

**LANDMARK MALL REDEVELOPMENT  
ALEXANDRIA, VIRGINIA**

**AMENDED  
SPECIAL ASSESSMENT REPORT**

Prepared By:

**MUNICAP, INC.**  
— PUBLIC FINANCE —

August 8, 2023

# LANDMARK MALL REDEVELOPMENT ALEXANDRIA, VIRGINIA

## AMENDED SPECIAL ASSESSMENT REPORT

### **Purpose of Report**

The Landmark Mall Community Development Authority (the “CDA”), as created by the City Council of the City of Alexandria by Ordinance 5368 adopted on September 18, 2021 (the "Ordinance"), was created to provide improvements necessary or desirable for development or redevelopment within or affecting the property within the geographic boundaries of the CDA district, as identified by the Ordinance (the "CDA District"). These improvements will provide a special benefit to the property owners in the CDA District. Bonds have been and are expected to be issued by the City to finance all or a portion of the costs of the improvements, bond issuance costs, bond interest during construction and for a period after construction, and certain administrative expenses (the “Bonds”). The primary source of revenues to repay the Bonds is expected to be the increase in real property, sales, meals, and transient lodging taxes on the parcels within the CDA. Special Assessments will be levied on the parcels in the CDA to provide an additional source of funds to reimburse the City for debt service paid on the Bonds.

The City has imposed Special Assessments which will be increased to an amount equal to the principal of the Bonds, interest on the Bonds until repaid, and certain administrative expenses related to the CDA. Pursuant to the provisions of the “Rate and Method of Apportionment of Special Assessments,” an annual installment of Special Assessments may be collected each year to provide funds for the payment of debt service on the Bonds and certain administrative expenses. Alternatively, a property owner may pay the Special Assessments imposed on a parcel in full at any time without penalty.

The CDA has been created, Special Assessments levied, and CDA Payment Obligation incurred pursuant to the Virginia Water and Waste Authorities Act, beginning with §15.2-5100 et seq. of the Code of Virginia, 1950 (the “Act”), as it may be amended from time to time. The Act provides that the costs of improvements provided by or on behalf of the CDA may be assessed in a manner prescribed by the City upon property benefited by such improvements. This report explains the method of assessing the property in the CDA District for the improvements to be provided by or on behalf of the CDA.

Terms used herein and defined in the “Rate and Method of Apportionment of Special Assessments” shall have the meanings given to such terms therein.

### **Description of the CDA District**

The CDA District consists of approximately 51.47 acres proposed to be developed as a mixed-use project. The property is located along the north and west side of Duke Street, east of N Van Dorn Street and south of Interstate 395. Duke Street will act as the primary entry point for the CDA District. A parcel map of the property in the CDA District is attached to this report as Exhibit A along with a listing of tax parcels.

Ordinance No. 5368 approved by the Alexandria City Council on September 18, 2021, amended and rezoned the 51.47 acres from CR, Commercial Regional and CRMU-M/ Commercial Residential Mixed Use (Medium) to CDD #29/ Coordinated Development District #29. In accordance with the amended CDD #29 zoning district, permissible uses include hospital, medical office, office, multi-family and townhouse dwellings, retail, and restaurants. A detailed list of permissible uses can be found in the City of Alexandria Zoning Ordinance, Section 5-602. Pursuant to Ordinance No. 5359, the maximum number of dwelling units to be constructed within the CDA District shall be 2,500.

The development of the property in the CDA District, as proposed by the owners in the CDA District, is shown below in Table A and illustrated in the site plan attached as Exhibit B. This development is consistent with the corresponding zoning limitations described above.

**Table A<sup>1</sup>**  
**Development Plan**

Development Type	Units/Rooms	Square Feet
<i>Residential</i>		
Multi-Family Affordable	245	245,000
Multi-Family Rental	1,645	1,708,394
Condominiums	109	150,000
Townhomes	109	261,600
<i>Commercial</i>		
Mixed-use retail	-	180,600
Grocer	-	150,000
Medical office	-	132,000
Hotel	145	80,000
<b>Total development</b>	<b>2,253</b>	<b>2,907,594</b>
<sup>1</sup> Final uses will be determined with individual development site plans, with the total development not to exceed 5,565,000 square feet (excluding the existing garage) and at least 20% of the total development square footage will be non-residential.		

### **Proposed Improvements**

The purpose of the CDA, the Special Assessments levied on the parcels in the CDA District, and the Bonds issued and to be issued is to finance a portion of the costs of the improvements that benefit the property in the CDA District. An illustration of the improvements is attached as Exhibit C.

Exhibit D identifies the estimated costs of improvements that may be funded by the Bonds and supported by the Special Assessments. The costs shown in Exhibit D are estimates. The actual costs are likely to vary from these estimates.

A description of the improvements that may be funded by the Bonds and supported by the Special Assessments follows. The infrastructure DSP#2021-00012 is the final authority for infrastructure design and the improvements as described herein may vary as provided by the approved infrastructure development site plan.

#### *Intersection Improvements:*

The improvements include infrastructure to construct the following intersections:

- An intersection at Duke Street, Road 3, and Walker Street,
- An intersection at Duke Street and Road 6,
- An intersection at Duke Street and Road 4, which includes the re-alignment of the Road 4 extension to the south of Duke Street,
- An intersection at Van Dorn Street and Road 5, including re-alignment of the Road 5 extension to the east of Van Dorn Street,
- An intersection at Van Dorn Street and Road 7, which includes a new left-turn lane on northbound Van Dorn Street to access Road 7,
- Roadwork improvements of Duke Street between Road 3 and Road 4, including repaving and median landscaping and curb-and-gutter construction, and
- Removal of the Duke Street flyover.

These improvements are connected to the CDA District at the five intersections stated above and will provide additional access to the CDA District. The above improvements benefit the CDA District by providing access to the community necessary for the proposed development.

*Preparation, demolition, and enablement:*

Preparation, demolition, and enablement include costs to conduct demolition, grading, and enablement of approximately 39 acres of the 51.47-acre site, including the demolition of the multi-level, 675,000-square foot shopping center and surface parking lots. The preparation and enablement improvements of the site are allocated to public improvements based on a pro-rated percentage of total public and private costs. The preparation, demolition, and enablement improvements benefit the CDA District by prepping the CDA District to enable the construction of the future development.

*General on-site utility facilities:*

General on-site utility facilities include costs to construct utility infrastructure throughout the project site. The on-site utility improvements benefit the CDA District by providing electric, gas, telecom, and stormwater management utilities necessary for the proposed development within the CDA District.

*Parks and open spaces, improvements, and finishings:*

Parks and open spaces, improvements, and finishings include costs to construct the Central Plaza, which is approximately 41,000 square feet located on Blocks F and N, the Paseo, which is approximately 10,000 square feet on Block R, and Terrace Park, which is approximately 115,000 square feet located on Block P, publicly accessible open spaces, which include hardscape, landscape, furniture, fixtures, and additional equipment. The parks and open space improvements provide quality public space to be utilized by the development and the community within the CDA District.

*Existing garage rehab and reconfiguration:*

Existing garage rehab and reconfiguration include costs to rehabilitate and reconfigure an existing parking structure consisting of 2,900 stalls on three levels. The existing garage improvements benefit the CDA District by improving the quality of available parking within the CDA District necessary to support the proposed development of the property.

*Road 1:*

Road 1 includes costs to construct a roughly 1,045-foot long and roughly 30-foot wide roadway. Water, sewer, and stormwater utilities will be included in the right of way. Road 1 improvements benefit the CDA District by creating a road to provide necessary access to the parcels within the development, as well as water, sewer, and storm water management for these parcels.

*Road 2 and transit hub:*

Road 2 and transit hub include costs to construct a roughly 1,235-foot long and roughly 36-foot wide roadway (parking and travel lanes), increasing to 48-feet at the transit hub block to service six bus bays for multiple public transit lines. Water, sewer, and stormwater utilities will be included in the right of way. Road 2 improvements benefit the CDA District by creating additional road and transportation improvements providing necessary access for the proposed development, as well as water, sewer, and storm water management for these parcels.

*Road 3:*

Road 3 includes costs to construct a roughly 510-foot long and roughly 35 to 57-foot wide roadway curb to curb. Water, sewer, and stormwater utilities will be included in the right of way. Road 3 improvements benefit the CDA District by creating a road that provides necessary access for the proposed development, as well as water, sewer, and storm water management for these parcels.

*Road 4:*

Road 4 includes costs to construct a roughly 1,000-foot long and roughly 36 to 42-foot wide roadway curb to curb. Water, sewer, and stormwater utilities will be included in the right of way. Road 4 improvements benefit the CDA District by creating a road that provides necessary access for the proposed development, as well as water, sewer, and storm water management for these parcels.

*Road 5:*

Road 5 includes costs to construct a roughly 960-foot long and roughly 36-foot wide roadway. Water, sewer, and stormwater utilities will be included in the right of way. Road 5 improvements benefit the CDA District by creating a road that provides necessary access for the proposed development, as well as water, sewer, and storm water management for these parcels.

*Road 6:*

Road 6 includes costs to construct a roughly 850-foot long and roughly 36-foot wide roadway. Water, sewer, and stormwater utilities will be included in the right of way. Road 6 improvements benefit the CDA District by creating a road that provides necessary access for the proposal development, as well as water, sewer, and storm water management for these parcels.

*Road 7:*

Road 7 includes costs to construct a roughly 935-foot long and roughly 25-foot wide roadway. Water, sewer, and stormwater utilities will be included in the right of way. Road 7 improvements benefit the CDA District by creating a road that provides necessary access for the proposal development, as well as water, sewer, and storm water management for these parcels.

The improvements described above provide roads, utilities, open space, parking, transit facilities, and other public infrastructure that will be necessary or desirable for the proposed development of the property in the CDA District. Additional costs may be substituted for the above improvements to the extent they are infrastructure that provide a service to the District. The site plan identifying the public improvements is included as Exhibit C.

**Projected Issuance of Bonds**

The Bonds are projected to be issued by the City to finance a portion of the costs of the improvements described above. Bond proceeds may be applied to pay the costs of constructing improvements, administrative expenses related to the CDA, issuance costs, and capitalized interest. Table B shows the estimated sources and uses of funds for the issuance of the Bonds.

**Table B**  
**Projected Issuance of the Bonds**

	Series 2022	Series 2024	Series 2025	Total Bonds
<b>Sources of funds:</b>				
Bond proceeds	\$32,485,000	\$75,748,000	\$32,463,000	\$140,696,000
Bond premium	\$1,941,329	\$0	\$0	\$1,941,329
Interest	\$0	\$0	\$0	\$0
Total sources of funds	\$34,426,329	\$75,748,000	\$32,463,000	\$142,637,329
<b>Uses of funds:</b>				
Public improvements	\$30,000,000	\$65,600,000	\$28,000,000	\$123,600,000
Capitalized interest	\$4,254,699	\$9,373,815	\$4,017,296	\$17,645,810
Issuance costs	\$94,022	\$200,000	\$200,000	\$494,022
Underwriter's discount	\$73,741	\$571,897	\$245,096	\$890,734
Rounding	\$3,867	\$2,288	\$608	\$6,763
Total uses of funds	\$34,426,329	\$75,748,000	\$32,463,000	\$142,637,329

The actual issuance of the Bonds may vary from these estimates depending on the interest rate on the Bonds, the date the Bonds are issued, the cost of issuing Bonds, reinvestment rates on the bond proceeds, and other factors.

Bond issuance costs may include legal fees, financial advisor fees, financial consulting fees, cost of studies, the set-up and first year’s fee of the trustee, trustee’s counsel, City expenses, document printing costs, and other miscellaneous costs related to the issuance of the Bonds.

Capitalized interest will fund the interest on the Bonds for approximately thirty six months after the issuance of the Bonds. Capitalized interest allows time for the improvements to be constructed, for the property to be added to the property tax roll, real property, sales, meals, and transient lodging tax increment to be generated from the parcels, and Special Assessments to be collected from the property (if necessary) and applied to the payment of (or reimbursement of payments of) debt service on the Bonds.

**Projected Debt Service and Administrative Expenses**

A schedule showing projected debt service and administrative expenses is attached to this report as Exhibit E. Interest is assumed to be 4.50% per year on the Bonds. Bond administrative expenses are estimated at approximately \$20,000 per year on the initial series of bonds and \$10,000 per year for the two future series of bonds. Administrative expenses are assumed to be adjusted annually for inflation at two percent per year. The assessments will be reduced pursuant to the “Rate and Method of Apportionment of Special Assessments” for any reductions in debt service, including reductions due to a lower interest rate and reduced administrative expenses. Total principal, interest, and administrative expenses of the special assessments are shown below in Table C.

**Table C  
Total Special Assessments**

	<b>Total Bonds</b>
Principal portion	\$140,696,000
Interest portion	\$120,944,475
Administrative expenditures	\$1,622,723
<b>Total Special Assessments</b>	<b>\$263,263,199</b>

**Determination of Special Assessments**

The reasonable basis for the Special Assessments levied in the CDA District is based on the following:

- (i) The improvements to be funded with proceeds of the Bonds and provided by the City on behalf of the CDA provide a peculiar and special benefit to the property in the CDA District and this benefit equals or exceeds the cost of the Special Assessments;
- (ii) The Bonds are issued to pay for all or a portion of the improvements that provide a peculiar and special benefit to the assessed property and the installments of the Special Assessments authorized to be collected each year are equal to the amount required to repay the Bonds and to pay administrative expenses related to the CDA; and
- (iii) The Special Assessments are allocated to parcels within the CDA District on a basis that

reasonably reflects the benefit each parcel receives from the improvements.

The following sections of this report explain how the Special Assessments as levied pursuant to the “Rate and Method of Apportionment of Special Assessments” for the CDA are consistent with these concepts.

### Special Benefit

The property will receive a peculiar and special benefit from the infrastructure improvements to be provided by the City on behalf of the CDA. The improvements are provided specifically to meet the demands of the property in the CDA District. The infrastructure to be funded by the CDA prepares the site so that the future development can proceed, provides on-site utilities within the CDA District, provides road access to and through the site, provides parks, public access, and open space areas, and provides parking garage upgrades specifically for use by property in the CDA District. These improvements are required for the proposed use of and specifically provided for the property as described above. Accordingly, the improvements to be funded by the CDA provide a peculiar and special benefit to the property in the CDA District.

The peculiar and special benefit of the infrastructure improvements to be provided by the CDA will be equal to or greater than the cost of the Special Assessments levied on the property. The value of peculiar and special benefit is confirmed by two means. First, the owners of all of the property in the CDA District have requested the City impose Special Assessments on the property for the purpose of supporting the financing of the improvements. It is reasonable to believe the owners are acting in their interest and making this request because the benefit they receive from the improvements exceed the cost of the Special Assessments.

Second, the Special Assessments have been levied to support the financing of improvements that are necessary for the highest and best use of the property (i.e., the use of the property that is most valuable, including any costs associated with that use). Highest and best use can be defined as “The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value.” (*Dictionary of Real Estate Appraisal, Fourth Edition.*) The five criteria for highest and best use are (i) legal permissibility, (ii) physical possibility, (iii) appropriately supported, (iv) financial feasibility, and (v) maximum productivity.

The owners of the property to be assessed have analyzed various options for the use of the property, taking into consideration the legally permitted uses, the physical constraints of the site, financial parameters, market demand, and other relevant factors. The owners are understandably interested in maximizing their return on the property. Based on this analysis, the highest and best use of the property given current market conditions, including any costs required for that use, is the proposed uses for the property. The proposed uses of the property will require the improvements that are to be provided by the City on behalf of the CDA. These improvements are either a legal requirement for the development as proposed or necessary for the development to be adequately supported or both. Without these improvements, the property could not be put to its highest and best use.

A portion of the financing supported by the CDA is long-term financing and may pay interest to the bond holders that are exempt from income taxes, resulting in a lower rate than other available financing on comparable terms. The Special Assessments make available tax increment financing and provide the security required by the City in order to issue the Bonds for the



improvements. The Bonds facilitate financing of improvements for a large-scale mixed-use development with multiple parcels. As a result of these and other advantageous terms, the financing supported by the CDA is the most beneficial means of financing the improvements.

In summary, the peculiar and special benefit to the property is greater than the Special Assessments imposed on the property for the following reasons:

1. The total infrastructure improvements of the CDA are \$180.7 million. The Special Assessment backed public improvements represent \$123.6 million of that total;
2. The improvements to be provided by the City on behalf of the CDA are required for the highest and best use of the property;
3. The highest and best use of the property is the use of the property that is most valuable (including any costs associated with the use of the property);
4. The financing supported by the CDA is the most beneficial means of financing the improvements;
5. As a result, the special benefits to the property from the improvements to be provided by the City on behalf of the CDA will be equal to or greater than the cost of the Special Assessments that will finance the improvements necessary to achieve the highest and best use of the property.

Assessments Collected Each Year

The annual installments of Special Assessments are shown in the Special Assessment Roll and Exhibit E attached to this report. After the issuance of the Bonds, the annual installments are projected to be collected over approximately thirty years. The annual installments include the principal to be repaid, which is equal to the estimated principal of the Bonds which have been or are to be issued, interest on the unpaid principal, and administrative expenses of the CDA as shown below in Table D. As described above, the annual installments as shown on the Special Assessment Roll have been set each year in the amount necessary to pay the debt service on the Bonds, which have been or are to be issued to finance the improvements that provide a peculiar and special benefit, and the administrative expenses related to the repayment of the Bonds by the CDA.

**Table D**  
**Total Special Assessments**

Total Bonds	
Principal portion	\$140,696,000
Interest portion	\$120,944,475
Administrative expenditures	\$1,622,723
Total Special Assessments	\$263,263,199

The actual expenses of the CDA may be less than estimated herein. The “Rate and Method of Apportionment of Special Assessments” provides for the annual installment collected each year to equal the actual amount required to pay debt service on the Bonds and administrative expenses of the CDA (after taking into consideration of real property, sales, meals, and transient lodging tax

increment available to repay the Bonds). Additionally, the “Rate and Method of Apportionment of Special Assessments” provides for Special Assessments to be reduced to equal the actual costs of providing the improvements, including the costs related to issuance and repayment of the Bonds, if less than shown on the Special Assessment Roll.

In summary, the Special Assessments are set in a manner consistent with the estimate of the annual debt service on the Bonds to be issued to finance the improvements that provide a peculiar benefit to the property being assessed and the administrative expenses related to the repayment of the Bonds by the CDA and are therefore set in a reasonable manner.

### Allocation of the Special Assessments

This section explains how the Special Assessments are allocated to the property in the CDA District in a reasonable manner that is representative of the benefit each property receives from the improvements to be provided by the CDA.

Pursuant to the Memorandum of Understanding, the owner of each parcel in the CDA District will consent to the Special Assessments imposed on the property, including the method of allocating the assessments to the parcels, demonstrating the reasonableness of the allocation of the Special Assessments. The Special Assessments will be imposed on all real property within the CDA District that is Assessed Property. Assessed Property as defined in the “Rate and Method of Apportionment of Special Assessments” means for any assessment year, parcels other than non-benefited property. For the avoidance of doubt, no assessment shall be levied upon the property owned by the Industrial Development Authority of the City of Alexandria and leased to Inova Health Care Services to the extent such property is otherwise exempt from real property tax under applicable law. Non-benefited property is property within the CDA District that will not use and will not increase in value as a result of the construction of the improvements. The “Rate and Method of Apportionment of Special Assessments” provides for the Special Assessments to be reallocated as property is subdivided. The reallocation is made on the same basis as the initial allocation of Special Assessments as shown on the Special Assessment Roll and explained herein.

The method used to allocate the assessments in the “Rate and Method of Apportionment of Special Assessments” is based on the estimated value of the property in the CDA District as developed and fully able to utilize the improvements. Future estimated value reasonably reflects the increase in value to property that will result from the improvements. Property with higher value is reasonably assumed to be able to benefit more from the improvements, reflected by the higher value, and property with lower value able to benefit less from the improvements, reflected by the lower value. Allocating special assessments on the basis of value is particularly appropriate in this case where the purpose of the improvements being provided is to allow for the redevelopment of the property to increase the property value. Exhibit F of this report provides detailed assumptions for the calculation of estimated value.

In order to facilitate the allocation of Special Assessments on the basis of estimated future value, property has been classified into six different land use classes, as shown by Table E. The value of property within each class has been estimated, and this value used to determine an equivalent unit factor. The assessments within each land use class are the same per expected residential dwelling unit, per 1,000 square feet of gross floor area of commercial space, and per hotel room. For example, each multi-family unit is assessed the same and each 1,000 square feet of commercial is assessed the same.

Table E on the following page shows each land use class, the estimated value, and the resulting equivalent unit factor.

**Table E**  
**Equivalent Unit Factors by Land Use Class**

Land Use Class	Property Use	Average Estimated Assessed Value	Equivalent Unit Factors (Rounded)	
Land Use Class 1	Multi-Family Affordable	\$144,799	0.38	Per Unit
Land Use Class 2	Multi-Family Rental	\$378,114	1.00	Per Unit
Land Use Class 3	Stacked Flats	\$500,000	1.32	Per Unit
Land Use Class 4	Townhomes	\$782,483	2.07	Per Unit
Land Use Class 5	Commercial	\$353,859	0.94	Per 1,000 GFA
Land Use Class 6	Hotel	\$140,361	0.37	Per Room

Special Assessments are to be allocated to parcels on the basis of equivalent unit factors. An equivalent unit factor is calculated for each land use class. Equivalent unit factors represent the ratio of estimated value per unit, per 1,000 square feet, or per room for each class. The calculations of the equivalent unit factors are shown in Table E.

The Special Assessments on each parcel are to be based on the expected development on each parcel, the equivalent unit factors for each land use class, and the Special Assessments per equivalent unit. Based on the approved development plan for the CDA District as shown in Table A and the equivalent unit factors from Table E, the projected total equivalent units are 2,596 as shown in Table F.

**TABLE F**  
**Total Equivalent Units**

Land Use Class	Units/1,000s of GFA/ Rooms	Approved Development	Equivalent Unit Factors (Rounded)	Total Equivalent Units (Rounded)
Land Use Class 1	Units	245	0.38	93
Land Use Class 2	Units	1,645	1.00	1,645
Land Use Class 3	Units	109	1.32	144
Land Use Class 4	Units	109	2.07	226
Land Use Class 5	1,000s of GFA	463	0.94	435
Land Use Class 6	Room	145	0.37	54
<b>Total</b>				<b>2,596</b>

Table G on the following page shows the derivation of the Special Assessments per equivalent unit based on the total Special Assessments of the CDA, as shown in Exhibit E, and the number of equivalent units as shown in Table F. Numbers shown below are actual calculations and include rounding.

**TABLE G**  
**Special Assessments per Equivalent Unit**

Total Special Assessments	\$263,263,199
Total Equivalent Units	2,596
<b>Total Special Assessments per Equivalent Unit</b>	<b>\$101,407</b>
Total Principal Portion of Assessments	\$140,696,000
Total Equivalent Units	2,596
<b>Total Principal Portion per Equivalent Unit</b>	<b>\$54,195</b>

Special Assessments are to be allocated to each parcel pro rata to the equivalent units of each parcel. As a result, a parcel that represents ten percent of the equivalent units will be allocated ten percent of the Special Assessments.

Special Assessments, in their increased amount, are to be imposed on each parcel as shown on the Special Assessment Roll and will be reallocated to new parcels pursuant to the “Rate and Method of Apportionment of Special Assessments” on the basis of equivalent unit factors for each land use class. The equivalent unit factors for each property type are calculated as explained above and as shown in Table E.

Annual Installments will be allocated to each parcel as the Annual Parcel Installment. The portion of the Annual Installment to be collected each Assessment Year is the Annual Payment. The Annual Payment shall be paid each year for any Parcel for which the Special Assessment has not been prepaid. The Annual Payment for a Parcel will be an amount equal to the lesser of the Annual Installment and a portion of the Annual Revenue Requirement allocated to the parcel on the basis of the Adjusted Annual Installment for the Parcel.

The Annual Revenue Requirement means for any Assessment Year, the sum of the following: (1) debt service due on the Bonds in the preceding fiscal year; and (2) any Administrative Expenses; less (3) Incremental Tax Revenues collected in the preceding fiscal year, whether or not appropriated by the City Council for the payment of the Bonds; (4) any funds available to pay expenses of the Annual Revenue Requirement pursuant to the Memorandum of Understanding, such as capitalized interest or interest earnings on any account balances, and (5) any other funds available to the Authority that may be applied to the Annual Revenue Requirement.

The Annual Revenue Requirement will be allocated to each Parcel based on its share of the Adjusted Annual Installment compared to the total of the Adjusted Annual Installment from all CDA District Parcels. The Adjusted Annual Installment represents the Annual Installment less the Annual Credit. The Annual Credit is essentially each Parcel’s share of the Incremental Tax Revenues included in the calculation of the Annual Revenue Requirement.

To the extent the Incremental Tax Revenues exceed the Parcel’s share of the Annual Revenue Requirement, the Annual Payment for the Parcel will be reduced to zero and no Special Assessment will be collected in that Assessment Year.

Any Parcel that receives an exemption or a deferral of real property taxes pursuant to the Tax Relief for the Elderly & Disabled (to include Deferrals) City Ordinance, Title 3, Chapter 2, Article L; §3-2-160 et seq. (as such may be subsequently modified), shall also receive a deferral of the Annual Payment until such time as the Parcel is transferred (except for a transfer that results solely from the death of the qualifying spouse).

Any Parcel that is exempt from real property taxes pursuant to the Code of Virginia, Title 58.1., Taxation, Subtitle III, Local Taxes » Chapter 32, Real Property Tax » (A) Article 2.3, Exemption for Disabled Veterans » § 58.1-3219.5, Exemption from taxes on property for disabled veterans or (B) Article 2.4, Exemption for Surviving Spouses of Members of the Armed Forces Killed in Action » § 58.1-3219.9, Exemption from taxes on property of surviving spouses of members of the armed forces killed in action, shall also be exempt from the Annual Payment as long as such exemption applies to the real property taxes for such Parcel.

### **Summary of Reasonable Basis of the Special Assessments**

Special Assessments are imposed on the assessed property in the CDA District according to the provisions of the “Rate and Method of Apportionment of Special Assessments” in a reasonable manner. This report explains the reasonable basis of the Special Assessments. The reasonable basis may be summarized as follows:

1. The improvements are being provided specifically for the use of the property in the CDA District to allow for the redevelopment of the property, and as a result, provide a peculiar and special benefit to the property within the CDA District;
2. The special benefit of the improvements to the property subject to Special Assessments equals or exceeds the Special Assessments;
3. The Bonds have been or are to be issued to finance the costs of the improvements, which provide a special benefit to the property in the CDA District, and other costs related to the issuance of the Bonds;
4. Special Assessments to be collected on all of the property in the CDA District each year are equal to or less than the amount required to pay the debt service on the Bonds and administrative expenses related to the CDA;
5. Special Assessments are to be allocated to each parcel within the CDA District in a manner that is reasonably representative of the benefit each property receives from the improvements to be provided by the CDA.

For these reasons, the Special Assessments, in their increased amount, will be imposed on the assessed property in the CDA District in a reasonable manner.

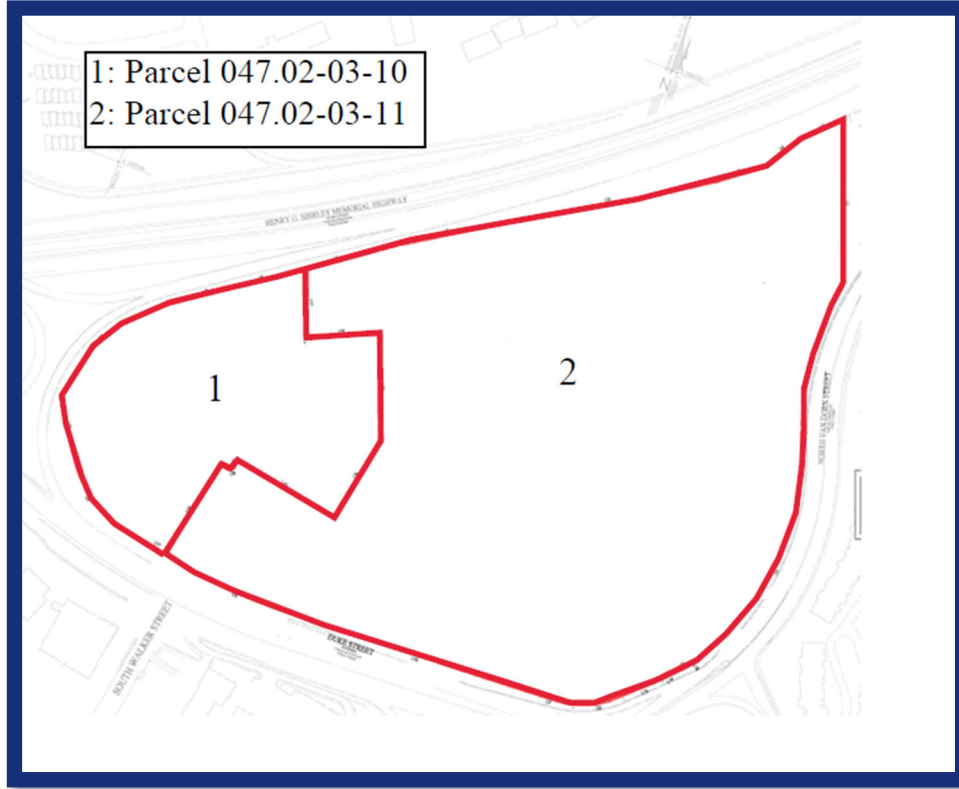
**Exhibit A**

**CDA District Boundary Map and Parcel List**

**Exhibit A-1**

**CDA Current District Boundary Map and Parcel List**

**Table A-1.a: District Boundary Map:**



**Table A-1.b: Parcel List:**

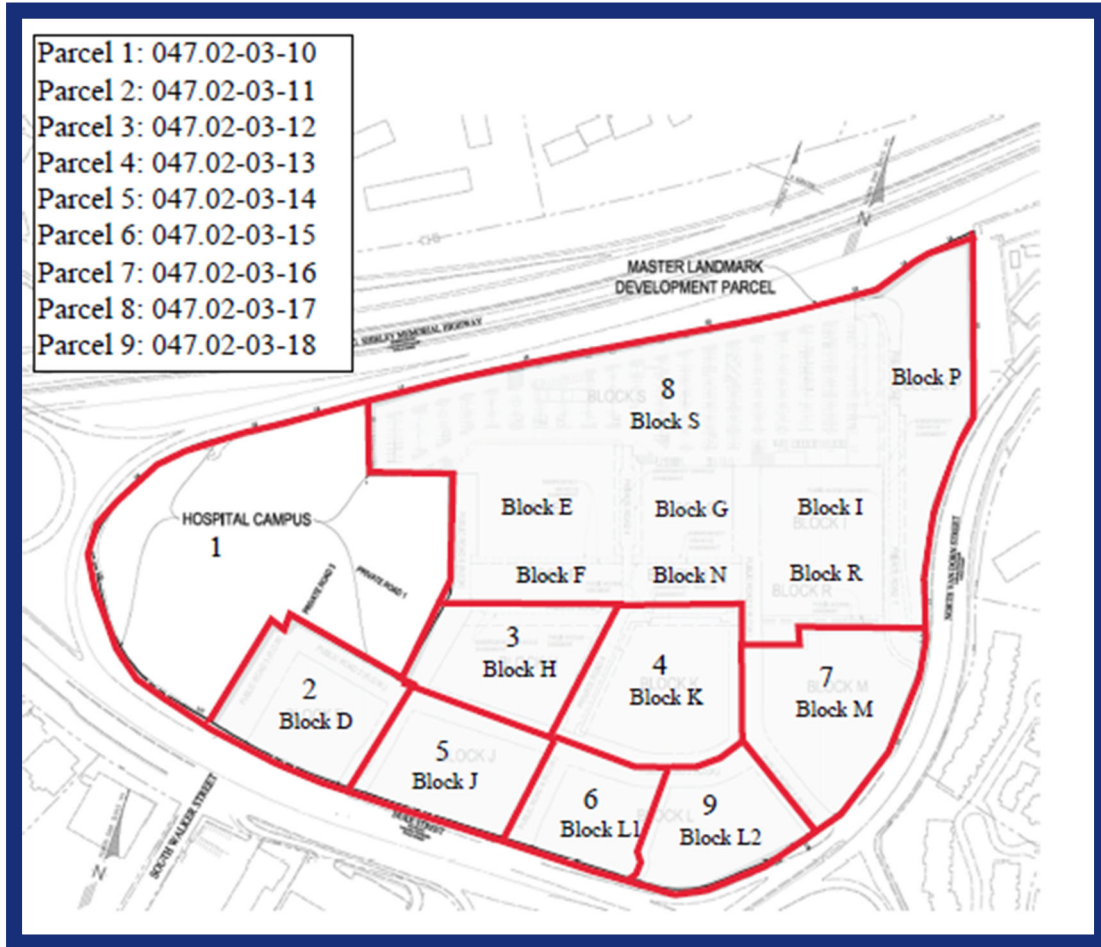
Tax Parcel Number	Lot	Block	Current Tax Parcels						Total
			Class 1 (MF Affordable)	Class 2 (Multi-Family)	Class 3 (Stacked Flats)	Class 4 (Townhomes)	Class 5 <sup>1</sup> (Commercial)	Class 6 (Hotel)	
047.02-03-10	601	Hospital Campus	0	0	0	0	0	0	0
047.02-03-11	602	Mix-use Parcel	245	1645	109	109	462.6	145	2715.6
<b>Total</b>			<b>245</b>	<b>1645</b>	<b>109</b>	<b>109</b>	<b>462.6</b>	<b>145</b>	<b>2715.6</b>

(1) Per 1,000 SF

## Exhibit A-2

### CDA Future District Boundary Map and Parcel List (As Proposed Upon Future Subdivision)

**Table A-2.a: District Boundary Map:**



**Table A-2.b: Parcel List:**

Parcel	Lot	Block	Pending 2024 Parcels						Total
			Class 1 (MF Affordable)	Class 2 (Multi-Family)	Class 3 (Stacked Flats)	Class 4 (Townhomes)	Class 5 <sup>1</sup> (Commercial)	Class 6 (Hotel)	
047.02-03-10	601	Hospital Campus	0	0	0	0	0	0	0
047.02-03-12	702	Block D		335			20		355
047.02-03-13	703	Block H			109		30	145	284
047.02-03-14	804	Block K	14	323			32		369
047.02-03-15	705	Block J	200				12.9		212.9
047.02-03-16	706	Block L1		238			20		258
047.02-03-17	807	Block M				66			66
047.02-03-18	808	Block E,G,Eye,S, F, N	31	749			347.7		1127.7
047.02-03-19	709	Block L2				43			43
<b>Total</b>			<b>245</b>	<b>1645</b>	<b>109</b>	<b>109</b>	<b>462.6</b>	<b>145</b>	<b>2715.6</b>

(1) Per 1,000 SF

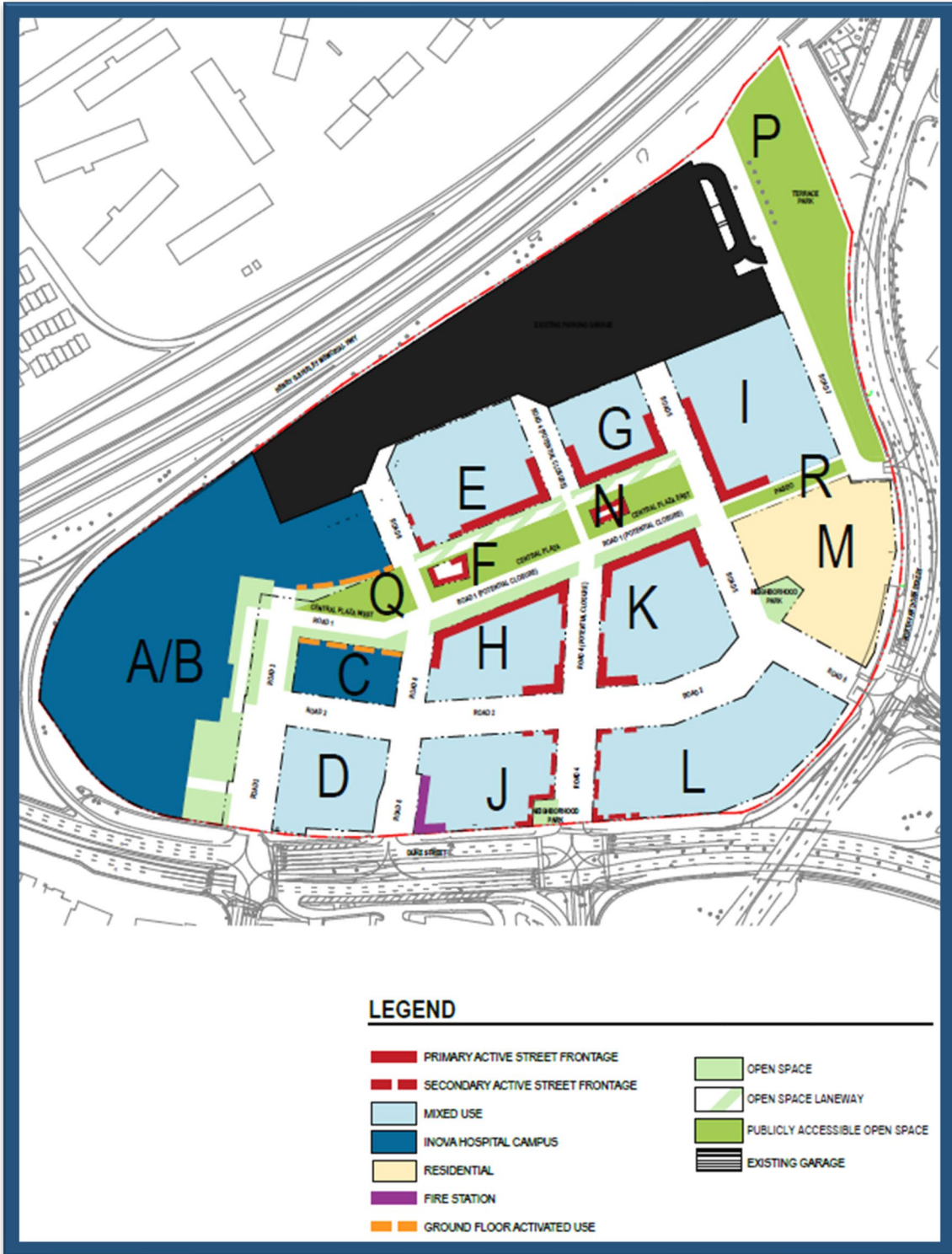


**Exhibit B**

**CDA District Site Plan**

# Exhibit B

## CDA District Site Plan

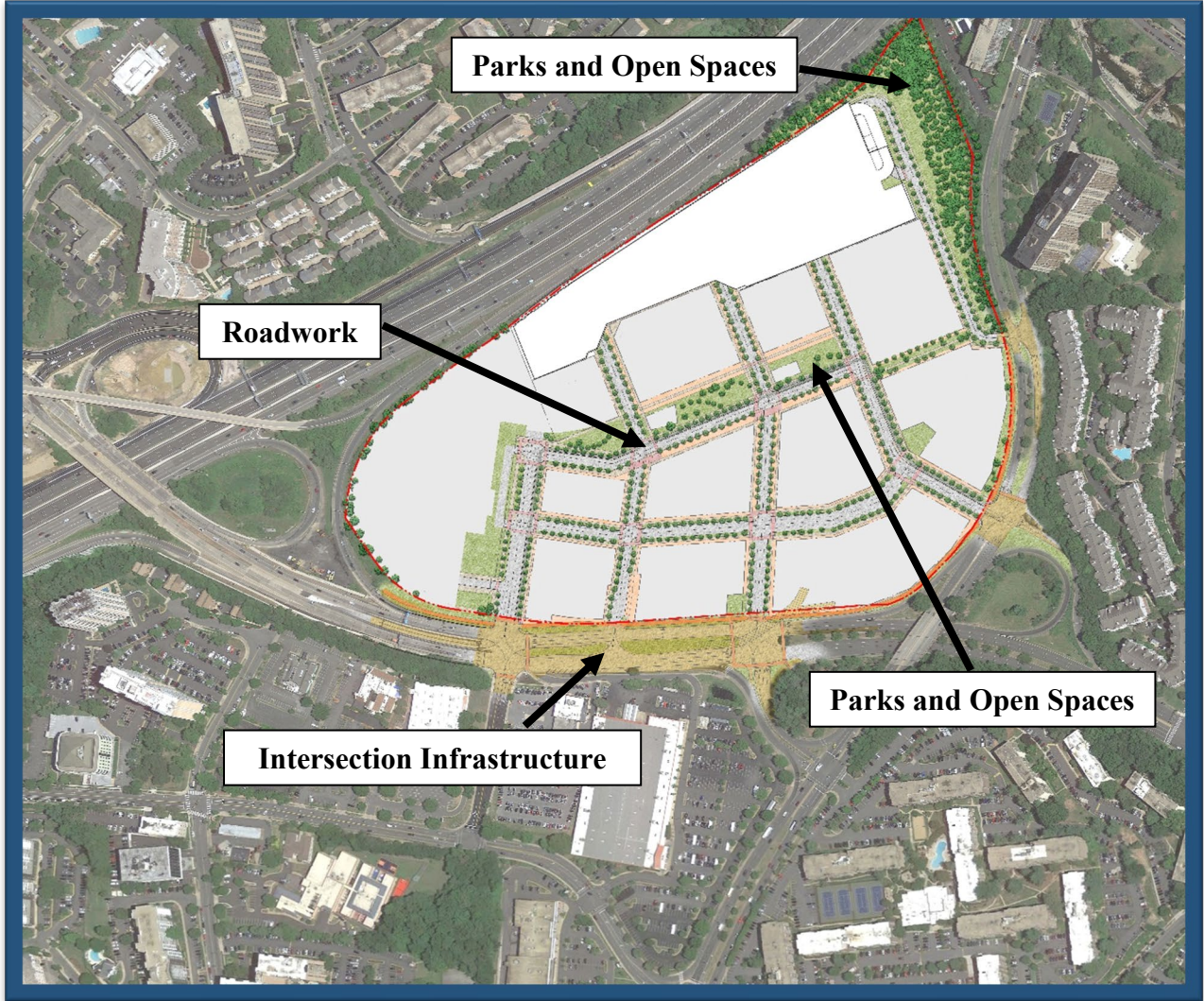


**Exhibit C**

**Improvements Map**

Exhibit C

**Improvements Map**



\*Demolition of 51.47 acre site, outlined in red, to occur.

**Exhibit D**

**Preliminary Infrastructure Budget and Allocation**

**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit D: Preliminary Infrastructure Budget and Allocation

	Hard Costs	Soft Costs	Total Costs
<b>Off-site CDD infrastructure (excluding I-395)</b>	\$37,877,412	\$7,488,001	\$45,365,413
<b>On-Site Infrastructure (incl. Inova Pad-Ready):</b>			
Preparation, Demolition, & Enablement <sup>1</sup>	\$22,613,921	\$4,804,503	\$27,418,424
Contaminated Soils on Hospital Campus	\$5,000,000	\$0	\$5,000,000
General On-Site Utility Facilities <sup>1</sup>	\$4,012,774	\$853,341	\$4,866,115
Parks and open spaces improvements and finishing	\$17,955,820	\$2,834,410	\$20,790,230
Existing garage rehab and reconfiguration	\$22,027,649	\$3,728,909	\$25,756,558
Roadwork Infrastructure: <sup>1</sup>			
Road 1 (Private) <sup>1</sup>	\$7,714,881	\$1,638,086	\$9,352,967
Road 2 (Public) & Transit Hub <sup>1</sup>	\$7,986,714	\$1,692,963	\$9,679,677
Road 3 (Public) <sup>1</sup>	\$2,019,331	\$428,043	\$2,447,374
Road 4 (Private) <sup>1</sup>	\$3,740,941	\$792,976	\$4,533,917
Road 4 (Public) <sup>1</sup>	\$1,514,498	\$318,288	\$1,832,786
Road 5 (Public) <sup>1</sup>	\$5,242,495	\$1,111,264	\$6,353,759
Road 6 (Public) <sup>1</sup>	\$2,614,775	\$551,516	\$3,166,291
Road 7 (Private) <sup>1</sup>	\$3,960,996	\$839,622	\$4,800,618
Public Road Scope Contingency <sup>1</sup>	\$1,695,720	\$356,702	\$2,052,423
Hard Cost Contingency <sup>2</sup>	\$7,319,409	\$0	\$7,319,409
Sub-total on-site infrastructure	\$115,419,923	\$19,950,624	\$135,370,548
Total infrastructure costs	\$153,297,335	\$27,438,625	\$180,735,961

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Source: Provided by Foulger-Pratt.

<sup>1</sup>Note: Onsite Infrastructure costs are allocated as a percentage of the original budgeted amount.

<sup>2</sup>Note: Hard Cost Contingency was originally allocated between scope lines.

**Exhibit E**

**Projected Debt Service and  
Administrative Expenses**

**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit E: Projected Debt Service and Administrative Expenses

Bond Year	Special Assessments				
	Ending	Principal	Interest	Administrative Expense	Total
1-Mar-21	0	0	0	0	\$0
1-Mar-22	0	0	0	0	\$0
1-Mar-23	0	1,436,499	20,000		\$1,456,499
1-Mar-24	\$0	\$3,965,595	\$30,400		\$3,995,995
1-Mar-25	\$0	\$5,913,386	\$41,008		\$5,954,394
1-Mar-26	\$615,000	\$6,278,595	\$41,828		\$6,935,423
1-Mar-27	\$2,139,000	\$6,247,845	\$42,665		\$8,429,510
1-Mar-28	\$2,881,000	\$6,148,365	\$43,518		\$9,072,883
1-Mar-29	\$3,015,000	\$6,015,320	\$44,388		\$9,074,708
1-Mar-30	\$3,154,000	\$5,876,070	\$45,276		\$9,075,346
1-Mar-31	\$3,302,000	\$5,730,390	\$46,182		\$9,078,572
1-Mar-32	\$3,454,000	\$5,577,850	\$47,105		\$9,078,955
1-Mar-33	\$3,613,000	\$5,418,270	\$48,047		\$9,079,317
1-Mar-34	\$3,782,000	\$5,251,335	\$49,008		\$9,082,343
1-Mar-35	\$3,960,000	\$5,076,570	\$49,989		\$9,086,559
1-Mar-36	\$4,140,000	\$4,893,545	\$50,988		\$9,084,533
1-Mar-37	\$4,336,000	\$4,702,195	\$52,008		\$9,090,203
1-Mar-38	\$4,538,000	\$4,501,750	\$53,048		\$9,092,798
1-Mar-39	\$4,742,000	\$4,291,940	\$54,109		\$9,088,049
1-Mar-40	\$4,948,000	\$4,084,400	\$55,191		\$9,087,591
1-Mar-41	\$5,165,000	\$3,867,815	\$56,295		\$9,089,110
1-Mar-42	\$5,397,000	\$3,641,715	\$57,421		\$9,096,136
1-Mar-43	\$5,635,000	\$3,405,450	\$58,570		\$9,099,020
1-Mar-44	\$5,882,000	\$3,158,750	\$59,741		\$9,100,491
1-Mar-45	\$6,137,000	\$2,901,210	\$60,936		\$9,099,146
1-Mar-46	\$6,411,000	\$2,632,470	\$62,154		\$9,105,624
1-Mar-47	\$6,689,000	\$2,351,725	\$63,398		\$9,104,123
1-Mar-48	\$6,984,000	\$2,058,770	\$64,665		\$9,107,435
1-Mar-49	\$7,292,000	\$1,752,865	\$65,959		\$9,110,824
1-Mar-50	\$7,612,000	\$1,433,450	\$67,278		\$9,112,728
1-Mar-51	\$7,948,000	\$1,099,985	\$68,624		\$9,116,609
1-Mar-52	\$8,300,000	\$751,775	\$69,996		\$9,121,771
1-Mar-53	\$6,615,000	\$388,125	\$35,169		\$7,038,294
1-Mar-54	\$2,010,000	\$90,450	\$17,758		\$2,118,208
<b>Total</b>	<b>\$140,696,000</b>	<b>\$120,944,475</b>	<b>\$1,622,723</b>		<b>\$263,263,199</b>



**Exhibit F**

**Estimated Land Use Class Values**

***Landmark Mall***  
***City of Alexandria, Virginia***

Exhibit F-I: Estimate of Land Use Class Values

Property Type	Land Use Class	Market Value <sup>1</sup>		Land Use Class Value
		Per SF	Per Unit/Room	
<b><i>Residential</i></b>				
<b><i>Rentals</i></b>				(per unit)
Multi-family - affordable	Class 1	\$134	\$144,799	\$144,799
Multi-family - market rate	Class 2	\$378	\$378,187	\$378,114
Multi-family - senior	Class 2	\$378	\$378,303	\$378,114
Active adult housing	Class 2	\$378	\$377,813	\$378,114
<b><i>For-sale</i></b>				
Condominium flats	Class 3	\$363	\$500,000	\$500,000
Townhomes	Class 4	\$326	\$782,483	\$782,483
<b><i>Commercial</i></b>				(per 1,000 GFA)
Mixed-use retail	Class 5	\$355	-	\$353,458
Grocer	Class 5	\$400	-	\$353,458
Medical office	Class 5	\$323	-	\$353,458
				(per room)
Hotel	Class 6	\$254	\$140,361	\$140,361

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*31-Jul-23*

<sup>1</sup>See Exhibit F-II. Noted market values are representative of market values as of original CDA creation on September 18, 2021. To the extent development changes following adoption of the assessment methodology, new development will be aligned with the land use class that best aligns pursuant to the terms of the Rate and Method and confirmed by the CDA Board.

**Landmark Mall**  
**City of Alexandria, Virginia**

**Exhibit F-II: Comparison of Valuation Methods**<sup>1</sup>

Property Type	Income Capitalization <sup>2</sup>	Comparables <sup>3</sup>	Sales Approach <sup>4</sup>
<i>Residential</i>			
<u>Rental</u>			
Multi-family - affordable			
Per Unit	\$171,328.38	\$152,405.57	-
Per SF	\$158.26	<b><u>\$133.76</u></b>	-
Multi-family - market rate			
Per Unit	\$378,187.39	\$390,380.00	-
Per SF	<b><u>\$378.30</u></b>	\$390.54	-
Multi-family - senior <sup>5</sup>			
Per Unit	\$378,187.39	\$390,380.00	-
Per SF	<b><u>\$378.30</u></b>	\$390.54	-
Active adult housing <sup>5</sup>			
Per Unit	\$378,187.39	\$390,380.00	-
Per SF	<b><u>\$378.30</u></b>	\$390.54	-
<u>For-sale</u>			
Condominium flats			
Per Unit	-	\$471,865.00	\$500,000.00
Per SF	-	\$353.46	<b><u>\$363.33</u></b>
Townhomes			
Per Unit	-	\$880,838.78	\$800,000.00
Per SF	-	<b><u>\$326.03</u></b>	\$333.33
<i>Commercial</i>			
Retail			
Per SF	\$327.89	\$523.42	-
Restaurant			
Per SF	\$382.54	\$469.82	-
Mixed-use retail <sup>6</sup>			
Per SF	<b><u>\$355.22</u></b>	\$496.62	-
Grocer			
Per SF	\$196.74	<b><u>\$399.71</u></b>	-
Medical office			
Per SF	\$451.29	<b><u>\$323.15</u></b>	-
Hotel			
Per Room	\$142,340.47	<b><u>\$140,360.53</u></b>	-
Per SF	\$257.99	\$245.85	-

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*31-Jul-23*

<sup>1</sup>Valuation approach chosen for each type of development is underlined and shown in bold and italics.

<sup>2</sup>See Schedules F-III.A, F-III.B, and F-III.C.

<sup>3</sup>See Schedules F-IV.A and F-IV.B.

<sup>4</sup>Provided by Foulger Pratt.

<sup>5</sup>Market rate assumptions applied.

<sup>6</sup>Income cap and comparables for mixed-use retail is based off of 50%/50% retail/restaurant mix. Provided by Foulger-Pratt.

**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit F-III.A: Calculation of Market Value - Income Capitalization (Residential)

	Affordable	Multi-Family - Market
Rent per gross SF <sup>1</sup>	\$1.42	\$2.75
Gross square feet per unit <sup>2</sup>	1,083	1,000
Monthly rent per unit <sup>3</sup>	\$1,533	\$2,749
Annual rent per unit	\$18,396	\$32,990
Vacancy and collection rate <sup>4</sup>	7.30%	7.30%
Less: vacancy	(\$1,343)	(\$2,408)
Effective rent per unit	\$17,053	\$30,582
Expense ratio	34.29%	19.12%
Less: expenses <sup>4</sup>	(\$5,848)	(\$5,848)
Net operating income per unit	\$11,205	\$24,733
Capitalization rate <sup>5</sup>	5.430%	5.430%
Tax rate <sup>5</sup>	1.110%	1.110%
Total rate	6.540%	6.540%
Market value per unit	\$171,328	\$378,187
Market value per gross SF	\$158.26	\$378.30

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<sup>1</sup>Market rent per square feet provided by Foulger-Pratt.

<sup>2</sup>Based on information provided by Foulger-Pratt.

<sup>3</sup>Affordable rent represents the 2020 rent for 1-bedroom 60% AMI units in the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area.

<sup>4</sup>Represents the rent per square feet, vacancy and collection per unit, and expense per square feet for individual metered and recovery system properties reported in the 2019 NAA Survey of Operating Income & Expenses in Rental Apartment Communities. Excludes real property taxes since the capitalization rate is fully loaded.

<sup>5</sup>Market cap rate represents the mid-Atlantic regional apartments market cap rate for Multi-family - affordable and market rate, for third quarter 2020 as reported in the *Third Quarter 2020 PriceWaterhouseCoopers Real Estate Investor Survey*. The City of Alexandria, Office of Real Estate Assessments uses a fully-loaded capitalization rate, which adds the real property tax rate to the market capitalization rate. As a result, real property taxes are not included in expenses shown above. Real property tax rates used represent the real property tax rate per \$100 for City of Alexandria for the tax year beginning January 1, 2021. Source: City of Alexandria, Department of Finance.

***Landmark Mall  
City of Alexandria, Virginia***

**Exhibit F-III.B: Calculation of Market Value - Income Capitalization (Commercial)**

	Retail <sup>1</sup>	Restaurant <sup>1</sup>	Grocer	Medical Office
Gross square feet <sup>1</sup>	90,000	90,000	83,100	132,000
Annual rent per gross SF <sup>1</sup>	\$30.00	\$35.00	\$18.00	\$45.00
Assumed vacancy rate	5.00%	5.00%	5.00%	15.00%
Less: assumed vacancy	(\$1.50)	(\$1.75)	(\$0.90)	(\$6.75)
Effective gross income	\$28.50	\$33.25	\$17.10	\$38.25
Assumed expense ratio <sup>2</sup>	7.50%	7.50%	7.50%	7.50%
Less: assumed expenses	(\$2.14)	(\$2.49)	(\$1.28)	(\$2.87)
Net operating income	\$26.36	\$30.76	\$15.82	\$35.38
Capitalization rate <sup>3</sup>	6.93%	6.93%	6.93%	6.73%
Tax rate <sup>3</sup>	1.110%	1.110%	1.110%	1.110%
Total rate	8.040%	8.040%	8.040%	7.840%
Estimated market value per gross SF	\$327.89	\$382.54	\$196.74	\$451.29

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<sup>1</sup>Retail assumes a 50/50 retail, restaurant mix. Reviewed by Foulger Pratt.

<sup>2</sup>According to the City of Alexandria, Office of Real Estate Assessments includes an expense ratio for triple net leases.

<sup>3</sup>Market cap rate represents the national mall market cap rate for retail, restaurant, grocer properties and the national medical office buildings market cap rate for medical office for third quarter 2020 as reported in the *Third Quarter 2020 PriceWaterhouseCoopers Real Estate Investor Survey*. The City of Alexandria, Office of Real Estate Assessments uses a fully-loaded capitalization rate for all commercial properties, which adds the real property tax rate to the market capitalization rate, and an unloaded capitalization rate for office properties. The cap rate assumes a 6.93% market rate for retail, restaurant, and grocer, and 6.73% for medical office plus a real property tax rate of \$1.110 (City of Alexandria) per \$100. Real property tax rates used represent the real property tax rate per \$100 for City of Alexandria for the tax year beginning January 1, 2021. Source: City of Alexandria, Department of Finance.

***Landmark Mall  
City of Alexandria, Virginia***

Exhibit F-III.C: Calculation of Market Value - Income Capitalization (Hotel)

	Hotel <sup>1</sup>
Average daily rate per room <sup>2</sup>	\$143.01
Gross annual income	\$52,199
Occupancy rate <sup>2</sup>	72.1%
Effective gross income per room	\$37,635
Expense ratio <sup>3</sup>	67.9%
Expenses	\$25,551
Net operating income per room	\$12,085
Capitalization rate <sup>4</sup>	7.38%
Tax rate <sup>4</sup>	1.110%
Total rate	8.490%
Total estimated value per room	\$142,340
Total estimated value per sf	\$257.99

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*31-Jul-23*

<sup>1</sup>Hotel is assumed to be full-service.

<sup>2</sup>Average daily rate and occupancy rate represents the national upscale lodging market average daily rate and occupancy rate for first quarter 2020 as reported in the First Quarter 2020 PriceWaterhouseCoopers Real Estate Investor Survey.

<sup>3</sup>Source: 2019 STR HOST Almanac Report. Expense ratio does not include real property taxes.

<sup>4</sup>Market cap rate represents the national full-service lodging market cap rate for first quarter 2020 as reported in the First Quarter 2020 PriceWaterhouseCoopers Real Estate Investor Survey. The City of Alexandria, Office of Real Estate Assessments uses a fully-loaded capitalization rate for all commercial properties, which adds the real property tax rate to the market capitalization rate, and an unloaded capitalization rate for office properties. The cap rate assumes a 7.38% market rate for hotel plus a real property tax rate of \$1.110 (City of Alexandria) per \$100. Real property tax rates used represent the real property tax rate per \$100 for City of Alexandria for the tax year beginning January 1, 2021. Source: City of Alexandria, Department of

**Landmark Mall**  
**City of Alexandria, Virginia**

**Exhibit F-IV.A: Projected Market Value - Comparables (Residential)<sup>1</sup>**

Development Type	Address	County/City	Year Built	Parcel Number	Market Value <sup>2</sup>			Market Value <sup>2</sup>			Area	Most Comparable?	Market Value	
					Land	Building	Total	Land	GSF	Units			Per GSF	Per Unit
<i>Apartments - Affordable Housing</i>														
St. James Place <sup>3</sup>	5140 Fillmore Avenue	Alexandria	2016	43584000	\$2,950,000	\$11,524,047	\$14,474,047	\$2,950,000	112,468	93	Yes	\$128.69	\$155,635	
Arlington Mill <sup>4</sup>	901 S. Dinwiddie Street	Arlington	2012	22-001-724	\$7,320,000	\$10,879,500	\$18,199,500	\$7,320,000	131,100	122	Yes	\$138.82	\$149,176	
Average												<b><u>\$133.76</u></b>	<b><u>\$152,406</u></b>	
<i>Apartments - Market</i>														
The Asher	620 N. Fayette Street	Alexandria	2012	10895000	\$14,420,000	\$51,109,900	\$65,529,900	\$14,420,000	221,875	206	No	-	-	
Modera Tempo	5757 Dow Avenue	Alexandria	2014	60025080	\$20,000,000	\$131,508,500	\$151,508,500	\$20,000,000	392,269	361	No	-	-	
Bell Del Ray	625 E. Monroe Avenue	Alexandria	2013	60024940	\$23,500,000	\$67,402,800	\$90,902,800	\$23,500,000	303,569	276	No	-	-	
Lyon Place at Clarendon Center <sup>5</sup>	1210 N. Garfield Street	Arlington	2011	18-013-011	\$28,908,300	\$154,465,100	\$183,373,400	\$28,908,300	217,648	244	No	-	-	
1111 Belle Pre	1125 Madison Place	Alexandria	2012	10938200	\$24,000,000	\$110,505,155	\$134,505,155	\$24,000,000	360,524	360	No	-	-	
Thornton	750 Thornton Way	Alexandria	2017	11066000	\$22,440,000	\$124,386,000	\$146,826,000	\$22,440,000	891,454	439	Yes	\$164.70	\$334,456	
Notch <sup>8</sup>	2900 Main Line Boulevard	Alexandria	2015	60032950	\$21,505,000	\$58,003,000	\$79,508,000	\$21,505,000	217,464	253	Yes	\$365.61	\$314,261	
The Kingsley	500 Madison Street	Alexandria	2014	60031170	\$17,500,000	\$50,725,000	\$68,225,000	\$17,500,000	165,460	175	Yes	\$412.34	\$389,857	
The Bartlett	520 12th Street South	Arlington	2015	35-003-840	\$62,771,900	\$310,755,900	\$373,527,800	\$62,771,900	607,431	699	Yes	\$614.93	\$534,375	
The Dalton <sup>6</sup>	1225 First Street	Alexandria	2016	10961500	\$17,550,000	\$84,767,000	\$102,317,000	\$17,550,000	258,963	270	Yes	\$395.10	\$378,952	
Average <sup>7</sup>												<b><u>\$390.54</u></b>	<b><u>\$390,380</u></b>	
<i>Condominium Flats</i>														
The Monroe Condominium, Unit 203	3625 10th Street N.	Arlington	2006	14-031-082	\$48,100	\$539,800	\$587,900	\$48,100	1,066	1	No	-	-	
The Monroe Condominium, Unit 401	3626 10th Street N.	Arlington	2006	14-031-101	\$53,000	\$675,000	\$728,000	\$53,000	1,178	1	No	-	-	
The Residences at Liberty Center, Unit 1309	888 N. Quincy Street	Arlington	2008	14-044-165	\$51,100	\$553,200	\$604,300	\$51,100	1,022	1	No	-	-	
Condos at Cameron Boulevard	5058 Donovan Drive	Alexandria	2001	058.04-0B-423	\$144,949	\$326,916	\$471,865	\$144,949	1,335	1	Yes	\$353.46	\$471,865	
Vantage Mosaic Unit 107	8191 Strawberry Lane	Fairfax	2007	0494170107	\$74,000	\$296,390	\$370,390	\$74,000	1,147	1	No	-	-	
Vantage Mosaic Unit 209	8192 Strawberry Lane	Fairfax	2007	0494170209	\$68,000	\$270,960	\$338,960	\$68,000	1,050	1	No	-	-	
Vantage Mosaic Unit 513	8193 Strawberry Lane	Fairfax	2007	0494170513	\$91,000	\$363,510	\$454,510	\$91,000	1,460	1	No	-	-	
Vantage Mosaic Unit 511	8194 Strawberry Lane	Fairfax	2007	0494170511	\$77,000	\$307,240	\$384,240	\$77,000	1,191	1	No	-	-	
Average												<b><u>\$353.46</u></b>	<b><u>\$471,865</u></b>	

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<sup>1</sup>Value chosen shown in bold, italics, and underlined.

<sup>2</sup>Source: City of Alexandria, Office of Real Estate Assessments, and Arlington County Assessment Office.

<sup>3</sup>Unit mix at St. James place includes units priced at 60% AMI.

<sup>4</sup>Unit mix at Arlington Mill includes 83 units priced at 60% AMI, 26 units priced at 50% AMI and 13 units priced at 30% AMI.

<sup>5</sup>Building value is a mix of residential and retail.

<sup>6</sup>According to the City of Alexandria, Office of Real Estate Assessments, properties are comparable to the Thornton apartments.

<sup>7</sup>Average value takes into consideration Thornton, Notch 8, The Kingsley, The Bartlett, and the Dalton apartments.

**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit F-IV.A: Projected Market Value - Comparables (Residential), continued<sup>1</sup>

Development Type	Address	County/City	Year Built	Parcel Number	Market Value <sup>2</sup>			Market Value <sup>2</sup>		Area	Most Comparable?	Market Value	
					Land	Building	Total	Land	GSF			Units	Per GSF
<i>Traditional townhomes</i>													
Quaker Ridge	3510 Goddard Way	Alexandria	2006	50709730	\$362,000	\$336,133	\$698,133	\$362,000	2,644	1	No	-	-
Potomac Greens	1734 Carpenter Road	Alexandria	2006	50696800	\$437,294	\$477,109	\$914,403	\$437,294	3,088	1	Yes	\$296.11	\$914,403
Cameron Station	120 Cambria Walk	Alexandria	2017	60035890	\$442,000	\$467,216	\$909,216	\$442,000	3,037	1	Yes	\$299.38	\$909,216
Cameron Station	4923 Donovan Drive	Alexandria	2001	50670210	\$418,901	\$466,189	\$885,090	\$418,901	2,961	1	Yes	\$298.92	\$885,090
Cameron Station	107 Cambria Walk	Alexandria	2017	60035860	\$374,400	\$406,157	\$780,557	\$374,400	2,564	1	Yes	\$304.43	\$780,557
Cameron Park	426 Nottoway Walk	Alexandria	2018	60034400	\$368,000	\$402,306	\$770,306	\$368,000	2,562	1	Yes	\$300.67	\$770,306
Potomac yard	1318 Main Line Boulevard	Alexandria	2015	60031570	\$348,075	\$456,849	\$804,924	\$348,075	2,723	1	Yes	\$295.60	\$804,924
Potomac yard	727 E Custis Avenue	Alexandria	2013	60021620	\$450,000	\$557,938	\$1,007,938	\$450,000	2,789	1	Yes	\$361.40	\$1,007,938
Potomac yard	2509 Main Line Boulevard	Alexandria	2016	60033860	\$450,000	\$510,115	\$960,115	\$450,000	2,406	1	Yes	\$399.05	\$960,115
Potomac yard	2311 Main Line Boulevard	Alexandria	2012	60021200	\$450,000	\$445,000	\$895,000	\$450,000	2,363	1	Yes	\$378.76	\$895,000
<b>Average</b>												<b><u>\$326.03</u></b>	<b><u>\$880,839</u></b>

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<sup>1</sup>Value chosen shown in bold, italics, and underlined.

<sup>2</sup>Source: City of Alexandria, Office of Real Estate Assessments, and Arlington County Assessment Office.



**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit F-IV.B: Projected Market Value - Comparables (Commercial)<sup>1</sup>

Development Type	Address	County/City	Year Built	Parcel/Account Number	Market Value <sup>2</sup>			Market Value <sup>2</sup>		Area GSF	Most Comparable?	Market Value Per GSF
					Land	Building	Total	Land	GSF			
<i>Retail</i>												
Bad Axe Throwing	2985 District Avenue	Fairfax	2013	049338030001A	\$3,134,670	\$23,249,240	\$26,383,910	\$3,134,670	45,430	Yes	\$580.76	
Kumon math and reading center of Merrifield	2980 District Avenue	Fairfax	2018	049338060001	\$1,353,780	\$7,890,130	\$9,243,910	\$1,353,780	19,620	Yes	\$471.15	
Barnes & Noble and Bailey's Bucket	2921 District Avenue	Fairfax	2018	049338050001	\$2,124,100	\$13,833,340	\$15,957,440	\$2,124,100	30,784	Yes	\$518.37	
Average											<b><u>\$523.42</u></b>	
<i>Restaurant</i>												
Reynolds Street Bar and Grill	34 S. Reynolds	Alexandria	1974	36520150	\$952,655	\$245,845	\$1,198,500	\$952,655	2,520	Yes	\$475.60	
La Tolteca	4111 Duke Street	Alexandria	1969	27432000	\$1,435,775	\$227,361	\$1,663,136	\$1,435,775	3,108	Yes	\$535.11	
Pines of Florence	1300 King Street	Alexandria	-	10244500	\$2,172,500	\$227,501	\$2,400,001	\$2,172,500	6,019	Yes	\$398.74	
Average											<b><u>\$469.82</u></b>	
<i>Grocer</i>												
Safeway	3526 King Street A	Alexandria	2015	60030970	\$6,500,000	\$17,000,000	\$23,500,000	\$6,500,000	57,622	Yes	\$407.83	
ALDI	4580 Duke Street	Alexandria	2016	50058700	\$3,158,550	\$3,541,450	\$6,700,000	\$3,158,550	17,110	Yes	\$391.58	
Average											<b><u>\$399.71</u></b>	
<i>Medical Office</i>												
Inova Medical Office Building IV	3580 Joseph Siewick Drive	Fairfax	2014	0452-01-0041L6	\$1,788,000	\$26,683,210	\$28,471,210	\$1,788,000	115,000	No	-	
Haymarket Crossroads Medical Center	15050 Heathcote Boulevard	Prince William	2019	7298-83-6287	\$994,500	\$6,467,600	\$7,462,100	\$994,500	36,554	No	-	
Sentara Lake Ridge MOB	12825 Minnieville Road	Prince William	2011	8393-10-8542	\$1,685,200	\$6,855,900	\$8,541,100	\$1,685,200	42,178	No	-	
Fair Oaks Medical Office Building	3620 Joseph Siewick Drive	Fairfax	2008	0452-01-0041L3	\$2,375,000	\$23,052,770	\$25,427,770	\$2,375,000	100,952	No	-	
Linden Lake Business Center	10530-10550	Manassas	2005	7697-44-3629	\$1,323,800	\$4,086,000	\$5,409,800	\$1,323,800	47,201	No	-	
Sibley Medical Office Building	5215 Loughboro Rd NW	Kent	2011	1448-N000-0805	\$3,770,310	\$45,854,040	\$49,624,350	\$3,770,310	140,000	No	-	
Medical Office	10701 Rosemary Dr	Manassas	2009	7697-32-0058	\$3,999,100	\$2,395,200	\$6,394,300	\$3,999,100	36,354	No	-	
Medical Office 1	2900 S. Quincy Street	Arlington	2001	29019022	\$9,676,900	\$37,948,100	\$47,625,000	\$9,676,900	174,001	No	-	
Virginia Heart	4660 Kenmore Avenue	Alexandria	1968	46456100	\$3,955,000	\$30,827,000	\$34,782,000	\$3,955,000	124,256	No	-	
Fairfax Vascular Center	8505 Arlington Blvd	Fairfax	2001	0493 01 0101C	\$2,581,790	\$22,467,210	\$25,049,000	\$2,581,790	77,516	Yes	\$323.15	
Average											<b><u>\$323.15</u></b>	

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<sup>1</sup>Value chosen shown in bold, italics, and underlined.

<sup>2</sup>Source: City of Alexandria, Office of Real Estate Assessments, Arlington County Assessment Office, and Fairfax County Assessment Office.

**Landmark Mall**  
**City of Alexandria, Virginia**

Exhibit F-IV.B: Projected Market Value - Comparables (Commercial),continued<sup>1</sup>

Development Type	Address	County/City	Year Built	Account Number/ Map ID	Market Value <sup>2</sup>			Market Value <sup>2</sup>			Area	Most Comparable?	Market Value	
					Land	Building	Total	Land	Rooms	GSF			Per Room	Per GSF
<i>Hotel</i>														
Westin Alexandria Old Town	400 Courthouse Square	Alexandria	2007	60015410	\$17,545,000	\$19,906,582	\$37,451,582	\$17,545,000	319	286,077	No	-	-	
Residence Inn Alexandria Old Town Duke Street	1460 Duke Street	Alexandria	2003/2012	10208500	\$13,200,000	\$27,246,150	\$40,446,150	\$13,200,000	240	120,000	Yes	\$168,526	\$337.05	
SpringHill Suites	950 Eisenhower Avenu	Alexandria	2011	50686360	\$6,200,000	\$6,536,238	\$12,736,238	\$6,200,000	155	87,860	No	-	-	
Kimpton Lorien Hotel & Spa	1600 King Street	Alexandria	2008/2018	60009280	\$5,885,000	\$5,992,284	\$11,877,284	\$5,885,000	107	75,064	No	-	-	
Hampton by Hilton	1616 King Street	Alexandria	2001	10072500	\$4,400,000	\$9,981,138	\$14,381,138	\$4,400,000	82	36,637	Yes	\$175,380	\$392.53	
Hyatt Centric Old Town Alexandria	1625 King Street	Alexandria	2020	60038690	\$5,865,200	\$8,198,694	\$14,063,894	\$5,865,200	124	50,375	No	-	-	
Residence Inn	2345 Mill Road	Alexandria	2008	51000000	\$8,145,000	\$14,911,977	\$23,056,977	\$8,145,000	181	126,390	Yes	\$127,387	\$182.43	
Hilton Garden Inn	1620 Prince Street	Alexandria	2015	60028370	\$5,450,000	\$7,562,796	\$13,012,796	\$5,450,000	109	73,488	Yes	\$119,383	\$177.07	
Holiday Inn Express	055 Richmond Highwa	Fairfax	2010	0833 01 0056D	\$1,548,000	\$7,876,570	\$9,424,570	\$1,548,000	86	54,178	No	-	-	
SpringHill Suites Alexandria	065 Richmond Highwa	Fairfax	2010	0833 01 0056C	\$1,638,000	\$9,448,680	\$11,086,680	\$1,638,000	91	61,471	Yes	\$121,832	\$180.36	
Fairfield Inn & Suites Alexandria	421 Richmond Highwa	Fairfax	2017	0931 01 0031A	\$1,836,000	\$3,371,910	\$5,207,910	\$1,836,000	116	65,341	No	-	-	
StayAPT Suites Alexandria-Fort Belvoir	849 Richmond Highwa	Fairfax	2020	1092 02 0011	\$1,683,490	\$98,580	\$1,782,070	\$1,683,490	72	41,143	No	-	-	
Hotel Indigo Old Town Alexandria	220 S Union Street	Alexandria	2017	12716500	\$9,075,000	\$6,483,731	\$15,558,731	\$9,075,000	120	75,644	Yes	\$129,656	\$205.68	
TownePlace Suites Alexandria Fort Belvoir	8632 Woodlawn Court	Fairfax	2016	1013 01 0096	\$2,300,000	\$14,731,210	\$17,031,210	\$2,300,000	93	55,469	No	-	-	
Aparthotel Old Town Alexandria	805 King Street	Alexandria	2021	11511000	\$1,387,458	\$2,089,542	\$3,477,000	\$1,387,458	15	10,302	No	-	-	
<b>Average</b>												<b>\$140,361</b>	<b>\$245.85</b>	

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<sup>2</sup>Source: City of Alexandria, Office of Real Estate Assessments and Fairfax County Assessment Office.