NEED AND DEMAND ANALYSIS

FOR THE EAGLE LANDING TRACE APARTMENTS, PHASE II

IN

NEWPORT NEWS, VIRGINIA

Prepared for
Eagle Landing Trace II VA LLC
for submission to
Virginia Housing

Virginia Housing Application: 2025-C-45

As of February 20, 2025

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A. EXECUTIVE SUMMARY

The site of the Eagle Landing Trace II Apartments is to the south of Young's Mill Lane, off Warwick Boulevard, in northern Newport News. There are no apparent physical, environmental, or other constraints upon the construction and marketing of the proposed project at this location.

Of the 60-unit total, six units will be targeted to households with incomes up to 30 percent of the median, 25 units will be targeted to households with incomes up to 50 percent of the median, eight will be targeted at the 60 percent level, and the remaining 21 units will be targeted at 80 percent of the median, and therefore qualify the apartments for low income housing tax credit status.

There are to be six project-based rent- assisted units, provided by the Newport News Redevelopment and Housing Authority.

Employment in 2023 - the most recent annual report - shows employment at 87,869. Employment showed net growth prior to 2020 when 5,531 jobs were lost from 2019 - a consequence of the COVID-19 pandemic. Data from 2021 show that, locally, employment has shown significant gains.

In Newport News, it is seen that the most recent annual unemployment rate for the City is 3.4 percent, down from 3.5 percent the previous year, and from 5.4 percent the year before that.

The market area for the proposed development is northern Newport News, as defined by several census tracts.

The population of the market area is projected to increase from 119,620 in 2025, to 121,605 in 2030. The number of households is projected to increase, from 49,995 in 2025 to 51,949 in 2030. The number of renter households in the market area is projected to increase from 26,604 to 29,194 over the 2025 to 2030 projection period.

There are several apartment complexes located in the Newport News area. These include conventional/market rate properties, properties financed with low income housing tax credits, and subsidized housing for very low income households.

Based on our survey, there is a market-wide occupancy rate of 93.0 percent. Occupancy at tax credit properties is found to be around 91.8 percent.

Total demand is therefore seen to amount to 12,283 units. The net demand is for 12,193 units.

Consideration of the capture rate (0.5 percent) and the (0.4 percent) affordability analysis capture rate and (14.7 percent) penetration rate suggests that the proposed development is marketable, as proposed.

Based on the above, the project could expect to lease-up (reach stabilized occupancy) over an estimated six month period, or less.

The proposed development will not have an impact on existing housing in the area.

The proposed development is considered marketable and can be developed as proposed.

Astoria data:

Project Wide Capture Rate, LIHTC units: 0.5 percent
Project Wide Capture Rate, market units: n/a
Project Wide Capture Rate, all units: 0.5 percent
Project Wide Absorption Period (Months): six months, or less.

B. INTRODUCTION AND SCOPE OF WORK

This report is a professional market analysis of the need and demand for the proposed development.

The report is prepared for Eagle Landing Trace II VA LLC, for submission to Virginia Housing.

The report is designed to satisfy the underwriting criteria of the reviewing agency for which it was performed, and the conclusions, based on the results of our research, experience, and expertise reflect the predicted ability of the project, as presented to us, to meet or exceed that reviewing agency's guidelines. Thus, a positive conclusion does not necessarily imply that the project would be found to be feasible or successful under different underwriting standards, and this study does not necessarily incorporate generally accepted professional market study standards and elements pre-empted by the guidelines set out by the reviewing agency.

The report was completed using professional market techniques. The findings of this study are predicated upon the assumption that the proposed development, as presented to us, will be located at the site described in the report, that it will be funded through the program under which it was prepared, and within the stated projection period.

Further, the findings are based on the assumption that once funded, the complex will be well-designed, well-marketed, and professionally managed.

The site of the proposed apartments was visited on February 20, 2025.

The site was visited by T. Ronald Brown.

T. Ronald Brown: Research & Analysis is a planning and economics consulting firm which provides real estate market analysis. The President of the firm is T. Ronald Brown. Mr. Brown has a Honours Master of Arts degree in Geographical Studies from the University of St. Andrews in St. Andrews, Scotland. He has 35 years experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last three decades or so, Mr. Brown has produced more than 3,000 studies in at least 20 states, predominantly in the Southeast.

Mr. Brown is responsible for the analysis and write-up of this report – performing the role of both analyst and author.

To the best of our knowledge, this report is an accurate representation of market conditions. While due care and professional housing market study techniques were used, no guarantee is made of the findings.

It is stated that we do not have, nor will have in the future, any material interest in the proposed development, and that there is no identity of interest between us and the party for whom the project was prepared. Further, we state that the payment of the fee is not contingent upon a favorable conclusion, nor approval of the project by any agency before or after the fact. The payment of the fee does not include payment for testimony nor further consultation.

Submitted, and attested to, by:

T. Ronald Brown, President
T. Ronald Brown: Research & Analysis
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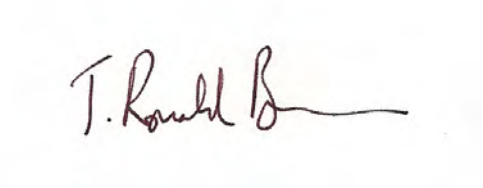
Asheville, North Carolina 28814-0534
919.612.5328



Date: March 11, 2025

C. PROJECT DESCRIPTION

The Eagle Landing Trace Apartments will comprise 60 units - 24 two-bedroom units and 36 three-bedroom units. The project is new construction.

The project is to be configured as follows:

	Units	sq. ft	Rent	Targeting*	
2 bedroom/1 ½ bath	6	1,009	$524	less than 30 percent	
2 bedroom/1 ½ bath	2	1,009	$1,366	less than 50 percent	**
2 bedroom/1 ½ bath	16	1,009	$977	less than 50 percent	
3 bedroom/2 bath	4	1,191	$1,930	less than 50 percent	**
3 bedroom/2 bath	3	1,191	$1,117	less than 50 percent	
3 bedroom/2 bath	8	1,191	$1,379	less than 60 percent	
3 bedroom/2 bath	21	1,191	$1,560	less than 80 percent	

** percentage of area median income*
*** rent-assisted*

Of the 60-unit total, six units will be targeted to households with incomes up to 30 percent of the median, 25 units will be targeted to households with incomes up to 50 percent of the median, eight will be targeted at the 60 percent level, and the remaining 21 units will be targeted at 80 percent of the median, and therefore qualify the apartments for low income housing tax credit status.

There are to be six project-based rent- assisted units, provided by the Newport News Redevelopment and Housing Authority.

Given that the project will include units targeted to households with incomes in excess of 60 percent of the local area median income, income averaging is applied. Thus, the average target income, overall, cannot exceed 60 percent of the median.

Utilities (excluding trash collection) will be paid by the tenant - utility allowances are $156 for the two-bedroom units, and $192 for the three–bedroom units. Based on information supplied by the developer, the proposed apartments will meet energy-saving standards, both for construction and for appliances provided.

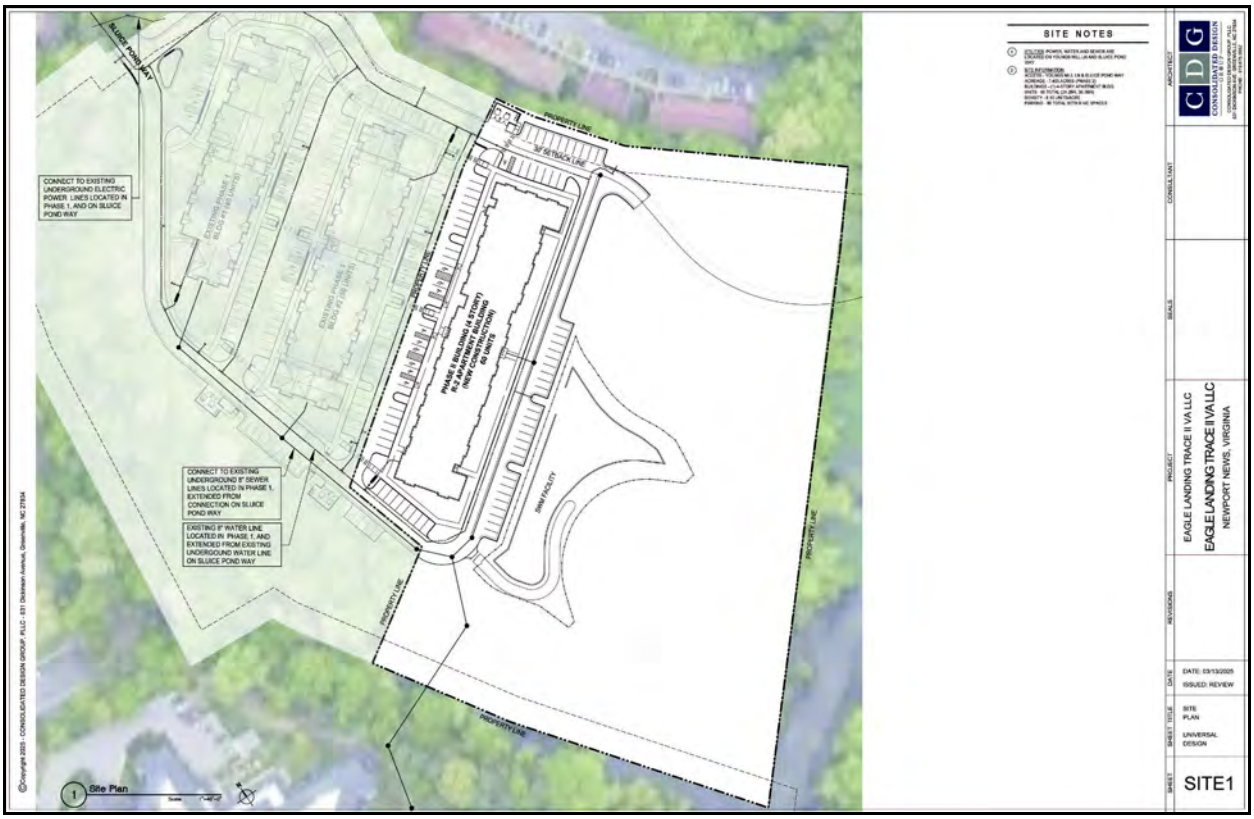
The property will feature a single four- story building, which will have an elevator. The building will have a combination exterior. Common area and site amenities include a multi-purpose room and laundry. The property will offer various enhancements, as per Virginia Housing guidelines.

There will be 90 parking spaces.

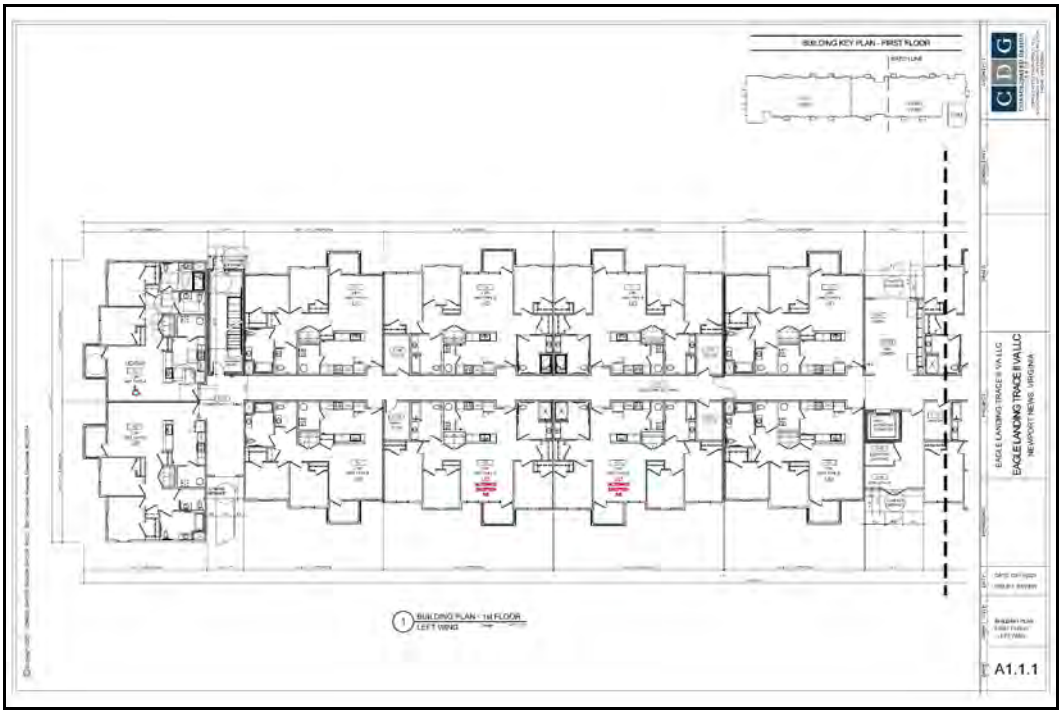
It is understood that the construction program would commence in April, 2026 and would be completed within 12 months, or so.

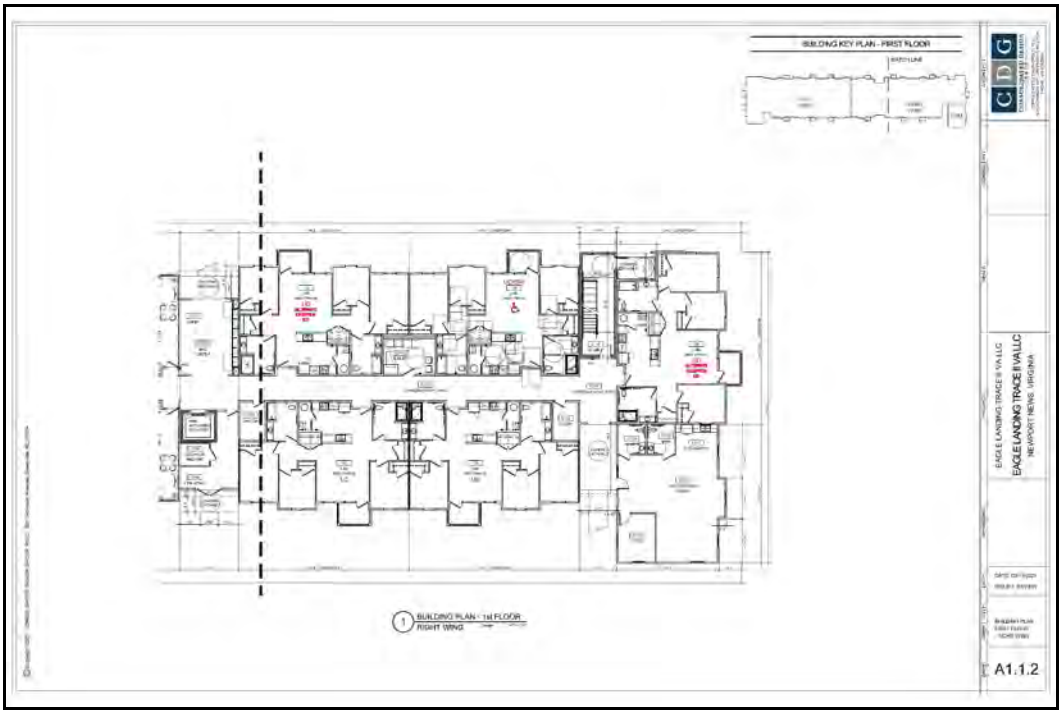
Representative architectural drawings are set out on the following pages.

Site plan

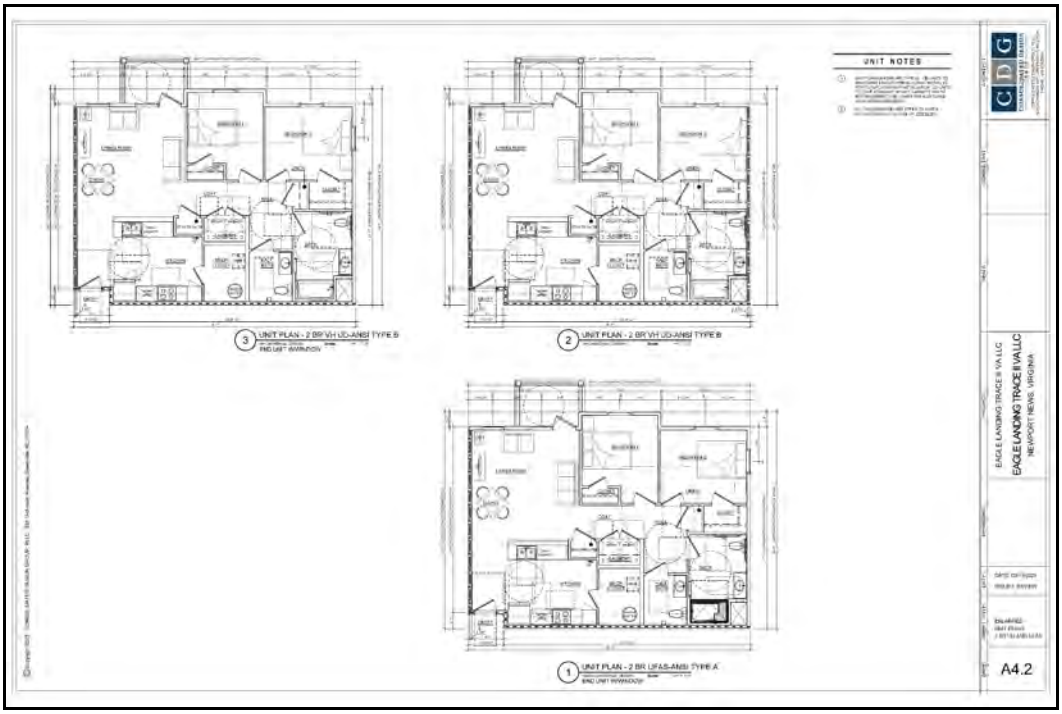


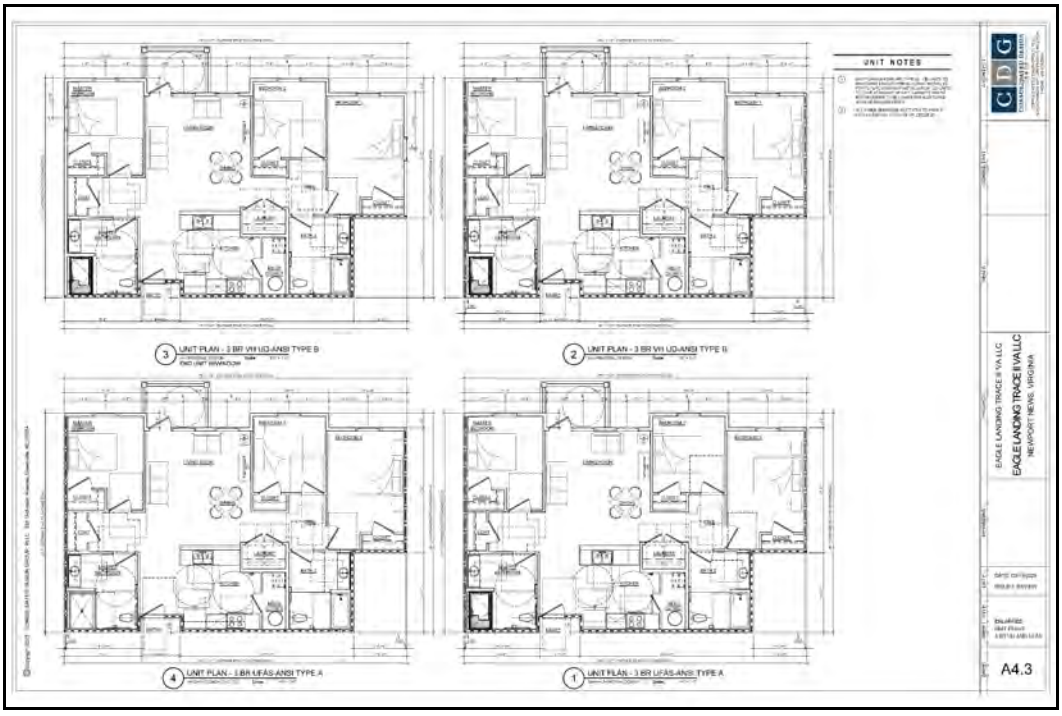
Floor plans


BUILDING KEY PLAN - FIRST FLOOR
BUILDING PLAN - 1st FLOOR
LEFT WING
EAGLE LANDING TRACE II VA LLC
EAGLE LANDING TRACE II VA LLC
NEWPORT NEWS VIRGINIA
A1.1.1


BUILDING KEY PLAN - FIRST FLOOR
BUILDING PLAN - 1st FLOOR
RIGHT WING
EAGLE LANDING TRACE II VA LLC
EAGLE LANDING TRACE II VA LLC
NEWPORT NEWS VIRGINIA
A1.1.2

Unit plans





Elevation

ELEVATION KEY
ELEVATION NOTES
1 OVERALL FRONT ELEVATION
3 FRONT ELEVATION - 2
RIGHT WING
2 FRONT ELEVATION - 1
LEFT WING
EAGLE LANDING TRACE II VA LLC
EAGLE LANDING TRACE II VA LLC
NEWPORT NEWS, VIRGINIA
A3.1

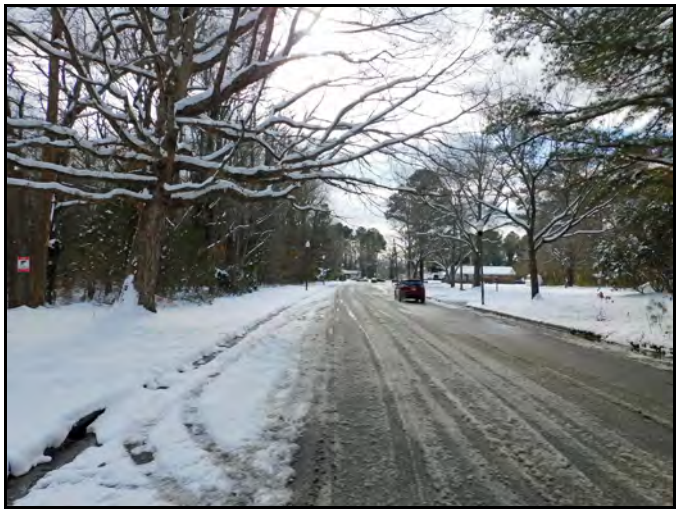
D. LOCATION

The site of the Eagle Landing Trace Apartments is to the south of Young's Mill Lane, off Warwick Boulevard, in northern Newport News. Adjacent properties include the site of the first phase of the project, the Young's Mill Apartments, and undeveloped land. The Sluice Millpond is to the south of the property. The site is relatively flat and is wooded.

View onto property

View on property

View towards property entrance



View west on Young's Mill Lane

View east on Young's Mill Lane

Young's Mill Apartments

The site is located off Young's Mill Lane, off Warwick Boulevard in northern Newport News. Access to the site is good.

Given the site location and its situation, the site is may not be visible, as it will likely be somewhat screened Young's Mill Lane given the existing attached units along that street.

Access from the site to major thoroughfares, shopping, schools, and other local services is good.

The site is located one tenth of a mile from Warwick Boulevard - US 60 - a major north south thoroughfare serving Newport News. It is within two and one-half miles of Interstate 64, a major east-west route serving the Newport News area, and beyond.

The closest shopping is the small E-Mart store. A Food Lion supermarket is within one mile of the site. A CVS drugstore and a Walgreens drug store are each within three-fourths of a mile of the site . A Target store and a Wal mart Supercenter are within two and one-fourth and two and three-fourth miles, respectively. The Patrick Henry Mall is just over two miles from the site.

Public bus service is available from Hampton Roads Transit, on Warwick Boulevard , one-tenth of a mile from the site.

The site is approximately two miles from the Riverview Farm Park.

The site is within one half-mile of the Jenkins Elementary School and within three and one-half miles of the Gildersleeve Middle School. The Menchville High School is just under two miles from the site.

The Grissom public library and the Denbigh Post Office are within two and one fourth miles of the site approximately two miles from the site. The site is within eleven miles of the Newport City Hall and other services and amenities in downtown Newport News, to the south.

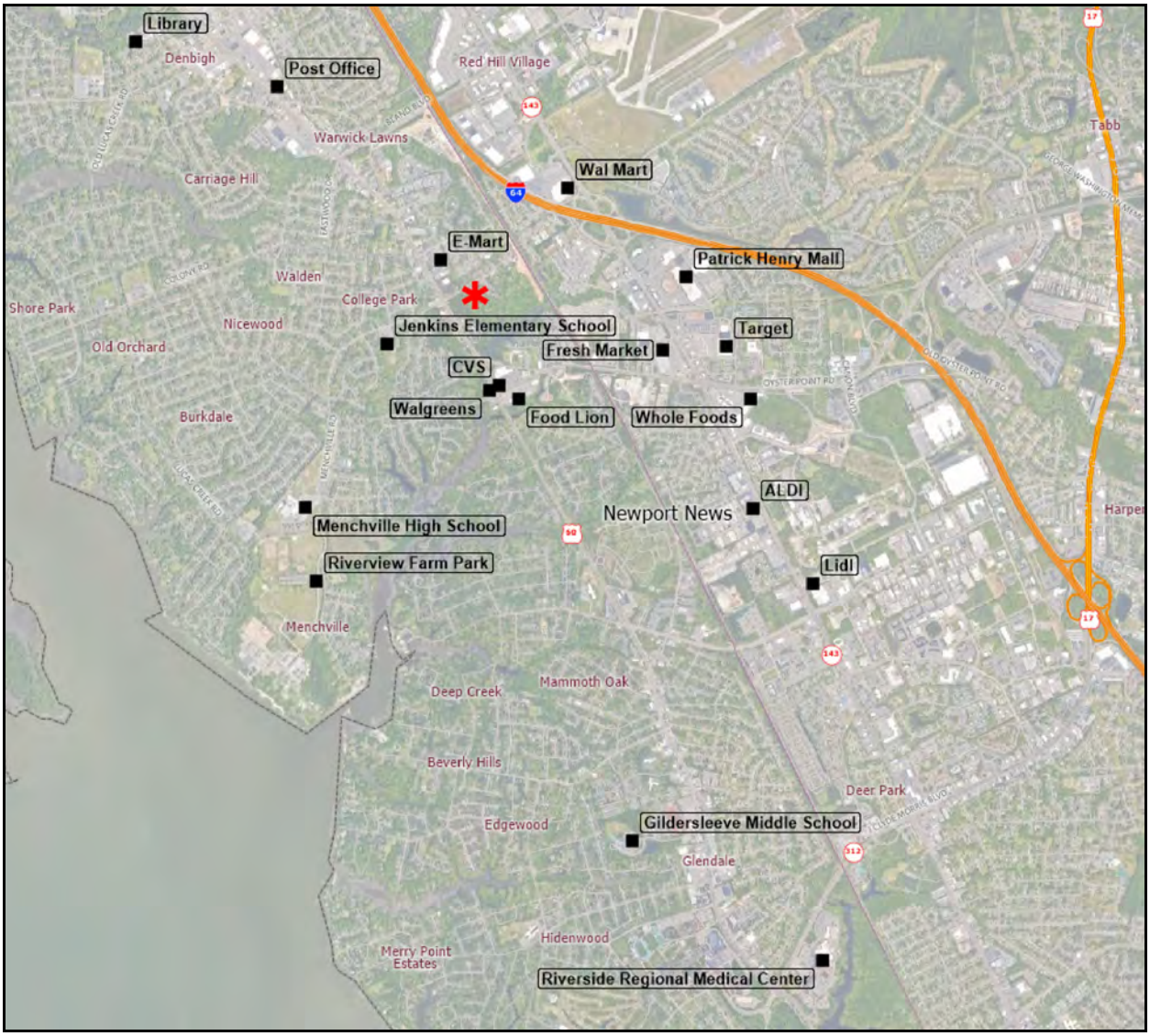
The site is within four and one-third miles of the Riverside Regional Medical Center, and associated medical services.

The following table illustrates the noteworthy community amenities serving the site and the (driving) distance to the site.

Table 1 - Distance to Neighborhood and Community Amenities

Category	Neighborhood/Community Amenity	Distance (miles)
Highways	US 60/ Warwick Boulevard	0.1
	Interstate 64	2.3
Public Transportation	Hampton Roads Transit	0.1
Retail - Grocery	E-Mart	0.4
	Food Lion	0.9
Retail - Other	Target	2.2
	Wal Mart	2.6
	Patrick Henry Mall	2.1
Pharmacies	CVS	0.7
	Walgreens	0.7
Schools	Jenkins Elementary School	0.5
	Gildersleeve Middle School	3.4
	Menchville High School	1.9
Recreation	Riverview Farm Park	2.1
Library	Grissom	2.3
Post Office	Denbigh	1.8
Hospital	Riverside Regional Medical Center	4.3

Source: T.Ronald Brown: Research & Analysis



Based on our observations during our site visit, there is no reason to expect that the risk of crime in this neighborhood would be greater or less than that for other parts of the market area.

There are no apparent physical, environmental, or other constraints upon the construction and marketing of the proposed project at this location.

The site is considered marketable.

E. MARKET AREA DEFINITION

Market areas are defined on the basis of the consideration of many inter-related factors. These include consideration of the site location, consideration of socio-demographic characteristics of the area (tenure, income, rent-levels, etc.), local commuting patterns, physical (or other) boundaries, census geographies, and especially the location of comparable and/or potentially competing communities.

In communities such as county seats where that community is the county's largest community and is centrally located and can draw from the entire county, the county may be the market area. In circumstances where there are potentially competing communities in one county, the market area will be that part of the county (and, potentially, portions of adjacent counties) which the proposed development is most likely to draw from. In urban or suburban markets, the market area will be areas adjacent to the site and will extend to all locations of relatively similar character, and with residents or potential residents likely to be interested in the project. Here combinations of census tracts, may be used to define the market area.

The proposed development is located in northern Newport News in Tidewater Virginia. The market area for the proposed development is northern Newport News, as defined by several census tracts. This area is focused on the site of the proposed development and extends to approximately two- to three miles to the east and west, and four- and one-half to five miles to the north and south - north of Waters Creek. The market area, as defined, therefore is that which constitutes the area adjacent to the site of the proposed development and extends to all locations of relatively similar character, and with residents or potential residents likely to be interested in the project.

Yorktown
Poquoson
Hampton
Newport News
Smithfield
Rushmore
LEGEND

F. EMPLOYMENT AND ECONOMY

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general.

Employment trends

Employment trends for the City of Newport News are illustrated in the table, below. Employment in 2023 - the most recent annual report - shows employment at 87,869.

Employment showed modest net growth from 2014 to 2020 when 5,531 jobs were lost from 2019 - a consequence of the COVID-19 pandemic. Data from 2021 show that, locally, employment has shown significant gains.

Table 2 - Total Employment

		Change over previous year	
		number	percent
2014	85,403		
2015	84,369	-1,034	-1.2
2016	84,452	83	0.1
2017	85,701	1,249	1.5
2018	85,683	-18	0.0
2019	86,656	973	1.1
2020	81,125	-5,531	-6.4
2021	83,045	1,920	2.4
2022	85,347	2,302	2.8
2023	87,869	2,522	3.0

Source: Bureau of Labor Statistics

Employment trends, by sector

Information on employment, by industry for the City of Newport News in 2022 and 2023 (the most recent annual data) is set out in Table 2, below. From this it is seen that, with respect to employment, the largest subsector was manufacturing - employing as much as 33.1 percent of the total in the most recent year. Other significant subsectors are heath care and retail trade - each accounting for at least 10 percent of the total.

Table 3 - Employment, by sector

	2022		2023		
	number	percent	number	percent	pct change
Agriculture, Forestry, etc					
Mining, etc.					
Utilities			148	0.2	n/a
Construction	3,656	4.3	3,541	4.2	-3.1
Manufacturing	27,622	32.7	28,116	33.1	1.8
Wholesale trade	1,882	2.2	2,095	2.5	11.3
Retail trade	8,611	10.2	8,641	10.2	0.3
Transp. and Warehousing			1,434	1.7	n/a
Information	907	1.1	843	1.0	-7.1
Finance and Insurance	1,285	1.5	1,288	1.5	0.2
Real estate	1,882	2.2	1,870	2.2	-0.6
Professional and Technical services	4,925	5.8	5,024	5.9	2.0
Management	2,603	3.1	2,376	2.8	-8.7
Administrative and Waste services	5,162	6.1	4,477	5.3	-13.3
Educational services	919	1.1	995	1.2	8.3
Health Care and Social Assistance	13,211	15.7	13,962	16.4	5.7
Arts, Entertainment, Recreation	958	1.1	1,002	1.2	4.6
Accommodation and Food services	6,830	8.1	6,806	8.0	-0.4
Other Services	2,091	2.5	2,157	2.5	3.2
Unclassified	246	0.3	152	0.2	-38.2
Total (private)	84,352		84,941		0.7

Source: Bureau of Labor Statistics

Unemployment trends

Unemployment trends for Newport News are illustrated in the table, below. Rates for Virginia and for the U.S. as a whole are also shown, for reference. Here it is seen that the most recent annual unemployment rate for the County is 3.4 percent, down from 3.5 percent the previous year, and down from 9.0 percent in 2020. As can be seen, this pattern is effectively repeated at the state and national level over this period.

Table 4 - Unemployment trends

	Newport News City	Virginia	U.S.
2014	6.1%	5.1%	6.2%
2015	5.4%	4.4%	5.3%
2016	5.0%	4.0%	4.9%
2017	4.6%	3.7%	4.4%
2018	3.7%	3.0%	3.9%
2019	3.4%	2.8%	3.7%
2020	9.0%	6.2%	8.1%
2021	5.4%	3.9%	5.3%
2022	3.5%	2.9%	3.6%
2023	3.4%	2.8%	3.6%

Source: Bureau of Labor Statistics

Major Employers

The major employers Newport News are listed in Table 5, below. Major employers include hospitals, Huntington Ingalls, Canon, and Ferguson Enterprises, as well as public entities such as the military, the local public schools, and local governments.

Table 5 - Major Employers

Employer Name
Huntington Ingalls
Riverside Regional Medical Center
Newport News Public Schools
City of Newport News
US Dept of Defense
Ferguson Enterprises*
Christpher Newport University
US Dept of Army and Air Force
Walmart
Jefferson Science Associates
Power Solutions
Liebherr America
Canon
Hope In Home Care
Bon Secours
Tidewater Physicians
Food Lion
D & F Payroll Agents
Langley Federal Credit Union
Warwick Plumbing and Heating
Newport News Shipbuilders Credit Union
UPS
Onsite Engineering
ASVS/SVFN
Sentara Healthcare
Dominion Virginia Power

Source: Virginia Works

The Virginia Economic Development Partnership reports a total of 264 new jobs added at six locations in recent years (since 2022). The most significant of these was a 175 person expansion at the Liebherr Mining Equipment Company.

With respect to closures an layoffs, the Virginia Economic Development Partnership reports one 47-person layoff at the Logistics Company in Newport News since 2022.

The proposed development is not located in a market - such as a resort area - that would need housing for employees in such a specific market, although, as noted, the tourism industry is significant.

Wages by Industry Sector

Information on wages, by employment sector, for the City of Newport News is set out in Table 6, below. Here, average wages show some variation - both between sectors and also over time - with average wages increasing by 0.7 percent between 2022 and 2023.

Table 6 - Average Wages by Industry Sector

	2022		2023		
	number	percent	number	percent	pct change
Agriculture, Forestry, etc					
Mining, etc.					
Utilities			148	0.2	n/a
Construction	3,656	4.3	3,541	4.2	-3.1
Manufacturing	27,622	32.7	28,116	33.1	1.8
Wholesale trade	1,882	2.2	2,095	2.5	11.3
Retail trade	8,611	10.2	8,641	10.2	0.3
Transp. and Warehousing			1,434	1.7	n/a
Information	907	1.1	843	1.0	-7.1
Finance and Insurance	1,285	1.5	1,288	1.5	0.2
Real estate	1,882	2.2	1,870	2.2	-0.6
Professional and Technical services	4,925	5.8	5,024	5.9	2.0
Management	2,603	3.1	2,376	2.8	-8.7
Administrative and Waste services	5,162	6.1	4,477	5.3	-13.3
Educational services	919	1.1	995	1.2	8.3
Health Care and Social Assistance	13,211	15.7	13,962	16.4	5.7
Arts, Entertainment, Recreation	958	1.1	1,002	1.2	4.6
Accommodation and Food services	6,830	8.1	6,806	8.0	-0.4
Other Services	2,091	2.5	2,157	2.5	3.2
Unclassified	246	0.3	152	0.2	-38.2
Total (private)	84,352		84,941		0.7

Source: Virginia Labor Market Information

Commuting patterns

Based on data from the American Community Survey, 61.9 percent of workers resident in Newport News were employed in Newport News, with 38.1 percent employed elsewhere. The average driving time to work for residents of Newport News was 23.2 minutes, compared with 27.6 minutes for Virginia as a whole.

Table 7 - Commuting Data

	number	percent
Total Workers	91,378	100.0
Worked in Place of residence	56,563	61.9
Worked in County of residence	56,563	61.9
Worked outside Place of residence	34,815	38.1
Worked outside County of residence	34,815	38.1
Mean travel time to work (minutes)	23.2	

Source: 2019 to 2023 American Community Survey; T.Ronald Brown: Research & Analysis

Commuting patterns data are no longer provided in the Decennial Census. Here, data are obtained from the LEHD Origin-Destination Statistics program available from the Census Bureau's OnTheMap application. These data, on commuting patterns for persons who live and/or work in the Newport News area are set out, below.

Here it is seen that many persons who work in the City of Newport News commute into the City from, as one would expect, the neighboring cities and/or counties - such as Hampton City and York Counrk County, in particular.. Likewise, many residents of Newport News commute to work in those adjacent counties.

Table 8 - Commuting Patterns

Working in Newport News	29,659
Where Newport News workers are commuting from:	
Hampton City	14,749
York County	7,551
Virginia Beach City	4,200
Suffolk City	3,840
James City County	3,759
Chesapeake City	3,647
Gloucester County	3,220
Isle of Wight County	3,111
Norfolk City	3,022
Elsewhere	20,296
Where Newport News residents are commuting to:	
Hampton City	8,746
York County	3,919
Norfolk City	3,891
James City Countyy	3,477
Virginia Beach City	3,185
Chesapeake City	2,594
Fairfax County	1,764
Henrico County	1,720
Suffolk City	1,372
Elsewhere	14,036

Source: LEHD Origin-Destination Statistics program/OnTheMap; T.Ronald Brown: Research & Analysis

It is expected that the local economic conditions will not likely have a direct positive or negative impact on the subject property, to any significant extent.

G. DEMOGRAPHIC CHARACTERISTICS

Population and Household Trends

In 2010, the population of the City of Newport News was 180,719, and in 2020 the population was recorded as 186,247. Population projections for Newport News are provided by the Virginia State Data Center. Based on these data, the population of the area is projected to be 187,631 by 2025, and to be around 189,026 in 2030.

In 2010, the population of the market area was 111,795, and in 2020 the population was recorded as 117,669. Population projections for the market area are based on the average of several small area population projection techniques using census tract trends for 2010 to 2020 in the City of Newport News, corrected for the official State Data Center numbers for those areas. Based on these data, the population of the area is projected to be 119,620 by 2025, and to be around 121,605 by 2030.

Information on population trends and changes between 2000 and 2030 are set out in Table 9, below.

Table 9- Population Trends

	Market Area	Newport News City
2000	108,754	180,150
2010	111,795	180,719
2020	117,659	186,247
2025	119,620	187,631
2030	121,605	189,026
absolute change		
2000-2010	3,041	569
2010-2020	5,864	5,528
2020-2025	1,961	1,384
2025-2030	1,985	1,395
annual change		
2000-2010	304	57
2010-2020	586	553
2020-2025	392	277
2025-2030	397	279

Source: 2000, 2010, and 2020 Census; Virginia State Data Center; T.Ronald Brown: Research & Analysis

Projections of the number of households for the market area and the City of Newport News are set out in Table 10, below.

In 2010, there were 70,664 households in Newport News and 75,630 in 2020. Based on the population projections set out, above, there will be around 77,784 households in 2025 and 79,998 in 2030.

There were 44,039 households in the market area in 2010, and 48,109 in 2020. Projections show around 49,995 and 51,949 households in 2025 and 2030, respectively.

Table 10 - Household Trends

	Market Area	Newport News City
2000	42,363	69,686
2010	44,039	70,664
2020	48,109	75,630
2025	49,995	77,784
2030	51,949	79,998
absolute change		
2000-2010	1,676	978
2010-2020	4,070	4,966
2020-2025	1,886	2,154
2025-2030	1,954	2,214
annual change		
2000-2010	168	98
2010-2020	407	497
2020-2025	377	431
2025-2030	391	443

Source: 2000, 2010, and 2020 Census; Virginia State Data Center; T.Ronald Brown: Research & Analysis

Population and household characteristics

Age distribution

The distribution of the population, by age, for the market area and the City of Newport News is set out in Table 11, below. These data are from the 2020 Census.

Table 11 - Age Distribution

	Market Area		Newport News City	
	number	percent	number	percent
Under 5 years	7,456	6.3	12,011	6.4
5 to 9 years	7,099	6.0	11,686	6.3
10 to 14 years	7,108	6.0	11,434	6.1
15 to 19 years	8,996	7.6	13,586	7.3
20 to 24 years	9,826	8.4	15,915	8.5
25 to 29 years	9,803	8.3	15,497	8.3
30 to 34 years	9,322	7.9	14,618	7.8
35 to 39 years	7,833	6.7	12,320	6.6
40 to 44 years	6,707	5.7	10,405	5.6
45 to 49 years	6,042	5.1	9,471	5.1
50 to 54 years	6,455	5.5	10,104	5.4
55 to 59 years	7,546	6.4	12,103	6.5
60 to 64 years	7,023	6.0	11,296	6.1
65 to 69 years	5,487	4.7	8,697	4.7
70 to 74 years	4,323	3.7	6,578	3.5
75 to 79 years	2,867	2.4	4,457	2.4
80 to 84 years	1,822	1.5	2,956	1.6
85 years and over	1,944	1.7	3,113	1.7
55 and older	31,012	26.4	49,200	26.4
65 and older	16,443	14.0	25,801	13.9
Total	117,659		186,247	

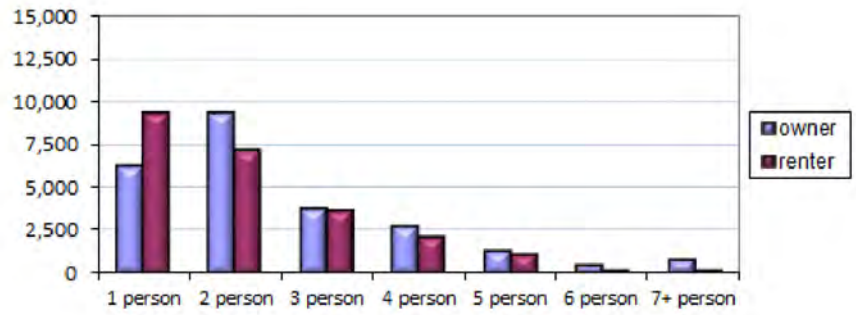
Source: 2020 Census; T.Ronald Brown: Research & Analysis

Household size

Table 12 below, sets out household size, by tenure, for households in the market area and the City of Newport News.

Table 12 - Household Size

	Market Area		Newport News City	
	owner	renter	owner	renter
1 person	6,254	9,278	10,412	16,395
2 person	9,267	7,108	13,241	10,609
3 person	3,796	3,663	6,107	5,968
4 person	2,731	2,182	3,763	3,475
5 person	1,276	1,095	1,747	1,923
6 person	551	217	837	561
7+ person	839	180	255	415



Source: 2019 to 2023 American Community Survey; T.Ronald Brown: Research & Analysis

Tenure

Table 13, below, sets out the number and proportion of owner and renter households for the market area and the City of Newport News. In the years beyond 2020, the tenure proportions are based on 2010 to 2020 tenure trends. In 2020, 53.0 percent of households in Newport News were renters, and 50.4 percent of households in the market area were renters.

Table 13 - Tenure

Market Area	population	households	persons per household	Owner-occupied number	Owner-occupied percent	Renter-occupied number	Renter-occupied percent
2000	108,754	42,363	2.57	23,778	56.1	18,585	43.9
2010	111,795	44,039	2.54	24,141	54.8	19,898	45.2
2020	117,659	48,109	2.45	23,867	49.6	24,242	50.4
2025	119,620	49,995	2.39	23,391	46.8	26,604	53.2
2030	121,605	51,949	2.34	22,755	43.8	29,194	56.2
Newport News City	**population**	**households**	**persons per household**	**Owner-occupied number**	**Owner-occupied percent**	**Renter-occupied number**	**Renter-occupied percent**
2000	180,150	69,686	2.59	36,513	52.4	33,173	47.6
2010	180,719	70,664	2.56	36,076	51.1	34,588	48.9
2020	186,247	75,630	2.46	35,546	47.0	40,084	53.0
2025	187,631	77,784	2.41	34,886	44.8	42,898	55.2
2030	189,026	79,998	2.36	34,088	42.6	45,910	57.4

Source: 2000, 2010, and 2020 Census; Virginia State Data Center; T.Ronald Brown: Research & Analysis

Income Distribution

The distribution of household incomes for the market area and the City of Newport News are set out in Table 14, below. These figures are taken from the 2019 to 2023 American Community Survey, and as such are subject to the limitations imposed by this source.

The median household income for Newport News is around $66,718. The median income for the market area is estimated at $70,861.

The median income for the census tract in which the site of the proposed development is located is estimated to be around $45,873 - based on the American Community Survey data.

Table 14 - Household Income

	Market area		Newport News City	
	number	percent	number	percent
less than $10,000	2,419	5.1	4,560	16.0
$10,000 to $14,999	1,260	2.6	567	2.0
$15,000 to $19,999	1,168	2.4	2,783	9.8
$20,000 to $24,999	1,760	3.7	522	1.8
$25,000 to $29,999	1,696	3.5	2,271	8.0
$30,000 to $34,999	1,764	3.7	425	1.5
$35,000 to $39,999	1,760	3.7	3,164	11.1
$40,000 to $44,999	2,207	4.6	465	1.6
$45,000 to $49,999	2,026	4.2	2,959	10.4
$50,000 to $59,999	3,835	8.0	397	1.4
$60,000 to $74,999	5,519	11.5	3,164	11.1
$75,000 to $99,999	6,911	14.5	435	1.5
$100,000 to $124,999	4,867	10.2	2,733	9.6
$125,000 to $149,999	3,892	8.1	404	1.4
$150,000 to $199,999	3,511	7.3	3,113	10.9
$200,000 or more	3,208	6.7	471	1.7
median income	$70,861 *		$66,718	

** Estimate*

Source: 2019 to 2023 American Community Survey; T.Ronald Brown: Research & Analysis

Renter Income

The distribution of household incomes for renter households for the market area and the City of Newport News are set out in Table 15, below. These figures are also taken from the 2019 to 2023 American Community Survey.

The median renter household income for Newport News is around $51,397. The median renter income for the market area is estimated at $55,280.

The median renter income for the census tract in which the site of the proposed development is located is estimated to be around $43,497 - based on the American Community Survey data.

Table 15 - Household Income, Renter Households

	Market area		Newport News City	
	number	percent	number	percent
less than $10,000	1,675	7.1	3,391	8.6
$10,000 to $19,999	1,513	6.4	3,464	8.8
$20,000 to $34,999	3,668	15.5	6,328	16.1
$35,000 to $49,999	3,847	16.2	6,043	15.4
$50,000 to $74,999	5,496	23.2	8,556	21.7
$75,000 to $99,999	3,177	13.4	5,045	12.8
$100,000 or more	4,347	18.3	6,519	16.6
median income	$55,280 *		$51,397	

** Estimate*

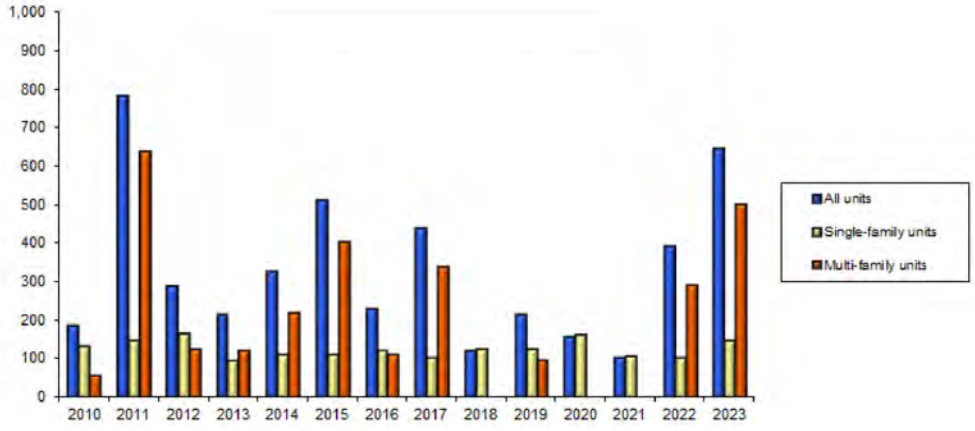
Source: 2019 to 2023 American Community Survey; T.Ronald Brown: Research & Analysis

Building permit trends

Table 16 below gives details of residential construction in the City of Newport News since 2010. Where the data exist, it can be seen that a total of 4,638 units were added in the City, of which 2,916 were multi-family units. No data exist for the market area.

Table 16 - Residential Construction Since 2010

	Newport News City		
	Total	single-family	multi-family
2010	188	129	59
2011	785	146	639
2012	287	161	126
2013	215	92	123
2014	330	109	221
2015	512	107	405
2016	232	120	112
2017	441	100	341
2018	124	124	0
2019	218	122	96
2020	160	160	0
2021	106	106	0
2022	393	102	291
2023	647	144	503
Total	4,638	1,722	2,916



Source: Current Construction Reports, Bureau of the Census; T. Ronald Brown: Research & Analysis

H. COMPETITIVE ENVIRONMENT

There are several apartment complexes located in the northern Newport News market area, as defined. These include conventional/market rate properties, properties financed with low income housing tax credits, and some subsidized housing for very low income households.

Based on information from Virginia Housing, our research has identified the following as the significant (non-elderly, unsubsidized) properties that have been financed with tax credits in the market area for the proposed development.

Arboretum Place (74 lihtc units)
Auburn Pointe (274 units) [a/r]
Eagle Landing Trace (90 units)
Forrest Landing (120 units)
The Grove (Patriot's Crossing) (240 units)[a/r]
Huntington Village (96 units)
Kate's Trace (108 units)
King's Ridge (182 units)
Pilot House (132 units) [a/r]
River Trace (56 units) [a/r]
Sharps Landing (180 units) [a/r]
Waverly at Oyster Point (152 units) [a/r]
Waverton Ashton Green (228 units)
Wellesley Woods (120 units)

It is significant to note that a significant proportion of tax credit financed properties in the area are the acquisition and rehabilitation [a/r] of older properties. Many of these are relatively large and are typically lacking in amenities, reflecting their age. As such these are considered less comparable to newly constructed properties. Nonetheless, given their preponderance in the market we have surveyed a representative proportion of them.

The closest potentially comparable apartments to the proposed development are the Reserves at Arboretum and Arboretum Place complexes. These are located on adjacent properties at the Arboretum development located of Oyster Point Road - south of the Sluice Millpond. Arboretum Place is 184-unit tax credit financed project that opened in 1996. Of the 184-unit total, 74 units are targeted at the 60 percent level, and the remaining 110 units are market rate. The Reserves at Arboretum comprise 144 market rate units, where two-bedroom units rent for $1,879, with three bedroom units reported at $1,950. Arboretum Place is reported to be 96.0 percent occupied and the Reserves are 95.1 percent occupied.

The newest stabilized tax credit finance project is Huntington Village. This complex opened in 2021 and has 96 units which are reported to be 96.9 percent occupied. Units are targeted at the 50 percent and 60 percent levels - with the 60 percent rents being $1,234 and $1,347 for two- and three-bedroom units, respectively.

There are many market rate properties in the area - again, some of these are old-established developments that are lacking modern amenities. The Young's Mill Apartments are one such property that is located adjacent to the site of the proposed development. It opened in 1984, and offers two-bedroom units from $1,270 to $1,595, and three-bedroom units that rent from $1,445 to $1,695.

Our survey includes a sample of market rate properties in the market area.

Based on our survey, there is a market-wide occupancy rate of 93.0 percent.

Occupancy at tax credit properties is found to be 91.8 percent.

Occupancy at the various market rate properties in the market area is seen to be 94.4 percent.

In order to determine market rents, a sample of comparable market area properties were identified. The projects selected were chosen on the basis of age, location, and bedroom mix. Information for units at these various properties are summarized below.

Table 17 - Market Rate Properties

Property	Year built	Two-bedroom rents	Three-bedroom rents
Denbigh Village	2014	$1,492-1,635	$1,851
MAA Radius	2012	$1,723-1,828	$2,003
Point at Tech Center	1985	$1,550-1,650	
Reserves at Arboretum	2009	$1,879	$1,950
Waverton Place Impressions	1989	$1,450-1,600	$1,800-2,000

Source: Apartment Managers; T.Ronald Brown: Research & Analysis

The location, rent levels, unit size, age, features, and amenities were analyzed in order to try to establish an estimate of market rent levels for the subject property. Following this approach we have determined that, all things being equal, these market properties suggest a rent of around, around $1,657 for a two-bedroom unit, and $1,930 for a three-bedroom unit.

The various complexes surveyed are summarized as follows (tax credit properties are shown in bold face):

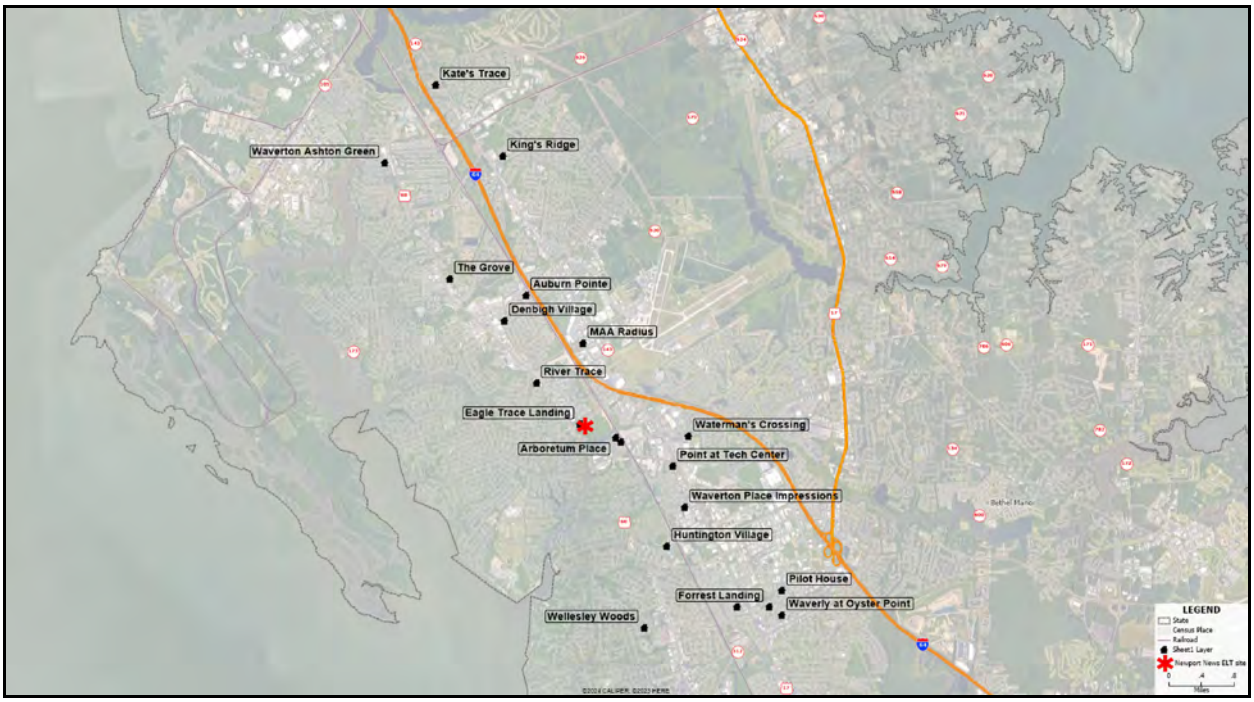
Complex name	Financing	Year built	Total units	Vacant units	Occupancy (%)
Arboretum Place	LIHTC/market	1996	184	7	96.0
Auburn Pointe	**LIHTC**	**1974**	**274**	**20**	**92.7**
Denbigh Village	Conventional	2014	244	15	93.9
Eagle Landing Trace I	**LIHTC**	**2026**	**90**	**n/a**	**n/a**
Forrest Landing	**LIHTC**	**2010**	**120**	**0**	**100.0**
The Grove	**LIHTC**	**1974**	**240**	**29**	**88.0**
Huntington Village	**LIHTC**	**2021**	**96**	**3**	**96.9**
Kate's Trace	**LIHTC**	**2005**	**108**	**1**	**99.1**
King's Ridge	**LIHTC**	**1996**	**182**	**21**	**88.5**
MAA Radius	Conventional	2012	252	11	95.7
Pilot House	**LIHTC**	**1992/2015**	**132**	**2**	**98.5**
Point at Tech Center	Conventional	1985	208	9	95.7
Reserves at Arboretum	Conventional	2009	144	7	95.1
River Trace	**LIHTC**	**1973**	**56**	**15**	**73.2**
Sharps Landing	**LIHTC**	**1972/2014**	**180**	**8**	**95.6**
Waterman's Crossing	Conventional	1987	260	13	95.0
Waverly at Oyster Point	**LIHTC**	**1978/2023**	**152**	**n/a**	**n/a**
Waverton Ashton Green	**LIHTC**	**2001**	**228**	**25**	**89.0**
Waverton Place Impressions	Conventional	1989	414	31	92.6
Wellesley Woods	**LIHTC**	**1996**	**120**	**6**	**95.0**

	0 br/1ba			1 br/1ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Eagle Landing Trace II						
Arboretum Place				n/a	700	n/a-$1,054
Auburn Pointe				**65**	**850**	**$865-1044**
Denbigh Village				92	718-915	$1,310-1,408
Eagle Landing Trace I						
Forrest Landing				**18**	**800**	**$1,043-1,049**
The Grove				**74**	**850**	**$1,010**
Huntington Village						
Kate's Trace						
King's Ridge				**32**	**749**	**$1,062**
MAA Radius	14	618	$1,653-1,703	81	704-706	$1,678-1,728
Pilot House						
Point at Tech Center				108	528-736	$1,275-$1,400
Reserves at Arboretum				32	755-821	$1,393
River Trace				**16**	**598**	**$809-841**
Sharps Landing				**16**	**653**	**$1,022**
Waterman's Crossing				60	699	$1,374
Waverly at Oyster Point				**4**	**700**	**$995**
Waverton Ashton Green						
Waverton Place Impressions				102	860	$1,400
Wellesley Woods						

	2 br/1-1½ ba			2 br/2 ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Eagle Landing Trace II	**24**	**1,009**	**$524-977**			
Arboretum Place	n/a	850	n/a -$1,270	96	1,000-1,100	$1,300-1,375
Auburn Pointe	**177**	**1,200**	**$1,179**			
Denbigh Village				136	1,077	$1,492-1,635
Eagle Landing Trace I	**39**	**1,170**	**$525-978**			
Forrest Landing				**72**	**1,056**	**$1,243**
The Grove	**110**	**950-1,000**	**$1,220**			
Huntington Village	**72**	**817**	**boi-$1,234**			
Kate's Trace				**60**	**1,024**	**$960**
King's Ridge				**94**	**949**	**$1,270**
MAA Radius				145	1,052-1,065	$1,678-1,728
Pilot House				**102**	**1,000**	**$1,268**
Point at Tech Center	35	908	$1,550	52	1,011-1,027	$1,625-1,650
Reserves at Arboretum				87	1,063-1,114	$1,879
River Trace				**40**	**759**	**$931-1,017**
Sharps Landing	**164**	**853**	**$1,215**			
Waterman's Crossing	24	862	$1,464-1,744	152	996-1,000	$1,464-1,859
Waverly at Oyster Point	**146**	**750**	**$1,190**			
Waverton Ashton Green				**120**	**932**	**$1,185**
Waverton Place Impressions				204	910-1,086	$1,450-1,600
Wellesley Woods				**84**	**1,000**	**$1,266**

	3 br/1-1½ ba			3 br/2+ ba		
	number	size (sq. ft).	rent	number	size (sq. ft).	rent
Eagle Landing Trace II				**36**	**1,191**	**$1,117-1,560**
Arboretum Place				16	1,200	$1,525-1,600
Auburn Pointe				**32**	**1,500**	**$1,452**
Denbigh Village				16	1,224	$1,851
Eagle Landing Trace I				**51**	**1,294**	**$1,119-1,560**
Forrest Landing				**30**	**1,232**	**$1,408**
The Grove	**56**	**1,200**	**$1,395**			
Huntington Village				**24**	**1,010**	**boi-$1,347**
Kate's Trace				**48**	**1,257**	**$1,100**
King's Ridge				**56**	**1,156**	**$1,471**
MAA Radius				12	1,313	$2,003
Pilot House				**30**	**1,320**	**$1,457**
Point at Tech Center				52	1,011-1,027	$1,625-1,650
Reserves at Arboretum				24	1,322	$1,950
River Trace						
Sharps Landing						
Waterman's Crossing				24	1,306	$2,174
Waverly at Oyster Point	**2**	**800**	**$1,369**			
Waverton Ashton Green				**108**	**1,204**	**$1,410**
Waverton Place Impressions				108	1,184-1,280	$1,800-2,000
Wellesley Woods				**36**	**1,320**	**$1,457**

Apartment Locations



Arboretum Place

Location: 201 Arboretum Way

Financing: LIHTC/market
Year Built: 1996
Total Units: 184
Vacant units: 7 96.0% occupied (waiting list)

Telephone: 757.703.3065
Management: Highmark Residential
[2/4]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1		700	60%	n/a		n/a
1/1		700		$1,054		$1.51
2/1		850	60%	n/a		n/a
2/1		850		$1,270		$1.49
2/2	24	1,000		$1,300		$1.30
2/2	36	1,025		$1,332		$1.30
2/2	36	1,100		$1,375		$1.25
3/2	8	1,200		$1,525		$1.27
3/2	8	1,250		$1,600		$1.28

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	•
Storage	
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

Auburn Pointe

Location: 496 Catina Way

Financing: LIHTC
Year Built: 1974
Total Units: 274
Vacant units: 20 92.7% occupied

Telephone: 757.877.8880
Management: Franklin Johnston Group
[2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	10	850	50%	$867	$75	$1.02
1/1	55	850	60%	$1,044	$75	$1.23
2/1½	177	1,200	60%	$1,179	$90	$0.98
3/2	32	1,500	60%	$1,452	$116	$0.97

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	•
Sewer	•
Trash	•

Denbigh Village

Location: 14353 Deloice Crescent

Financing: Conventional
Year Built: 2014
Total Units: 244
Vacant units: 15 93.9% occupied

Telephone: 757.745.4688
Management: Capreit
[2/4]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	92	718-915	$1,310-1,408	$1.66
2/2	136	1,077	$1,492-1,635	$1.45
3/2	16	1,224	$1,851	$1.51

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	
Controlled access/gated	
Elevator	•
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

Eagle Landing Trace I

Location: Young's Mill Road

Financing: LIHTC
Year Built: 2026
Total Units: 90
Vacant units: n/a

Telephone:
Management:

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/1½	9	1,170	30%	$525	$155	$0.45
2/1½	4	1,170	50%	boi		n/a
2/1½	26	1,170	50%	$978	$155	$0.84
3/2	6	1,294	50%	boi		n/a
3/2	1	1,294	50%	$1,119	$190	$0.86
3/2	12	1,294	60%	$1,381	$190	$1.07
3/2	32	1,294	80%	$1,560	$190	$1.21

boi - rent-assisted/based on income

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	

Community Amenities	
Clubhouse/community room	•
Fitness center	
Business center	•
Pool	
Playground	
Controlled access/gated	
Elevator	•
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	
Sewer	
Trash	•

Forrest Landing

Location: 22 Forrest Drive

Financing: LIHTC
Year Built: 2010
Total Units: 120
Vacant units: 0 100.0% occupied

Telephone: 757.327.0230
Management: Franklin Johnston Group
[2/4]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	18	800	60%	1,043-1,049	$90	$1.31
2/2	72	1,056	60%	$1,243	$126	$1.18
3/2	30	1,232	60%	$1,408	$163	$1.14

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

The Grove

Location: 432 Manor Road

Financing: LIHTC
Year Built: 1974
Total Units: 240
Vacant units: 29 88.0% occupied

Telephone: 757.255.7161
Management: Franklin Johnston Group
[2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	74	850	60%	$1,030	n/a	$1.21
2/1		950	60%	$1,220	n/a	$1.28
2/1½		1,000	60%	$1,220	n/a	$1.22
3/1½	56	1,200	60%	$1,395	n/a	$1.16

Unit Amenities	
Microwave	
Dishwasher	
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	•
Sewer	•
Trash	•

Huntington Village

Location: 501 Sophia Way

Financing: LIHTC
Year Built: 2021
Total Units: 96
Vacant units: 3 96.9% occupied

Telephone: 833.657.2050
Management: Lawson Companies
[2/14]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/1½	7	817	50%	boi		n/a
2/1½	29	817	50%	$1,007	$138	$1.23
2/1½	36	817	60%	$1,234	$138	$1.51
3/2	3	1,010	50%	boi		n/a
3/2	9	1,010	50%	$1,197	$164	$1.19
3/2	12	1,010	60%	$1,347	$164	$1.33

boi - based on income/rent-assisted

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	
Sewer	
Trash	•

Kate's Trace

Location: 600 Kate's Trace Circle

Financing: LIHTC
Year Built: 2005
Total Units: 108
Vacant units: 1 99.1% occupied (waiting list)

Telephone: 804.607.8541
Management: Drucker + Falk [2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/2	60	1,024	50%	$960	$118	$0.94
3/2	48	1,257	50%	$1,100	$89	$0.88

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	
Business center	
Pool	
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	•
Sewer	•
Trash	•

King's Ridge

Location: 401 Jester Court

Financing: LIHTC
Year Built: 1996
Total Units: 182
Vacant units: 21 88.5% occupied

Telephone: 757.997.1796
Management: Highmark Residential
[2/4]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	32	749	60%	$1,062	n/a	$1.42
2/2	94	949	60%	$1,270	n/a	$1.34
3/2	56	1,156	60%	$1,471	n/a	$1.27

Unit Amenities	
Microwave	
Dishwasher	
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	

Community Amenities	
Clubhouse/community room	•
Fitness center	
Business center	
Pool	•
Playground	
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	•
Sewer	•
Trash	•

MAA Radius

Location: 900 Radius Way

Financing: Conventional
Year Built: 2012
Total Units: 252
Vacant units: 11 95.7% occupied

Telephone: 757.866.3338
Management: MAA
[2/4]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
0/1	14	618	$1,653-1,703	$2.72
1/1	81	704-706	$1,678-1,728	$2.42
2/2	145	1,052-1,053	$1,723-1,828	$1.69
3/2	12	1,313	$2,003	$1.53

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	
Controlled access/gated	
Elevator	•
Garages	
Storage	•
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

Pilot House

Location: 701 Bridlestock Circle

Financing: LIHTC
Year Built: 1992/2015
Total Units: 132
Vacant units: 2 98.5% occupied (waiting list)

Telephone: 757.873.9780
Management: Grady Management [2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/2	102	1,000	60%	$1,268	n/a	$1.27
3/2	30	1,320	60%	$1,457	n/a	$1.10

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	•
Sewer	•
Trash	•

Point at Tech Center

Location: 128 Jefferson Point Lane

Financing: Conventional
Year Built: 1985
Total Units: 208
Vacant units: 9 95.7% occupied

Telephone: 757.330.4861
Management: Thalhimer
[2/4]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	108	528-736	$1,275-1,400	$2.12
2/1	35	908	$1,550	$1.71
2/2	52	1,011-1,027	$1,625-1,650	$1.61

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	•
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	
Controlled access/gated	
Elevator	
Garages	
Storage	•
Laundry	•

Utilities in Rent	
Water	
Sewer	
Trash	•

Reserves at Arboretum

Location: 5000 Reserve Way

Financing: Conventional
Year Built: 2009
Total Units: 144
Vacant units: 7 95.1% occupied

Telephone: 757.280.4280
Management: Highmark Residential
[2/4]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	32	755-821	$1,393	$1.77
2/2	87	1,063-1,114	$1,879	$1.73
3/2	24	1,322	$1,950	$1.43

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	•
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

River Trace

Location: 100 River Trace Way

Financing: LIHTC
Year Built: 1973
Total Units: 56
Vacant units: 15 73.2% occupied

Telephone: 757.989.0710
Management: Community Housing Partners
[2/6]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	6	598	40%	$809	n/a	$1.35
1/1	10	598	50%	$841	n/a	$1.41
2/2	16	759	40%	$931	n/a	$1.23
2/2	24	759	50%	$1,017	n/a	$1.34

Unit Amenities	
Microwave	
Dishwasher	
Washer/dryer	•
Washer/dryer hook-up	
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	

Community Amenities	
Clubhouse/community room	
Fitness center	
Business center	
Pool	
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	
Sewer	
Trash	•

Sharps Landing

Location: 550 Pavilion Place

Financing: LIHTC
Year Built: 1972/2014
Total Units: 180
Vacant units: 8 95.6% occupied

Telephone: 757.595.7759
Management: Franklin johnston Group
[2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	16	653	60%	$1,022	$101	$1.57
2/1½	164	853	60%	$1,215	$135	$1.42

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	•

Utilities in Rent	
Water	
Sewer	
Trash	•

Waterman's Crossing

Location: 638 River Bend Court

Financing: Conventional
Year Built: 1987
Total Units: 260
Vacant units: 13 95.0% occupied

Telephone: 757.551.9978
Management: Drucker + Falk
[2/3]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	60	699	$1,374	$1.97
2/1	24	862	$1,464	$1.70
2/2	60	996	$1,509	$1.52
2/2	92	1,000	$1,499	$1.50
3/2	24	1,306	$1,849	$1.42

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	•
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent
Water
Sewer
Trash

Waverly at Oyster Point

Location: 819 Forrest Drive

Financing: LIHTC
Year Built: 1978/2023
Total Units: 152
Vacant units: n/a n/a occupied

Telephone: 757.930.5036
Management: ROSS Companies Management
[2/4]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
1/1	4	700	60%	$995	n/a	$1.42
2/1	146	750	60%	$1,190	n/a	$1.59
3/1	2	800	60%	$1,369	n/a	$1.71

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	•
Sewer	•
Trash	•

Waverton Ashton Green

Location: 100 Marshview Drive

Financing: LIHTC
Year Built: 2001
Total Units: 228
Vacant units: 25 89.0% occupied

Telephone: 757.246.6666
Management: Capstone
[2/3]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/2	120	932	60%	$1,185	$142	$1.27
3/2	108	1,204	60%	$1,410	$161	$1.17

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	
Sewer	
Trash	•

Waverton Place Impressions

Location: 501 Coral Key Place

Financing: Conventional
Year Built: 1989
Total Units: 414
Vacant units: 31 92.6% occupied

Telephone: 757.881.9700
Management: Capreit
[2/3]

Br/ba	units	sq. ft	Rent	Rent/sq.ft
1/1	102	860	$1,400	$1.63
2/2	204	910-1,086	$1,450-1,600	$1.53
3/2	108	1,184-1,280	$1,800-2,000	$1.54

Unit Amenities	
Microwave	•
Dishwasher	•
Washer/dryer	•
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	•
Fireplaces	•
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	•
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent
Water
Sewer
Trash

Wellesley Woods

Location: 600 Huntgate Circle

Financing: LIHTC
Year Built: 1996
Total Units: 120
Vacant units: 6 95.0% occupied

Telephone: 757.249.5553
Management: Grady Management
[2/4]

Br/ba	Units	Sq. ft	Targeting	Rent	U/A	Rent/sq.ft
2/2	84	1,000	60%	$1,266	$94	$1.27
3/2	36	1,320	60%	$1,457	$114	$1.10

Unit Amenities	
Microwave	
Dishwasher	•
Washer/dryer	
Washer/dryer hook-up	•
9' Ceilings	
High-end kitchen	
Wood/style floors	
Fireplaces	
Patios/balconies	•

Community Amenities	
Clubhouse/community room	•
Fitness center	•
Business center	
Pool	•
Playground	•
Controlled access/gated	
Elevator	
Garages	
Storage	
Laundry	

Utilities in Rent	
Water	•
Sewer	•
Trash	•

I. AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES, AND PENETRATION RATES

The market for the proposed apartments is derived from two principal sources: the population and household growth market, and from existing households currently living in the area who could move to the project were it to be made available.

Income is a key variable in the analysis of housing markets. Of the 60 units proposed, six will be targeted at 30 percent of the median, 25 will be targeted to households with incomes up to 50 percent of the median, with eight targeted at 60 percent of the median, and 21 units targeted at 80 percent of the median (and therefore applying income averaging). Thus, the apartments qualify for low income housing tax credit status.

The HUD income limits for the City of Newport News are set out below. The median income for Newport News in 2024 was $100,700 - having been $100,500 in 2023, and $70,600 in 2014. This represents a 0.2 percent increase over the previous year, and a 42.6 percent increase over the last decade (or an average of 3.61 percent per year).

The maximum housing expenses for the proposed units are based on these income limits and assume an average 1.5 persons per household and that renters will pay no more than 30 percent of their incomes on housing expenses (rent plus utilities).

Table 18 - Income Limits and Maximum Housing Costs

Income Limits	30 percent	50 percent	60 percent	80 percent
1 person	$21,150	$35,250	$42,300	$56,400
2 person	$24,180	$40,300	$48,360	$64,480
3 person	$27,210	$45,350	$54,420	$72,560
4 person	$30,210	$50,350	$60,420	$80,560
5 person	$32,640	$54,400	$65,280	$87,040
6 person	$35,070	$58,450	$70,140	$93,520
Maximum Housing Costs	**30 percent**	**50 percent**	**60 percent**	**80 percent**
1 bedroom	$567	$944	$1,133	$1,511
2 bedroom	$680	$1,134	$1,361	$1,814
3 bedroom	$786	$1,309	$1,571	$2,095

Source: HUD

Information as to rents and income targeting are set out in Table 19, below

Table 19 - Rents and Income Targeting

income targeting	30 percent	50 percent	60 percent	80 percent	Total
1 bedroom					
2 bedroom	6	18			24
3 bedroom		7	8	21	36
Total	6	25	8	21	60

proposed rents	30 percent	50 percent	60 percent	80 percent
1 bedroom				
2 bedroom	$524	$977		
3 bedroom		$1,117	$1,379	$1,560

proposed rents as a proportion (%) of maximum	30 percent	50 percent	60 percent	80 percent
1 bedroom				
2 bedroom	100.0	99.9		
3 bedroom		100.0	100.0	82.0

Source: Applicant; T Ronald Brown: Research & Analysis

The utility allowances for the proposed development are $156 and $192 for the two– and three-bedroom units, respectively.

From the table above, it can be seen that housing expenses at the proposed apartments effectively fall at the maximum allowable for the units targeted at the 30 percent, 50 percent, and 60 percent levels (for unassisted units). The units at the 80 percent level are at 82 percent of the maximum allowable.

Qualifying income ranges are a function of the income needed to afford the proposed units and the mandated upper income limits. There is no official lower income limit for the proposed apartments. However, for the purposes of this report it is assumed that tenants will pay no more than 35 percent of their income on housing costs (rent and utilities). The upper limits are a function of household size - based on a standard of one and one-half persons per bedroom. The qualifying income limits for one- and four bedroom units are based on the proposed rents level relative to the maximum allowable.

Table 20 - Qualifying Income Ranges

qualifying income ranges		
	30 percent	
	lower	upper
2 bedroom	$23,314	$27,210
3 bedroom	$26,936	$31,425
	50 percent	
	lower	upper
2 bedroom	$38,846	$45,350
3 bedroom	$44,893	$52,375
	60 percent	
	lower	upper
2 bedroom	$46,646	$54,420
3 bedroom	$53,863	$62,850
	80 percent	
	lower	upper
2 bedroom	$51,962	$72,560
3 bedroom	$60,069	$83,800

Source: Applicant; T Ronald Brown: Research & Analysis

Any gaps and/or overlaps between these target income ranges will necessarily be taken into consideration in our calculations.

NEW HOUSEHOLDS

Projections of need and demand are based upon a 2025 to 2030 projection period and the resulting calculations are corrected to account for any construction of comparable projects and/or planned comparable units.

Based on the projections set out in Table 13, a total of 2,589 new rental units are needed between 2025 and 2030. A total of 1,424 units will be for households eligible for the proposed project.

EXISTING HOUSEHOLDS

Again, the market for the proposed apartments comprises not only demand from population and household growth, but also from existing renter households who would move to the new apartments were they made available. The extent to which any new development is able to attract a certain share of this market is largely a factor of several interrelated factors. These include the location of the development, the amenities it offers, the quality of design and the effectiveness of the development's marketing and management. That is, the perceived value of the community in terms of price, convenience, and life-stye.

Our calculations show that there will be a total of 16,054 renter households in the qualifying income range in the project market area. These figures have to be adjusted to reflect the proportion that are likely to move to a new complex. With respect to existing households in the project market area it is found that, based on the most recent American Community Survey data, 90.1 percent of renters qualifying for units at 30 percent of the median are rent-overburdened. Likewise, 66.6 percent, 54.5 percent, and 49.5 percent of those qualifying for units at the 50 percent, 60 percent, and 80 percent levels, respectively, are rent-overburdened. Here, these proportions are applied to the number of income eligible existing renter households to estimate how many of those households are likely to consider moving to the proposed apartments.

State Agency market study guidelines allow for the replacement of rental units due to demolition, abandonment, obsolescence and the like. The proportion is based on a two-year loss of 1.2 percent of rental units detailed in the 2016 Edition of "Components of Inventory Change" published by HUD. Based on the number of rental units in the project market area this translates to a need for an additional 487 units.

Total demand is therefore seen to amount to 12,283 units. These figures are based on a 2025 to 2030 projection period and therefore have been corrected to account for the funding and/or construction of any directly comparable projects in the market area over that period. One directly comparable projects has been awarded tax credits - the initial phase of the proposed development. The project will offer 90 units. The net need is therefore for 12,193 units.

The preceding calculations are summarized in the table on the following page.

Table 21 - Demand Calculations

	30 percent	50 percent	60 percent	80 percent	total *
(i) income eligible new renter households	410	690	792	786	1,424
(ii) income eligible existing renter households	4,624	7,778	8,931	8,867	16,054
(iii) existing households, likely to move	4,166	5,176	4,870	4,388	10,372
(iv) need from obsolete housing	140	236	271	269	487
Total demand *(i)+(iii)+(iv)*	4,716	6,102	5,933	5,443	12,283
Supply	9	37	12	32	90
Net demand	4,707	6,065	5,921	5,411	12,193

** excludes gap/overlap*

Source: T. Ronald Brown: Research & Analysis

Demand has to be segmented to determine demand by number of bedrooms per unit. Based on the distribution of household size in the market area and given data from the American Housing Survey correlating typical household size and number of bedrooms, we have determined that one-bedroom units should account for 28 percent of the total, two-bedroom units should account for 41 percent of the total, and three-bedroom units should account for 23 percent of the total with four- or more bedroom units accounting for 8 percent.

Capture rates are illustrated in the table on the following page.

Table 22 - Capture Rates

	30 percent	50 percent	60 percent	80 percent	total *
Total demand					
1 bedroom	1,333	1,725	1,678	1,539	3,473
2 bedroom	1,934	2,503	2,433	2,233	5,038
3 bedroom	1,087	1,407	1,368	1,255	2,832
4 bedroom	361	467	454	417	940
Total	4,716	6,102	5,933	5,443	12,283
Supply					
1 bedroom	0	0	0	0	0
2 bedroom	9	30	0	0	39
3 bedroom	0	7	12	32	51
4 bedroom	0	0	0	0	0
Total	9	37	12	32	90
Net demand					
1 bedroom	1,333	1,725	1,678	1,539	3,473
2 bedroom	1,925	2,473	2,433	2,233	4,999
3 bedroom	1,087	1,400	1,356	1,223	2,781
4 bedroom	361	467	454	417	940
Total	4,707	6,065	5,921	5,411	12,193
Units proposed					
1 bedroom	0	0	0	0	0
2 bedroom	6	18	0	0	24
3 bedroom	0	7	8	21	36
4 bedroom	0	0	0	0	0
Total	6	25	8	21	60
Capture rates					
1 bedroom	0.0%	0.0%	0.0%	0.0%	0.0%
2 bedroom	0.3%	0.7%	0.0%	0.0%	0.5%
3 bedroom	0.0%	0.5%	0.6%	1.7%	1.3%
4 bedroom	0.0%	0.0%	0.0%	0.0%	0.0%
Total	0.1%	0.4%	0.1%	0.4%	0.5%

** excludes gap/overlap*

Source: T. Ronald Brown: Research & Analysis

Given the calculated need, the proposed 60-unit development amounts to 0.5 percent of the total net need.

The capture rate, by bedroom, is determined to be 0.5 percent for the 24 two-bedroom units, and 1.3 percent for the 36 three-bedroom units.

The six units at 30 percent of the median amount to 0.1 percent of the net demand at that level, the 25 units at 50 percent of the median amount to 0.4 percent of demand at that target level, and the eight units targeted at the 60 percent level amount to around 0.1 percent of demand at that level. The 21 units targeted at 80 percent represent 0.4 percent of demand at that level..

The capture rates presented above are considered reasonable for this property.

ABSORPTION RATES

As noted, the capture rates presented above are considered realistic. Based on the above, the project could expect to lease-up (reach stabilized occupancy) over an estimated six month period, or less.

Affordability Analysis

Here, an affordability analysis addresses the total number of income eligible renter households in the market are relative to the size of the proposed development.

The minimum income is that associated with the rent for the least expensive unit offered, and the upper limit is based on the 80 percent limit (the highest target income range) for the largest unit size, by number of bedrooms. Here, the lower income is seen to be that for the proposed two-bedroom units that will be targeted to households at the 30 percent level. That is, $524 per month. Given a $156 utility allowance and a 35 percent rent-to-income ratio, the lower qualifying income is seen to be $23,314. The upper income is $93,520. Based on the income data set out in Table 21, there are found to be 14,594 renter households in that range. Thus, the proposed 60-unit development corresponds to a 0.4 percent affordability analysis capture rate.

Penetration rate.

A penetration rate is defined, for the purposes of this analysis, as the proportion of income-eligible households needed to fill the proposed development, plus those in existing competitive units, plus any in competitive units that are approved and funded for future development.

The lower income limit for this analysis is the income needed to afford the least expensive competitive unit in the market (or the rent for the least-expensive proposed unit, if lower), and the upper income limit is the upper income limit for the competitive units (or the proposed units, if higher). Our survey of the existing, competitive inventory, shows that the two bedroom rents are those for the more deeply targeted units at the proposed development. Thus, given that rent, the target income range for this market is that for the proposed development. That is, from $23,314 to $93,520. Based on our research there are 2,142 potentially comparable tax credit units at 14 complexes in the market area. These, plus the proposed 60 units, yields 2,202 units. Consequently, the penetration rate - as defined - amounts to 14.7 percent.

Summary

Consideration of the capture rate (0.5 percent) and the (0.4 percent) affordability analysis capture rate and (14.7 percent) penetration rate suggests that the proposed development is marketable, as proposed.

J. LOCAL PERSPECTIVE OF RENTAL HOUSING MARKET

As part of the research for this market study, interviews were held with property managers, local government officials, and others with particular knowledge of the local housing market. The proposed development will offer and attractive, new, apartment complex - to be leased subject to the provisions of the Low Income Housing Tax Credit program. Property managers of existing complexes and/or other representatives of management companies were a potential source of information.

As noted, property managers are a major source of information for a project such as that proposed (their contact details are provided as part of the rental survey set out in the previous pages). Those mangers who were willing to comment agreed that a new tax credit property would be well-received. The manager at Forrest Landing, for example, noted that everyone is looking for a good place to live. Likewise, the manager at Wellesley Woods commented that lots of people are looking.

K. ANALYSIS/CONCLUSIONS

Based on the above, the project could expect to lease-up (reach stabilized occupancy) over an estimated five - to six month period, or so.

Based on the proposed development's size, bedroom mix, amenities and features, utility provision and costs, and the several target income ranges in particular, the proposed development is considered marketable and should be well–accepted in this market, particularly as it will be a new, affordable, property.

The site location will offer a significant advantage as will the proposed rents, particularly those set to be affordable to households at 30 and 50 percent of the median.

The proposed development should not have a negative impact on existing housing.

It is our recommendation that, based upon our analysis, the proposed apartments should be developed as proposed, and that the project should be awarded low income housing tax credits. This conclusion is based on our analysis of the economic and demographic criteria of the project market area as defined and on our project specific demand analysis and survey of the supply of rental housing in the market--as set out in the foregoing report and summarized in the Executive Summary.

L. OTHER REQUIREMENTS

Statement and signature

I affirm the following:

1. that I have made a physical inspection of the site and market area.

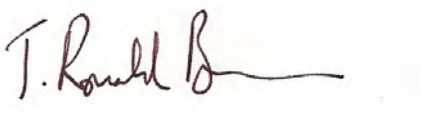
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.

3. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by Virginia Housing.

4. Neither I nor anyone at my firm has any interest in the proposed development or relationship with the ownership entity.

5. Neither I nor anyone at my firm nor anyone acting on behalf of my firm is representing Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing.

6. Compensation for my services is not contingent upon this development receiving a reservation or allocation of tax credits.



Market Analyst

March 10.,2025

As affirmed in the Scope of Work, there is no identity of interest between the analyst and the entity for which the report has been prepared.

Similarly, the recommendations and conclusions are based solely on the analyst's experience, opinion, and best efforts.

Analyst Qualifications

T. Ronald Brown: Research & Analysis is a planning and economics consulting firm which provides real estate market analysis.

The President of the firm is T. Ronald Brown. He has 35 years experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last two decades or so, Mr. Brown has produced around 3,000 studies in at least 20 states, predominantly in the Southeast.

Mr. Brown has a Honours Master of Arts degree in Geographical Studies from the University of St. Andrews in St. Andrews, Scotland.

The firm has primary experience in market analysis for residential projects including both single-family homes and multi-family units (for sale and for rent). A significant proportion of the firm's business focuses on apartment market studies–for family renters and for elderly persons. These reports include conventionally financed projects (including HUD 221 (d) (4) projects), affordable housing (including low income tax credit financed projects) and subsidized housing.

Clients include for-profit developers, non-profit developers and community development corporations, state housing finance agencies, syndicators, and municipalities.

NCHMA MEMBER CERTIFICATION

This market study has been prepared by T. Ronald Brown: Research & Analysis, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms used in Market Studies*, and *Model Content Standards for the Content of Market Studies.* These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and the 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 .

T.Ronald Brown: Research & Analysis is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principal participates 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. T.Ronald Brown: Research and Analysis is an independent market analyst. No principle or employee of T. Ronald Brown: Research & Analysis has any financial interest whatsoever in the development for which this analysis has been undertaken.

Attested by:

T. Ronald Brown, March 2025

List of sources

The foregoing report contains information from a variety of sources - those sources (such as contact numbers for property interviews) are cited at the appropriate place in the report itself. The major sources of data include:

The U.S. Census - 2000, 2010 and 2020, and the American Community Survey (2019-2023)
Virginia Housing
U.S. Department of HUD
U.S. Department of Agriculture
Virginia State Data Center/Weldon Cooper Center for Public Service
Virginia Employment Commission
Virginia Economic Development Partnership
City of Newport News
U.S. Bureau of Labor Statistics
HUDUSER (e.g., SOCDS building permits database)

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MARKET STUDY TERMINOLOGY

The following presents the accepted definitions of various terms typically found in real estate market studies. These definitions are typically followed unless reviewing agency requirements differ.

Absorption period - the period of time necessary for a newly constructed or renovated property to achieve the *stabilized level of occupancy*. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the *stabilized level of occupancy* has a signed lease. Assumes a typical premarketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption rate - the average number of unites rented each month during the *absorption period*.

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

Achievable rents - *See Market Rent, Achievable Restricted Rent.*

Affordable housing - housing affordable to low or very low-income tenants.

Amenity - tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.

Annual demand - the total estimated demand present to the market in any one year for the type of units proposed.

Assisted housing - housing where federal, state or other programs *subsidize* the monthly costs to the tenants.

Bias - a proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.

Capture rate - the percentage of age, size, and income qualified renter households in the *primary market area* that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The *Capture Rate* is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the *primary market area.* See also: penetration rate.

Comparable property - a property that is representative of the rental housing choices of the subject's *primary market area* and that is similar in construction, size, amenities, location, and/or age. Comparable and *competitive* properties are generally used to derive market rent and to evaluate the subject's position in the market.

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

Comprehensive market study - NCHMA (the National Council of Housing Market Anlysts) defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'

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

Demand - the total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents - contract rent less concessions.

Household trends - changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.e. at marriage or separation), changes in average household size, and net *migration*.

Income band - the range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined *acceptable rent burden* percentage and the maximum typically7 is pre-defined by specific program requirements or by general market parameters.

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

Market advantage - the difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. (*market rent - proposed rent*) / *market rent * 100*

Market analysis - a study of real estate market conditions for a specific type of property.

Market area - *See primary market area.*

Market demand - the total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.

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

Market study - a comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.

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

Market vacancy rate, economic - percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

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

Migration - the movement of households into or out of an area, especially a *primary market area*.

Mixed income property - an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50%, and 60%).

Mobility - the ease with which people move from one location to another.

Move-up demand - an estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to new tax credit properties.

Multi-family - structures that contain more than two housing units.

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

Net rent (also referred to as contract rent or lease rent) - Gross rent less *tenant paid utilities.*

Penetration rate - The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed with six months of the subject, and which are competitively priced to the subject that must be captured to achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors. Units in all proposals / households in market * 100, see also: capture rate.

Pent-up demand - a market in which there is a scarcity of supply and vacancy rates are very low.

Population trends - changes in population levels for a particular area over a specific period of time – which is a function of the level of births, deaths, and net *migration*.

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

Programmatic rents - See *restricted rents.*

Project based rent assistance - rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment - the redesign or rehabilitation of existing properties.

Rent burden - gross rent divided by adjusted monthly household income.

Rent burdened households - households with *rent burden* above the level determined by the lender, investor, or public program to be an acceptable rent-to-income.

Restricted rent - the rent charged under the restrictions of a specific housing program or subsidy.

Restricted rent, achievable - the rents that the project can attain taking into account both market conditions and rent in the *primary market area* and income restrictions.

Saturation - the point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.

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

Special needs population - specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs population include: substance abusers, visually impaired person or persons with mobility limitations.

Stabilized level of occupancy - the underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

Subsidy - monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's *contract rent* and the amount paid by the tenant toward rent.

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

Target income band - the *income band* from which the subject property will draw tenants.

Target population - the market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.

Tenant paid utilities - the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

Turnover period - 1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.

Unmet housing need - new units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.

Unrestricted rents - rents that are not subject to *restriction*.

Unrestricted units - units that are not subject to any income or rent restrictions.

Vacancy period - the amount of time that an apartment remains vacant and available for rent.

Vacancy rate-economic vacancy rate - physical - maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Other Terms

The following terms are also to be found in professional market studies - here, this information is drawn from various sources including HUD, the Census Bureau, and the Urban Land Institute.

Area Median Income (AMI) - 1005 of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.

Attached housing - two or more dwelling units connected with party walls (e.g. townhouses or flats).

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

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

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

Central Business District (CBD) - the center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC) - entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

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

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

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

Detached housing - a freestanding dwelling unit, typically single-family, situated on its own lot.

Elder or senior housing - housing where (1) all units in the property are restricted for occupancy by persons 62 years of age order or (2) at least 805 of the units in each building are restricted for occupancy by households where al lease on household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely low income - person or household with income below 30% of the Area Median Income adjusted for household size.

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

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

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

High-rise - a residential building having more than ten stories.

Household - one or more people who occupy a housing unit as their usual place of residence.

Housing unit - house, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

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

Housing Finance Agency (FHA) - state or local agencies responsible for financing housing and administering assisted housing programs.

HUD Section 8 Program - federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the contract rent and a specified percentage of tenants' adjusted income.

HUD Section 202 Program - federal program which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

HUD Section 811 Program - federal program which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 510(c)(3) nonprofit organization.

HUD Section 236 Program - federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income limits - maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limits each year for 30% median. Very low income (50%), and low income (80%), for households with 1 through 8 people.

Low income - person or household with gross household income below 80% of Area Median Income adjusted for household size.

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

Low rise building - a building with one to three stories.

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

Mid-rise - a building with four to ten stories.

Moderate income - person or household with gross household income between 80 and 120 percent of area median income adjusted for household size.

Public Housing or Low Income Conventional Public Housing - HUD program administered by local (or regional) Housing Authorities which serves low- and very-low income households with rent based on the same formula used for HUD Section 8 assistance.

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

Rural Development (RD) market rent - a monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. The rent is the maximum rent that a tenant can pay at an RD Property.

Rural Development (RD) Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) - federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

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

State Data Center (SDC) - a state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.

Tenant - one who rents real property from another.

Tenure - the distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House) - single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.

Very low income - person or household whose gross household income does not exceed 50% of Area Median Income adjusted for household size.

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