,080	\$89,700	17.6%	3,387
All Unit Types (80%)	\$1,424	\$48,823	\$119,600	32.9%	6,344
1 BR (30%)	\$922	\$31,611	\$39,870	3.5%	546
1 BR (50%)	\$1,344	\$46,080	\$66,450	9.1%	1,428
1 BR (60%)	\$1,519	\$52,080	\$79,740	12.7%	1,998
1 BR (80%)	\$1,424	\$48,823	\$106,320	28.2%	4,447
2 BR (30%)	\$1,107	\$37,954	\$44,850	2.7%	277
2 BR (50%)	\$1,567	\$53,726	\$74,750	6.5%	672
2 BR (60%)	\$1,860	\$63,771	\$89,700	8.9%	931
2 BR (80%)	\$2,046	\$70,149	\$119,600	21.1%	2,195

Source: Claritas; Ribbon Demographics and HUD

Penetration Rate

There are four competitive developments in the pipeline located market area. Whitefield Commons was awarded in 2020 for the rehabilitation of an existing family LIHTC development that contains 67 units. The property offers one, two, and three-bedroom units at 50 and 60 percent of the area median income. This property is currently existing and is competitive with the subject. Arlington View Terrace Apartments was allocated tax credits in 2020 for the new construction of a 77-unit family development that features studio, one, two, and three-bedroom units restricted at 30, 50, and 60 percent of AMI. This property is currently fully occupied. Therefore, the development has been removed from the demand analysis. Goodwill 9 was allocated tax credits in 2024 for the new construction of 63-unit family development featuring efficiency, one, and two-bedroom units restricted at 30 and 60 percent of the AMI. All units at the development will be competitive with the subject upon completion. The first phase of the subject was awarded tax credits in 2025 for the construction of 47 one, two, and three-bedroom units restricted at 30, 40, 50, and 60 percent of the area median income and were included in the demand analysis.

Additionally, there are currently 48 vacant competing units in the market area. The subject is a proposed LIHTC development. Upon completion, the property will be LIHTC at 30, 50, 60, and 80 percent of the area median income. Therefore, the total affordable inventory would be 379 units. The chart below indicates a penetration rate of 4.8 percent for the market area.

REQUIRED PENETRATION RATE	
Income-Eligible Renter Households	7,952
Existing Vacant LIHTC Units	48
LIHTC Units Planned	177
Proposed Units in Subject	154
Total Inventory	379
Penetration Rate	4.8%

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Demand Analysis

The following table contains the summary demand estimates for the subject's units.

REQUIRED NET DEMAND					
	All Units @ 30% (\$31,611 - \$44,850)	All Units @ 50% (\$46,080 - \$74,750)	All Units @ 60% (\$52,080 - \$89,700)	All Units @ 80% (\$48,823 - \$119,600)	Project Total (\$31,611 - \$119,600)
Income Restrictions:					
Demand from New Household Growth					
New Rental Households	18	35	49	91	115
PLUS					
Existing Households - Rent Overburdened	1,127	2,241	3,084	5,776	7,241
PLUS					
Existing Households - Substandard Housing	361	718	988	1,851	2,321
PLUS					
Existing Qualifying Tenants Likely to Remain After Renovation	0	0	0	0	0
EQUALS					
Total Demand	1,506	2,995	4,121	7,719	9,676
MINUS					
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	36	63	126	0	225
EQUALS					
NET DEMAND	1,470	2,932	3,995	7,719	9,451
Units at Subject	25	41	31	57	154
Capture Rate	1.7%	1.4%	0.8%	0.7%	1.6%
ABSORPTION PERIOD					
	1-2 Months	2-3 Months	2-3 Months	3-4 Months	6-7 Months
CAPTURE RATE					
	All Units @ 30% (\$31,611 - \$44,850)	All Units @ 50% (\$46,080 - \$74,750)	All Units @ 60% (\$52,080 - \$89,700)	All Units @ 80% (\$48,823 - \$119,600)	Project Total (\$31,611 - \$119,600)
All Units at Subject	1.7%	1.4%	0.8%	0.7%	1.6%

*See Page 88 for absorption period explanation.



Demand Analysis Summary

New Rental Households: The demand from new renter household growth is calculated by taking the new rental households projected between 2026 and 2031 divided by five years and then multiplying by one year since the rehabilitation will be complete in two years. This resulted in a new renter household growth total of 139 households. The new renter household growth number of 139 was then multiplied by the percent of income qualified tenants in the market area ($139 \times 41.2\% = 57.3$), then by the forecast period ($57.3 \times 2 = 115$). The subject will attract tenants with incomes between \$31,611 and \$119,600. The demand for new household growth is 115 for all units.

Existing Households – Rent Overburdened: The total number of income-eligible households is 7,952. The percent overburdened percentage of 91.1 percent determined on Page 80 was applied to this number to derive the existing households – rent overburdened shown on the demand chart on the previous page.

Existing Households – Substandard Housing: The total number of income-eligible households is 7,952. The percent of substandard households as determined on Page 80 was applied to this number to derive the substandard households as shown on the demand chart on the previous page.

Existing Qualifying Tenants Likely to Remain After Renovation: The subject is a proposed development. Current tenants have not been accounted for in the analysis.

Supply: Whitefield Commons was awarded in 2020 for the rehabilitation of an existing family LIHTC development that contains 67 units. The property offers one, two, and three-bedroom units at 50 and 60 percent of the area median income. This property is currently existing and is competitive with the subject. Arlington View Terrace Apartments was allocated tax credits in 2020 for the new construction of a 77-unit family development that features studio, one, two, and three-bedroom units restricted at 30, 50, and 60 percent of AMI. This property is currently fully occupied. Therefore, the development has been removed from the demand analysis. Goodwill 9 was allocated tax credits in 2024 for the new construction of 63-unit family development featuring efficiency, one, and two-bedroom units restricted at 30 and 60 percent of the AMI. All units at the development will be competitive with the subject upon completion. The first phase of the subject was awarded tax credits in 2025 for the construction of 47 one, two, and three-bedroom units restricted at 30, 40, 50, and 60 percent of the area median income and were included in the demand analysis. Additionally, there are currently 48 vacant competing units in the market area. Therefore, a total of 225 units were subtracted from the supply.

Total Net Demand and Conclusion: The market shows a net demand of 9,451 for all units. The subject is an existing LIHTC development that is currently 73.4 percent occupied and is currently holding units vacant as the subject is expected to undergo rehabilitation. After rehabilitation, the property will be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. However, the analysis was completed as if all units were vacant. The capture rate is 1.6 percent, which is considered good. Additionally, existing waiting lists and high occupancy rates of LIHTC properties in the market area as well as the current population and household growth and stable economic factors also provide stability for the subject to enter the market area. Therefore, it is the belief of the analyst that the property will be viable within the market area and would be so even if it were entirely vacant. It is believed that the property will meet the demand for affordable housing in the market area.



Absorption Period: The subject is an existing LIHTC development that is currently 73.4 percent occupied. Upon renovation, the property will be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The rehabilitation of the development will not displace any tenants. However, the absorption rate analysis was conducted as though the property were vacant. After researching the vacancy rates of the existing units in the area, it is firmly believed that the subject property will satisfy a portion of the continued demand for the units within the market. Based on information concerning the vacancy rates and amount of time it takes to fill vacancies, it is estimated that a 93 percent occupancy level can be achieved in two to three months. Interviews with apartment managers substantiate the absorption rate. It is believed that the existing development could absorb 20 to 25 units per month; therefore, the subject would reach a stable occupancy level within six to seven months if entirely vacant.

Capture Rate Analysis

The following table shows the capture rates for the rehabilitated development.

CAPTURE RATE					
Income Restrictions:	All Units @ 30%	All Units @ 50%	All Units @ 60%	All Units @ 80%	All Units
Project Wide Capture Rate	1.7%	1.4%	0.8%	0.7%	1.6%
Project Wide Absorption Rate	1-2 Months	2-3 Months	2-3 Months	3-4 Months	6-7 Months

The market shows a net demand of 9,451 households for all units. The subject is an existing LIHTC development that is currently 73.4 percent occupied, with 41 vacant units. As complete, the property will be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. The capture rate is 1.6 percent, which is considered to be good. In addition, the existing LIHTC properties have high occupancy rates, and the majority maintain waiting lists. Also, the population and households in the market are projected to grow through 2031, and there is economic growth in the region. Therefore, it is the belief of the analysts that the property will continue to be viable within the market area. Consequently, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for rental units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

VIII. COMPETITIVE ENVIRONMENT



Housing Profile

Market Area Overview

The rental housing stock in the market area is comprised of single-family homes as well as market-rate and restricted apartment complexes. The majority of the housing stock was built in the 1940s and 1990s.

Housing Inventory

From 2010 through March 2026, permit-issuing jurisdictions in Arlington reported a total of 27,059 single-family and multifamily dwelling permits. Multifamily units were estimated at 86.7 percent of the planned construction activity.

BUILDING PERMITS ISSUED			
YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2010	286	589	875
2011	193	1,752	1,945
2012	156	2,051	2,207
2013	204	730	934
2014	229	1,931	2,160
2015	245	407	652
2016	334	1,580	1,914
2017	184	2,700	2,884
2018	206	2,550	2,756
2019	161	582	743
2020	294	259	553
2021	226	3,097	3,323
2022	205	1,672	1,877
2023	220	1,054	1,274
2024	190	431	621
2025	224	1,085	1,309
2026*	33	999	1,032
TOTAL	3,590	23,469	27,059

*Preliminary Numbers through March 2026

Source: SOCDS

Projects Planned or Under Construction

According to Virginia Housing, there have been four developments awarded tax credits in the market since 2020 which are detailed below:

- Whitefield Commons was awarded in 2020 for the rehabilitation of an existing family LIHTC development that contains 67 units. The property offers one, two, and three-bedroom units at 50 and 60 percent of the area median income. This property is competitive with the subject.
- Arlington View Terrace Apartments was allocated tax credits in 2020 for the new construction of a 77-unit family development that features studio, one, two, and three-bedroom units restricted at 30, 50, and 60 percent of AMI. Note this property has been selected as a comparable and directly competes with the subject.
- Goodwill 9 was allocated tax credits in 2024 for the new construction of 63-unit family development featuring efficiency, one, and two-bedroom units restricted at 30 and 60 percent of the AMI. Therefore, all units at the development will be competitive with the subject upon completion.
- Barcroft New Construction Phase I was awarded tax credits in 2025 for the new construction of a 43-unit family development featuring one, and two-bedroom units restricted at 30, 40, 50, and 60 percent of the AMI. This is the first phase of the subject, and both phases will operate as one upon completion.



Unit Condition

The market area's rental housing stock is in varying condition. Overall, the developments are well maintained.

Housing Units

The following tables show significant characteristics of the market area's housing stock in 2026. According to Claritas and Ribbon Demographics, there are 40,884 total housing units in the market area, 37,907 of which are occupied. There are 13,947 owner-occupied households and 23,960 renter-occupied households for 2026. In addition, there are 2,977 total vacant housing units in the market area.

Market Area Housing Unit Summary		
Current Year Estimates - 2026		
	Number	Percent
Housing Units	40,884	100.0%
Vacant Housing Units	2,977	7.3%
Renter-Occupied	23,960	63.2%
Owner-Occupied	<u>13,947</u>	<u>36.8%</u>
Total Occupied:	37,907	100.0%

Source: Ribbon Demographics; Claritas

Age of Rental Units

In 2026, there are 4,364 households constructed prior to 1939. According to Claritas and Ribbon Demographics, 6,173 households were built in 2010 or later.

Market Area Housing Units by Year Structure Built		
Current Year Estimates - 2026		
Year	Number	Percent
2020 or Later	1,515	3.7%
2010 - 2019	4,658	11.4%
2000 - 2009	3,176	7.8%
1990 - 1999	2,573	6.3%
1980 - 1989	3,998	9.8%
1970 - 1979	4,365	10.7%
1960 - 1969	5,671	13.9%
1950 - 1959	4,766	11.7%
1940 - 1949	5,798	14.2%
1939 or Earlier	<u>4,364</u>	<u>10.7%</u>
Total:	40,884	100.0%

Source: Ribbon Demographics; Claritas



Unit Types

In 2026 there were 15,508 single-family housing units, 25,294 multifamily housing units and 82 mobile homes or other housing in the market area.

Market Area		
Housing Units by Units in Structure		
Current Year Estimates - 2026		
Unit	Number	Percent
I Unit Detached	10,172	24.9%
I Unit Attached	5,336	13.1%
2 Units	505	1.2%
3 to 4 Units	2,344	5.7%
5 to 19 Units	7,502	18.3%
20 to 49 Units	1,562	3.8%
50 or More Units	13,381	32.7%
Mobile Home	82	0.2%
Other	0	0.0%
Total:	40,884	100.0%

Source: Ribbon Demographics; Claritas

Unit Size

The average size of the units in the surveyed developments is 715 square feet for one-bedroom units, and 958 square feet for two-bedroom units. The subject's one and two-bedroom units sizes are within the comparable range and below the market average. There is limited supply of existing four-bedroom units in the market. Further, the subject and the comparables in the market area maintain high occupancy rates, and all of the affordable developments maintain waiting lists. As such, it is believed the subject's unit sizes will continue to be competitive in this market.

AVERAGE APARTMENT SIZE OF COMPARABLE APARTMENTS					
Unit Type	COMPARABLES			Subject (SF)	Subject's Advantage
	Minimum (SF)	Maximum (SF)	Average (SF)		
1 BR	448	1,120	715	645	-9.8%
2 BR	678	1,425	958	740	-22.8%

Source: Gill Group Field Survey



Rental Vacancy Rates

According to RealtyRates.com Market Survey, the vacancy rate for the region in 2024 ranged from 5.2 percent to 5.5 percent, with an average 5.5 percent. In 2025, the vacancy rate ranged from 5.4 to 6.9 percent with an average of 5.8 percent. The vacancy rate in the first quarter of 2026 was 8.0 percent.

REALTY RATES MARKET SURVEY - REGIONAL VACANCY RATES			
QUARTER	2024	2025	2026
1st Quarter	5.2%	5.5%	8.0%
2nd Quarter	5.3%	5.4%	
3rd Quarter	5.5%	5.5%	
4th Quarter	5.5%	6.9%	

Source: RealtyRates.com Market Survey, South Atlantic Region

Vacancy Analysis

The vacancy rate for affordable housing units in the market area is 3.4 percent. The following table shows the vacancy rates for all affordable housing verified in the market area, including the subject. It should be noted that management for the subject is currently holding units offline due to expected renovations. Excluding the subject's units, the affordable comparable vacancy rate is 2.0 percent. Additionally, eight of the affordable comparables maintain waiting lists. Four properties reported extensive waiting lists that exceed 100 applicants or a six-month wait time.

AFFORDABLE HOUSING VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Barcroft RA2 & RA3	154	41	26.6%
Arlington Mill Residences	122	2	2.0%
Buchanan Gardens	111	2	2.0%
Columbia Grove Apartments	208	2	1.0%
Knightsbridge Apartments	37	0	0.0%
Quebec Apartments	172	0	0.0%
Monterey Apartments	109	2	2.0%
The Fields of Arlington	198	6	3.0%
Ballston Park Apartments	233	5	2.0%
The Shelton	92	5	5.0%
Gates of Ballston	468	14	3.0%
Grandview Apartments	266	0	0.0%
Murraygate Village	200	4	2.0%
Stonegate Village Apartments	236	6	2.5%
Totals	2,606	89	3.4%



The current vacancy rate in surveyed market-rate apartment complexes surveyed is 2.7 percent. The following table shows the vacancy rates for each conventional property verified in the area.

MARKET VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Columbia Park	178	4	2.0%
Ballston Park Apartments	279	6	2.0%
Dorchester Towers	260	3	1.0%
Infinity Apartments	227	11	5.0%
Myerton Apartments	102	2	2.0%
Park Georgetown	202	14	7.0%
Sheffield Court Apartments	597	30	5.0%
The Whitmore	219	2	1.0%
Westmont Gardens Apartments	249	2	1.0%
Dorchester Apartments	391	4	1.0%
Arrive 2801 Apartments	575	12	2.0%
Totals	3,279	90	2.7%

The surveyed comparables reported an overall rental vacancy rate of 3.0 percent. Of the 5,885 total units verified, 179 were vacant. It should be noted that management for the subject is currently holding units offline due to expected renovations. Excluding the subject's units, the overall vacancy rate is 2.4 percent.

Lease Terms and Concessions

The typical lease is twelve months. At the time of the writing of this report, two market-rate properties were offering lease concessions. Sheffield Court was offering \$500 off first month's rent on select units for 12-month leases and Infinity Apartments was offering two months of free rent.

Likely Impact of Rehabilitated Development on Rental Occupancy Rates

The proposed rehabilitation of the existing LIHTC development will not have an adverse impact on the market area. It's one and two-bedrooms will be suitable in the market. Therefore, the rehabilitation of the project is unlikely to materially impact the existing properties in the market area which also exhibit strong occupancy rates.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Comparable Profile Pages

Multi-Family Lease No. 1



Property Identification

Record ID 16526
Property Type Walk-Up
Property Name Park Georgetown
Address 2100 North Pierce Street, Arlington, Arlington County, Virginia 22209
Market Type Market
Verification Chris; 833-933-2693, December 02, 2025

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
Efficiency	4	500	\$1,812	\$3.62
Efficiency	2	824	\$2,425	\$2.94
1/1	44	609	\$1,909	\$3.13
1/1	48	648	\$2,140	\$3.30
2/1	62	766	\$2,499	\$3.26
2/1	42	910	\$2,627	\$2.89

Occupancy 93%
Rent Premiums Y
Total Units 202
Unit Size Range 500 - 910
Avg. Unit Size 729
Monthly Rent Range \$1,812 - \$2,627
Avg. Rent/Unit \$2,297
Avg. Rent/SF \$3.15

SF 147,260

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Physical Data

No. of Buildings	8
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	3, 4
Utilities with Rent	Water, Sewer, Trash Collection, Flat Fee
Parking	L/O
Year Built	1953/2000
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

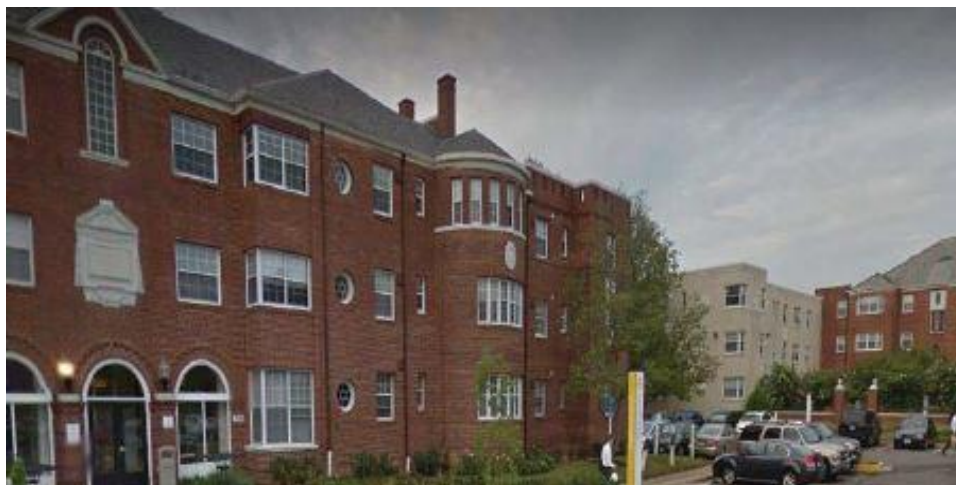
Refrigerator, Range/Oven, Garbage Disposal, Microwave, Dishwasher, Washer (Select), Dryer (Select), Vinyl, Wood, Ceramic Tile, Blinds, Ceiling Fans, Walk-In Closet, Coat Closet, Balcony, Patio, Exercise Room, Picnic Area, Package Receiving, Extra Storage (\$25-\$50), Laundry Facility, On-Site Management, On-Site Maintenance, Bike Share, Stainless Steel Appliances (Select), Granite Countertops (Select)

Remarks

The property does not maintain an active waiting list. The annual turnover rate was not disclosed. The complex charges a flat rate fee for water and sewer services of \$43 per month for all unit types, and \$6 per month for trash collection services for all unit types.



Multi-Family Lease No. 2



Property Identification

Record ID 16528
Property Type Walk-Up
Property Name Sheffield Court Apartments
Address 701 North Wayne Street, Arlington, Arlington County, Virginia 22201
Market Type Market
Verification Angelina; 703-527-7700, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
Efficiency	128	362	\$1,630	\$4.50
Efficiency		400	\$1,745	\$4.36
Efficiency	190	530	\$1,869	\$3.53
Efficiency		532	\$1,745	\$3.28
1/1	232	530	\$1,820	\$3.43
1/1		650	\$1,904	\$2.93
1/1	47	693	\$1,913	\$2.76
1/1		700	\$1,865	\$2.66
1/1		812	\$2,117	\$2.61
2/1		867	\$2,807	\$3.24
Occupancy	95%			
Rent Premiums	Y			
Total Units	597			
Unit Size Range	362 - 867			
Avg. Unit Size	507			
Monthly Rent Range	\$1,630 - \$2,807			
Avg. Rent/Unit	\$1,802			
Avg. Rent/SF	\$3.56			
SF	350,185			

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Physical Data

No. of Buildings	37
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	3
Utilities with Rent	Water, Sewer, Trash Collection, Flat Fee
Parking	L/75, G/150
Year Built	1986/2019
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Dishwasher, Carpet, Vinyl, Wood (Select), Blinds, Balcony, Patio, Clubhouse, Meeting Room, Swimming Pool, Exercise Room, Biasness Center, Package Receiving, Dog Park, Car Wash Area, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Courtyard, Lounge, Stainless Steel Appliances (Select), Quartz Countertops (Select)

Remarks

The property does not maintain a waiting list. The property underwent a full remodel in 2019, and the units are updated as needed. The property is currently offering the following rental concession: Residents receive \$500 off the first's month rent on select units with the signing of a 12-month lease.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 3



Property Identification

Record ID 17340
Property Type Walk-Up
Property Name Westmont Gardens Apartments
Address 3860 Columbia Pike, Arlington, Arlington County, Virginia 22204
Market Type Market

Verification Denelso; 703-920-8809, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
1/1	84	720	\$1,780	\$2.47
1/1		720	\$1,900	\$2.64
2/1	67	950	\$2,180	\$2.29
2/1		950	\$2,215	\$2.33
2/1.5	68	960	\$2,245	\$2.34
2/1.5		960	\$2,280	\$2.38
3/2	30	1,200	\$2,810	\$2.34
3/2		1,200	\$2,850	\$2.38
Occupancy	99%			
Rent Premiums	N			
Total Units	249			
Unit Size Range	720 - 1,200			
Avg. Unit Size	905			
Monthly Rent Range	\$1,780 - \$2,850			
Avg. Rent/Unit	\$2,139			
Avg. Rent/SF	\$2.36			
SF	225,410			

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Physical Data

No. of Buildings	20
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	3
Utilities with Rent	Electricity, Water, Gas, Sewer, Trash Collection
Parking	L/0
Year Built	1960/1990
Condition	Average
Gas Utilities	Heating, Cooking, Hot Water
Electric Utilities	Cooling, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Swimming Pool, Exercise Room, Extra Storage, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Security Patrol, Sundeck, Bike Storage

Remarks

The property does not maintain a waiting list, and the annual turnover rate is 30 percent. The units are updated as needed.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 4



Property Identification

Record ID 35814
Property Type Elevator
Property Name Infinity Apartments
Address 955 South Columbus Street, Arlington, Arlington County, Virginia 22204
Market Type Market

Verification Wendy; 703-671-4990, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
Efficiency	1	385	\$1,420	\$3.69
1/1	92	790	\$1,750	\$2.22
1/1		790	\$1,775	\$2.25
1/1	4	808	\$1,743	\$2.16
1/1	4	865	\$1,750	\$2.02
1/1	28	917	\$1,850	\$2.02
1/1	5	938	\$1,836	\$1.96
2/1	55	1,043	\$2,000	\$1.92
2/1	22	1,051	\$2,291	\$2.18
2/1	10	1,118	\$2,223	\$1.99
3/2	6	1,383	\$2,886	\$2.09

Occupancy 95%
Rent Premiums Y

Total Units 227
Unit Size Range 385 - 1,383
Avg. Unit Size 925
Monthly Rent Range \$1,420 - \$2,886
Avg. Rent/Unit \$1,927
Avg. Rent/SF \$2.08



SF	210,088
<u>Physical Data</u>	
No. of Buildings	2
Construction Type	Brick
HVAC	PTAC Elec/PTAC Elec
Stories	5
Utilities with Rent	Trash Collection, Flat Fee
Parking	L/O, CP/99-150
Year Built	1959/2011
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet, Vinyl, Ceramic Tile, Blinds, Ceiling Fans, Swimming Pool, Exercise Room, Business Center, Package Receiving, Extra Storage (\$40), On-Site Management, On-Site Maintenance, Intercom Entry, Stainless Steel Appliances, Granite Countertops

Remarks

The property does not maintain a waiting list, and the annual turnover rate is 29 percent. There is a \$35 trash fee in addition to rent. The property is currently offering the following concession: Residents receive six-weeks free of rent on select units with the signing of a 12-month lease.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 5



Property Identification

Record ID 35816
Property Type Elevator
Property Name The Whitmore Apartments
Address 4301 Columbia Pike, Arlington, Arlington County, Virginia 22204
Market Type Market

Verification Laura; 703-485-8482, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
Efficiency	1	491	\$893	\$1.82
Efficiency	49	574	\$1,524	\$2.66
1/1	1	648		
1/1	40	852	\$2,056	\$2.41
1/1	11	956	\$2,067	\$2.16
1/1	1	989	\$2,015	\$2.04
1/1	14	1,021	\$2,198	\$2.15
2/1.5	52	1,138	\$2,462	\$2.16
2/1.5	26	1,158	\$2,538	\$2.19
2/2	14	1,230	\$2,533	\$2.06
3/2	10	1,487	\$2,899	\$1.95

Occupancy 99%
Rent Premiums N
Total Units 219
Unit Size Range 491 - 1,487
Avg. Unit Size 961
Avg. Rent/Unit \$2,154
Avg. Rent/SF \$2.24

SF 210,518

**Physical Data**

No. of Buildings	1
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	6
Utilities with Rent	Water, Sewer, Trash Collection
Parking	L/85-130
Year Built	1962/2008
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet, Wood, Blinds, Ceiling Fans, Walk-In Closet, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Extra Storage (\$30-50), Business Center, Package Receiving, On-Site Management, On-Site Maintenance, Intercom Entry, Bike Storage, Stainless Steel Appliances, Quartz Countertops

Remarks

The property does not maintain a waiting list. The annual turnover rate was not disclosed. The units are updated as tenants move out. The property offers package lockers for an additional fee of \$5 per month, and a one-time deposit of \$20. The property charges a one-time \$500 fee for access to amenities. Parking is \$80 per month for first come first serve, or \$130 per month for reserved parking spaces. Storage spaces are available for an additional fee ranging from \$30 to \$50 per month.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 6



Property Identification

Record ID 35819
Property Type Elevator
Property Name Dorchester Towers
Address 2001 Columbia Pike, Arlington, Arlington County, Virginia 22204
Market Type Market

Verification Ida; 703-574-2304, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
Efficiency	58	516	\$1,680	\$3.26
1/1	55	798	\$2,120	\$2.66
1/1		804	\$2,060	\$2.56
1/1	59	816	\$1,840	\$2.25
1/1		816	\$1,900	\$2.33
1/1		876	\$2,120	\$2.42
2/1		960	\$2,510	\$2.61
2/1	14	1,175	\$2,425	\$2.06
2/1	30	1,176	\$2,570	\$2.19
2/2	14	1,116	\$2,530	\$2.27
3/2	30	1,440	\$3,010	\$2.09

Occupancy 99%
Rent Premiums N
Total Units 260
Unit Size Range 516 - 1,440
Avg. Unit Size 894
Monthly Rent Range \$1,680 - \$3,010
Avg. Rent/Unit \$2,151
Avg. Rent/SF \$2.41

SF 232,516

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Physical Data

No. of Buildings	1
Construction Type	Brick
HVAC	Central Gas/Central Elec
Stories	7
Utilities with Rent	Electricity, Water, Gas, Sewer, Trash Collection
Parking	L/0
Year Built	1961/2023
Condition	Average
Gas Utilities	Heating, Cooking, Hot Water
Electric Utilities	Cooling, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Ceramic Tile, Blinds, Ceiling Fans, Walk-In Closet, Balcony, Clubhouse, Swimming Pool, Picnic Area, Tennis Court, Rooftop Terrace, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Video Surveillance, Sundeck

Remarks

The property does not maintain a waiting list, and the annual turnover rate is 18 percent. The units are updated as needed. In 2023, the property received the following renovations: plumbing fixtures, pool maintenance and updated vacant units.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 7



Property Identification

Record ID 52724
Property Type Walk-Up
Property Name Dorchester Apartments
Address 2040 Columbia Pike , Arlington, Arlington County, Virginia 22204
Market Type Market

Verification Natalie ; 202-318-2403, December 03, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
0/1		605	\$1,705	\$2.82
0/1		675	\$1,675	\$2.48
1/1		610	\$1,840	\$3.02
1/1		740	\$1,910	\$25.81
2/2		960	\$2,235	\$2.33
2/2		1,060	\$2,490	\$2.35
3/2		1,160	\$2,970	\$2.56
3/2		1,340	\$3,150	\$2.35

Occupancy 99%
Total Units 391

Physical Data

No. of Buildings 4
Construction Type Brick
HVAC Central Gas/Central Elec
Stories 3
Utilities with Rent Electricity, Water, Gas, Sewer, Trash Collection
Parking L/O, CP/35
Year Built 1954
Condition Average
Gas Utilities Heat, Cooking, Hot Water

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Electric Utilities

Other Electric

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Ceramic Tile, Blinds, Ceiling Fans, Walk-In Closet, Swimming Pool, Exercise Room, Playground, Package Receiving, Charging Stations, Laundry Facility, On-Site Management, On-Site Maintenance, Bike Storage, Lounge

Remarks

The property is a family market rate property. The property is 99 percent occupied, with 2 vacant units. The property does not maintain a waiting list. The contact estimated a turnover rate of 18 percent.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 8



Property Identification

Record ID 35810
Property Type Walk-Up
Property Name Columbia Park
Address 942 South Wakefield Street, Arlington, Arlington County, Virginia 22204
Market Type Market
Verification Judith; 703-979-0074, December 08, 2025

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
Efficiency	2	700	\$1,795	\$2.56
1/1	35	715	\$1,850	\$2.59
1/1	4	975	\$1,855	\$1.90
2/1	1	985	\$2,005	\$2.04
2/2	133	975	\$2,290	\$2.35
3/3	3	1,100	\$2,825	\$2.57

Occupancy 98%
Rent Premiums N
Total Units 178
Unit Size Range 700 - 1,100
Avg. Unit Size 923
Monthly Rent Range \$1,795 - \$2,825
Avg. Rent/Unit \$2,196
Avg. Rent/SF \$2.38

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



SF	164,285
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Physical Data

No. of Buildings	6
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	4
Utilities with Rent	Electricity, Water, Sewer, Trash Collection
Parking	L/0
Year Built	1962/2019
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Ceramic Tile, Blinds, Balcony, Patio, Picnic Area, Extra Storage (\$35-49), Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Security Patrol, Video Surveillance, Limited Access

Remarks

The property is a family market rate property. The property does not maintain a waiting list, and the annual turnover rate is 22 percent. The units are updated as needed.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 9



Property Identification

Record ID 16527
Property Type Walk-Up
Property Name Myerton Apartments
Address 108 South Court House Road, Arlington, Arlington County, Virginia 22204
Market Type Market
Verification Reesha; 833-277-1507, December 08, 2025

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
1/1	33	448	\$1,574	\$3.51
1/1	1	491		
1/1	33	536	\$1,780	\$3.32
1/1	13	549	\$1,821	\$3.32
1/1	1	571	\$1,714	\$3.00
1/1	1	600		
1/1	1	606	\$1,971	\$3.25
1/1	5	610		
1/1	1	621	\$1,962	\$3.16
1/1	10	631	\$1,794	\$2.84
1/1 + Den	1	635	\$1,770	\$2.79
2/1	1	786	\$2,175	\$2.77
2/2	1	1,180	\$2,733	\$2.32
3/2		1,118	\$2,566	\$2.30

Occupancy 98%

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Rent Premiums	N
Total Units	102
Unit Size Range	448 - 1,180
Avg. Unit Size	534
Avg. Rent/Unit	\$1,614
Avg. Rent/SF	\$3.02
SF	54,982

Physical Data

No. of Buildings	1
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	3
Utilities with Rent	Trash Collection, Flat Fee
Parking	L/O
Year Built	1940/2010
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Dishwasher, Microwave, Washer, Dryer, Carpet, Wood, Blinds, Clubhouse, Swimming Pool, Exercise Room, Courtyard, Lounge, Picnic Area, Sundeck, On-Site Management, On-Site Maintenance, Intercom Entry, Stainless Steel Appliances, Granite Countertops

Remarks

The property is a family market rate property. The annual turnover rate is 14 percent. The units are updated as needed. The contact could not verify the rents for the units without any upcoming availability. There is the following flat fee for trash for all units - \$7.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 10



Record ID 52734
Property Type Elevator
Property Name Arrive 2801 Apartments
Address 2801 Park Center Drive, Alexandria, Alexandria County, Virginia 22302
Market Type Market
Verification Management; 202-937-3869, October 28, 2025

<u>Unit Mix</u>				
<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
1/1	133	940	\$2,272	\$2.42
1/1	58	1,058	\$2,282	\$2.16
1/1	56	1,120	\$2,462	\$2.20
2/2	219	1,245	\$2,442	\$1.96
2/2	76	1,425	\$2,702	\$1.90
3/2.5	31	1,900	\$3,442	\$1.81
4/2	2	1,904	\$3,714	\$1.95
Occupancy 98%				
Rent Premiums N				
Total Units 575				
Unit Size Range 940 - 1,904				
Avg. Unit Size 1205				
Monthly Rent Range \$2,272 - \$3,714				
Avg. Rent/Unit \$2,481				
Avg. Rent/SF \$2.06				
SF 692,767				
<u>Physical Data</u>				
No. of Buildings 1				
HVAC Central Elec/Central Elec				

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Stories	10
Utilities with Rent	Trash Collection
Parking	L/95, G/200
Year Built	1975/REN
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet (Select), Wood Composite, Blinds, Ceiling Fans, Walk-In Closet, Coat Closet, Balcony, Patio, Clubhouse, Swimming Pool, Playground, Business Center, Compute Room, Package Receiving, Dog Park, Rooftop Terrace, Dry Cleaning, Mini Mart, On-Site Management, On-Site Maintenance, Video Surveillance, Sundeck, Lounge, Stainless Steel Appliances (Select), Granite Countertops

Remarks

The property is a family market rate property. The property is 98% occupied with 14 vacant units. The property does not maintain a waiting list.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 11



Property Identification

Record ID 26374
Property Type Walk-Up
Property Name Ballston Park Apartments
Address 351 North Glebe Road, Arlington, Arlington County, Virginia 22203
Market Type Market/LIHTC

Verification Jane; 703-774-9741, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
Efficiency		460	\$1,690	\$3.67
Efficiency		470	\$1,695	\$3.61
1/1		626	\$1,849	\$2.95
1/1		634	\$1,764	\$2.78
1/1		642	\$1,841	\$2.87
1/1		652	\$1,745	\$2.68
1/1		657	\$1,917	\$2.92
1/1		661	\$1,946	\$2.94
1/1		671	\$1,745	\$2.60
2/1		862	\$2,395	\$2.78
2/1		873	\$2,695	\$3.09
2/1		985	\$2,595	\$2.63
2/1 T		894	\$2,505	\$2.80
3/1 T		1,300	\$2,826	\$2.17
Occupancy	98%			
Rent Premiums	N			
Total Units	512			
Unit Size Range	460 - 1,300			
Monthly Rent Range	\$1,690 - \$2,826			

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Physical Data

No. of Buildings	41
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	2
Utilities with Rent	None
Parking	L/O
Year Built	1930/2015
Condition	Average
Gas Utilities	Cooking
Electric Utilities	Heating, Cooling, Hot Water, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer/Dryer Hook-Ups, Carpet, Blinds, Ceiling Fans, Walk-In Closet, Coat Closet, Balcony, Patio, Pantry, Linen Closet, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Tot Lot, Package Receiving, Extra Storage (\$20), Bike Share, Concierge, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Sundeck, Common Area Wi-Fi, Walking Trail, Stainless Steel Appliances (Select), Granite Countertops (Select)

Remarks

The contact could not verify the number of units of each unit type; however, there is a total of 39 efficiency units, 330 one-bedroom units, 131 two-bedroom units and 12 three-bedroom units. The first parking space is included in the rent, with a second space available for an additional \$50 per month and a third available for an additional \$100 per month. The property contains 279 market-rate units, and 233 Low Income Housing Tax Credit Units. All rental rates disclosed are market-rate.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 12



Property Identification

Record ID 32657
Property Type Walk-Up
Property Name Knightsbridge Apartments
Address 210-212 North Glebe Road, Arlington, Arlington County, Virginia 22203
Market Type Section 8/LIHTC

Verification Management ; 703-528-7751, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	
1/1 (50%)	6	645	\$1,588	\$2.46
2/1 (50%)	31	749	\$1,822	\$2.43

Occupancy 97%
Rent Premiums N
Total Units 37
Unit Size Range 645 - 749
Avg. Unit Size 732
Monthly Rent Range \$1,588 - \$1,822
Avg. Rent/Unit \$1,784
Avg. Rent/SF \$2.44

SF 27,089

Physical Data

No. of Buildings 4
Construction Type Brick
HVAC Central Gas/Central Elec
Stories 3
Utilities with Rent Water, Sewer, Trash Collection
Parking L/O

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Year Built	1947/2021
Condition	Average
Gas Utilities	Cooking, Hot Water
Electric Utilities	Coolin, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Vinyl, Wood, Ceramic Tile, Blinds, Coat Closet, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Video Surveillance, Courtyard

Remarks

The contact indicated this property is for families at 50 percent of the area median income. The wait list has 250 applicants on it and has an average annual turnover rate of less than one percent. The property accepts Housing Choice Vouchers; However, the contact was unable to report usage.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 13



Property Identification

Record ID 35859
Property Type Elevator
Property Name Arlington Mill Residences
Address 901 South Dinwiddie Street, Arlington, Arlington County, Virginia 22204
Market Type LIHTC
Verification Tia ; 855-620-4793, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
Efficiency (30%)	20	449	\$744	\$1.66
Efficiency (30%)		511	\$744	\$1.46
Efficiency (30%)	77	525	\$744	\$1.42
Efficiency (30%)		527	\$744	\$1.41
Efficiency (30%)	25	554	\$744	\$1.34
1/1 (30%)		628	\$781	\$1.24
1/1 (50%)		628	\$1,361	\$2.17
1/1 (60%)		628	\$1,651	\$2.63
1/1 (30%)		654	\$781	\$1.19
1/1 (50%)		654	\$1,361	\$2.08
1/1 (60%)		654	\$1,651	\$2.52
1/1 (30%)		657	\$781	\$1.19
1/1 (50%)		657	\$1,361	\$2.07
1/1 (60%)		657	\$1,651	\$2.51
2/1 (30%)		751	\$933	\$1.24
2/1 (50%)		751	\$1,630	\$2.17
2/1 (60%)		751	\$1,978	\$2.63
2/1 (30%)		835	\$933	\$1.12



2/1 (50%)	835	\$1,630	\$1.95
2/1 (60%)	835	\$1,978	\$2.37
2/1 (30%)	841	\$933	\$1.11
2/1 (50%)	841	\$1,630	\$1.94
2/1 (60%)	841	\$1,975	\$2.35
2/1 (30%)	855	\$933	\$1.09
2/1 (50%)	855	\$1,630	\$1.91
2/1 (60%)	855	\$1,975	\$2.31
2/1 (30%)	887	\$933	\$1.05
2/1 (50%)	887	\$1,630	\$1.84
2/1 (60%)	887	\$1,975	\$2.23
2/1 (30%)	896	\$933	\$1.04
2/1 (50%)	896	\$1,630	\$1.82
2/1 (60%)	896	\$1,975	\$2.20
2/1 (30%)	903	\$933	\$1.03
2/1 (50%)	903	\$1,630	\$1.81
2/1 (60%)	903	\$1,975	\$2.19
2/1 (30%)	915	\$933	\$1.02
2/1 (50%)	915	\$1,630	\$1.78
2/1 (60%)	915	\$1,975	\$2.16
2/1 (30%)	920	\$933	\$1.01
2/1 (50%)	920	\$1,630	\$1.77
2/1 (60%)	920	\$1,975	\$2.15
2/1 (30%)	925	\$933	\$1.01
2/1 (50%)	925	\$1,630	\$1.76
2/1 (60%)	925	\$1,975	\$2.14
2/1 (30%)	927	\$933	\$1.01
2/1 (50%)	927	\$1,630	\$1.76
2/1 (60%)	927	\$1,975	\$2.13
2/1 (30%)	945	\$933	\$0.99
2/1 (50%)	945	\$1,630	\$1.72
2/1 (60%)	945	\$1,975	\$2.09
2/1 (30%)	964	\$933	\$0.97
2/1 (50%)	964	\$1,630	\$1.69
2/1 (60%)	964	\$1,975	\$2.05
2/1 (30%)	971	\$933	\$0.96
2/1 (50%)	971	\$1,630	\$1.68
2/1 (60%)	971	\$1,975	\$2.03
2/1 (30%)	974	\$933	\$0.96
2/1 (50%)	974	\$1,630	\$1.67
2/1 (60%)	974	\$1,975	\$2.03
2/1 (30%)	992	\$933	\$0.94
2/1 (50%)	992	\$1,630	\$1.64
2/1 (60%)	992	\$1,975	\$1.99
2/1 (30%)	1,016	\$933	\$0.92
2/1 (50%)	1,016	\$1,630	\$1.60
2/1 (60%)	1,016	\$1,975	\$1.94
2/1 (30%)	1,026	\$933	\$0.91
2/1 (50%)	1,026	\$1,630	\$1.59
2/1 (60%)	1,026	\$1,975	\$1.92
2/1 (30%)	1,039	\$933	\$0.90
2/1 (50%)	1,039	\$1,630	\$1.57
2/1 (60%)	1,039	\$1,975	\$1.90

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



3/2 (30%)	966	\$1,073	\$1.11
3/2 (50%)	966	\$1,878	\$1.94
3/2 (60%)	966	\$2,280	\$2.36
3/2 (30%)	980	\$1,073	\$1.09
3/2 (50%)	980	\$1,878	\$1.92
3/2 (60%)	980	\$2,280	\$2.33
3/2 (30%)	1,037	\$1,073	\$1.03
3/2 (50%)	1,037	\$1,878	\$1.81
3/2 (60%)	1,037	\$2,280	\$2.20
3/2 (30%)	1,063	\$1,073	\$1.01
3/2 (50%)	1,063	\$1,878	\$1.77
3/2 (60%)	1,063	\$2,280	\$2.14
3/2 (30%)	1,117	\$1,073	\$0.96
3/2 (50%)	1,117	\$1,878	\$1.68
3/2 (60%)	1,117	\$2,280	\$2.04
3/2 (30%)	1,208	\$1,073	\$0.89
3/2 (50%)	1,208	\$1,878	\$1.55
3/2 (60%)	1,208	\$2,280	\$1.89
3/2 (30%)	1,279	\$1,073	\$0.84
3/2 (50%)	1,279	\$1,878	\$1.47
3/2 (60%)	1,279	\$2,280	\$1.78

Occupancy	100%
Rent Premiums	N
Total Units	122
Unit Size Range	449 - 1,279
Avg. Unit Size	518
Monthly Rent Range	\$744 - \$2,280
Avg. Rent/Unit	\$744
Avg. Rent/SF	\$1.43

SF 94,537

Physical Data

No. of Buildings	1
Construction Type	Brick
HVAC	Central Elec/Central Elec
Stories	4
Utilities with Rent	Water, Sewer, Trash Collection
Parking	G/25
Year Built	2013
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Ceiling Fans, Meeting Room, Picnic Area, Playground, Computer Room, Transportation, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry

Remarks

The property is a family LIHTC property restricted at the 60 percent AMI levels. The property is 100 percent occupied, with 0 vacant units. The property does not maintain a waiting list. The

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



contact estimated a turnover rate of 35 percent.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 14



Property Identification

Record ID 35865
Property Type Walk-Up
Property Name Buchanan Gardens
Address 926 South Buchanan Street, Arlington, Arlington County, Virginia 22204
Market Type LIHTC
Verification Aurora; 571-526-0571, December 10, 2025

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
1/1 (60%)	60	480	\$1,757	\$3.66
2/1 (60%)	2	678	\$2,103	\$3.10
2/2 (60%)	34	799	\$2,103	\$2.63
3/2 (60%)	15	1,065	\$2,423	\$2.28

Occupancy 100%
Rent Premiums N
Total Units 111
Unit Size Range 480 - 1,065
Avg. Unit Size 660
Monthly Rent Range \$1,757 - \$2,423
Avg. Rent/Unit \$1,959
Avg. Rent/SF \$2.97

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



SF	73,297
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Physical Data

No. of Buildings	11
Construction Type	Brick
HVAC	Central Gas/Central Elec
Stories	2
Utilities with Rent	Water, Sewer, Trash Collection
Parking	L/0
Year Built	1949/2012
Condition	Average
Gas Utilities	Heating, Cooking, Hot Water
Electric Utilities	Cooling, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Ceiling Fans, Meeting Room, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry

Remarks

The property is a family LIHTC property restricted at the 60 percent AMI levels. The property is 100 percent occupied.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 15



Property Identification

Record ID 35867
Property Type Walk-Up
Property Name Columbia Grove Apartments
Address 1010 South Frederick Street, Arlington, Arlington County, Virginia 22204
Market Type LIHTC

Verification Edita; 571-554-2089, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
1/1 (50%)	100	670	\$1,485	\$2.22
1/1 (60%)		670	\$1,793	\$2.68
2/1 (50%)	108	850	\$1,780	\$2.09
2/1 (60%)		850	\$2,149	\$2.53

Occupancy 97%
Rent Premiums N
Total Units 208
Unit Size Range 670 - 850
Avg. Unit Size 763
Monthly Rent Range \$1,485 - \$2,149
Avg. Rent/Unit \$1,638
Avg. Rent/SF \$2.15

SF 158,800

Physical Data

No. of Buildings 14
Construction Type Brick
HVAC PTAC Elec/PTAC Elec
Stories 4

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Utilities with Rent	Water, Sewer, Trash Collection
Parking	L/O
Year Built	1954
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Ceiling Fans, Meeting Room, Picnic Area, Playground, Business Center, On-Site Management, On-Site Maintenance, Intercom Entry, Bike Storage

Remarks

The property is a family LIHTC property restricted at 50 and 60 percent AMI levels. The property is 97 percent occupied, with 6 vacant units. The property maintains a waiting list 100+ people in length. The contact was unable to disclose turnover rate information.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 16



Property Identification

Record ID	35877
Property Type	Walk-Up
Property Name	The Fields of Arlington
Address	5100 8th Road, Arlington, Arlington County, Virginia 22204
Market Type	LIHTC

Verification Veronica; 866-203-7285, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>	
Efficiency (50%)		473	\$1,435
Efficiency (60%)		473	\$1,722
Efficiency (50%)		483	\$1,363
Efficiency (60%)		483	\$1,624
1/1 (50%)		715	\$1,537
1/1 (60%)		715	\$1,835
1/1 (50%)		721	\$1,450
1/1 (60%)		721	\$1,742
1/1 (50%)		791	\$1,450
1/1 (60%)		791	\$1,742
2/1 (50%)		820	\$1,845
2/1 (60%)		820	\$2,214
2/1 (50%)		968	\$1,741
2/1 (60%)		968	\$2,089
2/1 (50%)		982	\$1,741
2/1 (60%)		982	\$2,089
2/1 (50%)		1,002	\$1,741
2/1 (60%)		1,002	\$2,089
2/1 (50%)		1,051	\$1,741
2/1 (60%)		1,051	\$2,089
3/2 (50%)		1,122	\$2,131
3/2 (60%)		1,122	\$2,357

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Occupancy	98%
Rent Premiums	N
Total Units	198
Unit Size Range	473 - 1,122
Monthly Rent Range	\$1,363 - \$2,357

Physical Data

No. of Buildings	3
Construction Type	Brick
HVAC	Central Gas/Central Elec
Stories	4
Utilities with Rent	Electricity, Water, Gas, Sewer, Trash Collection
Parking	L/O
Year Built	1960/2000
Condition	Average
Gas Utilities	Heating, Cooking, Hot Water
Electric Utilities	Cooling, Other Elec

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Balcony (Select), Swimming Pool, Picnic Area, Playground, Package Receiving, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Stainless Steel Appliance (Select)

Remarks

The property is a family LIHTC property restricted at 50 and 60 percent AMI levels. The property is 98 percent occupied, with 4 vacant units. The property maintains a waiting list 32 people in length. The contact estimated a turnover rate of 18 percent.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 17



Property Identification

Record ID 35880
Property Type Elevator
Property Name The Shelton
Address 3215 24th Street South, Arlington, Arlington County, Virginia 22206
Market Type LIHTC

Verification Nicole ; 703-920-0962, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	
Efficiency (40%)	6	537	\$1,026	\$1.91
Efficiency (50%)		537	\$1,313	\$2.45
Efficiency (60%)		537	\$1,600	\$2.98
1/1 (40%)	31	610	\$1,092	\$1.79
1/1 (50%)		610	\$1,399	\$2.29
1/1 (60%)		610	\$1,707	\$2.80
2/1 (40%)	40	835	\$1,273	\$1.52
2/1(50%)		835	\$1,642	\$1.97
2/1 (60%)		835	\$2,011	\$2.41
3/2 (40%)	15	1,326	\$1,440	\$1.09
3/2(50%)		1,326	\$1,866	\$1.41
3/2 (60%)		1,326	\$2,292	\$1.73

Occupancy 95%
Rent Premiums N
Total Units 92
Unit Size Range 537 - 1326
Avg. Unit Size 820
Monthly Rent Range \$1034 - \$1823
Avg. Rent/Unit \$1,521
Avg. Rent/SF \$1.86



SF 75,422

Physical Data

No. of Buildings	1
Construction Type	Brick/Concrete
HVAC	Central Elec/Central Elec
Stories	4
Utilities with Rent	Water, Sewer, Trash Collection
Parking	L/O, G/O
Year Built	2008
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Walk-In Closet, Meeting Room, Picnic Area, Rooftop Terrace, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Courtyard

Remarks

The property is a family LIHTC property restricted at the 60 percent AMI levels. The property is 95 percent occupied, with 4 vacant units. The contact indicated the elevated vacancy rate is due to lack of eligible applications. The property maintains a waiting list length unknown in length. The contact was unable to disclose turnover rate information.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 18



Property Identification

Record ID 35881
Property Type Walk-Up
Property Name Monterey Apartments
Address 813 South Greenbrier Street, Arlington, Arlington County, Virginia 22204
Market Type LIHTC

Verification Katie; 703-379-6656, December 01, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
1/1 (50%)	37	630	\$1,487	\$2.36
1/1 (60%)		630	\$1,795	\$2.85
2/1 (50%)	40	959	\$1,781	\$1.86
2/1 (60%)		959	\$2,150	\$2.24
3/2 (50%)	32	1,086	\$2,055	\$1.89
3/2 (60%)		1,086	\$2,481	\$2.28

Occupancy 99%
Rent Premiums N
Total Units 109
Unit Size Range 630 - 1,086
Avg. Unit Size 885
Monthly Rent Range \$1,487 - \$2,481
Avg. Rent/Unit \$1,762
Avg. Rent/SF \$1.99

SF 96,422

Physical Data

No. of Buildings 6
Construction Type Brick

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
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4201-4301 South Four Mile Run
Arlington, Virginia 22204



HVAC	Central Elec/Central Elec
Stories	4
Utilities with Rent	Water, Sewer, Trash Collection
Parking	L/0
Year Built	1948
Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Coat closet, Balcony, Swimming Pool, Picnic Area, Playground, Basketball Court, Business Center, Laundry Facility, On-Site Management, On-Site Maintenance, Package Receiving, Intercom Entry

Remarks

The property is a family LIHTC property restricted at 50 and 60 percent AMI levels. The property is 98 percent occupied, with 2 vacant units. The property maintains a waiting list seven months in length. The contact estimated a turnover rate of 22 percent.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 19



Property Identification

Record ID 38582
Property Type Walk-Up
Property Name Quebec Apartments
Address 4014 Columbia Pike, Arlington, Arlington County, Virginia 22204
Market Type LIHTC/Market

Verification Alex; 703-521-3313, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	
Efficiency		400	\$1,684	\$4.21
1/1 (50%)		558	\$1,795	\$3.22
1/1-Market		558	\$1,830	\$3.28
2/1 (50%)		767	\$2,150	\$2.80
2/1-Market		767	\$2,260	\$2.95
3/2 (50%)		1,079	\$2,480	\$2.30
3/2-Market		1,079	\$2,760	\$2.56

Occupancy 94%
Rent Premiums N
Total Units 172
Unit Size Range 400 - 1,079
Monthly Rent Range \$1,684 - \$2,760

Physical Data

No. of Buildings 13
Construction Type Brick
HVAC Central Elec/Central Elec
Stories 3
Utilities with Rent Water, Sewer, Trash Collection
Parking L/O
Year Built 1953/REN

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1401-1415 South George Mason Drive,
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Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Dishwasher, Carpet, Vinyl, Ceramic Tile, Blinds, Vaulted Ceilings, Playground, Business Center, Computer Room, Laundry Facility, On-Site Management

Remarks

The property is a family LIHTC property restricted at the 50 percent AMI levels along with market units. The property is 94 percent occupied, with 11 vacant units. The contact indicated the elevated vacancy rate is due to seasonal turnover and evictions. The property maintains a waiting list length unknown in length. The contact was unable to disclose turnover rate information.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 20



Property Identification

Record ID 52714
Property Type Walk-Up
Property Name Gates of Ballston
Address 4108 4th Street North , Arlington, Arlington County, Virginia 22203
Market Type LIHTC/Section 8

Verification Management ; 703-875-8600, December 02, 2025

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
0/1 (60%)	38	423	\$1,676	\$3.96
1/1 (60%)	212	606	\$1,787	\$2.95
2/2 (60%)	135	823	\$2,141	\$2.60
3/2 (60%)	83	953	\$2,471	\$2.59

Occupancy 97%
Total Units 468

Physical Data

No. of Buildings 42
Construction Type Brick
HVAC Central Elec/Central Elec
Stories 2
Parking L/O
Year Built 1946/2006
Condition Average
Gas Utilities None
Electric Utilities All

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Amenities

Refrigerator, Range/Oven, Dishwasher, Microwave, Washer/Dryer, Carpet, Vinyl, Ceramic Tile, Blinds, Ceiling Fans, Picnic Area, On-Site Management, On- Site Maintenance, Courtyard, Community Center

Remarks

The property is a family LIHTC and Section 8 property restricted at the 60 percent AMI level. The property is 97 percent occupied with 15 vacant units. The property maintains a waitlist unknown in length.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 21



Property Identification

Record ID 52721
Property Type Walk-Up
Property Name Grandview Apartments
Address 3404 Carlin Spring Road , Falls Church, Fairfax County, Virginia 22041
Market Type LIHTC
Verification Franky ; 877-640-7207, December 02, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
0/1	2	451	\$1,535	\$3.40
1/1	92	609	\$1,685	\$2.77
2/1	148	945	\$1,937	\$2.05
3/1.5	24	1,050	\$2,298	\$2.19

Occupancy 100%
Total Units 266

Physical Data

No. of Buildings 6
Construction Type Brick
HVAC Central Gas/Central Elec
Stories 2
Utilities with Rent Water, Gas, Sewer, Trash Collection
Parking L/O
Year Built 1962/Reno
Condition Average
Gas Utilities Heat, Cooking, Hot Water
Electric Utilities Other Elec

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Amenities

Refrigerator, Range/Oven, Carpet, LVP (s), Ceramic Tile (s), Blinds, Walk-In Closet, Balcony, Patio, Swimming Pool, Laundry Facility, On-Site Management, On-Site Maintenance

Remarks

The property is a family LIHTC property restricted at the 60 percent AMI levels. The property is 100 percent occupied, with 0 vacant units. The property maintains a waiting list one year in length. The contact estimated a turnover rate of 15 percent.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
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Multi-Family Lease No. 22



Record ID 25794
Property Type Walk-Up
Property Name Murraygate Village
Address 7800 Belford Drive, Alexandria, Fairfax County, Virginia 22306
Market Type Section 8/LIHTC

Verification Kay; 703-780-9574, December 08, 2025

<u>Unit Type</u>	<u>Unit Mix</u>		<u>Rent/Mo.</u>	<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>		
1/1 (40%)	51	595	\$1,041	\$1.75
2/1 (40%)	50	757	\$1,237	\$1.63
3/1 (40%)	50	1,007	\$1,200	\$1.19
4/1 (40%)	49	1,007	\$1,403	\$1.39

Occupancy 98%
Rent Premiums N
Total Units 200
Unit Size Range 595 - 1,007
Avg. Unit Size 839
Monthly Rent Range \$1,041 - \$1,403
Avg. Rent/Unit \$1,218
Avg. Rent/SF \$1.45

SF 167,888

Physical Data
No. of Buildings 7
HVAC Central Elec/Central Elec
Stories 3
Utilities with Rent Water, Sewer, Trash Collection
Parking L/O
Year Built 1971

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Multi-Family Lease No. 22 (Cont.)

Condition	Average
Gas Utilities	None
Electric Utilities	All

Amenities

Refrigerator, Range/Oven, Dishwasher, Carpet, Vinyl, Blinds, Laundry Facility, On-Site Management

Remarks

The property is a family LIHTC/Section 8 property restricted at the 40 percent AMI level. The property is 98 percent occupied. The property maintains a waiting list six months in length. The contact estimated a turnover rate of 24 percent.

Barcroft RA2 & RA3
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 4201-4301 South Four Mile Run
 Arlington, Virginia 22204



Multi-Family Lease No. 23



Record ID 52733
Property Type Walk-Up
Property Name Stonegate Village Apartments
Address 2244 Stone Wheel Drive, Reston, Virginia 20191
Market Type Section 8/LIHTC

Verification Management; 703-620-0203, December 08, 2025

<u>Unit Type</u>	<u>Unit Mix</u>			<u>Mo. Rent/SF</u>
	<u>No. of Units</u>	<u>Size SF</u>	<u>Rent/Mo.</u>	
1/1 (30%)	41	687	\$765	\$1.11
1/1 (50%)		687	\$1,777	\$2.59
1/1 (30%)	84	865	\$973	\$1.12
2/1 (50%)		865		
3/2 (30%)	75	1,024	\$1,163	\$1.14
3/2 (60%)		1,024	\$2,408	\$2.35
4/2 (30%)	36	1,159	\$1,311	\$1.13
4/2 (60%)		1,159	\$2,723	\$2.35

Occupancy 97%
Rent Premiums N
Total Units 236
Unit Size Range 687 - 1,159
Avg. Unit Size 929
Avg. Rent/Unit \$1,049
Avg. Rent/SF \$1.13

SF 219,351

Physical Data
No. of Buildings 14
HVAC Central Elec/Central Elec
Stories 3
Utilities with Rent Water, Sewer, Trash Collection

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
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4201-4301 South Four Mile Run
Arlington, Virginia 22204



Multi-Family Lease No. 23 (Cont.)

Parking	L/O
Year Built	1972/REN
Condition	Average
Gas Utilities	None
Electric Utilities	All

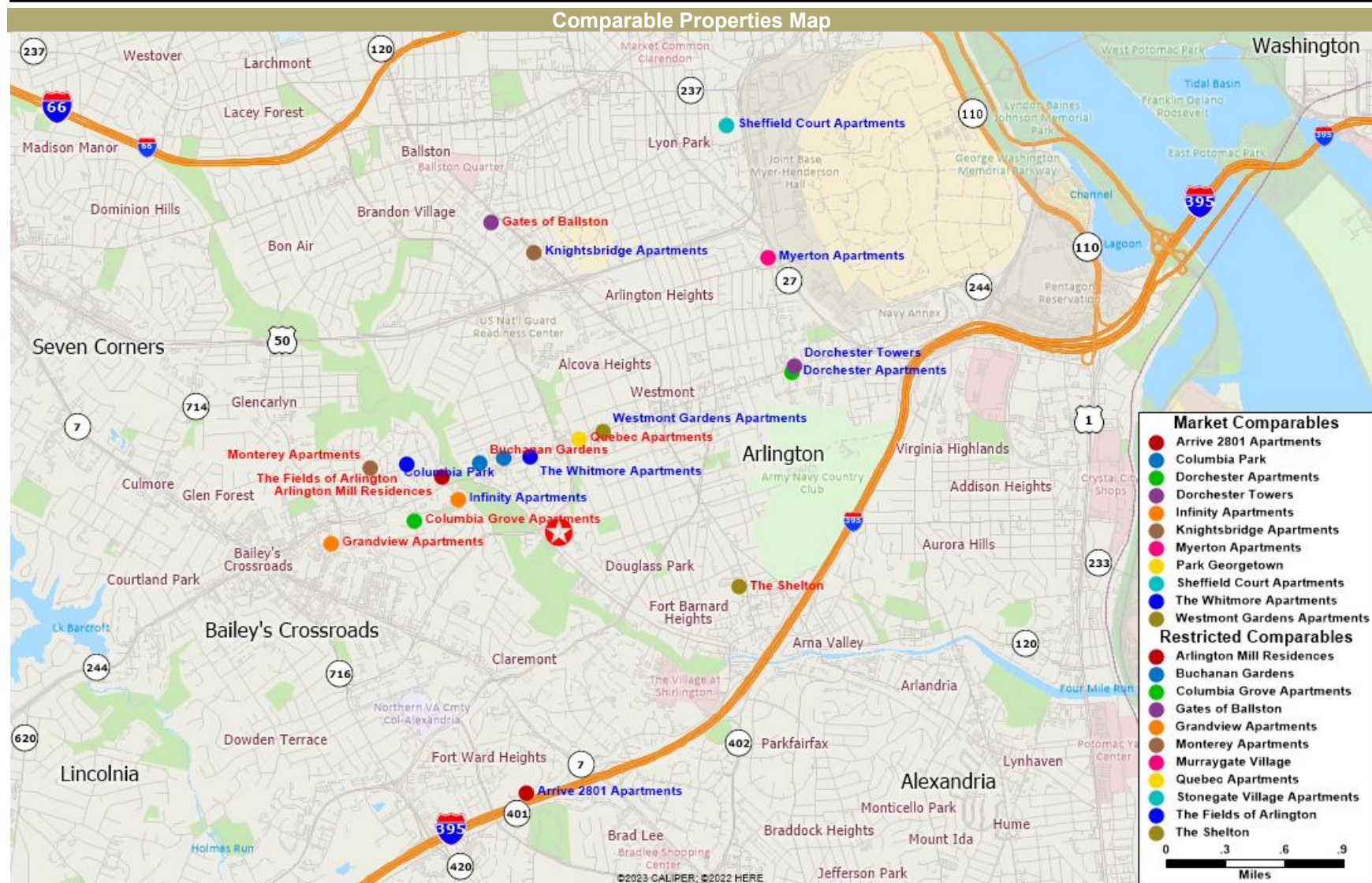
Amenities

Refrigerator, Range/Oven, Dishwasher, Carpet, Vinyl, Blinds, Picnic Area, Playground, Basketball Court, Tennis Court, Business Center, Laundry Facility, On-Site Management

Remarks

The property is a family LIHTC property restricted at the 30, 50, and 60 percent AMI levels. The property website shows the property as 97 percent occupied with six units currently available. The property maintains a waiting list unknown in length.

Barcroft RA2 & RA3
 1401-1415 South George Mason Drive,
 4260-4307 South 16th Street, and
 4201-4301 South Four Mile Run
 Arlington, Virginia 22204





Additional Developments

The market area also includes additional developments that were excluded from the analysis due to non-competitiveness or inability to verify information. The developments located in the market area that were excluded from the survey are noted in the following table:

EXCLUDED PROPERTIES IN PMA			
Property Name	Type	Tenancy	Reason for Exclusion
Arbor Heights	LIHTC	Family	Poor Condition
Clerndon Court Apartments	LIHTC	Family	Unable to Contact
Cleveland Cheshire Home	Section 8	Senior	Dissimilar Tenancy
Culpepper Garden II and III	Section 8	Senior	Dissimilar Tenancy
Fort Henry Garden Apartments	LIHTC	Family	Dissimilar Design
Gilliam Place Apartments	LIHTC	Family	Unable to Contact
Harvey Hall Apartments	LIHTC	Family	Dissimilar Design
Nelson Cheshire Home	Section 8	Senior	Dissimilar Tenancy
South Seventh Street Group Home	Section 8	Senior	Dissimilar Tenancy
St. James Plaza	LIHTC	Family	Unable to Contact
The Carlin Apartments	LIHTC	Senior	Dissimilar Tenancy
The Jordan	LIHTC	Family	Dissimilar Design
The Macedonia	LIHTC	Family	Unable to Contact
The Madison at Ballston Station	LIHTC	Family	Dissimilar Design
The Shell	LIHTC	Family	Dissimilar Design
The Springs	LIHTC	Family	Dissimilar Design
The Terraces at Arlington View Apartments	Section 8	Family	Unable to Contact
Whitefield Commons Apartments	LIHTC	Family	Unable to Contact
Woodland Hill	LIHTC/Section 8	Family	Unable to Contact



Market Rent Analysis

The market analyst researched rental housing in the market area and identified several apartment communities in and around the market area of the subject. The analyst identified the market-rate communities in the area that would directly compete with the subject. These comparables were then compared to the subject and adjusted for differences in amenities. These differences include, but are not limited to, location, structure, condition, unit size, number of bedrooms, number of baths, unit amenities (range/oven, refrigerator, microwave, dishwasher, etc.), project amenities (parking, storage, clubhouse, meeting room, pool, recreation area, etc.) and utilities provided. The adjustments made were based on the experience of the analyst, interviews with local officials, apartment managers and residents and information received from third-party sources (rent-to-own facilities, utility providers and housing authorities.) Additional adjustments were also determined using paired rental analysis. The paired rental analysis ranges are determined by comparing comparables with different numbers of bedrooms and factoring out any other differences (amenities, utilities provided, etc.) The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected.



HUD-Forms 92273 – As Stabilized

One-Bedroom Units (645 SF) – As Stabilized Estimates of Market Rent by Comparison - As Complete

U.S. Department of Housing and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0029
(exp. 04/30/2020)

Public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required by the Housing Appropriation Act of 9/28/1994. The information is needed to analyze the reasonableness of the Annual Adjustment Factor formula, and will be used where rent levels for a specific unit type, in a Substantial Rehabilitation or New Construction Contract, exceed the existing FMR rent. The information is considered nonsensitive and does not require special protection. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)	B. Comparable Property No. 2 (address)	C. Comparable Property No. 3 (address)	D. Comparable Property No. 4 (address)	E. Comparable Property No. 5 (address)	
One-Bedroom	Barcroft RA2 & RA3 Scattered Sites Arlington, Arlington, VA	Sheffield Court Apartments 701 North Wayne Street Arlington, Arlington, VA	Park Georgetown 2100 North Pierce Street Arlington, Arlington, VA	Ballston Park Apartments 351 North Glebe Road Arlington, Arlington, VA	Dorchester Towers 2001 Columbia Pike Arlington, Arlington, VA	Infinity Apartments 955 South Columbus Street Arlington, Arlington, VA	
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments
3. Effective Date of Rental	05/2026	12/2025		12/2025		12/2025	
4. Type of Project/Stories	WU/3	WU/3		WU/3, 4		E/7	
5. Floor of Unit in Building	Varies	Varies		Varies		Varies	
6. Project Occupancy %	73%	95%		95%		99%	
7. Concessions	N	N		N		N	
8. Year Built	1941/2028	1986/2019		1953/2000		1961/2023	\$215
9. Sq. Ft. Area	645	650		609	\$25	798	(\$110)
10. Number of Bedrooms	1	1		1		1	
11. Number of Baths	1.0	1.0		1.0		1.0	
12. Number of Rooms	3	3		3		3	
13. Balc./Terrace/Patio	N	N		Y	(\$10)	Y	(\$10)
14. Garage or Carport	L/O	L/75, G/150	\$15	L/O		L/O	
15. Equipment a. A/C	C	C		C		C	
b. Range/Refrigerator	RF	RF		RF		RF	
c. Disposal	Y	Y		Y		Y	
d. Microwave/Dishwasher	D	D		MD	(\$5)	MD	(\$5)
e. Washer/Dryer	WD	L	\$50	L	\$50	HU	\$35
f. Carpet	W	C		C		C	
g. Drapes	B	B		B		B	
h. Pool/Rec. Area	R	PER	(\$25)	ER	(\$5)	PER	(\$35)
16. Services a. Heat/Type	Y/G	N/E	\$32	N/E	\$32	Y/G	\$32
b. Cooling	Y/E	N/E	\$9	N/E	\$9	Y/E	\$9
c. Cook/Type	Y/G	N/E	\$6	N/E	\$6	N/G	\$6
d. Electricity	Y	N	\$39	N	\$39	Y	\$39
e. Hot Water	Y/G	N/E	\$15	N/E	\$15	Y/G	\$15
f. Cold Water/Sewer	Y	N	\$40	Y/\$	\$43	Y	\$40
g. Trash	Y	N	\$34	Y/\$	\$6	N	\$34
17. Storage	N	N		Y/25-50		Y/20	
18. Project Location	Average	Similar		Similar		Similar	
19. Security	N	Y	(\$10)	N		Y	(\$10)
20. Clubhouse/Meeting Room	N	CMR	(\$10)	N		C	(\$5)
21. Special Features	N	N		N		N	
22. Business Center / Nhd Netwk	CR	BC		N	\$5	N	\$5
23. Unit Rent Per Month		\$1,904		\$1,909		\$1,946	
24. Total Adjustment			\$195		\$210		\$150
25. Indicated Rent		\$2,099		\$2,119		\$2,096	
26. Correlated Subject Rent	\$2,065						
	high rent	\$2,220	low rent	\$1,996	60% range	\$2,041	to \$2,175

Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.

Appraiser's Signature

Samuel J. Zell

Date (mm/dd/yyyy)

05/28/26

Reviewer's Signature

Date (mm/dd/yyyy)

05/28/26

Previous editions are obsolete

form HUD-92273 (07/2003)



Two-Bedroom Units (740 SF) – As Stabilized

Estimates of Market Rent

by Comparison - As Complete

U.S. Department of Housing and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0029
(exp. 04/30/2020)

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1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)	B. Comparable Property No. 2 (address)	C. Comparable Property No. 3 (address)	D. Comparable Property No. 4 (address)	E. Comparable Property No. 5 (address)		
Two-Bedroom	Barcroft RA2 & RA3 Scattered Sites Arlington, Arlington, VA	Sheffield Court Apartments 701 North Wayne Street Arlington, Arlington, VA	Park Georgetown 2100 North Pierce Street Arlington, Arlington, VA	Ballston Park Apartments 351 North Glebe Road Arlington, Arlington, VA	Dorchester Towers 2001 Columbia Pike Arlington, Arlington, VA	Infinity Apartments 955 South Columbus Street Arlington, Arlington, VA		
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments	
3. Effective Date of Rental	05/2026	12/2025		12/2025		12/2025		06/2025
4. Type of Project/Stories	WU/3	WU/3		WU/3, 4		WU/2		E/7
5. Floor of Unit in Building	Varies	Varies		Varies		Varies		Varies
6. Project Occupancy %	73%	95%		95%		99%		95%
7. Concessions	N	N		N		N		Y
8. Year Built	1941/2028	1986/2019		1953/2000		1930/2015		1961/2023
9. Sq. Ft. Area	740	867	(\$100)	766	(\$20)	862	(\$95)	960
10. Number of Bedrooms	2	2		2		2		2
11. Number of Baths	1.0	1.0		1.0		1.0		1.0
12. Number of Rooms	4	4		4		4		4
13. Balc./Terrace/Patio	N	N		Y	(\$10)	Y	(\$10)	Y
14. Garage or Carport	L/O	L/75, G/150	\$15	L/O		L/O		L/O, CP/99-150
15. Equipment a. A/C	C	C		C		C		C
b. Range/Refrigerator	RF	RF		RF		RF		RF
c. Disposal	Y	Y		Y		N		Y
d. Microwave/Dishwasher	D	D		MD	(\$5)	MD	(\$5)	MD
e. Washer/Dryer	WD	L	\$50	L	\$50	HU	\$35	L
f. Carpet	W	C		C		C		C
g. Drapes	B	B		B		B		B
h. Pool/Rec. Area	R	PER	(\$25)	ER	(\$5)	PER	(\$35)	PR
16. Services a. Heat/Type	Y/G	N/E	\$35	N/E	\$35	N/E	\$35	Y/G
b. Cooling	Y/E	N/E	\$14	N/E	\$14	N/E	\$14	Y/E
c. Cook/Type	Y/G	N/E	\$8	N/E	\$8	N/G	\$8	Y/G
d. Electricity	Y	N	\$49	N	\$49	N	\$49	Y
e. Hot Water	Y/G	N/E	\$23	N/E	\$23	N/E	\$23	Y/G
f. Cold Water/Sewer	Y	N	\$65	Y/\$	\$43	N	\$65	Y
g. Trash	Y	N	\$34	Y/\$	\$6	N	\$34	Y
17. Storage	N	N		Y/25-50		Y/20		N
18. Project Location	Average	Similar		Similar		Similar		Similar
19. Security	N	Y	(\$10)	N		Y	(\$10)	Y
20. Clubhouse/Meeting Room	N	CMR	(\$10)	N		C	(\$5)	C
21. Special Features	N	N		N		N		N
22. Business Center / Nbrhd Netwk	CR	BC		N	\$5	N	\$5	N
23. Unit Rent Per Month		\$2,807		\$2,499		\$2,695		\$2,510
24. Total Adjustment			\$148		\$193		\$108	
25. Indicated Rent		\$2,955		\$2,692		\$2,803		\$2,550
26. Correlated Subject Rent	\$2,720							
	high rent	\$2,955	low rent	\$2,144	60% range	\$2,306	to	\$2,793

Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.

Appraiser's Signature: *Samuel J. [Signature]* Date (mm/dd/yyyy): 05/28/26

Reviewer's Signature: _____ Date (mm/dd/yyyy): 05/28/26



Explanation of Adjustments and Market Rent Conclusions – As Stabilized

Barcroft RA2 & RA3

Primary Unit Types – One-Bedroom Units (645 SF), Two-Bedroom Units (740 SF)

Please note: Minor adjustments in the \$5 to \$10 range are based on the appraiser's evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: "For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent."

Rent comparability grids were prepared for the primary unit types with 645 and 740 square feet. Comparable apartments used include the following: Sheffield Court Apartments (Comparable 1), Park Georgetown (Comparable 2), Ballston Park Apartments (Comparable 3), Dorchester Towers (Comparable 4), Infinity Apartments (Comparable 5).

Structure/Stories – The subject is located in two-story walk-up buildings. Comparables 1, 2 and 3 are located in two, three- or four-story walk-up buildings. Comparable 4 is located in a seven-story elevator building, and Comparable 5 is located in a five-story elevator building. No complex in the market area shows a rent difference based on this particular item. No adjustment was needed.

Project Occupancy – The subject is currently 73 percent occupied. The occupancy rates of the comparables range from 95 to 99 percent. No adjustment was needed.

Concessions – The subject is not currently offering concessions. Comparables 1, 2, 3 and 4 are similar. Comparable 5 is currently offering the following concession: Residents receive six-weeks free of rent on select units with the signing of a 12-month lease. As the concessions only apply to select units, no adjustments were made.

Year Built/Year Renovated – The subject was constructed in 1941. It will undergo a substantial renovation and will be in good condition. Comparable 1 was built in 1986 and renovated in 2019. Comparable 2 was constructed in 1953 and renovated in 2000. Comparable 3 was built in 1930 and renovated in 2015. Comparable 4 was constructed in 1961 and renovated in 2023. Comparable 5 was constructed in 1959 and renovated in 2011. Each comparable has been reasonably well-maintained and has accrued typical depreciation. Most comparables undertake unit upgrades and as tenants vacate the units. The following table illustrates the descriptions of the ratings levels considered in the condition/street appeal analysis.

Condition	Description
Excellent	Desirable curb appeal, luxury or high end amenities and finishes, no deferred maintenance
Good	Well maintained or recently renovated property, limited deferred maintenance
Average	Some original finishes and amenities, Only minor upgrades needed
Fair	In need of repair, obvious deferred maintenance
Poor	Substantial need of major repairs or significant deferred maintenance

The subject will be in good condition. Comparables 1, 2 and 3 are in good condition as these properties have been renovated and well maintained since the renovations. All of the remaining comparables are in average condition. The following analysis details the method used to calculate appropriate adjustments for condition/street appeal.



Property Name	Rating Level	0 BR	1 BR	2 BR	Average
Sheffield Court Apartments	Good	\$1,905	\$1,994	\$2,997	\$2,299
Park Georgetown	Good	\$1,793	\$2,028	\$2,634	\$2,152
Ballston Park Apartments	Good	\$1,654	\$1,953	\$2,675	\$2,094
Average Rent		\$1,784	\$1,992	\$2,769	\$2,181
Dorchester Towers	Average	\$1,378	\$1,594	\$2,261	\$1,744
Infinity Apartments	Average	\$1,435	\$1,595	\$2,255	\$1,762
Average Rent		\$1,407	\$1,595	\$2,258	\$1,753
Difference in Average Rents		-\$378	-\$397	-\$511	-\$428
Difference per Rating Level		-\$378	-\$397	-\$511	-\$428
50% Difference per Rating Level					-\$214

As shown in the previous chart, average difference between the average rating level and the good rating level is \$428. The difference of \$428 represents one rating level. Despite adjusting for the differences between the comparables, it is not always possible to fully account for the differences in rent between comparables as some is due to renter perception or management practices and is not due solely to differences in amenities or condition. If a specific area does not have rents with rent differences based solely on renovation, further analytics are needed. Paired analysis, while not perfect, is one of the best ways to determine adjustments for differences in condition as it factors out all other amenities and utilities differences between properties. However, as stated, paired analysis cannot fully quantify a renter's "perception" of differences in condition. Therefore, it is not appropriate to adjust the full amount determined through paired analysis, particularly when the adjustments will significantly decrease or increase the subject's rent. After considering all factors, Gill Group has elected to multiply the results by a 50 percent adjustment factor. The adjustment factor of 50 percent is subjective and is based on the experience and judgement of the appraiser. Gill Group has appraised multifamily properties for years, and that experience has aided in developing guidelines for determining appropriate adjustments when subjective adjustments are required. While opinions may differ as to what percentage is appropriate, this adjustment percentage is considered appropriate for this analysis. It is not accurate to adjust the full amount of the difference as that could substantially understate or overstate the difference in condition and could result in deflated or inflated rents. Therefore, the adjustment for the difference in rating level is \$215 (rounded from \$214). As previously indicated, the subject will be in good condition once rehabilitation is complete. Comparables 1, 2 and 3 were rated in good condition and were not adjusted. Comparables 4 and 5 were considered average in condition and were, therefore, adjusted upward \$215 as indicated in the previous analysis.

SF Area – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the "marketing" unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparable's dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate. The 25 percent was



used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the one-bedroom comparison is \$0.73 and for the two-bedroom comparison is \$0.78. The result was rounded to the nearest \$5. No adjustments were made to comparables within 25 square feet of the subject because there is no difference in perceived unit function with 25 square feet. The adjustments are reflected on the HUD-Form 92273, which is attached.

of Bedrooms – The subject contains efficiency, one- and two-bedroom units. All comparables are similar. No adjustments were needed.

of Baths – The subject contains one bath in all unit types. All comparables are similar. No adjustments were needed.

Balcony/Patio – The subject does not contain these features. Comparables 1 and 5 are similar. The remaining comparables contain these features and were adjusted downward \$10 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Due to insufficient market data by which to extrapolate a market-based adjustment for balcony or patio, the appraiser elected to adjust the comparables \$10 per month.

Parking – The subject offers open lot parking spaces at no cost to residents. Comparables 2, 3 and 4 are similar. Comparable 1 offers open lot parking for a fee of \$75 per month, and garage parking for a fee of \$150 per month. Comparable 5 offers open lot parking at no cost, covered parking for a fee of \$99 to \$150 per month. Although there is little market data available concerning properties with these features versus those without these features, the added feature is an enhancement to the property. After considering all factors, a \$15 per month adjustment was determined appropriate. Therefore, Comparable 4 was adjusted upward \$15 per month. As Comparable 5 offers ample open lot parking at no costs, no adjustment was needed.

AC: Central/Wall – The subject will contain mini-split electric air conditioning, which is considered comparable to central electric air conditioning. Comparables 1, 2, 3, 4, 6 and 7 contain central electric air conditioning and were not adjusted. Comparable 5 contain PTAC air conditioning and was adjusted upward \$10 per month. The remaining comparables contain central electric air conditioning. Central air conditioning is more energy-efficient than through-the-wall or window air conditioning and is a more desirable form of cooling. Although there is little market data available concerning units with central air conditioning versus through-the-wall or window air conditioning, central air conditioning is the preferred form of cooling. Therefore, properties with this cooling type are considered superior to all other types. Air conditioning in this area of the country costs less annually than in areas where the temperature is warmer throughout the year. After considering all factors, a \$10 adjustment was considered appropriate for differences in cooling types.

Range/Refrigerator – The subject and all comparables contain both amenities. No adjustments were needed.

Garbage Disposal – The subject contains a garbage disposal in the units. All of the comparables except Comparable 3 contain garbage disposals. Since there is no market data concerning units with this feature, no adjustment was given.

Microwave/Dishwasher – The subject will contain microwaves or dishwashers in the units. Comparables 1 and 6 contain a dishwasher in the units and was adjusted upward \$5 per month. Comparables 2, 3, 4, 5 and 7 contain a microwave and dishwasher in the units and were not adjusted.



Microwaves are a relatively inexpensive item and are unlikely to be a deciding factor when a tenant decides which unit to lease. However, because the included amenity is considered an enhancement to the unit, it was considered appropriate to adjust a nominal \$5 per month for microwaves. Dishwashers are more expensive and are more likely to factor into a tenant's decision on which unit to lease. Therefore, it was considered appropriate to adjust \$10 per month for dishwashers.

Washer/Dryer – The subject will contain a washer and dryer in the units. Comparable 5 and 7 are similar. Comparables 1, 2, 4 and 6 contain a laundry facility, and Comparable 3 has washer/dryer hook-ups in the units. Units with washers and dryers provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Although there is little market data available concerning units with these features versus those without these features, the amenities are an enhancement to the unit. The *2024 NMHC/Grace Hill Renter Preferences Survey Report* for Washington, DC, the nearest metropolitan area, was consulted. According to the *2024 NMHC/Grace Hill Renter Preferences Survey Report*, residents in the metropolitan area indicated they would expect a renter to pay \$63.53 per month for washers and dryers in the unit and \$45.98 for washer/dryer hook-ups in the units. After considering all factors, washers and dryers were valued at \$60 per month, and washer/dryer hook-ups were valued at \$45 per month. Laundry facilities on-site were valued at \$10 per month. The following table shows the amenities available at the subject and each comparable. The comparables were adjusted based on the indicated adjustment amount at the bottom of the table:

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Laundry Facility		\$10	\$10		\$10	
Washer/Dryer Hook-Ups				\$45		
Washer/Dryer	\$60					\$60
Total	\$60	\$10	\$10	\$45	\$10	\$60
Indicated Adjustment		\$50	\$50	\$15	\$50	\$0

Carpet – The subject and all comparables contain carpet floor coverings. Therefore, no adjustments were needed.

Drapes – The subject and all comparables contain window coverings. No adjustment was needed.

Pool/Recreation Areas – The following table shows the amenities at the subject and each comparable:

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Swimming Pool		\$10		\$10	\$10	\$10
Exercise Room		\$5	\$5	\$5		\$5
Picnic Area			\$5	\$5	\$5	
Play Area				\$5		
Tot Lot				\$5		
Tennis Court					\$5	
Pet Park		\$5				
Rooftop Terrace					\$5	
Courtyard	\$5	\$5				
Sundeck				\$5	\$5	
Walking Trail				\$5		
Lounge		\$5				
Total	\$5	\$30	\$10	\$40	\$30	\$15
Indicated Adjustment		(\$25)	(\$5)	(\$35)	(\$25)	(\$10)



Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. The adjustments for the comparables are shown at the bottom of the table.

Heat – The subject has this utility provided. Comparables 4 is similar to the subject. None of the remaining comparables have this utility provided. Therefore, Comparables 1, 2, 3 and 5 were adjusted upward the following adjustments: \$32 for the one-bedroom comparison; and \$35 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Cooling – The subject has this utility provided. Comparable 4 is similar to the subject. None of the remaining comparables have this utility provided and were adjusted upward the following adjustments: \$9 for the one-bedroom comparison; and \$14 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Cooking – The subject has this utility provided. Comparable 4 is similar to the subject. None of the remaining comparables have this utility provided and were adjusted upward the following adjustments: \$6 for the one-bedroom comparison; and \$8 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Electricity – The subject has this utility provided. Comparables 4 is similar to the subject. None of the remaining comparables have this utility provided and were adjusted upward the following adjustments: \$39 for the one-bedroom comparison; and \$49 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Hot Water – The subject has this utility provided. Comparables 4 is similar to the subject. None of the remaining comparables have this utility provided and adjusted upward the following adjustments: \$15 for the one-bedroom comparison; and \$23 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Cold Water/Sewer – The subject provides cold water and sewer. Comparable 4 is similar to the subject. Comparable 2 charges a flat rate fee of \$43 per month for water and sewer services for all unit types. Therefore, Comparable 2 was adjusted upward \$43 per month for each comparison. None of the remaining comparables have this utility provided and were adjusted upward as follows: \$40 for the one-bedroom comparison; and \$65 for the two-bedroom comparison. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amounts were substantiated through local utility providers.

Trash – The subject provides this utility. Comparable 4 is similar to the subject. Comparable 2 charges a flat rate of \$6 per month for trash collection for all unit types. Therefore, Comparable 2 was adjusted upward \$6 per month for all unit types. Comparable 5 charges a flat rate of \$35 per month for trash collection for all unit types. Therefore, Comparable 5 was adjusted upward \$35 per month for all comparisons. Comparables 1 and 3 do not have this utility provided and were adjusted upward \$34 per month for all unit types based upon the adjustments indicated by the Allowances for Tenant-Furnished Utilities and Other Services provided for Arlington County. The amount was substantiated through local utility providers.



Extra Storage – The subject does not contain this feature. Comparable 2 offers extra storage for a fee of \$25 to \$50 per month. Comparable 3 offers extra storage for a fee of \$20 per month. Comparable 5 offers extra storage for a fee of \$40 per month. Comparables 1 and 4 do not offer this feature. No adjustments were needed.

Location – The subject's neighborhood is rated average, with easy access to all services available within the city limits. In order to determine if adjustments were needed for differences in location between the subject and the comparables, eleven factors were compared. Those factors include livability, amenities available, cost of living, crime factors, employment factors, housing factors, schools in the area, walkscore, population counts, median rent levels and median income levels. Based on the analysis, all comparables are located in the subject's neighborhood or in neighborhoods that are similar to the subject's. No adjustments were needed.

Security – The following table shows the amenities at the subject and each comparable:

Feature	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Intercom/Electronic Entry		\$10		\$10	\$10	\$10
Video Surveillance					\$5	
Security Patrol						
Total	\$0	\$10	\$0	\$10	\$15	\$10
Indicated Adjustment		(\$10)	\$0	(\$10)	(\$15)	(\$10)

No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex, particularly security that limits access to the building or grounds. All security features will provide added protection for residents at the properties. Limited access gates limit access to the grounds, while intercom/electronic entry limits access to the buildings. Therefore, properties with limited access gates and/or intercom/electronic entry are considered superior to properties with video surveillance and/or security patrol which do not limit access. Consequently, limited access gates and intercom/electronic entry are considered \$5 superior to video surveillance and security patrol. The adjustments for the comparables are shown at the bottom of the table.

Clubhouse/Meeting Room/Dining Room – The subject does not contain any of these features. No complex in the market area shows a rent differential based on these particular items; however, the added amenities are an enhancement. Apartments with these features can command a higher rent in the market area. Therefore, properties with these features were adjusted \$5 per feature compared to properties without any of these features. The following table shows the amenities available at the subject and each comparable. The comparables were adjusted based on the indicated adjustment amount at the bottom of the table:

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Clubhouse		\$5		\$5	\$5	
Meeting Room		\$5				
Total	\$0	\$10	\$0	\$5	\$5	\$0
Indicated Adjustment		(\$10)	\$0	(\$5)	(\$5)	\$0

Special Features – The following table shows the amenities at the subject and each comparable:

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Stainless Steel Appliances						\$25
Solid-Surface Countertops						\$25
Total	\$0	\$0	\$0	\$0	\$0	\$50
Indicated Adjustment		\$0	\$0	\$0	\$0	(\$50)



Special features such as stainless steel appliances and granite, quartz or solid-surface countertops will typically command a higher rent in the market. Tenants are typically willing to pay a higher premium for these features. Typically, when these features are included in the units, they are considered luxury items, and units are assessed an up-charge from the rent that would be charged if unit did not contain these features. The 2024 NMHC/Grace Hill Renter Preferences Survey Report for Washington, DC, the nearest metropolitan area, was consulted. According to the 2024 NMHC/Grace Hill Renter Preferences Survey Report, residents in the metropolitan area indicated they would expect a renter to pay \$54.75 per month for premium features such as stainless steel appliances and solid-surface countertops. The survey did not differentiate between the amount renters would expect to pay for each feature. However, previous versions of this publication did differentiate the fees for these features and generally indicated that the fees were either evenly split between the two features or were only a minimal amount more for solid-surface countertops. Therefore, after considering all factors, a \$25 adjustment was applied for stainless steel appliances, and a \$25 adjustment was applied for the solid-surface countertops.

Business Center/Neighborhood Network – The subject contains a computer room. Comparable 1 is similar. The remaining comparables do not contain any of these features and were adjusted upward \$5 per month. No complex in the market area shows a rent differential based on these particular items; however, the added amenities are an enhancement. Apartments with these features can command a higher rent in the market area. Therefore, properties with these features were adjusted \$5 per feature compared to properties without any of these features.

Conclusion of Market Rents – As Stabilized

The adjusted rents range from \$1,996 to \$2,220 for the one-bedroom comparison; and from \$2,144 to \$2,955 for the two-bedroom comparison. All comparables were given consideration. The appraiser concluded the market rent for the units at the subject as follows:

•	645 SF One-Bedroom Units	-	\$2,065
•	740 SF Two-Bedroom Units	-	\$2,720

The developer is proposing affordable rents as shown in the following table:

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	645	30%	\$934	\$922	N/A	\$922
1/1	7	645	50%	\$1,557	\$1,344	N/A	\$1,344
1/1	8	645	60%	\$1,869	\$1,519	N/A	\$1,519
1/1	6	645	80%	\$2,492	\$1,424	N/A	\$1,424
2/1	21	740	30%	\$1,121	\$1,107	N/A	\$1,107
2/1	34	740	50%	\$1,868	\$1,567	N/A	\$1,567
2/1	23	740	60%	\$2,242	\$1,860	N/A	\$1,860
2/1	51	740	80%	\$2,990	\$2,046	N/A	\$2,046

These rents are below the achievable rents determined on the rent grids and below the maximum net tax credit rents.



Evaluation of the Development

Project Design

Barcroft RA2 & RA3, is an existing LIHTC complex comprised of eight three-story walk-up buildings containing a total of 154 revenue units. The subject consists of buildings 27, 28, 29, 30, 31, 32, 33, and 34 within the larger Barcroft Apartments development. The buildings have a concrete slab foundation and wood framing, with brick exterior and asphalt shingle or slate roofs. The complex was constructed in 1948. The property will be rehabilitated. As complete the development will feature 154 revenue generating units. Landscaping is minimal and consists of grass, trees and shrubs. The property is a scattered site development however, the sites are contiguous. The subject's design is competitive amongst the comparables.

Project Amenities

The property provides the following project amenities: courtyard, bike storage, laundry facility, computer room, on-site management, and on-site maintenance. Post rehabilitation, the in-unit amenities will remain the same. Post rehabilitation, the in-unit amenities will remain the same. The subject's project amenities will be competitive with the comparables in the market area.

Parking

The complex offers open lot parking spaces for no additional cost. There is also ample street parking available. The subject's parking is competitive in the market.

Unit Mix

The subject's unit mix of one and two-bedroom will be suitable in the market area.

Utilities

The subject currently contains baseboard hot water heating and PTAC electric cooling. Cooking is currently gas. Hot water heating is gas. As part of the renovation, the subject will install central HVAC electric heating and cooling, and switch cooking to electric. The landlord will provide water, sewer, and trash expenses post rehabilitation. This arrangement is superior to the majority of the comparables in the market area.

Unit Amenities

Each unit contains the following amenities: refrigerator, range/oven, garbage disposal, coat closets, walk-in closet, carpet, vinyl, wood, and ceramic tile flooring and blinds. As complete, the subject will feature washers and dryers, electric range/oven, and dishwashers in all units. The unit amenities are competitive with the comparables in the market area.

Tenant Services

The subject does not provide any tenant services. None of the comparables offer tenant services.

Impact of Existing/Planned Rental Housing

The market area exhibits sufficient demand for the proposed rehabilitation of the existing property. Based on the occupancy level of the apartment complexes in the market area, the waiting lists, the projected population and household growth and the economic factors, it is believed that when the rehabilitation is completed, the property will have no adverse impact on the existing and/or planned market-rate rental housing properties in the market area.



Summary of Developments Strength and Weaknesses

Strengths

- The subject's site plan and design are competitive with the surveyed comparables.
- The development will be superior to most of the comparable developments in condition upon completion of the rehabilitation.
- The subject's current and proposed unit and project amenities will be competitive with the comparables in the market area.
- The subject's proposed rents will provide a good value to prospective tenants.

Weaknesses

- There are no apparent weaknesses.

IX. LOCAL PERSPECTIVE AND INTERVIEWS



Local Interviews

Arlington Zoning Department

According to the CDP of Arlington, the subject is zoned RA14-26, Apartment Dwelling District, which permits multifamily uses. It was reported that the current usage is a legal, conforming use of the zoning district. The phone number for the Arlington Zoning Department is 817-459-6502.

Arlington Economic Development

According to Arlington Economic Development, there have been several new and expanding businesses in the county, as well as numerous infrastructure projects. New businesses and expansions include, but are not limited to, the following:

- Technomics, Inc., a firm specializing in data- and analytics-driven decision support services for federal government clients, announced a \$5.4 million expansion of its Arlington County headquarters in June 2025, adding 25,200 square feet of office space and creating 248 new jobs. The company currently employs approximately 300 professionals at its Arlington facility and has expanded its office three times since 2022.
- CoStar Group, a leading global provider of online real estate marketplaces, relocated its global headquarters from Washington, D.C. to 1201 Wilson Boulevard, known as Central Place Tower, in Rosslyn in early 2025. The company occupies 150,000 square feet of commercial office space in the 552,000-square-foot LEED Platinum-certified tower, bringing 500 relocated jobs and 150 new jobs to the Commonwealth.
- The National Landing Business Improvement District reported that approximately 40 new small businesses opened with street-facing retail in 2023-2024, with an additional 20 or more businesses anticipated to open in the district in 2025.
- Afton Scientific, a manufacturer of sterile injectable pharmaceuticals, announced a \$200 million expansion of its biopharmaceutical manufacturing facility in Albemarle County in October 2024, with plans to create more than 200 new jobs. The company broke ground on the new 285,000-square-foot facility at its Avon Court campus in September 2025, with construction currently underway.
- Amazon HQ2's Phase 1 campus at Metropolitan Park in National Landing, consisting of two 22-story office towers, is open and operational, with approximately 8,331 employees as of the end of 2024. The campus has capacity for up to 14,000 employees. Phase 2, known as PenPlace, has been delayed; the Arlington County Board granted Amazon an extension with a new deadline of June 30, 2028 to act on the current site plan, which envisions a futuristic spiral structure known as the Helix.
- Google has committed to investing over \$1 billion into data center infrastructure across Northern Virginia, with the broader regional investment expected to strengthen Arlington's position as a hub for technology and AI-related employment in the D.C. area.
- Evolent Health and Privia Health, spin-offs from the Advisory Board Corporation, remain anchored in Ballston at 800 N. Glebe Road and 950 N. Glebe Road, respectively. Both are leading health care technology companies serving providers through innovative, lower-cost care models. Evolent Health has grown into a publicly traded company with revenues exceeding \$2.6 billion, and Privia Health has expanded to a multi-state provider network with revenues approaching \$5 billion.
- Other significant operations of existing firms in Arlington include Rosetta Stone and Raytheon in Rosslyn, DRS Technologies in Crystal City, and the Association for Unmanned Vehicle Systems International in Shirlington. Important retentions include CACI and AES Corporation, both with major headquarters operations in Ballston.

Due to the new and expanding businesses, the numerous infrastructure projects, the decreasing unemployment and minimal number of layoffs and closures in the region, it is believed that the economic outlook for the area will remain stable for the next two to five years.

X. RECOMMENDATIONS AND CONCLUSIONS



Recommendations and Conclusions

Project Description

The following chart lists the subject's unit mix. The property contains an approximate net rentable area of 111,585 square feet.

Unit Type	# of Units	Square Feet	Total Square Footage
1/1	25	645	16,125
2/1	129	740	95,460
	154		111,585

The following chart lists the subject's existing unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Feet	Current Rent	Utility Allowance
1/1	25	645	\$922-\$1,675	N/A
2/1	129	740	\$1,107-\$2,258	N/A
	154			

The chart on the following page lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	645	30%	\$934	\$922	N/A	\$922
1/1	7	645	50%	\$1,557	\$1,344	N/A	\$1,344
1/1	8	645	60%	\$1,869	\$1,519	N/A	\$1,519
1/1	6	645	80%	\$2,492	\$1,424	N/A	\$1,424
2/1	21	740	30%	\$1,121	\$1,107	N/A	\$1,107
2/1	34	740	50%	\$1,868	\$1,567	N/A	\$1,567
2/1	23	740	60%	\$2,242	\$1,860	N/A	\$1,860
2/1	51	740	80%	\$2,990	\$2,046	N/A	\$2,046

**The developer is electing to use the income-average minimum set-aside option. The subject's proposed rent/income designation level is 60.0 percent.*

It should be noted that the subject's proposed for the units restricted at 30, 50, 60, and 80 percent of the AMI are all set below maximum allowable levels.

Income Averaging

The developer has committed to providing one and two-bedroom units at 30, 50, 60, and 80 percent of the area median income. The Consolidated Appropriations Act of 2018 permanently established income averaging as a third minimum set-aside election for new developments. Income averaging allows credit-qualified units to serve households earning as much as 80 percent of the area median income so long as the average imputed income limit of the property is 60 percent or less of the AMI. Owners electing income averaging must commit to having at least 40 percent of the units affordable to eligible tenants. The subject's proposed rent/income designation level is 60.0 percent, and the units will qualify for the income averaging set aside. As noted in the capture rate calculations included on Page 89, the capture rates for each applicable percentage of the area median income are below 1.8 percent and are considered good.



Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and income-restricted apartment complexes. The surveyed comparables reported an overall rental vacancy rate of 3.0 percent. Of the 5,885 total units verified, 179 were vacant. The proposed rehabilitation of the existing LIHTC development will not have an adverse impact on the market area. As complete, the property will be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. There were twelve income-restricted developments, including the subject, confirmed in the market area. Of the confirmed income-restricted developments, all directly compete with the subject. All competing developments maintain high occupancy rates and all maintain waiting lists from which the subject could draw residents. Therefore, it does not appear the market area is saturated with affordable housing.

Market Feasibility

The following table shows the capture rates for the rehabilitated development.

CAPTURE RATE					
Income Restrictions:	All Units @ 30%	All Units @ 50%	All Units @ 60%	All Units @ 80%	All Units
Project Wide Capture Rate	1.7%	1.4%	0.8%	0.7%	1.6%
Project Wide Absorption Rate	1-2 Months	2-3 Months	2-3 Months	3-4 Months	6-7 Months

The market shows a net demand of 9,451 households for all units. The subject is an existing LIHTC development that is currently 73.4 percent occupied, with 41 vacant units. As complete, the property will be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. The capture rate is 1.6 percent, which is considered to be good. In addition, the existing LIHTC properties have high occupancy rates, and the majority maintain waiting lists. Also, the population and households in the market are projected to grow through 2031, and there is economic growth in the region. Therefore, it is the belief of the analysts that the property will continue to be viable within the market area. Consequently, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for rental units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

Evaluation of Project

The subject property is located in a residential neighborhood in the southern portion of Arlington. The subject is located along the west side of South Taylor Street and the south side of 13th Street South. South Taylor Street and 13th Street South both connect to South George Mason Drive and Columbia Pike. Columbia Pike, or State Highway 244, is a major thoroughfare in the area, which also provides access to Interstate 395. Therefore, the subject has average visibility and easy access. The subject's existing site plan and project design are similar to competing apartment developments. The subject's unit mix of one and two-bedrooms will be suitable in the market.

Positive/Negative Attributes

Strengths: The subject's location is comparable to other developments in the market area. Its current and proposed in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's rehabilitated units will provide a good value to prospective tenants.

Weaknesses: There are no apparent weaknesses.



Conclusions

The subject can retain its required share of the market area for the following reasons:

- The subject's rehabilitated design and amenities will be competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Once rehabilitation is complete, the subject will be superior in condition when compared to the majority of the current housing stock.
- The market area's population and households are projected to increase through 2030, indicating a need for additional housing in the market area. In addition, all restricted properties confirmed maintain high occupancy rates, and the majority maintain waiting lists, it appears the market is not oversaturated with affordable rental housing.
- The subject, Barcroft RA2 & RA3, is an existing LIHTC development containing 154 units that will be rehabilitated. Once rehabilitation is complete, the subject will feature 154 one and two-bedroom units and be 100 percent LIHTC at 30, 50, 60, and 80 percent of the area median income. Therefore, the rehabilitated subject will continue to be a great asset to the area.
- The subject is an existing LIHTC development that is currently 73.4 percent occupied. Upon renovation, the property will be LIHTC restricted at 30, 50, 60, and 80 percent of the area median income. The rehabilitation of the development will not displace any tenants. However, the absorption rate analysis was conducted as though the property were vacant. After researching the vacancy rates of the existing units in the area, it is firmly believed that the subject property will satisfy a portion of the continued demand for the units within the market. Based on information concerning the vacancy rates and amount of time it takes to fill vacancies, it is estimated that a 93 percent occupancy level can be achieved in two to three months. Interviews with apartment managers substantiate the absorption rate. It is believed that the existing development could absorb 20 to 25 units per month; therefore, the subject would reach a stable occupancy level within six to seven months if entirely vacant.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the rehabilitated development will be suitable for the market area. Given the current low vacancy rates for income-restricted properties as well as the waiting lists at the majority of affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

MARKET STUDY ANALYST STATEMENT OF EXPERIENCE

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



Qualifications of the Analyst

Gill Group is a nationwide marketing and real estate consulting firm specializing in market studies and real estate appraisals for low-income housing developments. For more than 30 years, Gill Group has been performing market research and appraisals on all types of properties. Primary data from field inspectors, analysts and appraisers is used. Our inspectors, analysts and appraisers personally inspect and examine every property included in the reports. Additional data is obtained from the U.S. Census Bureau, local public officials and reliable market data research companies such as ESRI Business Information Solutions. Gill Group's market studies have been used by clients in the Low Income Housing Tax Credit program and in obtaining and renewing state and federal subsidies for low-income housing developments and multifamily rental housing. Samuel T. Gill has been active in the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (M.A.P.) and Mark-to-Market programs.



Certificate of Membership

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Designation Maintained By
Samuel Gill

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



Kaitlyn Snyder
Managing Director, NH&RA

Barcroft RA2 & RA3
1401-1415 South George Mason Drive,
4260-4307 South 16th Street, and
4201-4301 South Four Mile Run
Arlington, Virginia 22204



We affirm that we have made a physical inspection of the site and market area. We also affirm that the appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units. To the best of our knowledge the market can support the demand shown in this study. We understand that any misrepresentations in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by the Virginia Housing. We also affirm that neither we nor anyone at our firm has any interest in the proposed development or relationship with the ownership entity. In addition, we affirm that neither we nor anyone at our firm nor anyone acting on behalf of our firm in connection with the preparation of this report has communication to others that my firm is representing Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing. Finally, we affirm that compensation for our services is not contingent upon this development receiving a reservation or allocation of tax credits.

Samuel T. Gill
Market Analyst

Janice F. Gill, MAI
Market Analyst

June 30, 2026

ADDENDUM A – DATA SOURCES

2010 U.S. Census
2020 U.S. Census
American Community Survey
Claritas; Ribbon Demographics (A nationally recognized demographics forecaster)
U.S. Bureau of Labor Statistics

Information used in the market study was obtained from various sources including: the U.S. Census Bureau, Ribbon Demographics, U.S. Bureau of Labor Statistics, interviews with local area and government officials and interview with local property owners or managers.

ADDENDUM B – MARKET STUDY TERMINOLOGY

Absorption Period

The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of Occupancy. The Absorption Period begins when the first temporary or permanent certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is expected to begin should accompany all absorption estimates.

Absorption Rate

The average number of units rented each month during the Absorption Period.

Acceptable Rent Burden

The rent-to-income ratio used to qualify tenants for both income restricted and non-income restricted units. The Acceptable Rent Burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Affordable Housing

Housing where the tenant household pays no more than 30 percent of its annual income on Gross Rent.

Amenity

Tangible or intangible benefits offered to a tenant at no fee (with the exception of day care), typically on-site recreational facilities or planned programs, services and activities.

Annual Demand

The total estimated demand present in the market in any one year for the type of units proposed. Annual demand estimates factor in tenure, tenant age, income restrictions, family size and turnover.

Area Median Income (AMI)

One-hundred percent of the gross median household income for a specific metropolitan statistical area, county or non-metropolitan area established annually by HUD.

Assisted Housing

Housing where the monthly costs to the tenants are subsidized by federal, state or other programs.

Attached Housing

Two or more dwelling units connected with party walls (e.g., townhouses or flats).

Basic Rent

The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223 (d)(3) Below Market Interest Rate Program. The Basic Rent is calculated on the rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate Program (BMIR)

Program targeted to renters with income not exceeding 80 percent of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Capture Rate

The percentage of age, size, and income qualified renter households in the Primary Market Area that the property must capture to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the Primary Market Area. See Penetration Rate for rate for entire market area.

Census Tract

A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD)

The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC)

Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Comparable Property

A market-rate or Affordable Housing property that is representative of the rental housing choices of the subject's Primary Market Area and that is similar in construction, size, amenities, or age. These Comparables and Competitives are generally used to derive market rent.

Competitive Property

A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Concession

Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specified lease term or for free amenities which are normally charged separately (i.e., washer/dryer, parking).

Condominium

A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract Rent

1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenants, to the owner, inclusive of all terms of the lease (HUD & RD).
2. The monthly rent agreed to between a tenant and a landlord (Census).

Demand

An estimate of the total number of market households that have both the desire and the ability to obtain the product and/or services offered. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Difficult Development Area (DDA)

An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached Housing

A freestanding dwelling unit, typically single-family, situated on its own lot.

Effective Rents

Market Rents less concessions.

Elderly or Senior Housing

Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80 percent of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely Low Income

Person or household with income below 30 percent of Area Median Income adjusted for household size.

Fair Market Rent (FMR)

The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40 percent of the rental units have rents below the FMR. In rental markets with a shortage of lower-priced rental units, HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Family

A family consists of a householder (i.e., one who occupies or owns a house/head of a household) and one or more other persons living in the same household who are related to the householder by birth, marriage or adoption. Not all households contain families since a household may comprise a group of unrelated persons or one person living alone. (Source: U.S. Census)

Garden Apartments

Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around the buildings, and on-site parking.

Gross Rent

The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise

A residential building having more than ten stories.

Household

All the persons who occupy a housing unit as their usual place of residence. The occupants may be a single family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements. (Source: U.S. Census)

Household Trends

Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g., at marriage or separation) and decreasing average household size.

Housing Unit

House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program)

Federal rent subsidy program under Section 8 of the U.S. Housing Act which issues rent vouchers to eligible households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30 percent of adjusted income (or 10 percent of gross income, whichever is greater). In cases where 30 percent of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (HFA)

State or local agencies responsible for financing housing and administering Assisted Housing programs.

HUD Section 8 Program

Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenant's adjusted income.

HUD Section 202 Program

Federal program which provides direct capital assistance (i.e., grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30 percent of tenant income.

HUD Section 811 Program

Federal program which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

HUD Section 236 Program

Federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80 percent of area median income who pay rent equal to the greater of Basic Rent of 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income Band

The range of incomes of households that can pay a specific rent but do not have more income than is allowed by the Income Limits of a particular housing program. The minimum household income typically is based on a defined Acceptable Rent Burden percentage and the maximum typically is pre-defined by specific programmatic requirements or by general market parameters.

Income Limits

Maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30, 50, 60 or 80 percent of AMI. HUD publishes Income Limits each year for 30 percent median, Very Low Income (50%), and Low-Income (80%), for households with one through eight people.

Infrastructure

Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Low Income

Person or household with gross household income below 80 percent of Area Median Income adjusted for household size.

Low Income Housing Tax Credit

A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60 percent or less of Area Median Income, and that the rents on these units be restricted accordingly.

Low Rise Building

A building with one to three stories.

Market Advantage

The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property.

Market Analysis

A study of real estate market conditions for a specific type of property.

Market Area

A geographic area from which a property is expected to draw the majority of its residents.

Market Area, Primary (PMA)

The most likely geographic area from which a property would draw its support.

Market Area, Secondary (SMA)

The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.

Market Demand

The number of units required in a defined market area to accommodate demand (i.e., households that desire to improve the quality of their housing without significantly increasing their economic burden). Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining demand.

Market Feasibility Analysis

An analysis that determines whether a proposed development can attain its target rents, taking into account the development's characteristics (location, size, unit mix, design and amenities), the depth of its target market, and the strength of its appeal in comparison to other existing and planned options available to potential consumers.

Market Rent

The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the open market considering its location, features, amenities. Market rent should be adjusted for concessions and owner paid utilities included in the rent.

Market Study

A comprehensive review of the housing market in a defined market area. A market study can be used to determine the demand for specific proposed development or to examine the overall condition of an area's housing market. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. At a minimum, market studies include a review of location, economic conditions, demographics, and existing and proposed housing stock.

Marketability

The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market Vacancy Rate – Physical

Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same Market Area, excluding units in properties which are in the lease-up stage.

Market Vacancy Rate – Economic

Percentage of rent loss due to concessions and vacancies.

Metropolitan Statistical Area (MSA)

A geographic entity defined by the federal Office of Management and Budget, for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise

A building with four to ten stories.

Mixed Income Property

An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more Income Limits (i.e., Low Income Tax Credit property with income limits of 30, 50 and 60 percent).

Mobility

The ease with which people move from one location to another.

Moderate Income

Person or household with gross household income between 80 and 120 percent of Area Median Income adjusted for household size.

Move-Up Demand

An estimate of how many consumers are able and willing to relocate to more expensive or desirable units, such as tenants who move up from Class C properties to Class B; and Class B tenants that move up to Class A properties; and tenants that move from Class C and B properties to a new superior Low Income Tax Credit property. For purposes of demonstrating move-up demand both changes in Class Construction Type and changes in Quality Classification of five or more may be considered (Reference the Virginia State Board of Equalization Assessor's Handbook Section 531, January 2003, pages 4-5 for definitions of Class and Quality Classifications.)

Multifamily

Structures that contain two or more housing units.

Neighborhood

An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net Rent (also referred to as Contract or Lease Rent)

Gross Rent less Tenant Paid Utilities.

Penetration Rate

The percentage of age and income qualified renter households in the Primary Market Area that live in all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. See Capture Rate for property specific rate.

Pent-up Demand

A market in which there is a scarcity of supply and vacancy rates are very low.

Population Trends

Changes in population levels for a particular area over a specific period of time – which is a function of the levels of births, deaths, and net migration.

Primary Market Area

See Market Area

Programmatic Rents

The proposed rents for a Tax Credit or other income restricted property relative to comparable market rate properties and rents being achieved at another Low Income Housing Tax Credit or other income restricted properties in the market. Can be no greater than maximum rents permitted by the Low Income Housing Tax Credit or other program regulations.

Project Based Rent Assistance

Rental assistance from a federal, state or local program that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Public Housing or Low Income Conventional Public Housing

HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT)

Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50 percent of households have an income less than 60 percent of Area Median Income or where the poverty rate is at least 25 percent. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Redevelopment

The redesign or rehabilitation of existing properties.

Rent Burden

Contract Rent plus Tenant Paid Utilities divided by the gross monthly household income.

Rent Burdened Households

Households with rent burden above the level determined by the lender, investor or public program to be an acceptable rent-to-income ratio.

Restricted Rent

The maximum allowable rent under the restrictions of a specific housing program or subsidy.

Rural Development (RD) Market Rent

A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD property.

Rural Development (RD) Program

Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Saturation

The point at which there is no longer demand to support additional units.

Secondary Market Area

The portion of a market area that supplies additional support to an apartment property beyond that provided by the Primary Market Area.

Single-Family Housing

A dwelling unit, either attached or detached, designed for use by one household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

Special Needs Population

Specific market niche that is typically not catered to in a conventional apartment property. This population should exhibit certain criteria, which can be well defined, in order, for example, to assess the need and demand from this source. Examples of special needs populations include substance abusers, visually impaired person or persons with mobility limitations.

Stabilized Level of Occupancy

The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units. For TCAC projects these percentages are equal to a physical occupancy rate that will generate 90 percent of aggregate restricted rents for SRO and Special Needs units and generate 95 percent of aggregate restricted rents for all other types of units.

State Data Center (SDC)

A state agency or university facility identified by the governor of each state to participate in the U.S. Census Bureau's cooperative network for the dissemination of the census data.

Subsidy

Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's Contract Rent and the amount paid by the tenant toward rent.

Substandard Conditions

Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target Income Band

The estimated Income Band from which the subject will likely draw tenants.

Target Population

Market niche a development will appeal or cater to. State agencies often use Target Population to refer to various income set asides, elderly v. family, etc.

Tenant

One who rents real property from another.

Tenant Paid Utilities

The cost of utilities necessary for the habitation of a dwelling unit, which are paid by the tenant. Tenant Paid Utilities do not include costs for telephone or cable service.

Tenure

The distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House)

Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.

Turnover

An estimate of the number of housing units in a Market Area as a percentage of total housing units in the Market Area that will likely change occupants in any one year. Only turnover in the primary market area rental market (i.e., number of rental housing units as a percentage of total rental housing units that will likely change occupants) shall be considered for purposes of constructing demand estimates. See Vacancy Period.

Unmet Housing Need

New units required in the Market Area to accommodate household growth, homeless households, and housing in substandard conditions.

Unrestricted Rents

The recommended rents for the market rate units at a Mixed-Income Property.

Vacancy Period

The amount of time that an apartment remains vacant and available for rent.

Vacancy Rate – Economic

Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The economic vacancy rate should be used exclusively for project rent proformas, and not for reporting the vacancy rate of rent comparables.

Vacancy Rate – Physical

The number of total habitable units that are vacant divided by the total number of units in the property. The physical vacancy rate shall be used when reporting comparable vacancy rates.

Very Low Income

Person or household whose gross household income does not exceed 50 percent of Area Median Income adjusted for household size.

Zoning

Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

ADDENDUM C – NCHMA INDEX

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.

		Page Number(s)
Executive Summary		
1	Executive Summary	10
Scope of Work		
2	Scope of Work	15
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents and income targeting	21
4	Utilities (and utility sources) included in rent	21
5	Target market/population description	20
6	Project description including unit features and community amenities	20
7	Date of construction/preliminary completion	20
8	If rehabilitation, scope of work, existing rents and existing vacancies	21-22
Location		
9	Concise description of the site and adjacent parcels	28
10	Site photos/maps	26-41
11	Map of community services	43-58
12	Site evaluation/neighborhood including visibility, accessibility and crime	42
Market Area		
13	PMA description	63
14	PMA Map	64
Employment and Economy		
15	At-Place employment trends	66
16	Employment by sector	70
17	Unemployment rates	66-67
18	Area major employers/employment centers and proximity to site	68
19	Recent or planned employment expansions/reductions	71-72
Demographic Characteristics		
20	Population and household estimates and projections	75-77
21	Area building permits	91
22	Population and household characteristics including income, tenure and	81-82
23	For senior or special needs projects, provide data specific to target market	N/A

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.

		Page Number(s)
Competitive Environment		
24	Comparable property profiles and photos	96-143
25	Map of comparable properties	144
26	Existing rental housing evaluation including vacancy and rents	95-95
27	Comparison of subject property to comparable properties	93
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	94
29	Rental communities under construction, approved, or proposed	91
30	For senior or special needs populations, provide data specific to target market	N/A
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	87
32	Affordability analysis with capture rate	89
33	Penetration rate analysis with capture rate	86
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	89
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	155
36	Precise statement of key conclusions	163
37	Market strengths and weaknesses impacting project	162
38	Product recommendations and/or suggested modifications to subject	163
39	Discussion of subject property's impact on existing housing	156
40	Discussion of risks or other mitigating circumstances impacting subject	156
41	Interviews with area housing stakeholders	159
Other Requirements		
42	Certifications	7
43	Statement of qualifications	165, Addendum F
44	Sources of data not otherwise identified	Addendum A

ADDENDUM D - SUBJECT INFO

Executive Summary

Barcroft RA-2 and RA-3 Jair Lynch Development Partners

Purpose: The enclosed provides the initial submission of Barcroft RA-2 and RA-3 based on the 85% DD Drawing Set. Below is an overview of the sections we would like to highlight. Please refer to corresponding tabs for more information.

Budget: Below are valuable points from our budget. Please see Tab 2 for more detail.

• Current Budget:	\$23,884,785
• Cost Per DU:	\$155,096
• Proposed Schedule:	22 Months
• Available Value Engineering:	-\$495,230

Budget Approach: The project cost presented was created using a combination of subcontractor input for major trades and RB-1, RB-2 and RC-1 unit pricing applied to the design shown. In addition to the scope within the plans provided, we have included additional cost for scope items determined to be needed on RC-1 and RB phases to ensure our budget is comprehensive to actual site conditions and owner needs.

Value Engineering: We are aware this cost is over the project goal and that every effort must be made to reduce the overall project cost. We are actively infilling the value engineering sheet and there are an additional 22 items with pricing underway.

Schedule Approach: We have included a project duration based on the assumption that we can take one building at a time.

Next Steps: In addition to advancing the drawings and infilling civil, structural and MEP plans, we should work to obtain more phase specific information for the next round of pricing to include:

- Design Development: We recommend the design team focus on developing the following into the plans for the next set of pricing:
 - We recommend the team explore ways to maximize efficiencies with tree protection to allow for the cost to stay as low as possible.
 - We recommend the design team review and provide direction on retaining wall repair and replacement work.
 - We recommend the project team discuss the best approach to existing water infiltration issues based on scope from previous phased.
 - We noted civil and landscape plans are less developed than others and request more direction on utility (storm and sewer), flatwork, asphalt and landscape needs in the next step of documents.
- Heat Tunnel: BCC and Ownership to work together to confirm how the heat tunnels interact with buildings scheduled to stay online and ensure a plan is in place to maintain the necessary utilities to active buildings.
- Back Off House Finishes: The current design includes more scope than we have seen on other phases. We recommend the team work together to ensure back of house work is limited to necessary scope to aid in minimizing cost.
- Abatement: Owner to complete needed material testing to confirm hazardous materials needing remediation in these phases.
- Unit Assessments: Owner, design team and BCC to discuss previous approaches to unit specific scope (Good/Fair/Poor) and agree to a strategy for this phase.
- Roof Scope Confirmation: We understand roof patching is required. We assume this is specific to slate roofs. We recommend more specific direction be provided with the next set of documents.

Conclusion: Bozzuto Construction appreciates the opportunity to submit our proposal for Barcroft RA2 and RA3. We look forward to further discussions with the Jair Lynch team.



UNIT MIX	Unit #	SF	Monthly Rent	Gross (Annual)
Affordable Units (AMI):	30.00%			
Studio	-	-	-	-
1 Bedroom	4	645	922	44,263
2 Bedroom	21	740	1,107	278,938
3 Bedroom	-	-	-	-
Total	25	725	1,077	323,201
Affordable Units (AMI):	50.00%			
Studio	-	-	-	-
1 Bedroom	7	645	1,344	112,871
2 Bedroom	34	740	1,567	639,168
3 Bedroom	-	-	-	-
Total	41	724	1,529	752,038
Affordable Units (AMI):	60.00%			
Studio	-	-	-	-
1 Bedroom	8	645	1,519	145,857
2 Bedroom	23	740	1,860	513,232
3 Bedroom	-	-	-	-
Total	31	715	1,772	659,089
Affordable Units (AMI):	80.00%			
Studio	-	-	-	-
1 Bedroom	6	645	1,424	102,510
2 Bedroom	51	740	2,046	1,252,085
3 Bedroom	-	-	-	-
4 Bedroom	-	-	-	-
Total	57	730	1,980	1,354,595
Total Rent	154	725	1,671	3,088,922

OPERATING BUDGET	Total	Per Unit
Affordable Rent	3,088,922	20,058
Potential Gross Income	3,088,922	20,058
Total Vacancy, Concessions, Loss	(162,168)	(1,053)
Total Other Income	26,265	171
Commercial Income	-	-
Effective Gross Income	2,953,019	19,175
Payroll	261,954	1,701
Utilities	278,740	1,810
Turnover	38,500	250
Repairs & Maintenance	61,600	400
Contract Services	138,600	900
Marketing	23,870	155
General & Administrative	53,900	350
Reserves	46,200	300
Amenity Fee	23,100	150
Insurance	100,100	650
Taxes	266,075	1,728
Management Fee	66,443	431
Total Operating Expenses	1,359,082	8,825
Net Operating Income	1,593,937	10,350

Bozzuto Construction Company

Preconstruction Budget Summary

Project: Barcroft RA2 RA3
 Location: Arlington, VA
 Developer: Jair Lynch
 Preconstruction Manager: Bill Myers
 Drawing Set: Design Development
 Estimated Start: 6/1/2026
 Total Duration: 22 Months

General Conditions
Site Improvements
Renovation
Common Area Finishes
Subtotal
Insurance
Gross Receipts Tax
Payment & Performance Bond
Cost Certification
Subtotal (COW)
Overhead
Fee
Total

CURRENT BUDGET SUMMARY						
Percent		162,229	162,229	110,840	154	
Total	11/14/2025	\$/TotalGSF	\$/ResGSF	\$/NRSF	\$/DU	
10.28%	\$2,260,294	\$13.93	\$13.93	\$20.39	\$14,677	
8.15%	\$1,791,910	\$11.05	\$11.05	\$16.17	\$11,636	
80.51%	\$17,694,439	\$109.07	\$109.07	\$159.64	\$114,899	
1.05%	\$231,634	\$1.43	\$1.43	\$2.09	\$1,504	
100.00%	\$21,978,277	\$135.48	\$135.48	\$198.29	\$142,716	
	\$215,464	\$1.33	\$1.33	\$1.94	\$1,399	
	\$35,510	\$0.22	\$0.22	\$0.32	\$231	
	\$162,418	\$1.00	\$1.00	\$1.47	\$1,055	
	\$20,000	\$0.12	\$0.12	\$0.18	\$130	
	\$22,411,668	\$138.15	\$138.15	\$202.20	\$145,530	
	\$444,585	\$2.74	\$2.74	\$4.01	\$2,887	
	\$1,028,531	\$6.34	\$6.34	\$9.28	\$6,679	
	\$23,884,785	\$147.23	\$147.23	\$215.49	\$155,096	

Bozzuto Construction Company

Preconstruction Budget Summary

Project: Barcroft RA2 RA3

Location: Arlington, VA

Developer: Jair Lynch

	Current Budget Total 11/14/2025		
01.01: General Conditions	\$2,260,294		
02.01: Surveying	\$82,719		
02.02: Demo, Remediation	\$1,034,520		
02.06: Wet Utilities	\$374,925		
02.07: Site Concrete	\$255,013		
02.08: Landscape	\$618,515		
02.09: Asphalt	\$25,174		
02.11: Fences	\$21,424		
02.13: Dry Utilities	\$391,388		
04.01: Masonry	\$1,148,341		
05.01: Railings	\$22,943		
06.02: Finished Carpentry	\$238,845		
07.01: Waterproofing	\$218,420		
07.02: Building Insulation	\$252,780		
07.04: Roofing	\$93,746		
07.07: Caulking	\$104,863		
08.01: Doors, Frames, Hardware	\$561,403		
08.05: Windows - Aluminum	\$1,043,040		
09.01: Drywall, Metal Framing	\$2,060,929		
09.02: Tile	\$110,314		
09.03: Flooring	\$504,859		
09.04: Painting	\$804,526		
09.05: Reglazing	\$44,188		
10.01: Specialties	\$189,386		
10.02: Signage	\$1,071		

10.04: Window Treatment	\$93,797		
11.01: Appliances	\$563,362		
12.02: Cabinets	\$541,644		
15.02: Plumbing	\$2,293,468		
15.03: HVAC	\$2,096,358		
16.01: Electrical	\$3,347,889		
01.02: General Requirements	\$578,132		
Subtotal	\$21,978,277		
Insurance	\$215,464		
Taxes	\$35,510		
Payment & Performance Bond	\$162,418		
Cost Certification	\$20,000		
Overhead	\$444,585		
Fee	\$1,028,531		
Total	\$23,884,785		

Building #	Acct	Current Unit Type (# of BRs)	Current Unit Status	Current Rents
27	615	1	Occupied	1,282.00
27	616	1	Occupied	1,271.00
27	617	1	Occupied	1,470.00
27	618	1	Vacant	0.00
27	619	2	Occupied	1,537.00
27	620	2	Vacant	0.00
27	621	2	Vacant	0.00
27	622	2	Vacant	0.00
28	623	1	Occupied	1,282.00
28	624	1	Occupied	1,282.00
28	625	1	Occupied	1,488.00
28	626	1	Occupied	1,272.00
28	627	2	Occupied	1,545.00
28	628	2	Occupied	1,504.00
28	629	2	Occupied	1,494.00
28	630	2	Occupied	1,534.00
28	631	2	Vacant	0.00
28	632	2	Occupied	1,535.00
28	633	2	Occupied	1,500.06
28	634	2	Occupied	1,545.00
28	635	1	Occupied	1,237.00
28	636	1	Occupied	2,976.00
28	637	1	Vacant	0.00
28	638	1	Occupied	1,241.00
28	639	1	Occupied	1,273.00
28	640	1	Vacant	0.00
28	641	1	Occupied	1,272.00
28	642	1	Vacant	0.00
29	643	1	Occupied	1,272.00
29	644	1	Occupied	1,275.00
29	645	1	Occupied	1,272.00
29	646	1	Occupied	1,260.00
29	647	2	Occupied	1,535.00
29	648	2	Occupied	1,639.00
29	649	2	Occupied	1,496.00
29	650	2	Vacant	0.00
29	651	2	Vacant	0.00
29	652	2	Occupied	1,442.00
29	653	2	Occupied	1,535.00
29	654	2	Occupied	1,639.00
29	656	1	Occupied	1,274.00
29	657	1	Occupied	1,273.00
29	658	1	Occupied	1,189.00
29	659	1	Occupied	1,432.55
30	660	2	Vacant	0.00
30	661	2	Occupied	1,523.00
30	662	2	Occupied	1,499.00
30	663	2	Occupied	1,540.00
29	664	1	Vacant	0.00
30	665	2	Occupied	1,525.00

30	666	2	Occupied	1,537.00
30	667	2	Vacant	0.00
30	668	2	Vacant	0.00
30	669	2	Occupied	1,531.00
30	670	2	Occupied	1,545.00
30	671	2	Occupied	1,697.00
30	672	2	Occupied	1,537.00
31	673	2	Vacant	0.00
31	674	2	Vacant	0.00
31	675	2	Vacant	0.00
31	676	2	Occupied	1,545.00
31	677	2	Vacant	0.00
31	678	2	Vacant	0.00
31	679	2	Occupied	1,535.00
31	680	2	Vacant	0.00
31	681	2	Occupied	1,537.00
31	682	2	Vacant	0.00
31	683	2	Occupied	1,535.00
31	684	2	Occupied	1,504.00
31	685	2	Occupied	1,545.00
31	686	2	Occupied	1,535.00
31	687	2	Vacant	0.00
31	688	2	Occupied	1,535.00
31	689	2	Occupied	1,497.00
31	690	2	Occupied	1,495.00
31	691	2	Vacant	0.00
31	692	2	Vacant	0.00
32	693	2	Occupied	1,545.00
32	694	2	Occupied	1,524.00
32	695	2	Occupied	1,545.00
32	696	2	Vacant	0.00
32	697	2	Occupied	1,504.00
32	698	2	Occupied	1,545.00
32	699	2	Vacant	0.00
32	700	2	Vacant	1,532.00
32	701	2	Occupied	1,748.00
32	702	2	Occupied	1,545.00
32	703	2	Occupied	1,534.00
32	704	2	Occupied	1,538.00
32	706	2	Vacant	0.00
32	707	2	Occupied	1,545.00
32	708	2	Occupied	1,545.00
32	709	2	Vacant	0.00
32	710	2	Occupied	1,537.00
32	711	2	Occupied	1,525.00
32	712	2	Occupied	1,504.00
32	713	2	Occupied	1,530.00
32	714	2	Occupied	1,521.00
32	715	2	Occupied	1,535.00
32	716	2	Occupied	1,535.00
32	717	2	Occupied	1,535.00

32	718	2	Occupied	1,494.00
32	719	2	Occupied	1,435.00
32	720	2	Vacant	0.00
32	721	2	Occupied	1,515.00
32	722	2	Occupied	1,748.00
32	723	2	Occupied	1,545.00
32	724	2	Occupied	1,535.00
32	725	2	Vacant	0.00
33	726	2	Occupied	1,442.00
33	727	2	Occupied	1,504.00
33	728	2	Occupied	1,499.00
33	729	2	Occupied	1,537.00
33	730	2	Vacant	0.00
33	731	2	Occupied	1,535.00
33	732	2	Occupied	1,703.58
33	733	2	Occupied	1,748.00
33	734	2	Occupied	1,521.00
33	735	2	Occupied	1,504.00
33	736	2	Occupied	1,504.00
33	737	2	Vacant	0.00
33	738	2	Occupied	1,545.00
33	739	2	Occupied	1,537.00
33	740	2	Occupied	1,452.00
33	741	2	Occupied	1,496.00
33	742	2	Occupied	1,452.00
33	743	2	Occupied	1,538.00
33	744	2	Occupied	1,724.97
33	745	2	Occupied	1,535.00
33	746	2	Occupied	1,535.00
33	747	2	Vacant	0.00
33	748	2	Occupied	1,537.00
33	749	2	Occupied	1,537.00
33	750	2	Occupied	1,531.00
33	751	2	Vacant	0.00
33	752	2	Occupied	1,452.00
33	753	2	Vacant	0.00
34	754	2	Occupied	1,504.00
34	755	2	Occupied	1,504.00
34	756	2	Vacant	0.00
34	757	2	Occupied	1,545.00
34	758	2	Vacant	0.00
34	759	2	Occupied	1,536.00
34	760	2	Occupied	1,545.00
34	761	2	Occupied	1,525.00
34	762	2	Occupied	1,537.00
34	763	2	Occupied	1,545.00
34	764	2	Vacant	0.00
34	765	2	Occupied	1,748.00
34	766	2	Occupied	1,533.00
34	767	2	Occupied	1,535.00
34	768	2	Occupied	1,545.00
34	769	2	Vacant	0.00
32	0721A	2	Vacant	0.00

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

U.S. Department of Housing
and Urban Development
Office of Public and Indian Housing



Locality	Green Discount	Unit Type				Weather Code		Date (mm/dd/yyyy)	
Arlington County Housing Dept.	None	Apartment w/ 5 or More Units; High Rise				22204		4/1/2025	
Utility or Service	Monthly Dollar Allowances								
	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	6 BR	7 BR	8 BR
Space Heatin-Natural Gas	\$20	\$24	\$27	\$30	\$34	\$37	\$40	\$44	\$47
Bottled Gas	\$72	\$84	\$96	\$109	\$121	\$133	\$146	\$158	\$170
Electric Resistance	\$15	\$17	\$22	\$27	\$31	\$36	\$41	\$45	\$50
Electric Heat Pump	\$13	\$15	\$18	\$19	\$21	\$22	\$24	\$26	\$28
Fuel Oil	\$59	\$70	\$80	\$90	\$100	\$110	\$120	\$130	\$140
Cooking-Natural Gas	\$3	\$4	\$5	\$7	\$8	\$10	\$11	\$13	\$14
Bottled Gas	\$11	\$13	\$18	\$24	\$29	\$35	\$40	\$46	\$51
Electric	\$5	\$6	\$8	\$10	\$13	\$15	\$17	\$20	\$22
Other									
Other Electric	\$18	\$21	\$29	\$37	\$45	\$54	\$62	\$70	\$78
Air Conditioning	\$7	\$8	\$12	\$15	\$19	\$22	\$26	\$29	\$33
Water Heatin-Natural Gas	\$7	\$8	\$12	\$16	\$19	\$23	\$27	\$30	\$34
Bottled Gas	\$24	\$29	\$41	\$54	\$67	\$80	\$93	\$105	\$118
Electric	\$12	\$14	\$17	\$21	\$25	\$28	\$32	\$35	\$39
Fuel Oil	\$20	\$24	\$34	\$45	\$55	\$66	\$76	\$87	\$97
Water	\$24	\$26	\$41	\$55	\$70	\$84	\$99	\$113	\$128
Sewer	\$35	\$40	\$70	\$100	\$130	\$160	\$190	\$220	\$250
Electric Fee	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8
Natural Gas Fee	\$12	\$12	\$12	\$12	\$12	\$12	\$12	\$12	\$12
Fuel Oil Fee									
Bottled Gas Fee									
Trash Collection	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35
Range/Microwave	\$21	\$21	\$21	\$21	\$21	\$21	\$21	\$21	\$21
Refrigerator	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Other - specify									

Actual Family Allowances To be used by the family to compute allowance.

Complete below for the actual unit rented.

Utility or Service		per month cost
Heating		\$
Cooking		
Other Electric		
Air Conditioning		
Water Heating		
Water		
Sewer		
Trash Collection		
Range/Microwave		
Refrigerator		
Other		
Total		\$

Spreadsheet based on form HUD-52867.



11.06.2023 - Jair Lynch Real Estate Partners - Adam Wynn

Barcroft Apartments - Updated Utility Allowance Estimation - 1130 S George Mason Dr, Arlington, VA 22204

Adam,

Please find below an updated Utility Allowance (UA) for Barcroft Apartments in Arlington, VA. In order to estimate the electric utility use, we used RESNET standard approved software (Ekotrope and/or REM/Rate). Below is the projected electric utility allowance cost that represents the 'worst case' unit type (highest projected cost). The inputs used in the energy modeling were from the preliminary plans and attached assumptions of units meeting ENERGY STAR v3 standards. [Rates are pulled from their current listed schedules. A 3/4" meter is assumed for each apartment.](#) These charges assume the tenants are not responsible for natural gas water heating charges.

Unit Type	Electricity & Fuels	Water & Sewer (HUD)	Total UA (HUD + ekotrope)
1 Bedroom	\$74	\$70	\$144

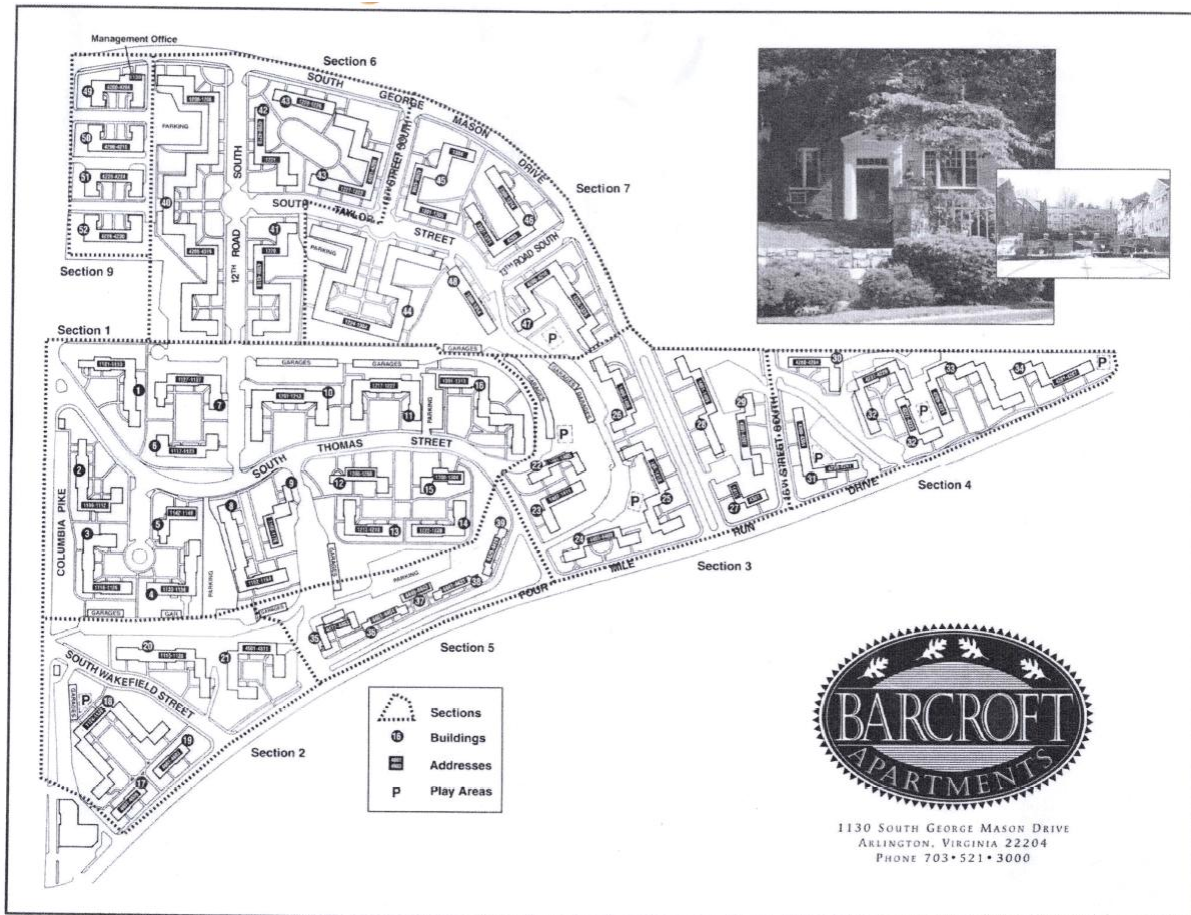
Unit Type	Electricity & Fuels	Water & Sewer (HUD)	Total UA (HUD + ekotrope)
2 Bedroom	\$77	\$103	\$180

Unit Type	Electricity & Fuels	Water & Sewer (HUD)	Total UA (VHDA + ekotrope)
3 Bedroom	\$94	\$153	\$247

Unit Type	Electricity & Fuels	Water & Sewer (HUD)	Total UA (HUD + ekotrope)
4 Bedroom	\$104	\$203	\$307

These figures are based on a set of assumptions that were needed to complete an initial assessment of development plans, as per *Appendix F – RESNET Rater Certification of Development Plans*, and will be revised accordingly as more detailed plans are developed. Should you have any questions do not hesitate to contact me.

Sincerely,
Jacob Hauser - Energy & Data Analyst

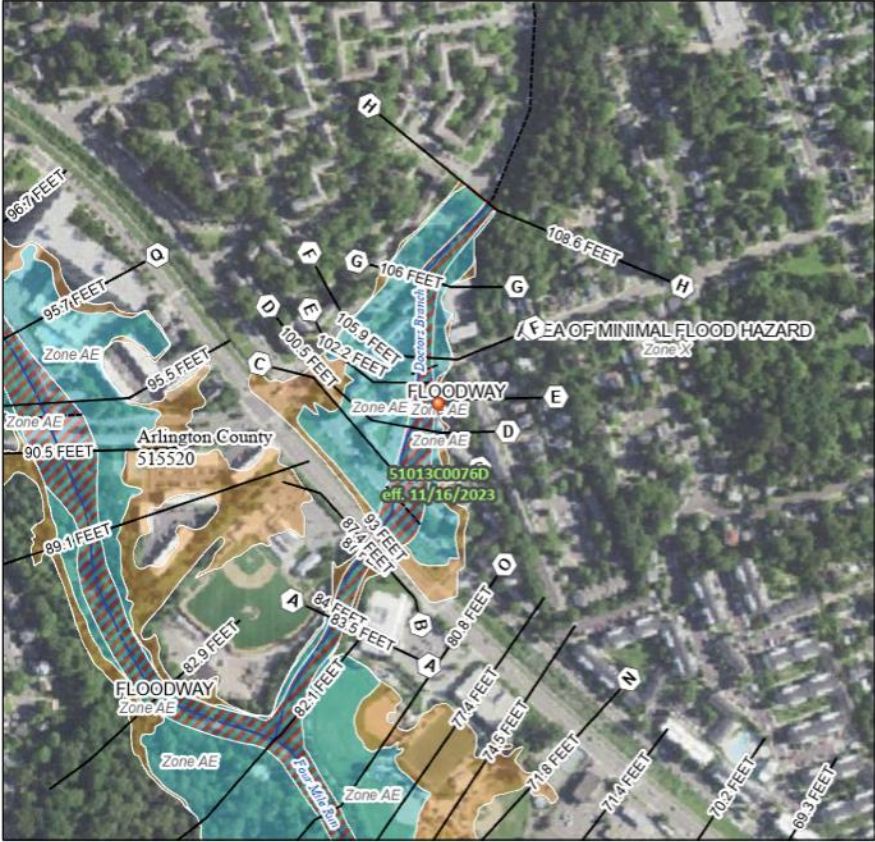


ADDENDUM E – FLOOD DATA

National Flood Hazard Layer FIRMMette



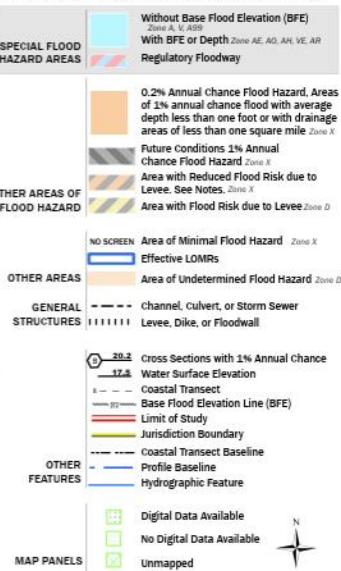
77°52'44"W 38°51'23"N



0 250 500 1,000 1,500 2,000 Feet 1:6,000
Basemap Imagery Source: USGS National Map 2023

Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT



This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 6/10/2026 at 10:20 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.

APPENDIX F – EXPERIENCE AND QUALIFICATIONS

Janice F. Gill, MAI
512 North One Mile Road
P.O. Box 784
Dexter, Missouri 63841
573-624-6614 (phone)
573-624-2942 (fax)

OVERVIEW

Extensive multifamily experience specializing in work for the Department of Housing and Urban Development (HUD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program. Also, many years of experience with nursing homes and typical commercial appraisals.

ACCREDITATIONS

MAI Designated Member of the Appraisal Institute

State Certified General Real Estate Appraiser

Missouri State License Number: 2002024410
Virginia State License Number: 4001016982
Maryland State License Number: 32198

Also regularly receives temporary licenses in the following states: Colorado, Florida, Hawaii, Minnesota, Oklahoma and Texas.

EDUCATION

Bachelor of Science Degree

Southeast Missouri State University

Associate of Arts Degree

Three Rivers Community College

Professional Standards of Practice

National Association of Independent Fee Appraisers

Introductions to Income Properties

National Association of Independent Fee Appraisers

Concepts, Terminology & Techniques

National Association of Independent Fee Appraisers

Financial Analysis of Income Properties

National Association of Independent Fee Appraisers

1.4B Report Writing-Non Residential Real Estate Appraising

National Association of Independent Fee Appraisers

Principles of Residential Real Estate Appraising

National Association of Independent Fee Appraisers

1.4A Report Writing-Residential Real Estate Appraising

National Association of Independent Fee Appraisers

Economics I

Three Rivers Community College

1.4A Report Writing Non-Residential Real Estate Appraising

National Association of Independent Fee Appraisers

Advanced Highest & Best Use and Market Analysis

Appraisal Institute

Advanced Sales Comparison & Cost Approaches

Appraisal Institute

Advanced Income Capitalization

Appraisal Institute

Report Writing & Valuation Analysis

Appraisal Institute

National USPA Update

McKissock

**EXPERIENCE
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring. Have worked with HUD in this capacity for several years.

Contract appraiser for Kentucky Housing Corporation for the eastern half of the State of Kentucky.

Provider of nursing home appraisals and hotel appraisals as well as typical commercial appraisals nationwide.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide.

Partial list of clients include: Boston Capital, Colorado Housing Finance Agency, CreditVest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, Reznick Group, Siegel Group, Signet Partners and Wachovia Securities.

Samuel T. Gill
512 North One Mile Road
P. O. Box 784
Dexter, Missouri 63841
573-624-6614 (phone)
573-624-2942 (fax)
to dd.gill@gillgroup.com

OVERVIEW

Extensive multifamily experience over the past 25 years specializing in work for the Department of Housing and Urban Development (HUD), United States Department of Agriculture/Rural Development (USDA/RD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program including but not limited to, Section 8, Section 202, Section 236, Section 515 and Section 538 Programs. Additionally, extensive experience since inception of the Multifamily Accelerated Processing (MAP) Program of Sections 202/223(f), 232/223(f), 221(d)3, 221(d)4 and 223(f). Also, more than 20 years of experience with nursing homes, hotels and complicated commercial appraisal assignments.

ACCREDITATIONS

State Certified General Real Estate Appraiser

Alabama State License Number: G00548
Arizona State License Number: 31453
Colorado State License Number: CG40024048
Connecticut State License Number: RCG.0001276
District of Columbia License Number: GA11630
Georgia State License Number: 258907
Hawaii State License Number: CGA1096
Idaho State License Number: CGA-3101
Illinois State License Number: 153.0001384
Indiana State License Number: CG40200270
Iowa State License Number: CG02426
Kansas State License Number: G-1783
Louisiana State License Number: G1126
Maine State License Number: CG3635
Maryland State License Number: 32017
Michigan State License Number: 1201068069
Minnesota State License Number: 40186198
Mississippi State License Number: GA-624
Missouri State License Number: RA002563
Montana State License Number: REA-RAG-LIC-8530
Nebraska State License Number: CG2000046R
New York State License Number: 46000039864
North Carolina State License Number: A5519
North Dakota State License Number: CG-2601
Ohio State License Number: 448306
Oklahoma State License Number: 12524CGA
Oregon State License Number: C000793
Pennsylvania State License Number: GA001813R
South Carolina State License Number: 3976
Tennessee State License Number: 00003478
Texas State License Number: 1329698-G
Utah State License Number: 5510040-CG00
Virginia State License Number: 4001 015446
Washington State License Number: 1101018
West Virginia State License Number: CG358
Wisconsin State License Number: 1078-10
Wyoming State License Number: 479

Also received temporary licenses in the following states: Arkansas, California, Delaware, Florida, Kentucky, Massachusetts, Nevada, New Hampshire, New Jersey, New Mexico, Puerto Rico, Rhode Island, South Dakota, the U.S. Virgin Islands and Vermont.

**EXPERIENCE
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring and has worked with HUD in this capacity since inception. Completed approximately 350 appraisal assignments under this program.

Provider of HUD MAP and TAP appraisals and market studies for multiple lenders since its inception. Completed approximately 350 appraisal assignments under this program.

Contract MAP quality control reviewer and field inspector for CohnReznick and HUD. Have completed approximately 350 reviews under this program. Have completed approximately 100 field inspections under this program.

Currently approved state reviewer for HUD Rent Comparability Studies for Section 8 Renewals in Alabama, California, Connecticut, Florida, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Minnesota, Nebraska, New Mexico, North Carolina, Oregon, Utah, Virgin Islands, Virginia, Washington, West Virginia and Wisconsin. Completed approximately 500 reviews under this program.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide. Completed approximately 400 rent comparability studies.

Provider of tax credit financing analysis and value of financing analysis. Completed approximately 300 appraisal assignments and market studies under this program.

Provider of multifamily appraisals under the RD 515 and 538 programs. Completed approximately 200 appraisal assignments under these programs.

Partial list of clients include: Colorado Housing Finance Agency, CreditVest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, CohnReznick, L.L.P., Group, Siegel Group, Signet Partners and Wachovia Securities.

**DEVELOPMENT/OWNERSHIP/
MANAGEMENT EXPERIENCE
(2006 TO PRESENT)**

For the past 10 years, he has owned three separate companies that develop, own and manage commercial, multifamily, residential, agricultural and vacant land properties.

In his portfolio are over 100,000 square feet of commercial space, over 1,000 units of multifamily, 200 acres of farmland, and 10 parcels of developable commercial and multifamily lots, all in the Midwest.

EDUCATION

Bachelor of Arts Degree

Southeast Missouri State University

Associate of Arts Degree

Three Rivers Community College

HUD/FHA Appraiser Training

Arkansas State Office

Multifamily Accelerated Processing Valuation (MAP)

U.S. Department of Housing and Urban Development

2nd Annual Multifamily Accelerated Processing Basic and Advanced Valuation (MAP)

U.S. Department of Housing and Urban Development

FHA Appraising Today

McKissock, Inc.

Texas USDA Rural Development Multifamily Housing Appraiser Training

Texas Rural Development

Kentucky USDA Rural Development Multifamily Housing Appraiser Training

Kentucky Rural Development

Financial Analysis of Income Properties

National Association of Independent Fee Appraisers

Income Capitalization

McKissock, Inc.

Introduction to Income Property Appraising

National Association of Independent Fee Appraisers

Concepts, Terminology & Techniques

National Association of Independent Fee Appraisers

Uniform Standards of Professional Appraisal Practice

Central Missouri State University

Appraisal of Scenic, Recreational and Forest Properties

University of Missouri-Columbia

Appraiser Liability

McKissock, Inc.

Appraisal Trends

McKissock, Inc.

Sales Comparison Approach

Hondros College

Even Odder: More Oddball Appraisals

McKissock, Inc.

Mortgage Fraud: A Dangerous Business

Hondros College

Private Appraisal Assignments

McKissock, Inc.

Construction Details & Trends

McKissock, Inc.

Condemnation Appraising Principles & Applications

Appraisal Institute

Michigan Law

McKissock, Inc.

Pennsylvania State Mandated Law

McKissock, Inc.

Valuing Real Estate in a Changing Market

National Association of Independent Fee Appraisers

Principles of Residential Real Estate Appraising

National Association of Independent Fee Appraisers

Real Estate Appraisal Methods

Southeast Missouri State University

Lead Inspector Training

The University of Kansas

Lead Inspector Refresher

Safety Support Services, Incorporated

Home Inspections: Common Defects in Homes

National Association of Independent Fee Appraisers

Heating and Air Conditioning Review

National Association of Independent Fee Appraisers

Professional Standards of Practice

National Association of Independent Fee Appraisers

Developing & Growing an Appraisal Practice – Virtual Classroom

McKissock, Inc.

The Appraiser as Expert Witness

McKissock, Inc.

Current Issues in Appraising

McKissock, Inc.

2011 ValExpo: Keynote-Valuation Visionaries

Van Education Center/Real Estate

Residential Report Writing

McKissock, Inc.

The Dirty Dozen

McKissock, Inc.

Risky Business: Ways to Minimize Your Liability

McKissock, Inc.

Introduction to Legal Descriptions

McKissock, Inc.

Introduction to the Uniform Appraisal Dataset

McKissock, Inc.

Mold Pollution and the Appraiser

McKissock, Inc.

Appraising Apartments: The Basics

McKissock, Inc.

Foundations in Sustainability: Greening the Real Estate and Appraisal Industries

McKissock, Inc.

Mortgage Fraud

McKissock, Inc.

The Nuts and Bolts of Green Building for Appraisers

McKissock, Inc.

The Cost Approach

McKissock, Inc.

Pennsylvania State Mandated Law for Appraisers

McKissock, Inc.

Michigan Appraisal Law

McKissock, Inc.

Modern Green Building Concepts

McKissock, Inc.

Residential Appraisal Review

McKissock, Inc.

Residential Report Writing More Than Forms

McKissock, Inc.

2-4 Family Finesse

McKissock, Inc.

Appraisal Applications of Regression Analysis

McKissock, Inc.

Appraisal of Self-Storage Facilities

McKissock, Inc.

Supervisor-Trainee Course for Missouri

McKissock, Inc.

The Thermal Shell

McKissock, Inc.

Even Odder – More Oddball Appraisals

McKissock, Inc.

Online Data Verification Methods

Appraisal Institute

Online Comparative Analysis

Appraisal Institute

Advanced Hotel Appraising – Full Service Hotels

McKissock, Inc.

Appraisal of Fast Food Facilities

McKissock, Inc.

Appraisal Review for Commercial Appraisers

McKissock, Inc.

Exploring Appraiser Liability

McKissock, Inc.