



HOUSING OPPORTUNITY CONFERENCE

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Using Data to Understand Local Housing Needs

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MODERATOR

MARCH 29, 2023

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Housing Progress Index

Understanding key housing supply/demand shifts through a few key metrics

Key inputs:

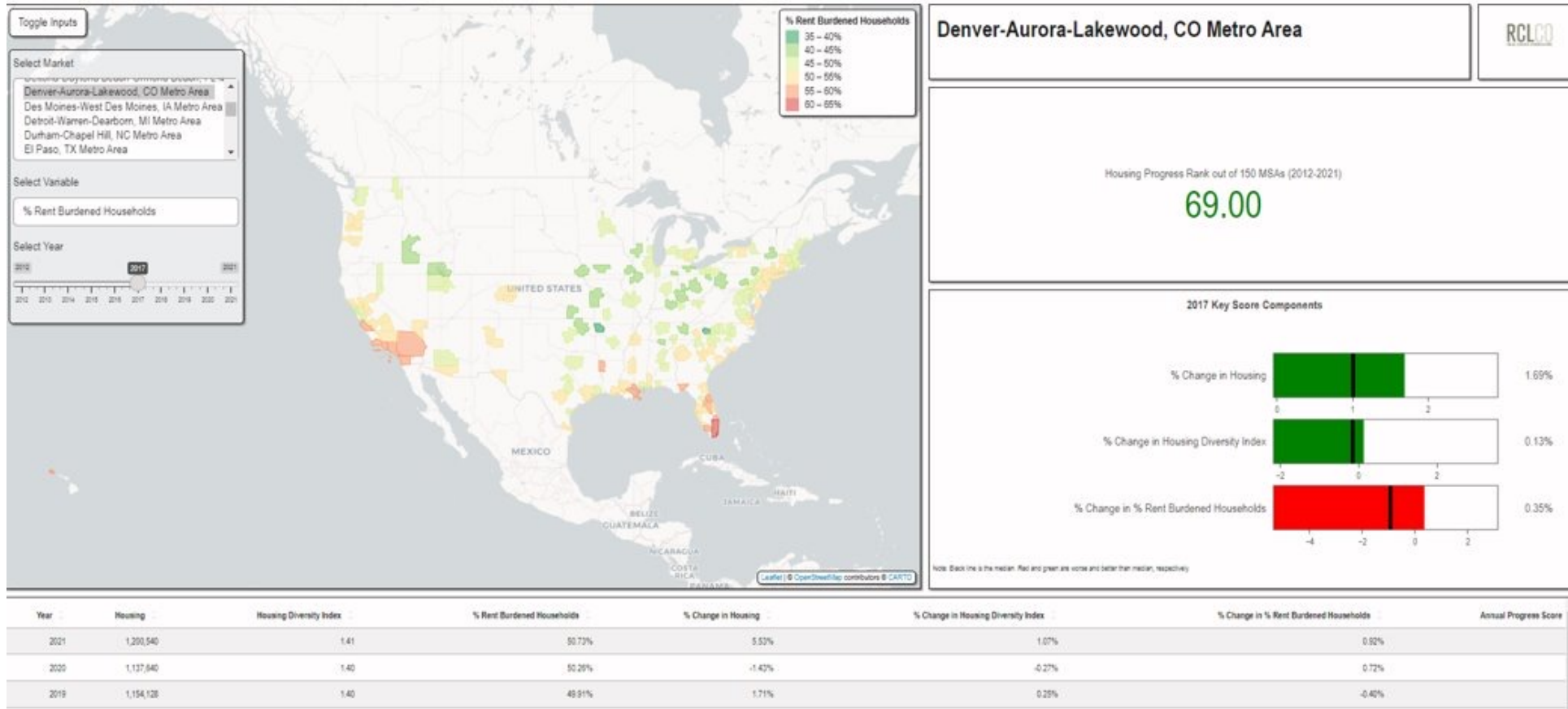
- % Increase in Housing Supply
- % Increase in Housing Diversity
- % Decrease in Rent-Burdened Households

Output is ranking of progress compared to other MSAs over the past decade



The Tool

Ability to toggle and view different variables each year



Top and bottom performers by metric

For Top 50 Largest MSAs by Households in 2021

Housing Increases	Diversity Increases	Rent Burden Decreases	TOTAL INDEX
Top Performers			
Charlotte-Concord-Gastonia, NC-SC Metro Area	Richmond, VA Metro Area	Columbus, OH Metro Area	Orlando-Kissimmee-Sanford, FL Metro Area
Austin-Round Rock-Georgetown, TX Metro Area	San Antonio-New Braunfels, TX Metro Area	Detroit-Warren-Dearborn, MI Metro Area	Raleigh-Cary, NC Metro Area
Raleigh-Cary, NC Metro Area	Orlando-Kissimmee-Sanford, FL Metro Area	Cincinnati, OH-KY-IN Metro Area	Columbus, OH Metro Area
Nashville-Davidson--Murfreesboro--Franklin, TN Metro Area	Raleigh-Cary, NC Metro Area	Cleveland-Elyria, OH Metro Area	Nashville-Davidson--Murfreesboro--Franklin, TN Metro Area
San Antonio-New Braunfels, TX Metro Area	Louisville/Jefferson County, KY-IN Metro Area	Chicago-Naperville-Elgin, IL-IN-WI Metro Area	Austin-Round Rock-Georgetown, TX Metro Area
Bottom Performers			
St. Louis, MO-IL Metro Area	Buffalo-Cheektowaga, NY Metro Area	Hartford-East Hartford-Middletown, CT Metro Area	San Diego-Chula Vista-Carlsbad, CA Metro Area
Pittsburgh, PA Metro Area	Phoenix-Mesa-Chandler, AZ Metro Area	Denver-Aurora-Lakewood, CO Metro Area	New York-Newark-Jersey City, NY-NJ-PA Metro Area
Cleveland-Elyria, OH Metro Area	Memphis, TN-MS-AR Metro Area	Houston-The Woodlands-Sugar Land, TX Metro Area	Memphis, TN-MS-AR Metro Area
Louisville/Jefferson County, KY-IN Metro Area	Indianapolis-Carmel-Anderson, IN Metro Area	San Antonio-New Braunfels, TX Metro Area	Buffalo-Cheektowaga, NY Metro Area
Detroit-Warren-Dearborn, MI Metro Area	Cincinnati, OH-KY-IN Metro Area	Las Vegas-Henderson-Paradise, NV Metro Area	Hartford-East Hartford-Middletown, CT Metro Area



Big Data Solutions for Rental Housing



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**Beekin is an AI-powered data platform
to harness vast quantities of data to
make better decisions.**

**Solutions powered by a unified data model of 44
million rental homes**



Rental Housing is : Massive

**\$33
Trillion**



Estimated value of
market-rate
apartments and
homes in the US

**\$12
Trillion**



Total Value of
Gold Mined



Rental Housing is : Unaffordable

\$2,000

Median rent paid

\$5,898

Median monthly
household
income

**3.8
million**

Shortage of
homes



Rental Housing is : Inefficient

**\$50
Billion**

Money lost annually
by landlords when
renters move

3 weeks

Time taken for
a real estate
appraisal

32%

of All Lenders
make less than
5 loans each



Solution: Accurate rent values in nanoseconds



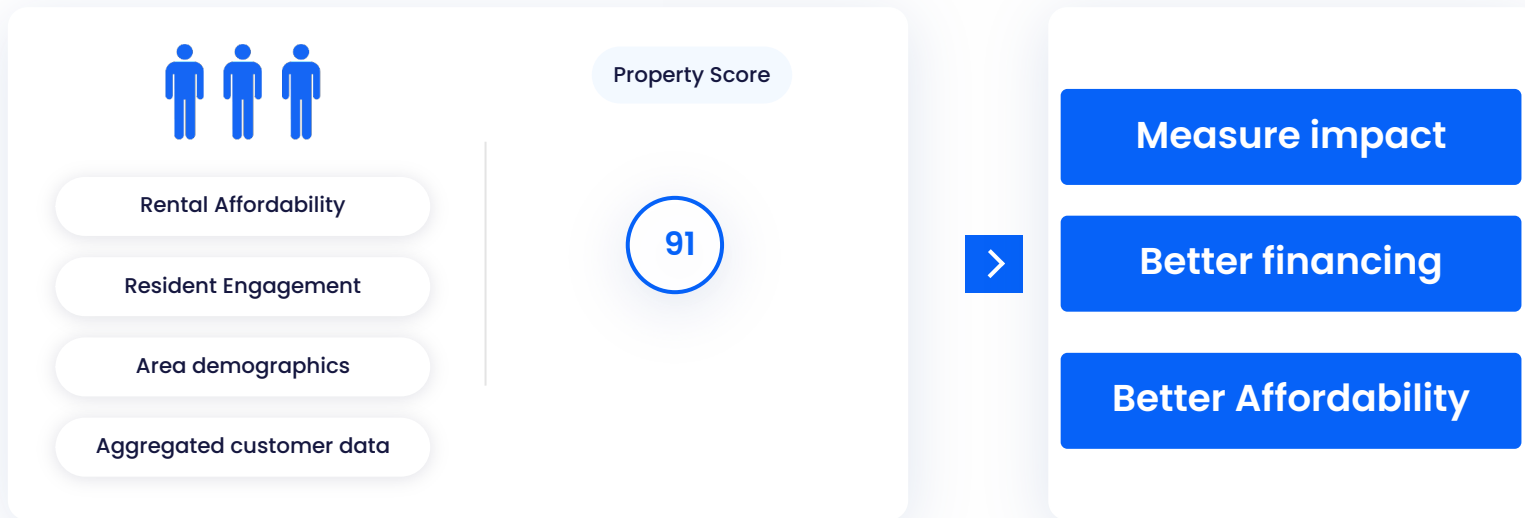
Underwrite faster

Develop better

Better policy making



Solution: Social impact score for workforce housing



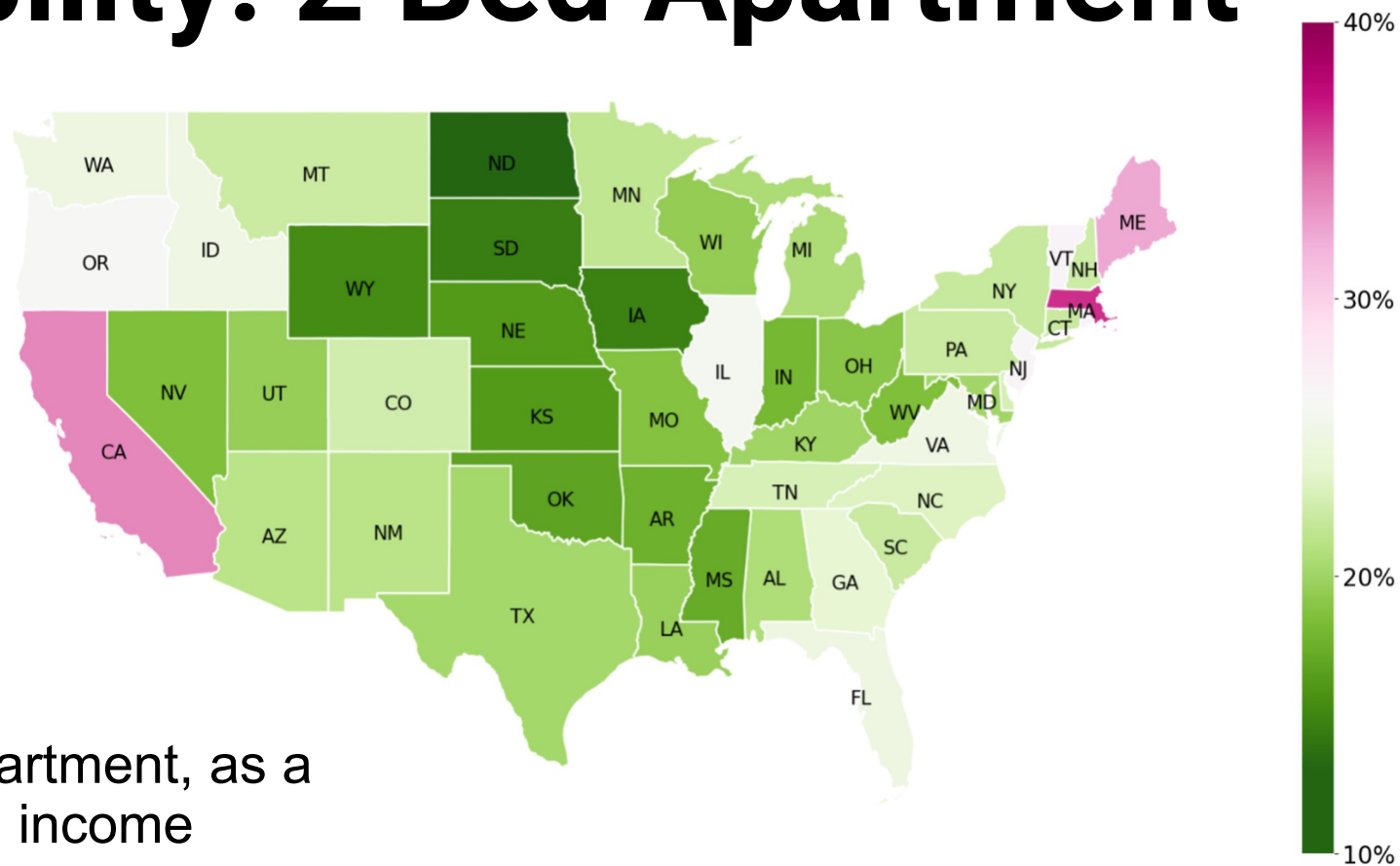
2022 data deep dive

Where did rents go



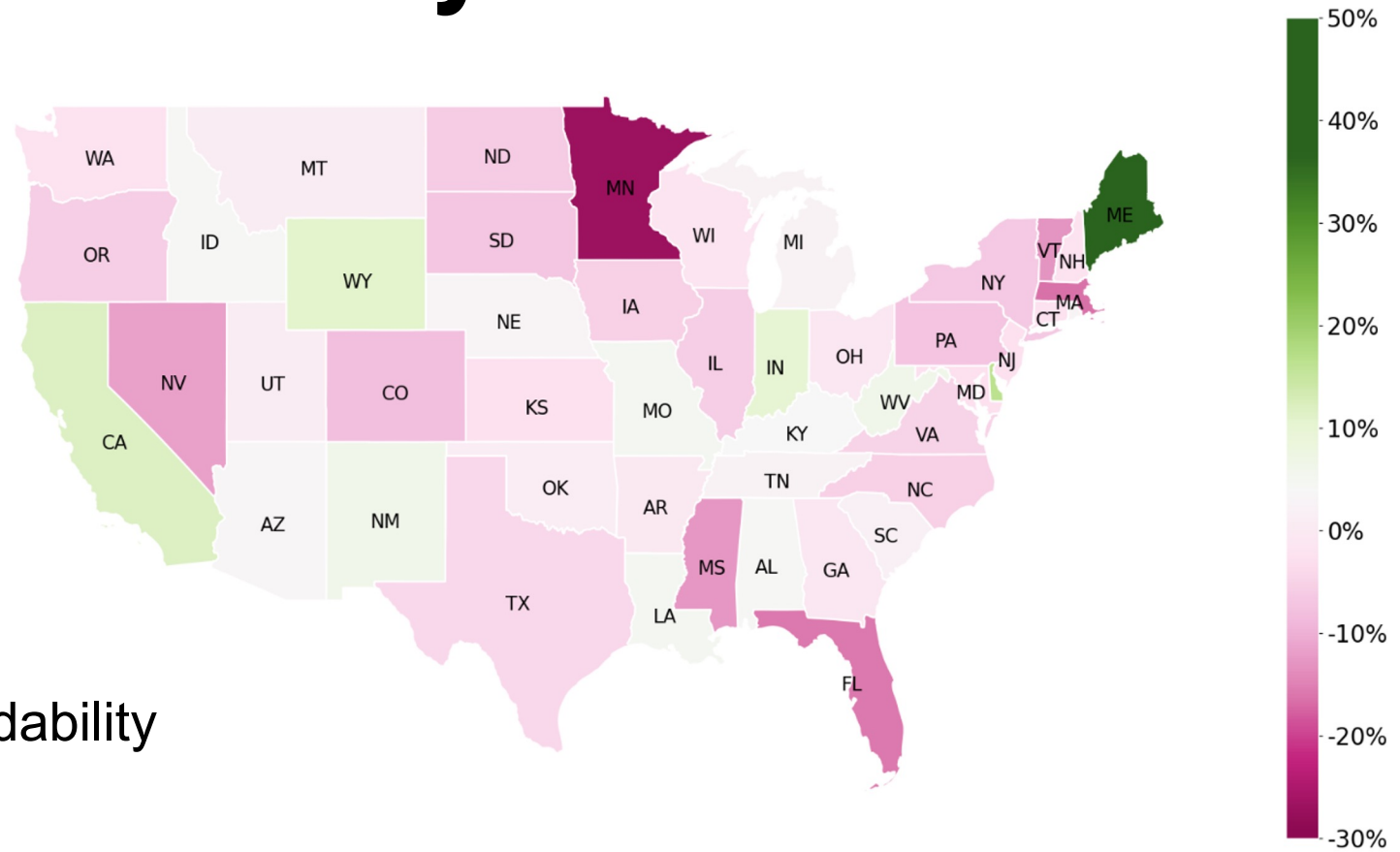
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2021 Affordability: 2 Bed Apartment



2021 median price of a 2-bed apartment, as a percentage of median household income

Change in affordability 2020-2021

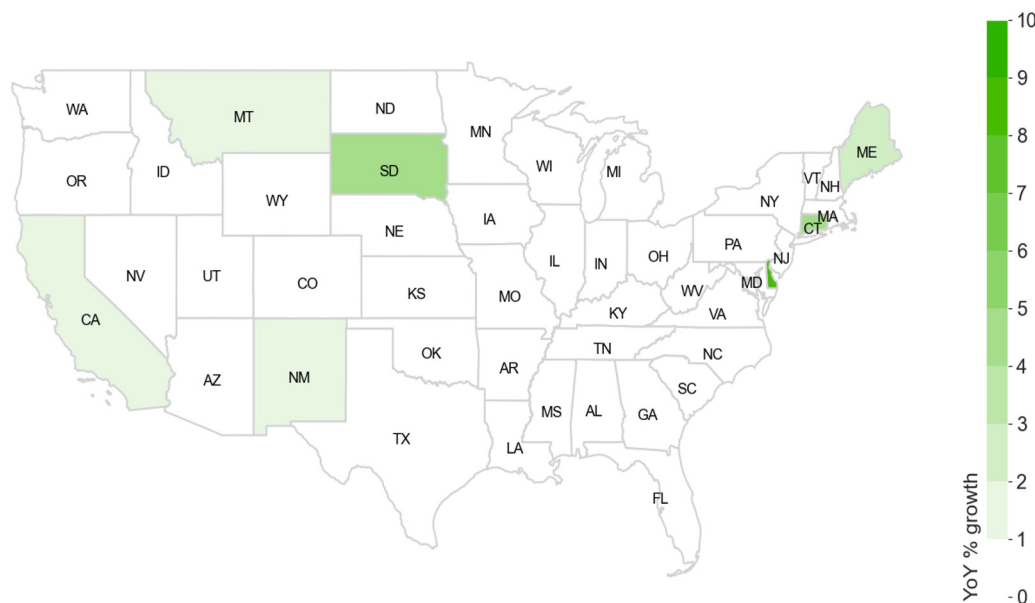


2020 to 2021 % Change in affordability of 2 bed apartments

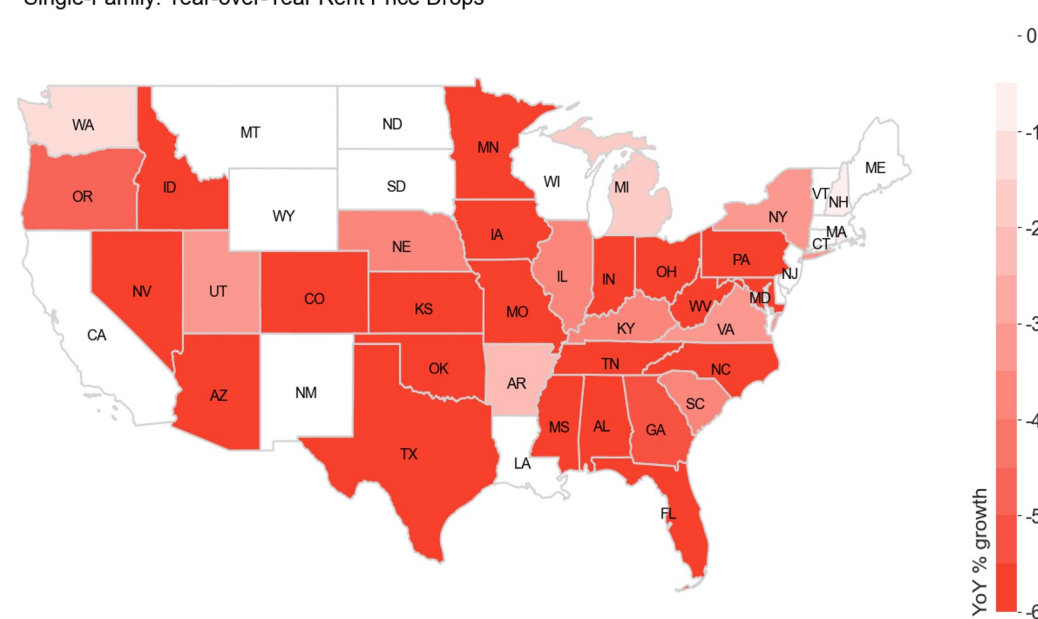


2022: Single family rental homes

Single-Family: Year-over-Year Rent Price Increases

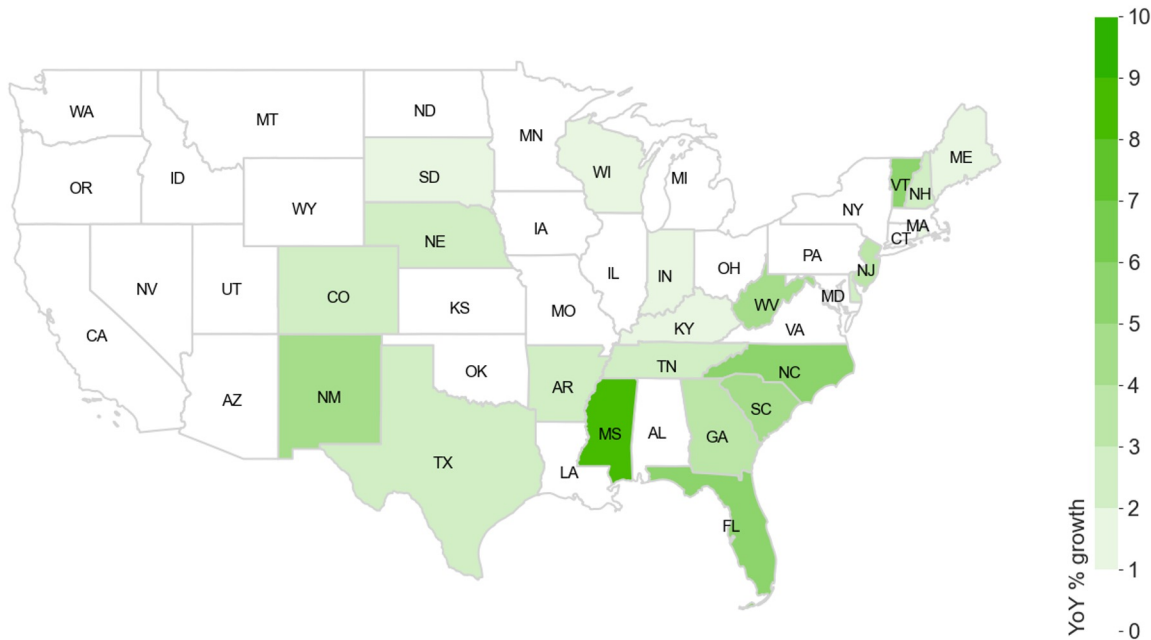


Single-Family: Year-over-Year Rent Price Drops

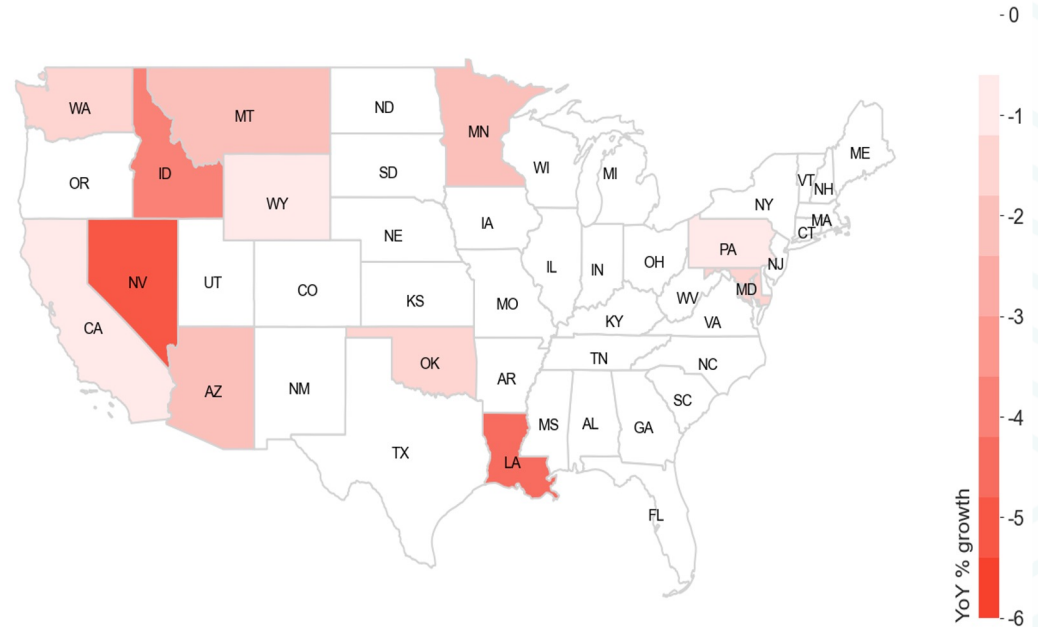


2022: Apartment rents

Multifamily: Year-over-Year Rent Price Increases

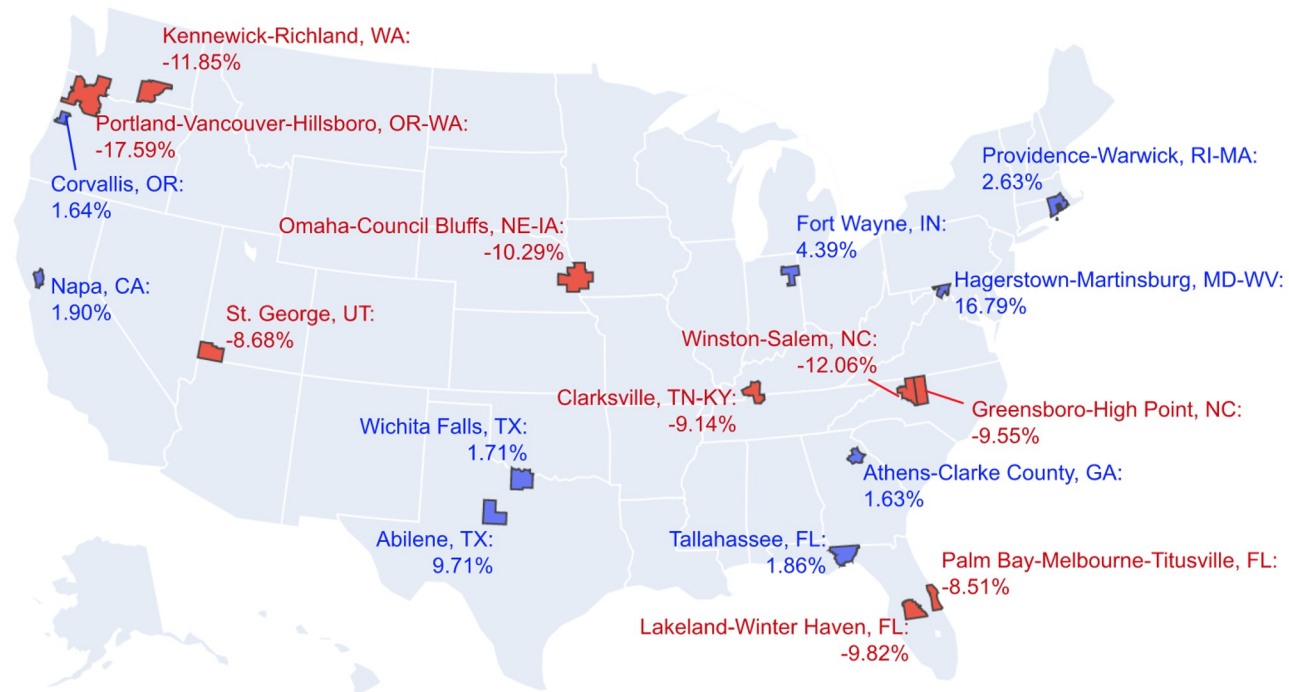


Multifamily: Year-over-Year Rent Price Drops



2022: Q3 versus Q4 changes

QoQ % Change: Top and Bottom MSAs in Single-Family



Q&A

2030:

Beekin (NYSE:BKIN) solutions have enabled over 20 million homes, added \$150 billion to economic output, and helped build thousands of enduring communities.

Bees survived 60 million years of evolution, through relentless collaboration.

Data will build that kinship in real estate.

Let's collaborate, Let's Beekin.



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Using Data for Action



3/29/23

A man with a beard and glasses, wearing a grey jacket and a backpack, stands next to a yellow bicycle against a white wall. The man is smiling and looking to the right. The bicycle is yellow with black tires and handlebars. The background is a plain white wall. On the far left, there is a vertical bar with a red top half and an orange bottom half.

VITALYST | MISSION

TO CONNECT, SUPPORT
AND INFORM EFFORTS
THAT IMPROVE THE HEALTH
OF INDIVIDUALS AND
COMMUNITIES IN ARIZONA

3

GOALS



COLLABORATIVE NETWORKS

working to improve the
conditions that impact health



STRONG COMMUNITY PARTNERS

equipped to advance health equity



INFORMED DECISION-MAKERS

prioritizing community
health and well-being



**CIVIC
HEALTH**



**FOOD
SYSTEMS**

4

PRIORITIES



**HEALTH CARE
INTEGRATION**

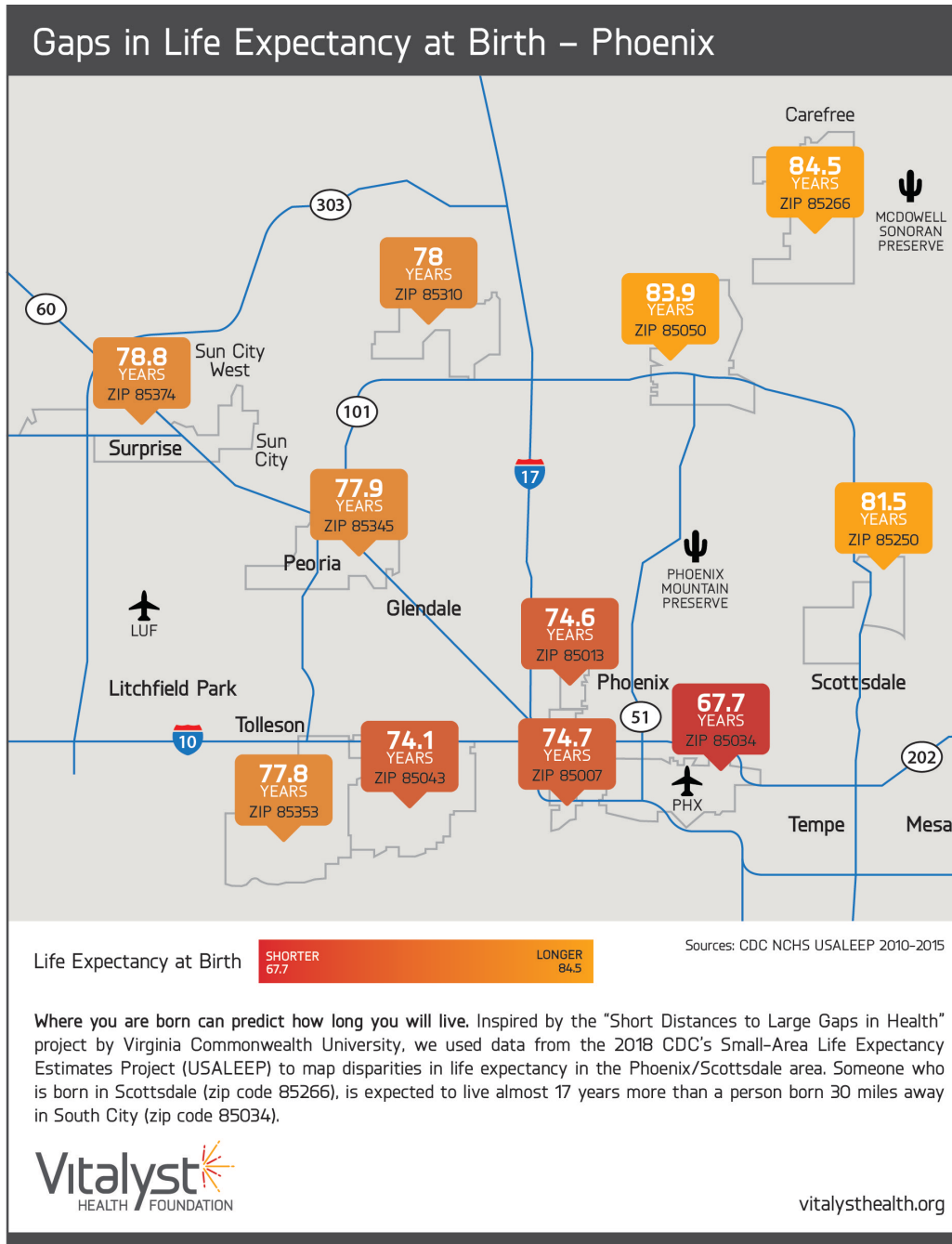


HOUSING

A HEALTHY COMMUNITY IS ONE WHERE PEOPLE HAVE THE OPPORTUNITY TO MAKE HEALTHY CHOICES, IN ENVIRONMENTS THAT ARE DESIGNED TO PROMOTE HEALTH.



Life Expectancy



The Statewide Health Data Dashboard

- Designed to support equitable and healthy communities by:
- **Tracking** key indicators of a holistic approach to community health and allowing communities to download data or export images to share with their stakeholders
 - **Spotlighting** inspiring approaches to improving communities that demonstrate the benefits of collaboration, equity, and innovation

We put you behind the wheel.
Shifting the Health Paradigm

Presenting real data and spotlighting innovative projects, we put information in the hands of communities in order to advance efforts on the ground.



Improving well-being in Arizona by addressing root causes and broader issues that affect health.



A Catalyst for Community Health

- Empowering Healthy Choices
- Ensuring Healthy Environments
 - Community Safety
 - Environmental Quality
 - Social & Cultural Cohesion
 - Community Design
 - Affordable Quality Housing**
- Advocating for Equity

Icons for email, Facebook, Twitter, and LinkedIn.



AFFORDABLE QUALITY HOUSING

Housing is health.

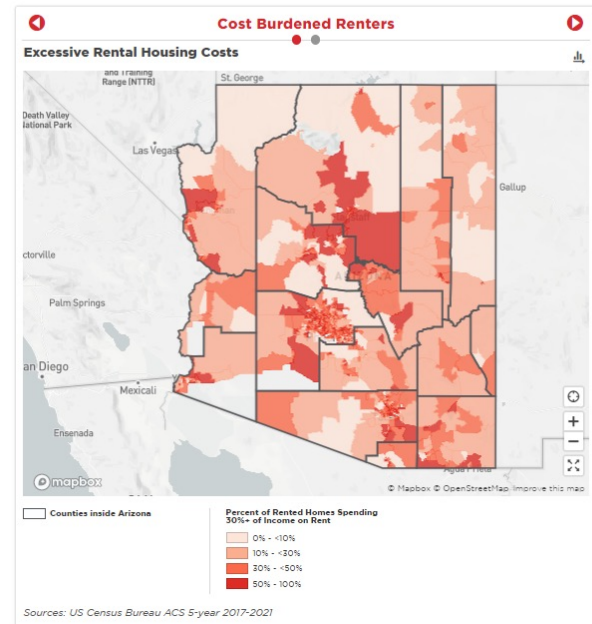
Stable, viable shelter for all communities to be healthy. Denying access to affordable housing options to low-income households is denying access to financial security, stability and

Excessive Housing Costs

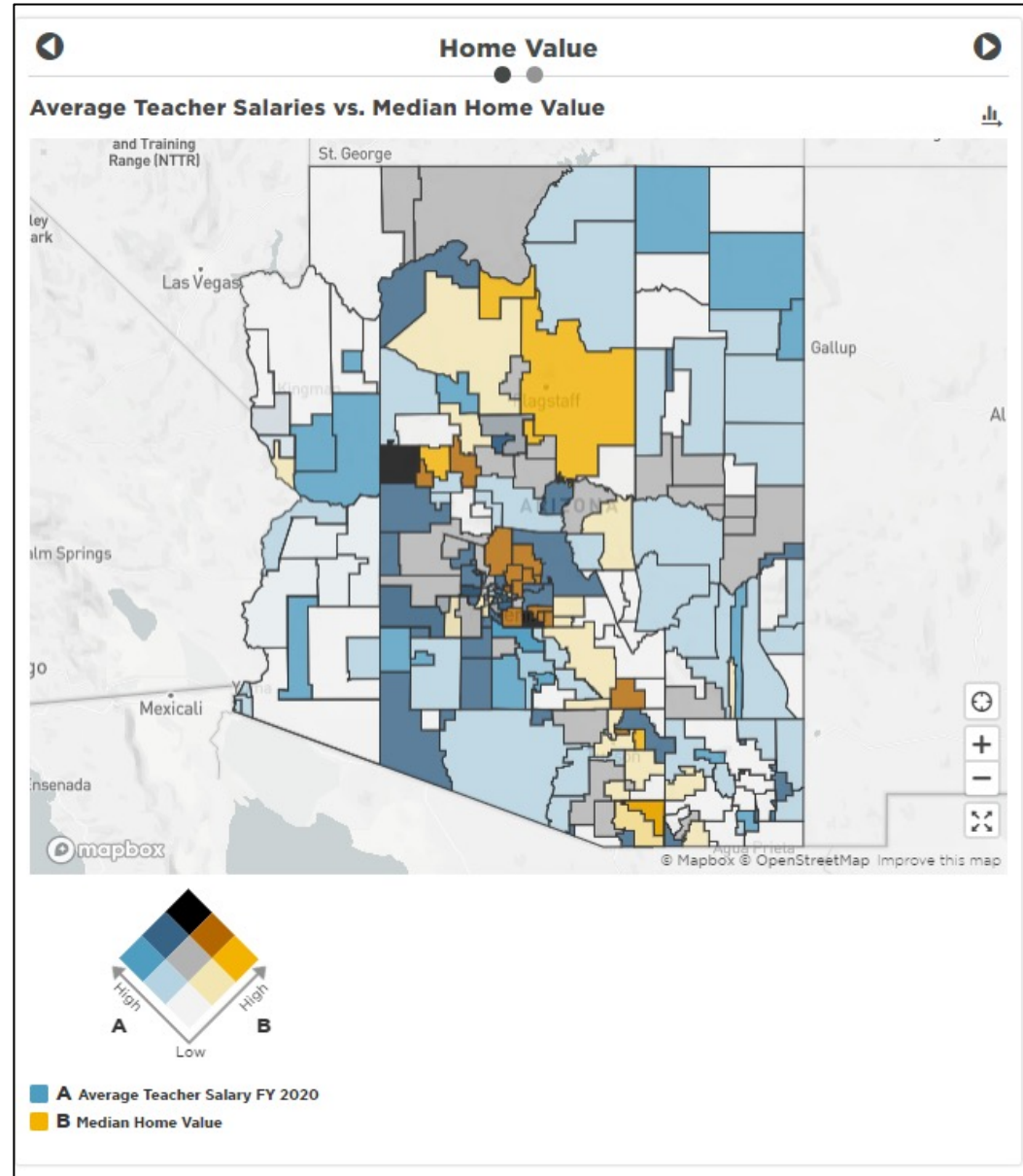
45% of rented homes Home Rent is 30%+ of Income Arizona

21% of owner occupied homes Homeownership Costs are 30%+ of Income Arizona

Sources: US Census Bureau ACS 5-year 2017-2021



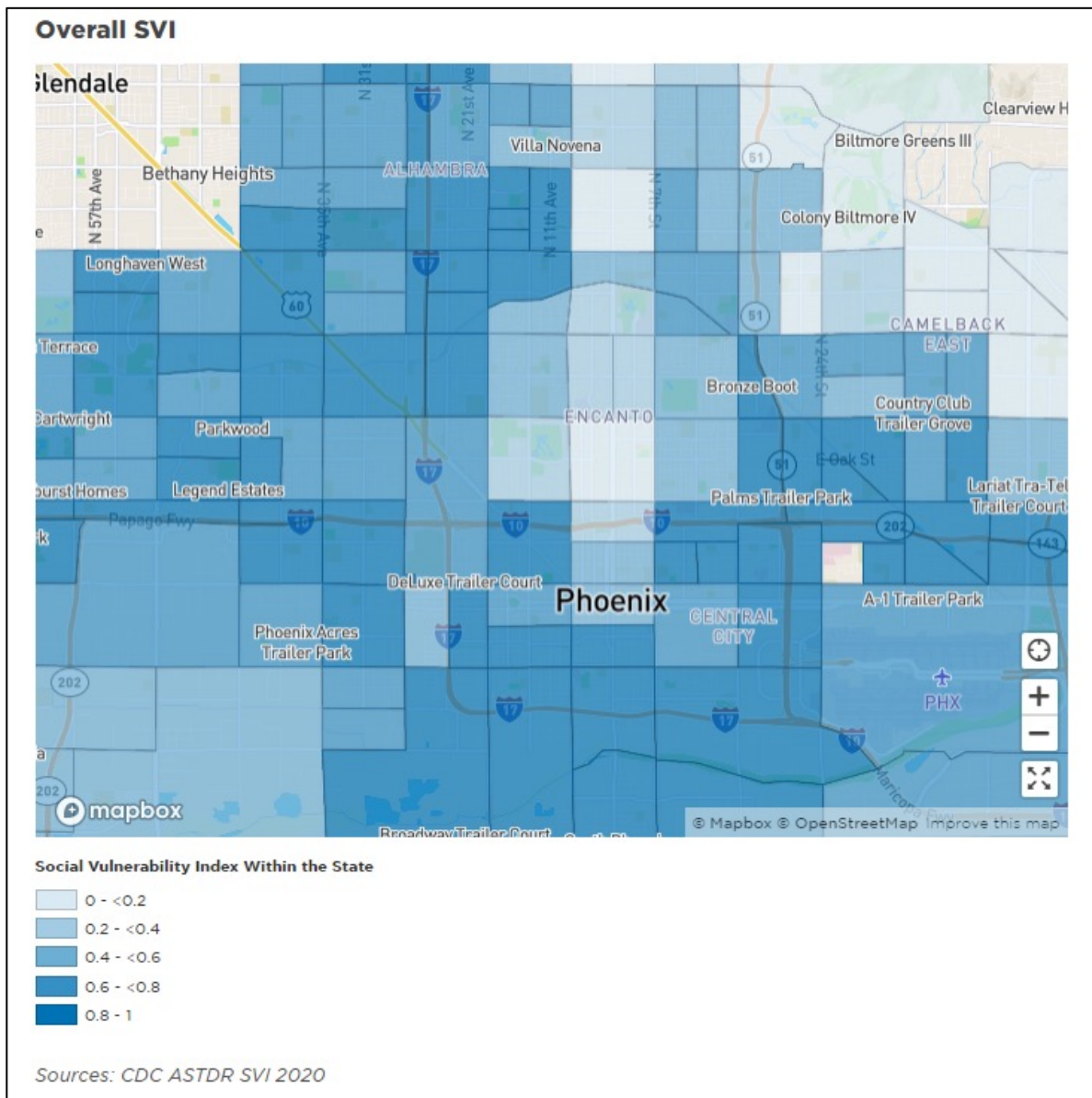
Housing on School Properties



As the **shade of yellow darkens**, the gap widens between the average teacher salary and the median value or rent of a home. These are the areas in which teachers may have **more difficulty becoming homeowners**.

- For example, Cave Creek School District has an average teacher salary of \$49,659 while the median value of a home is \$682,923.

The Social Vulnerability Index (SVI)



- **Index is 0-1**, 1 representing the highest vulnerability possible
- **Encanto: SVI between 0.1-0.6**
- **Central Phoenix: SVI 0.4-1**

Things to Consider

- Where can data tell a good story?
- What is the best way to communicate it?
- Does dis-aggregating the data provide a different story?
- Who else is collecting similar data and how can you coordinate?





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Q&A

Thank you!



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