



FAIRFAX COUNTY, VIRGINIA MULTIFAMILY CONVERSION

FISCAL IMPACT ANALYSIS REPORT

Dated September 27, 2024

Prepared by:

MUNICAP, INC.
— PUBLIC FINANCE —

MULTIFAMILY CONVERSION FISCAL IMPACT ANALYSIS

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Cover photograph source: *Creating Community Vibes* (Virginia Business, July 28,2022)

I. EXECUTIVE SUMMARY

PURPOSE OF STUDY

The purpose of this study is to project the fiscal impact to Fairfax County (the “County”) based on certain redevelopment assumptions. Like many communities, the County has seen a relative downturn in the demand for office space compared to the demand for multifamily housing. This study contrasts the fiscal impacts from the repurposing of a hypothetical vacated office building into multifamily housing (the “Multifamily Conversion Scenario”) with the fiscal impacts were the building to remain vacant (the “Vacant Office Scenario”).

The fiscal impacts include one-time and recurring revenues under each scenario. This report also provides an estimate of the additional expenses that the County may incur under each scenario and contrasts the projected revenues with projected expenses. As noted throughout, these impacts are meant to be generally representative and do not pertain to a specific building or redevelopment project. Detailed calculations of fiscal impacts referenced in this narrative are included in the accompanying appendices.

ASSUMPTIONS

This report provides projected fiscal impacts to the County under two scenarios, as described below.

MULTIFAMILY CONVERSION SCENARIO: A hypothetical vacant office building is repurposed into for-rent multifamily property.

- Assessed values are based on a recent office to multifamily conversion.¹

VACANT OFFICE SCENARIO: A hypothetical vacant office remains unoccupied and unconverted for the time period contemplated in this study.

- Assessed values based on six existing and underutilized office buildings within the County.²

Information specific to each scenario is identified in **TABLE I-A** on the following page.

¹ See Appendix F. Represents assessed value of Three Collective – Skyline 1, which was converted from office to multifamily in 2023.

² See Appendix F. Represents assessed value for six existing and underutilized office buildings within the County.

TABLE I-A
SCENARIO OVERVIEW

	Multifamily Conversion Scenario	Vacant Office Scenario
Building description	270,767 GSF/240 Units	270,767 GSF
Assumed occupancy	94%	0%
Market rent ^(a)	\$2,650 per unit	\$0.00 PSF
Estimated employees ^(b)	5	0
Estimated residents ^(b)	587	0
Estimated students ^(c)	24	0
Assessed value per unit/GSF ^(d)	\$332,215	\$70
Total assessed value	\$79,731,640	\$18,926,759

^(a)CoStar estimates that the average effective rent at the selected comparable property is \$2,650 per unit. Source: CoStar as accessed by MuniCap on April 4, 2024.

^(b)See Appendix D.

^(c)See Appendix E.

^(d)See Appendix F. Represents properties selected as most comparable for each scenario.

Certain assumptions pertain to both scenarios:

- Revenues and expenditures are calculated for thirty years through fiscal year 2054.
- Values, sales, and corresponding taxes do not increase with appreciation or inflation.
- Tax rates remain static at fiscal year 2025 rates.
- Both multifamily conversion and vacant office are generally representative and do not pertain to a specific planned development.

This report evaluates projected impacts on a fiscal year basis, from fiscal year ending June 30, 2025, to fiscal year ending June 30, 2054. **TABLE I-B** shows the annual timeline for various revenue sources implemented throughout this analysis, using fiscal year ending June 30, 2025, as an example.

TABLE I-B
SAMPLE FY 2025 TAX TIMELINE OVERVIEW

Tax Revenue Sources	Collection Frequency	Assessed as of Date	Tax Due Date	Fiscal Year Ending
Real property tax	semi-annually	January 1, 2024	July 28, 2024 & December 5, 2024	June 30, 2025
Personal property tax	annually	January 1, 2024	October 5, 2024	June 30, 2025
Utility tax	monthly	-	-	June 30, 2025
Recordation tax	per transaction	-	-	June 30, 2025
BPOL license tax ^(a)	annually	December 31, 2023	March 1, 2024	June 30, 2025
Sales tax	monthly/quarterly	-	-	June 30, 2025

^(a)Represents gross annual sales for calendar year 2023, ending December 31, 2023.

SUMMARY OF RESULTS

This analysis concludes that, based on the noted assumptions, the Multifamily Conversion Scenario results in an estimated increase in positive fiscal impacts of \$425,613 annually over the Vacant Office Scenario, as seen in **TABLE I-C**.

TABLE I-C
SUMMARY OF PROJECTED ANNUAL NET FISCAL IMPACTS

Fiscal Impacts to Fairfax County	Annual Fiscal Impacts		Delta
	Multifamily Scenario ^(a)	Vacant Office Scenario	
Real property tax revenues	\$896,981	\$212,926	\$684,055
Personal property tax revenues and vehicle license fees	\$388,270	-	\$388,270
Utility tax revenues	\$8,043	\$8,789	(\$746)
Recordation tax revenues ^(a)	\$0	-	\$0
Business, professional & occupational license tax revenues	\$18,653	-	\$18,653
Sales tax revenues	\$109,114	-	\$109,114
Additional revenues	\$21,279	-	\$21,279
Total projected tax revenues	\$1,442,340	\$221,715	\$1,220,625
Total projected expenditures	(\$833,332)	(\$38,320)	(\$795,012)
Projected net fiscal impact	\$609,008	\$183,395	\$425,613

^(a)Recordation taxes are anticipated to be a one-time revenue of \$106,309 and are not reflected on the on-going annual revenues represented above.

Cumulatively, this analysis concludes that, over thirty years, the Multifamily Conversion Scenario results in an estimated increase in positive fiscal impacts of \$12,874,688, as seen in **TABLE I-D** on the following page.

TABLE I-D
SUMMARY OF PROJECTED CUMULATIVE THIRTY-YEAR NET FISCAL IMPACTS

Fiscal Impacts to Fairfax County	Cumulative 30-Year Fiscal Impacts		
	Multifamily Scenario ^(a)	Vacant Office Scenario	Delta
Real property tax revenues	\$26,909,429	\$6,387,781	\$20,521,647
Personal property tax revenues and vehicle license fees	\$11,648,100	-	\$11,648,100
Utility tax revenues	\$241,297	\$263,664	(\$22,367)
Recordation tax revenues	\$106,309	-	\$106,309
Business, professional & occupational license tax revenues	\$559,578	-	\$559,578
Sales tax revenues	\$3,273,430	-	\$3,273,430
Additional revenues	\$638,361	-	\$638,361
Total projected tax revenues	\$43,376,504	\$6,651,445	\$36,725,059
Total projected expenditures	(\$24,999,958)	(\$1,149,588)	(\$23,850,370)
Projected net fiscal impact	\$18,376,546	\$5,501,857	\$12,874,688

The remainder of this study consists of an overview of the local market, economic, and demographic conditions, providing context to the analysis, followed by a summary of the revenues, expenditures, methodology, and research used to estimate net fiscal impacts. Subsequent sections are as follows:

II. MARKET CONDITIONS provides an overview of the County's office and multifamily market.

III. DEMOGRAPHIC AND ECONOMIC INFORMATION summarizes the demographic and economic indicators that underpin current market conditions and future market forecasts.

IV. PROJECTED REVENUES details the specific revenues assumed to be impacted under the Multifamily Conversion Scenario, along with the methodology used to derive such impacts, and contrasts them with the Vacant Office Scenario.

V. PROJECTED EXPENDITURES outlines the same information for estimated expenditures.

VI. NET FISCAL IMPACTS contrasts the projected revenues with projected expenditures.

The report continues with a summation of additional materials provided in the accompanying appendices and continues with a statement regarding relevant assumptions, limitations, and caveats to the analysis.

II. MARKET CONDITIONS

OVERVIEW

Like many communities, the County has seen a relative downturn in the demand for office space compared to the demand for multifamily housing.

CoStar, a provider of commercial real estate information, states that “while the market can be described as struggling nationally, it is worse” in the Washington, D.C. metro market (of which the County is a part) “for almost every metric that CoStar tracks.” The metro’s vacancy rate has reached an all-time high, leasing volume remains below the pre-pandemic average, and rents have flattened. The sluggish return to in-office work by many employers, including the federal government, coupled with an outdated supply of inventory, contributes to a saturated market.

Conversely, CoStar reports that the metro’s multifamily market outperforms the nation on multiple metrics. Apartment vacancy rates are stable, rents are growing, and supply has been in line with demand.

The remainder of this section provides some metrics illustrating these conditions in both the County and the broader metro market.

VACANCY RATES

OFFICE

According to multiple sources, the County and Northern Virginia in general have seen increases in office vacancies in recent years. As of Q2 2024, Northern Virginia has an estimated 20.2% office vacancy rate according to Colliers.³

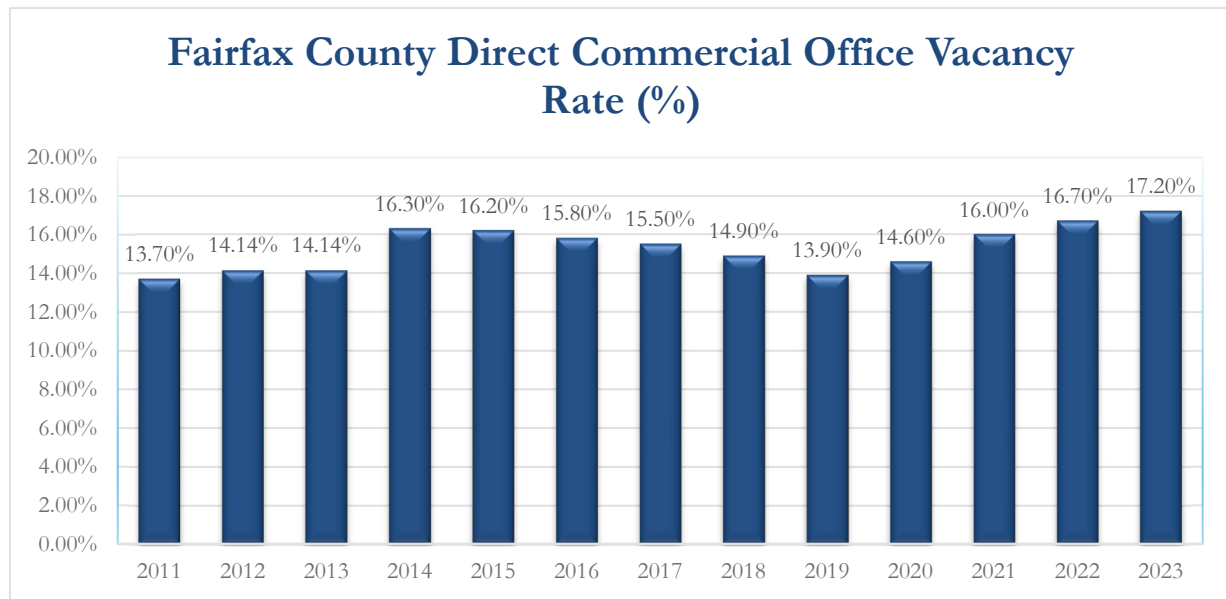
Vacancy rates for the commercial office market in the County have been increasing since 2019. According to the Fairfax County Office of Budget and Management, estimated office vacancy was 13.9% in 2019, compared to 17.2% as of the end of 2023.⁴ This information is summarized graphically in **FIGURE 1** on the following page.

³ Colliers Northern Virginia 2024 Q2 Office Report.

⁴ Source: Fairfax County Office of Budget and Management.

https://www.fairfaxcounty.gov/budget/sites/budget/files/Assets/indicators/2024/2024_1.pdf

FIGURE 1: FAIRFAX COUNTY OFFICE VACANCY RATE²



Source: Fairfax County Economic Development Authority. Compiled by the Fairfax County Department of Management and Budget.

Meanwhile, CoStar suggests an office vacancy rate of approximately 17.7%, as shown in **TABLE II-A**.

TABLE II-A
CoSTAR OFFICE SUBMARKET VACANCY RATE

CoStar Office Submarket Group	Vacancy Rate
1-395 Corridor	22.10%
Falls Church	9.10%
Annandale	9.10%
Springfield/Burke	14.60%
Merrifield	13.60%
Vienna	26.70%
Fairfax Center	20.60%
Route 28 Corridor South	15.10%
Oakton	29.00%
Reston	23.20%
Great Falls	9.80%
Herndon	23.90%
McLean	11.30%
Tysons Corner	20.20%
Average	17.74%

Source: CoStar Market Analytics data, accessed by MuniCap in August 2024.

MULTIFAMILY

As reported by the Fairfax County Department of Economic, Demographic, and Statistical Research (the “EDSR”), the estimated vacancy rate for the County as of 2022 was 5.2%.⁵ CoStar data suggests a lower vacancy rate of 4.94% as summarized in **TABLE II-B**. For purposes of this analysis, MuniCap estimates a static 6.00% vacancy rate for apartments under the Multifamily Conversion Scenario.

TABLE II-B
CoSTAR MULTIFAMILY SUBMARKET VACANCY RATE

CoStar Multifamily Submarket Group	Vacancy Rate
McLean/Great Falls	4.00%
Reston-Herndon Corridor	6.90%
Outlying Fairfax County	3.80%
Fairfax City/Oakton	3.10%
Annandale	6.10%
Falls Church/Vienna	6.40%
Huntington/Springfield	4.30%
Average	4.94%

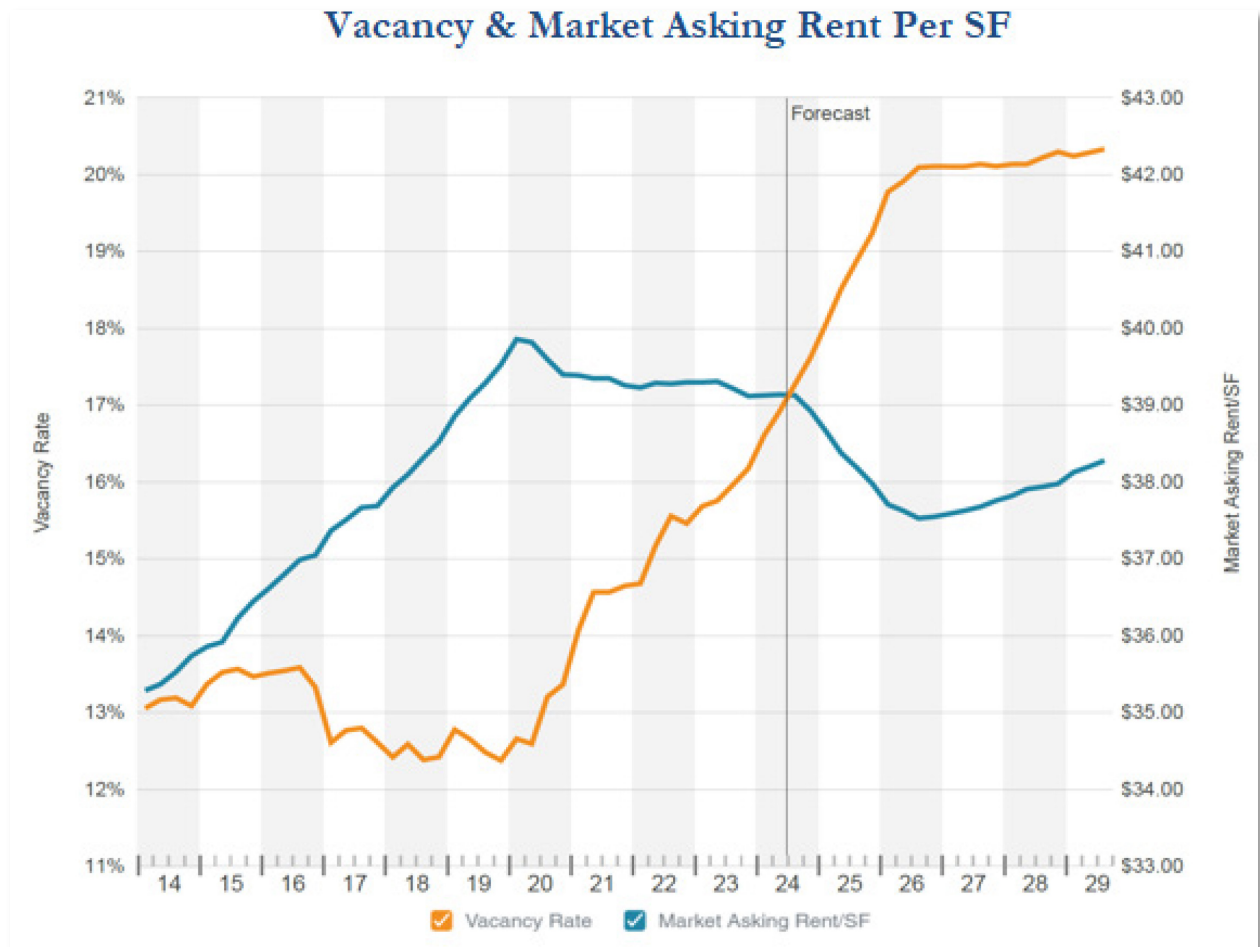
Source: CoStar Market Analytics data, accessed by MuniCap in August 2024.

⁵ Source: Fairfax County Department of Economic, Demographic, and Statistical Research.
(<https://www.fairfaxcounty.gov/demographics/rental-housing-complex-summary>)

ASKING RENTS

Vacancy rates and asking rents typically have an inverse relationship. For the office market within the County, vacancy rates continue to rise, while the asking rent continues to trend downwards. Based on information provided by CoStar, increasing vacancy rates and decreasing rents are projected to continue in the metro office market until at least 2029, as shown in **FIGURE 2**.

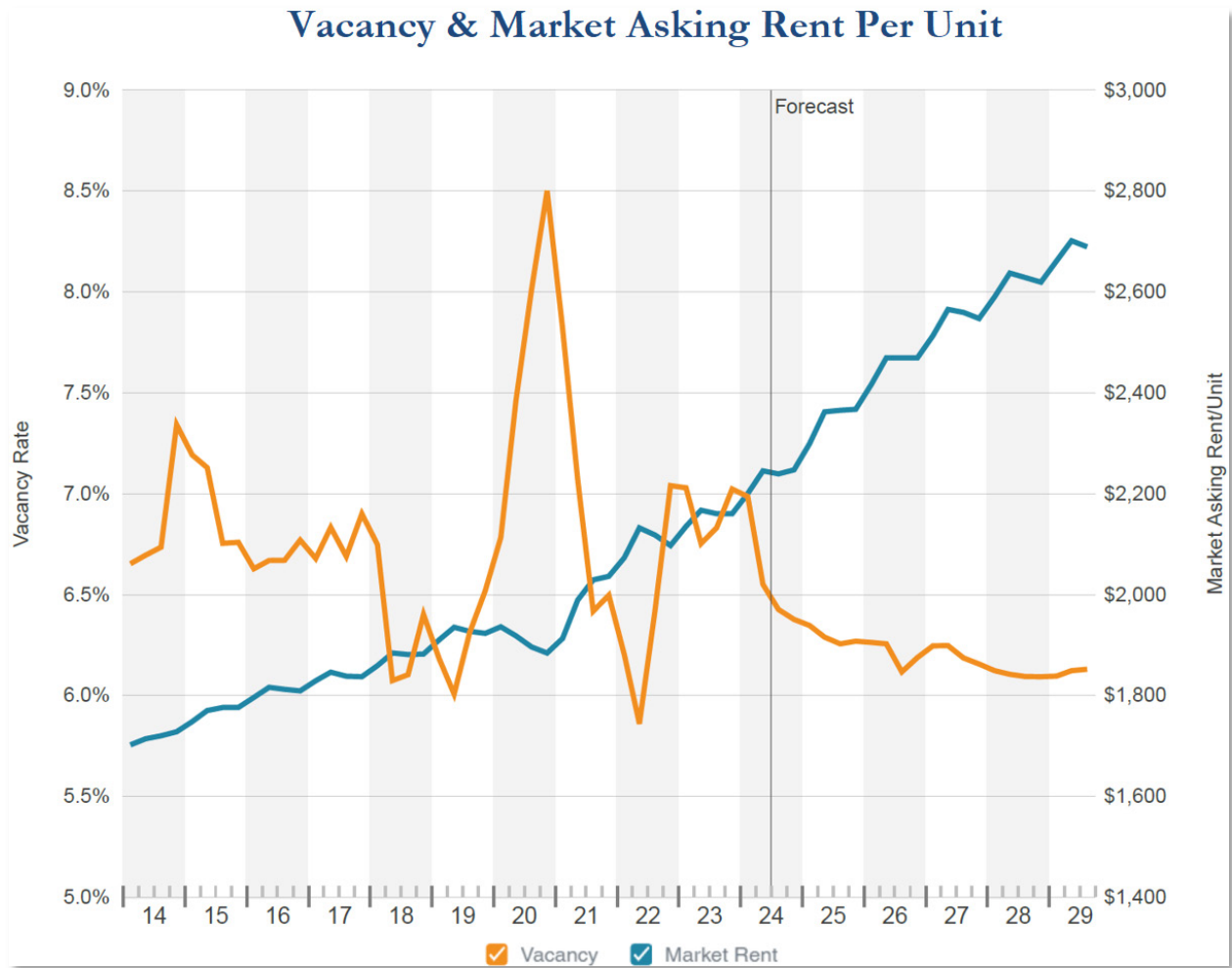
FIGURE 2: VACANCY AND MARKET ASKING RENT PER SQUARE FOOT (METRO OFFICE MARKET)



Source: CoStar, accessed September 2024.

By contrast, based on information provided by CoStar, vacancies are projected to decrease and market rents are projected to increase for the metro multifamily market through at least 2029, as seen in **FIGURE 3** on the following page.

FIGURE 3: VACANCY AND MARKET ASKING RENT PER UNIT (MULTIFAMILY MARKET)

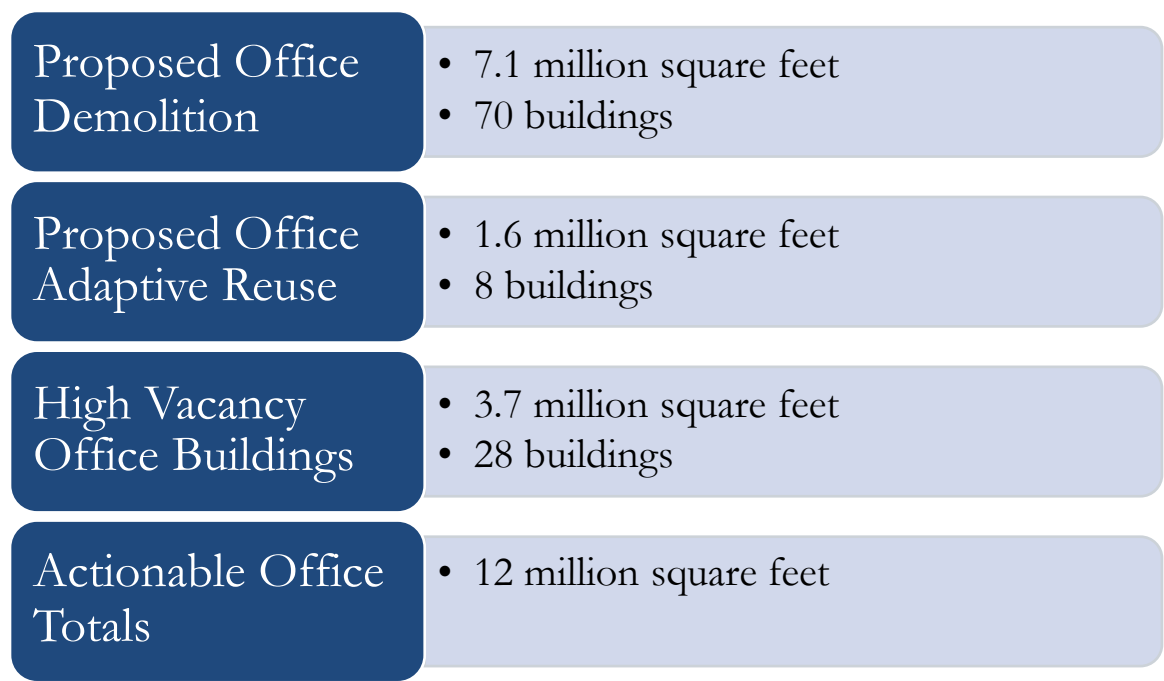


Source: CoStar, accessed September 2024.

ADDITIONAL MARKET INFORMATION

According to *Fairfax County Office Market* (Fairfax County Economic Incentives Committee, July 23, 2024), there is a total of 119.5 million square feet of office space within the County. Approximately 10% of that total—12 million square feet in 106 office buildings—has been identified as “actionable office items.”⁶ Actionable office items identified by the Economic Incentives Committee include buildings proposed for demolition or repurposing, along with buildings designated as high vacancy. This information is summarized in **FIGURE 4**.

FIGURE 4: ACTIONABLE OFFICE ITEMS TOTALS⁶



⁶ Source: *Fairfax County Office Market*, Economic Initiatives Committee (July 23, 2024). (https://www.fairfaxcounty.gov/economic-initiatives/sites/economic-initiatives/files/Assets/eic_materials/july-23-2024/Final-4-EIC%20July%202024.pdf)

III. DEMOGRAPHIC AND ECONOMIC INFORMATION

OVERVIEW

Demographic and economic data are useful in determining the highest and best use of property within the County. As mentioned in **II. MARKET CONDITIONS**, the County has seen growth within the multifamily sector. Relevant demographic and economic indicators support forecasts of continued growth within this sector.

DEMOGRAPHIC CONDITIONS

GENERAL

The County comprises 391 square miles in Northern Virginia near Washington, D.C. In terms of population, the County ranks first (among ninety-five total counties) in the Commonwealth of Virginia (the “Commonwealth”).

TABLE III-A
POPULATION GROWTH – COUNTY AND COMMONWEALTH (1980-2020)

Year	Fairfax County ^(a)			Virginia ^(b)		
	Population	Increase	% Increase	Population	Increase	% Increase
1980	595,754	-	-	5,346,818	-	-
1990	821,761	226,007	37.94%	6,187,358	840,540	15.72%
2000	975,083	153,322	18.66%	7,078,515	891,157	14.40%
2010	1,086,165	111,082	11.39%	8,001,024	922,509	13.03%
2020	1,148,627	62,462	5.75%	8,631,393	630,369	7.88%

^(a)Source: St Louis FRED Economic Data.

^(b)Source: U.S. Census Bureau.

According to *OnTheMap*, an employment mapping and reporting application by the U.S. Census Bureau, there were 594,697 employees whose primary job was within the County as of 2021. Of those employees, 36.8% also lived within the County, while the remaining 63.2% lived outside of the County. *OnTheMap* reports that of the 470,032 County residents reported as employed with a primary job, 46.6% worked within the County, while 53.4% were employed outside the County.⁷ These figures indicate an opportunity for the County to gain residents from its existing workforce that currently commutes in from elsewhere.

⁷ Source: OnTheMap application by U.S. Census Bureau. Employment statistics represent primary jobs within the County. Primary employment represents “one job per worker”.

AGE

Based on U.S. Census Bureau data, the median age of residents in the County is in line with the median age in the Commonwealth and the nation.

TABLE III-B
MEDIAN AGE COMPARISON^(A)

Area	Median Age
Fairfax County	38.6
Virginia	38.7
U.S.	38.5

^(a)Source: 2022 American Community Survey 5-Year Estimates, U.S. Census Bureau.

EDUCATION

Overall, educational attainment in the county is higher than that observed for the Commonwealth and the nation.

TABLE III-C
EDUCATIONAL ATTAINMENT COMPARISON (POPULATION AGE 25 AND OVER)^(A)

	High School Diploma or Higher		Bachelor's Degree or Higher	
	2012	2022	2012	2022
Fairfax County	91.6%	93.5%	58.2%	64.1%
Virginia	86.9%	91.1%	34.7%	41.0%
U.S.	85.7%	89.1%	28.5%	34.3%

^(a)Source: 2022 and 2017 American Community Survey 5-Year Estimates, U.S. Census Bureau.

ECONOMIC INDICATORS

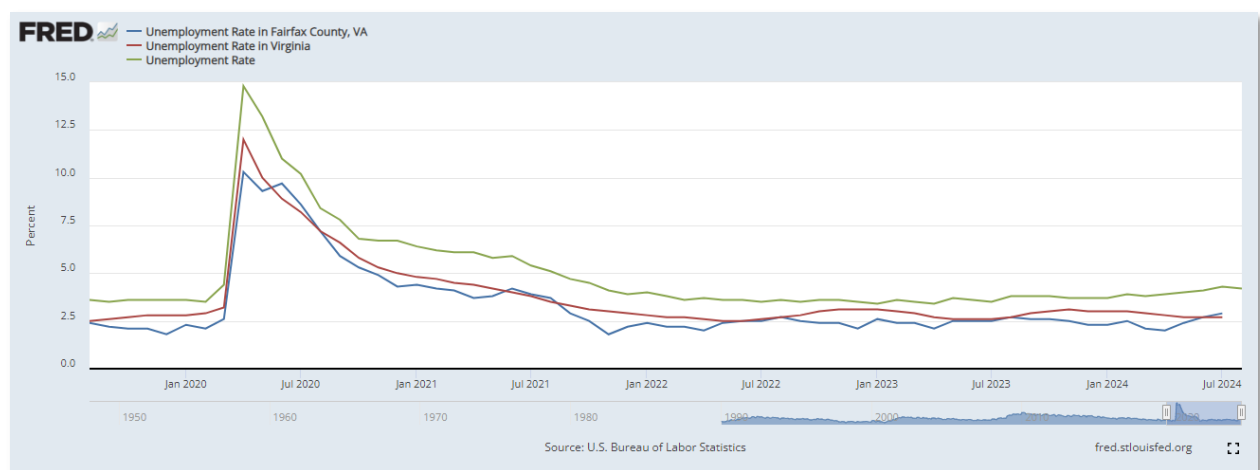
GENERAL

The County's business community comprising of 31,808 total employer establishments.⁸ The County's workforce is marked by growth within the tech sector, amongst other industries. The technology sector accounts for approximately 10,000 of the employer establishments within the County.⁹ Moreover, the County has considered and implemented numerous economic incentives, including tax benefits, to attract and retain employers.

EMPLOYMENT

From July 2019 through March 2020, the County unemployment rate did not rise above 2.60% and was consistently below the unemployment rate for the nation. Unemployment rose dramatically beginning in April 2020, reflecting the effects of the COVID-19 pandemic. Unemployment rates have since returned to pre-pandemic levels, hovering around 2.5%. As of June 2024, the unemployment rates for the County were 2.70%, well below the U.S. rate of 4.10%.¹⁰

FIGURE 5: COUNTY UNEMPLOYMENT RATES HAVE RETURNED TO PRE-PANDEMIC LEVELS



The County's employment base is diverse, including prominent sectors such as corporate headquarters, aerospace and defense, emerging technologies, financial services, health and life sciences, and information technology.¹¹ Major employers within the County include Inova Health System, Amazon, Booz Allen Hamilton, Capital One, Freddie Mac, General Dynamics, SAIC, MITRE, Navy Federal Credit Union, and Peraton.¹²

⁸ Source. U.S. Census Bureau. Represents total employer establishments as of 2021. (https://data.census.gov/profile/Fairfax_County,_Virginia?g=050XX00US51059)

⁹ Fairfax County Economic Development Authority. (<https://www.fairfaxcountyed.org/key-industries/>)

¹⁰ Federal Bank of St. Louis, Research Division.

¹¹ Fairfax County Economic Development Authority. (<https://www.fairfaxcountyed.org/key-industries/>)

¹² Fairfax County Economic Development Authority. (<https://www.fairfaxcountyed.org/doing-business/largest-employers-fairfax-county/>)

The County is seeing a decline in industrial vacancies and is focused on attracting tech-based industries, such as artificial intelligence and quantum computing.¹³ While this activity fuels overall employment in the County, it does little to generate office demand within the County.

INCOME

Median and mean incomes in the County are generally higher than those for the Commonwealth and the nation.

TABLE III-D
COMPARISON OF HOUSEHOLD INCOME AND INDIVIDUAL EARNINGS^(A)

	Household Income				Individual Earnings (Full-Time, Year-Round)			
	2012	2022	% Change	CAGR	2012	2022	% Change	CAGR
Fairfax County								
Median	\$109,383	\$145,165	32.71%	2.87%	\$59,709	\$95,368	59.72%	4.79%
Mean	\$138,632	\$185,205	33.59%	2.94%	\$92,466	\$122,352	32.32%	2.84%
Virginia								
Median	\$63,636	\$87,249	37.11%	3.21%	\$40,754	\$63,335	55.41%	4.51%
Mean	\$86,343	\$120,553	39.62%	3.39%	\$64,426	\$86,949	34.96%	3.04%
U.S.								
Median	\$53,046	\$75,149	41.67%	3.54%	\$35,522	\$57,377	61.53%	4.91%
Mean	\$73,034	\$105,833	44.91%	3.78%	\$57,906	\$79,443	37.19%	3.21%

^(a)Source: 2012 and 2022 ACS 5-Years Estimates. U.S. Census Bureau

As reported by U.S. News and World Report, in terms of median household income, the County ranked the fifth richest in the U.S.¹⁴

HOME VALUES AND OWNERSHIP CHARACTERISTICS

Median home values in the County are greater than the median home values in the Commonwealth and the nation. Increases in median values for owner-occupied homes in the County have lagged the corresponding increases in the nation but have exceeded the corresponding increases in the Commonwealth.

TABLE III-E
MEDIAN HOME VALUE COMPARISON^(A)

Area	Median Home Value (Owner-Occupied Units)			
	2012	2022	% Change	CAGR
Fairfax County	\$480,200	\$666,900	38.88%	3.34%
Virginia	\$249,700	\$339,800	36.08%	3.13%
U.S.	\$181,400	\$281,900	55.40%	4.51%

^(a)Source: 2012 and 2022 American Community Survey 5-Year Estimates. U.S. Census Bureau.

¹³ Source: Economic Initiatives Committee, Fairfax County Office Market dated July 23, 2024.
(https://www.fairfaxcounty.gov/economic-initiatives/sites/economic-initiatives/files/Assets/eic_materials/july-23-2024/Final-4-EIC%20July%202024.pdf)

¹⁴ "The 15 Richest Counties in the U.S." *U.S. News and World Report* (December 20, 2023).

IV. PROJECTED REVENUES

OVERVIEW

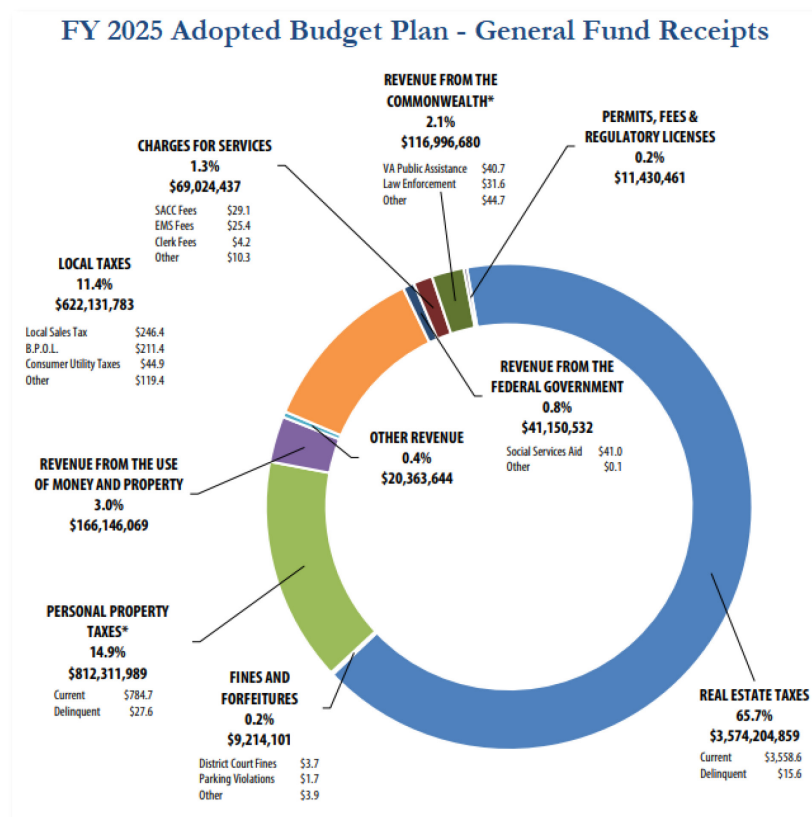
MuniCap reviewed the County's general fund revenues and projected which revenue streams would likely be impacted by the conversion of a vacated office building into a multifamily property.

The County's estimated general fund revenues for the fiscal year ending June 30, 2025, are outlined in **TABLE IV-A** on the following page. The two largest revenue streams are as follows:

- Real property taxes, representing 63.02% of the total general fund revenues
- Personal property taxes, representing 10.60% of the total general fund revenues

Combined, these two revenue sources represent approximately 74% of the general fund revenues. General other taxes represent an additional 11% of the total general fund revenues.¹⁵

FIGURE 6: FISCAL YEAR 2025 GENERAL FUND RECEIPTS



Source: Fairfax County FY 2025 Adopted Budget Plan.

¹⁵ As subsequently described, general other local taxes include local sales tax; business, professional, & occupational license tax; consumer utility tax; and other. Source: *Fairfax County FY 2025 Adopted Budget Plan*.

TABLE IV-A
GENERAL FUND REVENUES^(A)

Fiscal Year 2025 County Revenues		Percentage of General Fund Revenues
Direct Revenues		
<i>Real property taxes</i>	<i>\$3,574,204,859</i>	<i>63.02%</i>
<i>Personal property taxes</i>	<i>\$600,998,045</i>	<i>10.60%</i>
<i>General other local taxes</i>	<i>\$622,131,783</i>	<i>10.97%</i>
Permit, fees, and regulatory licenses	\$11,430,461	0.20%
<i>Fines and forfeitures</i>	<i>\$9,214,101</i>	<i>0.16%</i>
Revenue from use of money and property	\$166,146,069	2.93%
<i>Charges for services</i>	<i>\$69,024,437</i>	<i>1.22%</i>
Revenue from the Commonwealth	\$328,310,624	5.79%
Revenue from the federal government	\$41,150,532	0.73%
Recovered costs/other revenue	\$20,363,644	0.36%
Transfers		
Cable communications	\$2,250,467	0.04%
Integrated pest management	\$159,824	0.00%
Stormwater services	\$1,609,462	0.03%
Leaf collection	\$44,193	0.00%
Refuse collection and recycling operations	\$539,815	0.01%
Refuse disposal	\$802,437	0.01%
I-95 refuse disposal	\$249,596	0.00%
Land development services	\$433,852	0.01%
Sewer operation and maintenance	\$3,434,828	0.06%
<i>Park revenue and operating</i>	<i>\$820,000</i>	<i>0.01%</i>
Beginning Balance	\$218,657,391	3.86%
Total	\$5,671,976,420	100.00%

^(A)Source: *Fairfax County FY 2025 Adopted Budget Plan*. Revenue impacts calculated within the analysis are bolded and italicized.

MuniCap evaluated potential revenue impacts based on either a case study approach or a pro rata approach. Under the case study approach, MuniCap researched the methodology implemented by the County to generate the revenue in question and applied this methodology as applicable. As subsequently described, revenues impacted on a case study basis include the following:

- Real property tax revenues

- Personal property tax revenues
- Utility tax revenues
- Recordation tax revenues
- Business, professional, & occupational license tax revenues
- Sales tax revenues

MuniCap estimated other County revenues using a pro rata approach, as subsequently described in this section.

The remainder of this section includes discussions of specific revenues.

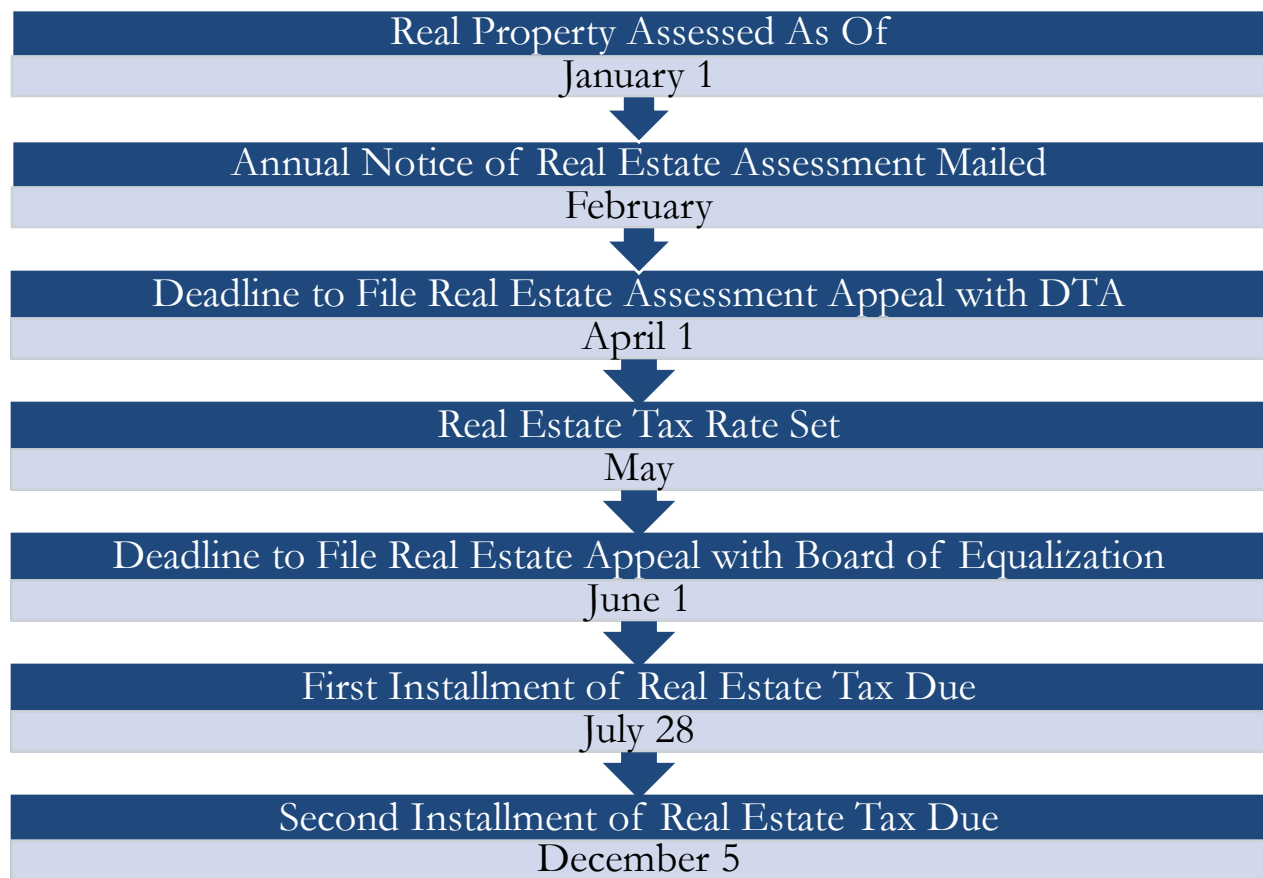
PROJECTED REAL PROPERTY TAX REVENUES

TIMELINE

In the County, property valuation for purposes of taxation is completed by the Department of Tax Administration (the “DTA”). Currently, the DTA determines the assessed value of real property at estimated fair market value as of January 1 of each year.¹⁶

The DTA begins mailing real estate assessment notices to taxpayers in February of each year. Ad valorem real property taxes based on the assessed value as of January 1 are payable in two installments, with the first installment due by July 28 and the second installment due by December 5.

TABLE IV-B
TIMELINE FOR REAL PROPERTY TAX PAYMENTS¹⁷



¹⁶ Source: Fairfax County Department of Tax Administration. (<https://www.fairfaxcounty.gov/taxes/real-estate>)

¹⁷ Source: Fairfax County Department of Tax Administration. (<https://www.fairfaxcounty.gov/taxes/pay/due-dates>)

TAX RATES

Tax rates are set on an annual basis by the Board of Supervisors. The current real property tax rate for fiscal year 2025 is \$1.125 per \$100 of assessed value. To calculate real property tax due, the real property's assessed value is multiplied by the tax rate of \$1.125 per \$100 or $[(X \div 100) \times \$1.125]$. From fiscal years 2014 through 2025, tax rates have increased by 3.69%, which is a compounded average annual increase of 0.33%. **TABLE IV-C** provides historical tax rates in the County over this time frame.

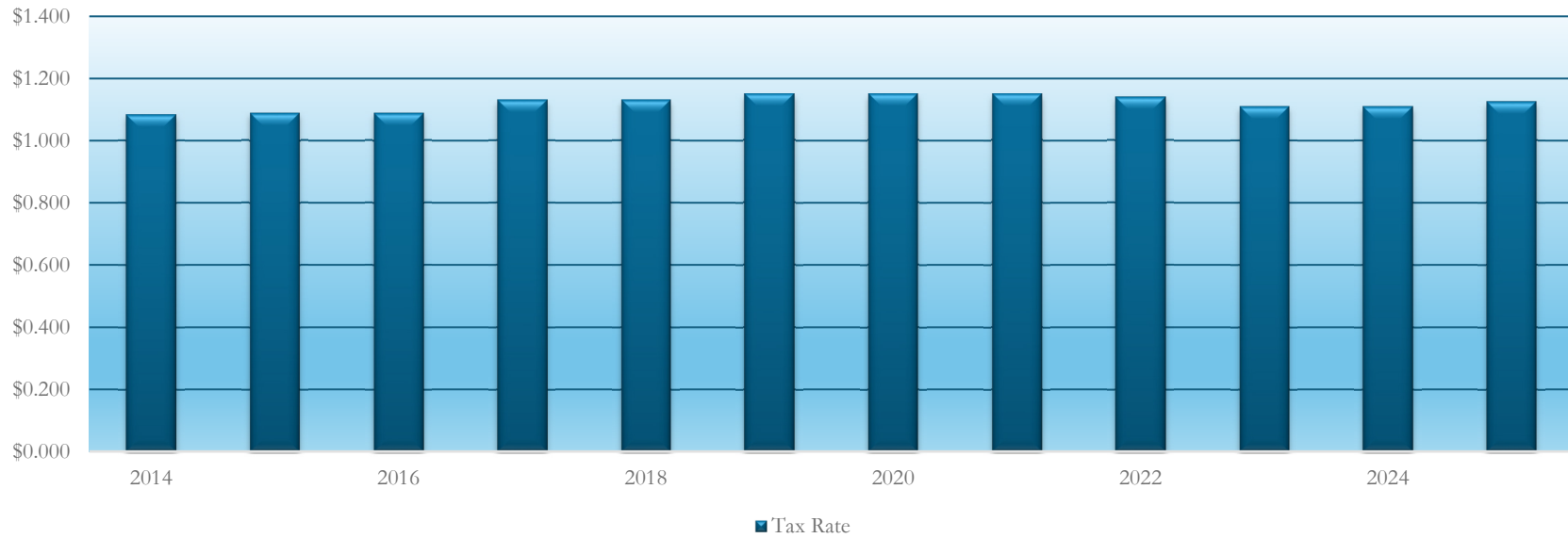
TABLE IV-C
HISTORICAL TAX RATES

Fiscal Year	Tax Rate Per \$100 Assessed Value ^(a)
2014	\$1.085
2015	\$1.090
2016	\$1.090
2017	\$1.130
2018	\$1.130
2019	\$1.150
2020	\$1.150
2021	\$1.150
2022	\$1.140
2023	\$1.110
2024	\$1.110
2025	\$1.125
Overall Increase	3.69%
CAGR	0.33%

^(a)Source for fiscal year 2023 and prior: *Fairfax County Comprehensive Annual Financial Report* (Fairfax County Department of Finance).
Source for fiscal year 2024 and 2025: *Fairfax County FY 2025 Adopted Budget Summary*.

County tax rates have fluctuated in recent years, and it is likely that the tax rate will continue to change in the future; for projecting estimated future real property tax revenues in this report, however, a static rate of \$1.125 per \$100 assessed value is assumed for all scenarios. **CHART 1** on the following page shows the change in tax rate over time.

**CHART 1: HISTORICAL REAL PROPERTY TAX RATES
(PER \$100 OF ASSESSED VALUE)**



VALUATION AND RESULTS

MuniCap reviewed comparable properties intended to be representative of the hypothetical subject property under each scenario. The comparable properties are a recent office-to-multifamily conversion and six existing and underutilized vacant offices.¹⁸ The resultant assessed values are shown below in **TABLE IV-D**.

TABLE IV-D
PROJECTED ASSESSED VALUE

	Multifamily Conversion Scenario	Vacant Office Scenario
Building description	270,767 GSF/240 Units	270,767 GSF
Assessed value per unit/GSF ^(a)	\$332,215	\$70
Total assessed value	\$79,731,640	\$18,926,759

^(a)See Appendix F. Represents properties selected as most comparable for each scenario.

The current tax rate was then applied to the projected assessed value for each scenario calculated as $[(\text{Total assessed value}) \div 100 \times 1.125]$. Results are summarized on the following page in **TABLE IV-E**.

¹⁸ See Appendix F.

TABLE IV-E
PROJECTED REAL PROPERTY TAX REVENUES

Development Use	Units/GSF ^(a)	Value Per Unit/GSF ^(a)	Projected Assessed Value	County Rate Per \$100 A.V. ^(b)	Projected Annual Real Property Tax Revenues	Projected Cumulative Real Property Tax Revenues
Multifamily conversion	240	\$332,215	\$79,731,640	\$1.125	\$896,981	\$26,909,429
Vacant office	270,767	\$70	\$18,926,759	\$1.125	\$212,926	\$6,387,781

^(a)See Appendix A-I.

^(b)Represent the fiscal year 2025 rate. Source: *Fairfax County FY 2025 Adopted Budget Summary*.

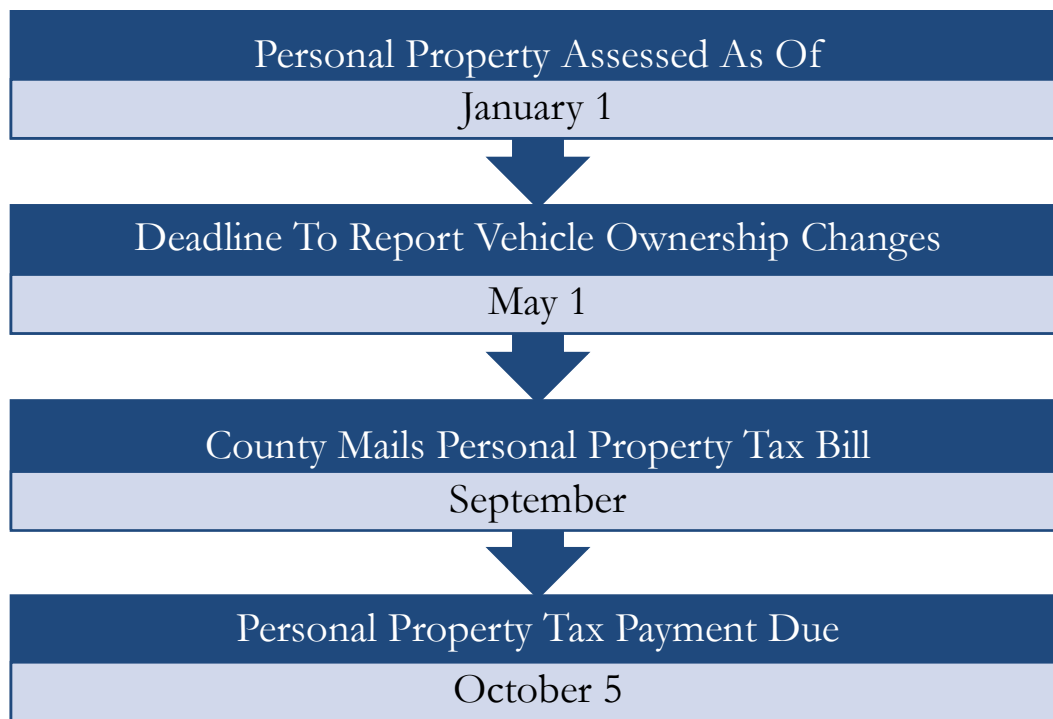
PROJECTED PERSONAL PROPERTY TAX REVENUES AND FEES FROM VEHICLES

The personal property tax structure in the County requires all individuals, businesses, and professionals who own tangible personal property or machinery and tools within the County to file a tax report.

TIMELINE

Personal property tax is calculated based on the total assessed value of the property, with the deadline for filing the return set on May 1 of each calendar tax year. The timeline for the assessment, levy, and collection of personal property taxes is shown below in **Table IV-F**.

TABLE IV-F
TIMELINE FOR PERSONAL PROPERTY TAX PAYMENTS¹⁹



¹⁹ Source: Fairfax County Department of Taxation. (<https://www.fairfaxcounty.gov/taxes/pay/due-dates>)

TAX RATES

The fiscal year 2024 personal property tax rate is \$4.57 per \$100 of assessed value [e.g., (assessed value ÷ \$100) × 4.57]. DTA prorates personal property taxes, meaning new residents are taxed based on the actual time their vehicle has been located in the County. If a resident's vehicle is in the County between the first and the fifteenth of the month, the assessment is for the entire month. Additionally, DTA administers a vehicle registration fee of \$33.00 per year per vehicle.

VALUATION AND RESULTS

MuniCap estimated personal property tax revenues from vehicles by projecting the taxable value of vehicles created by the hypothetical multifamily development and applying the projected effective personal property tax rate.

MuniCap estimated the number of vehicles attributable to multifamily units using vehicles per household data from the Census Bureau *2022 American Community Survey* (226 occupied units × 1.82 projected vehicles per household = 410 projected vehicles).

MuniCap projected average vehicle value at \$20,000 based on information provided by the Fairfax County Department of Management and Budget. This results in estimated personal property tax of \$914 per vehicle [$(\$20,000 \div 100) \times \$4.57 = \$914$].

Using this methodology, total annual projected personal property tax revenues from vehicles are \$374,740 ($410 \times \$914 = \$374,740$) and total annual vehicle registration fees are \$13,530 ($410 \times \$33 = \$13,530$), as summarized in **TABLE IV-G**.

TABLE IV-G
PROJECTED PERSONAL PROPERTY TAX REVENUES

Development Use	Personal Property Tax Revenues ^(a)	Vehicle License Fees ^(a)	Annual Projected Personal Property Tax Revenues	Cumulative Projected Personal Property Tax Revenues
Multifamily conversion	\$374,740	\$13,530	\$388,270	\$11,648,100

^(a)See Appendix A-IV.a.

PROJECTED UTILITY TAX REVENUES

The County collects utility taxes based on the consumption of electricity and natural gas.

TIMELINE

Utility taxes are calculated and assessed monthly based on utility usage as determined by providers. These revenues are generally submitted to the County on or before the last day of the succeeding month of collection.

TAX RATES

In the County, utility tax rates differ depending on the building use class. This study assumes that the hypothetical vacant office is paying under the “commercial” rate for electricity and the “nonresidential rate” for natural gas. Upon conversion to multifamily, the building is assumed to pay under the “master-metered apartment” rate for both utility tax categories.

TABLE IV-H
FAIRFAX COUNTY UTILITY TAX RATES

Building Use Class	Minimum Tax	Rate per kWh/CCF	Maximum Tax
Electricity			
Master-metered apartments	\$0.56	\$0.00323	\$4.00
Commercial	\$1.15	\$0.00594	\$1,000
Natural gas			
Master-metered apartments	\$0.56	\$0.01192	\$4.00
Nonresidential	\$0.85	\$0.04794	\$300

^(a)Source: Fairfax County Code of Ordinances Chapter 4 Article 6.1.

For electricity tax bills, tax rates for master-metered apartments start with a base monthly minimum tax of \$0.56, with an additional rate of \$0.00323 per kWh applied to each apartment’s usage up to a cap of \$4.00 per unit each month. Similarly, commercial buildings start with a base monthly minimum electricity tax of \$1.15, with an additional rate of \$0.00594 per kWh applied to the buildings usage up to a monthly cap of \$1,000 per consumer.²⁰

CONSUMPTION AND RESULTS

To estimate approximate consumption under the Multifamily Conversion Scenario, MuniCap reviewed annual average annual electricity (6,093 kWh per unit) and natural gas (226 CCF per unit) consumption for multifamily units and applied these rates to the total number of occupied units.²¹ For the Vacant Office Scenario, MuniCap reviewed the average annual electricity (3.90 kWh per SF) and

²⁰ Vacant Office Scenario assumes one consumer for building.

²¹ Based on multifamily consumption for each energy type. Source: Annual Household Site Fuel Consumption in the U.S. – Total and Averages, 2020 prepared by Energy Information Administration.

natural gas (0.19 CCF per SF) for vacant buildings and applied these consumption amounts to the total number of vacant office square feet.²²

The total electricity tax revenues for the Multifamily Conversion Scenario is estimated as follows:

$$\begin{aligned} & \textit{Total estimated usage} \\ 226 \text{ units} \times 6,093 \text{ annual kWh per unit} &= 1,374,581 \text{ kWh per year} \\ & \textit{Total estimated tax (excluding minimum)} \\ 1,374,581 \text{ kWh per year} \times \$0.00323 \text{ tax rate} &= \$4,440 \\ & \textit{Total estimated tax per month (building)} \\ \$4,440 \div 12 \text{ months} &= \$369.99 \\ & \textit{Total estimated tax per month per unit (excluding minimum)} \\ \$369.99 \div 226 \text{ occupied units} &= \$1.64 \text{ per unit} \\ & \textit{Total estimated tax per month per unit (including minimum)} \\ \$1.64 + \$0.56 \text{ base tax} &= \$2.20 \text{ monthly tax per unit} \\ & \textit{Total estimated annual tax revenue} \\ \$2.20 \times 226 \text{ occupied units} \times 12 \text{ months} &= \$5,956 \text{ annual utility tax revenue} \end{aligned}$$

This same methodology is applied under the Vacant Office Scenario based on the aforementioned rates.

Natural gas bills are structured similarly to those for electricity, with a floor and ceiling for each building use class. Natural gas tax rates are per CCF (centum cubic feet) of gas used. The master-metered apartments start with a base monthly minimum tax of \$0.56 per unit, with an additional rate of \$0.01192 per CCF, up to a cap of \$300 per unit. For nonresidential uses, the base monthly minimum tax is \$0.85 with an additional rate of \$0.04794 per CCF, up to a cap of \$300 per bill. The total natural gas revenues for the Multifamily Conversion Scenario are calculated in a similar way to the electricity revenues, calculated as follows:

$$\begin{aligned} & \textit{Total estimated usage} \\ 226 \text{ units} \times 226 \text{ annual CCF per unit} &= 50,986 \text{ CCF per year} \\ & \textit{Total estimated tax (excluding minimum)} \\ 50,986 \text{ CCF per year} \times \$0.011920 \text{ tax rate} &= \$608 \\ & \textit{Total estimated tax per month (building)} \\ \$608 \div 12 \text{ months} &= \$50.65 \end{aligned}$$

²² Based on vacant building category. Source: *Electricity Consumption Totals and Conditional Intensities by Building Activity Subcategories, 2018* and *Natural Gas Consumption Totals and Conditional Intensities by Building Activity Subcategories, 2018* prepared by Energy Information Administration.

Total estimated tax per month per unit (excluding minimum)
 $\$50.65 \div 226 \text{ occupied units} = \0.21 per unit

Total estimated tax per month per unit (including minimum)
 $\$0.21 + \$0.56 \text{ base tax} = \$0.77 \text{ monthly tax per unit}$

Total estimated annual tax revenue
 $\$0.77 \times 226 \text{ occupied units} \times 12 \text{ months} = \$2,087 \text{ annual utility tax revenue}$

This same methodology is also used for the Vacant Office Scenario based on the aforementioned rates.

TABLE IV-I
PROJECTED UTILITY TAX REVENUES²³

Development Use	Electric ^(a)	Natural Gas ^(a)	Projected Annual Utility Tax Revenues	Projected Cumulative Utility Tax Revenues
Multifamily conversion	\$5,956	\$2,087	\$8,043	\$241,297
Vacant office	\$6,286	\$2,502	\$8,789	\$263,664

^(a)See Appendix A-V.c and Appendix A-XIV.c.

²³ On top of the various County rates, there are applicable statewide utility tax rates, such as a statewide 5% tax on all telephone services, as well as cable/satellite services. These calculations are not reflected within this analysis.

PROJECTED RECORDATION TAX REVENUES

The local recordation tax in the County is equal to one-third of the amount of the Commonwealth recordation tax as identified in the *Code of Virginia Section 58.1-3800*.²⁴ The current rate is \$0.25 per \$100 of actual value of the property rounded to the next highest \$100. The County receives one third of the \$0.25 rate or \$0.083 per \$100 rounded to the next highest \$100. Grantor tax is recorded at a rate of \$0.50 per \$500 rounded to the next \$500.²⁵ The fee is split 50-50 between the Commonwealth and locality, meaning the Commonwealth receives \$0.25 per \$500 and the remaining \$0.25 goes to the County.²⁶

This analysis assumes that recordation tax is completed in the initial year of repurposing the hypothetical vacant office to multifamily. As such, the recordation tax is seen as a one-time impact and is not a recurring revenue source.

TABLE IV-J
PROJECTED ONE-TIME RECORDATION TAX REVENUES^(A)

Development Use	Projected Market Value of Transactions	Projected Grantee Recordation Tax	Projected Grantor Recordation Tax	Total Projected One-Time Recordation Tax Revenues
Multifamily conversion	\$79,731,640	\$66,443	\$39,866	\$106,309

^(A)See Appendices A-VI.a and A-VI.b.

²⁴ Source: <https://law.lis.virginia.gov/vacode/title58.1/chapter38/section58.1-3800/>

²⁵ Source: Fairfax Circuit Court. Land Records Recordation Taxes and Fees.

²⁶ Source: Circuit Court Fee Schedule. (https://www.vacourts.gov/caseinfo/circuit_deed_fee_schedule.pdf)

PROJECTED BUSINESS, PROFESSIONAL & OCCUPATIONAL LICENSE TAX

The County levies a business professional, and occupational license (“BPOL”) tax structure on all businesses operating in the County, based on gross receipts.

TIMELINE

The County requires all businesses to renew their BPOL license annually. Both filing and payment are due by March 1 each year.

TAX RATES

The license tax amount is determined by the prior year’s gross receipts. **TABLE IV-K** shows the current applicable BPOL tax rates based on gross receipts.

TABLE IV-K
COUNTY BPOL TAX RATES (GROSS RECEIPT STRUCTURE)²⁷

<u>BPOL Flat Fees and Rates</u> ^(a)	
Gross Receipts	Fee ^(b)
\$10,000<	\$0
\$10,001 - \$50,000	\$30
\$50,001 - \$100,000	\$50
\$100,000>	BPOL tax rate applied to gross receipts

^(a)Source: Fairfax County Department of Tax Administration.

<https://www.fairfaxcounty.gov/taxes/business/understanding-bpol-tax>

^(b)Tax rates based on business type are identified in the Fairfax County Code Section 4-7.2.

GROSS RECEIPTS AND RESULTS

MuniCap projected BPOL tax revenues for the Multifamily Conversion Scenario by applying the assumed vacancy rate to the converted units to determine the occupied units. MuniCap then applied an average effective rent of \$2,650, based on information provided by CoStar, to project \$ annual gross receipts ($\$2,650 \times 226 = \$7,174,080$). According to the Fairfax County Code, business that include rental of houses, apartments, and commercial property are subject to a rate of \$0.26 per \$100 of gross receipts.²⁸ As such, this rate was applied to the projected \$7,174,080 to estimate an annual BPOL license tax of \$18,653 calculated as $[(\$7,174,080 \div 100) \times \$0.26 = \$18,653]$. BPOL license tax was not calculated for the Vacant Office Scenario, as that development use is not anticipated to generate any revenues.

²⁷ Source: Fairfax County Department of Tax Administration.

(<https://www.fairfaxcounty.gov/taxes/business/understanding-bpol-tax>)

²⁸ Fairfax County, Virginia – Code of Ordinances – Chapter 4 Article 7.2.

(https://library.municode.com/va/fairfax_county/codes/code_of_ordinances?nodeId=FACOCO_CH4TAFI_ART7.2BUPROCLITA)

TABLE IV-L
PROJECTED BUSINESS, PROFESSIONAL & OCCUPATIONAL LICENSE TAX REVENUES^(A)

Development Use	Occupied Units	Gross Receipts	BPOL Tax Per \$100	Annual BPOL Tax Revenue	Cumulative BPOL Tax Revenue
Multifamily conversion	226	\$7,174,080	\$0.26	\$18,653	\$559,578

^(a)See Appendix A-VII.

PROJECTED SALES TAX REVENUES

The County receives a portion of the sales tax levied by the Commonwealth on taxable sales. While rent is not considered taxable, this analysis assumes that new residents under the Multifamily Conversion Scenario will generate additional sales activity within the County, as subsequently described. MuniCap estimated Sales Tax Revenues levied upon such additional activity.

TIMELINE

Sales taxes are collected by the Commonwealth either on 20th of the month following the close of the filing period or quarterly filings for the period ending March 31, June 30, September 30 and December 31.

TAX RATES

The total general sales tax is 6%, with 4.3% pledged to the Commonwealth, 1% pledged to the County, and an additional 0.7% pledged to the Commonwealth for transportation-related expenses. Forecasts herein are based solely on the County's 1% share of the overall tax rate.

SALES AND RESULTS

This analysis evaluates the estimated increase in sales tax revenue that would be generated by additional County residents projected under the Multifamily Conversion Scenario. MuniCap first reviewed the estimated sales tax per household for fiscal year 2025 as identified within the Trends and Demographics section of the County's *Fiscal Year 2025 Advertised Budget Plan*, which suggest that the estimated tax per household is \$571.08.²⁹ MuniCap then reviewed the *Fairfax County Demographics Report* for 2023, prepared by the Economic, Demographic and Statistical Research Department of Management and Budget to determine an average household size of 2.77 persons per household in the County.³⁰ To estimate sales tax per person, MuniCap divided the estimated tax per household by the average household size and applied that to the projected resident increase or $[(\$571.08 \div 2.77) \times 587]$.

This analysis also assumes that not all sales tax revenues will be generated from residents only but also a portion will be generated from the increase in service population. To account for the estimated sales tax revenues that would be generated from service population, this analysis estimates that 10% of sales revenues are generated by businesses and non-residents. To calculate this, MuniCap multiplied the local sales tax revenues (\$246,400,00) as identified in *Fairfax County Fiscal Year 2025 Adopted Budget Plan* by 10%. The adjusted amount estimated to be attributable to businesses and non-residents was then divided by the current employee population and the result was multiplied by the estimated increase in service population or $[(\$24,640,000 \div 400,279 = \$61.56) \times 3 = \$186]$.

²⁹ Source: Fairfax County Department of Management and Budget.
(<https://www.fairfaxcounty.gov/budget/sites/budget/files/Assets/Documents/fy2025/advertised/overview/Trends%20and%20Demographics.pdf>)

³⁰ Source: Economic, Demographic and Statistical Research Department of Management and Budget.
(<https://www.fairfaxcounty.gov/demographics/sites/demographics/files/Assets/demographicreports/fullrpt.pdf>)

TABLE IV-M
PROJECTED SALES TAX REVENUES

Development Use	Adjusted Projected Increase in Resident Sales Tax Revenues^(a)	Projected Increase in Non- resident Sales Tax Revenue^(b)	Annual Projected Increase in Sales Tax Revenue	Cumulative Projected Increase in Sales Tax Revenue
Multifamily conversion	\$108,918	\$197	\$109,114	\$3,273,430

^(a)See Appendix A-VIII.a.

^(b)See Appendix A-VIII.b.

ADDITIONAL COUNTY REVENUES

In addition to the County Revenues estimated using a case study approach, MuniCap estimated certain additional County revenues on a pro rata basis, using either resident population or service (resident and employee) population. This approach involves reviewing the budget and identifying those revenues anticipated to increase under the Multifamily Conversion Scenario. MuniCap prorated current revenues according to the existing resident or service populations. MuniCap then applied the resultant pro rata revenue per population member to the estimated population increase under the Multifamily Conversion Scenario.

SERVICE POPULATION ADDITIONAL REVENUES

Fines and forfeitures

- Includes district court fines, parking violation fees, and other fees. Of the total line item, approximately 17% of the fine and forfeitures revenues are derived from parking violations. The fiscal impacts stated herein forecast a prorated increase in this portion of the line item only. Other revenue streams within this line item are not assumed to be impacted.

Charges for services

- Includes EMS fees, school-age childcare fees, clerk fees and other fees. Of the total line item, 78% of the charges for services revenue stream are derived from EMS fees and school-age childcare fees. Accordingly, the fiscal impacts stated herein forecast a prorated increase to 78% of the “charges for services line” item, as previously identified. Other revenue streams within this line item are not assumed to be impacted.

RESIDENT POPULATION ADDITIONAL REVENUES

Park revenue and operating

- This line item represents revenues generated from County parks. The fiscal impacts stated herein assume that 100% of this revenue stream will be impacted based on the projected resident population increase under the Multifamily Conversion Scenario.

These additional County revenues are only estimated under the Multifamily Conversion Scenario, as the Vacant Office Scenario is not anticipated to generate any additional resident or service population and thus is not expected to generate any corresponding prorated revenues.

TABLE IV-N
PROJECTED ADDITIONAL REVENUES

Annual Revenues	Basis for Projecting Revenues	Pro Rata Factor		Total Additional Revenues
		Per Resident	Service Population	
Direct Revenues				
Fines and forfeitures	service population	-	\$1.02	\$603
Charges for services	service population	-	\$34.35	\$20,269
Transfers				
Park revenue and operating	per resident	\$0.69	-	\$406
Total annual additional revenues				\$21,279
Total cumulative additional revenues				\$638,361

^(a)See Appendix A-IX.a and Appendix A-IX.b.

V. PROJECTED EXPENDITURES

MuniCap projected County expenditures on a pro rata basis using resident and service populations, similar to the approach used for projecting additional County revenues. Per resident factors apply to total residents or the population of the County, while service population factors apply to the total resident population plus the employment population, including employees who live outside of the County.

Resident and service population metrics were unavailable for the Vacant Office Scenario. As such, MuniCap adopted a pro rata expenditure based on real property tax revenues under this scenario.³¹

All projected expenditures are calculated on a pro rata basis. MuniCap reviewed *Fairfax County Fiscal Year 2025 Adopted Budget Plan* and determined line items that would likely be impacted by each development scenario and then applied the pro rata expenditure to the anticipated service population and residential population increase, or in the case of the Vacant Office Scenario, the pro rata real property tax revenue per \$1,000 of real property tax revenues.

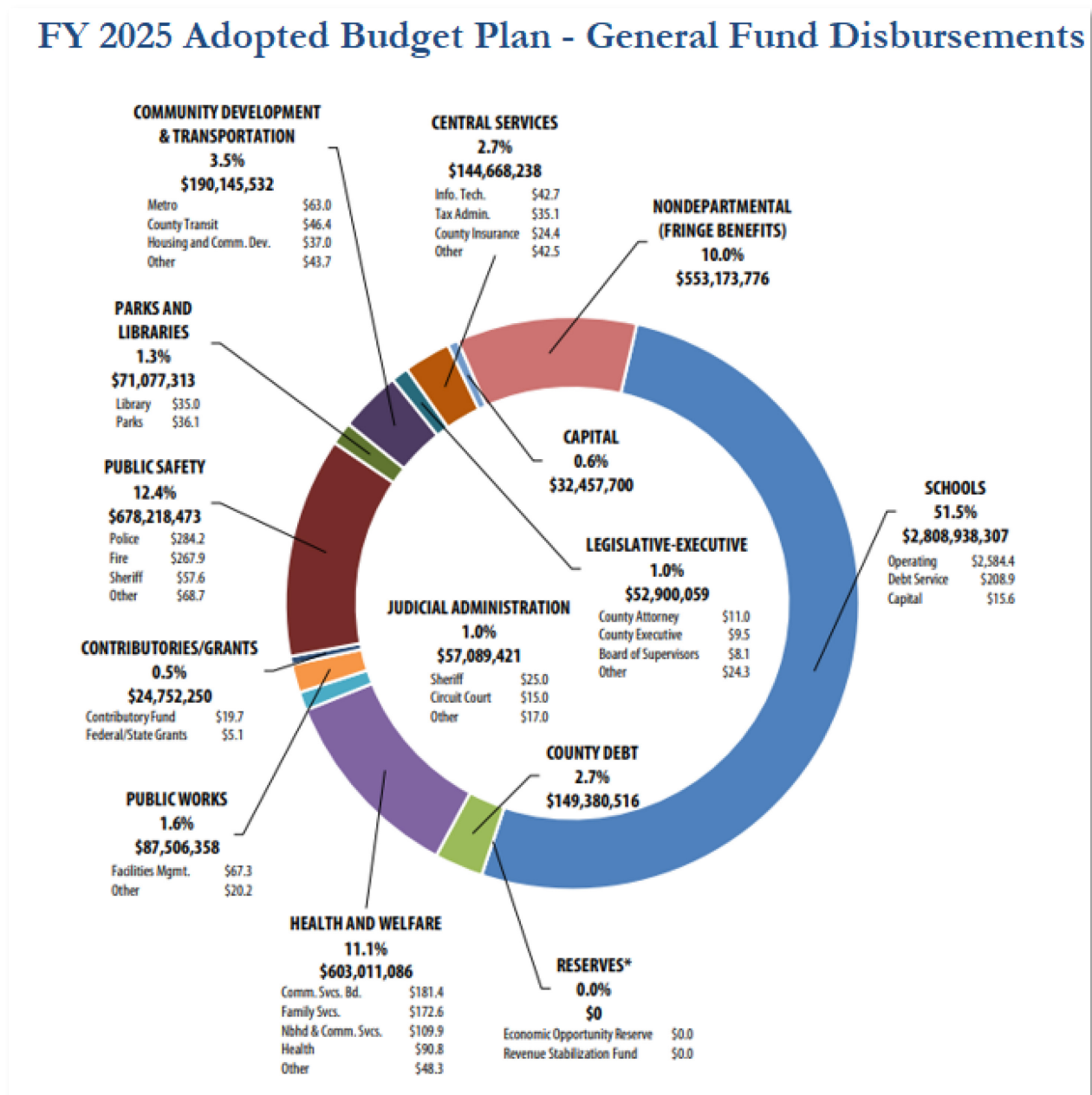
The fiscal year 2025 general fund expenditures are outlined in **TABLE V-A** on the following page. The three largest expenditures are as follows:

- Transfers out, representing 60.11% of the total general fund expenditures
 - 45.56% of transfers out are allocated to school operating costs
- Public safety expenditures, representing 11.66% of the total general fund expenditures
- Nondepartmental expenditures, representing approximately 9.74% of the total general fund expenditures

Combined, these three expenditures represent approximately 81.51% of the general fund expenditures.

³¹ Based on discussions with County personnel, the Vacant Office Scenario would still generate public safety expenditures for the County. MuniCap forecasted related to these expenditures only.

FIGURE 7: FISCAL YEAR 2025 GENERAL FUND DISBURSEMENTS



Source: Fairfax County FY 2025 Adopted Budget Plan.

TABLE V-A
GENERAL FUND EXPENDITURES^(A)

Fiscal Year 2025 County Expenditures		Percentage of General Fund Expenditures
Legislative-Executive Functions / Central Services	\$161,872,540	2.85%
<i>Judicial Administration</i>	<i>\$55,922,525</i>	<i>0.99%</i>
<i>Public Safety</i>	<i>\$661,467,831</i>	<i>11.66%</i>
Public Works	\$87,506,358	1.54%
<i>Health and Welfare</i>	<i>\$373,247,853</i>	<i>6.58%</i>
Park and Libraries	\$71,077,313	1.25%
Community Development	\$80,703,215	1.42%
Nondepartmental	\$552,173,776	9.74%
Transfers out		
<i>School operating</i>	<i>\$2,584,409,875</i>	<i>45.56%</i>
Other transfers	\$824,937,743	14.54%
Managed reserve	\$218,428,265	3.85%
Reserve for one-time requirements	\$229,126	0.00%
Total expenditures	\$5,671,976,420	100.00%

^(a)Source: Fairfax County FY 2025 Adopted Budget Plan.

MULTIFAMILY CONVERSION SCENARIO

The estimated expenditures below are impacted at 100% (i.e., the entire budget line item is assumed to increase based on residents or service population). This analysis assumes that the operating cost for public safety and facilities management would increase with the estimated increase in service population. Similarly, this analysis assumes that health and welfare services and parks and library services would be utilized by the residents and would increase the operation cost of both categories with the estimated increase in resident population. Finally, student expenditures are anticipated to be the costliest expenditure and are impacted based on the estimated increase in students in the Fairfax County Public School system.

SERVICE POPULATION EXPENDITURES

Judicial administration

- Office of the Sheriff

Public Safety

- Police Department
- Office of the Sheriff
- Fire and Rescue Department
- Department of Emergency Management and Security
- Department of Animal Sheltering

Public Works

- Facilities Management Department

RESIDENT POPULATION EXPENDITURES

Health and welfare

- Department of Family Services
- Health Department
- Department of Neighborhood and Community Services

Parks and libraries

- Fairfax County Park Authority
- Fairfax County Public Library

STUDENT EXPENDITURES

Transfers out

- School operating

TABLE V-B on the following page shows the total expenditures for the Multifamily Conversion Scenario on an annual and cumulative basis.

TABLE V-B
PROJECTED MULTIFAMILY CONVERSION SCENARIO EXPENDITURES^(A)

Annual Expenditures	Basis for Projecting Expenditures	Pro Rata Factor			Total Expenditures
		Per Resident	Service Population	Per Student	
Judicial Administration					
Office of the Sheriff	Service Population	-	\$16.02	-	\$9,449
Public Safety					
Police Department	Service Population	-	\$181.98	-	\$107,368
Office of the Sheriff	Service Population	-	\$36.87	-	\$21,755
Fire and Rescue Department	Service Population	-	\$171.56	-	\$101,219
Department of Emergency Management and Security	Service Population	-	\$5.48	-	\$3,232
Department of Animal Sheltering	Service Population	-	\$3.80	-	\$2,242
Public Works					
Facilities Management Department	Service Population	-	\$43.11	-	\$25,433
Health and Welfare					
Department of Family Services	Per Resident	\$145.51	-	-	\$85,417
Health Department	Per Resident	\$76.56	-	-	\$44,939
Department of Neighborhood and Community Services	Per Resident	\$92.64	-	-	\$54,379
Park and Libraries					
Fairfax County Park Authority	Per Resident	\$30.42	-	-	\$17,858
Fairfax County Public Library	Per Resident	\$29.51	-	-	\$17,321
Transfers out					
School operating	Per Student	-	-	\$14,279.93	\$342,718
Total annual expenditures					\$833,332
Total cumulative expenditures					\$24,999,958

^(A)See Appendix A-XI.a and Appendix A-XI.b.

VACANT OFFICE SCENARIO

MuniCap estimated Vacant Office Scenario expenditures on a pro rata basis using real property tax revenues. Unlike the Multifamily Conversion Scenario, the Vacant Office Scenario is not projected to result in an increase in resident, service, or employment populations. Nonetheless, public safety impacts are still anticipated. To estimate these costs, MuniCap compared the estimated real property tax revenues from the hypothetical vacant office building and compared this amount to the total real property tax revenues within the County. The resultant ratio was applied to Countywide public safety expenditures to estimate annual expenditures related to public safety under the Vacant Office Scenario.

Judicial Administration

- Office of the Sheriff

Public Safety

- Police Department
- Office of the Sheriff
- Fire and Rescue Department
- Department of Emergency Management and Security

TABLE V-C on the following page shows the total projected expenditures under the Vacant Office Scenario on an annual and cumulative basis.

TABLE V-C
PROJECTED VACANT OFFICE SCENARIO EXPENDITURES^(A)

Annual Expenditures	Basis for Projecting Expenditures	Pro Rata Factor	Total Expenditures
		Per \$1,000 Real Property Tax Revenues	
Judicial Administration			
Office of the Sheriff	property tax revenues	\$7.00	\$1,490
Public Safety			
Police Department	property tax revenues	\$79.51	\$16,930
Office of the Sheriff	property tax revenues	\$16.11	\$3,430
Fire and Rescue Department	property tax revenues	\$74.96	\$15,960
Department of Emergency Management and Security	property tax revenues	\$2.39	\$510
Total annual expenditures			\$38,320
Total cumulative expenditures			\$1,149,588

^(A)See Appendix A-XV.a and Appendix A-XV.b.

VI. NET FISCAL IMPACTS

NET FISCAL IMPACT

Based on the estimated revenues and expenditures for each scenario, the Multifamily Conversion Scenario is estimated to generate \$425,613 in additional revenues annually and \$12,874,688 in additional revenues cumulatively over the Vacant Office Scenario. **TABLE VI-A** on the following page shows the net fiscal impact for both scenarios and the delta between the two scenarios.

Based on the results of this study, the County is estimated to receive greater net fiscal impact under the Multifamily Conversion Scenario. A large portion of this increase in revenues is attributable to real property tax revenues and personal property taxes for vehicles. The largest projected expenditure under the Multifamily Conversion Scenario is from the additional students that would be added to the Fairfax County Public School system. Despite this increase in expenditures, the estimated net revenues under the Multifamily Conversion Scenario result in a larger positive fiscal impact to the County's general fund than the estimated net revenues under the Vacant Office Scenario.

TABLE VI-A
NET FISCAL IMPACT

Development Use	Total Projected Revenues ^(a)	One-time Recordation Revenues ^(b)	Total Projected Expenditures ^(a)	Annual Net Fiscal Impact to the County	Cumulative Net Fiscal Impact to the County
Multifamily Conversion	\$1,442,340	\$106,309	(\$833,332)	\$609,008	\$18,376,546
Vacant Office	\$221,715	-	(\$38,320)	\$183,395	\$5,501,857
Delta				\$425,613	\$12,874,688

^(a)See Appendix A-XII and Appendix A-XVI.

^(b)See Appendix A-X.

VII. SUMMARY OF APPENDICES

APPENDIX A – FISCAL IMPACT ANALYSIS

APPENDIX A provides detailed calculations of revenues and expenditures, as previously discussed.

APPENDIX B – REVENUES AND COSTS TO FAIRFAX COUNTY (ALLOCATION FACTORS)

APPENDIX B provides current allocation factors in the County such as permanent population, employed population, service population, student enrollment and current real property tax revenues to the County. These metrics are specifically used to calculate pro rata impacts for additional revenues and expenditures. Also identified in APPENDIX B are the projected population increases to the County under the Multifamily Conversion Scenario and the projected real property tax revenues from each scenario. The increases to these allocation factors are used to project increases in revenues and expenditures under the relevant scenario.

APPENDIX C – PROJECTED EMPLOYEES

APPENDIX C outlines the methodology used to estimate employees as a result of the Multifamily Conversion Scenario. The National Apartment Association created a document titled *Best Practices – Staffing Considerations* dated June 8, 2020. This document suggests staffing of one full-time office employee and one full-time maintenance employee per every one hundred units, resulting in 0.02 employees per unit calculated as $(2 \div 100 = 0.02)$. MuniCap applied this employee per unit rate to the sample development to estimate a rounded total of five employees $(240 \times 0.02 = 4.80)$. The estimated employees are later used in APPENDIX D to estimate the service population increase.

TABLE VII-A
PROJECTED EMPLOYEES

Development Use	Units ^(a)	Employees Per Unit ^(b)	Total Projected Employees
Multifamily conversion	240	0.02	5

^(a)See Appendix A-I.

^(b)Represents one full-time office employee and one full-time maintenance employee per every 100 units. Source: National Apartment Association Best Practices - Staffing Considerations, dated June 8, 2020.

APPENDIX D – PROJECTED RESIDENTS AND SERVICE POPULATION

APPENDIX D summarizes the methodology used to estimate the resident increase as a result of the Multifamily Conversion Scenario. A 6% vacancy rate is applied to the total units to estimate the number of occupied units. Occupied units are then multiplied by the estimated residents per renter-occupied unit (2.60), based on U.S. Census Data, and calculated as $(226 \times 2.60 = 587)$.

APPENDIX B provides the current percentage of employees estimated to be living outside of the County. To estimate the increase in service population, MuniCap applied this percentage to the estimated employees as a result of the Multifamily Conversion Scenario. The projected residents and

the projected non-resident employees are added together to estimate the projected service population increase as seen in **TABLE VII-B**.

TABLE VII-B
PROJECTED RESIDENTS AND SERVICE POPULATION

Development Use	Occupied Units ^(a)	Residents Per Unit ^(b)	Total Projected Residents	Projected Non-Resident Employees ^(c)	Projected Service Population
Multifamily conversion	226	2.60	587	3	590

^(a)Represents occupied units after applying a 6% vacancy rate to estimated units. See Appendix D.

^(b)See Appendix B.

^(c)See Appendix D.

APPENDIX E – PROJECTED STUDENTS

APPENDIX E outlines the methodology used to estimate students under the Multifamily Conversion Scenario. MuniCap multiplied the estimated occupied units by the countywide student yield ratios for mid/high-rise multifamily as provided in the Fairfax County Public Schools Student Yield Ratios and Proffer Contributions dated May 23, 2022. This results in an estimated twenty-four additional students calculated as $(226 \times 0.108 = 24)$.

TABLE VII-C
PROJECTED STUDENTS

Development Use	Occupied Units ^(a)	Students Per Unit ^(b)	Total Projected Students
Multifamily conversion	226	0.108	24

^(a)See Appendix B.

^(b)Represents countywide student yield ratios for mid/high-rise multifamily in Fairfax County Public Schools from school year 2019-2020. Source: Fairfax County Public Schools Student Yield Ratios and Proffer Contribution dated May 23, 2022.

APPENDIX F – COMPARABLE PROPERTIES

MuniCap researched comparable properties within the County that fit within the scope of both hypothetical scenarios. For the Multifamily Conversion Scenario, the selected comparable property represents a multifamily building that was recently converted from a vacant office. For the Vacant Office Scenario, the selected comparable properties represent six existing and underutilized office buildings within the County, as seen in **TABLE VII-D** on the following page.

TABLE VII-D
COMPARABLE PROPERTIES

Development	Account Identifier	Year Built	Address	Property Area		Assessed Value			Most Comparable A.V.	
				GSF	Units	Total	Per GSF	Per Unit	Per GSF	Per Unit
Multifamily										
The Parker	0831-01-0034D	2015	2550 Huntington Ave	365,777	360	\$125,053,580	\$342	\$347,371	-	-
Riverside Apartments	0833-01-0101	1971	5860 Cameron Run Ter	1,278,930	1,222	\$241,738,380	\$189	\$197,822	-	-
The Courts at Huntington	0833-41-C1	2009	5950 Grand Pavilion Way Ste C1	276,527	202	\$42,559,890	\$154	\$210,693	-	-
The Courts at Huntington	0833-41-C2	2009	5960 Grand Pavilion Way Ste C2	276,527	202	\$41,647,890	\$151	\$206,178	-	-
The Courts at Huntington	0833-42-C1	2011	5963 Grand Pavilion Way Ste C1	273,360	219	\$41,170,860	\$151	\$187,995	-	-
The Courts at Huntington	0833-42-C2	2011	5973 Grand Pavilion Way Ste C2	273,360	219	\$41,307,660	\$151	\$188,619	-	-
The Shelby	0833-43-A	2014	6200 North Kings Hwy	244,229	240	\$77,857,100	\$319	\$324,405	-	-
Beacon of Groveton	0931-38010001A	2012	6850 Richmond Hwy	310,852	290	\$79,428,150	\$256	\$273,890	-	-
The Russell at Reston Station	0174-12-0011B1	2020	11500 Commerce Park Dr	267,665	260	\$90,650,980	\$339	\$348,658	-	-
Signature	0171-37-0004	2018	11850 Freedom Dr	642,011	508	\$189,298,290	\$295	\$372,634	-	-
Harrison at Reston Town Center	0172-01-0024	2015	1800 Jonathan Wy	560,356	360	\$141,899,520	\$253	\$394,165	-	-
Excelsior Parc Apartments	0174-01-0007B	2018	1897 Oracle Wy	532,480	457	\$144,746,240	\$272	\$316,731	-	-
Aperture at Reston Station	0174-19-A	2017	11410 Reston Station Blvd	416,599	421	\$122,323,390	\$294	\$290,554	-	-
The Avant at Reston Town Center	0173-20-0300	2013	12025 Town Square St	414,956	359	\$128,032,630	\$309	\$356,637	-	-
Vy Reston Heights	0173-21-0001A	2018	11842 Sunrise Valley Dr	394,900	385	\$102,200,360	\$259	\$265,455	-	-
The Kingston at McLean Crossing	0303-28-010001A	2018	7480 Birdwood Rd	338,000	319	\$113,000,660	\$334	\$354,234	-	-
Haden	0303-01-0006A	2015	1575 Anderson Rd	475,471	425	\$160,087,940	\$337	\$376,678	-	-
Lumen at Tysons	0293-01-0076B	2019	8334 Leesburg Pike	414,790	398	\$154,658,520	\$373	\$388,589	-	-
Nouvelle	0294-07-0001B	2015	7903 Westpark Dr	516,666	461	\$171,492,550	\$332	\$372,001	-	-
Three Collective - Skyline 1	0623-01-0033	1972/2023	5205 Leesburg Pike	270,767	240	\$79,731,640	\$294	\$332,215	\$294	\$332,215
Three Collective - Skyline 2	0623-01-0030	1979/2023	5203 Leesburg Pike	271,026	-	\$53,038,810	\$196	-	-	-
Three Collective - Skyline 3	0623-01-0035	1980/2023	5201 Leesburg Pike	271,026	-	\$46,776,220	\$173	-	-	-
Average							\$262	\$305,276	\$294	\$332,215
Vacant Office ^(b)										
One Skyline Place(c)	0623-01-0033	1972	5205 Leesburg Pike	270,767	-	\$4,730,980	\$17	-	-	-
Two Skyline Place(c)	0623-01-0030	1979	5203 Leesburg Pike	271,026	-	\$7,457,450	\$28	-	-	-
Three Skyline Place(c)	0623-01-0035	1980	5201 Leesburg Pike	271,026	-	\$3,809,950	\$14	-	-	-
South Tower	0392-01-0047A	1986	7799 Leesburg Pike	192,808	-	\$12,398,700	\$64	-	\$64	-
Hunters Branch 1	0484-01-0001L1	1987	9300 Lee Highway	221,697	-	\$13,785,000	\$62	-	\$62	-
11600 American Dream Way	0174-01-0035D	1996	11600 American Dream Way	400,664	-	\$25,561,360	\$64	-	\$64	-
Reston Commons	0174-01-0029A	2002	11487 Sunset Hills Road	140,381	-	\$12,527,280	\$89	-	\$89	-
Woodland Pointe	0164-01-0044	2008	2200 Woodland Pointe Avenue	191,870	-	\$14,327,200	\$75	-	\$75	-
Coppermine Commons III	0154-01-0022A2	2001	2525 Network Place	213,708	-	\$13,936,160	\$65	-	\$65	-
Average							\$53	-	\$70	-

^(a)Represents assessed value as of January 1, 2024 as reported by Fairfax County Department of Tax Administration as accessed March 2024.

^(b)One Skyline Place, Two Skyline Place, and Three Skyline Place have been identified within the County's Economic Incentive Program.

^(c)Represents assessed value of the building prior to conversion to multifamily. Values shown as of January 1, 2020 as reported by Fairfax County Department of Tax Administration as accessed March 2024.

VIII. SOURCES & ASSUMPTIONS AND LIMITATIONS

SOURCES

MuniCap relied on a variety of sources in the preparation of this study, which are noted in the attached projections. While these sources are believed to be reliable, MuniCap has not independently verified information from other sources.

ASSUMPTIONS AND LIMITATIONS

Projecting fiscal impacts is inherently imprecise, particularly when results are extrapolated over future years. Furthermore, there are different methods of projecting fiscal impacts and different analysts will arrive at different conclusions. The conclusions in this study are not intended to be precise results; they are intended to represent reasonable estimates of the potential fiscal impacts to the County for each scenario.

These projections are illustrative in nature based on certain information and assumptions as of the date of this report. Projected tax revenues will probably not be levied or collected in the exact amounts shown in these projections. Assessed values and tax rates will likely differ from the amounts shown in these projections. There are likely to be other variables that could affect the amount and the availability of tax revenues that are not addressed in these projections.

These projections assume that tax rates remain uniform at the levels discussed in this report. These rates can change, taxes can be eliminated, and the actual revenues may be materially changed from those forecasted herein.

This study assumes no annual appreciation of assessed values and no annual inflation for sales, revenues, and expense calculations. Values, sales, revenues, and costs could increase or decrease in future years.

Questions regarding the projections should be addressed to MuniCap prior to any reliance on these projections. MuniCap is not responsible for any misuse, misunderstanding, or misapplication of these projections.

**Multifamily Conversion
Fairfax County, Virginia**

Appendices

Prepared By:

MUNICAP, INC.
— PUBLIC FINANCE —

September 23, 2024

Multifamily Conversion Fairfax County, Virginia

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Multifamily Conversion
Fairfax County, Virginia

Appendix A.S-1: Summary of Fiscal Impact Analysis

<i>Fiscal Impacts to Fairfax County</i>	Annual Impacts ^(a)	Cumulative Impacts 30 Years ^(b)	Schedule
<i>Multifamily Conversion Scenario</i>			
Real property tax revenues	\$896,981	\$26,909,429	Schedule III
Personal property tax revenues and vehicle license fees	\$388,270	\$11,648,100	Schedule IV-B
Utility tax revenues	\$8,043	\$241,297	Schedule V-C
Recordation tax revenues ^(c)	\$0	\$106,309	Schedule VI-B
Business, professional & occupational license tax revenues	\$18,653	\$559,578	Schedule X
Sales tax revenues	\$109,114	\$3,273,430	Schedule VIII-C
Additional revenues	\$21,279	\$638,361	Schedule IX-B
Total projected tax revenues to Fairfax County	\$1,442,340	\$43,376,504	Schedule X
Total projected expenditures to Fairfax County	(\$833,332)	(\$24,999,958)	Schedule XI-B
Projected net fiscal impact to Fairfax County	\$609,008	\$18,376,546	Schedule XII
<i>Vacant Office Scenario</i>			
Real property tax revenues	\$212,926	\$6,387,781	Schedule XII
Utility tax revenues	\$8,789	\$263,664	Schedule XIV-C
Sub-total projected revenues to Fairfax County	\$221,715	\$6,651,445	Schedule XVI
Sub-total projected expenditures to Fairfax County	(\$38,320)	(\$1,149,588)	Schedule XV-B
Projected net fiscal impact to Fairfax County	\$183,395	\$5,501,857	Schedule XVI
Delta between multifamily and vacant office net fiscal impact	\$425,613	\$12,874,688	Schedule XVII

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^(a)Represents annual impacts at full build-out, excluding appreciation and inflation.

^(b)Represents cumulative impacts over the period shown, excluding appreciation and inflation.

^(c)Recordation taxes are anticipated to be a one-time revenue of \$106,309 and are not reflected in the on-going annual revenues.

Multifamily Conversion Fairfax County, Virginia

Appendix A Fiscal Impact Analysis

Development Summary

Multifamily Conversion
Fairfax County, Virginia

Appendix A-I: Development Summary

Property Type	Property Area ^(a)		Projected Assessed Value ^(a)		Total Projected Assessed Value
	Units	GSF	Per Unit	Per GSF	
<u>Residential - Multifamily Conversion Scenario</u>					
Multifamily	240	270,767	\$332,215	\$294	\$79,731,640
<u>Commercial - Vacant Office Scenario</u>					
Vacant office	-	270,767	-	\$70	\$18,926,759

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^(a)See Appendix F.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-II: Projected Construction
Completion - Multifamily Scenario

Development Year Ending	Multifamily Conversion	
	Units	Cumulative
31-Dec-23	240	240
31-Dec-24	0	240
31-Dec-25	0	240
31-Dec-26	0	240
31-Dec-27	0	240
31-Dec-28	0	240
31-Dec-29	0	240
31-Dec-30	0	240
31-Dec-31	0	240
31-Dec-32	0	240
31-Dec-33	0	240
31-Dec-34	0	240
31-Dec-35	0	240
31-Dec-36	0	240
31-Dec-37	0	240
31-Dec-38	0	240
31-Dec-39	0	240
31-Dec-40	0	240
31-Dec-41	0	240
31-Dec-42	0	240
31-Dec-43	0	240
31-Dec-44	0	240
31-Dec-45	0	240
31-Dec-46	0	240
31-Dec-47	0	240
31-Dec-48	0	240
31-Dec-49	0	240
31-Dec-50	0	240
31-Dec-51	0	240
31-Dec-52	0	240
Total		240

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Multifamily Conversion Fairfax County, Virginia

Appendix A Fiscal Impact Analysis

Projected Fiscal Impact - Multifamily Scenario

*Multifamily Conversion
Fairfax County, Virginia*

Appendix A-III: Projected Real Property Tax Revenues

Development Year Ending	Assessed As Of ^(a)	Final Tax Date ^(b)	Fiscal Year Ending ^(b)	Appreciation Factor ^(c)	Multifamily			County Tax Rate Per \$100 A.V. ^(f)	Projected Real Property Tax Revenues
					Units ^(d)	Value Per Unit ^(e)	Projected Assessed Value		
31-Dec-23	1-Jan-24	5-Dec-24	30-Jun-25	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-24	1-Jan-25	5-Dec-25	30-Jun-26	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-25	1-Jan-26	5-Dec-26	30-Jun-27	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-26	1-Jan-27	5-Dec-27	30-Jun-28	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-27	1-Jan-28	5-Dec-28	30-Jun-29	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-28	1-Jan-29	5-Dec-29	30-Jun-30	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-29	1-Jan-30	5-Dec-30	30-Jun-31	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-30	1-Jan-31	5-Dec-31	30-Jun-32	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-31	1-Jan-32	5-Dec-32	30-Jun-33	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-32	1-Jan-33	5-Dec-33	30-Jun-34	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-33	1-Jan-34	5-Dec-34	30-Jun-35	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-34	1-Jan-35	5-Dec-35	30-Jun-36	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-35	1-Jan-36	5-Dec-36	30-Jun-37	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-36	1-Jan-37	5-Dec-37	30-Jun-38	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-37	1-Jan-38	5-Dec-38	30-Jun-39	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-38	1-Jan-39	5-Dec-39	30-Jun-40	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-39	1-Jan-40	5-Dec-40	30-Jun-41	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-40	1-Jan-41	5-Dec-41	30-Jun-42	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-41	1-Jan-42	5-Dec-42	30-Jun-43	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-42	1-Jan-43	5-Dec-43	30-Jun-44	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-43	1-Jan-44	5-Dec-44	30-Jun-45	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-44	1-Jan-45	5-Dec-45	30-Jun-46	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-45	1-Jan-46	5-Dec-46	30-Jun-47	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-46	1-Jan-47	5-Dec-47	30-Jun-48	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-47	1-Jan-48	5-Dec-48	30-Jun-49	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-48	1-Jan-49	5-Dec-49	30-Jun-50	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-49	1-Jan-50	5-Dec-50	30-Jun-51	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-50	1-Jan-51	5-Dec-51	30-Jun-52	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-51	1-Jan-52	5-Dec-52	30-Jun-53	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
31-Dec-52	1-Jan-53	5-Dec-53	30-Jun-54	100.0%	240	\$332,215	\$79,731,640	\$1.125	\$896,981
Total									\$26,909,429

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^(a)Real property is assessed for taxation as of January 1. Source: Fairfax County Tax Administration Office.

^(b)Property assessed as of January 1, 2024, will pay its final property tax payment on December 5, 2024. Source: Fairfax County Tax Administration Office. This corresponds with fiscal year ending June 30, 2025.

^(c)Assumes an annual appreciation rate of 0%.

^(d)See Appendix A-II.

^(e)See Appendix A-I.

^(f)Represent the fiscal year 2025 rate. Source: *Fairfax County FY 2025 Adopted Budget Summary*.

Appendix A-IV.a: Projected Personal Property Tax Revenues and Fees from Vehicles - Annual

Table 1: Projected Personal Property Tax Revenues - Vehicles

Development Type	Number of Vehicles					Property Tax per Vehicle					
	Projected No. of Units ^(a)	Estimated Vacancy ^(b)	Occupied Units	Projected Vehicles Per Household ^(c)	Projected No. of Vehicles	Average Vehicle Value ^(d)	County Personal Property Tax Rate (Per \$100) ^(e)	Projected Personal Property Tax Prior to Relief	PPTRA Tax Relief ^(f)	Projected Effective Personal Property Tax	Total Personal Property Tax Revenue from Vehicles ^(g)
Multifamily	240	6.00%	226	1.82	410	\$20,000	\$4.57	\$914	\$0	\$914	\$374,740

Table 2: Projected Vehicle License Fees

Development Type	Occupied Units	Projected Vehicles Per Household ^(c)	Projected No. of Vehicles	Annual Vehicle License Fees ^(h)	Total Projected Vehicle License Fees ^(g)
Multifamily	226	1.82	410	\$33	\$13,530

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^(a)See Appendix A-I.

^(b)See Appendix B.

^(c)Based on average number of vehicles per occupied unit in the County. Source: U.S. Census Bureau, 2022 American Community Survey 5-Year Estimates.

^(d)Fairfax County assesses vehicles based on the clean trade-in value as listed in the pricing guide. This analysis estimates an average vehicle value of \$20,000 based on discussions with Fairfax County Department of Management and Budget.

^(e)Represents the tax year 2024 tax rate. Source: *Fairfax County FY 2025 Adopted Budget Summary*.

^(f)Pursuant to *Title 58, Chapter 35.1 of the Code of Virginia*, tax relief, set by the taxing jurisdiction, is provided on qualifying vehicles with an assessed value under \$20,000. The taxing jurisdiction is ultimately reimbursed for this relief by the State of Virginia and therefore this relief is not included as a deduction in revenue generation.

^(g)Figure assumes full build-out and is expressed in current dollars.

^(h)Represent the local vehicle registration license fee amounts. Source: *Fairfax County - Code of Ordinances Chapter 4 Section 4-17.2-3*.

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Fairfax County, Virginia

Appendix A-IV.b: Projected Personal Property Tax Revenues and Fees from Vehicles - 30 Years

Development Year Ending	Tax Due Date ^(a)	Fiscal Year Ending	Appreciation Factor ^(b)	Personal Property Tax Revenues ^(c)	Vehicles License Fees ^(c)	Total
31-Dec-23	5-Oct-24	30-Jun-25	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-24	5-Oct-25	30-Jun-26	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-25	5-Oct-26	30-Jun-27	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-26	5-Oct-27	30-Jun-28	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-27	5-Oct-28	30-Jun-29	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-28	5-Oct-29	30-Jun-30	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-29	5-Oct-30	30-Jun-31	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-30	5-Oct-31	30-Jun-32	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-31	5-Oct-32	30-Jun-33	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-32	5-Oct-33	30-Jun-34	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-33	5-Oct-34	30-Jun-35	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-34	5-Oct-35	30-Jun-36	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-35	5-Oct-36	30-Jun-37	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-36	5-Oct-37	30-Jun-38	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-37	5-Oct-38	30-Jun-39	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-38	5-Oct-39	30-Jun-40	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-39	5-Oct-40	30-Jun-41	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-40	5-Oct-41	30-Jun-42	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-41	5-Oct-42	30-Jun-43	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-42	5-Oct-43	30-Jun-44	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-43	5-Oct-44	30-Jun-45	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-44	5-Oct-45	30-Jun-46	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-45	5-Oct-46	30-Jun-47	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-46	5-Oct-47	30-Jun-48	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-47	5-Oct-48	30-Jun-49	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-48	5-Oct-49	30-Jun-50	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-49	5-Oct-50	30-Jun-51	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-50	5-Oct-51	30-Jun-52	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-51	5-Oct-52	30-Jun-53	100.0%	\$374,740	\$13,530	\$388,270
31-Dec-52	5-Oct-53	30-Jun-54	100.0%	\$374,740	\$13,530	\$388,270
Total				\$11,242,200	\$405,900	\$11,648,100

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^(a) Payments for vehicles purchased or moved into the County and registered with Fairfax County on or after July 1 of the prior year are due February 15. Payment due for the existing vehicles and new vehicles registered in the County prior to July 1 are due October 5. This analysis assumes a tax due date of October 5, as majority of the vehicle taxes in the County fall under this category. Source: Fairfax County Tax Administration Office.

^(b) Personal property tax revenues have an assumed appreciation rate of 0%. Vehicle license fees have an assumed inflation rate of 0%.

^(c) See Appendix A-IV.a.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-V.a: Projected Utility Tax Revenues - Electric

Table 1: Annual Electric Utility Tax Revenue - Consumption Utility Tax Revenue

Property Use	Projected No. of Units ^(a)	Estimated Vacancy ^(b)	Projected Occupied Units	Average Annual Electric Consumption Per Unit ^(c) (kWh)	Total Annual Electric Consumption (kWh)	County Electric Utility Tax Rate ^(d)	Annual Electric Utility Tax Revenue	Months Per Year	Monthly Tax Revenue Per Unit
Multifamily	240	6.00%	226	6,093	1,374,581	\$0.00323	\$4,440	12	\$1.64

Table 2: Annual Electric Utility Tax Revenue - Determination of Projected Tax per Unit

Property Use	Electric Tax Revenue Per Unit		
	Base Monthly Tax Per Unit ^(d)	Monthly Tax Revenue Per Unit ^(e)	Residential Cap Per Unit ^(d)
Multifamily	\$0.56	\$1.64	\$4.00

Table 3: Annual Electric Utility Tax Revenue - Projected Total Annual Electric Utility Tax Revenue

Property Use	Monthly Tax Revenue Per Unit ^(f)	Projected Occupied Units	Total Monthly Revenue (All Units)	Months Per Year	Total Electric Utility Tax Revenue ^(g)
Multifamily	\$2.20	226	\$496	12	\$5,956
Total Development ³		226	\$496		\$5,956

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^(a)See Appendix A-I.

^(b)See Appendix B.

^(c)Based on national average consumption for apartments. Source: Table CE-4.6 in the *Energy Information Administration, Annual household site fuel consumption in U.S. - totals and averages, 2020*.

^(d)Residential consumers are subject to a base monthly tax of \$.56 plus a electric utility tax of \$.00323 on each kWh delivered monthly with a cap of \$4.00. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.

^(e)See Table 1.

^(f)See Table 2.

^(g)Assumes full build-out.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-V.b: Projected Utility Tax Revenues - Natural Gas

Table 1: Annual Gas Utility Tax Revenue - Consumption Utility Tax Revenue

Property Use	Projected No. of Units ^(a)	Estimated Vacancy ^(b)	Projected Occupied Units	Average Annual Gas Consumption Per Unit ^(c)	Total Annual Gas Consumption (CCF)	County Gas Utility Tax Rate ^(d)	Annual Gas Utility Tax Revenue	Months Per Year	Monthly Tax Revenue Per Unit
Multifamily	240	6.00%	226	226	50,986	\$0.011920	\$608	12	\$0.21

Table 2: Annual Gas Utility Tax Revenue - Determination of Projected Tax per Unit

Property Use	Natural Gas Tax Revenue Per Unit		
	Base Monthly Tax Per Unit ^(d)	Monthly Tax Revenue Per Unit ^(e)	Residential Cap Per Unit ^(d)
Multifamily	\$0.56	\$0.21	\$4.00

Table 3: Annual Gas Utility Tax Revenue - Projected Total Annual Gas Utility Tax Revenue

Property Use	Monthly Tax Revenue Per Unit ^(f)	Projected Occupied Units	Total Monthly Revenue (All Units)	Months Per Year	Total Gas Utility Tax Revenue ^(g)
Multifamily	\$0.77	226	\$174	12	\$2,087
Total Development		226	\$174		\$2,087

MuniCap, Inc. 23-Sep-24

^(a)See Appendix A-I.
^(b)See Appendix B.
^(c)Based on national average consumption for apartments. Source: Table CE-4.6 in the *Energy Information Administration, Annual household site fuel consumption in U.S. - totals and averages, 2020*.
^(d)Residential consumers are subject to a base monthly tax of \$0.56 plus a gas utility tax of \$0.011920 on each CCF delivered monthly, with a cap of \$4.00. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.
^(e)See Table 1.
^(f)See Table 2.
^(g)Assumes full build-out.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-V.c: Projected Utility Tax Revenues - 30 Years

Development Year Ending	Fiscal Year Ending ^(a)	Inflation Factor ^(b)	Projected Utility Tax Revenues		
			Electric ^(c)	Natural Gas ^(d)	Total
31-Dec-23	30-Jun-25	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-24	30-Jun-26	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-25	30-Jun-27	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-26	30-Jun-28	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-27	30-Jun-29	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-28	30-Jun-30	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-29	30-Jun-31	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-30	30-Jun-32	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-31	30-Jun-33	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-32	30-Jun-34	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-33	30-Jun-35	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-34	30-Jun-36	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-35	30-Jun-37	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-36	30-Jun-38	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-37	30-Jun-39	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-38	30-Jun-40	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-39	30-Jun-41	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-40	30-Jun-42	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-41	30-Jun-43	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-42	30-Jun-44	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-43	30-Jun-45	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-44	30-Jun-46	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-45	30-Jun-47	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-46	30-Jun-48	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-47	30-Jun-49	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-48	30-Jun-50	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-49	30-Jun-51	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-50	30-Jun-52	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-51	30-Jun-53	100.0%	\$5,956	\$2,087	\$8,043
31-Dec-52	30-Jun-54	100.0%	\$5,956	\$2,087	\$8,043
Total			\$178,678	\$62,619	\$241,297

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^(a) Utility tax revenues are collected during each calendar month and remitted from each seller to the county on or before the last day of the first calendar month thereafter. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*. However, because utility tax revenues will not be incurred until the development is occupied, tax revenues are recorded to correspond with each fiscal year to account for full occupancy.

^(b) Assumes an annual inflation rate of 0%, as county utility taxes are capped and caps have not been raised since at least 2012. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.

^(c) See Schedule A-V.a.

^(d) See Schedule A-V.b.

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Appendix A-VI.a: Projected Recordation Tax Revenues - Total Transaction Market Value

Development Year Ending	Fiscal Year Ending	Appreciation Factor ^(a)	Multifamily			
			Value Per Unit ^(b)	Initial Sale ^(c)	Resales ^(d)	Projected Market Value of Transactions ^(e)
31-Dec-23	30-Jun-25	100.0%	\$332,215	240	0	\$79,731,640
31-Dec-24	30-Jun-26	100.0%	\$332,215	0	0	\$0
31-Dec-25	30-Jun-27	100.0%	\$332,215	0	0	\$0
31-Dec-26	30-Jun-28	100.0%	\$332,215	0	0	\$0
31-Dec-27	30-Jun-29	100.0%	\$332,215	0	0	\$0
31-Dec-28	30-Jun-30	100.0%	\$332,215	0	0	\$0
31-Dec-29	30-Jun-31	100.0%	\$332,215	0	0	\$0
31-Dec-30	30-Jun-32	100.0%	\$332,215	0	0	\$0
31-Dec-31	30-Jun-33	100.0%	\$332,215	0	0	\$0
31-Dec-32	30-Jun-34	100.0%	\$332,215	0	0	\$0
31-Dec-33	30-Jun-35	100.0%	\$332,215	0	0	\$0
31-Dec-34	30-Jun-36	100.0%	\$332,215	0	0	\$0
31-Dec-35	30-Jun-37	100.0%	\$332,215	0	0	\$0
31-Dec-36	30-Jun-38	100.0%	\$332,215	0	0	\$0
31-Dec-37	30-Jun-39	100.0%	\$332,215	0	0	\$0
31-Dec-38	30-Jun-40	100.0%	\$332,215	0	0	\$0
31-Dec-39	30-Jun-41	100.0%	\$332,215	0	0	\$0
31-Dec-40	30-Jun-42	100.0%	\$332,215	0	0	\$0
31-Dec-41	30-Jun-43	100.0%	\$332,215	0	0	\$0
31-Dec-42	30-Jun-44	100.0%	\$332,215	0	0	\$0
31-Dec-43	30-Jun-45	100.0%	\$332,215	0	0	\$0
31-Dec-44	30-Jun-46	100.0%	\$332,215	0	0	\$0
31-Dec-45	30-Jun-47	100.0%	\$332,215	0	0	\$0
31-Dec-46	30-Jun-48	100.0%	\$332,215	0	0	\$0
31-Dec-47	30-Jun-49	100.0%	\$332,215	0	0	\$0
31-Dec-48	30-Jun-50	100.0%	\$332,215	0	0	\$0
31-Dec-49	30-Jun-51	100.0%	\$332,215	0	0	\$0
31-Dec-50	30-Jun-52	100.0%	\$332,215	0	0	\$0
31-Dec-51	30-Jun-53	100.0%	\$332,215	0	0	\$0
31-Dec-52	30-Jun-54	100.0%	\$332,215	0	0	\$0
Total						\$79,731,640

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23-Sep-24

^(a) Assumes an annual appreciation rate of 0%.

^(b) See Appendix A-I.

^(c) See Appendix A-II. Reflects anticipated completion of the multifamily development.

^(d) This analysis assumes that the multifamily development is not resold.

^(e) Assessed value is 100% fair market value price in the State of Virginia. Therefore, the projected market value is based on the assessed value as seen on Appendix A-I. Source: *Code of Virginia § 58.1-3201*.

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Appendix A-VI.b: Projected Recordation Tax Revenues - Tax Revenues

Development Year Ending	Fiscal Year Ending	Appreciation Factor ^(a)	Projected Market Value of Transactions ^(b)	Recordation Tax				
				Grantee Tax		Grantor Tax		Total Projected Recordation Tax Revenues
				Recordation Tax Rate (Per \$100) ^(c)	Total Projected Recordation Tax Revenues	Recordation Tax Rate (Per \$500) ^(c)	Total Projected Recordation Tax Revenues	
31-Dec-23	30-Jun-25	100.0%	\$79,731,640	\$0.0833	\$66,443	\$0.2500	\$39,866	\$106,309
31-Dec-24	30-Jun-26	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-25	30-Jun-27	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-26	30-Jun-28	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-27	30-Jun-29	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-28	30-Jun-30	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-29	30-Jun-31	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-30	30-Jun-32	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-31	30-Jun-33	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-32	30-Jun-34	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-33	30-Jun-35	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-34	30-Jun-36	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-35	30-Jun-37	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-36	30-Jun-38	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-37	30-Jun-39	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-38	30-Jun-40	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-39	30-Jun-41	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-40	30-Jun-42	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-41	30-Jun-43	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-42	30-Jun-44	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-43	30-Jun-45	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-44	30-Jun-46	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-45	30-Jun-47	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-46	30-Jun-48	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-47	30-Jun-49	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-48	30-Jun-50	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-49	30-Jun-51	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-50	30-Jun-52	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-51	30-Jun-53	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
31-Dec-52	30-Jun-54	100.0%	\$0	\$0.0833	\$0	\$0.2500	\$0	\$0
Total					\$66,443		\$39,866	\$106,309

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23-Sep-24

^(a) Assumes an annual appreciation rate of 0%.

^(b) See Appendix A-VI.a.

^(c) Local recordation tax rate is equal to one-third of the amount of the State recordation tax provided in *Code of Virginia Section 58.1-801*. The State rate is \$0.25 for every \$100 for the grantee. Therefore, the County rate is \$0.0833 per \$100. The local recordation tax rate is \$.50 per \$500 for the grantor, \$0.25 per \$500 of which is returned to the County. Source: Virginia Supreme Court Circuit Court Deed Calculation.

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Appendix A-VII: Projected Business, Professional & Occupational License Tax

Development Type	New Units ^(a)	Estimated Vacancy ^(b)	Occupied Units	Gross Receipts ^(c)	BPOL Tax ^(d)	BPOL Tax Revenue
Multifamily	240	6.00%	226	\$7,174,080	\$0.26	\$18,653
Total						\$18,653

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23-Sep-24

^(a)See Appendix A-I.

^(b)See Appendix B for estimated vacancy at full build-out.

^(c)CoStar estimates that the average effective rent at the Three Collective is \$2,650 per unit. Gross receipts are determined by multiplying the average effective rent by twelve to determine the estimated annual revenue per unit, which is then applied to the number of occupied units. Source: CoStar as accessed by MuniCap on April 4, 2024.

^(d)Source: *Fairfax County Business, Professional, and Occupational License (BPOL) Rate Schedule*. Rates are established in *Fairfax County Code Chapter 4 Article 7.2*.

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Appendix A-VIII-a: Projected Sales Tax Revenue - Residents

Development Year Ending	Fiscal Year Ending	Inflation Factor ^(a)	Estimated Sales Tax Revenues Per Household ^(b)	Average Household Size ^(c)	Estimated Sales Tax Revenue Per Resident	Anticipated Permanent Population Increase ^(d)	Projected Increase in Resident Sales Tax Revenue	Adjustment for Non-residents ^(e)	Adjusted Projected Increase in Resident Sales Tax Revenues
31-Dec-23	30-Jun-25	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-24	30-Jun-26	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-25	30-Jun-27	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-26	30-Jun-28	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-27	30-Jun-29	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-28	30-Jun-30	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-29	30-Jun-31	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-30	30-Jun-32	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-31	30-Jun-33	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-32	30-Jun-34	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-33	30-Jun-35	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-34	30-Jun-36	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-35	30-Jun-37	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-36	30-Jun-38	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-37	30-Jun-39	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-38	30-Jun-40	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-39	30-Jun-41	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-40	30-Jun-42	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-41	30-Jun-43	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-42	30-Jun-44	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-43	30-Jun-45	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-44	30-Jun-46	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-45	30-Jun-47	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-46	30-Jun-48	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-47	30-Jun-49	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-48	30-Jun-50	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-49	30-Jun-51	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-50	30-Jun-52	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-51	30-Jun-53	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
31-Dec-52	30-Jun-54	100.0%	\$571.08	2.77	\$206.17	587	\$121,019	90%	\$108,918
Total							\$3,630,584		\$3,267,526

MuniCap, Inc.

23-Sep-24

^(a) Assumes an annual inflation rate of 0%.

^(b) Represents estimated sales tax in fiscal year 2025. Source: *Trends and Demographics - FY 2025 Advertised Budget Plan (Fairfax County)*.

^(c) Source: *Fairfax County Demographic Reports 2023*.

^(d) See Appendix B.

^(e) Assumes 10% of revenues are paid by businesses and non-residents.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-VIII.b: Projected Sales Tax Revenue - Non-residents

Development Year Ending	Fiscal Year Ending	Inflation Factor ^(a)	Local Sales Tax Revenues ^(b)	Adjustment for Non-residents ^(c)	Adjusted Local Sales Tax Revenues	Current Employee Population ^(d)	Pro Rata Local Sales Tax Revenue	Anticipated Service Population Increase ^(d)	Projected Increase in Non-resident Sales Tax Revenue
31-Dec-23	30-Jun-25	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-24	30-Jun-26	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-25	30-Jun-27	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-26	30-Jun-28	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-27	30-Jun-29	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-28	30-Jun-30	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-29	30-Jun-31	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-30	30-Jun-32	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-31	30-Jun-33	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-32	30-Jun-34	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-33	30-Jun-35	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-34	30-Jun-36	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-35	30-Jun-37	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-36	30-Jun-38	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-37	30-Jun-39	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-38	30-Jun-40	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-39	30-Jun-41	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-40	30-Jun-42	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-41	30-Jun-43	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-42	30-Jun-44	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-43	30-Jun-45	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-44	30-Jun-46	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-45	30-Jun-47	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-46	30-Jun-48	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-47	30-Jun-49	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-48	30-Jun-50	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-49	30-Jun-51	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-50	30-Jun-52	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-51	30-Jun-53	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
31-Dec-52	30-Jun-54	100.0%	\$246,400,000	10%	\$24,640,000	375,617	\$65.60	3	\$197
Total									\$5,904

MuniCap, Inc.

23-Sep-24

^(a) Assumes an annual inflation rate of 0%.

^(b) Source: *Fairfax County FY 2025 Adopted Budget Plan*.

^(c) Assumes 10% of revenues are paid by businesses and non-residents.

^(d) See Appendix B.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-VIII.c: Projected Sales Tax Revenue - Total

Development Year Ending	Fiscal Year Ending	Inflation Factor ^(a)	Adjusted Projected Increase in Resident Sales Tax Revenues ^(b)	Projected Increase in Non-resident Sales Tax Revenue ^(c)	Total Projected Increase in Sales Tax Revenue
31-Dec-23	30-Jun-25	100.0%	\$108,918	\$197	\$109,114
31-Dec-24	30-Jun-26	100.0%	\$108,918	\$197	\$109,114
31-Dec-25	30-Jun-27	100.0%	\$108,918	\$197	\$109,114
31-Dec-26	30-Jun-28	100.0%	\$108,918	\$197	\$109,114
31-Dec-27	30-Jun-29	100.0%	\$108,918	\$197	\$109,114
31-Dec-28	30-Jun-30	100.0%	\$108,918	\$197	\$109,114
31-Dec-29	30-Jun-31	100.0%	\$108,918	\$197	\$109,114
31-Dec-30	30-Jun-32	100.0%	\$108,918	\$197	\$109,114
31-Dec-31	30-Jun-33	100.0%	\$108,918	\$197	\$109,114
31-Dec-32	30-Jun-34	100.0%	\$108,918	\$197	\$109,114
31-Dec-33	30-Jun-35	100.0%	\$108,918	\$197	\$109,114
31-Dec-34	30-Jun-36	100.0%	\$108,918	\$197	\$109,114
31-Dec-35	30-Jun-37	100.0%	\$108,918	\$197	\$109,114
31-Dec-36	30-Jun-38	100.0%	\$108,918	\$197	\$109,114
31-Dec-37	30-Jun-39	100.0%	\$108,918	\$197	\$109,114
31-Dec-38	30-Jun-40	100.0%	\$108,918	\$197	\$109,114
31-Dec-39	30-Jun-41	100.0%	\$108,918	\$197	\$109,114
31-Dec-40	30-Jun-42	100.0%	\$108,918	\$197	\$109,114
31-Dec-41	30-Jun-43	100.0%	\$108,918	\$197	\$109,114
31-Dec-42	30-Jun-44	100.0%	\$108,918	\$197	\$109,114
31-Dec-43	30-Jun-45	100.0%	\$108,918	\$197	\$109,114
31-Dec-44	30-Jun-46	100.0%	\$108,918	\$197	\$109,114
31-Dec-45	30-Jun-47	100.0%	\$108,918	\$197	\$109,114
31-Dec-46	30-Jun-48	100.0%	\$108,918	\$197	\$109,114
31-Dec-47	30-Jun-49	100.0%	\$108,918	\$197	\$109,114
31-Dec-48	30-Jun-50	100.0%	\$108,918	\$197	\$109,114
31-Dec-49	30-Jun-51	100.0%	\$108,918	\$197	\$109,114
31-Dec-50	30-Jun-52	100.0%	\$108,918	\$197	\$109,114
31-Dec-51	30-Jun-53	100.0%	\$108,918	\$197	\$109,114
31-Dec-52	30-Jun-54	100.0%	\$108,918	\$197	\$109,114
Total			\$3,267,526	\$5,904	\$3,273,430

MuniCap, Inc.

23-Sep-24

^(a) Assumes an annual inflation rate of 0%.

^(b) See Appendix A-VIII.a.

^(c) See Appendix A-VIII.b.

***Multifamily Conversion
Fairfax County, Virginia***

Appendix A-IX.a: Additional Revenues to Fairfax County - Annual

Annual Revenues ^(a)	Current County Revenues ^(b)	Percent Impacted	Adjusted Current County Revenues	Basis for Projecting Revenues ^(c)	Current County Service Factors ^(d)	Revenues by Factor ^(c)		Projected Increase in Service Factor ^(e)	Total Additional Revenues ^(f)
						Per Resident	Per Service Population		
Direct Revenues									
Real property taxes	\$3,574,204,859	0%	\$0	Schedule III	-	-	-	-	-
Personal property taxes	\$600,998,045	0%	\$0	Schedule IV-B	-	-	-	-	-
General other local taxes ^(g)	\$622,131,783	0%	\$0	Schedules V, VI, VII, VIII	-	-	-	-	-
Permit, fees, and regulatory licenses ^(h)	\$11,430,461	0%	\$0	not impacted	-	-	-	-	-
Fines and forfeitures ⁽ⁱ⁾	\$9,214,101	17%	\$1,597,111	service population	1,561,617	-	\$1.02	590	\$603.41
Revenue from use of money and property	\$166,146,069	0%	\$0	not impacted	-	-	-	-	-
Charges for services ⁽ⁱ⁾	\$69,024,437	78%	\$53,649,325	service population	1,561,617	-	\$34.35	590	\$20,269.44
Revenue from the Commonwealth	\$328,310,624	0%	\$0	not impacted	-	-	-	-	-
Revenue from the federal government	\$41,150,532	0%	\$0	not impacted	-	-	-	-	-
Recovered costs/other revenue	\$20,363,644	0%	\$0	not impacted	-	-	-	-	-
Transfers									
Cable communications	\$2,250,467	0%	\$0	not impacted	-	-	-	-	-
Integrated pest management	\$159,824	0%	\$0	not impacted	-	-	-	-	-
Stormwater services	\$1,609,462	0%	\$0	not impacted	-	-	-	-	-
Leaf collection	\$44,193	0%	\$0	not impacted	-	-	-	-	-
Refuse collection and recycling operations	\$539,815	0%	\$0	not impacted	-	-	-	-	-
Refuse disposal	\$802,437	0%	\$0	not impacted	-	-	-	-	-
I-95 refuse disposal	\$249,596	0%	\$0	not impacted	-	-	-	-	-
Land development services	\$433,852	0%	\$0	not impacted	-	-	-	-	-
Sewer operation and maintenance	\$3,434,828	0%	\$0	not impacted	-	-	-	-	-
Park revenue and operating	\$820,000	100%	\$820,000	per resident	1,186,000	\$0.69	-	587	\$405.85
Beginning Balance	\$218,657,391	\$0	\$0	not impacted	-	-	-	-	-
Total	\$5,671,976,420					\$0.69	\$35.38		\$21,278.70

MuniCap, Inc.

23-Sep-24

^(a)Not all sources of revenues are expected to be impacted.

^(b)Source: Fairfax County FY 2025 Adopted Budget Plan.

^(c)Method of apportioning expenditures: Per resident costs are calculated by taking current expenditures and apportioning them among current resident population. Per service population costs are calculated by taking current expenditures and apportioning them among the current service population (i.e. total permanent population and employees who do not reside in the County).

^(d)Represents the current statistics for the County. See Appendix B.

^(e)Represents the proposed increase to the County as a result of the new development. See Appendix B.

^(f)Represents the total increase in revenues as a result of the proposed development on an annual basis. Figures assume full build-out and are expressed in current dollars.

^(g)Local taxes impacted include business, professional and occupancy license taxes, consumer utility taxes, recordation taxes, and local sales taxes. Other local taxes have not been impacted in this analysis.

^(h)Assumes one-time licenses and permits and charges for services will be offset by corresponding one-time expenses. As a result, the line item is not impacted.

⁽ⁱ⁾Fines and forfeitures revenues include district court fines, parking violations and other. Percent impacted represents the allocation of parking violations in the fines and forfeitures revenue line item.

^(j)Charges for services include EMS fees, school-age child care fees, clerk fees and other fees. Percent impacted represents the allocation of EMS fees and school-age child care fees in the charges of services revenue line item.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-IX.b: Additional Revenues to Fairfax County - 30 Years

Development Year Ending	Fiscal Year Ending	Inflation Factor	Projected Additional Revenues to Fairfax County						Total Additional Revenues
			Revenues Per Resident ^(a)	Anticipated Residents ^(b)	Total Increase in Resident Revenues	Pro Rata Service Population Revenues ^(a)	Anticipated Total Service Population ^(b)	Total Increase in Service Population Revenues	
31-Dec-23	30-Jun-25	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-24	30-Jun-26	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-25	30-Jun-27	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-26	30-Jun-28	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-27	30-Jun-29	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-28	30-Jun-30	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-29	30-Jun-31	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-30	30-Jun-32	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-31	30-Jun-33	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-32	30-Jun-34	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-33	30-Jun-35	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-34	30-Jun-36	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-35	30-Jun-37	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-36	30-Jun-38	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-37	30-Jun-39	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-38	30-Jun-40	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-39	30-Jun-41	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-40	30-Jun-42	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-41	30-Jun-43	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-42	30-Jun-44	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-43	30-Jun-45	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-44	30-Jun-46	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-45	30-Jun-47	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-46	30-Jun-48	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-47	30-Jun-49	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-48	30-Jun-50	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-49	30-Jun-51	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-50	30-Jun-52	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-51	30-Jun-53	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
31-Dec-52	30-Jun-54	100.0%	\$0.69	587	\$406	\$35.38	590	\$20,873	\$21,279
Total					\$12,176			\$626,186	\$638,361

MuniCap, Inc.

23-Sep-24

^(a)See Appendix A-IX.a.

^(b)See Appendix D.

*Multifamily Conversion
Fairfax County, Virginia*

Appendix A-X: Total Projected Revenues to Fairfax County

Fiscal Year Ending	Inflation Factor	Real Property Tax Revenues (Appendix A-III)	Personal Property Tax Revenues (Appendix A-IV.b)	Utility Tax Revenues (Appendix A-V.c)	Recordation Tax Revenues (Appendix A-VI.b)	Business, Professional & Occupational License Tax Revenues (Appendix A-VII)	Sales Tax Revenues (Appendix A-VIII.c)	Additional Tax Revenues (Appendix A-IX.b)	Total Projected Additional Revenues to Fairfax County
30-Jun-25	100.0%	\$896,981	\$388,270	\$8,043	\$106,309	\$18,653	\$109,114	\$21,279	\$1,548,649
30-Jun-26	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-27	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-28	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-29	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-30	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-31	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-32	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-33	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-34	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-35	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-36	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-37	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-38	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-39	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-40	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-41	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-42	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-43	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-44	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-45	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-46	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-47	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-48	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-49	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-50	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-51	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-52	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-53	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
30-Jun-54	100.0%	\$896,981	\$388,270	\$8,043	\$0	\$18,653	\$109,114	\$21,279	\$1,442,340
Total		\$26,909,429	\$11,648,100	\$241,297	\$106,309	\$559,578	\$3,273,430	\$638,361	\$43,376,504

MuniCap, Inc.

23-Sep-24

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XI.a: Total Projected Expenditures to Fairfax County - Annual

Annual Expenditures ^(a)	Current County Expenditures ^(b)	Basis for Projecting Expenditures ^(c)	Current County Service Factors ^(d)	Expenditures by Factor ^(e)			Projected Increase in Service Factor ^(e)	Total Additional Expenditures ^(f)
				Per Resident	Service Population	Per Student		
Legislative-Executive Functions / Central Services								
Board of Supervisors	\$8,051,992	not impacted	-	-	-	-	-	-
Office of the County Executive	\$9,531,590	not impacted	-	-	-	-	-	-
Department of Clerk Services	\$2,224,503	not impacted	-	-	-	-	-	-
Department of Finance	\$10,255,628	not impacted	-	-	-	-	-	-
Department of Human Resources	\$11,250,920	not impacted	-	-	-	-	-	-
Department of Procurement and Material Management	\$9,213,085	not impacted	-	-	-	-	-	-
Office of Public Affairs	\$2,947,650	not impacted	-	-	-	-	-	-
Office of Elections	\$9,498,304	not impacted	-	-	-	-	-	-
Office of the County Attorney	\$11,012,695	not impacted	-	-	-	-	-	-
Department of Management and Budget	\$8,505,484	not impacted	-	-	-	-	-	-
Office of the Financial and Program Auditor	\$506,351	not impacted	-	-	-	-	-	-
Civil Service Commission	\$520,131	not impacted	-	-	-	-	-	-
Office of the Independent Police Auditor	\$358,252	not impacted	-	-	-	-	-	-
Office of the Police Civilian Review Panel	\$263,238	not impacted	-	-	-	-	-	-
Department of Tax Administration	\$35,066,632	not impacted	-	-	-	-	-	-
Department of Information Technology	\$42,666,085	not impacted	-	-	-	-	-	-
Judicial Administration								
Circuit Court and Records	\$15,036,252	not impacted	-	-	-	-	-	-
Office of the Commonwealth's Attorney	\$9,135,660	not impacted	-	-	-	-	-	-
General District Court	\$6,740,277	not impacted	-	-	-	-	-	-
Office of the Sheriff	\$25,010,336	service population	1,561,617	-	\$16.02	-	590	\$9,449
Public Safety								
Department of Cable and Consumer Services	\$867,009	not impacted	-	-	-	-	-	-
Juvenile and Domestic Relations District Court	\$30,897,888	not impacted	-	-	-	-	-	-
Police Department	\$284,182,351	service population	1,561,617	-	\$181.98	-	590	\$107,368
Office of the Sheriff	\$57,581,930	service population	1,561,617	-	\$36.87	-	590	\$21,755
Fire and Rescue Department	\$267,907,923	service population	1,561,617	-	\$171.56	-	590	\$101,219
Department of Emergency Management and Security	\$8,555,193	service population	1,561,617	-	\$5.48	-	590	\$3,232
Department of Animal Sheltering	\$5,933,406	service population	1,561,617	-	\$3.80	-	590	\$2,242
Department of Code Compliance	\$5,542,131	not impacted	-	-	-	-	-	-

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23-Sep-24

^(a)Not all expenditures are expected to be impacted as a result of the project. Expenditures shown represent general fund expenditures only.

^(b)Source: Fairfax County FY 2025 Adopted Budget Plan.

^(c)Method of apportioning expenditures: Per resident costs are calculated by taking current expenditures and apportioning them among current resident population. Per service population costs are calculated by taking current expenditures and apportioning them among the current service population (i.e. total permanent population and employees who do not reside in the County). Per student costs are calculated by taking current expenditures and apportioning them among the current student population.

^(d)Represents current statistics for the County. See Appendix B.

^(e)Represents the projected increase to the County resulting from the new development. See Appendix B.

^(f)Represents the total increase in expenditures as a result of the proposed project on an annual basis. Figures assume full build-out and are expressed in current dollars.

***Multifamily Conversion
Fairfax County, Virginia***

Appendix A-XI.a: Total Projected Expenditures to Fairfax County - Annual, continued

Annual Expenditures ^(a)	Current County Expenditures ^(b)	Basis for Projecting Expenditures ^(c)	Current County Service Factors ^(d)	Expenditures by Factor ^(e)			Projected Increase in Service Factor ^(e)	Total Additional Expenditures ^(f)
				Per Resident	Service Population	Per Student		
Public Works								
Facilities Management Department	\$67,317,096	service population	1,561,617	-	\$43.11	-	590	\$25,433
Business Planning and Support	\$1,516,108	not impacted	-	-	-	-	-	-
Office of Capital Facilities	\$18,673,154	not impacted	-	-	-	-	-	-
Health and Welfare								
Department of Family Services	\$172,580,550	per resident	1,186,000	\$145.51	-	-	587	\$85,417
Health Department	\$90,797,029	per resident	1,186,000	\$76.56	-	-	587	\$44,939
Department of Neighborhood and Community Services	\$109,870,274	per resident	1,186,000	\$92.64	-	-	587	\$54,379
Park and Libraries								
Fairfax County Park Authority	\$36,081,623	per resident	1,186,000	\$30.42	-	-	587	\$17,858
Fairfax County Public Library	\$34,995,690	per resident	1,186,000	\$29.51	-	-	587	\$17,321
Community Development								
Economic Development Authority	\$9,456,853	not impacted	-	-	-	-	-	-
Department of Economic Initiatives	\$2,256,869	not impacted	-	-	-	-	-	-
Department of Planning and Development	\$16,981,336	not impacted	-	-	-	-	-	-
Department of Housing and Community Development	\$36,965,654	not impacted	-	-	-	-	-	-
Office of Human Rights and Equity Programs	\$2,033,897	not impacted	-	-	-	-	-	-
Department of Transportation	\$13,008,606	not impacted	-	-	-	-	-	-
Nondepartmental								
Unclassified Administrative Expenses	\$0	not impacted	-	-	-	-	-	-
Employee Benefits	\$552,173,776	not impacted	-	-	-	-	-	-
Transfers out								
School operating	\$2,584,409,875	per student	180,982	-	-	\$14,279.93	24	\$342,718
Other transfers	\$824,937,743	not impacted	-	-	-	-	-	-
Managed reserve								
Reserve for one-time requirements	\$218,428,265	not impacted	-	-	-	-	-	-
	\$229,126	not impacted	-	-	-	-	-	-
Total budget	\$5,671,976,420			\$374.64	\$458.81	\$14,279.93		\$833,332

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23-Sep-24

^(a)Not all expenditures are expected to be impacted as a result of the project. Expenditures shown represent general fund expenditures only.

^(b)Source: *Fairfax County FY 2025 Adopted Budget Plan*.

^(c)Method of apportioning expenditures: Per resident costs are calculated by taking current expenditures and apportioning them among current resident population. Per service population costs are calculated by taking current expenditures and apportioning them among the current service population (i.e. total permanent population and employees who do not reside in the County). Per student costs are calculated by taking current expenditures and apportioning them among the current student population.

^(d)Represents current statistics for the County. See Appendix B.

^(e)Represents the projected increase to the County resulting from the new development. See Appendix B.

^(f)Represents the total increase in expenditures as a result of the proposed project on an annual basis. Figures assume full build-out and are expressed in current dollars.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XI.b: Total Projected Expenditures to Fairfax County - 30 Years

Development Year	Fiscal Year	Inflation Factor ^(a)	Resident Costs			Service Population Costs			Student Costs			Total Projected Additional Expenditures
			Cost	Anticipated	Total	Pro Rata	Anticipated	Total Service	Cost per	Anticipated	Total	
			Per Resident ^(b)	Residents ^(c)	Resident Cost	Service Population Costs ^(b)	Service Population ^(c)	Population Cost	Student ^(b)	Students ^(d)	Student Cost	
31-Dec-23	30-Jun-25	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-24	30-Jun-26	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-25	30-Jun-27	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-26	30-Jun-28	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-27	30-Jun-29	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-28	30-Jun-30	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-29	30-Jun-31	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-30	30-Jun-32	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-31	30-Jun-33	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-32	30-Jun-34	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-33	30-Jun-35	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-34	30-Jun-36	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-35	30-Jun-37	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-36	30-Jun-38	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-37	30-Jun-39	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-38	30-Jun-40	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-39	30-Jun-41	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-40	30-Jun-42	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-41	30-Jun-43	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-42	30-Jun-44	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-43	30-Jun-45	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-44	30-Jun-46	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-45	30-Jun-47	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-46	30-Jun-48	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-47	30-Jun-49	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-48	30-Jun-50	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-49	30-Jun-51	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-50	30-Jun-52	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-51	30-Jun-53	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
31-Dec-52	30-Jun-54	100.0%	\$374.64	587	\$219,915	\$458.81	590	\$270,699	\$14,279.93	24	\$342,718	\$833,332
Total					\$6,597,442	\$8,120,968			\$10,281,548			\$24,999,958

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23-Sep-24

^(a) Assumes an annual inflation rate of 0%.

^(b) See Appendix A-XI.a.

^(c) See Appendix D.

^(d) See Appendix E.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XII: Net Fiscal Impact to Fairfax County

Fiscal Year Ending	Total Projected Revenues (Appendix A-X)	Total Projected Expenditures (Appendix A-XI.b)	Net Fiscal Impact To Fairfax County
30-Jun-25	\$1,548,649	(\$833,332)	\$715,317
30-Jun-26	\$1,442,340	(\$833,332)	\$609,008
30-Jun-27	\$1,442,340	(\$833,332)	\$609,008
30-Jun-28	\$1,442,340	(\$833,332)	\$609,008
30-Jun-29	\$1,442,340	(\$833,332)	\$609,008
30-Jun-30	\$1,442,340	(\$833,332)	\$609,008
30-Jun-31	\$1,442,340	(\$833,332)	\$609,008
30-Jun-32	\$1,442,340	(\$833,332)	\$609,008
30-Jun-33	\$1,442,340	(\$833,332)	\$609,008
30-Jun-34	\$1,442,340	(\$833,332)	\$609,008
30-Jun-35	\$1,442,340	(\$833,332)	\$609,008
30-Jun-36	\$1,442,340	(\$833,332)	\$609,008
30-Jun-37	\$1,442,340	(\$833,332)	\$609,008
30-Jun-38	\$1,442,340	(\$833,332)	\$609,008
30-Jun-39	\$1,442,340	(\$833,332)	\$609,008
30-Jun-40	\$1,442,340	(\$833,332)	\$609,008
30-Jun-41	\$1,442,340	(\$833,332)	\$609,008
30-Jun-42	\$1,442,340	(\$833,332)	\$609,008
30-Jun-43	\$1,442,340	(\$833,332)	\$609,008
30-Jun-44	\$1,442,340	(\$833,332)	\$609,008
30-Jun-45	\$1,442,340	(\$833,332)	\$609,008
30-Jun-46	\$1,442,340	(\$833,332)	\$609,008
30-Jun-47	\$1,442,340	(\$833,332)	\$609,008
30-Jun-48	\$1,442,340	(\$833,332)	\$609,008
30-Jun-49	\$1,442,340	(\$833,332)	\$609,008
30-Jun-50	\$1,442,340	(\$833,332)	\$609,008
30-Jun-51	\$1,442,340	(\$833,332)	\$609,008
30-Jun-52	\$1,442,340	(\$833,332)	\$609,008
30-Jun-53	\$1,442,340	(\$833,332)	\$609,008
30-Jun-54	\$1,442,340	(\$833,332)	\$609,008
Total	\$43,376,504	(\$24,999,958)	\$18,376,546

Multifamily Conversion Fairfax County, Virginia

APPENDIX A

Fiscal Impact Analysis

Projected Fiscal Impact - Vacant Office Scenario

*Multifamily Conversion
Fairfax County, Virginia*

Appendix A-XIII: Projected Real Property Tax Revenues

Development Year Ending	Assessed As Of ^(a)	Final Tax Date ^(b)	Fiscal Year Ending ^(b)	Appreciation Factor ^(c)	Vacant Office		County Tax Rate Per \$100 A.V. ^(e)	Projected Real Property Tax Revenues
					Value GSF ^(d)	Projected Assessed Value Per GSF ^(d)		
31-Dec-23	1-Jan-24	5-Dec-24	30-Jun-25	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-24	1-Jan-25	5-Dec-25	30-Jun-26	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-25	1-Jan-26	5-Dec-26	30-Jun-27	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-26	1-Jan-27	5-Dec-27	30-Jun-28	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-27	1-Jan-28	5-Dec-28	30-Jun-29	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-28	1-Jan-29	5-Dec-29	30-Jun-30	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-29	1-Jan-30	5-Dec-30	30-Jun-31	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-30	1-Jan-31	5-Dec-31	30-Jun-32	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-31	1-Jan-32	5-Dec-32	30-Jun-33	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-32	1-Jan-33	5-Dec-33	30-Jun-34	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-33	1-Jan-34	5-Dec-34	30-Jun-35	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-34	1-Jan-35	5-Dec-35	30-Jun-36	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-35	1-Jan-36	5-Dec-36	30-Jun-37	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-36	1-Jan-37	5-Dec-37	30-Jun-38	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-37	1-Jan-38	5-Dec-38	30-Jun-39	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-38	1-Jan-39	5-Dec-39	30-Jun-40	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-39	1-Jan-40	5-Dec-40	30-Jun-41	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-40	1-Jan-41	5-Dec-41	30-Jun-42	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-41	1-Jan-42	5-Dec-42	30-Jun-43	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-42	1-Jan-43	5-Dec-43	30-Jun-44	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-43	1-Jan-44	5-Dec-44	30-Jun-45	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-44	1-Jan-45	5-Dec-45	30-Jun-46	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-45	1-Jan-46	5-Dec-46	30-Jun-47	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-46	1-Jan-47	5-Dec-47	30-Jun-48	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-47	1-Jan-48	5-Dec-48	30-Jun-49	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-48	1-Jan-49	5-Dec-49	30-Jun-50	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-49	1-Jan-50	5-Dec-50	30-Jun-51	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-50	1-Jan-51	5-Dec-51	30-Jun-52	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-51	1-Jan-52	5-Dec-52	30-Jun-53	100.0%	270,767	\$70	\$18,926,759	\$212,926
31-Dec-52	1-Jan-53	5-Dec-53	30-Jun-54	100.0%	270,767	\$70	\$18,926,759	\$212,926
Total								\$6,387,781

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23-Sep-24

^(a)Real property is assessed for taxation as of January 1. Source: Fairfax County Tax Administration Office.

^(b)Property assessed as of January 1, 2024, will pay its final property tax payment on December 5, 2024. Source: Fairfax County Tax Administration Office. This corresponds with fiscal year ending June 30, 2025.

^(c)Assumes an annual appreciation rate of 0%.

^(d)See Appendix A-I.

^(e)Represent the fiscal year 2025 rate. Source: *Fairfax County FY 2025 Adopted Budget Summary*.

Multifamily Conversion
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Appendix A-XIV.a: Projected Utility Tax Revenues - Electric

Table 1: Annual Electric Utility Tax Revenue - Consumption Utility Tax Revenue

Property Use	Square Feet ^(a)	Electric Consumption Per SF ^(b) (<i>kWh</i>)	Total Annual Electric Consumption (<i>kWh</i>)	Average Annual County Electric Utility Tax Rate ^(c)	Annual Electric Utility Tax Revenue	Months Per Year	Monthly Tax Revenue
Vacant office	270,767	3.90	1,055,991	\$0.00594	\$6,273	12	\$523

Table 2: Annual Electric Utility Tax Revenue - Determination of Projected Tax per Unit

Property Use	Electric Tax Revenue Per Unit		
	Base Monthly Tax ^(c)	Monthly Tax Revenue ^(d)	Commercial Cap ^(e)
Vacant office	\$1.15	\$522.72	\$1,000.00

Table 3: Annual Electric Utility Tax Revenue - Projected Total Annual Electric Utility Tax Revenue

Property Use	Monthly Tax Revenue ^(e)	Months Per Year	Total Electric Utility Tax Revenue ^(f)
Vacant office	\$523.87	12	\$6,286
Total Development ³			\$6,286

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^(a)See Appendix A-I.
^(b)Based on national average consumption for vacant buildings. Source: Table C-22 in the *Energy Information Administration, Electricity consumption totals and conditional intensities by building activity subcategories, 2018*.
^(c)Commercial consumers are subject to a base monthly tax of \$1.15 plus a electric utility tax of \$0.00594 on each kWh delivered monthly with a cap of \$1,000. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.
^(d)See Table 1.
^(e)See Table 2.
^(f)Assumes full build-out.

Appendix A-XIV.b: Projected Utility Tax Revenues - Natural Gas

Table 1: Annual Gas Utility Tax Revenue - Consumption Utility Tax Revenue

Property Use	Square Feet ^(a)	Gas Consumption Per SF ^(b) (CCF)	Total Annual Gas Consumption (CCF)	Average Annual County Gas Utility Tax Rate ^(c)	Annual Gas Utility Tax Revenue	Months Per Year	Monthly Tax Revenue
Vacant office	270,767	0.19	51,987	\$0.047940	\$2,492	12	\$207.69

Table 2: Annual Gas Utility Tax Revenue - Determination of Projected Tax

Property Use	Natural Gas Tax Revenue		
	Base Monthly Tax ^(c)	Monthly Tax Revenue ^(d)	Nonresidential Cap ^(e)
Vacant office	\$0.85	\$207.69	\$300.00

Table 3: Annual Gas Utility Tax Revenue - Projected Total Annual Gas Utility Tax Revenue

Property Use	Monthly Tax Revenue ^e	Months Per Year	Total Gas Utility Tax Revenue ^(f)
Vacant office	\$208.53	12	\$2,502
Total Development			\$2,502

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^(a)See Appendix A-I.
^(b)Based on national average consumption for vacant buildings. Source: Table C-32 in the *Energy Information Administration, natural gas consumption totals and conditional intensities by building activity subcategories, 2018*.
^(c)Nonresidential consumers are subject to a base monthly tax of \$.845 plus a gas utility tax of \$0.04794 on each CCF delivered monthly, with a cap of \$300. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.
^(d)See Table 1.
^(e)See Table 2.
^(f)Assumes full build-out.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XIV.c: Projected Utility Tax Revenues - 30 Years

Development Year Ending	Fiscal Year Ending ^(a)	Inflation Factor ^(b)	Projected Utility Tax Revenues		
			Electric ^(c)	Natural Gas ^(d)	Total
31-Dec-23	30-Jun-25	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-24	30-Jun-26	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-25	30-Jun-27	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-26	30-Jun-28	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-27	30-Jun-29	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-28	30-Jun-30	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-29	30-Jun-31	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-30	30-Jun-32	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-31	30-Jun-33	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-32	30-Jun-34	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-33	30-Jun-35	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-34	30-Jun-36	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-35	30-Jun-37	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-36	30-Jun-38	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-37	30-Jun-39	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-38	30-Jun-40	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-39	30-Jun-41	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-40	30-Jun-42	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-41	30-Jun-43	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-42	30-Jun-44	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-43	30-Jun-45	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-44	30-Jun-46	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-45	30-Jun-47	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-46	30-Jun-48	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-47	30-Jun-49	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-48	30-Jun-50	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-49	30-Jun-51	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-50	30-Jun-52	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-51	30-Jun-53	100.0%	\$6,286	\$2,502	\$8,789
31-Dec-52	30-Jun-54	100.0%	\$6,286	\$2,502	\$8,789
Total			\$188,592	\$75,072	\$263,664

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^(a)Utility tax revenues are collected during each calendar month and remitted from each seller to the county on or before the last day of the first calendar month thereafter. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.

^(b)Assumes an annual inflation rate of 0%, as county utility taxes are capped and caps have not been raised since at least 2012. Source: *Fairfax County Code of Ordinances Chapter 4 Article 6.1*.

^(c)See Appendix A-XIV.a.

^(d)See Appendix A-XIV.b.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XV.a: Total Projected Expenditures to Fairfax County - Annual

Annual Expenditures ^(a)	Current County Expenditures ^(b)	Basis for Projecting Expenditures ^(c)	Current County Service Factors ^(d)	Expenditures by Factor ^(e)	Projected Increase in	Total Additional
				Real Property Tax Revenues	Service Factor ^(e)	Expenditures ^(f)
Legislative-Executive Functions / Central Services						
Board of Supervisors	\$8,051,992	not impacted	-	-	-	-
Office of the County Executive	\$9,531,590	not impacted	-	-	-	-
Department of Clerk Services	\$2,224,503	not impacted	-	-	-	-
Department of Finance	\$10,255,628	not impacted	-	-	-	-
Department of Human Resources	\$11,250,920	not impacted	-	-	-	-
Department of Procurement and Material Management	\$9,213,085	not impacted	-	-	-	-
Office of Public Affairs	\$2,947,650	not impacted	-	-	-	-
Office of Elections	\$9,498,304	not impacted	-	-	-	-
Office of the County Attorney	\$11,012,695	not impacted	-	-	-	-
Department of Management and Budget	\$8,505,484	not impacted	-	-	-	-
Office of the Financial and Program Auditor	\$506,351	not impacted	-	-	-	-
Civil Service Commission	\$520,131	not impacted	-	-	-	-
Office of the Independent Police Auditor	\$358,252	not impacted	-	-	-	-
Office of the Police Civilian Review Panel	\$263,238	not impacted	-	-	-	-
Department of Tax Administration	\$35,066,632	not impacted	-	-	-	-
Department of Information Technology	\$42,666,085	not impacted	-	-	-	-
Judicial Administration						
Circuit Court and Records	\$15,036,252	not impacted	-	-	-	-
Office of the Commonwealth's Attorney	\$9,135,660	not impacted	-	-	-	-
General District Court	\$6,740,277	not impacted	-	-	-	-
Office of the Sheriff	\$25,010,336	property tax revenues	\$3,574,205	\$7	\$213	\$1,490
Public Safety						
Department of Cable and Consumer Services	\$867,009	not impacted	-	-	-	-
Juvenile and Domestic Relations District Court	\$30,897,888	not impacted	-	-	-	-
Police Department	\$284,182,351	property tax revenues	\$3,574,205	\$80	\$213	\$16,930
Office of the Sheriff	\$57,581,930	property tax revenues	\$3,574,205	\$16	\$213	\$3,430
Fire and Rescue Department	\$267,907,923	property tax revenues	\$3,574,205	\$75	\$213	\$15,960
Department of Emergency Management and Security	\$8,555,193	property tax revenues	\$3,574,205	\$2	\$213	\$510
Department of Animal Sheltering	\$5,933,406	not impacted	-	-	-	-
Department of Code Compliance	\$5,542,131	not impacted	-	-	-	-

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^(a)Not all expenditures are expected to be impacted as a result of the project. Expenditures shown represent general fund expenditures only.

^(b)Source: *Fairfax County FY 2025 Adopted Budget Plan*.

^(c)Method of apportioning expenditures: Pro rata property tax revenues are calculated by taking current expenses and apportioning them among \$1,000's of property tax expenses.

^(d)Represents current statistics for the County. See Appendix B.

^(e)Represents the projected increase to the County resulting from the new development. See Appendix B.

^(f)Represents the total increase in expenditures as a result of the proposed project on an annual basis. Figures assume full build-out and are expressed in current dollars.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XV.a: Total Projected Expenditures to Fairfax County - Annual, continued

Annual Expenditures ^(a)	Current County Expenditures ^(b)	Basis for Projecting Expenditures ^(c)	Current County Service Factors ^(d)	Expenditures by Factor ^(e)	Projected Increase in Service Factor ^(e)	Total Additional Expenditures ^(f)
				Real Property Tax Revenues		
Public Works						
Facilities Management Department	\$67,317,096	not impacted	-	-	-	-
Business Planning and Support	\$1,516,108	not impacted	-	-	-	-
Office of Capital Facilities	\$18,673,154	not impacted	-	-	-	-
Health and Welfare						
Department of Family Services	\$172,580,550	not impacted	-	-	-	-
Health Department	\$90,797,029	not impacted	-	-	-	-
Department of Neighborhood and Community Services	\$109,870,274	not impacted	-	-	-	-
Park and Libraries						
Fairfax County Park Authority	\$36,081,623	not impacted	-	-	-	-
Fairfax County Public Library	\$34,995,690	not impacted	-	-	-	-
Community Development						
Economic Development Authority	\$9,456,853	not impacted	-	-	-	-
Department of Economic Initiatives	\$2,256,869	not impacted	-	-	-	-
Department of Planning and Development	\$16,981,336	not impacted	-	-	-	-
Department of Housing and Community Development	\$36,965,654	not impacted	-	-	-	-
Office of Human Rights and Equity Programs	\$2,033,897	not impacted	-	-	-	-
Department of Transportation	\$13,008,606	not impacted	-	-	-	-
Nondepartmental						
Unclassified Administrative Expenses	\$0	not impacted	-	-	-	-
Employee Benefits	\$552,173,776	not impacted	-	-	-	-
Transfers out						
School operating	\$2,584,409,875	not impacted	-	-	-	-
Other transfers	\$824,937,743	not impacted	-	-	-	-
Managed reserve	\$218,428,265	not impacted	-	-	-	-
Reserve for one-time requirements	\$229,126	not impacted	-	-	-	-
Total budget	\$5,671,976,420			\$179.97		\$38,319.59

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^(a)Not all expenditures are expected to be impacted as a result of the project. Expenditures shown represent general fund expenditures only.

^(b)Source: *Fairfax County FY 2025 Adopted Budget Plan*.

^(c)Method of apportioning expenditures: Pro rata property tax revenues are calculated by taking current expenses and apportioning them among \$1,000's of property tax expenses.

^(d)Represents current statistics for the County. See Appendix B.

^(e)Represents the projected increase to the County resulting from the new development. See Appendix B.

^(f)Represents the total increase in expenditures as a result of the proposed project on an annual basis. Figures assume full build-out and are expressed in current dollars.

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XV.b: Total Projected Expenditures to Fairfax County - 30 Years

Development Year Ending	Fiscal Year Ending	Inflation Factor ^(a)	Real Property Tax Revenue ^(b)	Expense Per \$1,000's of Prop. Tax Revenue ^(c)	Total Real Property Tax Expenses
31-Dec-23	30-Jun-25	100.0%	\$212,926	\$180	\$38,320
31-Dec-24	30-Jun-26	100.0%	\$212,926	\$180	\$38,320
31-Dec-25	30-Jun-27	100.0%	\$212,926	\$180	\$38,320
31-Dec-26	30-Jun-28	100.0%	\$212,926	\$180	\$38,320
31-Dec-27	30-Jun-29	100.0%	\$212,926	\$180	\$38,320
31-Dec-28	30-Jun-30	100.0%	\$212,926	\$180	\$38,320
31-Dec-29	30-Jun-31	100.0%	\$212,926	\$180	\$38,320
31-Dec-30	30-Jun-32	100.0%	\$212,926	\$180	\$38,320
31-Dec-31	30-Jun-33	100.0%	\$212,926	\$180	\$38,320
31-Dec-32	30-Jun-34	100.0%	\$212,926	\$180	\$38,320
31-Dec-33	30-Jun-35	100.0%	\$212,926	\$180	\$38,320
31-Dec-34	30-Jun-36	100.0%	\$212,926	\$180	\$38,320
31-Dec-35	30-Jun-37	100.0%	\$212,926	\$180	\$38,320
31-Dec-36	30-Jun-38	100.0%	\$212,926	\$180	\$38,320
31-Dec-37	30-Jun-39	100.0%	\$212,926	\$180	\$38,320
31-Dec-38	30-Jun-40	100.0%	\$212,926	\$180	\$38,320
31-Dec-39	30-Jun-41	100.0%	\$212,926	\$180	\$38,320
31-Dec-40	30-Jun-42	100.0%	\$212,926	\$180	\$38,320
31-Dec-41	30-Jun-43	100.0%	\$212,926	\$180	\$38,320
31-Dec-42	30-Jun-44	100.0%	\$212,926	\$180	\$38,320
31-Dec-43	30-Jun-45	100.0%	\$212,926	\$180	\$38,320
31-Dec-44	30-Jun-46	100.0%	\$212,926	\$180	\$38,320
31-Dec-45	30-Jun-47	100.0%	\$212,926	\$180	\$38,320
31-Dec-46	30-Jun-48	100.0%	\$212,926	\$180	\$38,320
31-Dec-47	30-Jun-49	100.0%	\$212,926	\$180	\$38,320
31-Dec-48	30-Jun-50	100.0%	\$212,926	\$180	\$38,320
31-Dec-49	30-Jun-51	100.0%	\$212,926	\$180	\$38,320
31-Dec-50	30-Jun-52	100.0%	\$212,926	\$180	\$38,320
31-Dec-51	30-Jun-53	100.0%	\$212,926	\$180	\$38,320
31-Dec-52	30-Jun-54	100.0%	\$212,926	\$180	\$38,320
Total					\$1,149,588

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^(a) Assumes an annual inflation rate of 0%.

^(b) See Appendix A-XIII.

^(c) See Appendix A-XV.a.

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Fairfax County, Virginia

Appendix A-XVI: Net Fiscal Impact to Fairfax County

Fiscal Year Ending	Projected Vacant Office Real Property Tax Revenues (Appendix A-XIII)	Projected Vacant Office Utility Tax Revenues (Appendix A-XIV.c)	Projected Vacant Office Expenditures (Appendix A-XV.b)	Net Fiscal Impact To Fairfax County
30-Jun-25	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-26	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-27	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-28	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-29	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-30	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-31	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-32	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-33	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-34	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-35	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-36	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-37	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-38	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-39	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-40	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-41	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-42	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-43	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-44	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-45	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-46	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-47	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-48	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-49	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-50	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-51	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-52	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-53	\$212,926	\$8,789	(\$38,320)	\$183,395
30-Jun-54	\$212,926	\$8,789	(\$38,320)	\$183,395
Total	\$6,387,781	\$263,664	(\$1,149,588)	\$5,501,857

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Multifamily Conversion Fairfax County, Virginia

APPENDIX A

Fiscal Impact Analysis

Comparison of Net Fiscal Impacts

Multifamily Conversion
Fairfax County, Virginia

Appendix A-XVII: Comparison of Net Fiscal Impact to Fairfax County

Fiscal Year Ending	Multifamily Conversion Scenario Net Fiscal Impact (Appendix A-XII)	Vacant Office Scenario Net Fiscal Impact (Appendix A-XVI)	Delta
30-Jun-25	\$715,317	\$183,395	\$531,922
30-Jun-26	\$609,008	\$183,395	\$425,613
30-Jun-27	\$609,008	\$183,395	\$425,613
30-Jun-28	\$609,008	\$183,395	\$425,613
30-Jun-29	\$609,008	\$183,395	\$425,613
30-Jun-30	\$609,008	\$183,395	\$425,613
30-Jun-31	\$609,008	\$183,395	\$425,613
30-Jun-32	\$609,008	\$183,395	\$425,613
30-Jun-33	\$609,008	\$183,395	\$425,613
30-Jun-34	\$609,008	\$183,395	\$425,613
30-Jun-35	\$609,008	\$183,395	\$425,613
30-Jun-36	\$609,008	\$183,395	\$425,613
30-Jun-37	\$609,008	\$183,395	\$425,613
30-Jun-38	\$609,008	\$183,395	\$425,613
30-Jun-39	\$609,008	\$183,395	\$425,613
30-Jun-40	\$609,008	\$183,395	\$425,613
30-Jun-41	\$609,008	\$183,395	\$425,613
30-Jun-42	\$609,008	\$183,395	\$425,613
30-Jun-43	\$609,008	\$183,395	\$425,613
30-Jun-44	\$609,008	\$183,395	\$425,613
30-Jun-45	\$609,008	\$183,395	\$425,613
30-Jun-46	\$609,008	\$183,395	\$425,613
30-Jun-47	\$609,008	\$183,395	\$425,613
30-Jun-48	\$609,008	\$183,395	\$425,613
30-Jun-49	\$609,008	\$183,395	\$425,613
30-Jun-50	\$609,008	\$183,395	\$425,613
30-Jun-51	\$609,008	\$183,395	\$425,613
30-Jun-52	\$609,008	\$183,395	\$425,613
30-Jun-53	\$609,008	\$183,395	\$425,613
30-Jun-54	\$609,008	\$183,395	\$425,613
Total	\$18,376,546	\$5,501,857	\$12,874,688

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Multifamily Conversion Fairfax County, Virginia

APPENDIX B

Revenues and Costs to Fairfax County (Allocation Factors)

Multifamily Conversion
Fairfax County, Virginia

Appendix B: Revenues and Costs to Fairfax County (Allocation Factors)

Fairfax County permanent population ^(a)	1,186,000
Fairfax County employed population ^(b)	594,697
Resident workers	219,080
Non-resident workers	375,617
Employee population equivalent	375,617
Total service population (residents and non-resident workers)	1,561,617
Percent of newly created Fairfax County employees assumed to live in Fairfax County	36.84%
Percent of newly created Fairfax County employees assumed to live outside Fairfax County ^(c)	63.16%
Service population rates	
Resident	1.00
Employee ^(d)	1.00
Projected resident increase:	
Proposed multifamily units ^(e)	240
Vacancy rate ^(f)	6.00%
Occupied multifamily units	226
Persons per household (renter occupied) ^(g)	2.60
Projected resident increase	587
Projected service population increase:	
Projected new employees ^(h)	5
Projected non-resident employees	3
Projected non-resident employee population equivalent ⁽ⁱ⁾	3
Total projected service population increase	590
Projected student increase:	
Current students enrolled in public school system (K-12) ^(j)	180,982
Occupied multifamily units	226
Student generation factor ^(k)	0.108
Projected student increase	24
Current real property tax revenues to Fairfax County ^(l)	\$3,574,204,859
Multifamily estimated increase in real property tax revenues to Fairfax County ^(m)	\$896,981
Vacant office estimated real property tax revenues to Fairfax County ⁽ⁿ⁾	\$212,926

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^(a)Represents the 2023 population estimates in Fairfax County. Source: Fairfax County Demographics Report for 2023.

^(b)Source: U.S.Census Bureau, Center for Economic Studies, LEHD (OnTheMap application, 2021 data). Represents primary jobs within the

^(c)Represents the percentage of employees assumed to work, but not live in Fairfax County.

^(d)Service rate assumes full-time employees generate costs at the same rate as full-time residents.

^(e)See Appendix A-I.

^(f)Represents a 6% vacancy rate based on the vacancy assumptions in the Annandale multi-family submarket. Source: *CoStar Multifamily Submarket Report - Annandale*, as accessed by MuniCap on July 10, 2024.

^(g)The average household size of renter-occupied units is 2.60. Source: U.S. Census Bureau Selected Housing Characteristics 2022 ACS 5-Year Estimates Data Profiles. Projected resident increase is rounded to the next whole number.

^(h)See Appendix C.

⁽ⁱ⁾See Appendix D.

^(j)Represents Fairfax County Public Schools School Year 2023-2024 enrollment. Source: Virginia Department of Education School Quality Profiles.

^(k)Represents countywide student yield ratios for mid/high-rise multifamily in Fairfax County Public Schools from school year 2019-2020. Source: *Fairfax County Public Schools Student Yield Ratios and Proffer Contribution* dated May 23, 2022.

^(l)Represents current real property tax revenues. See Appendix A-IX.a.

^(m)Represents estimated increase in real property tax revenues for multifamily development on an annual basis not including inflation. See Appendix A-III.

⁽ⁿ⁾Represents estimated increase in real property tax revenues for vacant office on an annual basis not including inflation. See Appendix A-XIII.

Multifamily Conversion Fairfax County, Virginia

APPENDIX C

Projected Employees

Multifamily Conversion
Fairfax County, Virginia

Appendix C: Projected Employees

Calendar Year Ending	Multifamily Units ^(a)	Employees Per Unit ^(b)	Total
31-Dec-23	240	0.02	5
31-Dec-24	240	0.02	5
31-Dec-25	240	0.02	5
31-Dec-26	240	0.02	5
31-Dec-27	240	0.02	5
31-Dec-28	240	0.02	5
31-Dec-29	240	0.02	5
31-Dec-30	240	0.02	5
31-Dec-31	240	0.02	5
31-Dec-32	240	0.02	5
31-Dec-33	240	0.02	5
31-Dec-34	240	0.02	5
31-Dec-35	240	0.02	5
31-Dec-36	240	0.02	5
31-Dec-37	240	0.02	5
31-Dec-38	240	0.02	5
31-Dec-39	240	0.02	5
31-Dec-40	240	0.02	5
31-Dec-41	240	0.02	5
31-Dec-42	240	0.02	5
31-Dec-43	240	0.02	5
31-Dec-44	240	0.02	5
31-Dec-45	240	0.02	5
31-Dec-46	240	0.02	5
31-Dec-47	240	0.02	5
31-Dec-48	240	0.02	5
31-Dec-49	240	0.02	5
31-Dec-50	240	0.02	5
31-Dec-51	240	0.02	5
31-Dec-52	240	0.02	5

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^(a)See Appendix A-I.

^(b)Represents one full-time office employee and one full-time maintenance employee per every 100 units. Source: *National Apartment Association Best Practices - Staffing Considerations*, dated June 8, 2020.

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APPENDIX D

Projected Residents and Service Population

Multifamily Conversion
Fairfax County, Virginia

Appendix D: Projected Residents and Service Population

Calendar Year Ending	Fiscal Year Ending	Multifamily					Total Projected Residents	Total Projected Employees ^(c)	Employees Assumed to Live Outside County ^(b)	Projected Nonresident Employees	Total Projected Service Population ^(d)
		Units ^(a)	Vacancy Rate ^(b)	Occupied Units	Residents Per Unit ^(b)	Sub-Total Residents					
31-Dec-23	30-Jun-25	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-24	30-Jun-26	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-25	30-Jun-27	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-26	30-Jun-28	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-27	30-Jun-29	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-28	30-Jun-30	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-29	30-Jun-31	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-30	30-Jun-32	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-31	30-Jun-33	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-32	30-Jun-34	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-33	30-Jun-35	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-34	30-Jun-36	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-35	30-Jun-37	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-36	30-Jun-38	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-37	30-Jun-39	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-38	30-Jun-40	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-39	30-Jun-41	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-40	30-Jun-42	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-41	30-Jun-43	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-42	30-Jun-44	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-43	30-Jun-45	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-44	30-Jun-46	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-45	30-Jun-47	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-46	30-Jun-48	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-47	30-Jun-49	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-48	30-Jun-50	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-49	30-Jun-51	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-50	30-Jun-52	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-51	30-Jun-53	240	6.00%	226	2.60	587	587	5	63.16%	3	590
31-Dec-52	30-Jun-54	240	6.00%	226	2.60	587	587	5	63.16%	3	590

^(a)See Appendix A-II.

^(b)See Appendix B.

^(c)See Appendix C.

^(d)Represents total resident and employee population.

Multifamily Conversion Fairfax County, Virginia

APPENDIX E

Projected Students

Multifamily Conversion
Fairfax County, Virginia

Appendix E: Projected Students

Development Year Ending	Multifamily			Students Per Unit ^(c)	Total Students ^(d)
	Projected Units ^(a)	Vacancy Rate ^(b)	Occupied Units		
31-Dec-23	240	6.00%	226	0.108	24
31-Dec-24	240	6.00%	226	0.108	24
31-Dec-25	240	6.00%	226	0.108	24
31-Dec-26	240	6.00%	226	0.108	24
31-Dec-27	240	6.00%	226	0.108	24
31-Dec-28	240	6.00%	226	0.108	24
31-Dec-29	240	6.00%	226	0.108	24
31-Dec-30	240	6.00%	226	0.108	24
31-Dec-31	240	6.00%	226	0.108	24
31-Dec-32	240	6.00%	226	0.108	24
31-Dec-33	240	6.00%	226	0.108	24
31-Dec-34	240	6.00%	226	0.108	24
31-Dec-35	240	6.00%	226	0.108	24
31-Dec-36	240	6.00%	226	0.108	24
31-Dec-37	240	6.00%	226	0.108	24
31-Dec-38	240	6.00%	226	0.108	24
31-Dec-39	240	6.00%	226	0.108	24
31-Dec-40	240	6.00%	226	0.108	24
31-Dec-41	240	6.00%	226	0.108	24
31-Dec-42	240	6.00%	226	0.108	24
31-Dec-43	240	6.00%	226	0.108	24
31-Dec-44	240	6.00%	226	0.108	24
31-Dec-45	240	6.00%	226	0.108	24
31-Dec-46	240	6.00%	226	0.108	24
31-Dec-47	240	6.00%	226	0.108	24
31-Dec-48	240	6.00%	226	0.108	24
31-Dec-49	240	6.00%	226	0.108	24
31-Dec-50	240	6.00%	226	0.108	24
31-Dec-51	240	6.00%	226	0.108	24
31-Dec-52	240	6.00%	226	0.108	24

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^(a)See Appendix A-II.

^(b)Represents a 8.8% vacancy rate based on the vacancy assumptions in the Washington D.C. Submarket for 4 & 5 Star multifamily assets, as reported in CoStar's Multifamily Market Report - Washington, D.C. as accessed by MuniCap on March 18, 2024. See Appendix B.

^(c)Represents countywide student yield ratios for mid/high-rise multifamily in Fairfax County Public Schools from school year 2019-2020. Source: Fairfax County Public Schools Student Yield Ratios and Proffer Contribution dated May 23, 2022. See Appendix B.

Multifamily Conversion Fairfax County, Virginia

APPENDIX F

Comparable Properties

Multifamily Conversion
Fairfax County, Virginia

Appendix F: Comparable Properties ^(a)

	Account	Year		Property Area		Assessed Value					Most Comparable A.V.	
Development	Identifier	Built	Address	GSF	Units	Land	Improvement	Total	Per GSF	Per Unit	Per GSF	Per Unit
Multifamily												
The Parker	0831-01-0034D	2015	2550 Huntington Ave	365,777	360	\$13,680,000	\$111,373,580	\$125,053,580	\$342	\$347,371	-	-
Riverside Apartments	0833-01-0101	1971	5860 Cameron Run Ter	1,278,930	1,222	\$64,480,000	\$177,258,380	\$241,738,380	\$189	\$197,822	-	-
The Courts at Huntington	0833-41-C1	2009	5950 Grand Pavilion Way Ste C1	276,527	202	\$5,061,600	\$37,498,290	\$42,559,890	\$154	\$210,693	-	-
The Courts at Huntington	0833-41-C2	2009	5960 Grand Pavilion Way Ste C2	276,527	202	\$4,149,600	\$37,498,290	\$41,647,890	\$151	\$206,178	-	-
The Courts at Huntington	0833-42-C1	2011	5963 Grand Pavilion Way Ste C1	273,360	219	\$4,924,800	\$36,246,060	\$41,170,860	\$151	\$187,995	-	-
The Courts at Huntington	0833-42-C2	2011	5973 Grand Pavilion Way Ste C2	273,360	219	\$5,061,600	\$36,246,060	\$41,307,660	\$151	\$188,619	-	-
The Shelby	0833-43-A	2014	6200 North Kings Hwy	244,229	240	\$9,120,000	\$68,737,100	\$77,857,100	\$319	\$324,405	-	-
Beacon of Groveton	0931-38010001A	2012	6850 Richmond Hwy	310,852	290	\$11,020,000	\$68,408,150	\$79,428,150	\$256	\$273,890	-	-
The Russell at Reston Station	0174-12-0011B1	2020	11500 Commerce Park Dr	267,665	260	\$9,880,000	\$80,770,980	\$90,650,980	\$339	\$348,658	-	-
Signature	0171-37-0004	2018	11850 Freedom Dr	642,011	508	\$24,424,410	\$164,873,880	\$189,298,290	\$295	\$372,634	-	-
Harrison at Reston Town Center	0172-01-0024	2015	1800 Jonathan Wy	560,356	360	\$18,662,400	\$123,237,120	\$141,899,520	\$253	\$394,165	-	-
Excelsior Parc Apartments	0174-01-0007B	2018	1897 Oracle Wy	532,480	457	\$11,183,230	\$133,563,010	\$144,746,240	\$272	\$316,731	-	-
Aperture at Reston Station	0174-19-A	2017	11410 Reston Station Blvd	416,599	421	\$22,228,800	\$100,094,590	\$122,323,390	\$294	\$290,554	-	-
The Avant at Reston Town Center	0173-20-0300	2013	12025 Town Square St	414,956	359	\$17,232,000	\$110,800,630	\$128,032,630	\$309	\$356,637	-	-
Vy Reston Heights	0173-21-0001A	2018	11842 Sunrise Valley Dr	394,900	385	\$18,480,000	\$83,720,360	\$102,200,360	\$259	\$265,455	-	-
The Kingston at McLean Crossing	0303-28-010001A	2018	7480 Birdwood Rd	338,000	319	\$16,224,000	\$96,776,660	\$113,000,660	\$334	\$354,234	-	-
Haden	0303-01-0006A	2015	1575 Anderson Rd	475,471	425	\$22,833,320	\$137,254,620	\$160,087,940	\$337	\$376,678	-	-
Lumen at Tysons	0293-01-0076B	2019	8334 Leesburg Pike	414,790	398	\$19,321,490	\$135,337,030	\$154,658,520	\$373	\$388,589	-	-
Nouvelle	0294-07-0001B	2015	7903 Westpark Dr	516,666	461	\$22,941,000	\$148,551,550	\$171,492,550	\$332	\$372,001	-	-
Three Collective - Skyline 1	0623-01-0033	1972/2023	5205 Leesburg Pike	270,767	240	\$7,440,000	\$72,291,640	\$79,731,640	\$294	\$332,215	\$294	\$332,215
Three Collective - Skyline 2	0623-01-0030	1979/2023	5203 Leesburg Pike	271,026	-	\$7,440,000	\$45,598,810	\$53,038,810	\$196	-	-	-
Three Collective - Skyline 3	0623-01-0035	1980/2023	5201 Leesburg Pike	271,026	-	\$7,440,000	\$39,336,220	\$46,776,220	\$173	-	-	-
Average									\$262	\$305,276	\$294	\$332,215
Vacant Office ^(b)												
One Skyline Place ^(c)	0623-01-0033	1972	5205 Leesburg Pike	270,767	-	\$4,235,870	\$495,110	\$4,730,980	\$17	-	-	-
Two Skyline Place ^(c)	0623-01-0030	1979	5203 Leesburg Pike	271,026	-	\$4,182,930	\$3,274,520	\$7,457,450	\$28	-	-	-
Three Skyline Place ^(c)	0623-01-0035	1980	5201 Leesburg Pike	271,026	-	\$2,965,100	\$844,850	\$3,809,950	\$14	-	-	-
South Tower	0392-01-0047A	1986	7799 Leesburg Pike	192,808	-	\$7,928,090	\$4,470,610	\$12,398,700	\$64	-	\$64	-
Hunters Branch 1	0484-01-0001L1	1987	9300 Lee Highway	221,697	-	\$5,608,120	\$8,176,880	\$13,785,000	\$62	-	\$62	-
11600 American Dream Way	0174-01-0035D	1996	11600 American Dream Way	400,664	-	\$15,225,230	\$10,336,130	\$25,561,360	\$64	-	\$64	-
Reston Commons	0174-01-0029A	2002	11487 Sunset Hills Road	140,381	-	\$5,285,230	\$7,242,050	\$12,527,280	\$89	-	\$89	-
Woodland Pointe	0164-01-0044	2008	2200 Woodland Pointe Avenue	191,870	-	\$3,901,590	\$10,425,610	\$14,327,200	\$75	-	\$75	-
Coppermine Commons III	0154-01-0022A2	2001	2525 Network Place	213,708	-	\$4,110,460	\$9,825,700	\$13,936,160	\$65	-	\$65	-
Average									\$53	-	\$70	-

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^(a)Represents assessed value as of January 1, 2024 as reported by Fairfax County Department of Tax Administration as accessed March 2024.

^(b)One Skyline Place, Two Skyline Place, and Three Skyline Place have been identified within the County's Economic Incentive Program.

^(c)Represents assessed value of the building prior to conversion to multifamily. Values shown as of January 1, 2020 as reported by Fairfax County Department of Tax Administration as accessed March 2024.