

**BOARD OF SUPERVISORS
FINANCE/GOVERNMENT OPERATIONS AND
ECONOMIC DEVELOPMENT COMMITTEE
ACTION ITEM**

SUBJECT: Joint Trust Fund Committee Recommendation to Fund Good Shepherd Alliance's Purchase of Mary's House of Hope

ELECTION DISTRICT: Countywide

CRITICAL ACTION DATE: At the pleasure of the Board

STAFF CONTACTS: Ellen Grunewald, Family Services
Kelly N. Marrocco, Family Services

PURPOSE: To allocate \$300,000 from the Housing Funds to the Good Shepherd Alliance (GSA) to purchase the building that houses Mary's House of Hope, a transitional home for single mothers with children in crisis operated by the GSA.

RECOMMENDATIONS:

Joint Trust Fund Committee: The Joint Trust Fund Committee (JTFC) recommends that the Finance/Government Operations and Economic Development Committee (FGOEDC) recommend that the Board of Supervisors (Board) approve an allocation of \$300,000 to the GSA for the purchase of the building that houses Mary's House of Hope, a transitional home for single mothers with children in crisis operated by the GSA. The Committee recommends that a lien be placed on the property requiring GSA to retain ownership and operate the home as a transitional home for a minimum of 15 years, or return the \$300,000 or the appraised value of the property and improvements at time of sale, whichever is less, to the County.

Staff concurs with the Joint Trust Fund Committee recommendation.

BACKGROUND: On July 1, 2008, the Board adopted the Housing Funds application and review process (Attachment 1). This process and associated funding was established to enable the Board to provide financial support to non-profit affordable housing developers to address unmet housing needs. The Board also adopted application guidelines that govern the process, and approved \$3 million from several sources to capitalize the Housing Funds.

The Housing Funds were approved to be used for a variety of purposes as outlined in the adopted Housing Funds Guidelines, including the purchase of units to preserve affordability. The Joint

Trust Fund Committee, which includes three Affordable Dwelling Unit Advisory Board members, three Housing Advisory Board members and one Economic Development Authority member, was formed to review applications and make recommendations to the Board on applications for use of Housing Funds (Attachment 2).

The Board allocated \$3 million to support the Housing Funds program by using affordable housing proffers and a completely separate pool of money called the County of Loudoun Housing Trust. The Housing Trust is comprised of a number of different sources generated by the ADU program – market sales, cash in lieu buyouts, the sale of covenant expired units and proffers specifically to the Trust. Housing Trust money, because it is derived from the sale of ADUs, including Housing Trust funds that are part of the Housing Funds program, is restricted to serving households with incomes between 30% to 70% Area Median Income (AMI) (Attachment 3).

The non-Trust funds in the \$3 million allocation do not have a limitation on the incomes that are served by projects funded by them as long as the projects provide affordable housing. Since the establishment of the Housing Funds, the Board has approved the following projects:

- \$500,000 to the Loudoun Habitat for Humanity for the Erin Peterson project and the Neighborhood Stabilization Program funded by the County of Loudoun Housing Trust portion of the Housing Funds (November 4, 2009);
- \$392,500 to the Windy Hill Foundation for the rehabilitation of the Windy Hill Cottages funded by the proffered funds portion of the Housing Funds (January 20, 2010);
- \$198,000 to Good Shephard Alliance to purchase one transitional home funded by the proffered funds portion of the Housing Funds (April 28, 2010); and
- \$500,000 to Good Shepard Alliance to purchase two transitional homes funded by the proffered funds portion of the Housing Funds (December 6, 2011).

At this time, there is \$1.4 million of County of Loudoun Housing Trust money left in the original Housing Funds allocation to support applications that serve households with incomes between 30% and 70% AMI, and \$312,000 in proffer funds that are unrestricted as to incomes served. The current GSA application, if approved, would be funded by the proffered funds portion of the Housing Funds because the project will serve households with incomes below 30% AMI. Once the \$3 million is allocated it would be a Board of Supervisors decision to allocate additional money to the Housing Funds.

APPLICATION: The current GSA application requests \$300,000 to be used to purchase the building used as a transitional home for homeless mothers with children in crisis, called Mary's House of Hope (Attachment 4). GSA has managed this home for eight (8) years under a \$1 per year lease with the Town of Purcellville (Town). The Town would like to sell the property to GSA for \$300,000 and has worked closely with GSA to subdivide and rezone the property for that purpose, having waived approximately \$8,000 in legal fees to subdivide and rezone the property to support the residential use (Attachment 5). The appraised value of the building is \$339,000 and the assessed value is \$350,000.

GSA provides housing and counseling to mothers and their children experiencing a crisis in an effort to stabilize their financial situations. The assistance is short term for a period of approximately 12 months; after which, the family should be able to afford a market rate rental unit. GSA then assists another family in crisis. Clients typically assisted by GSA are supported by an income below 50% of the AMI and most are living below the poverty level (\$22,850). GSA currently manages this home along with six additional transitional homes.

COMMITTEE REVIEW: The JTFC met on August 29, 2016 to discuss GSA's application for Housing Funds. GSA Executive Director, Vickie Koth, and Purcellville Town Manager, Rob Lohr, provided background on the transitional program and the history of the property. The JTFC considered the application in relation to key Housing Funds Guidelines to include:

- **Proposed Leverage.** The Housing Funds Guidelines require a 2:1 leverage ratio. The Committee discussed how the proposal meets the ratio. GSA proposes to contribute matching funds that include paying for all closing costs associated with the purchase of the property and \$35,000 in operating expenses per year (approximately \$525,000 in operating expenses over 15 years). In addition, GSA renovated the home in 2006 which cost approximately \$200,000. According to the property appraisal as of 07/01/15 (valued at \$339,000), GSA will have at least \$39,000 of equity in the property upon purchase. GSA's total equity and operating expenses over the next 15 years is in excess of \$700,000, which meets the 2:1 leverage ratio requirement of the Housing Funds Guidelines.
- **Grant versus Loan.** The Housing Funds Guidelines allow funding to be structured as a grant if the clients served are at or below 50% AMI. The Committee discussed the fact that the households served at Mary's House of Hope earn at or below 30% AMI. In addition, the Committee wanted assurance that if grant funds were provided that the home would continue to be used as a transitional home for homeless mothers in crisis and that, given their success rates, GSA would continue to operate the home and not sell the property in the near future, which is why the Committee is recommending that a lien be placed on the property to secure the use for 15 years.
- **Preservation of Affordable Housing.** One of the Housing Funds Guidelines purposes is to preserve affordable housing. The Committee discussed the success of Mary's House of Hope and the services that GSA provides to the County in providing housing and counseling to homeless mothers in crisis. In addition, they discussed the Town's support and commitment including the efforts and cost to subdivide and acquire proper zoning to ensure that Mary's House of Hope could continue to provide this needed service.

The JTFC determined to recommend that the Board of Supervisors approve the allocation of \$300,000 from the Housing Funds to the GSA for the purchase of Mary's House of Hope; place a lien on the property requiring GSA to retain ownership and operate the home as a transitional home for a minimum of 15 years or return the allocation of \$300,000 or the appraised value at the time of sale, whichever is less, to the County. The Committee approved the request for the following reasons:

- The success rate of the Mary's House of Hope program.
- The need for a transitional home to house and counsel mothers with children in crisis.
- The households served are at or below 30% AMI.
- The assurance that the property will continue as a transitional home.
- The assurance that GSA will not sell the property within 15 years.

ISSUES: Should the Board grant \$300,000 from the Housing Funds allocation to the GSA to purchase the building which houses Mary's House of Hope and use most of the remaining proffered fund portion of the Housing Funds allocation for this purpose?

FISCAL IMPACT: There is approximately \$1,700,000 available to the Housing Funds. Of this amount, \$1.4 million is restricted for use for projects that benefit households with incomes between 30% AMI and 70% AMI because this part of the Housing Funds comes from the County of Loudoun Housing Trust. The proffered funds amount to \$312,000 of the remaining balance. Granting \$300,000 will reduce the funding available for any income to \$12,000, leaving a total of approximately \$1,400,000 available to the Housing Funds.

ALTERNATIVES:

1. The FGOEDC could choose not to recommend a grant of \$300,000 of the Housing Funds to GSA to purchase Mary's House of Hope.
2. The FGOEDC could choose to recommend an allocation of less than \$300,000 of the Housing Funds to GSA to purchase Mary's House of Hope.

DRAFT MOTIONS:

1. I move that the Finance/Government Operations and Economic Development Committee recommend that the Board of Supervisors approve the allocation of \$300,000 to the GSA for the purchase of Mary's House of Hope, a transitional home for single mothers with children in crisis, and place a lien on the property requiring the GSA to retain ownership and operate the home as a transitional home for a minimum of 15 years or to return the allocation of \$300,000 or the appraised value at the time of sale; whichever is less, to the County.

OR

2. I move an alternate motion.

ATTACHMENTS:

1. Housing Funds Guidelines, Revised 11-7-2012
2. JTFC Membership List
3. Relationship of the County of Loudoun Housing Trust to the Housing Funds
4. Good Shepherd Alliance Application
5. Town of Purcellville Letter and Aerial Photo of Subject Property

Housing Funds Guidelines

Information about the Review Process; Goals for the Use of Funds; Application Materials

The Housing Funds application process was established by the Loudoun County Board of Supervisors on July 1, 2008 to provide financial resources to assist non-profit, government, and other organizations and agencies in the development and preservation of affordable, workforce homeownership and rental housing. The following guidelines provide information about the purpose and the use of the funds, eligibility, application review criteria and the review process. The application form is also attached.

HOUSING FUNDS GUIDELINES

Purpose

The Housing Funds application process is established to enable the County to provide financial support in partnership with the private sector to address the unmet housing needs of County citizens and workers earning less than 100% of the Washington Area Median Income (AMI). The AMI is a regional income measurement, set annually by the U.S. Department of Housing and Urban Development. (AMI is \$107,500 for 2012). The County desires to use most of the funds for projects that produce housing affordable to citizens and workers who earn 60% AMI or less, which is the area of greatest need for public financial support. The fundamental use of the funds is to increase and retain the supply of affordable homes in Loudoun County. Housing Funds will be used to support housing for the workforce, which is important for the County's economic development.

Eligible Applicants

Eligible applicants include non-profit organizations, local government agencies, faith-based organizations, and other community groups that propose to incorporate long-term affordable housing into housing development.

Use of Funds

Funds will be used for capital subsidies (defined as hard and soft costs) of housing development to include construction and rehabilitation. Funds cannot be used for operating expenses, social services, project reserves, developer fee, pre-development costs (except as listed below) or other non-development related activities. Eligible uses include:

- Construction of units
- Capital Subsidies- defined as hard and soft costs (not to include developer fee)
- Rehabilitation of units (to include home repair and water and sewer service)
- Accessibility Improvements (to meet handicapped accessible requirements)
- Purchase of units to preserve affordability (to include new and expiring Affordable Dwelling Units (ADUs))
- Mixed Income Projects
- Affordable Dwelling Unit (ADU) program support activities
- Retention of Units
- Proffered affordable units – Funds may be used on projects that include proffered affordable units as long as the developer can provide evidence of a significant enhancement to affordability to include, but not limited to the following: provide additional number of affordable units, provide units to clients with lower Area Median Income (AMI) than the proffer requires and/or provide additional Housing and Urban Development (HUD) 504 compliant units than required.
- Allow pre-development funds for affordable rental and homeownership projects by affordable housing providers under the following conditions:
 - The maximum amount of funds to be expended on pre-development may not exceed \$ 50,000.
 - Allowable uses of pre-development funds are limited to:
 - Architectural Design/Conceptual Drawings

- Market Study
 - Title Search
- Applicant must provide evidence that the applicant first solicited pre-development funds from other sources such as the Community Development Block Grant (CDBG) or provide a letter stating why other funding sources are not available.
- Units must be produced; if units are not produced then the pre-development funds must be paid back to the Housing Funds.

Application Review Criteria

The application process includes specific evaluation criteria. Proposals will be reviewed in the order in which they are received, and funding decisions will be made based on the merits of each proposal and the availability of funds. Projects may not get recommended or approved for the full funding that is requested in the application. The following factors will be considered in reviewing an application:

- Percent of units that address unmet housing needs at each income increment
- Number of units that address unmet housing needs at each income increment
- Design Quality (to include energy efficiency and accessibility)
- Maximum use of a range of funding sources (The application should identify firm financial commitments from other sources)
- 2:1 leverage ratio or higher with well-documented cost estimates. (The application should show how the funding request is complemented by other sources of financing, such as tax credits, debt, state, federal, and private funds, and other sources). The applicant may use committed CDBG and other County funds (other than Housing Funds) as a source of developer leverage in the 2:1 ratio requirement
- Consistency with accepted underwriting standards and guidelines
- The cost of monthly Condo fees to the occupant
- Evidence of site control and a firm development timetable
- Amount of funds that revolve back into fund
- Demonstrated development experience and organizational capacity to manage the project
- Cash-flow
- Clear consistency with the County's Housing Policy
- Compliance with applicable zoning and land use requirements
- Project readiness, preferably within one year (to include financing, zoning, and entitlement status) (In some cases, funds may be dispersed upon zoning approval)
- Documentation of market feasibility
- Demonstration of the effective use of funds to address a critical housing issue
- Must add to the supply or help retain affordable units
- Must have a minimum of 15 year affordability period on project
- Order of receipt of application may be a factor

Funding Priority

Funds will be provided in the form of grants or loans. The loans will have a 15 year term which will balloon at the end of the 15th year.

The loans will require interest only payments to begin the 61 month and based on the AFR% at the time of loan settlement. The maximum funding amount is 50% of the fund balance or \$1.5 million (or max. amount available in fund at application approval) whichever is greater. Proposed projects must significantly leverage other funding sources, to include private, federal, state, and local. The County prefers loans; however, grants will be considered on projects that support a maximum AMI of 50% or below.

Application Submission and Review Process

Applications will be accepted, screened, and reviewed by the Joint Trust Fund Committee. All funding decisions will be at the discretion of the Loudoun County Board of Supervisors. Once the application is submitted, the applicant will be notified in 10 business days by staff of the Department of Family Services (DFS) to confirm receipt of the application.

Applications will be reviewed for completeness and date stamped by the staff. Applications will be reviewed in a three tiered review and recommendation process to include:

1. Public Announcement of the Availability of Funds.
2. An optional Pre-application meeting is recommended before submittal of an application. The purpose of the meeting is to discuss the proposed project goals, financing sources, and implementation challenges for the benefit of both the County and the applicant. The meeting will include DFS staff and may be coordinated with other County agencies to help identify planning, zoning, transportation and other issues for the applicant in a timely manner.
3. Applicant Submits Application. It is date stamped and documented that received.
4. DFS Staff Review Application Materials (application deemed complete/incomplete). (10 working days)
5. Applicant notified in writing of status and additional information may be requested.
6. A Staff Review Committee Reviews Application and Develops a Recommendation to the Joint Trust Fund Committee (Including Department of Financial Services & County Attorney staff). (30 day review process after applicant's receipt of acceptance of a complete application.)
7. Joint Trust Fund Committee Reviews Application and Develops a Recommendation for Board of Supervisors' consideration. Applications may be recommended for partial funding. (30 day review process)
8. Joint Trust Fund Committee (representing the Housing Advisory Board, the Affordable Dwelling Unit Advisory Board and the Industrial Development Authority) Presents

Recommendation to the Board of Supervisors. (To go on Board agenda within 30 days or as soon as possible.)

Final funding decisions are made by the Loudoun County Board of Supervisors upon recommendation of the Joint Trust Fund Committee.

Submission Requirements

An applicant must submit 1 original and 7 copies of the application. Applications should be submitted electronically and in hard copy. The application can be mailed or delivered to:

Department of Family Services
Division of Housing and Community Development
102 Heritage Way, N.E.
Suite 103
Leesburg, VA 20176
kelly.marrocco@loudoun.gov

Documentation

The applicant is required to provide any documents, records, or other information that is needed to complete approval of the loan. Information may include project cost estimates, contracts, budgets, financial statements and tax returns.

APPLICATION FORM

A. Applicant Information

Name: _____ Phone: _____
Mailing Address: _____ Fax: _____
Contact: _____ E-mail: _____
Title: _____
Taxpayer ID: _____
Type of Ownership:
Corporation__ Limited Partnership__ Other__
Individual__ Limited Liability__
General Partnership__ Non-Profit (501(c) (3))__

If Partnership, Specify Names:	Address	SSN
_____	_____	_____
_____	_____	_____
_____	_____	_____

Developer Information: (complete if different from applicant information)

Company Name: _____
Contact: _____
Address: _____ Suite/Floor: _____
City: _____ State: _____ Zip Code: _____
E-mail _____ Phone _____ Fax _____

Experience

Prior Affordable Housing Development Experience: __Yes __No

List other properties developed below:

Property Name	Type	Contact	# of Units	Affordable/ Market Rate	Location	Rental/ For Sale
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Project Information

Project Name: _____ Zip Code: _____
Street Address: _____ Census Tract: _____
PIN: _____ Lot Number: _____

PIN: _____
PIN: _____
Town: _____

Square Number: _____
County District: _____
County: _____

Funding Request: _____

Purpose of Requested Funding:
(Check all that apply)

- Construction
- Acquisition of existing units
- Rehabilitation
- Accessibility
- Rent Subsidy
- ADU support program

Project Type:

(Check all that apply)

- | | |
|---|--|
| <input type="checkbox"/> Multi-family | <input type="checkbox"/> Substantial Rehabilitation (over \$30,000 per unit) |
| <input type="checkbox"/> Single Family (Detached) | <input type="checkbox"/> Moderate Rehabilitation (under \$30,000 per unit) |
| <input type="checkbox"/> Single Family (Attached) | <input type="checkbox"/> New Construction |
| <input type="checkbox"/> Other | <input type="checkbox"/> Mixed Use |

Type of Occupancy:

(Check all that apply)

- Families
- 60 years and older
- Singles
- Special needs
- Total Units

Area Median Income (AMI) Occupancy Restrictions on the Project:

- Units to be occupied by households with incomes at less than 30% AMI
- Units to be occupied by households with incomes between 30% and 40% AMI
- Units to be occupied by households with incomes between 40 and 50% AMI
- Units to be occupied by households with incomes between 50 and 60% AMI
- Units to be occupied by households with incomes between 60 and 80% AMI
- Units to be occupied by households with incomes between 80 and 100% AMI
- Units that will be unrestricted (>100% AMI)
- Total Units

C. Project Proposal

Project Description. Provide a general description of the proposed project, identifying the project type, its location, short and long term goals, and the population it is intended to serve.

Organizational Structure and Capacity. Describe the applicant's development and management team and the organizations' experience and ability to undertake and complete the project.

Project Location and Site Control. Describe the project's location, including the type of housing or services to be provided within the context of existing neighborhood uses, housing types, and amenities, access to public transportation, public utilities and services.

Project Target Population. Provide an overview of the market for the development as proposed. If a rental project, describe the number of affordable units, the proposed rents and the target population to be served.

Project Budget. Provide a detailed description of the proposed financing plan showing a 2:1 leveraged ratio.

Project Pro-forma.

Rental : A 15 year pro forma (project income and expenditure statement) should be attached which includes anticipated rental revenues and ancillary income, as well as income such as market vacancy, operating and management costs, and debt service.

Homeownership: A Project Pro-Forma and a Sources & Uses Statement.

Project Schedule. Indicate the proposed project schedule, including pre-development, site control, zoning approval, financing and construction milestones, along the critical path to completion/lease up.

Evidence of Financing Commitment. All anticipated funding and financing sources should be listed with a statement regarding the level of commitment at the time of submission of the application. If the affordable rental application is approved, the County can provide a letter of support for the project to leverage funds and obtain construction and/or permanent financing; however, no funds can be disbursed from the Housing Funds until settlement occurs with the construction and/or permanent financing. If the affordable homeownership application is approved, funds may be disbursed to the project for an eligible applicant in accordance with the draw form provided for reimbursable expenses outlined in the approved application regardless of construction or permanent financing status.

Development Experience. Provide a summary of similar activities completed by the organization and project team.

Project Development Team. Provide information regarding all members of the development team and the team’s approach to implementing the project.

Explain how the project aligns with the Application Review Criteria.

D. Project Budget

Explain why the requested amount is needed and how it will be leveraged. Explain the revenue sources in the pro forma and specifically how the Housing Funds money will be allocated.

Project Activities	Requested HTF Funds	Applicant's Match Funds	Other Funding				Total
			Other Federal	State or Local	In Kind/ Grants	Other	
A. Acquisition Costs							
1. Land							
2. Existing Structures							
3. Other:							
Appraisals, Soil Tests, Surveys							
B. Arch./Engineering Fee							
1. Architect Fee							
2. Engineering Fee							
3. Other							
C. Construction							
1. Building Permit fee							
2. Construction Costs							
3. Landscaping							
4. Labor/Materials							
5. Other							
D. Rehabilitation							
1. Building Permit fee							
2. Construction Costs							
3. Landscaping							
4. Labor/Materials							
5. Other							
E. Project Management							
1. Project Management							
2. Project Operating Expense							
a.							
b.							

**Attachment 1
Authorization Form**

Organization Name: _____

Project Title: _____

I, _____ certify that I am authorized to obligate
(Authorized Organization Official)

_____ (Name of Organization) _____ to apply for funding from the

County of Loudoun. I certify that all information contained herein is accurate to the best of my knowledge.

Authorized Organization Official

Date

Print Name

Title

Appendices to the Application

Additional Applicant Information Required:

- ___ Section 501 (c) 3 Determination Letter
- ___ Articles of Incorporation
- ___ Agency By-laws
- ___ List of Board Members
- ___ Key Staff Resumes
- ___ Organizational Chart
- ___ State Corporation Certificate
- ___ Current Organization Budget
- ___ Annual Report
- ___ Company/Organization history, mission and/or strategic plan
- ___ Current Board of Director's Roster
- ___ Board Resolution authorizing application
- ___ Certificate of Good Standing
- ___ 3 Years of Financial Statements
- ___ 15 Year Project Pro-Forma and a Sources and Uses Statement (rental projects)
- ___ Project Pro-Forma and Sources & Uses Statement (homeownership project)
- ___ Provide a Community Outreach Plan
- ___ Proof of 15 Year Affordability or Greater
- ___ Evidence of applying for other sources of funds for pre-development
- ___ Copy of Market Study (if available)
- ___ Copy of Architectural Design/Conceptual Drawings (if available)

Joint Trust Fund Committee

Shaun Kelley – Chair- (ADUAB)

(Financial Rep- exp 3/31/2018)

(4 yr. Appointment)

Dawn Billow - (ADUAB)

(Realtor Rep. - exp. 09/30/2019)

(4 yr. Appointment)

Robert Fredeen - (ADUAB)

Program Participant exp. 12/31/17)

(4 yr. Appointment)

Brian Chavis - (EDA)

Michael J. Scheurer - (HAB)

(Consultant/Advisor- Affordable Housing Finance exp. 3/31/18)

(4 year Appointment)

Lance Nobles - (HAB)

(At-Large exp. 6/30/18)

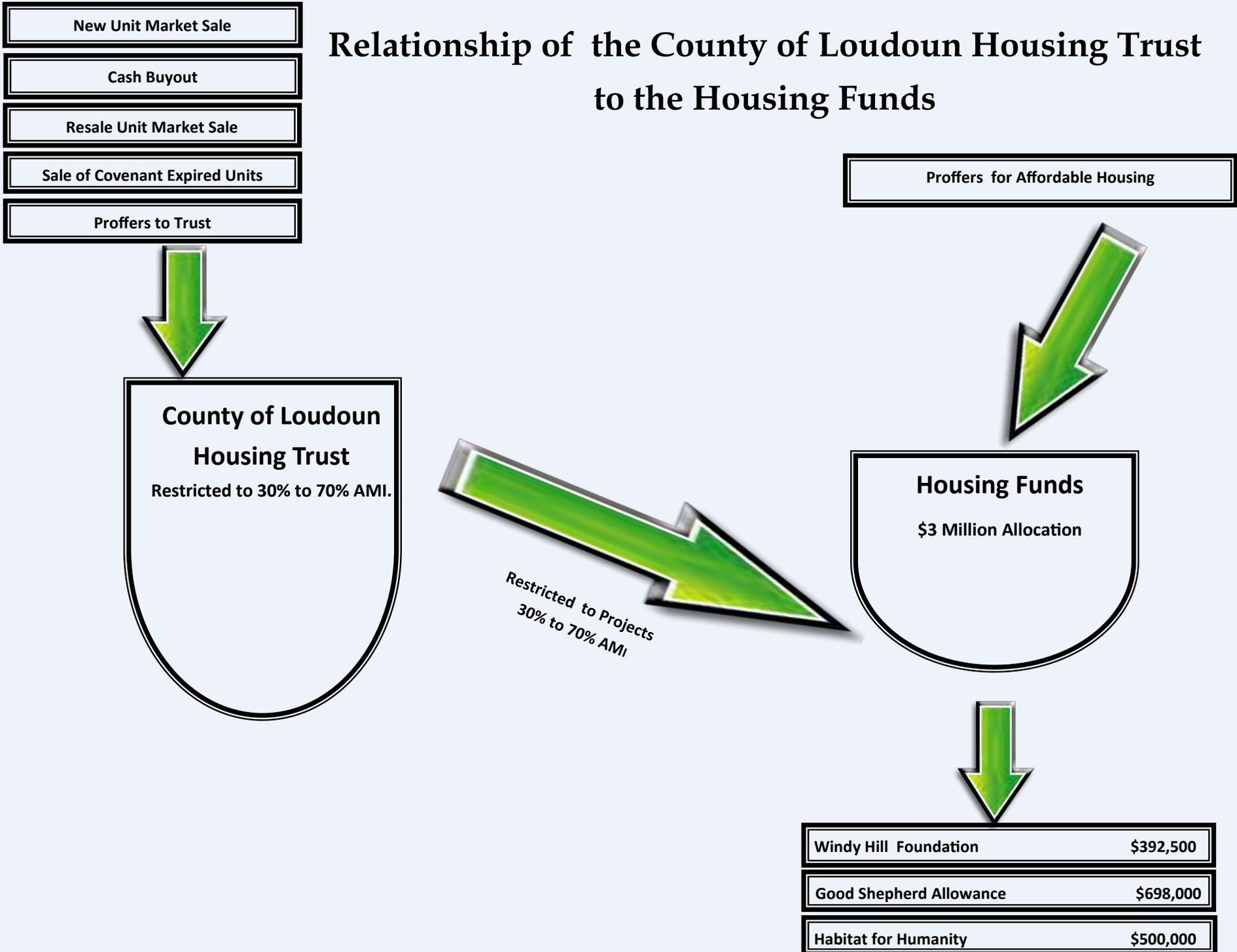
(4 year Appointment)

Gregory Davidson - (HAB)

(At-Large exp. 2/28/19)

(4 year Appointment)

Relationship of the County of Loudoun Housing Trust to the Housing Funds



APPLICATION FORM

A. Applicant Information

Name: The Good Shepherd Alliance Phone: 703-724-1555
 Mailing Address: 20684 Ashburn Road
Ashburn, VA 20147 Fax: 703-832-0340
 Contact: Vickie Koth E-mail: vkoth@goodshepherdalliance.org
 Title: Executive Director
 Taxpayer ID: 54-1644294
 Type of Ownership:
 Corporation Limited Partnership Other
 Individual Limited Liability
 General Partnership Non-Profit (501(c) (3)

If Partnership, Specify Names:	Address	SSN
_____	_____	_____
_____	_____	_____
_____	_____	_____

Developer Information: (complete if different from applicant information)
 Company Name: _____
 Contact: _____
 Address: _____ Suite/Floor: _____
 City: _____ State: _____ Zip Code: _____
 E-mail _____ Phone _____ Fax _____

Experience
 Prior Affordable Housing Development Experience: Yes No

List other properties developed below:

Property Name	Type	Contact	# of Units	Affordable/Market Rate	Location	Rental/For Sale
Hebron Emergency Shelter		Vickie Koth	6/20 beds	N/A	North Leesburg	_____
Peace House	Transitional	Vickie Koth	4/4 beds	N/A	North Leesburg	_____
Mary's House	Transitional	Vickie Koth	3/6 beds	N/A	Purcellville	_____
Family	Transitional Home	Vickie Koth	1/7 beds	N/A	Leesburg	_____
Family	Transitional Home	Vickie Koth	1/7 beds	N/A	Leesburg	_____
Family	Transitional Home	Vickie Koth	1/5 beds	N/A	Leesburg	_____
Family	Transitional Home	Vickie Koth	1/5 beds	N/A	Leesburg	_____

Project Information

Project Name: Mary's House of Hope Transitional Home for Single Mothers

Zip Code: 20132

Street Address: South 20th Street

PIN: _____

PIN: _____

PIN: _____

Town: Purcellville

Census Tract: _____

Lot Number: _____

Square Number: _____

County District: _____

County: _____

Funding Request: \$300,000

Purpose of Requested Funding:

(Check all that apply)

- Construction
- Acquisition of existing units
- Rehabilitation
- Accessibility
- Rent Subsidy
- ADU support program

Project Type:

(Check all that apply)

- Multi-family
- Single Family (Detached)
- Single Family (Attached)
- Other
- Substantial Rehabilitation (over \$30,000 per unit)
- Moderate Rehabilitation (under \$30,000 per unit)
- New Construction
- Mixed Use

Type of Occupancy:

(Check all that apply)

- Families
- 60 years and older
- Singles
- Special needs
- Total Units

Area Median Income (AMI) Occupancy Restrictions on the Project:

- 3 Units to be occupied by households with incomes at less than 30% AMI
- 0 Units to be occupied by households with incomes between 30% and 40% AMI
- 0 Units to be occupied by households with incomes between 40 and 50% AMI
- 0 Units to be occupied by households with incomes between 50 and 60% AMI

- _0_ Units to be occupied by households with incomes between 60 and 80% AMI
- _0_ Units to be occupied by households with incomes between 80 and 100% AMI
- _0_ Units that will be unrestricted (>100% AMI)
- _3_ Total Units

C. Project Proposal

Project Description

The Good Shepherd Alliance (GSA) will purchase our current transitional home in Purcellville, Loudoun County. We intend to purchase our current Mary's House of Hope Transitional Home for single mothers with children from the Town of Purcellville for \$300,000. Up until this time, the Town of Purcellville has leased the home to us for \$1.00 per year. This property is used for homeless mothers in transition from a crisis return back to stability. They would be living below the poverty level, but could be stable with some additional help. The housing would provide the single women with children a place to live in the short term, but with the help of our intensive case management program, would lead them back to stability. Families should not have to live in a van, or dark, damp weekly hotel rooms in order to get back on their feet after losing their home. That environment breeds discouragement, defeat, depression and strain on the family. Statistics show that many homeless children develop behavior problems and do poorly in school. This home, on the other hand, combined with our loving, caring, compassionate and highly trained professional staff, provides hope and a brighter future for a family who can be stable again.

Organizational Structure and Capacity

The Board of Directors of The Good Shepherd Alliance (GSA) is comprised of a diverse group of professionals from many areas of expertise including financial management, executive management, business, legal services, development, and public relations. Board meetings are held every month with near full attendance.

Our Executive Director has 18 years of executive non-profit management experience including program development and operations, financial management and team building. Her previous experience includes development, operation and oversight, of both national and international programs. She has been instrumental in the development of The Good Shepherd Alliance's seven housing facilities as well as three thrift stores. In the last eight years she has built up the organizations database from 100 to over 20,000 individuals, businesses and churches in the area and increased the donor base by 400%. She has also revamped the workforce to include professional administrative, development, facility management and case management staff. She has successfully developed three successful thrift store businesses to over \$1.5 million dollars per year; earning approximately \$300,000 toward the operation of The Good Shepherd Alliance and providing over 35 jobs.

Project Location and Site Control

Location: Loudoun County, Virginia

GSA holds safety as a top priority and holds high standards at all of our facilities. We have a solid team of staff members who work together with excellent communication. Each site is regularly checked by the two staff members assigned to oversee these properties. This site has an on-site monitor who resides at the home who reports to our Director of Housing and Family Services. Maintenance and repair of the facility is the responsibility of our Property Manager who reports directly to the Executive Director. Maintenance schedules are followed at each of our locations.

Two professional case managers are responsible for the resident families (single mothers with children), meeting regularly with them to assure that they are progressing in their program toward self-sufficiency and providing any additional resources, referrals or counseling needed. This is a requirement for the residence. We have strict rules against any abuse of drugs or alcohol and no weapons are allowed on the property. Any violation of this would be an immediate discharge from the residence. No other family members or friends of the tenant family may reside at the residence, but may come for visits. Our house rules were reviewed by our lawyer, Patton Boggs, and each resident must provide a signature in agreement with them.

We monitor that the property is kept neat and well maintained and that there are no disturbances that would cause the home to stand out as anything other than the regular family residence it is intended to be. We expect GSA to be model "landlords" and that there will be no issues with families that have been identified as a good fit for this program and able to uphold all rules and expectations of the program.

Target Population

Our program serves single mothers with children from many racial backgrounds, religions, and walks of life in Loudoun County, Virginia. All families are living below 60% AMI and most are living below the poverty level, unable to afford full-rent housing. We use the Federal Poverty Guidelines to make this determination.

This home serves as housing for single women with children in transition and has three units that can house a woman with up to two children. This would provide stability for the mother and children as they work toward self-sufficiency, rather than having to move from place to place. Mothers who come to live in this residence have first come through Emergency Shelter, but were unable to find affordable housing through other means and need more time to reach stability. Our focus would be on continuing to see them move toward self-sufficiency and decreased debt.

Project Budget

We intend to purchase our current Mary's House of Hope Transitional Home for single mothers with children from the Town of Purcellville for \$300,000. I have attached a budget that includes our operating expenses for one year. The grant request is for the \$300,000 purchase price. Up until this time, the Town of Purcellville has leased the home to us for \$1.00 per year.

Project Schedule

The purchase is expected to take place prior to December 31, 2015.

Evidence of Financing Commitment

There will be no other financing for this purchase. The Good Shepherd Alliance will be providing all operating expenses for this Transitional Housing program for the unforeseeable future as we have been providing these services for Loudoun County since 2007.

Development Experience

The Good Shepherd Alliance has maintained and operated our current emergency housing since 1997 and transitional housing since May, 2007. We care for 5 homes at this time. We have a Maintenance Manager at our Hebron property who cares for the land - ten-acres – where we have three houses and a garage. The property is well maintained as well as the homes and they are energy efficient. One home is rented to the Maintenance Manager and his family while the other two are an emergency shelter with 20 beds and a transitional home for 4 single women. We have a Director of Housing and Family Services who is responsible for the monitoring and maintenance for all facilities. We have regular pest management and HVAC service at all facilities. We had over 710 volunteers in 2010, many of which provide service hours helping with repairs, painting, landscaping and the like. Our homes have been viewed by many Loudoun County officials as well as state officials. Our facilities meet all required state standards according to the Department of Housing and Community Development and we make it a priority to be sure the homes are safe and a healthy environment.

In May 2007, GSA completed renovation of a home in Purcellville with the help of local community. Since its dedication, four single mothers have successfully moved on to their own apartments and new mothers move into their place to begin their journey.

In 2008, our Hebron facility received a new heating system, new exterior doors and insulation of the underside of the house for energy efficiency. In 2009, the house was completely resided with the help of Merritt Properties of Ashburn. In 2010, we took additional energy efficiency measures by installing an additional dual heat pump system in the lower level and replacing two windows and one set of sliding doors.

In June 2009, GSA completed renovation of a home in North Leesburg. This home is in operation as a transitional home for single women.

In June 2011, GSA opened a new Family Transitional Home in Leesburg, which was purchased through a grant from the Loudoun County Housing Funds. Vickie Koth, Executive Director, met with both the district Supervisor and the Board of the HOA to assure a smooth transition into the neighborhood and garner a mutually beneficial relationship to help assure the success of the program for everyone.

In 2014, 88% of those exiting our self-sufficiency program moved on to transitional or permanent housing, showing a high success rate of our intensive case management program. Homes are well monitored, healthy and safe. We have received high regards from local and state officials. Our guests and volunteers have expressed their pleasure at the well maintained, home-style environment of our facilities as well as the professionalism and obvious sincerity of our staff.

Project Development Team

Team includes the Executive Director, Director of Housing and Family Services, Family Housing Monitor, and Case Managers. This model has been in practice here and at our other residences and staff members are experienced in the program and what is expected of them and the resident families.

Residents are at or below the poverty level, often underemployed needing time to increase income, seek childcare, transportation and other needs before being able to afford full rent anywhere. A candidate family will be interviewed to determine their willingness and capability to work our Six Steps to Self-Sufficiency program and work intensively with our case managers.

Mothers are in the transitional phase of the program until they address financial concerns such as paying down debt, saving money and becoming more stable in their jobs. At the end of one-two years, when they have achieved a living above poverty level, have shown their ability to be stable with a financial plan, and can afford full rent, they move on to regularly available housing and a new mother with children are able to take their place in the home.

Alignment with Evaluation Criteria

Project - This project uses the availability of Housing Funds to provide for low-income households. It is a wise solution to a clearly defined problem directly aligned with the Housing Fund goals of providing energy efficient, low-income housing for families living below 60% AMI. Our accompanying Six Steps to Self-Sufficiency program in which our tenants will participate in is an innovative case management model that has proven a high level of success over several years, working with low-income families guiding them back to the point of stability. The program is well-defined, has measurable results, and residents progress is carefully recorded in their own case file by their case manager. This data is also shared with Loudoun County Department of Family Services and the Continuum of Care in developing county-wide statistics.

Budget –We will provide a cash match of \$35,000 in the first year in operating support. In 5.7 years we will have paid back the grant funds in direct service support. We are supplying for the needs of the home such as cleaning supplies, personal hygiene supplies, linens, towels, furniture and other necessary equipment mostly through in-kind donations from businesses, churches, individuals, civic groups and school groups. This helps them focus on paying down debt and getting their budget back on track. We have been providing services to the homeless and near-homeless for many years and can be accurate in providing cost estimates based on current and past profit and loss statements for this residence.

We have an independent audit each year and have been audited by both the state Department of Housing and Community Development (DHCD) and Loudoun County with excellent reports.

Benefit to Low-Income - The majority of families who come to us are living below poverty level with little to no-income. Most families come to us because they have lost their homes after losing their jobs, or having their hours cut back. Single mother's are at the greatest risk due to having only one income and the difficulty of handling a family on their own. This makes affording full-rent all the more difficult. All our residents are below 60% AMI.

Relation to Housing Policy, Zoning Requirements and Fund Goals – This program meets one of the highest unmet housing needs in Loudoun County. There would be no violation of any zoning requirements. This project has a long-term impact on meeting housing needs by taking families out of homelessness and teaching them life skills to reduce the chance of recidivism. They will not need the more costly services of the County when they are on their feet.

Organizational Capacity – The Good Shepherd Alliance has been operating Emergency and Transitional housing for eight years. We have a proven track-record of maintaining our facilities, providing a safe and healthy environment, and professional case management and counseling for our tenants with a high level of success at 88%-94% in the last 5 years.

We have a broad range of revenue streams through our 3 thrift stores, various fundraising events, regular direct mail campaigns, private foundation grants and Department of Housing and Community Development (DHCD) grants. 90% of our funding is generated through private sector support. We receive over \$175,000 of in-kind support each year.

We have proven successful in our management of funds and in raising necessary funding for our programs while use cutting-edge software to provide excellent financial management and donation tracking. We use Generally Accepted Accounting Principles (GAAP) and QuickBooks that integrates with our DenariOnline fundraising and donor tracking software. We have had excellent reports from all auditors independent, state and local.

D. Project Budget

\$300,000 will purchase our Mary's House of Hope Transitional Home from the Town of Purcellville that we have been leasing from the Town of Purcellville for the last eight years. We will leverage this grant to raise operating funds from the private sector. We will provide \$35,000 in operating funds each year of operation from various sources. The Trust Fund monies would be allocated directly to the home purchases. In approximately 6 years we will have paid back grant funds in the form of direct program services to the community.

Project Activities	Requested HTF Funds	Applicant's Match Funds	Other Funding				Total
			Other Federal	State or Local	In Kind/ Grants	Other	
A. Acquisition Costs							
1. Land							
2. Existing Structures	\$300,000						\$300,000
3. Other:							
Appraisals, Soil Tests, Surveys							
B. Arch./Engineering Fee							
1. Architect Fee							
2. Engineering Fee							
3. Other							
C. Construction							
1. Building Permit fee							
2. Construction Costs							
3. Landscaping							
4. Labor/Materials							
5. Other							
D. Rehabilitation							
1. Building Permit fee							
2. Construction Costs							
3. Landscaping							
4. Labor/Materials							
5. Other							
E. Project Management							
1. Project Management							
2. Project Operating Expense							
a. Direct program services		\$35,000					\$35,000
b.							\$335,000

Uniform Residential Appraisal Report

File # 2015110

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property

Property Address **781 S 20th St** City **Purcellville** State **VA** Zip Code **20132**
 Borrower **N/A** Owner of Public Record **TOWN OF PURCELLVILLE** County **LOUDOUN**
 Legal Description **METES AND BOUNDS**
 Assessor's Parcel # **44 66** Tax Year **2015** R.E. Taxes \$ **218**
 Neighborhood Name **PURCELLVILLE** Map Reference **44.66** Census Tract **6107 01**
 Occupant | Owner | Tenant | Vacant | Special Assessments \$ **0** PUD HOA \$ **0** per year | per month
 Property Rights Appraised | Fee Simple | Leasehold | Other (describe)
 Assignment Type | Purchase Transaction | Refinance Transaction | Other (describe) **DETERMINE MARKET VALUE**
 Lender/Client **PAINTER-LEWIS, P L C** Address **817 CEDAR CREEK GRADE, #120, WINCHESTER, VA 22601**
 Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? Yes No
 Report data source(s) used, offering price(s), and date(s). **DATA SOURCE-THE TOWN OF PURCELLVILLE**

I did did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed

Contract Price \$ **0** Date of Contract _____ Is the property seller the owner of public record? Yes No Data Source(s) _____
 Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? Yes No
 If Yes, report the total dollar amount and describe the items to be paid _____

Note: Race and the racial composition of the neighborhood are not appraisal factors.

Neighborhood Characteristics				One-Unit Housing Trends			One-Unit Housing		Present Land Use %			
Location	Urban	<input checked="" type="checkbox"/> Suburban	Rural	Property Values	Increasing	<input checked="" type="checkbox"/> Stable	Declining	PRICE	AGE	One-Unit	85 %	
Build-Up	Over 75%	<input checked="" type="checkbox"/> 25-75%	Under 25%	Demand/Supply	Shortage	<input checked="" type="checkbox"/> In Balance	Over Supply	\$ (000)	(yrs)	2-4 Unit	%	
Growth	Rapid	<input checked="" type="checkbox"/> Stable	Slow	Marketing Time	Under 3 mths	3-6 mths	Over 6 mths	200	Low	0	Multi-Family	%
Neighborhood Boundaries	WEST VIRGINIA TO THE NORTH; RT 15 TO THE EAST, RT 50 TO THE SOUTH, CLARKE COUNTY & WV TO THE WEST.						700	High	70	Commercial	5 %	
								380	Pred	20	Other	10 %

Neighborhood Description **THE SUBJECT IS LOCATED IN THE TOWN OF PURCELLVILLE ON THE WEST SIDE OF S.20TH STREET THE SUBJECT NEIGHBORHOOD IS COMPRISED PRED.OF DETACHED SINGLE FAMILY RESIDENTIAL DWELLINGS SCHOOLS, SHOPPING AND RECREATIONAL FACILITIES ARE IN CLOSE PROXIMITY TO THE SUBJECT**
 Market Conditions (including support for the above conclusions) **I HAVE CONSIDERED RELEVANT COMPETITIVE LISTINGS AND/OR CONTRACT OFFERINGS IN THE PERFORMANCE OF THIS APPRAISAL ANY TREND INDICATED BY THIS DATA IS SUPPORTED BY THE LISTING/OFFERING INFORMATION INCLUDED IN THIS REPORT. ("other" UNDER PRESENT LAND USE REPRESENTS VACANT LAND)**
 Dimensions **N/A-SURVEY NOT PROVIDED** Area **15,120 SF** Shape **GEN RECTANGULAR** View **N,Res.**
 Specific Zoning Classification **R2** Zoning Description **RESIDENTIAL**
 Zoning Compliance Legal Legal Nonconforming (Grandfathered Use) No Zoning Illegal (describe) _____
 Is the highest and best use of subject property as improved (or as proposed per plans and specifications) the present use? Yes No If No, describe _____

Utilities Public Other (describe) _____ Public Other (describe) _____ Off-site Improvements - Type Public Private
 Electricity Water Street **ASPHALT**
 Gas PROPANE Sanitary Sewer _____ Alley **NONE**

FEMA Special Flood Hazard Area Yes No FEMA Flood Zone **X** FEMA Map # **51107C0089D** FEMA Map Date **07/05/2001**
 Are the utilities and off-site improvements typical for the market area? Yes No If No, describe _____
 Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? Yes No If Yes, describe _____
THE SUBJECT SITE IS TYPICAL FOR THE NEIGHBORHOOD. THE TOWN OF PURCELLVILLE HAS AN OLD STORAGE YARD TO THE REAR OF THE SUBJECT ACCESS TO THIS AREA IS BY A RIGHT-OF-WAY THROUGH THE SUBJECT SITE. ITS USE IS VERY MINIMAL. NO ADVERSE EFFECT ON THE SUBJECTS MARKET VALUE OR MARKETABILITY WAS OBSERVED ON THE DATE OF INSPECTION

General Description		Foundation		Exterior Description		Interior	
Units <input checked="" type="checkbox"/> One One with Accessory Unit	Concrete Slab	<input checked="" type="checkbox"/> Craw Space	Foundation Walls	STONE,CONCRT/G	Floors	LMNTE,CRPT/G	
# of Stories 2	Full Basement	<input checked="" type="checkbox"/> Partial Basement	Exterior Walls	VINYL/G	Walls	DRYWALL/G	
Type <input checked="" type="checkbox"/> Det. <input type="checkbox"/> All. S-Det./End Unit	Basement Area	304 sq ft.	Roof Surface	CMP SHN/G	Trim/Finish	WOOD/G	
<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const	Basement Finish	0 %	Gutters & Downspouts	ALUMINUM/G	Bath Floor	CERAMIC/G	
Design (Style) COLONIAL	Outside Entry/Exit	Sump Pump	Window Type	DH/G	Bath Wainscot	FIBERGLASS/G	
Year Built 1970	Evidence of	Infestation	Storm Sash/Insulated	INSULATED/G	Car Storage	None	
Effective Age (Yrs) 15	Dampness	Settlement	Screens	MESH/GD	<input checked="" type="checkbox"/> Driveway	# of Cars 4	
Atic	None	Heating <input checked="" type="checkbox"/> FWA HWBB Radiant	Amenities	Woodstove(s) # 0	Driveway Surface	ASPHALT	
<input type="checkbox"/> Drop Stair <input type="checkbox"/> Stairs	Other	Fuel GAS	Fireplace(s) # 0	Fence WOOD	Garage	# of Cars 0	
<input type="checkbox"/> Floor <input checked="" type="checkbox"/> Scuttle	Cooling <input checked="" type="checkbox"/> Central Air Conditioning	Other	Patio/Deck NONE	Porch Covered-2	Carport	# of Cars 0	
Finished	Heated	Individual	Pool NONE	Other NONE	Att.	Det.	Built-in

Appliances Refrigerator Range/Oven Dishwasher Disposal Microwave Washer/Dryer Other (describe) _____
 Finished area above grade contains: **G Rooms 4 Bedrooms 2.0 Bath(s) 1,662 Square Feet of Gross Living Area Above Grade**
 Additional features (special energy efficient items, etc.) **INS.WINDOWS.**

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.) **C3,Kitchen-remodeled-six to ten years ago;Bathrooms-remodeled-six to ten years ago.NO MAJOR DEFICIENCIES WERE OBSERVED. THE UTILITIES WERE WORKING ON THE DATE OF INSPECTION. THE SUBJECT HAS BEEN EXTENSIVELY REMODELED WHICH HAS IMPROVED ITS CONDITION AND REDUCED ITS EFFECTIVE AGE.**

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? Yes No If Yes, describe _____

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? Yes No If No, describe _____

Uniform Residential Appraisal Report

File # 2015110

There are 14 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ 320,000 to \$ 400,000	
There are 73 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ 320,000 to \$ 400,000	
FEATURE	SUBJECT
Address 781 S 20th St Purcellville, VA 20132	320 S 15th St Purcellville, VA 20132
Proximity to Subject	0.28 miles NE
Sale Price \$ 0	\$ 362,000
Sale Price/Gross Liv Area \$ sq ft.	\$ 198.90 sq ft.
Data Source(s)	MRIS#LO8465074;DOM 165
Verification Source(s)	TAX RECORDS, ASSMNTS.
VALUE ADJUSTMENTS	DESCRIPTION DESCRIPTION +(-) \$ Adjustment
Sales or Financing	ArmLih 0 ArmLih 0
Concessions	FHA;0 0 Conv;4000 0
Date of Sale/Time	s04/15;c03/15 0s11/14;c10/14 0
Location	N;Res; B;Res; -10,000 B;Res; -10,000 B;Res; -20,000
Leasehold/Fee Simple	Fee Simple FEE SIMPLE FEE SIMPLE
Site	15,120 SF 18,682 SF 0,8712 SF 0 19,602 SF 0
View	N;Res; N;Res; N;Res; N;Res;
Design (Style)	DT2;COLONIAL DT2;COLONIAL DT2;COLONIAL DT2;COLONIAL
Quality of Construction	Q3 Q3 Q3 Q3
Actual Age	45 28 0:20 0:38 0
Condition	C3 C3 C3 C4 +20,000
Above Grade	Total Bdrms Baths Total Bdrms Baths Total Bdrms Baths Total Bdrms Baths
Room Count	6 4 2.0 8 4 2.1 -1,500 7 3 2.1 -1,500 9 4 2.1 -1,500
Gross Living Area	1,662 sq ft. 1,820 sq ft. -8,000 1,656 sq ft. 0 1,990 sq ft. -11,000
Basement & Finished Rooms Below Grade	304sf0sfin 910sf0sfwu -3,000 728sf444sfwu -2,000 855sf0sfwu -3,000 1r1br0 0ba0o -7,000
Functional Utility	AVERAGE AVERAGE AVERAGE AVERAGE
Heating/Cooling	GFA/CAC EHP/CAC 0 EBB/CAC 0 EFA/CAC 0
Energy Efficient Items	INS WINDOWS INS WINDOWS INS WINDOWS INS WINDOWS
Garage/Carport	4dw 2ga2dw -9,000 2gd2dw -9,000 2ga2dw -9,000
Porch/Patio/Deck	PRCHS,FENCE PRCHS,FENCE PRCHS,FENCE PATIO,SHED +2,000
FP,FLUE,ETC.	NONE NONE 1 F/P -4,000 1 F/P -4,000
Net Adjustment (Total)	+ (-) \$ -29,500 + (-) \$ -33,500 + (-) \$ -26,500
Adjusted Sale Price of Comparables	Net Adj. 8.1 % Gross Adj. 8.1 % \$ 332,500 Net Adj. 8.9 % Gross Adj. 8.9 % \$ 343,500 Net Adj. 7.3 % Gross Adj. 19.3 % \$ 338,500
I, did did not research the sale or transfer history of the subject property and comparable sales. If not, explain	
My research did did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.	
Data Source(s) MRIS,PUBLIC RECORDS	
My research did did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.	
Data Source(s) MRIS,PUBLIC RECORDS	
Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).	
ITEM	SUBJECT
Date of Prior Sale/Transfer	
Price of Prior Sale/Transfer	
Data Source(s)	TAX RECORDS TAX RECORDS TAX RECORDS TAX RECORDS
Effective Date of Data Source(s)	07/01/2015 07/01/2015 07/01/2015 07/01/2015
Analysis of prior sale or transfer history of the subject property and comparable sales EVERY EFFORT WAS MADE BY THE APPRAISER TO OBTAIN COMPS THAT BRACKET THE SUBJECTS ESTIMATED MARKET VALUE WITH A SIMILAR LOCATION,AGE,LOT SIZE,CONDITION & LIVING AREA AS COMPARED TO THE SUBJECT BUT DUE TO THE LACK OF RECENT SETTLED SALES OF PROPERTIES SIMILAR TO THE SUBJECT THEY ARE CONSIDERED TO BE THE BEST AVAILABLE. IF THERE WERE MORE SIMILAR COMPS AVAILABLE THEY WOULD HAVE BEEN UTILIZED.	
Summary of Sales Comparison Approach COMPS 2,3 & 4 SETTLED OVER 3 MONTHS AGO BUT DUE TO THE LACK OF RECENT SETTLED SALES OF PROPERTIES SIMILAR TO THE SUBJECT THEY ARE THE BEST AVAILABLE NO MARKET ADJUSTMENT REQUIRED SINCE THE APPRAISER CONSIDERS THE MARKET TO HAVE REACHED STABILIZATION. IF THERE WERE MORE RECENT SETTLED COMPS THEY WOULD HAVE BEEN UTILIZED COMPS 2 & 3 ARE LOCATED FARTHER THAN 1 MILE FROM THE SUBJECT WHICH IS TYPICAL FOR THE SUBJECTS COMPETITIVE MARKET AREA. IF THERE WERE COMPS IN CLOSER PROXIMITY THEY WOULD HAVE BEEN UTILIZED THE COMPS ARE LOCATED IN AREAS THAT DEMAND HIGHER VALUES AND ARE CONSIDERED TO HAVE SUPERIOR LOCATIONS COMP 3 HASNT BEEN UPDATED TO THE EXTENT OF THE SUBJECT AND IS CONSIDERED TO BE IN INFERIOR CONDITION. NO ADJUSTMENT REQUIRED FOR THE AGE DIFFERENCES OF THE COMPS AS COMPARED TO THE SUBJECTS AGE UNLESS NOTED NO MARKET ADJUSTMENT REQUIRED FOR THE DIFFERENCES IN THE LOT SIZES OF THE COMPS AS COMPARED TO THE SUBJECTS LOT SIZE UNLESS NOTED. COMPS 1,2 & 3 WERE GIVEN THE MOST WEIGHT SINCE THEY ARE THE MOST SIMILAR TO THE SUBJECT.	
Indicated Value by Sales Comparison Approach \$ 339,000 Cost Approach (if developed) \$ Income Approach (if developed) \$ 0	
THE SALES COMPARISON ANALYSIS WAS GIVEN THE MOST WEIGHT IN THE FINAL INDICATION OF MARKET VALUE SINCE IT IS RECOGNIZED AS THE PRIMARY SOURCE FOR THE DETERMINATION OF MARKET VALUE IN THE AREA.	
This appraisal is made "as is", subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed, subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair:	
Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ 339,000 as of 07/01/2015, which is the date of inspection and the effective date of this appraisal.	

SALES COMPARISON APPROACH

RECONCILIATION

Uniform Residential Appraisal Report

File # 2015110

The appraiser certifies and agrees that this appraisal was prepared in accordance with the requirements of Title XI of the Financial Institutions, Reform, Recovery, and Enforcement Act (FIRREA) of 1989, as amended (12 U.S.C. 3331 et seq.), and any applicable implementing regulations in effect at the time the appraiser signs the appraisal certification.

I HAVE PERFORMED NO SERVICES, AS AN APPRAISER OR IN ANY OTHER CAPACITY, REGARDING THE PROPERTY THAT IS THE SUBJECT OF THIS REPORT WITHIN THE THREE-YEAR PERIOD IMMEDIATELY PRECEDING ACCEPTANCE OF THIS ASSIGNMENT.

THE INTENDED USER OF THIS APPRAISAL REPORT IS THE LENDER/CLIENT. THE INTENDED USE IS TO EVALUATE THE PROPERTY THAT IS THE SUBJECT OF THIS APPRAISAL FOR A POSSIBLE SALE, SUBJECT TO THE STATED SCOPE OF WORK, PURPOSE OF THE APPRAISAL, REPORTING REQUIREMENTS OF THIS APPRAISAL REPORT FORM, AND THE DEFINITION OF MARKET VALUE. NO ADDITIONAL INTENDED USERS ARE IDENTIFIED BY THE APPRAISER.

A REASONABLE EXPOSURE TIME FOR THE SUBJECT IS 30-90 DAYS.

ADDITIONAL INFORMATION: APPRAISERS FEE: \$500.

COMPARABLE SETTLEMENT DATES: COMP.1-04/23/2015; COMP.2-11/03/2015; COMP.3-03/27/2015; COMP.4-11/20/2015.

ORIGINAL LIST PRICE OF COMPS; COMP.1-\$375,000; COMP.2-\$381,500; COMP.3-\$375,000; COMP.4-\$349,000.

ADDITIONAL COMPARABLE COMMENTS:

1-AGE VARIES BY MORE THAN 30%

2-AGE VARIES BY MORE THAN 30%

4-SIZE VARIES BY MORE THAN 25%

IF THERE WERE MORE SIMILAR COMPARABLES AVAILABLE THEY WOULD HAVE BEEN UTILIZED.

ADDITIONAL COMMENTS

COST APPROACH TO VALUE (not required by Fannie Mae)

Provide adequate information for the lender/client to replicate the below cost figures and calculations.

Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value) N/A

ESTIMATED	REPRODUCTION OR REPLACEMENT COST NEW	OPINION OF SITE VALUE	
Source of cost data	Effective date of cost data	DWELLING	Sq. Ft. @ \$ = \$
Quality rating from cost service			Sq. Ft. @ \$ = \$
Comments on Cost Approach (gross living area calculations, depreciation, etc.)			= \$
THE COST APPROACH IS NOT APPLICABLE		Garage/Carport	Sq. Ft. @ \$ = \$
		Total Estimate of Cost-New	= \$
APPRAISAL REPORT		Less	Physical Functional External
		Depreciation	= \$()
		Depreciated Cost of Improvements	= \$
		As-is Value of Site Improvements	= \$
Estimated Remaining Economic Life (HUD and VA only)		50 Years	INDICATED VALUE BY COST APPROACH = \$

COST APPROACH

INCOME APPROACH TO VALUE (not required by Fannie Mae)

Estimated Monthly Market Rent \$ 0 X Gross Rent Multiplier 0 = \$ 0 Indicated Value by Income Approach

Summary of Income Approach (including support for market rent and GRM) THE INCOME APPROACH TO VALUE IS NOT APPLICABLE DUE TO THE

PREDOMINANCE OF OWNER OCCUPIED DWELLINGS.

INCOME

PROJECT INFORMATION FOR PUDs (if applicable)

Is the developer/builder in control of the Homeowners' Association (HOA)? Yes No Unit type(s) Detached Attached

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit

Legal Name of Project

Total number of phases Total number of units Total number of units sold

Total number of units rented Total number of units for sale Data source(s)

Was the project created by the conversion of existing building(s) into a PUD? Yes No If Yes, date of conversion.

Does the project contain any multi-dwelling units? Yes No Data Source

Are the units, common elements, and recreation facilities complete? Yes No If No, describe the status of completion.

Are the common elements leased to or by the Homeowners' Association? Yes No If Yes, describe the rental terms and options.

Describe common elements and recreational facilities.

PUD INFORMATION

Uniform Residential Appraisal Report

File # 2015110

This report form is designed to report an appraisal of a one-unit property or a one-unit property with an accessory unit, including a unit in a planned unit development (PUD). This report form is not designed to report an appraisal of a manufactured home or a unit in a condominium or cooperative project.

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

SCOPE OF WORK: The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

INTENDED USE: The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

INTENDED USER: The intended user of this appraisal report is the lender/client.

DEFINITION OF MARKET VALUE: The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated, (2) both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions* granted by anyone associated with the sale.

*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS: The appraiser's certification in this report is subject to the following assumptions and limiting conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements. The sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in this appraisal report whether any portion of the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the research involved in performing the appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, this appraisal report must not be considered as an environmental assessment of the property.
6. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that the completion, repairs, or alterations of the subject property will be performed in a professional manner.

Uniform Residential Appraisal Report

File # 2015110

APPRAISER'S CERTIFICATION: The Appraiser certifies and agrees that:

1. I have, at a minimum, developed and reported this appraisal in accordance with the scope of work requirements stated in this appraisal report.
2. I performed a complete visual inspection of the interior and exterior areas of the subject property. I reported the condition of the improvements in factual, specific terms. I identified and reported the physical deficiencies that could affect the livability, soundness, or structural integrity of the property.
3. I performed this appraisal in accordance with the requirements of the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
4. I developed my opinion of the market value of the real property that is the subject of this report based on the sales comparison approach to value. I have adequate comparable market data to develop a reliable sales comparison approach for this appraisal assignment. I further certify that I considered the cost and income approaches to value but did not develop them, unless otherwise indicated in this report.
5. I researched, verified, analyzed, and reported on any current agreement for sale for the subject property, any offering for sale of the subject property in the twelve months prior to the effective date of this appraisal, and the prior sales of the subject property for a minimum of three years prior to the effective date of this appraisal, unless otherwise indicated in this report.
6. I researched, verified, analyzed, and reported on the prior sales of the comparable sales for a minimum of one year prior to the date of sale of the comparable sale, unless otherwise indicated in this report.
7. I selected and used comparable sales that are locationally, physically, and functionally the most similar to the subject property.
8. I have not used comparable sales that were the result of combining a land sale with the contract purchase price of a home that has been built or will be built on the land.
9. I have reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales.
10. I verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.
11. I have knowledge and experience in appraising this type of property in this market area.
12. I am aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records and other such data sources for the area in which the property is located.
13. I obtained the information, estimates, and opinions furnished by other parties and expressed in this appraisal report from reliable sources that I believe to be true and correct.
14. I have taken into consideration the factors that have an impact on value with respect to the subject neighborhood, subject property, and the proximity of the subject property to adverse influences in the development of my opinion of market value. I have noted in this appraisal report any adverse conditions (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) observed during the inspection of the subject property or that I became aware of during the research involved in performing this appraisal. I have considered these adverse conditions in my analysis of the property value, and have reported on the effect of the conditions on the value and marketability of the subject property.
15. I have not knowingly withheld any significant information from this appraisal report and, to the best of my knowledge, all statements and information in this appraisal report are true and correct.
16. I stated in this appraisal report my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the assumptions and limiting conditions in this appraisal report.
17. I have no present or prospective interest in the property that is the subject of this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or opinion of market value in this appraisal report on the race, color, religion, sex, age, marital status, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property or on any other basis prohibited by law.
18. My employment and/or compensation for performing this appraisal or any future or anticipated appraisals was not conditioned on any agreement or understanding, written or otherwise, that I would report (or present analysis supporting) a predetermined specific value, a predetermined minimum value, a range or direction in value, a value that favors the cause of any party, or the attainment of a specific result or occurrence of a specific subsequent event (such as approval of a pending mortgage loan application).
19. I personally prepared all conclusions and opinions about the real estate that were set forth in this appraisal report. If I relied on significant real property appraisal assistance from any individual or individuals in the performance of this appraisal or the preparation of this appraisal report, I have named such individual(s) and disclosed the specific tasks performed in this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in this appraisal report; therefore, any change made to this appraisal is unauthorized and I will take no responsibility for it.
20. I identified the lender/client in this appraisal report who is the individual, organization, or agent for the organization that ordered and will receive this appraisal report.

Uniform Residential Appraisal Report

File # 2015110

21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants, data collection or reporting services; professional appraisal organizations; any department, agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).

22. I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.

23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.

24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

SUPERVISORY APPRAISER'S CERTIFICATION: The Supervisory Appraiser certifies and agrees that:

- I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
- This appraisal report complies with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
- If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

APPRAISER

Signature *Bradley S. McCormick*
 Name BRADLEY S. MCCORMICK
 Company Name THE MCCORMICK COMPANY
 Company Address P.O. BOX 1414
STEPHENS CITY, VA 22656
 Telephone Number (540) 533-7589
 Email Address bradmccormick@comcast.net
 Date of Signature and Report 07/21/2015
 Effective Date of Appraisal 07/01/2015
 State Certification # 4001-000976
 or State License # _____
 or Other (describe) _____ State # _____
 State VA
 Expiration Date of Certification or License 12/31/2015

SUPERVISORY APPRAISER (ONLY IF REQUIRED)

Signature _____
 Name _____
 Company Name _____
 Company Address _____
 Telephone Number _____
 Email Address _____
 Date of Signature _____
 State Certification # _____
 or State License # _____
 State _____
 Expiration Date of Certification or License _____

ADDRESS OF PROPERTY APPRAISED

781 S 20th St
Purcellville, VA 20132
 APPRAISED VALUE OF SUBJECT PROPERTY \$ 339,000

LENDER/CLIENT

Name No AMC
 Company Name PAINTER LEWIS, P.L.C.
 Company Address 817 CEDAR CREEK GRADE, #120,
WINCHESTER, VA 22601
 Email Address _____

SUBJECT PROPERTY

- Did not inspect subject property
 Did inspect exterior of subject property from street
 Date of Inspection _____
 Did inspect interior and exterior of subject property
 Date of Inspection _____

COMPARABLE SALES

- Did not inspect exterior of comparable sales from street
 Did inspect exterior of comparable sales from street
 Date of Inspection _____

Uniform Residential Appraisal Report

File # 2015110

FEATURE	SUBJECT	COMPARABLE SALE # 4	COMPARABLE SALE # 5	COMPARABLE SALE # 6
Address	781 S 20th St Purcellville, VA 20132	210 E Loudoun Valley Dr Purcellville, VA 20132		
Proximity to Subject		0.83 miles N		
Sale Price	\$ 0	\$ 349,000	\$	\$
Sale Price/Gross Liv. Area	\$ sq.ft.	\$ 290.83 sq.ft.	\$ sq.ft.	\$ sq.ft.
Data Source(s)		MRIS#LO8468793 DOM 22		
Verification Source(s)		TAX RECORDS, ASSMNTS		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION
Sales or Financing		ArmLth	0	
Concessions		FHA,9035	0	
Date of Sale/Time		s11/14,c10/14	0	
Location	N Res.	B Res.	-10,000	
Leasehold/Fee Simple	Fee Simple	FEE SIMPLE		
Site	15,120 SF	11,326 SF	0	
View	N Res.	N Res.		
Design (Style)	DT2 COLONIAL	DT2 COLONIAL		
Quality of Construction	O3	O3		
Actual Age	45	47	0	
Condition	C3	C3		
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths	Total Bdrms. Baths	Total Bdrms. Baths
Room Count	6 4 2 0	5 2 2 0	0	
Gross Living Area	1,662 sq.ft.	1,200 sq.ft.	+16,000	sq.ft.
Basement & Finished	304sqft	1200sqft	-4,000	
Rooms Below Grade		1rr1br1 0ba0o	-16,000	
Functional Utility	AVERAGE	AVERAGE		
Heating/Cooling	GFA/CAC	EHP/CAC	0	
Energy Efficient Items	INS WINDOWS	INS WINDOWS		
Garage/Carport	4dw	1ga2dw	-7,000	
Porch/Patio/Deck	PRCHS,FENCE	FENCE,SHED	+6,000	
FP FLUE,ETC.	NONE	1 F/P	-4,000	
Net Adjustment (Total)		+ - \$	-19,000	+ - \$
Adjusted Sale Price of Comparables		Net Adj. 5.4%	330,000	Net Adj. %
		Gross Adj. 18.1%	\$	Gross Adj. % \$
Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).				
ITEM	SUBJECT	COMPARABLE SALE # 4	COMPARABLE SALE # 5	COMPARABLE SALE # 6
Date of Prior Sale/Transfer				
Price of Prior Sale/Transfer				
Data Source(s)	TAX RECORDS	TAX RECORDS		
Effective Date of Data Source(s)	07/01/2015	07/01/2015		
Analysis of prior sale or transfer history of the subject property and comparable sales				
Analysis/Comments COMP. 4 INCLUDED FOR THE PURPOSE OF BRACKETING THE SUBJECTS AGE				

BUILDING AREA ADDENDUM

Borrower N/A		File No.	
Property Address 781 S 20th St			
City Purcellville	County LOUDOUN	State VA	Zip Code 20132
Lender PAINTER-LEWIS, P.L.C			

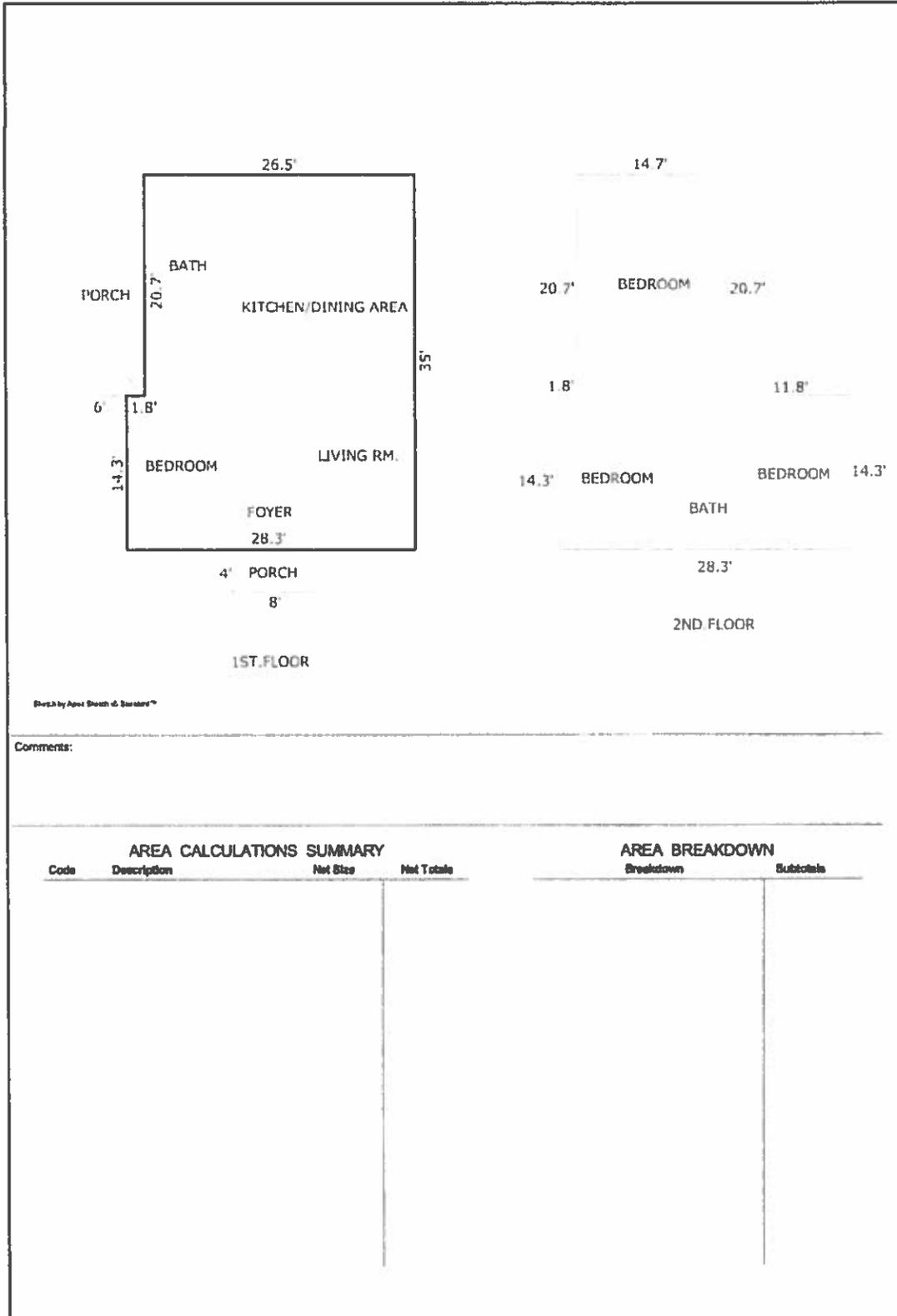
Gross Living Area (GLA)		1,662 s.f.
Gross Building Area (GBA)		1,662.22 s.f.
Areas	Square Footage	
Basement	_____ s.f.	_____ % of GBA
Level 1	953 s.f.	57 % of GBA
Level 2	709 s.f.	43 % of GBA
Level 3	_____ s.f.	_____ % of GBA
Garage	_____ s.f.	_____ % of GBA
Other	_____ s.f.	_____ % of GBA

Area Dimensions				Type of Area				Level		
Measurements	Factor	Area	Living	Bsmnl	Garage	Other	One	Two	Three	
28.30 X 14.30	X 1.00 =	404.69	<input type="checkbox"/>							
26.50 X 20.70	X 1.00 =	548.55	<input type="checkbox"/>							
28.30 X 14.30	X 1.00 =	404.69	<input type="checkbox"/>							
14.70 X 20.70	X 1.00 =	304.29	<input type="checkbox"/>							
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Building Sketch

Borrower/Client	N/A		
Property Address	781 S 20th St		
City	Purcellville	County	LOUDOUN
		State	VA
		Zip Code	20132
Lender	PAINTER-LEWIS, P.L.C.		

PLEASE NOTE THAT THE AREA CALCULATIONS ARE ON THE ATTACHED BUILDING AREA ADDENDUM.



AREA CALCULATIONS SUMMARY			
Code	Description	Net Size	Net Totals

AREA BREAKDOWN	
Breakdown	Subtotals

Supplemental Addendum

File No 2015110

Borrower/Client	N/A				
Property Address	781 S 20th St				
City	Purcellville	County	LOUDOUN	State	VA Zip Code 20132
Lender	PAINTER-LEWIS, P.L.C.				

AT THE REQUEST OF PAINTER-LEWIS, P.L.C AND THE TOWN OF PURCELLVILLE, I AM APPRAISING 781 S.20TH STREET. THE SUBJECT IS BEING APPRAISED UNDER THE HYPOTHETICAL CONDITION THAT THE SUBJECTS LOT SIZE IS 15,120 SF/ 3471 ACRES(BEING SUBDIVIDED FROM A 9.22 ACRE PARCEL) AND THE ZONING IS CHANGED FROM INSTITUTIONAL ZONING TO R2 ZONING. THE SUBJECT IS BEING APPRAISED AS IF VACANT AND PUT TO ITS HIGHEST AND BEST USE UNDER THE R2 ZONING

THE SUBJECT IS CURRENTLY BEING LEASED BY THE GOOD SHEPHERD ALLIANCE, INC WHICH IS A HOMELESS SHELTER FOR PREGNANT WOMEN OR WOMEN WITH NEWBORNS.

MULTI-PURPOSE SUPPLEMENTAL ADDENDUM FOR FEDERALLY RELATED TRANSACTIONS

McComuck Co

Borrower/Client	N/A				
Property Address	781 S 20th St				
City	Purcellville	County	LOUDOUN	State	VA Zip Code 20132
Lender	PAINTER-LEWIS, P.L.C.				

This Multi-Purpose Supplemental Addendum for Federally Related Transactions was designed to provide the appraiser with a convenient way to comply with the current appraisal standards and requirements of the Federal Deposit Insurance Corporation (FDIC), the Office of the Comptroller of Currency (OCC), the Office of Thrift Supervision (OTS), the Resolution Trust Corporation (RTC), and the Federal Reserve

This Multi-Purpose Supplemental Addendum is for use with any appraisal. Only those statements which have been checked by the appraiser apply to the property being appraised.

PURPOSE & FUNCTION OF APPRAISAL

The purpose of the appraisal is to estimate the market value of the subject property as defined herein. The function of the appraisal is to assist the above-named Lender in evaluating the subject property for lending purposes. This is a Federally related transaction.

EXTENT OF APPRAISAL PROCESS

The appraisal is based on the information gathered by the appraiser from public records, other identified sources, inspection of the subject property and neighborhood, and selection of comparable sales within the subject market area. The original source of the comparables is shown in the Data Source section of the market grid along with the source of confirmation, if available. The original source is presented first. The sources and data are considered reliable. When conflicting information was provided, the source deemed most reliable has been used. Data believed to be unreliable was not included in the report nor used as a basis for the value conclusion.

- The Reproduction Cost is based on _____ supplemented by the appraiser's knowledge of the local market.
- Physical depreciation is based on the estimated effective age of the subject property. Functional and/or external depreciation, if present, is specifically addressed in the appraisal report or other addenda. In estimating the site value, the appraiser has relied on personal knowledge of the local market. This knowledge is based on prior and/or current analysis of site sales and/or abstraction of site values from sales of improved properties.
- The subject property is located in an area of primarily owner-occupied single family residences and the Income Approach is not considered to be meaningful. For this reason, the Income Approach was not used.
- The Estimated Market Rent and Gross Rent Multiplier utilized in the Income Approach are based on the appraiser's knowledge of the subject market area. The rental knowledge is based on prior and/or current rental rate surveys of residential properties. The Gross Rent Multiplier is based on prior and/or current analysis of prices and market rates for residential properties.
- For income producing properties, actual rents, vacancies and expenses have been reported and analyzed. They have been used to project future rents, vacancies and expenses.

SUBJECT PROPERTY OFFERING INFORMATION

- According to MRIS _____ the subject property:
- has not been offered for sale in the past: 30 days 1 year 3 years.
 - is currently offered for sale for \$ _____
 - was offered for sale within the past: 30 days 1 year 3 years for \$ _____
 - Offering information was considered in the final reconciliation of value.
 - Offering information was not considered in the final reconciliation of value.
 - Offering information was not available. The reasons for unavailability and the steps taken by the appraiser are explained later in this addendum.

SALES HISTORY OF SUBJECT PROPERTY

- According to LOUDOUN COUNTY TAX RECORDS _____ the subject property:
- has not transferred in the past twelve months.
 - has transferred in the past twelve months.
 - has not transferred in the past thirty-six months.
 - has transferred in the past thirty-six months.
 - All prior sales which have occurred in the past twelve months are listed below and reconciled to the appraised value, either in the body of the report or in the addenda.

Date	Sales Price	Document #	Seller	Buyer

FEMA FLOOD HAZARD DATA

- Subject property is not located in a FEMA Special Flood Hazard Area.
- Subject property is located in a FEMA Special Flood Hazard Area.

Zone	FEMA Map/Panel #	Map Date	Name of Community
X	51107C0089D	07/05/2001	PURCELLVILLE

- The community does not participate in the National Flood Insurance Program.
- The community does participate in the National Flood Insurance Program.
- It is covered by a regular program.
- It is covered by an emergency program.

CURRENT SALES CONTRACT									
<input type="checkbox"/>	The subject property is currently not under contract.								
<input type="checkbox"/>	The contract and/or escrow instructions were not available for review. The unavailability of the contract is explained later in the addenda section.								
<input type="checkbox"/>	The contract and/or escrow instructions were reviewed. The following summarizes the contract:								
<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Contract Date</th> <th style="width: 20%;">Amendment Date</th> <th style="width: 20%;">Contract Price</th> <th style="width: 40%;">Seller</th> </tr> </thead> <tbody> <tr> <td colspan="4" style="text-align: center; padding: 5px;">TOWN OF PURCELLVILLE</td> </tr> </tbody> </table>		Contract Date	Amendment Date	Contract Price	Seller	TOWN OF PURCELLVILLE			
Contract Date	Amendment Date	Contract Price	Seller						
TOWN OF PURCELLVILLE									
<input type="checkbox"/>	The contract indicated that personal property was not included in the sale.								
<input type="checkbox"/>	The contract indicated that personal property was included. It consisted of _____ Estimated contributory value is \$ _____								
<input type="checkbox"/>	Personal property was not included in the final value estimate.								
<input type="checkbox"/>	Personal property was included in the final value estimate.								
<input type="checkbox"/>	The contract indicated no financing concessions or other incentives.								
<input type="checkbox"/>	The contract indicated the following concessions or incentives: _____								
<input checked="" type="checkbox"/>	If concessions or incentives exist, the comparables were checked for similar concessions and appropriate adjustments were made, if applicable, so that the final value conclusion is in compliance with the Market Value defined herein.								
MARKET OVERVIEW Include an explanation of current market conditions and trends.									
1-3 _____ months is considered a reasonable marketing period for the subject property based on _____ MRIS _____									
ADDITIONAL CERTIFICATION									
The Appraiser certifies and agrees that:									
<ol style="list-style-type: none"> (1) The analyses, opinions and conclusions were developed, and this report was prepared, in conformity with the Uniform Standards of Professional Appraisal Practice ("USPAP"), except that the Departure Provision of the USPAP does not apply. (2) Their compensation is not contingent upon the reporting of predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event. (3) This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan. 									
ADDITIONAL (ENVIRONMENTAL) LIMITING CONDITIONS									
The value estimated is based on the assumption that the property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions unless otherwise stated in this report. The appraiser is not an expert in the identification of hazardous substances or detrimental environmental conditions. The appraiser's routine inspection of and inquiries about the subject property did not develop any information that indicated any apparent significant hazardous substances or detrimental environmental conditions which would affect the property negatively unless otherwise stated in this report. It is possible that tests and inspections made by a qualified hazardous substance and environmental expert would reveal the existence of hazardous substances or detrimental environmental conditions on or around the property that would negatively affect its value.									
ADDITIONAL COMMENTS									
APPRAISER'S SIGNATURE & LICENSE/CERTIFICATION									
Appraiser's Signature: <u>Bradley S. McCormick</u> Effective Date: <u>07/01/2015</u> Date Prepared: <u>07/21/2015</u> Appraiser's Name (print): <u>BRADLEY S. MCCORMICK</u> Phone #: <u>()</u> State: <u>VA</u> License <input type="checkbox"/> Certification # <u>4001-000970</u> Tax ID # _____									
CO-SIGNING APPRAISER'S CERTIFICATION									
<input type="checkbox"/>	The co-signing appraiser has personally inspected the subject property, both inside and out, and has made an exterior inspection of all comparable sales listed in the report. The report was prepared by the appraiser under direct supervision of the co-signing appraiser. The co-signing appraiser accepts responsibility for the contents of the report including the value conclusions and the limiting conditions, and confirms that the certifications apply fully to the co-signing appraiser.								
<input type="checkbox"/>	The co-signing appraiser has not personally inspected the interior of the subject property and: has not inspected the exterior of the subject property and all comparable sales listed in the report.								
<input type="checkbox"/>	has inspected the exterior of the subject property and all comparable sales listed in the report. The report was prepared by the appraiser under direct supervision of the co-signing appraiser. The co-signing appraiser accepts responsibility for the contents of the report, including the value conclusions and the limiting conditions, and confirms that the certifications apply fully to the co-signing appraiser with the exception of the certification regarding physical inspections. The above describes the level of inspection performed by the co-signing appraiser.								
<input type="checkbox"/>	The co-signing appraiser's level of inspection, involvement in the appraisal process and certification are covered elsewhere in the addenda section of this appraisal.								
CO-SIGNING APPRAISER'S SIGNATURE & LICENSE/CERTIFICATION									
Co-Signing Appraiser's Signature: _____ Effective Date: _____ Date Prepared: _____ Co-Signing Appraiser's Name (print): _____ Phone #: _____ State: _____ License <input type="checkbox"/> Certification # _____ Tax ID # _____									

Subject Photo Page

Borrower/Client	N/A						
Property Address	781 S 20th St						
City	Purcellville	County	LOUDOUN	State	VA	Zip Code	20132
Lender	PAINTER-LEWIS, P.L.C.						



Subject Front

781 S 20th St
Sales Price 0
Gross Living Area 1,662
Total Rooms 6
Total Bedrooms 4
Total Bathrooms 2.0
Location N,Res,
View N,Res;
Site 15,120 SF
Quality Q3
Age 45



Subject Rear



Subject Street

Photograph Addendum

Borrower/Client	N/A				
Property Address	781 S 20th St				
City	Purcellville	County	LOUDOUN	State	VA Zip Code 20132
Lender	PAINTER-LEWIS, P.L.C.				



LIVING ROOM



KITCHEN/DINING AREA



BATHROOM

Photograph Addendum

Borrower/Client	N/A		
Property Address	781 S 20th St		
City	Purcellville	County	LOUDOUN
		State	VA
		Zip Code	20132
Lender	PAINTER-LEWIS, P.L.C.		



BATHROOM



BEDROOM



BEDROOM

Photograph Addendum

Borrower/Client	N/A						
Property Address	781 S 20th St						
City	Purcellville	County	LOUDOUN	State	VA	Zip Code	20132
Lender	PAINTER-LEWIS, P.L.C.						



BEDROOM



BEDROOM



BASEMENT

Photograph Addendum

Borrower/Client	N/A				
Property Address	781 S 20th St				
City	Purcellville	County	LOUDOUN	State	VA Zip Code 20132
Lender	PAINTER-LEWIS, P.L.C.				



VIEW TO THE REAR OF THE SUBJECT

Comparable Photo Page

Borrower/Client	N/A				
Property Address	781 S 20th St				
City	Purcellville	County	LOUDOUN	State	VA Zip Code 20132
Lender	PAINTER-LEWIS, P.L.C.				

**Comparable 1**

320 S 15th St
 Prox. to Subject 0.28 miles NE
 Sale Price 362,000
 Gross Living Area 1,820
 Total Rooms 8
 Total Bedrooms 4
 Total Bathrooms 2 1
 Location B;Res;
 View N;Res;
 Site 18,682 SF
 Quality Q3
 Age 28

**Comparable 2**

7 New Cut Rd
 Prox. to Subject 3.02 miles W
 Sale Price 377,000
 Gross Living Area 1,656
 Total Rooms 7
 Total Bedrooms 3
 Total Bathrooms 2.1
 Location B;Res;
 View N;Res;
 Site 8,712 SF
 Quality Q3
 Age 20

**Comparable 3**

701 W Country Club Dr
 Prox. to Subject 1.14 miles NW
 Sale Price 365,000
 Gross Living Area 1,990
 Total Rooms 9
 Total Bedrooms 4
 Total Bathrooms 2 1
 Location B;Res;
 View N;Res;
 Site 19,602 SF
 Quality Q3
 Age 38

Comparable Photo Page

Borrower/Client	N/A		
Property Address	781 S 20th St		
City	Purcellville	County	LOUDOUN
		State	VA
		Zip Code	20132
Lender	PAINTER-LEWIS, P.L.C.		

**Comparable 4**

210 E Loudoun Valley Dr
 Prox. to Subject 0.83 miles N
 Sales Price 349,000
 Gross Living Area 1,200
 Total Rooms 5
 Total Bedrooms 2
 Total Bathrooms 2.0
 Location B.Res;
 View N.Res;
 Site 11,326 SF
 Quality Q3
 Age 47

Comparable 5

Prox. to Subject
 Sales Price
 Gross Living Area
 Total Rooms
 Total Bedrooms
 Total Bathrooms
 Location
 View
 Site
 Quality
 Age

Comparable 6

Prox. to Subject
 Sales Price
 Gross Living Area
 Total Rooms
 Total Bedrooms
 Total Bathrooms
 Location
 View
 Site
 Quality
 Age

UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

Condition Ratings and Definitions

C1

The improvements have been recently constructed and have not been previously occupied. The entire structure and all components are new and the dwelling features no physical depreciation.

Note: Newly constructed improvements that feature recycled or previously used materials and/or components can be considered new dwellings provided that the dwelling is placed on a 100 percent new foundation and the recycled materials and the recycled components have been rehabilitated/remanufactured into like-new condition. Improvements that have not been previously occupied are not considered "new" if they have any significant physical depreciation (that is, newly constructed dwellings that have been vacant for an extended period of time without adequate maintenance or upkeep).

C2

The improvements feature no deferred maintenance, little or no physical depreciation, and require no repairs. Virtually all building components are new or have been recently repaired, refinished, or rehabilitated. All outdated components and finishes have been updated and/or replaced with components that meet current standards. Dwellings in this category are either almost new or have been recently completely renovated and are similar in condition to new construction.

Note: The improvements represent a relatively new property that is well maintained with no deferred maintenance and little or no physical depreciation, or an older property that has been recently completely renovated.

C3

The improvements are well maintained and feature limited physical depreciation due to normal wear and tear. Some components, but not every major building component, may be updated or recently rehabilitated. The structure has been well maintained.

Note: The improvement is in its first-cycle of replacing short-lived building components (appliances, floor coverings, HVAC, etc.) and is being well maintained. Its estimated effective age is less than its actual age. It also may reflect a property in which the majority of short-lived building components have been replaced but not to the level of a complete renovation.

C4

The improvements feature some minor deferred maintenance and physical deterioration due to normal wear and tear. The dwelling has been adequately maintained and requires only minimal repairs to building components/mechanical systems and cosmetic repairs. All major building components have been adequately maintained and are functionally adequate.

Note: The estimated effective age may be close to or equal to its actual age. It reflects a property in which some of the short-lived building components have been replaced, and some short-lived building components are at or near the end of their physical life expectancy; however, they still function adequately. Most minor repairs have been addressed on an ongoing basis resulting in an adequately maintained property.

C5

The improvements feature obvious deferred maintenance and are in need of some significant repairs. Some building components need repairs, rehabilitation, or updating. The functional utility and overall livability is somewhat diminished due to condition, but the dwelling remains useable and functional as a residence.

Note: Some significant repairs are needed to the improvements due to the lack of adequate maintenance. It reflects a property in which many of its short-lived building components are at the end of or have exceeded their physical life expectancy but remain functional.

C6

The improvements have substantial damage or deferred maintenance with deficiencies or defects that are severe enough to affect the safety, soundness, or structural integrity of the improvements. The improvements are in need of substantial repairs and rehabilitation, including many or most major components.

Note: Substantial repairs are needed to the improvements due to the lack of adequate maintenance or property damage. It reflects a property with conditions severe enough to affect the safety, soundness, or structural integrity of the improvements.

Quality Ratings and Definitions

Q1

Dwellings with this quality rating are usually unique structures that are individually designed by an architect for a specified user. Such residences typically are constructed from detailed architectural plans and specifications and feature an exceptionally high level of workmanship and exceptionally high-grade materials throughout the interior and exterior of the structure. The design features exceptionally high-quality exterior refinements and ornamentation, and exceptionally high-quality interior refinements. The workmanship, materials, and finishes throughout the dwelling are of exceptionally high quality.

Q2

Dwellings with this quality rating are often custom designed for construction on an individual property owner's site. However, dwellings in this quality grade are also found in high-quality tract developments featuring residence constructed from individual plans or from highly modified or upgraded plans. The design features detailed, high quality exterior ornamentation, high-quality interior refinements, and detail. The workmanship, materials, and finishes throughout the dwelling are generally of high or very high quality.

UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

Quality Ratings and Definitions (continued)

Q3

Dwellings with this quality rating are residences of higher quality built from individual or readily available designer plans in above-standard residential tract developments or on an individual property owner's site. The design includes significant exterior ornamentation and interiors that are well finished. The workmanship exceeds acceptable standards and many materials and finishes throughout the dwelling have been upgraded from "stock" standards.

Q4

Dwellings with this quality rating meet or exceed the requirements of applicable building codes. Standard or modified standard building plans are utilized and the design includes adequate fenestration and some exterior ornamentation and interior refinements. Materials, workmanship, finish, and equipment are of stock or builder grade and may feature some upgrades.

Q5

Dwellings with this quality rating feature economy of construction and basic functionality as main considerations. Such dwellings feature a plain design using readily available or basic floor plans featuring minimal fenestration and basic finishes with minimal exterior ornamentation and limited interior detail. These dwellings meet minimum building codes and are constructed with inexpensive, stock materials with limited refinements and upgrades.

Q6

Dwellings with this quality rating are of basic quality and lower cost; some may not be suitable for year-round occupancy. Such dwellings are often built with simple plans or without plans, often utilizing the lowest quality building materials. Such dwellings are often built or expanded by persons who are professionally unskilled or possess only minimal construction skills. Electrical, plumbing, and other mechanical systems and equipment may be minimal or non-existent. Older dwellings may feature one or more substandard or non-conforming additions to the original structure.

Definitions of Not Updated, Updated, and Remodeled

Not Updated

Little or no updating or modernization. This description includes, but is not limited to, new homes.

Residential properties of fifteen years of age or less often reflect an original condition with no updating, if no major components have been replaced or updated. Those over fifteen years of age are also considered not updated if the appliances, fixtures, and finishes are predominantly dated. An area that is "Not Updated" may still be well maintained and fully functional, and this rating does not necessarily imply deferred maintenance or physical/functional deterioration.

Updated

The area of the home has been modified to meet current market expectations. These modifications are limited in terms of both scope and cost.

An updated area of the home should have an improved look and feel, or functional utility. Changes that constitute updates include refurbishment and/or replacing components to meet existing market expectations. Updates do not include significant alterations to the existing structure.

Remodeled

Significant finish and/or structural changes have been made that increase utility and appeal through complete replacement and/or expansion.

A remodeled area reflects fundamental changes that include multiple alterations. These alterations may include some or all of the following: replacement of a major component (cabinet(s), bathtub, or bathroom tile), relocation of plumbing/gas fixtures/appliances, significant structural alterations (relocating walls, and/or the addition of) square footage). This would include a complete gutting and rebuild.

Explanation of Bathroom Count

Three-quarter baths are counted as a full bath in all cases. Quarter baths (baths that feature only a toilet) are not included in the bathroom count. The number of full and half baths is reported by separating the two values using a period, where the full bath count is represented to the left of the period and the half bath count is represented to the right of the period.

Example:

3.2 indicates three full baths and two half baths.

LICENSE

Page #2

LICENSE

**DEPARTMENT OF PROFESSIONAL AND OCCUPATIONAL REGULATION
COMMONWEALTH OF VIRGINIA**

EXPIRES ON
12 31 2015

8900 Mayland Dr., Suite 400, Richmond, VA 23231
Telephone (804) 267-8500

NUMBER
4001000976

**REAL ESTATE APPRAISER BOARD
CERTIFIED RESIDENTIAL REAL ESTATE APPRAISER**

**BRADLEY S MCCORMICK
PO BOX 1414
STEPHENS CITY VA 22055-0000**



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SEE REVERSE SIDE FOR NAME AND/OR ADDRESS CHANGE

Form SCHLTR — "WinTOTAL" appraisal software by a la mode, inc. — 1-800-ALAMODE

Town Manager
Robert W. Lohr, Jr.

Assistant Town Manager
Daniel C. Davis

221 S. Nursery Avenue
Purcellville, VA 20132
(540) 338-7421
www.purcellvilleva.gov



Town Attorney
Sally G. Hankins

Chief of Police
Cynthia A. McAlister

Department Directors
Elizabeth Krens, Finance
Alex Vanegas, Public Works
Patrick Sullivan, Community Development
Shannon Bohince, Information Technology
Hooper McCann, Administration

September 14, 2016

Kelly N. Marrocco
Housing Development Program Manager
Department of Family Services
County of Loudoun
102 Heritage Way, N.E.
PO Box 7400
Leesburg, VA 20177-7400

Dear Ms. Marrocco,

The purpose of this letter is to provide support to The Good Shepherd Alliance's grant application to the County to receive funding to purchase Mary's House of Hope located at 781 South 20th Street in Purcellville, VA.

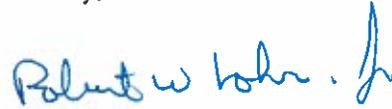
Mary's House of Hope was created when the Town entered into a lease over eleven years ago with The Good Shepherd Alliance to renovate an existing tenant house located on Town property. In return for a \$1.00 per year lease, the Town has worked closely with The Good Shepherd Alliance and they have operated a house that has provided safe refuge for single mothers with children for over nine years. During this time, they have been an exceptional partner and neighbor and we have had no problems or issues with their well-managed operation.

Beginning with the Council's Strategic Planning Session in 2014, the Town received feedback from the community that we needed to look at ways to monetize or sell portions of our bulk property and land holding that were not being used or needed for future government operations. As a result, the Town sat down with The Good Shepherd Alliance and it was clear that they were interested in acquiring this property as an asset and the Town looked favorably on their continued operation in our community. As a result, the Town Council unanimously voted to sell the property located at 781 South 20th Street known as Mary's House of Hope to The Good Shepherd Alliance at a below market purchase price based on the amount of work and improvements that they had completed to the site. The authorized contract/purchase price was \$300,000 with a July 2015 appraised value \$339,000. In addition, the current Loudoun County assessment has the property listed at \$344,680.

Attachment 5

The Town of Purcellville fully supports the acquisition of this property by The Good Shepherd Alliance and hope that Loudoun County can assist them with the needed housing funds to complete this transition.

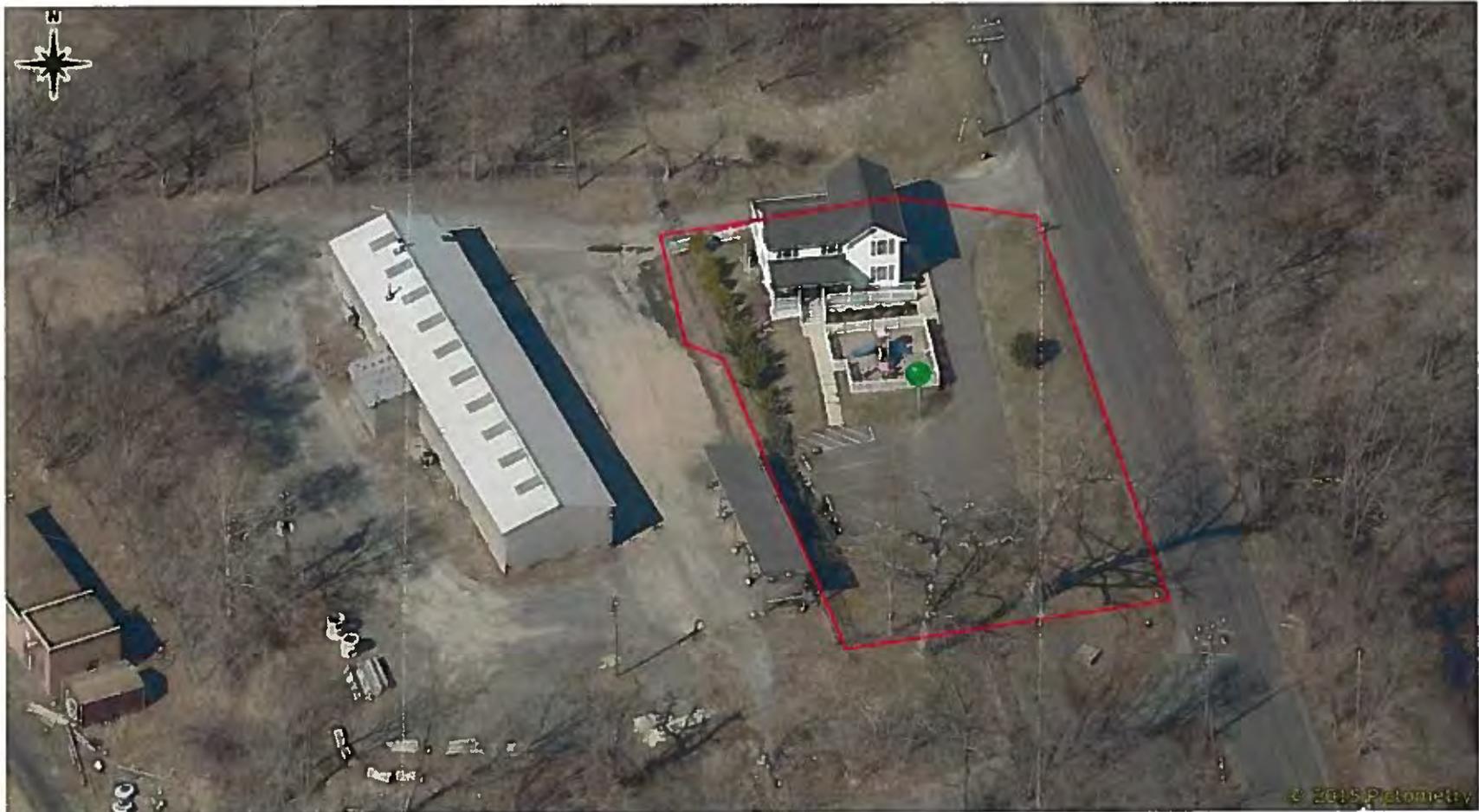
Sincerely,

A handwritten signature in blue ink that reads "Robert W. Lohr, Jr." with a stylized flourish at the end.

Robert W. Lohr, Jr.
Town Manager

cc: Vickie Koth, Executive Director
The Good Shepherd Alliance

781 South 20th Street



03/23/2015