



**BOWEN
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RESEARCH**

Market Feasibility Analysis

Johnson Lofts
2601 Cunningham Drive
Hampton, Virginia 23666

Prepared For

Mr. Clay Cooper
Woda Cooper Companies, Inc.
500 S. Front Street, 10th Floor
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Authorized User

Virginia Housing
601 South Belvidere Street
Richmond, Virginia 23220

Effective Date

February 3, 2026

Job Reference Number

26-132 CR

Market Study Certification

NCHMA Certification

This certifies that Caleb Arteaga, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Hampton, Virginia. Further, the information contained in this report is true and accurate as of February 3, 2026.

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

Virginia Housing Certification

I affirm the following:

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

Certified:



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Certificate of Membership

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



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

Kaitlyn Snyder
Managing Director, NH&RA

Table of Contents

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

I. Introduction

A. PURPOSE

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

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

C. SOURCES

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

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

D. REPORT LIMITATIONS

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

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

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

II. Executive Summary

Based on the findings contained in this report, it is our opinion that a market exists for the Johnson Lofts rental community to be built in Hampton, Virginia utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program. The following points support this conclusion:

Project Description

The subject project involves the new construction of the 44-unit Johnson Lofts rental community at 2601 Cunningham Drive in Hampton, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Seven of the units within the subject development will operate with HUD Section 811 rental assistance, targeting persons with developmental disabilities and/or serious mental illnesses. The proposed project is expected to be complete by October of 2028. Additional details of the subject project can be found in *Section III*.

Site Evaluation

The proposed subject site is comprised of undeveloped land located at 2601 Cunningham Drive (State Route 152) in the western portion of Hampton, Virginia. Surrounding land uses are primarily comprised of residential and commercial development. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition. The subject property is expected to fit well with existing residential structures in the immediate area. Note that a Tax Credit multifamily apartment community just north of the site (Waterford Pointe) reports an occupancy rate of 100.0%, demonstrating that the subject area is conducive to multifamily rental product similar to that proposed for the subject site project. Visibility and access to the subject property are both considered very good as the site maintains notable frontage along and is easily accessible from Cunningham Drive. The site is also within proximity of various arterial roadways/ highways, including Interstate 64 southeast of the site. Most essential community services are accessible within 1.0 mile of the site and are easily accessible given the subject's proximity to various arterials/highways. Overall, the subject site is considered conducive to multifamily rental product such as that proposed. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in *Section IV*.

Primary Market Area (PMA)

The Hampton Site PMA includes central and western portions of the city of Hampton as well as portions of Newport News. The boundaries of the Hampton Site PMA generally follow Museum Drive, Boundary Road, Warwick Boulevard, State Route 306, Neil Armstrong Parkway, Nettles Lane, North Armistead Lane, and Sweeney Boulevard to the north; Langley Air Force Base, Southwest Branch Back River, State Route 278, U.S. Highway 258, Herberts Creek, Brights Creek, and State Route 143 to the east; U.S. Highway 60, the Hampton /Newport News city limits, and Interstate 664 to the south; and State Route 143, U.S. Highway 258, and James River to the west. A justification of this market area and a map illustrating the boundaries of the Site PMA can be found in *Section IV*, beginning on page 9.

Demographic Trends

The Hampton Site PMA is projected to experience household growth between 2026 and 2031, a trend that has been ongoing since 2010 and is expected to contribute to ongoing housing demand within the market for the foreseeable future. Household growth is projected to be greatest among senior households aged 75 and older, though notable growth is also projected for the younger 35 to 54 age cohort. Furthermore, nearly two-thirds (62.6%) of all households in the market are projected to be within the primary age cohort (25 to 64) anticipated for the subject project. Although the number of renter households is projected to decline between 2026 and 2031, more than 22,000 renter households are projected to remain in the market through 2031, more than 65.0% of which are projected to earn less than \$75,000. Considering the preceding factors and additional demographic data contained within this report, a deep base of potential renter support will continue to exist within the market and remain largely conducive to affordable rental product similar that proposed for the subject property. Detailed demographic trends are included in *Section IV*, beginning on page 12.

Economic Trends

The labor force within the Hampton Site PMA is largely comprised within the Health Care & Social Assistance, Retail, and Education Services industries as these three segments comprise nearly 44.0% of the total labor force. As two of these three segments (Health Care & Social Assistance and Education Services) are generally less susceptible to economic downturns, the presence of these segments is likely to contribute to stability within the local economy. Following the pandemic in 2020, the city of Hampton experienced a steady increase in employment through 2024 and a decline in unemployment through 2023. Since, however, the city employment base has declined by more than 2.0% and the unemployment rate has increased by one full percentage point to a rate of 4.4% through 2025. While the local economy is considered stable overall, these recent trends in employment and unemployment rates are likely to contribute to ongoing demand for affordable housing alternatives within the Hampton area for the foreseeable future. Detailed economic trends are included in *Section IV*, beginning on page 18.

Overall Rental Housing Market Conditions

We identified and personally surveyed 19 conventional rental housing projects containing a total of 4,132 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	9	2,916	63	97.8%
Market-Rate/Tax Credit	1	150	0	100.0%
Tax Credit	8	1,022	3	99.7%
Tax Credit/Government-Subsidized	1	44	0	100.0%
Total	19	4,132	66	98.4%

A variety of rental product is offered and was surveyed within the Hampton Site PMA, as indicated by the preceding table. As each segment surveyed reports an overall occupancy rate of 97.8% or higher, it is clear that rental product is in high demand across various affordability levels within this market.

Competitive/Comparable Tax Credit Analysis

Upon completion, the subject property will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 30%, 50%, and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. In addition, some units at the property will also operate with a project-based subsidy. While this will effectively allow the property to compete with subsidized rental product, only non-subsidized Tax Credit properties are included in this comparable/competitive analysis. This is done to evaluate the subject property exclusively under the LIHTC guidelines without the availability of a project-based subsidy.

Within the Hampton Site PMA, a total of eight general-occupancy (family) LIHTC properties offering non-subsidized units similar to those proposed for the subject property were surveyed. These properties are expected to be most competitive with the subject project in terms of unit types offered, target population, and/or targeted income (AMHI) level and thus have been selected for this analysis. These eight LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Johnson Lofts	2028	44	-	-	-	Families; 30%, 50% & 80% AMHI & Section 811
2	Ada Park Apts.	2018	42	100.0%	5.1 Miles	Yes*	Families; 50% & 60% AMHI
3	Aero Apts.	2020	120	100.0%	1.6 Miles	25 HH	Families; 50% & 60% AMHI
6	Bay Creek Apts.	1960 / 2000	184	100.0%	3.9 Miles	3 Months	Families; 60% AMHI
8	Chestnut Square	2000	40	100.0%	2.8 Miles	3 HH	Families; 60% AMHI
10	Heritage Forest I & II	2012	248	100.0%	4.6 Miles	2 HH	Families; 40% & 60% AMHI
17	Sunset Creek Apts.	2019	160	100.0%	4.2 Miles	6 Months	Families; 60% AMHI
18	Waterford Pointe	1993 / 2014	120	100.0%	1.0 Miles	10 HH	Families; 60% AMHI
19	Westover Station Apts.	1991	108	97.2%	3.2 Miles	None	Families; 60% AMHI

OCC. – Occupancy; HH – Households

*Waiting list maintained, length/duration unknown/not provided

The eight LIHTC projects have a combined occupancy rate of 99.7%, which is reflective of just three vacant units among these properties. Notably, seven of the eight properties surveyed are 100.0% occupied and maintain waiting lists for their next available units. These are clear indications of strong and pent-up demand for general-occupancy LIHTC product within the Hampton area. The subject project is expected to help alleviate a portion of this pent-up demand. In fact, the inclusion of some units targeting households earning up to 30% and 80% of AMHI is expected to create a competitive advantage for the property as units targeting these income segments are not currently offered among the comparable properties surveyed in the market. Thus, the subject property is expected to help fill a void in the local rental market.

The gross rents for the comparable projects and the proposed rents for the subject project, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Johnson Lofts	\$594/30% (6)*	\$716/30% (1)* \$716/30% (4) \$1,191/50% (7) \$1,486/80% (15)	\$830/30% (1) \$1,380/50% (3) \$1,685/80% (7)	-
2	Ada Park Apts.	-	\$1,249/50% (21/0) \$1,489/60% (9/0)	\$1,733/60% (12/0)	None
3	Aero Apts.	\$849/50% (5/0) \$1,248/60% (7/0)	\$1,089/50% (23/0) \$1,500/60% (43/0)	\$1,464/50% (5/0) \$1,741/60% (37/0)	None
6	Bay Creek Apts.	-	\$1,005/60% (123/0)	\$1,200/60% (61/0)	None
8	Chestnut Square	-	-	\$1,509/60% (40/0)	None
10	Heritage Forest I & II	\$842/40% (10/0) \$1,241/60% (24/0)	\$1,012/40% (16/0) \$1,492/60% (146/0)	\$1,732/60% (52/0)	None
17	Sunset Creek Apts.	\$1,261/60% (42/0)	\$1,516/60% (86/0)	\$1,761/60% (32/0)	None
18	Waterford Pointe	\$1,246/60% (9/0)	\$1,498/60% (66/0)	\$1,738/60% (45/0)	None
19	Westover Station Apts.	\$1,170/60% (36/2)	\$1,399/60% (72/1)	-	None

*Subsidized (residents to pay 30% of their income towards rent)

The subject rents at the 30% AMHI level will be the lowest rents charged among the comparable properties as these properties target households earning between 40% and 60% of AMHI. The proposed rents at the 50% and 80% AMHI levels are competitive with rents reported among the comparable properties. Notably, although none of the comparable properties offer units at 80% of AMHI, the subject rents for these unit types will be similar to rents for units targeting a lower 60% AMHI level among the comparable properties. This is expected to create a competitive advantage for the subject property as these units will be able to accommodate households earning up to 80% of AMHI but will also be affordable to lower income households at the 60% AMHI level.

Comparable Tax Credit Summary

A total of eight general-occupancy (family) LIHTC properties surveyed in the Hampton Site PMA were selected for this analysis. These eight properties are 99.7% occupied, reflective of just three vacant units located within one of the eight properties surveyed. The seven remaining properties are all 100.0% occupied with waiting lists maintained for their next available units. The subject property will offer the only units targeting households earning up to 30% and 80% of AMHI among the comparable properties. This is expected to help fill a void in the local rental market and create a competitive advantage for the subject property. The subject property is considered marketable and competitive in terms of price (gross rent), unit design (square feet and number of bathrooms) and amenities offered.

An in-depth comparable/competitive analysis and overview of the Hampton rental market is included in *Section V*.

Perception of Value

Based on HUD Rent Comparability Grids included in *Section VI*, the following table summarizes the proposed subject project’s market rent advantages:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	30%	\$460	\$1,530	69.9%
Two-Br.	30%	\$530	\$1,945	72.8%
Two-Br.	50%	\$1,005	\$1,945	48.3%
Two-Br.	80%	\$1,300	\$1,945	33.2%
Three-Br.	30%	\$595	\$2,345	74.6%
Three-Br.	50%	\$1,145	\$2,345	51.2%
Three-Br.	80%	\$1,450	\$2,345	38.2%

Typically, Tax Credit rents for units targeting households earning up to 60% of AMHI are set 10% or more below achievable market rents to ensure the project will represent an appropriate value to market and have a sufficient flow of tenants. Units targeting higher income levels such as those proposed at the 80% AMHI level for the subject property generally do not need to represent a 10% market rent advantage to be marketable, though it is often recommended that rents for such units represent at least

a 5% rent advantage in many markets. Regardless, as the subject rents represent market rent advantages ranging from 33.2% to 74.6%, including those at the higher 80% AMHI level, they are expected to be perceived as significant values within the Hampton market.

Capture Rate Estimates

The following is a summary of our demand calculations, which are detailed in *Section VII*:

Demand Component	LIHTC w/Subsidy				
	30% AMHI		50% AMHI (\$40,834-\$57,550)	80% AMHI (\$62,949-\$92,080)	Overall* (\$0-\$92,080)
	Subsidized (\$0-\$28,770)	Non-Subsidized (\$25,549-\$34,530)			
Net Demand	2,997	877	1,577	3,103	7,701
Proposed Units	7	5	10	22	44
Proposed Units / Net Demand	7 / 2,997	5 / 877	10 / 1,577	22 / 3,103	44 / 7,701
Capture Rate	= 0.2%	= 0.6%	= 0.6%	= 0.7%	= 0.6%

*Accounts for gaps in affordability levels

Capture rates by targeted income level range from 0.2% to 0.7% while the overall capture rate is 0.6%. These are all considered very low capture rates and demonstrate a deep base of potential income-qualified renter support within the market for each of the unit types proposed.

Penetration Rate

The 2,043 existing (including units within properties unable to be surveyed) non-subsidized Tax Credit units in the market must also be considered when calculating the market penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$20,366 to \$92,080. The following summarizes the market penetration rate calculation for the subject project, based on the preceding factors and data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	2,087
Income-Eligible Renter Households – 2028	/ 12,947
Overall Market Penetration Rate	= 16.1%

Typically, market penetration rates of up to around 40.0% are considered achievable while those under 30.0% are considered ideal when utilizing this methodology. Thus, the subject market penetration rate of 16.1% is considered relatively low and indicative of a deep base of potential support for both the existing and planned/proposed LIHTC units in the Hampton Site PMA.

Absorption Projections

It is our opinion that the 44 LIHTC units proposed for the subject site will reach a stabilized occupancy rate of 95.0% within approximately three months of opening. This absorption period is based on an average absorption rate of approximately 14 units per month.

III. Project Description

Project Name:	Johnson Lofts
Location:	2601 Cunningham Drive, Hampton, Virginia 23666
Census Tract:	103.11
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 44-unit Johnson Lofts rental community at 2601 Cunningham Drive in Hampton, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Seven of the units within the subject development will operate with HUD Section 811 rental assistance, targeting persons with developmental disabilities and/or serious mental illnesses. The proposed project is expected to be complete by October of 2028. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
6	One-Br.	1.0	Garden	672	30%/S811	\$460	\$134	\$594	\$599
1	Two-Br.	1.5	Garden	871	30%/S811	\$530	\$186	\$716	\$719
4	Two-Br.	1.5	Garden	871	30%	\$530	\$186	\$716	\$719
7	Two-Br.	1.5	Garden	871	50%	\$1,005	\$186	\$1,191	\$1,198
15	Two-Br.	1.5	Garden	871	80%	\$1,300	\$186	\$1,486	\$1,918
1	Three-Br.	2.0	Garden	1,062	30%	\$595	\$235	\$830	\$831
3	Three-Br.	2.0	Garden	1,062	50%	\$1,145	\$235	\$1,380	\$1,385
7	Three-Br.	2.0	Garden	1,062	80%	\$1,450	\$235	\$1,685	\$2,216
44	Total								

Source: Woda Cooper Companies, Inc.

AMHI – Area Median Household Income (Virginia Beach-Norfolk-Newport News, VA-NC HUD Metro FMR Area; 2025)

S811 – Section 811

Building/Site Information	
Residential Buildings:	One (1) four-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	1.7

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

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

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

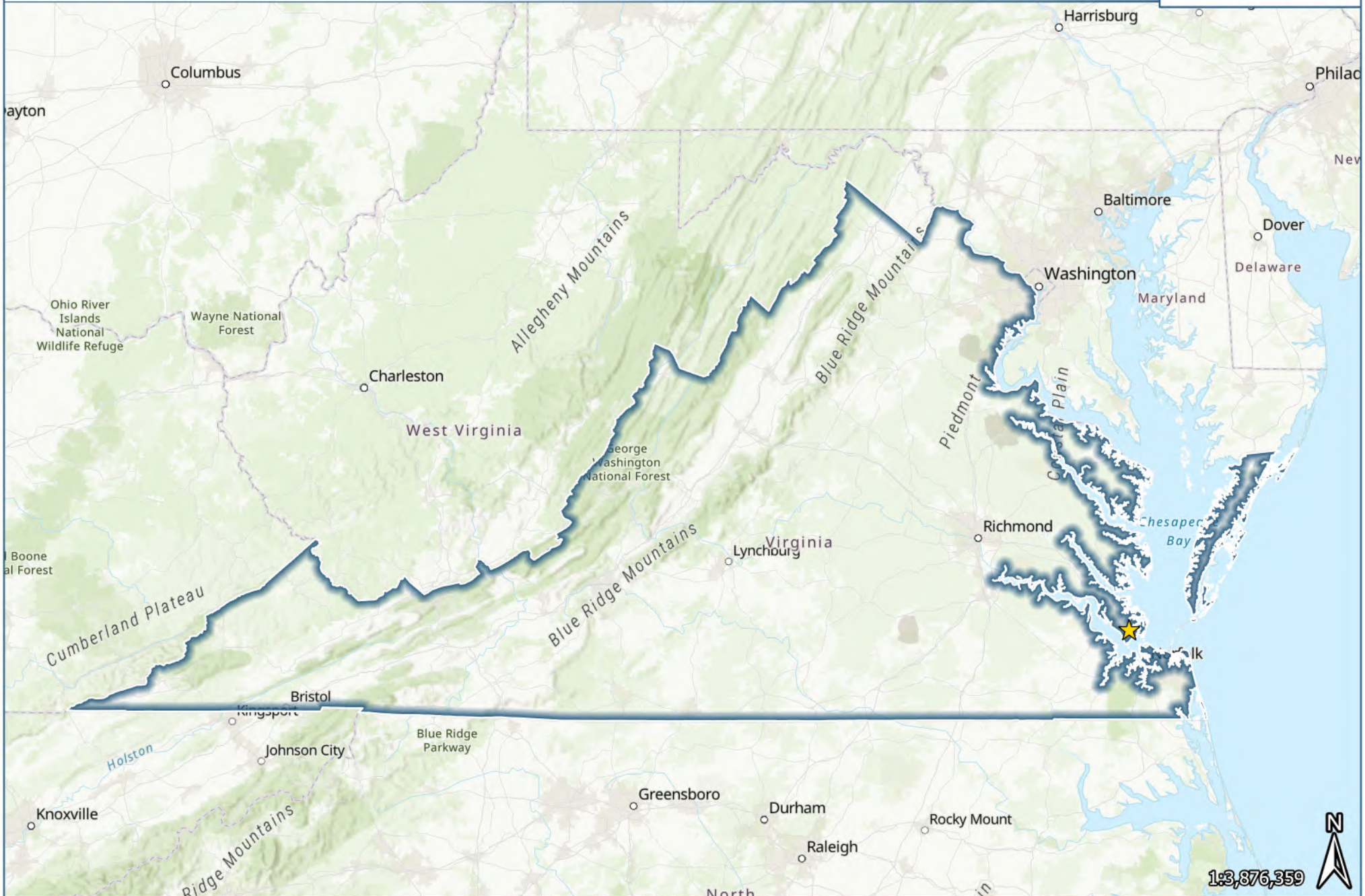
Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Electric	Electric				

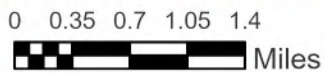
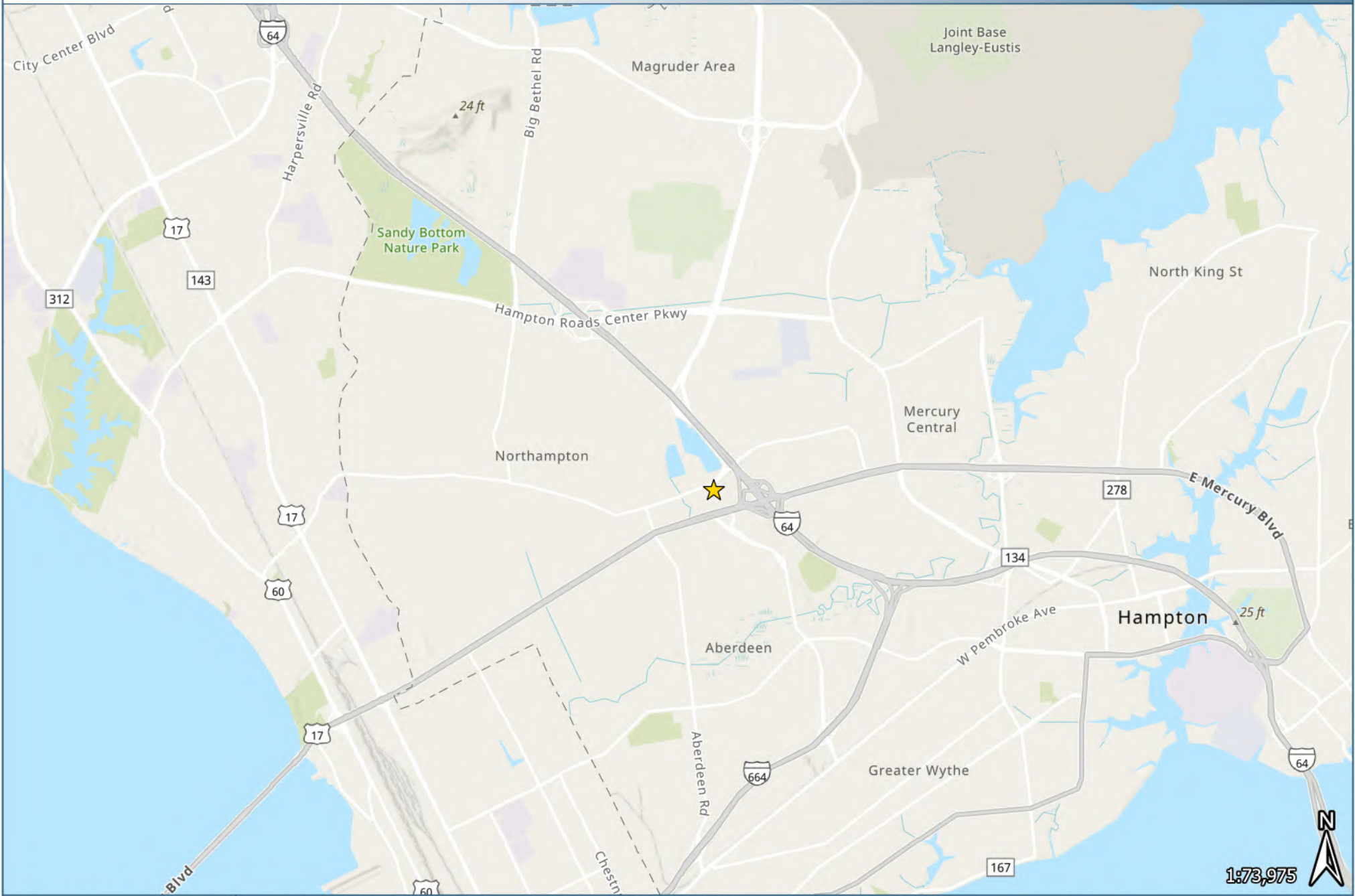
FLOOR AND SITE PLAN REVIEW:

Floor and site plans were not provided for the subject project for review at the time this report was prepared. Information provided at the time of this analysis, however, indicates that the subject property will include one- through three-bedroom garden-style units located within a four-story elevator-equipped building. These unit types will allow the property to attract to a wide demographic base in terms of household size and age. The subject units will range in size from 672 to 1,062 square feet, with the one-bedroom units including one (1.0) bathroom and the two- and three-bedroom units including 1.5 and 2.0 bathrooms, respectively. All units will also feature a full kitchen appliance package and dedicated laundry area with washer/dryer hookups.

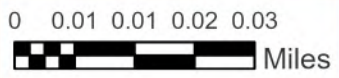
In addition to the subject’s residential units, the property will feature an array of community amenities integrated throughout the property. This will further enhance marketability of the subject project. Overall, the property appears to be marketable in terms of design. Nonetheless, an in-depth comparable/competitive analysis is included in Section V to better determine the competitive position and overall marketability of the subject project within the Hampton market.

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





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



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



IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site consists of undeveloped land located at 2601 Cunningham Drive in the western portion of Hampton, Virginia. An independent city, Hampton, is approximately 16.0 miles north of Norfolk, Virginia. The site visit and corresponding fieldwork were completed the week of February 2, 2026.

2. SURROUNDING LAND USES

The subject site is within a developed residential and commercial area of Hampton. Surrounding land uses generally consist of single-family homes, multifamily apartment communities, churches, lodging, grocery and retail shopping, restaurants, and undeveloped land. Adjacent land uses are detailed as follows:

North -	The northern site boundary is defined by Cunningham Drive (State Route 152), a divided four-lane arterial roadway with heavy vehicular traffic patterns. Continuing north are multifamily apartment communities and single-family homes in fair to good condition, as well as undeveloped land.
East -	The eastern site boundary is defined by Build America Drive, a two-lane connector road with light vehicular traffic patterns. Continuing east are churches, professional offices, a self-storage facility, retail shopping, and restaurants, which are all in fair to good condition, as well as undeveloped land.
South -	The southern site boundary is defined by Quality Inn Hampton – Newport News, which is in good condition. Continuing south are additional lodging establishments, grocery and retail shopping, service-oriented businesses, restaurants, and single-family homes, all in fair to good condition, as well as undeveloped land.
West -	The western site boundary is defined by Peninsula Baptist Church, which is in good condition. Continuing west are service-oriented businesses, medical offices, retail shopping, restaurants, and single-family homes, all in fair to good condition, as well as undeveloped land.

Overall, the subject property is expected to fit well with the surrounding land uses, particularly with existing multifamily apartment communities in the immediate site area, which should contribute to the marketability of the property. Photographs of the site can be found in Section X.

3. VISIBILITY AND ACCESS

The subject site maintains notable frontage along Cunningham Drive (State Route 152), a heavily traveled roadway bordering the site to the north. The property is expected to be clearly visible from this roadway upon completion, particularly when considering the four-story design proposed for the subject building. According to the Virginia Department of Transportation (VDOT), Cunningham Drive experiences Average Annual Daily Traffic (AADT) volumes of more than 17,000 vehicles. This will be particularly beneficial for site visibility and awareness during the subject's initial lease-up period. It is also anticipated the subject property will provide proper site signage which will also be clearly visible to passersby along the aforementioned roadway.

Development plans illustrating specific ingress/egress points for the subject property were not provided at the time of this analysis. Currently, however, vehicular access to the site is derived via Build America Drive. As previously indicated, this connector road experiences light vehicular traffic patterns and is accessible directly to/from Cunningham Drive (State Route 152) north of the site, as well as U.S. Highway 258 south of the site. It should be noted that, although Cunningham Drive is a divided roadway, Build America Drive is accessible to westbound traffic along Cunningham Drive via a dedicated turning lane. While westbound traffic exiting the site cannot directly access Cunningham Drive, convenient egress is available via Build America Drive to U.S. Highway 258, an eight-lane highway south of the site. It is also notable that U.S. Highway 258 provides direct access to/from Interstate 64 southeast of the site. Furthermore, local public transit routes operated by Hampton Roads Transit (HRT) currently run along Cunningham Drive, stopping at Sloop Court northwest of the site. These fixed routes contribute to accessibility within the immediate site area and throughout the Hampton market.

Based on the preceding factors, both visibility and access are considered very good and are expected to positively impact marketability.

4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (miles)
Major Highways	State Route 152	Adjacent North
	U.S. Highway 258	0.2 South
	Interstate 64	0.9 Southeast
Public Bus Stop	Hampton Roads Transit	0.1 Northwest
Major Employers/ Employment Centers	Walmart	0.7 South
	Todd Shopping Center	0.7 West
	Sentara CaraPlex Hospital	1.5 Northeast
Convenience Store	Citgo	0.4 Southwest
	Miller's	0.5 South
	Shell	0.8 Northeast
	Wawa	0.9 Southwest
Grocery	Lidl	0.2 Southeast
	Walmart	0.7 South
	BJ's Wholesale Club	1.0 Southeast
Discount Department Store	Lidl	0.2 Southeast
	Walmart	0.7 South
	Dollar General	0.8 West
Shopping Center/Mall	Peninsula Town Center	0.5 East
	Todd Shopping Center	0.7 West
Schools:		
Elementary	Aberdeen Elementary	1.1 Southwest
Middle/Junior High	Cesar Tarrant Middle School	1.8 West
High	Hampton High School	2.2 South
College/University	Virginia Peninsula Community College	2.9 Northwest
Hospital/Medical Center	Sentara CaraPlex Hospital	1.5 Northeast
Police	Hampton Police Department	4.0 East
Fire	Hampton Fire & Rescue	1.3 Northeast
Post Office	United States Postal Service	1.2 East
Bank	Wells Fargo	0.5 South
	BayPort Credit Union	0.6 East
Recreational Facility	Sky Zone Trampoline Park	0.5 Northeast
	OneLife Fitness	1.0 Northeast
	Planet Fitness	1.2 East
Gas Station	Citgo	0.4 Southwest
	Miller's	0.5 South
	Shell	0.8 Northeast
	Wawa	0.9 Southwest
Pharmacy	Walmart Pharmacy	0.7 South
	CVS	0.9 West
Restaurant	Zaxby's	0.4 West
	Cracker Barrel	0.5 West
	Longhorn Steakhouse	0.5 West
Day Care	A Child's Day Learning Center	1.5 Southwest
Community Center	Northampton Community Center	1.8 West
Church	Winners Chapel International Virginia	Adjacent East
Park	Bluebird Gap Farm	1.3 South
Library	Northampton Branch Library	2.6 West

The site is within a developed mixed-use area of Hampton, with most essential community services accessible within 1.0 mile of the site. Notable services within walking distance of the site include a Lidl grocery store, Sky Zone Trampoline Park, and Zaxby's restaurant. Furthermore, most essential community services are accessible through a fixed-route public transportation service provided by Hampton Roads Transit (HRT), which operates a public bus stop within 0.1 mile of the site. This further enhances access to most services throughout the Hampton area.

Public safety services are provided by the Hampton Police Department and Hampton Fire and Rescue, which operate stations within 4.0 and 1.3 miles of the site, respectively. The nearest hospital with emergency services, Sentara CaraPlex Hospital, is accessible within 1.5 miles of the site. All public schools that serve the site are accessible within 2.2 miles, and transportation is provided.

5. OVERALL SITE EVALUATION

The proposed subject site is comprised of undeveloped land located at 2601 Cunningham Drive (State Route 152) in the western portion of Hampton, Virginia. Surrounding land uses are primarily comprised of residential and commercial development. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition. The subject property is expected to fit well with existing residential structures in the immediate area. Note that a Tax Credit multifamily apartment community just north of the site (Waterford Pointe) reports an occupancy rate of 100.0%, demonstrating that the subject area is conducive to multifamily rental product similar to that proposed for the subject site project. Visibility and access to the subject property are both considered very good as the site maintains notable frontage along and is easily accessible from Cunningham Drive. The site is also within proximity of various arterial roadways/highways, including Interstate 64 southeast of the site. Most essential community services are accessible within 1.0 mile of the site and are easily accessible given the subject's proximity to various arterials/highways. Overall, the subject site is considered conducive to multifamily rental product such as that proposed.

6. CRIME ISSUES

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

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

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

Total crime risk for the market and Hampton City are illustrated in the following table.














	Crime Risk Index	
	PMA	Hampton City
Total Crime Index	153	123
Personal Crime Index	114	71
Murder	319	254
Rape	83	64
Robbery	142	104
Assault	106	57
Property Crime Index	161	133
Burglary	93	79
Larceny	183	152
Motor Vehicle Theft	114	89

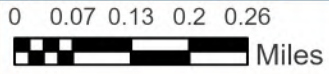
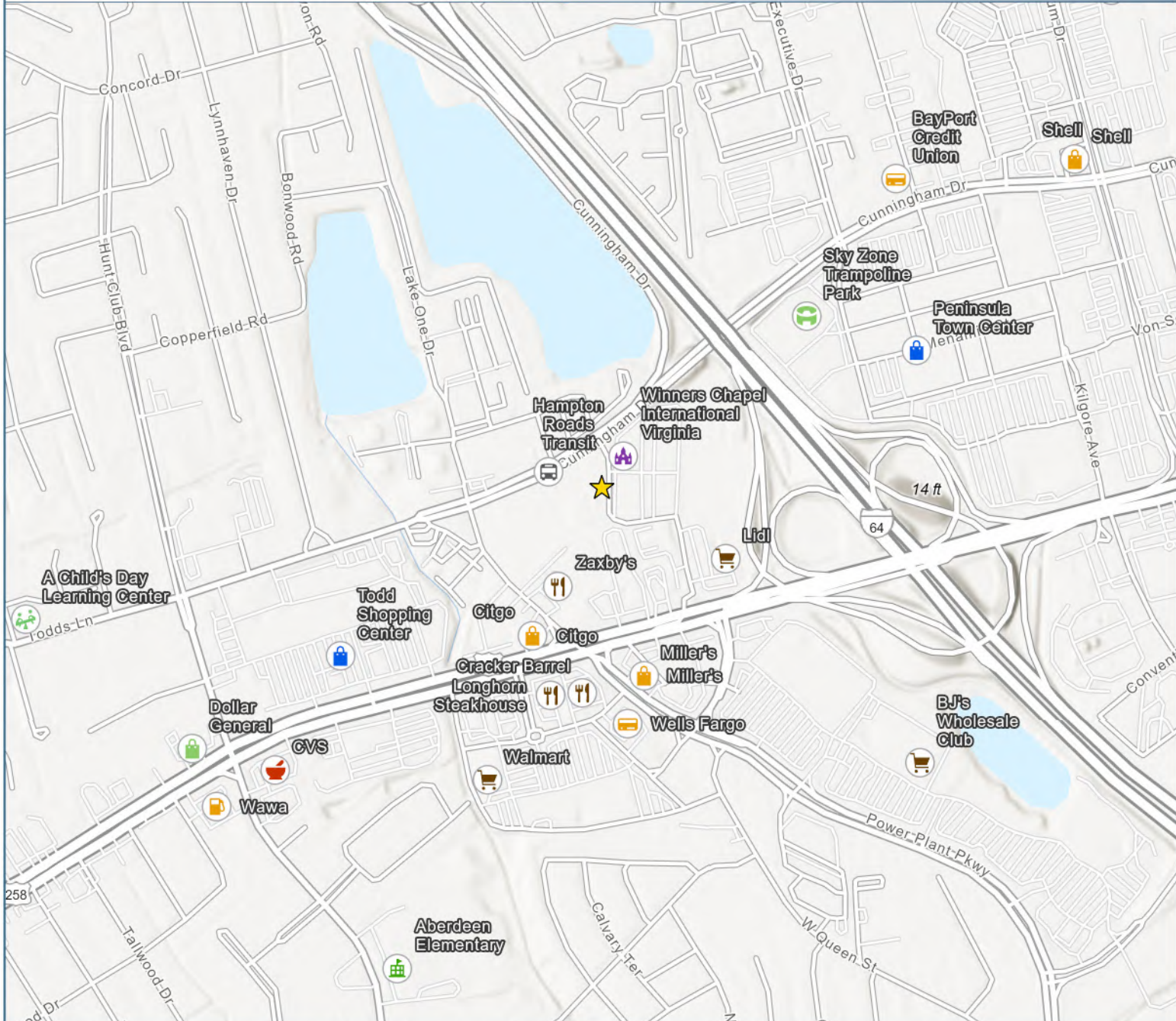
Source: Applied Geographic Solutions, FBI, ESRI
PMA - Primary Market Area

The crime risk index reported for the Site PMA (153) is higher than that reported for the city of Hampton (123), and both are higher than the national average of 100. A crime index of 153, however, is not considered overly high for an established and densely populated area with concentrations of commercial development, such as the Hampton Site PMA. In fact, crime indexes up to and sometimes exceeding 200 are not uncommon for such areas. Additionally, the subject property is proposed to offer units which will be accessible from an interior corridor within a controlled access building and will provide on-site management and CCTV/cameras as additional security features. When considering the preceding factors along with the strong occupancy rates reported among the various rental properties surveyed in the market, crime is not expected to have any adverse impact on the overall marketability of the subject property.

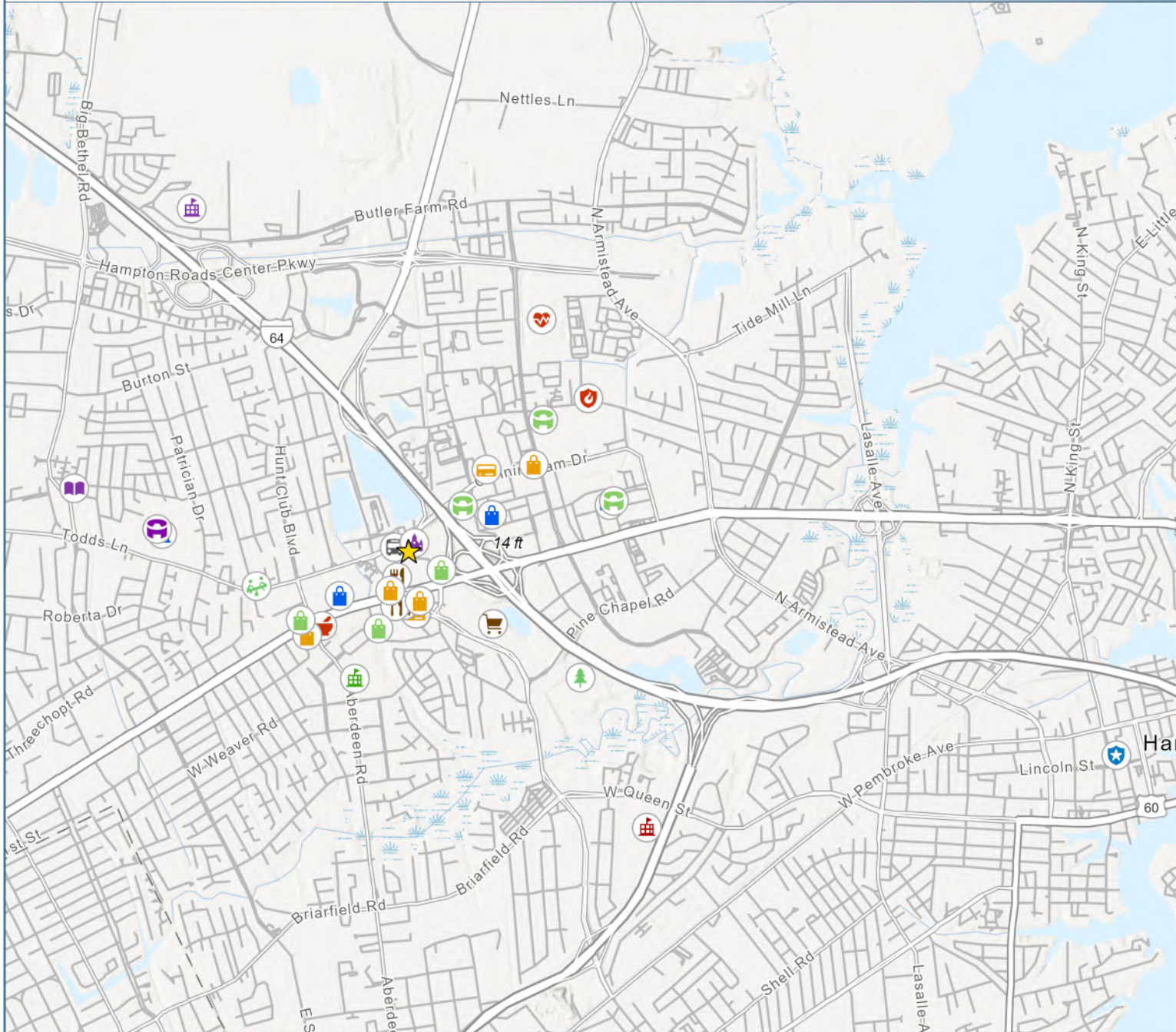
Maps illustrating the location of community services and crime risk are on the following pages.

























★ Site
Community Services

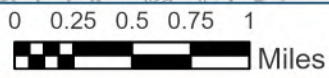
-  Pharmacy
-  Gas Station
-  Public Bus Stop
-  Bank
-  Day Care
-  Schools, Elementary
-  Recreational Facility
-  Church
-  Restaurant
-  Grocery
-  Convenience Store
-  Discount Department Store
-  Shopping Center/Mall



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

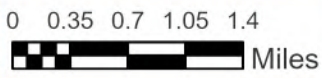
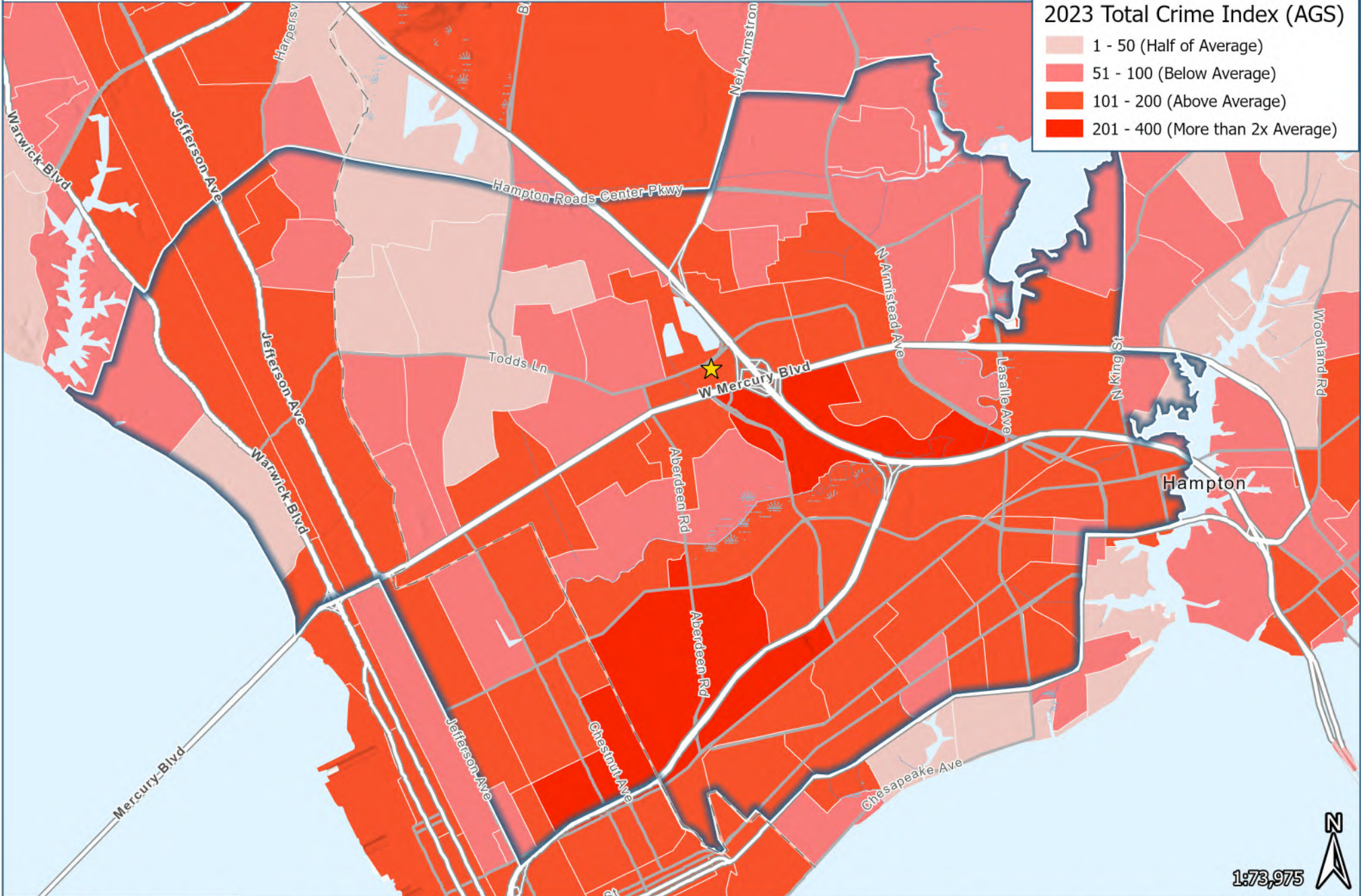
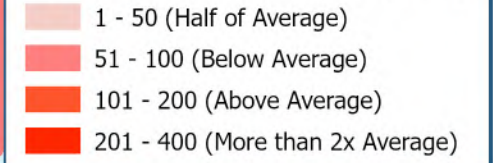


- ★ Site
- ### Community Services
-  Major Employers/Employment Centers
 -  Hospital/Medical Center
 -  Police
 -  Fire
 -  Post Office
 -  Pharmacy
 -  Gas Station
 -  Public Bus Stop
 -  Bank
 -  Day Care
 -  Schools, Elementary
 -  Schools, Middle/Junior High
 -  Schools, High
 -  Schools, College/University
 -  Library
 -  Park
 -  Recreational Facility
 -  Community Center
 -  Church
 -  Restaurant
 -  Grocery
 -  Convenience Store
 -  Discount Department Store
 -  Shopping Center/Mall



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

2023 Total Crime Index (AGS)



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



B. PRIMARY MARKET AREA DELINEATION

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

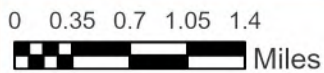
The Hampton Site PMA includes central and western portions of the city of Hampton as well as portions of Newport News. The boundaries of the Hampton Site PMA generally follow Museum Drive, Boundary Road, Warwick Boulevard, State Route 306, Neil Armstrong Parkway, Nettles Lane, North Armistead Lane, and Sweeney Boulevard to the north; Langley Air Force Base, Southwest Branch Back River, State Route 278, U.S. Highway 258, Herberts Creek, Brights Creek, and State Route 143 to the east; U.S. Highway 60, the Hampton /Newport News city limits, and Interstate 664 to the south; and State Route 143, U.S. Highway 258, and James River to the west.

The following are summaries of interviews conducted with local property managers which assisted in confirming/establishing the boundaries of the Hampton Site PMA:

- Priscilla Melvin is the Assistant Community Manager for Waterford Pointe, a multifamily Tax Credit rental community located within the Hampton Site PMA and directly across the street from the subject site. Melvin confirmed the PMA, estimating that at least 50% of her property's tenants originate from within these boundaries. Melvin added that a good share of additional support is drawn from communities across the water, including Norfolk, Suffolk, and Virginia Beach, with these households most often relocating to the area for employment in and around the Hampton market.
- Mariya Clark, Leasing Professional for Monticello at Town Center, a market-rate rental community located within the Hampton Site PMA, also confirmed the PMA. According to Clark, the largest share (approximately 40%) of her property's residents originate from within the boundaries of the PMA. Clark added that the community receives additional support from tenants moving from the city of Norfolk, most often for employment-related reasons. Clark further noted that a portion of the remaining tenant base consists of households relocating from out of state due to military assignments in Norfolk.

While it is recognized the subject property will undoubtedly receive some support from areas outside the Hampton Site PMA, this base of potential support is expected to be relatively limited. This is particularly true when considering the strong demand for affordable rental product within the area and the densely populated nature of the areas comprised within the PMA. Thus, a secondary market area has not been considered as part of this analysis.

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



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



C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

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

1. POPULATION TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2026 (Estimated)	2031 (Projected)
Population	99,955	100,353	100,982	100,947
Population Change	-	398	629	-35
Percent Change	-	0.4%	0.6%	<0.1%

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

The Hampton Site PMA population base increased by 398 between 2010 and 2020. This represents a 0.4% increase over the 2010 population, or an annual rate of less than 0.1%. Between 2020 and 2026, the population increased by 629, or 0.6%. It is projected that the population will decrease by 35, or less than 0.1%, between 2026 and 2031.

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

Population by Age	2020 (Census)		2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	22,844	22.8%	22,450	22.2%	21,784	21.6%	-666	-3.0%
20 to 24	8,155	8.1%	6,603	6.5%	6,832	6.8%	229	3.5%
25 to 34	15,872	15.8%	15,973	15.8%	13,773	13.6%	-2,200	-13.8%
35 to 44	11,827	11.8%	13,855	13.7%	14,908	14.8%	1,053	7.6%
45 to 54	11,127	11.1%	10,760	10.7%	11,897	11.8%	1,137	10.6%
55 to 64	14,255	14.2%	11,972	11.9%	9,927	9.8%	-2,045	-17.1%
65 to 74	9,496	9.5%	11,277	11.2%	12,076	12.0%	799	7.1%
75 & Older	6,777	6.8%	8,094	8.0%	9,750	9.7%	1,656	20.5%
Total	100,353	100.0%	100,982	100.0%	100,947	100.0%	-35	0.0%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, approximately 52% of the population is expected to be between 25 and 64 years old in 2026. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2026 (Estimated)	2031 (Projected)
Households	41,941	44,105	45,618	46,350
Household Change	-	2,164	1,513	732
Percent Change	-	5.2%	3.4%	1.6%
Average Household Size	2.38	2.28	2.21	2.18

Source: Bowen National Research, ESRI, Census

Within the Hampton Site PMA, households increased by 2,164 (5.2%) between 2010 and 2020. Between 2020 and 2026, households increased by 1,513 or 3.4%. By 2031, there will be 46,350 households, an increase of 732 households, or 1.6% over 2026 levels. This is an increase of approximately 146 households annually over the next five years.

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

Households by Age	2020 (Census)		2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	2,985	6.8%	2,513	5.5%	2,536	5.5%	23	0.9%
25 to 34	7,768	17.6%	7,873	17.3%	6,762	14.6%	-1,111	-14.1%
35 to 44	6,928	15.7%	8,205	18.0%	8,892	19.2%	687	8.4%
45 to 54	6,585	14.9%	6,399	14.0%	7,104	15.3%	705	11.0%
55 to 64	8,906	20.2%	7,532	16.5%	6,263	13.5%	-1,269	-16.8%
65 to 74	6,321	14.3%	7,543	16.5%	8,080	17.4%	537	7.1%
75 & Older	4,612	10.5%	5,552	12.2%	6,714	14.5%	1,162	20.9%
Total	44,105	100.0%	45,618	100.0%	46,350	100.0%	732	1.6%

Source: Bowen National Research, ESRI, Census

Household growth is projected to occur among several age cohorts between 2026 and 2031, with the greatest growth anticipated within the 75 and older age group. Notable growth is also projected among households age 35 to 54. Furthermore, households within the primary age group (25 to 64) anticipated for the subject project are projected to comprise nearly two-thirds (62.6%) of all households in the market in 2031.

Households by tenure in 2020 (census), 2026 (estimated), and 2031 (projected) are distributed as follows:

Tenure	2020 (Census)		2026 (Estimated)		2031 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	21,010	47.6%	22,767	49.9%	24,042	51.9%
Renter-Occupied	23,095	52.4%	22,851	50.1%	22,308	48.1%
Total	44,105	100.0%	45,618	100.0%	46,350	100.0%

Source: Bowen National Research, ESRI, Census

In 2026, homeowners are estimated to occupy 49.9% of all occupied housing units, while the remaining 50.1% are occupied by renters. The share of renters is relatively high and represents a good base of potential renter support in the market for the subject development. Although the number of renter households is projected to decline between 2026 and 2031, more than 22,000 renter households are projected to remain in the market in 2031.

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

Persons per Owner Household	2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Households	Percent	Households	Percent	Households	Percent
1 Person	7,335	32.2%	8,141	33.9%	807	11.0%
2 Persons	7,906	34.7%	8,202	34.1%	296	3.7%
3 Persons	3,271	14.4%	3,163	13.2%	-108	-3.3%
4 Persons	2,440	10.7%	2,579	10.7%	139	5.7%
5+ Persons	1,815	8.0%	1,956	8.1%	141	7.8%
Total	22,767	100.0%	24,042	100.0%	1,275	5.6%

Source: Bowen National Research, ESRI, Census

Persons per Renter Household	2026 (Estimated)		2031 (Projected)		Change 2026-2031	
	Households	Percent	Households	Percent	Households	Percent
1 Person	10,157	44.4%	10,105	45.3%	-52	-0.5%
2 Persons	5,975	26.1%	5,675	25.4%	-300	-5.0%
3 Persons	3,178	13.9%	3,061	13.7%	-117	-3.7%
4 Persons	1,909	8.4%	1,855	8.3%	-54	-2.8%
5+ Persons	1,633	7.1%	1,613	7.2%	-20	-1.2%
Total	22,851	100.0%	22,308	100.0%	-543	-2.4%

Source: Bowen National Research, ESRI, Census

The one- through three-bedroom units proposed for the subject property are expected to primarily house up to five-person households. As such, the subject property will be capable of accommodating most renter households in the market, based on household size. It is notable, however, that the vast majority (84.5%) of renter households in the Site PMA are one- to three-person households which would generally respond to two-bedroom or smaller units, similar to the majority of the unit types proposed for the subject property.

Special Needs Demographic Data

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

Disabled Population by Age (Hampton, VA)			
Age	Total Population	Total Disabled	% Disabled
Under 5	8,240	56	0.7%
5 to 17	21,369	1,713	8.0%
18 to 34	31,001	3,299	10.6%
35 to 64	47,549	8,155	17.2%
65 to 74	13,791	4,162	30.2%
75+	8,763	4,076	46.5%
Total	130,713	21,461	16.4%

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

Disabled Population by Disability Type (Hampton, VA)		
Disability Type	Total Disabled	% Disabled
Hearing	4,186	3.2%
Vision	4,205	3.2%
Cognitive	8,607	6.6%
Ambulatory	11,786	9.0%
Self-Care	4,341	3.3%
Independent Living	8,056	6.2%

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

As the preceding illustrates, a total of 21,461 people (or 16.4% of the population) within the city of Hampton are classified as disabled. Persons aged 65 and older comprise more than one-third (38.4%) of the disabled population within the city. It is important to understand that a single individual could be classified as having multiple disabilities. Thus, the total disabled population by disability type exceeds the overall total disabled population by age. Nonetheless, an estimated 8,607 persons are classified as having a cognitive disability within the city of Hampton. This cohort aligns with the special needs population targeted by the subject project's special needs units and will likely represent a significant number of tenants.

3. INCOME TRENDS

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

Household Income	2020 (Census)		2026 (Estimated)		2031 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	5,828	13.2%	4,874	10.7%	4,676	10.1%
\$15,000 - \$24,999	4,609	10.5%	2,901	6.4%	2,467	5.3%
\$25,000 - \$34,999	5,298	12.0%	3,497	7.7%	3,180	6.9%
\$35,000 - \$49,999	6,935	15.7%	6,072	13.3%	5,483	11.8%
\$50,000 - \$74,999	8,730	19.8%	8,115	17.8%	7,954	17.2%
\$75,000 - \$99,999	5,414	12.3%	7,630	16.7%	8,001	17.3%
\$100,000 - \$149,999	4,892	11.1%	6,900	15.1%	7,564	16.3%
\$150,000 & Higher	2,399	5.4%	5,630	12.3%	7,024	15.2%
Total	44,105	100.0%	45,618	100.0%	46,350	100.0%
Median Income	\$48,663		\$66,836		\$73,170	

Source: Bowen National Research, ESRI, Census

In 2026, the median household income is estimated to be \$66,836. By 2031, it is projected that the median household income will be \$73,170, an increase of 9.5% over 2026.

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

Renter Households	2020 (Census)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,726	928	471	186	188	4,499
\$15,000 - \$24,999	1,749	750	333	206	178	3,216
\$25,000 - \$34,999	1,652	741	353	200	146	3,092
\$35,000 - \$49,999	2,155	952	513	425	287	4,332
\$50,000 - \$74,999	1,121	1,510	874	450	366	4,321
\$75,000 - \$99,999	208	787	536	284	66	1,881
\$100,000 - \$149,999	124	557	174	168	225	1,248
\$150,000 & Higher	104	169	51	30	151	505
Total	9,839	6,394	3,305	1,949	1,607	23,095

Source: ESRI, Bowen National Research

Renter Households	2026 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,506	548	291	113	111	3,570
\$15,000 - \$24,999	1,436	397	184	112	94	2,223
\$25,000 - \$34,999	1,382	399	199	112	79	2,170
\$35,000 - \$49,999	2,115	601	338	277	182	3,514
\$50,000 - \$74,999	1,492	1,289	780	397	313	4,271
\$75,000 - \$99,999	526	1,278	910	478	108	3,301
\$100,000 - \$149,999	404	1,157	377	362	470	2,771
\$150,000 & Higher	295	306	97	57	275	1,031
Total	10,157	5,975	3,178	1,909	1,633	22,851

Source: ESRI, Bowen National Research

Renter Households	2031 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,481	474	258	100	97	3,413
\$15,000 - \$24,999	1,272	306	145	89	73	1,884
\$25,000 - \$34,999	1,307	329	168	95	65	1,964
\$35,000 - \$49,999	1,994	494	285	234	150	3,158
\$50,000 - \$74,999	1,570	1,190	738	377	290	4,165
\$75,000 - \$99,999	603	1,292	940	496	110	3,440
\$100,000 - \$149,999	485	1,228	409	394	500	3,017
\$150,000 & Higher	392	362	117	69	326	1,267
Total	10,105	5,675	3,061	1,855	1,613	22,307

Source: ESRI, Bowen National Research

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

Demographic Summary

The Hampton Site PMA is projected to experience household growth between 2026 and 2031, a trend that has been ongoing since 2010 and is expected to contribute to ongoing housing demand within the market for the foreseeable future. Household growth is projected to be greatest among senior households aged 75 and older, though notable growth is also projected for the younger 35 to 54 age cohort. Furthermore, nearly two-thirds (62.6%) of all households in the market are projected to be within the primary age cohort (25 to 64) anticipated for the subject project. Although the number of renter households is projected to decline between 2026 and 2031, more than 22,000 renter households are projected to remain in the market through 2031, more than 65.0% of which are projected to earn less than \$75,000. Considering the preceding factors and additional demographic data contained within this report, a deep base of potential renter support will continue to exist within the market and remain largely conducive to affordable rental product similar that proposed for the subject property.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

The labor force within the Hampton Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 21.1%), Retail Trade, and Education Services comprise nearly 44.0% of the Site PMA labor force. Employment in the Hampton Site PMA, as of 2025, was distributed as follows:

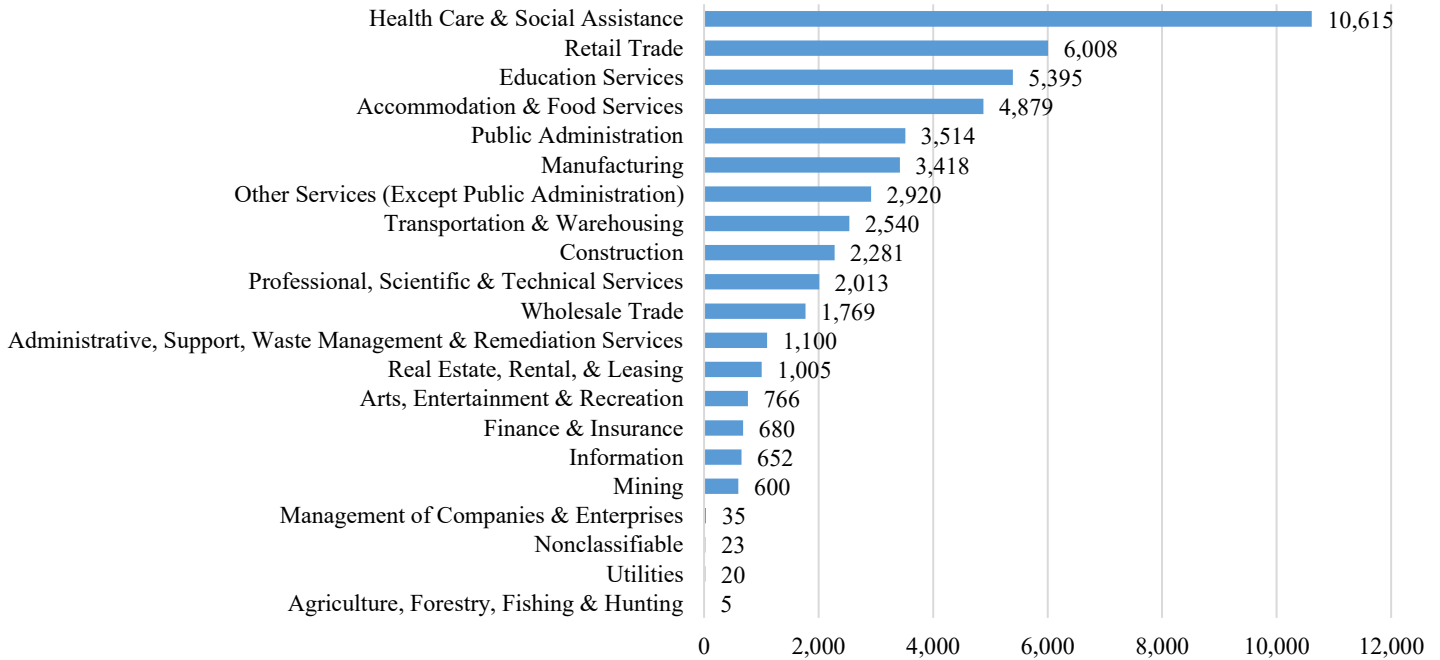
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	1	0.0%	5	0.0%	5
Mining	1	0.0%	600	1.2%	600
Utilities	0	0.0%	20	0.0%	N/A
Construction	204	6.1%	2,281	4.5%	11
Manufacturing	100	3.0%	3,418	6.8%	34
Wholesale Trade	87	2.6%	1,769	3.5%	20
Retail Trade	453	13.5%	6,008	12.0%	13
Transportation & Warehousing	89	2.7%	2,540	5.1%	29
Information	67	2.0%	652	1.3%	10
Finance & Insurance	121	3.6%	680	1.4%	6
Real Estate, Rental, & Leasing	193	5.8%	1,005	2.0%	5
Professional, Scientific & Technical Services	249	7.4%	2,013	4.0%	8
Management of Companies & Enterprises	5	0.1%	35	0.1%	7
Administrative, Support, Waste Management & Remediation Services	119	3.6%	1,100	2.2%	9
Education Services	109	3.3%	5,395	10.7%	49
Health Care & Social Assistance	384	11.5%	10,615	21.1%	28
Arts, Entertainment & Recreation	63	1.9%	766	1.5%	12
Accommodation & Food Services	299	8.9%	4,879	9.7%	16
Other Services (Except Public Administration)	605	18.1%	2,920	5.8%	5
Public Administration	100	3.0%	3,514	7.0%	35
Nonclassifiable	96	2.9%	23	0.0%	0
Total	3,345	100.0%	50,238	100.0%	15

Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

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

Total Employment by Industry



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

Typical Wage By Occupation Type		
Occupation Type	MSA	Virginia
Management Occupations	\$82,505	\$99,033
Business and Financial Occupations	\$73,867	\$90,615
Computer and Mathematical Occupations	\$95,269	\$118,351
Architecture and Engineering Occupations	\$91,462	\$102,099
Community and Social Service Occupations	\$51,947	\$53,374
Art, Design, Entertainment, Sports, and Media Occupations	\$48,664	\$55,172
Healthcare Practitioners and Technical Occupations	\$70,173	\$73,186
Healthcare Support Occupations	\$29,888	\$30,281
Protective Service Occupations	\$59,213	\$63,288
Food Preparation and Serving Related Occupations	\$16,820	\$17,283
Building and Grounds Cleaning and Maintenance Occupations	\$26,405	\$27,325
Personal Care and Service Occupations	\$22,593	\$22,843
Sales and Related Occupations	\$33,635	\$36,929
Office and Administrative Support Occupations	\$39,764	\$41,569
Construction and Extraction Occupations	\$48,421	\$47,129
Installation, Maintenance and Repair Occupations	\$55,509	\$55,579
Production Occupations	\$49,572	\$46,035
Transportation Occupations	\$41,809	\$44,086
Material Moving Occupations	\$30,168	\$29,378

Source: Bowen National Research; American Community Survey (2020-2024)
MSA - Virginia Beach-Chesapeake-Norfolk, VA-NC Metro Area

Most occupations within the MSA have wages which are lower than those reported for similar occupations statewide, with many occupations reporting wages of less than \$50,000. Such wages are often conducive to affordable housing alternatives such as those proposed for the subject property.

A top employer list specific to Hampton was not available at the time of this analysis. The following, however, illustrates the ten largest employers within the Hampton Roads area. Note the number employed by each employer was not available.

Name	Business Type
Landmark Hotel Group	Hospitality
Atlantic Bay Mortgage Group	Financial
American Systems	Consulting
TowneBank Mortgage	Financial
McLean Contracting Company	Construction
Noblis	Cybersecurity
Marsh McLennan Agency	Insurance
Chesbay Distributing	Distribution
C&F Financial Corporation	Financial
ADS, Incorporated	Logistics/Supply Chain Solutions

Source: Virginia Media; 2025

Despite multiple attempts, we were unable to receive a response from area economic development representatives regarding the current status of the local economy. The following table, however, summarizes some recent and/or ongoing economic development projects identified within the Hampton area as of the time of this analysis:

Economic Development Activity			
Project Name	Investment	Job Creation	Scope of Work/Details
Huntington Ingalls Industries (HII) Commander Shepard Boulevard	\$28 million	N/A	Upgrading 150,000 square-foot facility into a Light Manufacturing Advanced Technology facility
Hampton Logistics Center North Campus Parkway	\$70 million	N/A	Two industrial buildings consisting of 500,000 square feet opened in 2025
Advex Corporation 41 Research Drive	\$6 million	N/A	Will expand their facility in the Langley Research and Development Park
Joint Base Langley-Eustis Sweeny Boulevard	\$450 million+	N/A	In the next several years there are several construction/expansion projects planned: A new 363d ISR Wing targeting center; Renovating Renna Hall dormitories; Building a F-22A Raptor training facility; Demolishing Bethel Manor and rebuilding 1,000 housing units
Cirro Global (aka US Elogistics Service Corporation)	N/A	250 Estimated	In 2025, Cirro Global leased a 149,685 square-foot building at Phenix Commerce Center; The center was completed in 2024 with an investment of \$111 million

N/A-Not Available; ECD- Estimated completion date

The following table summarizes various notable infrastructure projects planned within the Hampton area as of the time of this analysis:

Project Name	Investment	Scope of Work
The Big Bethel Blueway	N/A	Construction began in 2025 on an existing drainage canal that will become an innovative stormwater storage facility with public green space; The project will help reduce flooding and add 1.14 miles of public walking and biking paths
Lake Hampton & North Armistead Avenue	N/A	Portions of the project have been completed but remaining construction is ongoing; Improvements include stormwater management and 1.25 miles of sidewalk and shared paths
Hampton Roads Bridge (HRBT) (I-64 Corridor)	\$4 billion	The project, which connects Hampton, VA to Norfolk VA, will add a third lane on a portion of I-64 in each direction west of Mallory Street Interchange in Hampton and just east of Patrol Road in Norfolk; A pair of bored tunnels are also being constructed and once completed it will increase capacity to eight lanes; ECD 2027

N/A-Not Available; ECD- Estimated completion date

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 23,2026, and according to the Virginia Department of Workforce Development and Advancement there have been no WARN notices reported for Hampton, Virginia over the past 12 months. This is a good indication of the strength and stability of the local economy.

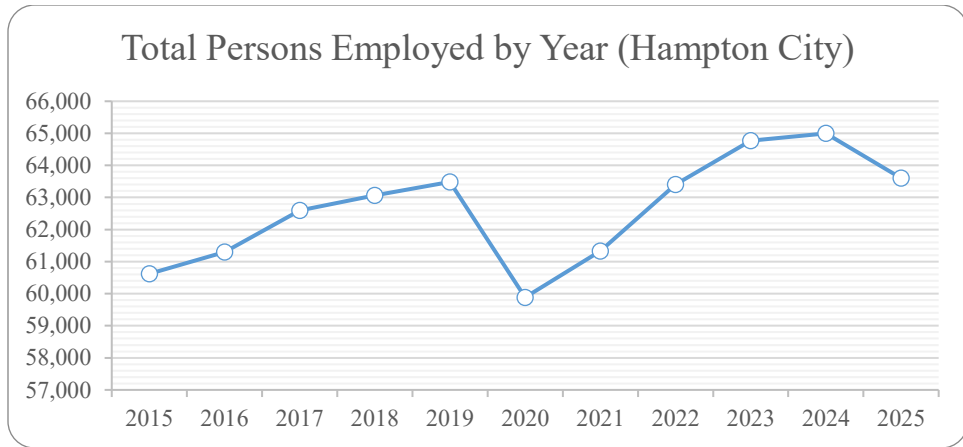
2. EMPLOYMENT TRENDS

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

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

Year	Total Employment					
	Hampton City		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2015	60,624	-	4,044,175	-	149,537,000	-
2016	61,300	1.1%	4,081,183	0.9%	151,436,000	1.3%
2017	62,592	2.1%	4,169,561	2.2%	153,337,000	1.3%
2018	63,062	0.8%	4,222,546	1.3%	155,761,000	1.6%
2019	63,483	0.7%	4,283,473	1.4%	157,538,000	1.1%
2020	59,885	-5.7%	4,051,401	-5.4%	147,795,000	-6.2%
2021	61,326	2.4%	4,151,661	2.5%	152,581,000	3.2%
2022	63,402	3.4%	4,313,701	3.9%	158,291,000	3.7%
2023	64,773	2.2%	4,433,696	2.8%	161,037,000	1.7%
2024	64,997	0.3%	4,454,616	0.5%	161,346,000	0.2%
2025	63,600	-2.1%	4,382,382	-1.6%	163,493,000	1.3%

Source: Bureau of Labor Statistics

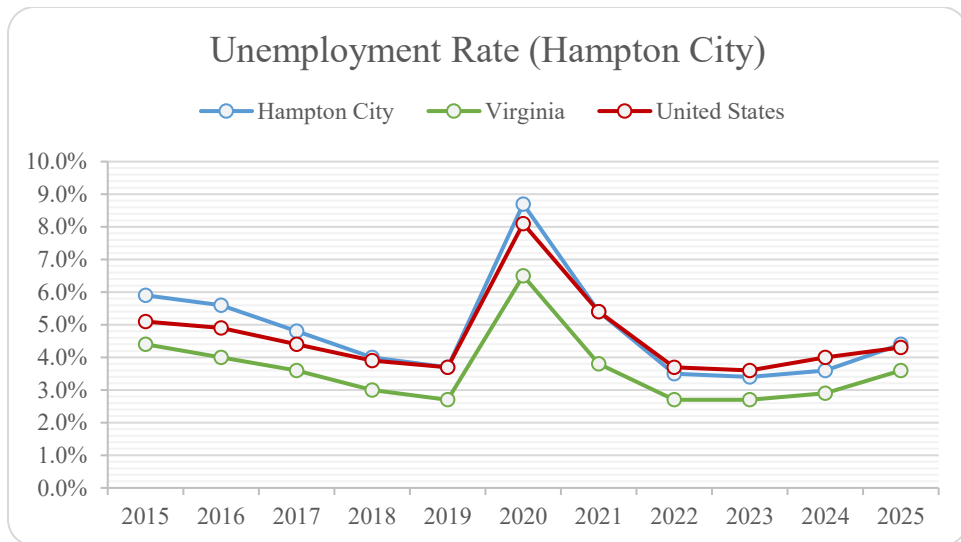


As the preceding illustrates, the Hampton employment base experienced steady growth between 2020 and 2024, following the impact of the pandemic in 2020. The employment base declined, however, by 2.1% in 2025, a slightly higher rate than the decline experienced statewide (1.6%) during this same time period. Despite this decline, the city employment base remains higher than totals reported between 2015 and 2022.

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

Year	Total Unemployment					
	Hampton City		Virginia		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2015	3,796	5.9%	184,737	4.4%	7,992,000	5.1%
2016	3,605	5.6%	170,348	4.0%	7,751,000	4.9%
2017	3,186	4.8%	156,998	3.6%	6,982,000	4.4%
2018	2,612	4.0%	129,919	3.0%	6,314,000	3.9%
2019	2,411	3.7%	121,287	2.7%	6,001,000	3.7%
2020	5,695	8.7%	280,443	6.5%	12,948,000	8.1%
2021	3,476	5.4%	165,560	3.8%	8,623,000	5.4%
2022	2,319	3.5%	119,448	2.7%	5,996,000	3.7%
2023	2,288	3.4%	123,089	2.7%	6,080,000	3.6%
2024	2,436	3.6%	131,269	2.9%	6,761,000	4.0%
2025	2,939	4.4%	161,547	3.6%	7,315,000	4.3%

Source: Department of Labor, Bureau of Labor Statistics



The annual unemployment rate within the city of Hampton declined from 8.7% to 3.4% between 2020 and 2023. Since this decline, however, the city unemployment rate has increased by one percentage point to a rate of 4.4% in 2025. This is higher than rates reported for the city in 2018 and 2019, prior to the pandemic, and is also higher than current state (3.6%) and national (4.3%) unemployment rates.

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

At-Place Employment Hampton City			
Year	Employment	Change	Percent Change
2014	53,954	-	-
2015	53,838	-116	-0.2%
2016	53,937	99	0.2%
2017	54,447	510	0.9%
2018	54,195	-252	-0.5%
2019	53,534	-661	-1.2%
2020	49,695	-3,839	-7.2%
2021	49,882	187	0.4%
2022	49,284	-598	-1.2%
2023	49,408	124	0.3%
2024	50,137	729	1.5%

Source: Department of Labor, Bureau of Labor Statistics

Data for 2024, the most recent year that year-end figures are available, indicates in-place employment in Hampton City to be 77.1% of the total Hampton City employment. This indicates there is a good share of employed persons that both live and work within the city.

3. ECONOMIC FORECAST

The labor force within the Hampton Site PMA is largely comprised within the Health Care & Social Assistance, Retail, and Education Services industries as these three segments comprise nearly 44.0% of the total labor force. As two of these three segments (Health Care & Social Assistance and Education Services) are generally less susceptible to economic downturns, the presence of these segments is likely to contribute to stability within the local economy. Following the pandemic in 2020, the city of Hampton experienced a steady increase in employment through 2024 and a decline in unemployment through 2023. Since, however, the city employment base has declined by more than 2.0% and the unemployment rate has increased by one full percentage point to a rate of 4.4% through 2025. While the local economy is considered stable overall, these recent trends in employment and unemployment rates are likely to contribute to ongoing demand for affordable housing alternatives within the Hampton area for the foreseeable future.

4. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	37,598	76.0%
Carpooled	4,650	9.4%
Public Transit	1,074	2.2%
Walked	976	2.0%
Motorcycle	201	0.4%
Bicycle	92	0.2%
Other Means	581	1.2%
Worked at Home	4,299	8.7%
Total	49,471	100.0%

Source: Bowen National Research, ESRI

A total of 76.0% of all workers drove alone, 9.4% carpooled, and 2.2% used public transportation. Nearly 9.0% of all workers worked from home.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	14,876	32.9%
15 – 29 Minutes	17,926	39.7%
30 – 44 Minutes	7,741	17.1%
45 – 59 Minutes	2,216	4.9%
60 + Minutes	2,414	5.3%
Total	45,173	100.0%

Source: Bowen National Research, ESRI

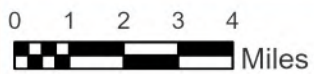
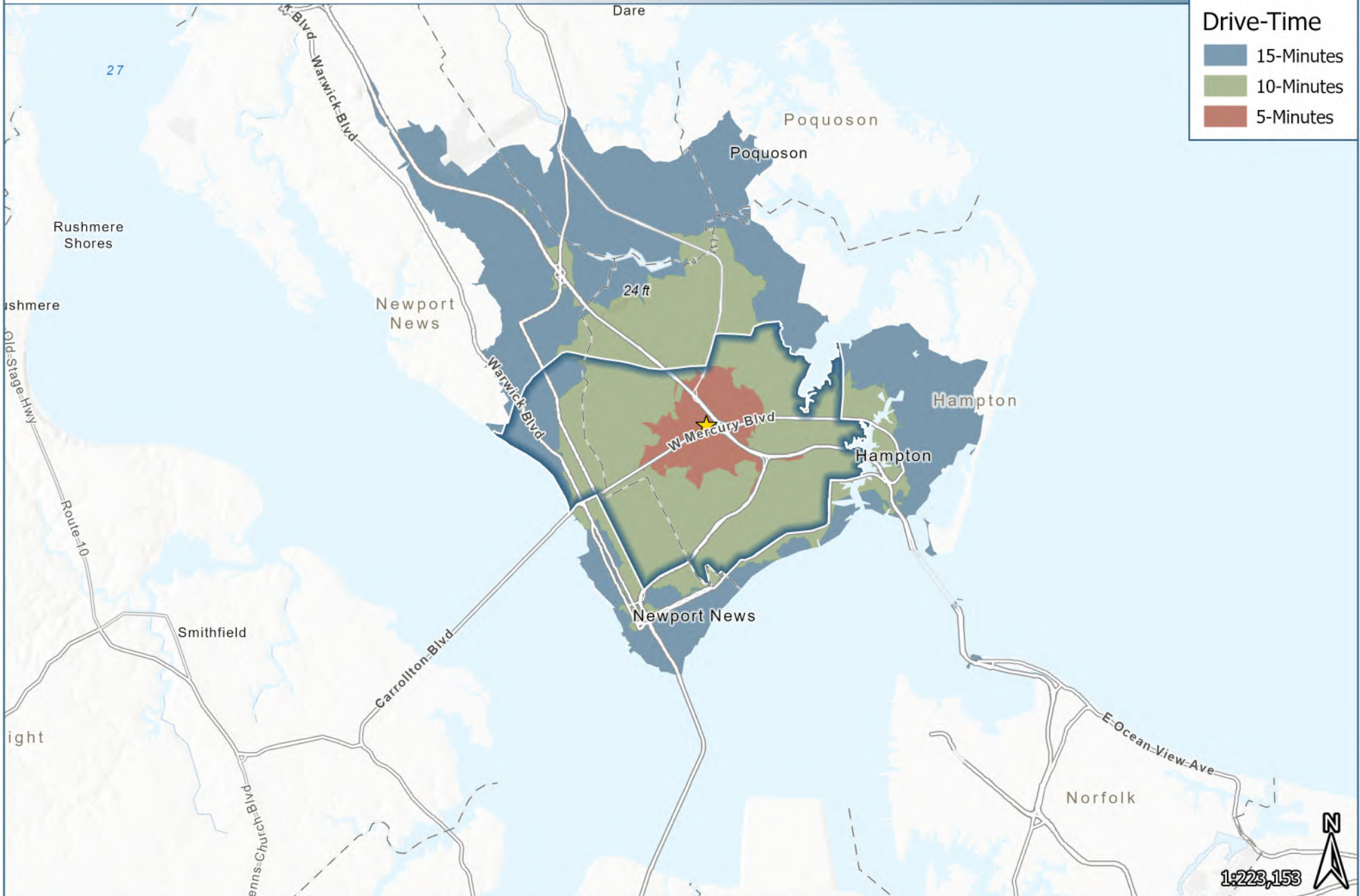
The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 30-minute drive of many area employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.

Drive-Time

15-Minutes

10-Minutes

5-Minutes



V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

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

Housing Status	2020 (Census)		2026 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	44,105	92.2%	45,618	92.8%
Owner-Occupied	21,010	47.6%	22,767	49.9%
Renter-Occupied	23,095	52.4%	22,851	50.1%
Vacant	3,751	7.8%	3,543	7.2%
Total	47,856	100.0%	49,162	100.0%

Source: 2020 Census, ESRI, Bowen National Research

Of the 49,162 total housing units in the market, 7.2% were estimated to be vacant. In 2026, it is estimated that homeowners occupy 49.9% of all occupied housing units, while the remaining 50.1% are occupied by renters.

Conventional Apartments

We identified and personally surveyed 19 conventional rental housing projects containing a total of 4,132 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	9	2,916	63	97.8%
Market-Rate/Tax Credit	1	150	0	100.0%
Tax Credit	8	1,022	3	99.7%
Tax Credit/Government-Subsidized	1	44	0	100.0%
Total	19	4,132	66	98.4%

A variety of rental product is offered and was surveyed within the Hampton Site PMA, as indicated by the preceding table. As each segment surveyed reports an overall occupancy rate of 97.8% or higher, it is clear that rental product is in high demand across various affordability levels within this market.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	56	1.9%	8	14.3%	\$1,628
Studio	2.0	6	0.2%	0	0.0%	\$2,957
One-Bedroom	1.0	869	28.9%	14	1.6%	\$1,639
One-Bedroom	1.5	19	0.6%	0	0.0%	\$1,877
Two-Bedroom	1.0	298	9.9%	9	3.0%	\$1,501
Two-Bedroom	1.5	38	1.3%	0	0.0%	\$1,789
Two-Bedroom	2.0	1,217	40.4%	8	0.7%	\$2,201
Three-Bedroom	2.0	355	11.8%	12	3.4%	\$2,659
Three-Bedroom	2.5	127	4.2%	1	0.8%	\$2,196
Three-Bedroom	3.0	26	0.9%	11	42.3%	\$3,834
Total Market-Rate		3,011	100.0%	63	2.1%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	159	14.4%	2	1.3%	\$1,246
Two-Bedroom	1.0	219	19.9%	1	0.5%	\$1,005
Two-Bedroom	1.5	81	7.4%	0	0.0%	\$1,498
Two-Bedroom	2.0	359	32.6%	0	0.0%	\$1,492
Three-Bedroom	1.0	31	2.8%	0	0.0%	\$1,200
Three-Bedroom	1.5	30	2.7%	0	0.0%	\$1,200
Three-Bedroom	2.0	183	16.6%	0	0.0%	\$1,738
Three-Bedroom	2.5	40	3.6%	0	0.0%	\$1,509
Total Tax Credit		1,102	100.0%	3	0.3%	-

The market-rate units are 97.9% occupied and the non-subsidized Tax Credit units are 99.7% occupied. Considering the various unit types surveyed and the low vacancy rates reported, it is clear that non-subsidized Tax Credit product is in high demand among households of various sizes within the Hampton area. As the subject property will offer one- through three-bedroom units, it will be capable of accommodating many different household sizes. This is expected to contribute to the subject's overall marketability.

Also note the median gross Tax Credit rents reported in the preceding table as they are positioned well below the median gross rents reported for similar unrestricted market-rate units surveyed. These lower rents along with the 99.7% occupancy rate are good indications of the value non-subsidized Tax Credit product represents in this market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	184	0.0%
1970 to 1979	0	0	0.0%
1980 to 1989	1	567	0.5%
1990 to 1999	3	632	1.7%
2000 to 2009	3	557	5.0%
2010 to 2019	7	1,424	0.6%
2020	2	312	0.3%
2021	1	287	5.2%
2022	0	0	0.0%
2023	1	150	0.0%
2024	0	0	0.0%
2025	0	0	0.0%
2026*	0	0	0.0%

*As of February

As vacancy rates do not exceed 5.2% and the oldest product surveyed is 100.0% occupied (0.0% vacancy rate) it does not appear that age of product has a direct correlation to occupancy rates within this market. Regardless, the newness of the subject property is expected to have a positive impact on its overall marketability.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	287	5.2%
A-	5	1,144	1.7%
B+	3	1,176	1.7%
B-	1	404	2.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	55	0.0%
B+	5	690	0.0%
B	2	133	2.3%
B-	2	224	0.0%

The non-subsidized Tax Credit properties surveyed are generally of good overall quality/condition as indicated by the ratings assigned and detailed in the preceding table. The subject project is expected to be of very good/excellent overall quality/condition upon completion. This is expected to have a positive impact on the subject's marketability and rent potential within the Hampton market.

Government-Subsidized

The unit distribution for the government-subsidized projects surveyed within the Site PMA is summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	10	52.6%	0	0.0%
Two-Bedroom	1.0	9	47.4%	0	0.0%
Total Subsidized Tax Credit		19	100.0%	0	0.0%

The subsidized units surveyed are 100.0% occupied, demonstrating strong demand for rental product which is affordable to very low-income households within this market. As the subject property will offer some units which will operate with a project-based subsidy, it will be able to accommodate some very low-income renters. This will have a positive impact on marketability of the subject property.

Tax Credit Property Disclosure: In addition to the ten rental properties surveyed that offer Tax Credit units, we are also aware of at least 11 additional properties within the Site PMA that operate or were awarded a Tax Credit allocation under the Low-Income Housing Tax Credit (LIHTC) program. Due to differences in design and/or target population, or the fact that management was unable/unwilling to participate in our survey, these properties have been excluded from our survey/analysis. The known details of these additional Tax Credit properties are summarized in the following table.

Name	Location	Year Built/ Renovated	Total Units	Target Population
Century Plaza Apts.	135 Lassiter Dr., Hampton	1972 / 2004	120	Family
City Line	155 Mytilene Dr., Newport News	1977 / 2006	200	Family
Monterey	603 Lasalle Ave., Hampton	1969 / 2002	40	Family
Patterson Crossing	911 W Queen St., Hampton	2016	19	Family
Pebblestone Gardens	621 Adams Dr., Newport News	1969 / 2021	168	Family
Shell Garden Apts.	2211 Shell Rd., Hampton	1967 / 2002	48	Family
Sinclair Commons	232 Gilbert St., Hampton	2004	140	Senior
Snowden Senior Apts.	1115 & 1117 Briarfield Rd., Newport News	2016	68	Senior
Somerset at Town Center	211 Marcella Rd., Hampton	2007	114	Senior
Soundview Townhomes	827 41st St., Newport News	1969 / 2019	250	Family
Tidewater Senior Apartment Living	1446 W. Queen St., Hampton	2002	140	Senior

As the preceding illustrates, four of the Tax Credit properties unable to be surveyed target populations different from that proposed for the subject property. Thus, these properties will not be directly competitive with the subject property. Regardless, all additional Tax Credit properties identified have been considered in our demand estimates (market penetration rate) included later in this report. However, as they were unable to be surveyed, they have been excluded from the Field Survey of Conventional Rentals.

Additional information regarding the rental properties surveyed within the Hampton Site PMA is found in *Section XII*.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Upon completion, the subject property will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 30%, 50%, and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. In addition, some units at the property will also operate with a project-based subsidy. While this will effectively allow the property to compete with subsidized rental product, only non-subsidized Tax Credit properties are included in this comparable/competitive analysis. This is done to evaluate the subject property exclusively under the LIHTC guidelines without the availability of a project-based subsidy.

Within the Hampton Site PMA, a total of eight general-occupancy (family) LIHTC properties offering non-subsidized units similar to those proposed for the subject property were surveyed. These properties are expected to be most competitive with the subject project in terms of unit types offered, target population, and/or targeted income (AMHI) level and thus have been selected for this analysis. These eight LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Johnson Lofts	2028	44	-	-	-	Families; 30%, 50% & 80% AMHI & Section 811
2	Ada Park Apts.	2018	42	100.0%	5.1 Miles	Yes*	Families; 50% & 60% AMHI
3	Aero Apts.	2020	120	100.0%	1.6 Miles	25 HH	Families; 50% & 60% AMHI
6	Bay Creek Apts.	1960 / 2000	184	100.0%	3.9 Miles	3 Months	Families; 60% AMHI
8	Chestnut Square	2000	40	100.0%	2.8 Miles	3 HH	Families; 60% AMHI
10	Heritage Forest I & II	2012	248	100.0%	4.6 Miles	2 HH	Families; 40% & 60% AMHI
17	Sunset Creek Apts.	2019	160	100.0%	4.2 Miles	6 Months	Families; 60% AMHI
18	Waterford Pointe	1993 / 2014	120	100.0%	1.0 Miles	10 HH	Families; 60% AMHI
19	Westover Station Apts.	1991	108	97.2%	3.2 Miles	None	Families; 60% AMHI

OCC. – Occupancy; HH – Households

*Waiting list maintained, length/duration unknown/not provided

The eight LIHTC projects have a combined occupancy rate of 99.7%, which is reflective of just three vacant units among these properties. Notably, seven of the eight properties surveyed are 100.0% occupied and maintain waiting lists for their next available units. These are clear indications of strong and pent-up demand for general-occupancy LIHTC product within the Hampton area. The subject project is expected to help alleviate a portion of this pent-up demand. In fact, the inclusion of some units targeting households earning up to 30% and 80% of AMHI is expected to create a competitive advantage for the property as units targeting these income segments are not currently offered among the comparable properties surveyed in the market. Thus, the subject property is expected to help fill a void in the local rental market.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	Ada Park Apts.	42	N/A	-
3	Aero Apts.	120	N/A	-
6	Bay Creek Apts.	184	N/A	-
8	Chestnut Square	40	N/A	-
10	Heritage Forest I & II	248	123	49.6%
17	Sunset Creek Apts.	160	N/A	-
18	Waterford Pointe	120	60	50.0%
19	Westover Station Apts.	108	N/A	-
Total		368	193	52.4%

*Tax Credit units only

N/A – Number not available (units not included in total)

As the preceding table illustrates, voucher use data was available for only two of the eight comparable LIHTC properties surveyed. These two properties report a total of 193 units being occupied by voucher holders, comprising more than half (52.4%) of the 368 total units offered among these properties. This is considered a relatively high share of voucher support, demonstrating that non-subsidized LIHTC product is a viable rental alternative for voucher holders in the Hampton area. However, as nearly half of all units offered among these properties are currently occupied by non-voucher holders, it can also be concluded that the rents reported for these properties are achievable and will serve as accurate benchmarks for the subject units/rents within the Hampton market.

The gross rents for the comparable projects and the proposed rents for the subject project, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Johnson Lofts	\$594/30% (6)*	\$716/30% (1)* \$716/30% (4) \$1,191/50% (7) \$1,486/80% (15)	\$830/30% (1) \$1,380/50% (3) \$1,685/80% (7)	-
2	Ada Park Apts.	-	\$1,249/50% (21/0) \$1,489/60% (9/0)	\$1,733/60% (12/0)	None
3	Aero Apts.	\$849/50% (5/0) \$1,248/60% (7/0)	\$1,089/50% (23/0) \$1,500/60% (43/0)	\$1,464/50% (5/0) \$1,741/60% (37/0)	None
6	Bay Creek Apts.	-	\$1,005/60% (123/0)	\$1,200/60% (61/0)	None
8	Chestnut Square	-	-	\$1,509/60% (40/0)	None
10	Heritage Forest I & II	\$842/40% (10/0) \$1,241/60% (24/0)	\$1,012/40% (16/0) \$1,492/60% (146/0)	\$1,732/60% (52/0)	None
17	Sunset Creek Apts.	\$1,261/60% (42/0)	\$1,516/60% (86/0)	\$1,761/60% (32/0)	None
18	Waterford Pointe	\$1,246/60% (9/0)	\$1,498/60% (66/0)	\$1,738/60% (45/0)	None
19	Westover Station Apts.	\$1,170/60% (36/2)	\$1,399/60% (72/1)	-	None

*Subsidized (residents to pay 30% of their income towards rent)

The subject rents at the 30% AMHI level will be the lowest rents charged among the comparable properties as these properties target households earning between 40% and 60% of AMHI. The proposed rents at the 50% and 80% AMHI levels are competitive with rents reported among the comparable properties. Notably, although none of the comparable properties offer units at 80% of AMHI, the subject rents for these unit types will be similar to rents for units targeting a lower 60% AMHI level among the comparable properties. This is expected to create a competitive advantage for the subject property as these units will be able to accommodate households earning up to 80% of AMHI but will also be affordable to lower income households at the 60% AMHI level.

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

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Johnson Lofts	672	871	1,062
2	Ada Park Apts.	-	904	1,068
3	Aero Apts.	727	971	1,142
6	Bay Creek Apts.	-	768	1,064
8	Chestnut Square	-	-	1,225
10	Heritage Forest I & II	720	1,035	1,222
17	Sunset Creek Apts.	876	1,126	1,264
18	Waterford Pointe	624	818	1,006 - 1,023
19	Westover Station Apts.	661	870	-

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Johnson Lofts	1.0	1.5	2.0
2	Ada Park Apts.	-	2.0	2.0
3	Aero Apts.	1.0	2.0	2.0
6	Bay Creek Apts.	-	1.0	1.0 - 1.5
8	Chestnut Square	-	-	2.5
10	Heritage Forest I & II	1.0	2.0	2.0
17	Sunset Creek Apts.	1.0	2.0	2.0
18	Waterford Pointe	1.0	1.5	2.0
19	Westover Station Apts.	1.0	1.0	-

The proposed development will be competitive with the existing LIHTC projects in the market based on unit size (square footage) and the number of baths offered.

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

Tax Credit Unit Amenities by Map ID										
	Site*	2	3	6	8	10	17	18	19	
Appliances	Dishwasher	X	X	X	X	X	X	X	X	X
	Disposal	X	X	X		X	X	X	X	X
	Microwave	X		X			X	X		
	Range	X	X	X	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X	X	X	X
	W/D Hookup	X	X	X		X	X	X	X	X
	W/D						X	X	X	O
	No Appliances									
Unit Amenities	AC-Central	X	X	X	X	X	X	X	X	X
	AC-Other									
	Balcony/ Patio/ Sunroom			S		X	X	X	X	
	Basement									
	Ceiling Fan	X								X
	Controlled Access	X								
	E-Call System									
	Furnished									
	Walk-In Closet		X	X		X	X	X	S	X
	Window Treatments	X	X	X	X	X	X	X	X	X
			X	X	X	X	X	X	X	X
Flooring	Carpet		X	X	X	X	X	X	X	X
	Ceramic Tile									
	Hardwood									
	Finished Concrete									
	Composite/Vinyl/Laminate	X	X	X	X	X	X	X	X	X
Upgraded	Premium Appliances						X	X		
	Premium Countertops			X				X		
	Premium Cabinetry		X	X				X	X	
	Premium Fixtures							X		
	High/Vaulted Ceilings									
	Oversized Windows									
Parking	Attached Garage									
	Detached Garage									
	Street Parking									
	Surface Lot	X	X	X	X	X	X	X	X	X
	Carport									
	Property Parking Garage									
	No Provided Parking									

◆ - Senior Property

* Proposed Site(s): Johnson Lofts

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID									
	Site*	2	3	6	8	10	17	18	19
	Bike Racks / Storage	X	X				X		
	Computer/Business Center		X			X		X	
	Car Care **								
	Community Garden								
Community	Multipurpose Room	X	X		X	X	X	X	
	Chapel								
	Community Kitchen	X	X			X			
	Dining Room - Private								
	Dining Room - Public								
	Rooftop Terrace								
	Concierge Service **								
	Convenience Amenities **		X				X		
	Covered Outdoor Area **			X					
	Elevator	X							
Laundry Room	X	X		X	X				
On-Site Management	X	X	X	X	X	X	X	X	X
Pet Care **						X	X		
Recreation	Basketball								
	Bocce Ball								
	Firepit								
	Fitness Center	X		X		X	X	X	
	Grilling Area	X		X			X	X	X
	Game Room - Billiards								
	Walking Path								
	Hot Tub								
	Library								
	Media Room / Theater								
	Playground			X	X		X	X	X
	Putting Green								
	Racquetball								
	Shuffleboard								
	Swimming Pool - Indoor								
	Swimming Pool - Outdoor						X		X
Tennis									
Volleyball									
Security	CCTV	X		X	X	X	X	X	X
	Courtesy Officer					X	X		X
	Security Gate						X		
	Social Services **	X							
	Storage - Extra							X	
	Common Space WiFi	X		X					

◆ - Senior Property

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

* Proposed Site(s): Johnson Lofts

** Details in Comparable Property Profile Report

The amenity package proposed for the subject property is competitive with, if not superior to, those offered among the comparable properties. This is true both in terms of unit and project amenities. Most notably, the property will include a full kitchen appliance package, ceiling fans, washer/dryer hookups, and central air conditioning with all units. Additionally, a community space, on-site management office, laundry facility, fitness center, and grilling area will be offered as key project amenities. Overall, the subject property does not appear to lack any key amenities that would adversely impact its marketability.

Comparable/Competitive Tax Credit Summary

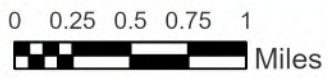
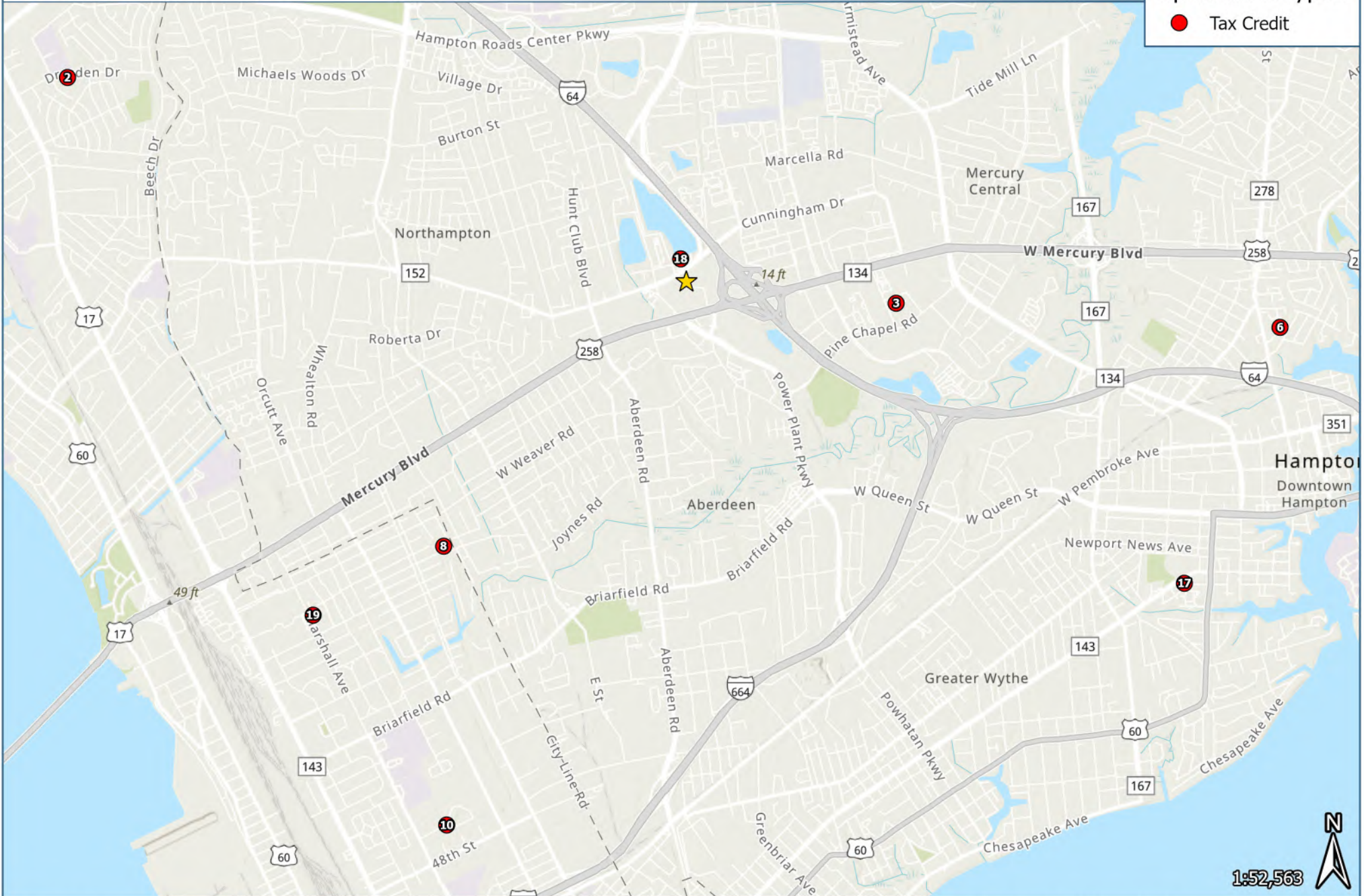
A total of eight general-occupancy (family) LIHTC properties surveyed in the Hampton Site PMA were selected for this analysis. These eight properties are 99.7% occupied, reflective of just three vacant units located within one of the eight properties surveyed. The seven remaining properties are all 100.0% occupied with waiting lists maintained for their next available units. The subject property will offer the only units targeting households earning up to 30% and 80% of AMHI among the comparable properties. This is expected to help fill a void in the local rental market and create a competitive advantage for the subject property. The subject property is considered marketable and competitive in terms of price (gross rent), unit design (square feet and number of bathrooms) and amenities offered.

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

★ Site

Apartment Types

● Tax Credit



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



C. PLANNED MULTIFAMILY DEVELOPMENT

Despite multiple attempts to contact local planning and building officials, a response was not received. However, based on online research and the observations of our analyst while in the field, it was determined there is one additional rental project currently in the development pipeline within the Site PMA. The known details of this project are summarized in the following table:

Project in Development Pipeline				
Project Name & Address	Type	Units	Developer	Status/Details
Olde Hampton Village LaSalle Avenue, West Pembroke Avenue, West Queen Street and Michigan Drive Hampton	Market-Rate	380	Trilogy Developers, LLC	Proposed: Mixed-use; Redevelopment of the former Lincoln Park Housing Development; One- to three-bedroom units for families; One- and two-bedrooms for seniors (96 units); Proposal also includes 118 for-sale townhomes

As this project will operate as market-rate, it is not expected to be directly competitive with the subject property.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the surveyed existing comparable Tax Credit properties during the first year of occupancy at the subject property are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2028
2	Ada Park Apts.	100.0%	95.0% +
3	Aero Apts.	100.0%	95.0% +
6	Bay Creek Apts.	100.0%	95.0% +
8	Chestnut Square	100.0%	95.0% +
10	Heritage Forest I & II	100.0%	95.0% +
17	Sunset Creek Apts.	100.0%	95.0% +
18	Waterford Pointe	100.0%	95.0% +
19	Westover Station Apts.	97.2%	95.0% +

As discussed throughout this report and illustrated in the preceding table, the comparable LIHTC properties surveyed in the market are operating at very high occupancy levels of 97.2% to 100.0%. In fact, only three vacant units are reported among these properties (all concentrated at Westover Station Apartments) and seven of the eight properties surveyed maintain waiting lists for their next available units. Thus, there is pent-up demand for additional general-occupancy (family) LIHTC product in this market. The subject project is expected to help alleviate a portion of this pent-up demand. Furthermore, the subject’s competitive overlap with these existing properties is expected to be diminished due to the fact that the subject property will offer the only units targeting households earning up to 30% and 80% of AMHI among these properties. Considering the preceding factors, the subject project is not expected to have any adverse impact on future occupancy rates among the existing comparable LIHTC properties surveyed.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value in the Site PMA was \$264,241. At an estimated interest rate of 6.05% and a 30-year term (and 95% LTV), the monthly mortgage for a \$264,241 home is \$1,891, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI 2025	\$264,241
Mortgaged Value = 95% Of Median Home Price	\$251,029
Interest Rate – MortgageNewsDaily.Com	6.05%
Term	30
Monthly Principal & Interest	\$1,513
Estimated Taxes and Insurance*	\$378
Estimated Monthly Mortgage Payment:	\$1,891

*Estimated at 25% of principal and interest.

In comparison, the *non-subsidized* collected Tax Credit rents for the subject property range from \$530 to \$1,450 per month. Therefore, the cost of a typical monthly mortgage payment in this market is at least \$441 more than the cost of renting at the subject property. Considering the notably higher cost of homeownership, we do not anticipate significant, if any, competitive overlap between the subject project and the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

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

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

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

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

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

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

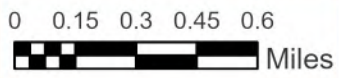
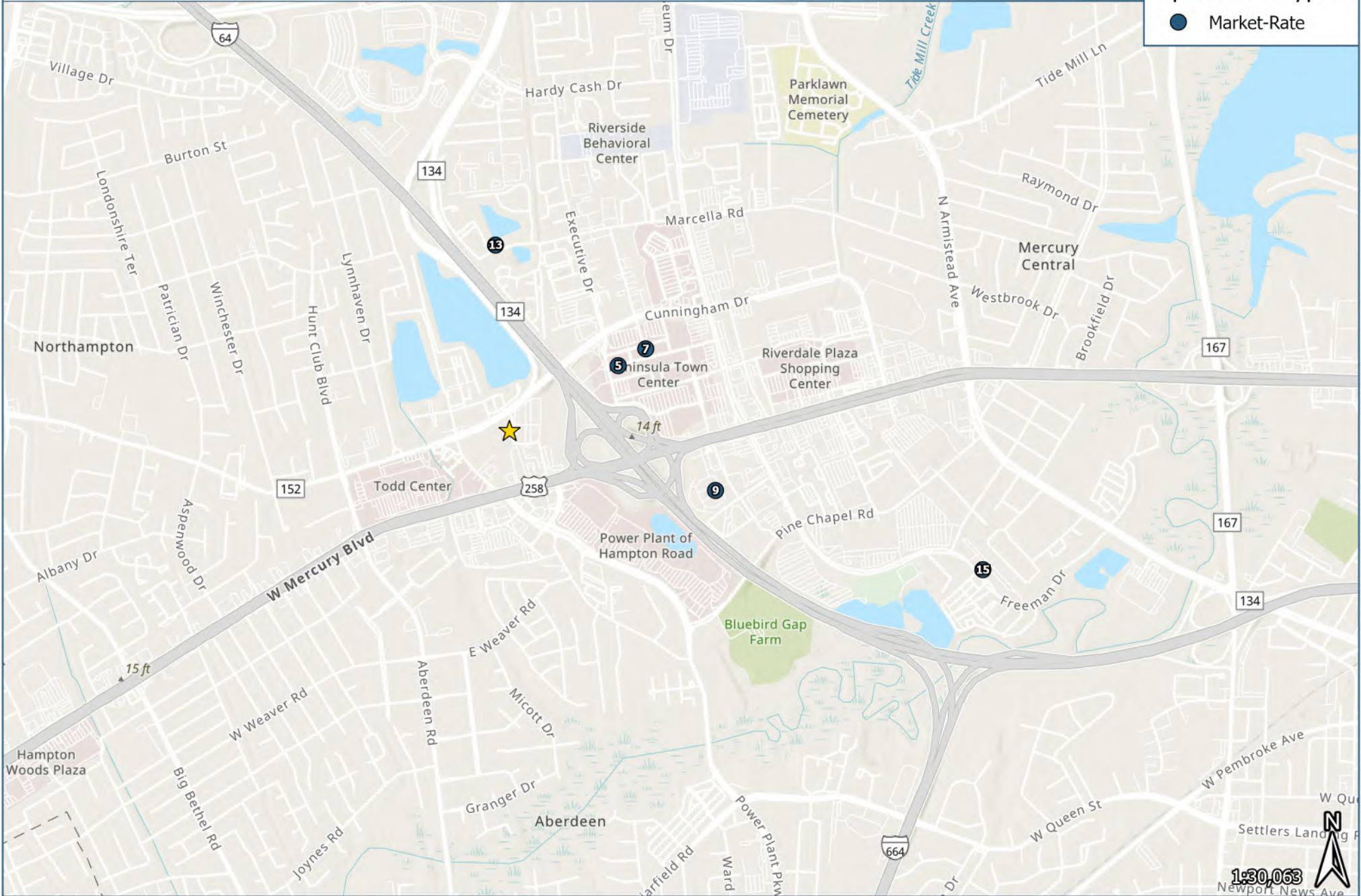
The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Johnson Lofts	2028	44	-	-	6 (-)	27 (-)	11 (-)
5	Axis at PTC	2020	192	99.5%	22 (95.5%)	48 (100.0%)	104 (100.0%)	18 (100.0%)
7	Chapman	2009	234	93.6%	12 (100.0%)	52 (100.0%)	98 (95.9%)	72 (84.7%)
9	Ellipse Urban Apts.	2021	287	94.8%	28 (75.0%)	66 (89.4%)	165 (99.4%)	28 (100.0%)
13	Monticello at Town Center	2011	326	98.8%	-	92 (100.0%)	159 (98.7%)	75 (97.3%)
15	Pinnacle Apts.	2017	296	98.6%	-	66 (97.0%)	173 (98.8%)	57 (100.0%)

Occ. – Occupancy

The five selected market-rate projects have a combined total of 1,335 units with an overall occupancy rate of 97.1%. None of the comparable properties have occupancy rates below 93.6%. These high occupancy rates demonstrate that the selected properties are well received within the Hampton market and will serve as good benchmarks with which to compare the subject property.

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



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



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Johnson Lofts		Axis at PTC		Chapman		Ellipse Urban Apts.		Monticello at Town Center		Pinnacle Apts.	
2601 Cunningham Drive		1850 Merchant Ln		670 Downey Green		2001 Commerce Dr		100 Monticello Mews		600 Freeman Dr	
Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA	
Data		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$1,510		\$1,518		\$1,821		\$1,549		\$1,766	
2 Date Surveyed		Jan-26		Jan-26		Feb-26		Jan-26		Jan-26	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		100%		100%		89%		100%		97%	
5 Effective Rent & Rent/ sq. ft		\$1,510	2.31	\$1,518	2.25	\$1,821	2.92	\$1,549	1.82	\$1,766	2.60
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6 Structure / Stories	EE/4	EE/5		EE/4		EE/4		WU/3		WU/3,4	
7 Yr. Built/Yr. Renovated	2028	2020 \$8		2009 \$19		2021 \$7		2011 \$17		2017 \$11	
8 Condition/Street Appeal	E	E		E		E		G \$15		E	
9 Neighborhood	G	G		G		G		G		G	
10 Same Market?		Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11 # Bedrooms	1	1		1		1		1		1	
12 # Baths	1	1		1		1		1		1	
13 Unit Interior Sq. Ft.	672	654 \$11		674 (\$1)		624 \$28		850 (\$104)		679 (\$4)	
14 Patio/Balcony/Sunroom	N	N		N		N		Y (\$5)		Y (\$5)	
15 AC: Central/Wall	C	C		C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	Y/Y	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18 Washer/Dryer	HU/L	W/D (\$25)		W/D (\$25)		W/D (\$25)		W/D (\$25)		W/D (\$25)	
19 Floor Coverings	V	C/V		C/V		v		C/V		C/V	
20 Window Treatments	Y	Y		Y		Y		Y		Y	
21 Secured Entry	Y	Y		Y		N \$3		N \$3		N \$3	
22 Garbage Disposal	Y	Y		Y		Y		Y		Y	
23 Ceiling Fan/Storage	Y/N	Y/N		N/N \$5		N/N \$5		N/N \$5		Y/N	
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24 Parking (\$ Fee)	LOT/\$0	P-GAR (\$30)		P-GAR (\$30)		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y		Y	
26 Security Features	Y	Y		Y		N \$5		N \$5		N \$5	
27 Community Space	Y	Y		Y		Y		Y		Y	
28 Pool/Recreation Areas	F	F/GR (\$3)		F/GR/MT (\$6)		P/F/GR (\$13)		P/F (\$10)		P/F (\$10)	
29 Business/Computer Center	N	N		Y (\$3)		Y (\$3)		N		Y (\$3)	
30 Grilling Area	Y	N \$3		Y		Y		Y		Y	
31 Cable/Internet Svcs. Included	N/N	N/N		N/N		N/N		N/N		Y/Y (\$85)	
32 Social Services	Y	Y		N \$10		N \$10		N \$10		N \$10	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	N/N	N/N		N/N		N/N		Y/Y (\$59)		N/N	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		3	3	3	5	6	3	6	4	4	6
41 Sum Adjustments B to D		\$22	(\$58)	\$34	(\$65)	\$58	(\$41)	\$55	(\$144)	\$29	(\$132)
42 Sum Utility Adjustments									(\$59)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		(\$36)	\$80	(\$31)	\$99	\$17	\$99	(\$148)	\$258	(\$103)	\$161
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$1,474		\$1,487		\$1,838		\$1,401		\$1,663	
45 Adj Rent/Last rent			98%		98%		101%		90%		94%
46 Estimated Market Rent	\$1,530	\$2.28	← Estimated Market Rent/ Sq. Ft								

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Johnson Lofts		Axis at PTC		Chapman		Ellipse Urban Apts.		Monticello at Town Center		Pinnacle Apts.	
2601 Cunningham Drive		1850 Merchant Ln		670 Downey Green		2001 Commerce Dr		100 Monticello Mews		600 Freeman Dr	
Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$2,266		\$1,893		\$2,121		\$1,849		\$2,212	
2	Date Surveyed	Jan-26		Jan-26		Feb-26		Jan-26		Jan-26	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		96%		99%		99%		99%	
5	Effective Rent & Rent/ sq. ft	\$2,266	1.83	\$1,893	1.78	\$2,121	1.99	\$1,849	1.76	\$2,212	2.34
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		EE/4		EE/4		WU/3		WU/3,4	
7	Yr. Built/Yr. Renovated	2028	\$8	2009	\$19	2021	\$7	2011	\$17	2017	\$11
8	Condition/Street Appeal	E		E		E		G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1.5	(\$15)	1	\$15	2	(\$15)	2	(\$15)	2	(\$15)
13	Unit Interior Sq. Ft.	871	(\$176)	1061	(\$92)	1068	(\$95)	1050	(\$86)	944	(\$35)
14	Patio/Balcony/Sunroom	N		N		N		Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	V		C/V		v		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		Y		N	\$3	N	\$3	N	\$3
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/N		Y/N		N/N	\$5	N/N	\$5	Y/N	
D. Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	(\$30)	P-GAR	(\$30)	LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		N	\$5	N	\$5	N	\$5
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F	(\$3)	F/GR/MT	(\$6)	P/F/GR	(\$13)	P/F	(\$10)	P/F	(\$10)
29	Business/Computer Center	N		Y	(\$3)	Y	(\$3)	N		Y	(\$3)
30	Grilling Area	Y	\$3	Y		Y		Y		Y	
31	Cable/Internet Svcs. Included	N/N		N/N		N/N		N/N		Y/Y	(\$85)
32	Social Services	Y		N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		Y/Y	(\$76)	N/N	
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap	Pos	Neg		Pos	Neg			Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	5	4	5	5	5	6	5	4	7
41	Sum Adjustments B to D	\$11	(\$249)	\$49	(\$156)	\$30	(\$151)	\$55	(\$141)	\$29	(\$178)
42	Sum Utility Adjustments								(\$76)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$238)	\$260	(\$107)	\$205	(\$121)	\$181	(\$162)	\$272	(\$149)	\$207
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$2,028		\$1,786		\$2,000		\$1,687		\$2,063	
45	Adj Rent/Last rent		89%		94%		94%		91%		93%
46	Estimated Market Rent	\$1,945	\$2.23 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Johnson Lofts		Axis at PTC		Chapman		Ellipse Urban Apts.		Monticello at Town Center		Pinnacle Apts.	
2601 Cunningham Drive		1850 Merchant Ln		670 Downey Green		2001 Commerce Dr		100 Monticello Mews		600 Freeman Dr	
Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA		Hampton, VA	
Subject		Data		Data		Data		Data		Data	
on		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
Subject		Data		Data		Data		Data		Data	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1 \$ Last Rent / Restricted?		\$2,675		\$2,500		\$2,421		\$2,519		\$2,654	
2 Date Surveyed		Jan-26		Jan-26		Feb-26		Jan-26		Jan-26	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		100%		100%		100%		97%		100%	
5 Effective Rent & Rent/ sq. ft		\$2,675	1.79	\$2,500	1.66	\$2,421	1.71	\$2,519	2.02	\$2,654	2.09
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6 Structure / Stories	EE/4	EE/5		EE/4		EE/4		WU/3		WU/3,4	
7 Yr. Built/Yr. Renovated	2028	2020	\$8	2009	\$19	2021	\$7	2011	\$17	2017	\$11
8 Condition/Street Appeal	E	E		E		E		G	\$15	E	
9 Neighborhood	G	G		G		G		G		G	
10 Same Market?		Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11 # Bedrooms	3	3		3		3		3		3	
12 # Baths	2	2		2		2		2		2	
13 Unit Interior Sq. Ft.	1062	1498	(\$201)	1508	(\$205)	1413	(\$162)	1245	(\$84)	1269	(\$95)
14 Patio/Balcony/Sunroom	N	N		N		N		Y	(\$5)	Y	(\$5)
15 AC: Central/Wall	C	C		C		C		C		C	
16 Range/Refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/Dishwasher	Y/Y	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18 Washer/Dryer	HU/L	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)
19 Floor Coverings	V	C/V		C/V		v		C/V		C/V	
20 Window Treatments	Y	Y		Y		Y		Y		Y	
21 Secured Entry	Y	Y		Y		N	\$3	N	\$3	N	\$3
22 Garbage Disposal	Y	Y		Y		Y		Y		Y	
23 Ceiling Fan/Storage	Y/N	Y/N		N/N	\$5	N/N	\$5	N/N	\$5	Y/N	
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24 Parking (\$ Fee)	LOT/\$0	P-GAR	(\$30)	P-GAR	(\$30)	LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	Y		Y		Y		Y		Y	
26 Security Features	Y	Y		Y		N	\$5	N	\$5	N	\$5
27 Community Space	Y	Y		Y		Y		Y		Y	
28 Pool/Recreation Areas	F	F/GR	(\$3)	F/GR/MT	(\$6)	P/F/GR	(\$13)	P/F	(\$10)	P/F	(\$10)
29 Business/Computer Center	N	N		Y	(\$3)	Y	(\$3)	N		Y	(\$3)
30 Grilling Area	Y	N	\$3	Y		Y		Y		Y	
31 Cable/Internet Svcs. Included	N/N	N/N		N/N		N/N		N/N		Y/Y	(\$85)
32 Social Services	Y	Y		N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/Sewer	N/N	N/N		N/N		N/N		Y/Y	(\$94)	N/N	
39 Trash/Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		2	4	3	5	5	4	6	4	4	6
41 Sum Adjustments B to D		\$11	(\$259)	\$34	(\$269)	\$30	(\$203)	\$55	(\$124)	\$29	(\$223)
42 Sum Utility Adjustments									(\$94)		
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		(\$248)	\$270	(\$235)	\$303	(\$173)	\$233	(\$163)	\$273	(\$194)	\$252
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$2,427		\$2,265		\$2,248		\$2,356		\$2,460	
45 Adj Rent/Last rent			91%		91%		93%		94%		93%
46 Estimated Market Rent	\$2,345	\$2.21									

← Estimated Market Rent/ Sq. Ft

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

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

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	30%	\$460	\$1,530	69.9%
Two-Br.	30%	\$530	\$1,945	72.8%
Two-Br.	50%	\$1,005	\$1,945	48.3%
Two-Br.	80%	\$1,300	\$1,945	33.2%
Three-Br.	30%	\$595	\$2,345	74.6%
Three-Br.	50%	\$1,145	\$2,345	51.2%
Three-Br.	80%	\$1,450	\$2,345	38.2%

Typically, Tax Credit rents for units targeting households earning up to 60% of AMHI are set 10% or more below achievable market rents to ensure the project will represent an appropriate value to market and have a sufficient flow of tenants. Units targeting higher income levels such as those proposed at the 80% AMHI level for the subject property generally do not need to represent a 10% market rent advantage to be marketable, though it is often recommended that rents for such units represent at least a 5% rent advantage in many markets. Regardless, as the subject rents represent market rent advantages ranging from 33.2% to 74.6%, including those at the higher 80% AMHI level, they are expected to be perceived as significant values within the Hampton market.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. The subject property is anticipated to be completed in 2028. Comparatively, the selected market-rate properties were built between 2009 and 2021. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties relative to the subject project.
8. It is anticipated that the subject project will have an excellent overall quality/condition upon completion of construction. We have made adjustments to properties considered to be of inferior quality compared to that anticipated for the subject development.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.- 23. The subject project will offer a unit amenity package similar to the selected properties. However, adjustments for features lacking at the subject project have been made, and in some cases, adjustments have been applied for features the selected properties do not offer.
- 24.-32. The subject project will offer a project amenities package that is generally inferior to those offered among the comparable market-rate projects. Monetary adjustments have been applied to reflect the difference between the subject project and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

A. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within the Virginia Beach-Norfolk-Newport News, VA-NC HUD Metro FMR Area, which has a median four-person household income of \$106,500 for 2025. The subject property will be restricted to households with incomes of up to 30%, 50%, and 80% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income		
	30%	50%	80%
One-Person	\$22,380	\$37,300	\$59,680
Two-Person	\$25,560	\$42,600	\$68,160
Three-Person	\$28,770	\$47,950	\$76,720
Four-Person	\$31,950	\$53,250	\$85,200
Five-Person	\$34,530	\$57,550	\$92,080

1. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$92,080**.

2. Minimum Income Requirements

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

As detailed throughout this report, the subject property will offer some units which will operate with a project-based subsidy and therefore will be capable of accommodating households with incomes as low as **\$0**. This has been considered in the demand estimates for the property.

The proposed *non-subsidized* LIHTC units will have a base gross rent of \$716. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$8,592. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$24,549**.

In the unlikely event the project-based subsidy was not provided, and all units were to operate exclusively under the LIHTC guidelines, the base rent for the property would be \$594. In this scenario, the property would have a minimum annual household income requirement of \$20,366.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 30%, 50% and 80% of AMHI, with and without a project-based subsidy, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/Subsidy (Limited to 30% of AMHI)	\$0	\$28,770
Tax Credit Only (Limited to 30% of AMHI)	\$25,549	\$34,530
Tax Credit Only (Limited to 50% of AMHI)	\$40,834	\$57,550
Tax Credit Only (Limited to 80% of AMHI)	\$50,949	\$92,080
Overall Tax Credit w/Subsidy*	\$0	\$92,080
Overall Tax Credit Only*	\$25,549	\$92,080

*Excludes the \$34,531 to \$40,833 income band due to gap in affordability between 30% and 50% AMHI levels

B. CAPTURE RATE CALCULATIONS

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

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

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

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

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 46.6% of renters within the market are rent-burdened.

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 2.2% of renter households within the market are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

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

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

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

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

C. DEMAND/CAPTURE RATE CALUCLATIONS

As discussed in *Section V*, we identified and surveyed eight LIHTC projects in the Site PMA which are considered comparable to the site project based on target population and unit design. Although some of the comparable LIHTC properties selected for this analysis are entirely comprised of units at 60% of AMHI, these projects were utilized for comparability purposes with regards to the subject units at 80% of AMHI. The only vacancies that exist among the comparable properties are among units set aside at 60% of AMHI at Westover Station Apartments (Map ID 19). Thus, these vacant units have not been considered in the demand analysis on the following page as these units are not directly competitive with the subject units.

The vacant units identified among the existing Tax Credit properties surveyed in the market are illustrated in the following table. Note there are no comparable Tax Credit units planned for the Hampton Site PMA.

Project Name	Competitive Vacant Units		
	30% AMHI	50% AMHI	60% AMHI
Ada Park Apts.	-	-	-
Aero Apts.	-	-	-
Bay Creek Apts.	-	-	-
Chestnut Square	-	-	-
Heritage Forest I & II	-	-	-
Sunset Creek Apts.	-	-	-
Waterford Pointe	-	-	-
Westover Station Apts.	-	-	3

It is recognized that there are several additional Tax Credit properties located within the Hampton Site PMA that could compete with the subject project but that were unable to be surveyed at the time of this analysis. These properties are detailed in Section V. When considering the strong occupancy rates reported among the comparable Tax Credit properties surveyed, it is reasonable to assume these additional properties are also highly occupied. However, as updated occupancy data was unavailable for these properties at the time of this analysis, these projects were not considered in the demand estimates for the subject project.

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

Demand Component	LIHTC w/Subsidy				
	30% AMHI		50% AMHI (\$40,834-\$57,550)	80% AMHI (\$50,949-\$92,080)	Overall* (\$0-\$92,080)
	Subsidized (\$0-\$28,770)	Non-Subsidized (\$25,549-\$34,530)			
Demand from New Rental Households (Income-Appropriate)	6,382 - 6,611 = -229	1,875 - 1,949 = -74	3,336 - 3,437 = -101	6,361 - 6,364 = -3	16,166 - 16,534 = -368
+					
Demand from Existing Households (Rent Overburdened)	6,611 x 46.6% = 3,081	1,949 x 46.6% = 908	3,437 x 46.6% = 1,602	6,364 x 46.6% = 2,966	16,534 x 46.6% = 7,705
+					
Demand from Existing Households (Renters in Substandard Housing)	6,611 x 2.2% = 145	1,949 x 2.2% = 43	3,437 x 2.2% = 76	6,364 x 2.2% = 140	16,534 x 2.2% = 364
+					
Demand from Existing Households (Elderly Homeowner Conversion)	N/A				
=					
Total Demand	2,997	877	1,577	3,103	7,701
-					
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	0	0	0
=					
Net Demand	2,997	877	1,577	3,103	7,701
Proposed Units	7	5	10	22	44
Proposed Units / Net Demand	7 / 2,997	5 / 877	10 / 1,577	22 / 3,103	44 / 7,701
Capture Rate	= 0.2%	= 0.6%	= 0.6%	= 0.7%	= 0.6%
Total Absorption Period	1 Month	1 Month	2 Months	3 Months	3 Months

*Accounts for gaps in affordability levels

N/A-Not Applicable

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

Demand Component	LIHTC Only			
	30% AMHI (\$20,366-\$34,530)	50% AMHI (\$40,834-\$57,550)	80% AMHI (\$50,949-\$92,080)	Overall (\$20,366-\$92,080)*
Demand from New Rental Households (Income-Appropriate)	2,957 - 3,098 = -141	3,336 - 3,437 = -101	6,361 - 6,364 = -3	11,538 - 11,771 = -233
+				
Demand from Existing Households (Rent Overburdened)	3,098 x 46.6% = 1,444	3,437 x 46.6% = 1,602	6,364 x 46.6% = 2,966	11,771 x 46.6% = 5,485
+				
Demand from Existing Households (Renters in Substandard Housing)	3,098 x 2.2% = 68	3,437 x 2.2% = 76	6,364 x 2.2% = 140	11,771 x 2.2% = 259
+				
Demand from Existing Households (Elderly Homeowner Conversion)	N/A			
=				
Total Demand	1,371	1,577	3,103	5,511
-				
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	0	0
=				
Net Demand	1,371	1,577	3,103	5,511
Proposed Units	12	10	22	44
Proposed Units / Net Demand	12 / 1,371	10 / 1,577	22 / 3,103	44 / 5,511
Capture Rate	= 0.9%	= 0.6%	= 0.7%	= 0.8%
Total Absorption Period	2 Months	2 Months	3 Months	3 Months

*Accounts for gap in affordability levels

N/A-Not Applicable

Capture rates by targeted income level range from 0.2% to 0.9% while the overall capture rates are 0.6% and 0.8%, depending upon scenario (subsidized vs. non-subsidized). These are all considered very low capture rates and demonstrate a deep base of potential income-qualified renter support within the market for each of the unit types proposed under either scenario evaluated.

Special Needs Capture Rate

Of the 44 total units proposed for the subject project, seven will operate under the Section 811 program and target persons with developmental disabilities and/or serious mental illnesses. As illustrated in *Section IV*, a total of 8,607 persons within the city of Hampton are classified as having a cognitive disability. These persons are expected to comprise the primary base of support for the subject's special needs units. Given that income data is unavailable for this specific population, we have assumed all cognitively disabled persons within the city will be eligible for residency at the subject project. Our demand estimates for these unit types are summarized as follows.

	Disabled Capture Rate
Designated Units	7
Eligible Persons	/ 8,607
Capture Rate	= 0.1%

Considering the nature of developmental disabilities and/or serious mental illnesses, as well as the limited housing options for this population, capture rates up to 100.0% are often considered achievable. Therefore, the subject's disabled capture rate of 0.1% is considered very low and easily achievable.

D. PENETRATION RATE CALCULATIONS

The 2,043 existing (including units within properties unable to be surveyed) non-subsidized Tax Credit units in the market must also be considered when calculating the market penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$20,366 to \$92,080. The following summarizes the market penetration rate calculation for the subject project, based on the preceding factors and data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	2,087
Income-Eligible Renter Households – 2028	/ 12,947
Overall Market Penetration Rate	= 16.1%

Typically, market penetration rates of up to around 40.0% are considered achievable while those under 30.0% are considered ideal when utilizing this methodology. Thus, the subject market penetration rate of 16.1% is considered relatively low and indicative of a deep base of potential support for both the existing and planned/proposed LIHTC units in the Hampton Site PMA.

E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

Despite numerous attempts, a response was not received from representatives of the local housing authority regarding the status of the Housing Choice Voucher (HCV) program within the Hampton area at the time this report was issued.

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

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$1,512	\$594 (30%)
Two-Bedroom	\$1,713	\$716 (30%) \$1,191 (50%) \$1,486 (80%)
Three-Bedroom	\$2,376	\$830 (30%) \$1,380 (50%) \$1,685 (80%)

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

As the preceding table illustrates, most of the proposed gross LIHTC rents for the subject property are below the local payment standards. As such, the subject project will likely be a viable rental alternative for voucher holders. This could increase the base of demographic support for the non-subsidized units within the subject development.

F. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, absorption projections are able to be established for the proposed subject development. It is our opinion that the 44 LIHTC units proposed for the subject site will reach a stabilized occupancy rate of 95.0% within approximately three months of opening. This absorption period is based on an average absorption rate of approximately 14 units per month.

These absorption projections assume an October 2028 opening date. A different opening could impact (positively or negatively) the absorption potential for the subject project. Further, these absorption projections assume that no other projects targeting a similar population or income group will be developed in the market during the projection period and that the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of voucher support the subject development ultimately receives.

The preceding absorption projections assume the subject property operates with a project-based subsidy available to some units. However, a similar absorption is anticipated for the property even in the event the subsidy is not provided and the property had to operate exclusively under the LIHTC program. This is due to the fact that only seven subsidized units will be offered and that these units would effectively operate similar to subsidized product even in the event the subsidy was not secured/provided as they will target households earning up to 30% of AMHI.

VIII. Local Perspective (Interviews)

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

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

- Priscilla Melvin is the Assistant Community Manager for Waterford Pointe; a multifamily Tax Credit rental community located within the Hampton Site PMA. Melvin stated that her property is fully occupied and maintains ten people on their waiting list. Melvin explained that there is a clear need for additional affordable housing in Hampton, noting that housing costs in the area have increased substantially while wages have remained largely stagnant. Melvin added that recent layoffs tied to broader economic conditions have further strained household stability, reinforcing the growing need for affordable rental options in the local market.
- Mariya Clark is a Leasing Professional for Monticello at Town Center, a market-rate rental community in the Hampton Site PMA. Clark stated that her property is 98.8% occupied and does not maintain a waiting list. Clark indicated that while her property primarily serves military households and other residents with incomes sufficient to afford market-rate rents, she recognizes that housing affordability remains a challenge for many households in the broader Hampton area. Clark noted that inflation and rising housing costs have increased financial pressure on renters and have made it more difficult for many residents to secure housing that aligns with their incomes.

IX. Analysis & Conclusions

Based on the findings reported in this analysis, it is our opinion that a market exists for the 44 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings.

The subject site location is marketable and will allow for clear visibility and convenient access to the subject property which will fit well with other existing structures in the site area. The subject's four-story design will further enhance awareness/visibility of the property from Cunningham Drive (State Route 152) as it will be one of the tallest structures in the immediate site area.

The Hampton Site PMA is projected to experience household growth between 2026 and 2031, contributing to ongoing demand for housing within the area. Although this growth is projected to be concentrated among owner-occupied households, more than 22,000 renter households are projected for the market in 2031. The subject's low overall capture rate of 0.6% is further indication of a deep base of potential renter support for the subject property within the Hampton Site PMA.

Existing comparable LIHTC properties surveyed in the market are performing at a very high level as the eight such properties surveyed are 99.7% occupied, with seven of the eight maintaining occupancy rates of 100.0% as well as waiting lists for their next available units. The subject property will be competitive with these projects in terms of price (gross rent), unit design, and amenities offered. Additionally, the subject property will offer the only units specifically targeting households earning up to 30% and 80% of Area Median Household Income (AMHI) among the comparable properties. This is expected to create a competitive advantage for the property.

Considering the preceding factors and additional information contained within this report, we anticipate the subject property will be marketable and well received within the Hampton market. The development of the subject project is not expected to have any adverse impact on future occupancy rates among existing comparable LIHTC properties in the area. We have no recommendations for the subject project at this time.

X.

SITE PHOTOGRAPHS

Johnson Lofts



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest

Johnson Lofts



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site

Johnson Lofts



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: East view of Virginia State Route 152 (Cunningham Drive)



Streetscape: West view of Virginia State Route 152 (Cunningham Drive)

Johnson Lofts



Streetscape: South view of Build America Drive



Streetscape: North view of Build America Drive

XI.

COMPARABLE
PROPERTY PROFILES

2 Ada Park Apts. 5.1 miles to site



Address: 674 Summer Day Ct, Newport News, VA 23601
 Phone: (757) 926-4811 Contact: Jim (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 42 Year Built: 2018
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: Yes
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: No landlord paid utilities;

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Laundry Room; On-Site Management

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	21	0	904	\$1.15	\$1,044	50%
2	2	G	9	0	904	\$1.42	\$1,284	60%
3	2	G	12	0	1,068	\$1.39	\$1,484	60%

*Adaptive Reuse

*DTS is based on drive time

3 Aero Apts. 1.6 miles to site



Address: 101 Aero Cir, Hampton, VA 23666
 Phone: (757) 571-8328 Contact: Ray (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 120 Year Built: 2020
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 25 HH
 Rent Special: None
 Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit

Features And Utilities

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

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

Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Pavilion/Gazebo; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground); CCTV; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	5	0	727	\$0.96	\$700	50%
1	1	G	7	0	727	\$1.51	\$1,099	60%
2	2	G	23	0	971	\$0.93	\$899	50%
2	2	G	43	0	971	\$1.35	\$1,310	60%
3	2	G	5	0	1,142	\$1.08	\$1,230	50%
3	2	G	37	0	1,142	\$1.32	\$1,507	60%

*Adaptive Reuse

*DTS is based on drive time

5 Axis at PTC 0.6 miles to site



Address: 1850 Merchant Ln, Hampton, VA 23666
 Phone: (757) 239-3802 Contact: Vivan (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 192 Year Built: 2020
 Vacant Units: 1 *AR Year:
 Occupancy: 99.5% Yr Renovated:
 Turnover: Stories: 5 (w/Elev)
 Waitlist: None
 Rent Special: None

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

Notes:

Features And Utilities

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

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

Property Amenities: Car Care (Charging Stations); Multipurpose Room, Community Kitchen, Rooftop Terrace, Clubhouse/Community Room; Cafe / Coffee Bar; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Game Room-Billiards); CCTV; Social Services (Wellness Center); Extra Storage; WiFi

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	10	1	498 - 533	\$2.76 - \$2.81	\$1,374 - \$1,499	Market
0	1 - 2	L	12	0	592 - 1,750	\$2.57 - \$1.63	\$1,521 - \$2,850	Market
1	1	G	36	0	654 - 691	\$2.31 - \$2.80	\$1,510 - \$1,937	Market
1	1	L	12	0	727	\$2.24	\$1,631	Market
2	2	G	89	0	1,236	\$1.83	\$2,266	Market
2	2	L	15	0	1,236	\$2.12	\$2,616	Market
3	2	G	18	0	1,498	\$1.79	\$2,675	Market

*Adaptive Reuse

*DTS is based on drive time

6 Bay Creek Apts. 3.9 miles to site



Address: 24 Salisbury Way, Hampton, VA 23669
 Phone: (757) 325-9824 Contact: Jamila (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 184 Year Built: 1960
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2000
 Turnover: Stories: 2
 Waitlist: 3 mos
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Playground); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	123	0	768	\$1.22	\$935	60%
3	1 - 1.5	G	61	0	1,064	\$1.05	\$1,114	60%

*Adaptive Reuse

*DTS is based on drive time

7 Chapman 0.6 miles to site



Address: 670 Downey Green, Hampton, VA 23666
 Phone: (757) 239-3816 Contact: Jasmine (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 234 Year Built: 2009
 Vacant Units: 15 *AR Year:
 Occupancy: 93.6% Yr Renovated:
 Turnover: Stories: 4 (w/Elev)
 Waitlist: None
 Rent Special: Townhomes one month rent free

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

Notes:



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Car Care (Charging Stations); Multipurpose Room, Community Kitchen, Rooftop Terrace, Clubhouse/Community Room; Cafe / Coffee Bar; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Game Room-Billiards, Media Room / Theater); CCTV

Parking Type: Attached Garage; Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	12	0	660	\$2.27	\$1,498	Market
1	1	G	52	0	674 - 957	\$2.25 - \$1.87	\$1,518 - \$1,794	Market
2	1	G	98	4	1,061 - 1,080	\$1.78 - \$1.81	\$1,893 - \$1,951	Market
3	2	G	46	0	1,508	\$1.66	\$2,500	Market
3	3	T	26	11	2,305	\$1.56	\$3,600	Market

*Adaptive Reuse

*DTS is based on drive time

8 Chestnut Square 2.8 miles to site



Address: 800 Dana Rae Ct, Newport News, VA 23605
 Phone: (757) 896-6380 Contact: Tamara (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 2000
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 3 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center); CCTV, Courtesy Officer

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	2.5	T	40	0	1,225	\$1.04	\$1,275	60%

*Adaptive Reuse

*DTS is based on drive time

9 **Ellipse Urban Apts.** 1.5 miles to site



Address: 2001 Commerce Dr, Hampton, VA 23666
 Phone: (757) 209-4865 Contact:
 Property Type: Market Rate
 Target Population: Family
 Total Units: 287 Year Built: 2021 Ratings
 Vacant Units: 15 *AR Year: Quality: A
 Occupancy: 94.8% Yr Renovated: Neighborhood: B
 Turnover: Stories: 4 (w/Elev) Access/Visibility: B/B-
 Waitlist: None
 Rent Special: None



Notes: Rents change daily

Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; Oversized Windows

Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Car Care (Charging Stations); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Pavilion/Gazebo; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Game Room-Billiards, Outdoor Swimming Pool); Extra Storage; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	28	7	493 - 510	\$3.04 - \$3.14	\$1,521 - \$1,621	Market
1	1	G	66	7	624 - 899	\$2.88 - \$2.22	\$1,821 - \$2,021	Market
2	2	G	165	1	1,068 - 1,080	\$1.97 - \$2.04	\$2,121 - \$2,221	Market
3	2	G	28	0	1,413	\$1.70	\$2,421	Market

*Adaptive Reuse

*DTS is based on drive time

10 Heritage Forest I & II 4.6 miles to site



Address: 901 Forest Lake Ct, Newport News, VA 23605
 Phone: (757) 327-0627 Contact: Candace (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 248 Year Built: 2012
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 2 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool); CCTV, Courtesy Officer, Security Gate

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	10	0	720	\$0.96	\$693	40%
1	1	G	24	0	720	\$1.52	\$1,092	60%
2	2	G	16	0	1,035	\$0.79	\$822	40%
2	2	G	146	0	1,035	\$1.26	\$1,302	60%
3	2	G	52	0	1,222	\$1.23	\$1,498	60%

*Adaptive Reuse

*DTS is based on drive time

13 Monticello at Town Center 0.9 miles to site



Address: 100 Monticello Mews, Hampton, VA 23666
 Phone: (757) 848-4549 Contact: Mariaya (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 326 Year Built: 2011
 Vacant Units: 4 *AR Year:
 Occupancy: 98.8% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: None
 Rent Special: None

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

Notes:



Features And Utilities

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Outdoor Swimming Pool); Extra Storage; WiFi

Parking Type: Attached Garage; Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	92	0	850 - 1,005	\$1.82 - \$1.73	\$1,549 - \$1,739	Market
2	2	G	140	2	1,050 - 1,275	\$1.76 - \$1.72	\$1,849 - \$2,189	Market
2	2	T	19	0	1,320 - 1,525	\$2.00 - \$1.75	\$2,639 - \$2,669	Market
3	2	G	75	2	1,245	\$2.02	\$2,519	Market

*Adaptive Reuse

*DTS is based on drive time

15 Pinnacle Apts. 2.1 miles to site



Address: 600 Freeman Dr, Hampton, VA 23666
 Phone: (757) 979-3452 Contact: Brittany (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 296 Year Built: 2017
 Vacant Units: 4 *AR Year:
 Occupancy: 98.6% Yr Renovated:
 Turnover: Stories: 3,4
 Waitlist: None
 Rent Special: None

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

Notes:

Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Car Care (Charging Stations); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Pavilion/Gazebo; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Outdoor Swimming Pool)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	66	2	679 - 866	\$2.41 - \$1.98	\$1,766 - \$1,841	Market
2	2	G	151	2	944 - 1,150	\$2.21 - \$1.90	\$2,212 - \$2,317	Market
2	2	T	22	0	1,400	\$1.69	\$2,494	Market
3	2	G	42	0	1,269 - 1,275	\$1.99 - \$1.98	\$2,654	Market
3	2	T	15	0	1,506	\$1.78	\$2,802	Market

*Adaptive Reuse

*DTS is based on drive time

17 **Sunset Creek Apts.** 4.2 miles to site



Address: 4020 Victoria Blvd, Hampton, VA 23669
 Phone: (757) Contact: Linette (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 160 Year Built: 2019
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 4
 Waitlist: 6 mos
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Bike Racks / Storage; Multipurpose Room, Clubhouse/Community Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Playground); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	42	0	876	\$1.27	\$1,112	60%
2	2	G	86	0	1,126	\$1.18	\$1,326	60%
3	2	G	32	0	1,264	\$1.21	\$1,527	60%

*Adaptive Reuse

*DTS is based on drive time

18 Waterford Pointe 1.0 miles to site



Address: 105 E. Lakeshore Dr., Hampton, VA 23666
 Phone: (757) 827-7900 Contact: Krystal Tohnsen (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 120 Year Built: 1993 Ratings
 Vacant Units: 0 *AR Year: Quality: B+
 Occupancy: 100.0% Yr Renovated: 2014 Neighborhood: B
 Turnover: Stories: 3 Access/Visibility: C+/B
 Waitlist: 10 HH
 Rent Special: None

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool); CCTV, Courtesy Officer; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	9	0	624	\$1.76	\$1,097	60%
2	1.5	G	66	0	818	\$1.60	\$1,308	60%
3	2	G	45	0	1,006 - 1,023	\$1.50 - \$1.47	\$1,504	60%

*Adaptive Reuse

*DTS is based on drive time

19 Westover Station Apts. 3.2 miles to site



Address: 805 Roam Ct, Newport News, VA 23605
 Phone: (757) 574-9445 Contact: Kayla (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 108 Year Built: 1991
 Vacant Units: 3 *AR Year:
 Occupancy: 97.2% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: None
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: On-Site Management; Recreation Areas (Grilling Area); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	36	2	661	\$1.63	\$1,080	60%
2	1	G	72	1	870	\$1.48	\$1,285	60%

*Adaptive Reuse

*DTS is based on drive time

XII.

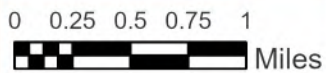
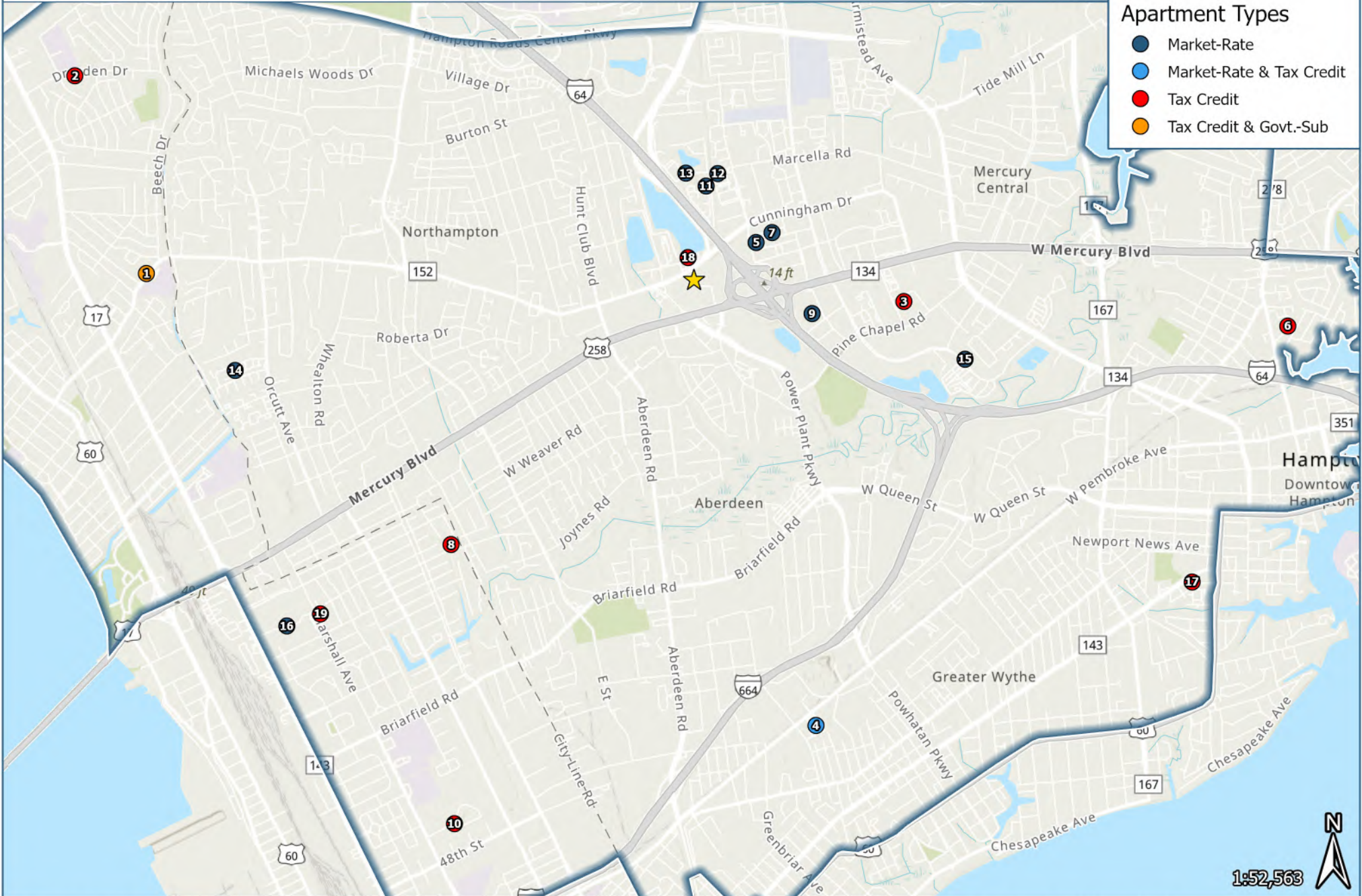
FIELD SURVEY OF CONVENTIONAL RENTALS

★ Site

▬ PMA

Apartment Types

- Market-Rate
- Market-Rate & Tax Credit
- Tax Credit
- Tax Credit & Govt.-Sub



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


1:52,563





Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	801 Main Senior	TGS	B	2017	44	0	100.0%	3.7
2	Ada Park Apts.	TAX	B+	2018	42	0	100.0%	5.1
3	Aero Apts.	TAX	B+	2020	120	0	100.0%	1.6
4	Arbors at Pembroke	MRT	A-	2023	150	0	100.0%	3.0
5	Axis at PTC	MRR	A-	2020	192	1	99.5%	0.6
6	Bay Creek Apts.	TAX	B-	1960	184	0	100.0%	3.9
7	Chapman	MRR	A-	2009	234	15	93.6%	0.6
8	Chestnut Square	TAX	B-	2000	40	0	100.0%	2.8
9	Ellipse Urban Apts.	MRR	A	2021	287	15	94.8%	1.5
10	Heritage Forest I & II	TAX	B+	2012	248	0	100.0%	4.6
11	Lakes at Town Center	MRR	B+	2005	283	13	95.4%	0.9
12	Marcella at Town Center	MRR	A-	2014	327	0	100.0%	0.9
13	Monticello at Town Center	MRR	B+	2011	326	4	98.8%	0.9
14	Northampton Reserve	MRR	B+	1982	567	3	99.5%	3.5
15	Pinnacle Apts.	MRR	A-	2017	296	4	98.6%	2.1
16	Riverlands Apts.	MRR	B-	1992	404	8	98.0%	3.3
17	Sunset Creek Apts.	TAX	B+	2019	160	0	100.0%	4.2
18	Waterford Pointe	TAX	B+	1993	120	0	100.0%	1.0
19	Westover Station Apts.	TAX	B	1991	108	3	97.2%	3.2


*Drive distance in miles


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

◆	1	801 Main Senior 801 Main St., Newport News, VA 23605		Contact: Emily- Corp Phone: (757) 873-2400	
			Total Units: 44 UC: 0 BR: 1, 2 Target Population: Senior 55+ Rent Special: None Notes: Tax Credit (25 units); PBV/PBRA & Tax Credit (19 units)	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 15 HH

✓	2	Ada Park Apts. 674 Summer Day Ct, Newport News, VA 23601		Contact: Jim Phone: (757) 926-4811	
			Total Units: 42 UC: 0 BR: 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 3 Waitlist: Yes


✓	3	Aero Apts. 101 Aero Cir, Hampton, VA 23666		Contact: Ray Phone: (757) 571-8328	
			Total Units: 120 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 3 Waitlist: 25 HH

◆	4	Arbors at Pembroke 1963 W Pembroke Ave, Hampton, VA 23661		Contact: Destiny Phone: (757) 979-2565	
			Total Units: 150 UC: 0 BR: 1, 2 Target Population: Senior 62+ Rent Special: None Notes: Market-rate (95 units); Tax Credit (55 units)	Occupancy: 100.0% Vacant Units: 0	Stories: 4 Waitlist: 4 HH


✓	5	Axis at PTC 1850 Merchant Ln, Hampton, VA 23666		Contact: Vivan Phone: (757) 239-3802	
			Total Units: 192 UC: 0 BR: 0, 1, 2, 3 Target Population: Family Rent Special: None Notes:	Occupancy: 99.5% Vacant Units: 1	Stories: 5 Waitlist: None

<ul style="list-style-type: none"> ✓ Comparable Property ◆ Senior Restricted ■ (MRR) Market-Rate ■ (MRT) Market-Rate & Tax Credit ■ (MRG) Market-Rate & Government-Subsidized ■ (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> ■ (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized ■ (TAX) Tax Credit ■ (TGS) Tax Credit & Government-Subsidized ■ (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) ■ (TIN) Tax Credit & Income-Restricted (not LIHTC) ■ (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> ■ (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized ■ (INR) Income-Restricted (not LIHTC) ■ (ING) Income-Restricted (not LIHTC) & Government-Subsidized ■ (GSS) Government-Subsidized ■ (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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6	Bay Creek Apts. 24 Salisbury Way, Hampton, VA 23669	Contact: Jamila Phone: (757) 325-9824
	 <p>Total Units: 184 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1960 BR: 2, 3 Vacant Units: 0 Waitlist: 3 mos AR Year: Target Population: Family Yr Renovated: 2000 Rent Special: None Notes: Tax Credit</p>	




7	Chapman 670 Downey Green, Hampton, VA 23666	Contact: Jasmine Phone: (757) 239-3816
	 <p>Total Units: 234 UC: 0 Occupancy: 93.6% Stories: 4 w/Elevator Year Built: 2009 BR: 0, 1, 2, 3 Vacant Units: 15 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: Townhomes one month rent free Notes:</p>	




8	Chestnut Square 800 Dana Rae Ct, Newport News, VA 23605	Contact: Tamara Phone: (757) 896-6380
	 <p>Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2000 BR: 3 Vacant Units: 0 Waitlist: 3 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	





9	Ellipse Urban Apts. 2001 Commerce Dr, Hampton, VA 23666	Contact: Phone: (757) 209-4865
	 <p>Total Units: 287 UC: 0 Occupancy: 94.8% Stories: 4 w/Elevator Year Built: 2021 BR: 0, 1, 2, 3 Vacant Units: 15 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily</p>	




10	Heritage Forest I & II 901 Forest Lake Ct, Newport News, VA 23605	Contact: Candace Phone: (757) 327-0627
	 <p>Total Units: 248 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2012 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	


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

11	Lakes at Town Center 900 Lake Ridge Rd, Hampton, VA 23666	Contact: Ynez Phone: (757) 848-4176
	 <p>Total Units: 283 UC: 0 Occupancy: 95.4% Stories: 3 Year Built: 2005 BR: 2, 3 Vacant Units: 13 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: \$750 off 1st months rent Notes:</p>	


12	Marcella at Town Center 101 Benevita Pl, Hampton, VA 23666	Contact: Lindsay Phone: (757) 848-4299
	 <p>Total Units: 327 UC: 0 Occupancy: 100.0% Stories: 3,4 w/Elevator Year Built: 2014 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily</p>	







13	Monticello at Town Center 100 Monticello Mews, Hampton, VA 23666	Contact: Mariaya Phone: (757) 848-4549
	 <p>Total Units: 326 UC: 0 Occupancy: 98.8% Stories: 3 Year Built: 2011 BR: 1, 2, 3 Vacant Units: 4 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

14	Northampton Reserve 165 Kathann Dr., Hampton, VA 23605	Contact: Lisa (A.I) Phone: (757) 690-7328
	 <p>Total Units: 567 UC: 0 Occupancy: 99.5% Stories: 2 Year Built: 1982 BR: 1, 2, 3 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2013 Rent Special: None Notes: Rents change daily</p>	



15	Pinnacle Apts. 600 Freeman Dr, Hampton, VA 23666	Contact: Brittany Phone: (757) 979-3452
	 <p>Total Units: 296 UC: 0 Occupancy: 98.6% Stories: 3,4 Year Built: 2017 BR: 1, 2, 3 Vacant Units: 4 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

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

16	Riverlands Apts. 45 Riverlands Dr, Newport News, VA 23605	Contact: Nicole Phone: (757) 380-5804
	Total Units: 404 UC: 0 Occupancy: 98.0% Stories: 2,3 Year Built: 1992 BR: 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2000 Rent Special: None Notes:	
17	Sunset Creek Apts. 4020 Victoria Blvd, Hampton, VA 23669	Contact: Linette Phone: (757)
	Total Units: 160 UC: 0 Occupancy: 100.0% Stories: 4 Year Built: 2019 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 6 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	
18	Waterford Pointe 105 E. Lakeshore Dr., Hampton, VA 23666	Contact: Krystal Tohson Phone: (757) 827-7900
	Total Units: 120 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1993 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 10 HH AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: None Notes: Tax Credit	
19	Westover Station Apts. 805 Roam Ct, Newport News, VA 23605	Contact: Kayla Phone: (757) 574-9445
	Total Units: 108 UC: 0 Occupancy: 97.2% Stories: 3 Year Built: 1991 BR: 1, 2 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	

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

Source: Virginia Housing
Effective: 07/2025

Monthly Dollar Allowances

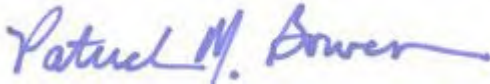
		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	11	14	18	22	28	32	11	14	18	22	28	32
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	49	68	88	107	137	156	49	68	88	107	137	156
	Electric	26	36	46	57	72	82	26	36	46	57	72	82
	Heat Pump	0	0	0	0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

* Estimated- not from source

Addendum A – Member Certification & Checklist

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

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



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Date: February 3, 2026



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Market Analyst

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Date: February 3, 2026

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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