

# Webinar

## 2022 Terwilliger Center Home Attainability Index Release

Date: July 29, 2022

00:00:04 --> 00:00:07: Welcome and thank you for joining us for today's launch  
 00:00:07 --> 00:00:11: of YOLIS to will your centers 2022 Home Attainability index.  
 00:00:11 --> 00:00:15: The Home Attainability index is twilligear centers flagship  
 analysis that  
 00:00:15 --> 00:00:18: we conduct each year and we hope the perspectives that  
 00:00:18 --> 00:00:22: provides on cities housing challenges are helpful. Context for  
 our  
 00:00:22 --> 00:00:25: Members and other housing stakeholders to leverage as they  
 seek  
 00:00:26 --> 00:00:29: to overcome barriers to production and deliver the housing  
 that  
 00:00:29 --> 00:00:31: people and cities need to thrive.  
 00:00:31 --> 00:00:35: And the Census Bureau did throw us some curveballs this  
 00:00:35 --> 00:00:38: year. And so we were releasing the analysis a little  
 00:00:38 --> 00:00:42: later than we typically would. But our senior visiting research  
 00:00:42 --> 00:00:47: fellow, Mike spots, has persevered. Mike designed our Home  
 maintainability  
 00:00:47 --> 00:00:50: index back in 20 and has enhanced the analysis each  
 00:00:50 --> 00:00:53: year, and I'm so pleased that he'll have the chance  
 00:00:53 --> 00:00:57: today to share his latest enhancement and some new tools  
 00:00:57 --> 00:01:01: that we're releasing alongside this year's analysis as well.  
 00:01:01 --> 00:01:04: I want to say a special thanks to the national  
 00:01:04 --> 00:01:07: Income Housing Coalition for the use of its annual housing  
 00:01:07 --> 00:01:11: gap analysis to the National Housing Conference for the use  
 00:01:11 --> 00:01:14: of its paycheck to paycheck analysis and database and helps  
 00:01:14 --> 00:01:18: us put a face on home attainability challenges. And finally,  
 00:01:18 --> 00:01:21: thank you to RCCL Co who is helping us think  
 00:01:21 --> 00:01:25: through our perspectives and analysis of production. We'll  
 hear more  
 00:01:25 --> 00:01:28: about that later. There are on the screen. You see  
 00:01:28 --> 00:01:30: the core of what we do at the Twilegar center.

00:01:30 --> 00:01:31: And again.

00:01:31 --> 00:01:35: Our annual home Attainability index is a very important piece

00:01:35 --> 00:01:38: of that work, so now without further ado, I'm very

00:01:38 --> 00:01:42: pleased to give the stage to our senior visiting research

00:01:42 --> 00:01:45: fellow at the Tyler Center. Michael spots Mike.

00:01:47 --> 00:01:50: Thank you for the introduction, Christopher, and thank you

00:01:50 --> 00:01:52: for

00:01:52 --> 00:01:55: joining to everyone that's on the call today for joining

00:01:55 --> 00:01:58: us for the release of the 2022 Home Attainability Index.

00:01:58 --> 00:02:00: Our agenda will begin with a description of the index

00:02:00 --> 00:02:03: itself and how practitioners in the field can use the

00:02:04 --> 00:02:06: index in their day-to-day work. I'll then briefly highlight some

00:02:06 --> 00:02:09: of the findings from our national analysis of the 2022

00:02:09 --> 00:02:11: index data, which will be released at a later date,

00:02:11 --> 00:02:14: will then shift to a panel discussion where I'll be

00:02:14 --> 00:02:17: joined by three distinguished guests from different parts of

00:02:17 --> 00:02:20: the

00:02:20 --> 00:02:20: country and different roles in the housing sector.

00:02:21 --> 00:02:24: To share their experiences and takeaways for practice given

00:02:24 --> 00:02:27: the

00:02:27 --> 00:02:30: current market.

00:02:30 --> 00:02:33: Well then open up the discussion. Throughout the session.

00:02:33 --> 00:02:35: You

00:02:36 --> 00:02:39: may submit questions using the zoom Q&A function. I'm

00:02:40 --> 00:02:42: happy

00:02:42 --> 00:02:44: to introduce and be joined by Rosie Hepner of the

00:02:45 --> 00:02:48: Twilligear Center who will assist us with that portion of

00:02:48 --> 00:02:51: the agenda, and I want to note that all resources

00:02:51 --> 00:02:55: referenced today are available for download on utilized

00:02:55 --> 00:02:59: knowledge. Knowledge

00:03:00 --> 00:03:02: Finder at the link on your screen which we can

00:03:03 --> 00:03:05: share in the chat. This that page also includes a

00:03:06 --> 00:03:08: summary of the key findings from our national analysis.

00:03:08 --> 00:03:10: Finally,

00:03:10 --> 00:03:13: I want to thank the Terwilliger Center team for their

00:03:13 --> 00:03:16: work.

00:03:16 --> 00:03:19: And getting this to the finishing finish line specifically Jane

00:03:19 --> 00:03:22: Hutton, Fabiola Jerkson, Rosie and Christopher Tommy,

00:03:22 --> 00:03:25: along with Hannah

00:03:25 --> 00:03:28: Latuda at neighborhood fundamentals.

00:03:28 --> 00:03:31: So what is the home attainability index?

00:03:31 --> 00:03:34: First, the 2022 index was made possible by a gift

00:03:34 --> 00:03:37: to you. All I by Carolyn and Preston, butcher. The

00:03:37 --> 00:03:40: views expressed in this publication are those of the Twilligear

00:03:13 --> 00:03:16: Center and do not necessarily reflect those of the butcher  
00:03:16 --> 00:03:19: family or of anyone else that has provided support to  
00:03:19 --> 00:03:19: this project.  
00:03:21 --> 00:03:24: The purpose of the home Attainability index is to provide  
00:03:24 --> 00:03:26: a high level snapshot of the extent to which the  
00:03:26 --> 00:03:30: overall housing market provides a range of choices attainable  
to  
00:03:30 --> 00:03:34: the regional workforce and broader population. We recognize  
that attainability  
00:03:34 --> 00:03:37: involves more than just housing prices and incomes. The  
index  
00:03:37 --> 00:03:41: is built to reflect that looking solely at affordability metrics  
00:03:41 --> 00:03:44: can mask disparities within the population and across  
regions. As  
00:03:44 --> 00:03:48: such, the index has an explicit focus on racial,  
socioeconomic,  
00:03:48 --> 00:03:49: and intra regional equity.  
00:03:51 --> 00:03:54: The index is comprised of 26 housing and equity related  
00:03:54 --> 00:03:57: metrics. For more than 100 regions that fall into five  
00:03:57 --> 00:04:02: categories overall, affordability, homeownership and rental  
attainability neighborhood opportunity and  
00:04:02 --> 00:04:06: access and housing production. The index also includes an  
occupational  
00:04:06 --> 00:04:10: analysis to contextualize the data comparing region and job  
specific  
00:04:10 --> 00:04:13: median wage information to housing costs for both rental and  
00:04:13 --> 00:04:17: home ownership. As Christopher mentioned, courtesy of the  
National Housing  
00:04:17 --> 00:04:19: conferences paycheck to paycheck database.  
00:04:21 --> 00:04:24: To produce the 2022 index, the center partnered with policy  
00:04:24 --> 00:04:28: map in RCL code for data collection, aggregation and  
analysis.  
00:04:28 --> 00:04:31: The index utilizes data from a range of well respected  
00:04:31 --> 00:04:36: resources, including the Center for Neighborhood  
Technology and Brookings Institution.  
00:04:36 --> 00:04:39: Most though not all metrics are from or derivative of  
00:04:39 --> 00:04:42: US Census Bureau American Community Survey. Five year  
data. Most  
00:04:42 --> 00:04:45: recent vintage of which is from 2016 to 2020. Again,  
00:04:45 --> 00:04:49: I would also like to thank the National Housing Conference  
00:04:49 --> 00:04:51: and the National Income Housing Coalition.  
00:04:51 --> 00:04:54: For their partnership as part of the research, and finally,  
00:04:54 --> 00:04:57: this process has been informed by the feedback from a  
00:04:57 --> 00:05:02: multidisciplinary advisory team of UI District Council  
members, researchers and

00:05:02 --> 00:05:05: academics and other partner organizations. Too numerous to name here,

00:05:05 --> 00:05:08: but we'll be posting a full list and thanking them

00:05:08 --> 00:05:11: all on the knowledge Finder website when our report goes

00:05:11 --> 00:05:12: live later this summer.

00:05:14 --> 00:05:17: This slide gives an overview of the metrics utilized in

00:05:17 --> 00:05:20: the index. You'll notice that we intentionally look at multiple

00:05:20 --> 00:05:23: income levels to provide a more nuanced understanding of the

00:05:23 --> 00:05:27: overall housing market and to provide information on the specific

00:05:27 --> 00:05:29: gaps that may need to be filled. For the most

00:05:29 --> 00:05:32: part, we focus on middle income categories. We balance metrics

00:05:32 --> 00:05:35: that compare the housing conditions at a constant income level

00:05:35 --> 00:05:38: with metrics that just for the economy of the region

00:05:38 --> 00:05:42: in question. The constant income metrics are important because despite

00:05:42 --> 00:05:45: dramatic differences in regional economies and housing prices.

00:05:45 --> 00:05:49: Our occupational analysis demonstrates that there's much less variation in

00:05:49 --> 00:05:52: the wages of the occupations we look at. If the

00:05:52 --> 00:05:55: median income for one region is 50,000 and the median

00:05:55 --> 00:05:58: income for another is 100,000, it's not because the median

00:05:58 --> 00:06:01: service worker or accountant earns twice as much in the

00:06:01 --> 00:06:04: second region. It's generally because the second region has a

00:06:05 --> 00:06:08: larger proportion of high wage occupations within their local

00:06:08 --> 00:06:09: their regional economy.

00:06:10 --> 00:06:13: So the metrics on the percentage of severely cost burdened

00:06:13 --> 00:06:16: households between 35 and \$75,000 help demonstrate how far a

00:06:16 --> 00:06:19: wage will stretch in a given region, which we can

00:06:19 --> 00:06:22: extrapolate to different occupations that tend to fall within those

00:06:22 --> 00:06:25: brackets. However, it's important to note that the context of

00:06:25 --> 00:06:29: the regional economy does matter. Thus we also include metrics

00:06:29 --> 00:06:32: on home ownership and rental attainability that are based on

00:06:32 --> 00:06:34: a given percentage of area median income.

00:06:36 --> 00:06:38: We complement the tenure specific data with data in our

00:06:38 --> 00:06:42: neighborhood, opportunity and access category that

addresses racial and income segregation at a point in time, as well as the region's level of progress towards greater racial and geographic inclusion.

From a regional perspective, we wanted to highlight the level of accessibility by selecting metrics that provide insights on transit and commutes. And finally, we consider the amount of housing inventory growth relative to household growth.

One data interpretation. Note that I want to point out is that the index is focused on systemic structural issues, both in terms of challenges and the opportunities for improvement.

The metrics we utilize, which are typically publicly available, capture the longer term durable conditions of the housing market. Our metrics tend not to capture brief fluctuations or the most immediate trends. Data on the ladder is important, and I don't want to trivialize it, but should be viewed in the context of the comprehensive baseline conditions that the index covers.

That being said, we know that there is a lot of interest and analysis of recent trends given the uncertainty in the housing market. To address this in part we did, we considered the potential implications of various market shift scenarios based on the more long standing housing market conditions described by the index. To facilitate this analysis, the center grouped regions into cohorts based on size and according to market characteristics.

For the market characteristic comparisons cohorts were based on the UI and PwC 2022. Emerging trends in real estate report. These cohorts are based on market data and practitioner perspectives on a region's current economic conditions, growth prospects, and home building prospects. Though developed separate from the index research process, these cohorts largely correspond with groupings that are commonly

00:08:18 --> 00:08:21: found in other analysis of current conditions in the housing  
00:08:21 --> 00:08:24: market. A set of core high cost housing markets that  
00:08:24 --> 00:08:25: are generally.  
00:08:25 --> 00:08:28: Sitter to be the country's economic engine and our context  
00:08:28 --> 00:08:31: emerging trends refers to them as the establishment a series  
00:08:31 --> 00:08:34: of rapidly growing off in southern and sunbelt markets that  
00:08:34 --> 00:08:37: are converging with the first group. In terms of the  
00:08:37 --> 00:08:40: economic potential and in some cases housing costs which  
00:08:40 --> 00:08:43: can  
00:08:40 --> 00:08:43: be characterized here as magnets or a subset of emerging  
00:08:43 --> 00:08:46: trends calls the niche category and our other markets  
00:08:46 --> 00:08:50: experiencing  
00:08:46 --> 00:08:50: less breakneck growth for a variety of reasons, which  
00:08:50 --> 00:08:52: includes  
00:08:50 --> 00:08:52: some other niche markets as well as what they term  
00:08:52 --> 00:08:54: as the backbone category.  
00:08:56 --> 00:08:58: Moving on to practice in a moment, I will demonstrate  
00:08:58 --> 00:09:01: the available index tools, but I want to first take  
00:09:01 --> 00:09:03: a moment to address some of the practical uses of  
00:09:03 --> 00:09:06: the index data for those that are involved in the  
00:09:06 --> 00:09:06: housing market.  
00:09:07 --> 00:09:10: Our resources are intended to provide users with a one  
00:09:10 --> 00:09:13: stop shop that can be used to inform housing policy  
00:09:13 --> 00:09:16: planning, development and advocacy for practitioners in a  
00:09:16 --> 00:09:17: variety of  
00:09:16 --> 00:09:17: roles.  
00:09:17 --> 00:09:20: For example, housing advocates can use index data and  
00:09:21 --> 00:09:24: tools  
00:09:21 --> 00:09:24: to create informative visualizations for outreach and  
00:09:24 --> 00:09:29: presentation to local  
00:09:24 --> 00:09:29: elected officials, civic groups, and funders. Similarly,  
00:09:29 --> 00:09:33: developers undertaking community  
00:09:29 --> 00:09:33: engagement efforts can use the index as an independent  
00:09:33 --> 00:09:35: third-party  
00:09:33 --> 00:09:35: data source in their outreach to the public.  
00:09:36 --> 00:09:40: Both developers working to secure approvals and policy  
00:09:40 --> 00:09:43: makers looking  
00:09:40 --> 00:09:43: to craft housing solutions can use the occupational analysis  
00:09:43 --> 00:09:47: to  
00:09:43 --> 00:09:47: contextualize regional housing conditions with regional  
00:09:47 --> 00:09:51: wages for various occupations.  
00:09:47 --> 00:09:51: Those operating at the metro level, such as regional planners  
00:09:51 --> 00:09:54: and economic development officials, can use the data to  
00:09:54 --> 00:09:58: make  
00:09:54 --> 00:09:58: cross regional comparisons for identifying potential threats,

challenges and market opportunities. People can work to answer questions like to what extent, can, region, or can workers afford to live in our region versus our peer markets and. Competitors considering the various industries that are of particular importance to your to your region.

What do regions that are losing or gaining population have in common? If your region is gaining population from another, how does your local market compare to theirs and what does it mean for you and the demand for housing locally, giving the purchasing power of those that are moving to the region?

And who is facing similar challenges and what are they doing to address those challenges from a policy, programmatic or financing perspective?

To assist practitioners, the 2022 index release will eventually include four core components, all accessible via utilized knowledge Finder platform.

First, there is an enhanced interactive spreadsheet similar to what we released in 2021, but with improved functionality. Second, we've provided another spreadsheet that aggregates the data that it is available for more than 300 regions and for additional job categories that were not included in our core occupational analysis.

So if your interests fall outside of those larger regions, or. Are 15 core household types based on occupation. There are still information available to you that you might find useful.

Third, we partnered with policy map to create an online geospatial visualization platform for the core index data, which I'll demonstrate in a minute and then finally later this summer.

We'll be releasing our full index summary report, which includes our analysis of the 2022 data. I'll present a high level summary of our findings today, which will also be available on the knowledge Finder site, so I'm going to

00:11:37 --> 00:11:39: switch and do a live demo.

00:11:39 --> 00:11:43: Administration hopefully of the policy map website first, as well

00:11:43 --> 00:11:46: as our spreadsheet. So if you could just bear with

00:11:46 --> 00:11:47: me one second.

00:11:49 --> 00:11:52: Someone could flag if you're not able to see it

00:11:52 --> 00:11:55: on the screen, but this you should be able to

00:11:55 --> 00:11:58: see is our new policy map platform and you can

00:11:58 --> 00:12:01: use this platform to access all of the core index

00:12:01 --> 00:12:05: metrics that the index collects into one into one place.

00:12:05 --> 00:12:09: And here I've selected severe cost burden levels for households

00:12:09 --> 00:12:13: earning 50 to \$75,000 and zooming in on the screen.

00:12:13 --> 00:12:17: You can see that severe cost burden levels are elevated

00:12:17 --> 00:12:18: predominantly on the coast.

00:12:19 --> 00:12:22: As well as Chicago's market as well as the Denver

00:12:22 --> 00:12:25: market. And if you want to select a different metric,

00:12:25 --> 00:12:27: you can use the drop down menu.

00:12:29 --> 00:12:32: And zoom in using the function on the left or

00:12:32 --> 00:12:34: selecting via the search bar at the top of the

00:12:34 --> 00:12:35: screen.

00:12:36 --> 00:12:39: I'm going to zoom in to the Mountain West region

00:12:39 --> 00:12:42: and to illustrate you see here that some Mountain West

00:12:42 --> 00:12:45: metro areas like Boise and Salt Lake City that are

00:12:45 --> 00:12:49: viewed as affordable alternatives to the higher cost specific markets

00:12:49 --> 00:12:52: for remote workers are not adding inventory to keep up

00:12:52 --> 00:12:56: with household growth, which could be foreboding for future attainability.

00:12:56 --> 00:12:59: So just a note that's of interpretation. Salt Lake City

00:12:59 --> 00:13:02: is adding half a unit for had had added over

00:13:02 --> 00:13:05: the last decade. Half a unit for every new household

00:13:05 --> 00:13:06: that moved to the Salt Lake City.

00:13:07 --> 00:13:08: Metropolitan region.

00:13:09 --> 00:13:12: Zooming back out, you can view index data by regional

00:13:12 --> 00:13:12: cohort.

00:13:14 --> 00:13:18: Selecting on the rental attainability side are deeply affordable. Rental

00:13:18 --> 00:13:22: gap stat from the National Income Housing Coalition, this which

00:13:22 --> 00:13:26: demonstrates the number of affordable and available rental units for

00:13:26 --> 00:13:29: households at 30% of area median income and then filtering.

00:13:30 --> 00:13:34: For magnet markets, using the emerging trends cohorts.



00:13:40 --> 00:13:41: And zooming in.

00:13:42 --> 00:13:45: To the southeast, you can see that many of these

00:13:45 --> 00:13:48: markets in the sunbelt already have a severe shortage of

00:13:48 --> 00:13:51: homes for such households when compared to the nation as

00:13:51 --> 00:13:55: a whole. Where there's a shortage for those households everywhere

00:13:55 --> 00:13:58: to be clear, but that that shortage is particularly extreme

00:13:58 --> 00:14:02: in some of these sunbelt markets, that shortage could become

00:14:02 --> 00:14:05: even worse. With a continued influx of new arrivals at

00:14:05 --> 00:14:08: higher income levels, as the owners of the lowest cost

00:14:08 --> 00:14:12: inventory have an incentive to reposition their properties and upgrade.

00:14:12 --> 00:14:16: To meet demand or redevelop their properties. Conversely, this could

00:14:16 --> 00:14:19: represent an opportunity if new housing by an opportunity. I

00:14:19 --> 00:14:22: mean new people coming to the region. If new housing

00:14:22 --> 00:14:25: inventory can rise to meet demand and existing lower cost

00:14:25 --> 00:14:29: inventory can be preserved, the economic activity associated with population

00:14:29 --> 00:14:33: growth and housing development could increase local revenues available for

00:14:33 --> 00:14:37: the affordable housing subsidies and supports that are critical to

00:14:37 --> 00:14:40: support the lowest income households. However, these supports, along with

00:14:41 --> 00:14:43: tenant protections that are critical to supporting.

00:14:43 --> 00:14:47: Resident stability require intentional action of the part of advocates,

00:14:48 --> 00:14:51: funders, developers and policymakers, and we hope that the index

00:14:51 --> 00:14:55: tools, including this mapping platform and the spreadsheet that I'm

00:14:55 --> 00:14:58: about to demonstrate, can play a role in helping guide

00:14:59 --> 00:15:01: those conversations locally and regionally.

00:15:02 --> 00:15:06: I'll now switch to a demonstration of our spreadsheet tool,

00:15:06 --> 00:15:08: which allows you to dive deeper into the data for

00:15:08 --> 00:15:12: your primary region of interest and make detailed intra interregional

00:15:12 --> 00:15:16: comparisons across multiple metrics. This spreadsheet also includes our occupational

00:15:16 --> 00:15:20: analysis data. When you open the spreadsheet, you should be

00:15:20 --> 00:15:23: automatically directed to the instructions tab that describes how to

00:15:23 --> 00:15:27: use various tabs and functionality within the spreadsheet and how

00:15:27 --> 00:15:30: you can find specific information, including our methodology tab, which

00:15:30 --> 00:15:33: provides details on our the metric itself.

00:15:33 --> 00:15:36: How we calculated it. The data source and how to

00:15:36 --> 00:15:37: interpret that data?

00:15:38 --> 00:15:41: This year's new for 2022, we added a regional profile

00:15:41 --> 00:15:44: tab that pulls all data for a specific region into

00:15:44 --> 00:15:47: one place and compares it to the data set median

00:15:47 --> 00:15:50: for all 112 regions in our core index. I've highlighted

00:15:50 --> 00:15:53: Denver here, but you can use the drop down menu

00:15:53 --> 00:15:55: to select a different region of interest.

00:15:57 --> 00:16:00: You'll see that cost burdens are elevated in Denver with

00:16:00 --> 00:16:03: acute shortages, both in terms of home ownership.

00:16:04 --> 00:16:07: And rental compared to the dataset medium. You can also

00:16:07 --> 00:16:11: see that the region's major investment in transit that's occurred

00:16:11 --> 00:16:14: over the last two decades in Denver has been paying

00:16:14 --> 00:16:18: dividends in terms of expanding access to non automotive transportation

00:16:18 --> 00:16:23: that reaches jobs and services, especially considering its system is

00:16:23 --> 00:16:26: relatively new compared to places like the coastal markets that

00:16:26 --> 00:16:30: have legacy systems. However, it has not yet translated to

00:16:30 --> 00:16:34: comparatively few super commuters, that is, households that are commuting.

00:16:35 --> 00:16:37: More than one hour each way.

00:16:38 --> 00:16:40: And if you scroll, you can see that this tab

00:16:40 --> 00:16:44: also highlights regional housing costs and the income necessary to

00:16:45 --> 00:16:48: afford them, as well as an occupational analysis that shows

00:16:48 --> 00:16:51: that a 2 income household with a truck driver and

00:16:51 --> 00:16:55: a home health aide would need to earn approximately 76,000

00:16:55 --> 00:16:58: more per year to afford the monthly payments on the

00:16:58 --> 00:17:02: median priced home in the Denver region without being cost

00:17:02 --> 00:17:05: burdened, and that it would take as much as 29

00:17:05 --> 00:17:08: years for that household to save for a 10%.

00:17:08 --> 00:17:12: Down payment based on some hypothetical assumptions regarding savings rates

00:17:12 --> 00:17:13: and housing costs.

00:17:15 --> 00:17:18: Shifting to the Midwest, you can use the index data

00:17:18 --> 00:17:22: to make regional comparisons. Here I've selected Columbus,

Chicago, and Indianapolis using the drop down menu on the screen, but you can select whichever ones are of most interest to you and as many as few as you want. You look at all 112 at the same time if you like, although it doesn't appear that would be a little bit busy from a visualization perspective.

All three of these markets are affordable for homeowners compared to the regional to the data set median. Although Chicago in particular lacks behind on rental affordability. This is also an opportunity to highlight segregation. A score of .4 or more according to the feel index of residential segregation means that a region is highly segregated by race and ethnicity. Chicago exceeds that threshold, and Columbus and Indianapolis are both moderately segregated based on that standard.

It's different. The income segregation is calculated in a different way, but according to the feel index of racial segregation, the lower the number the better. For income segregation, the higher the number, the better, but all three rate regions have higher levels of income segregation than the data set median.

And for my final data tool demonstration, we turn to the Southeast as with the prior tab, there is a tab in the index spreadsheet that allows you to compare multiple regions performance using occupational analysis data. You'll see that in all three markets, none of the household types we evaluated could afford homeownership, a childcare worker, and middle school teacher in Nashville would need to earn 32,000 more per year to afford the median priced home in the region rental as we Scroll down is only slightly more attainable. As we look at the gaps in surpluses for one bedrooms, 2 bedrooms and three bedroom apartments with fair market fair market rents. But I'll illustrate a point. I'll return to later if we look at the data set medians you can look at and see that this is a nationwide phenomenon nationwide. Most occupations can't

afford housing.

00:19:18 --> 00:19:22: When we're looking at the the lower and middle income

00:19:22 --> 00:19:28: occupations that we highlight in our home, attainability index occupational

00:19:28 --> 00:19:32: analysis, so I'm going to resume the PowerPoint presentation now

00:19:33 --> 00:19:36: and discuss some of our core findings from the index

00:19:36 --> 00:19:39: analysis. This is a preview to our.

00:19:41 --> 00:19:43: This is a preview to the report that will be

00:19:43 --> 00:19:46: I mentioned will be released later this summer.

00:19:47 --> 00:19:53: And hopefully you should all be seeing a returning to

00:19:53 --> 00:19:55: the PowerPoint deck.

00:19:57 --> 00:20:00: So it should first be acknowledged that our analysis is

00:20:00 --> 00:20:03: occurring during a time of uncertainty, while the most acute

00:20:03 --> 00:20:06: phase of the COVID-19 pandemic is hopefully in the past

00:20:06 --> 00:20:10: variants of the virus continue to impact millions of households,

00:20:10 --> 00:20:13: creating an ongoing health and economic toll. Inflation is roiling,

00:20:13 --> 00:20:17: the economy and adding financial stress, especially for lower income

00:20:17 --> 00:20:20: households. Interventions to curb inflation may take time to produce

00:20:20 --> 00:20:23: results in the short term may raise the cost of

00:20:23 --> 00:20:26: financing for building and buying homes, so it's still too.

00:20:26 --> 00:20:29: Soon to tell the full impact of working from home

00:20:29 --> 00:20:32: on both employers and employees. Location decisions and the extent

00:20:32 --> 00:20:35: to which changes in location and commuting patterns that have

00:20:36 --> 00:20:39: happened are permanent, durable trends. And then there's also concerns

00:20:39 --> 00:20:42: about the reliability of Census Bureau data due to lower

00:20:42 --> 00:20:46: response rates and other pandemic related challenges. This all complicates

00:20:46 --> 00:20:49: all these factors, complicate the analysis of the current state

00:20:49 --> 00:20:53: of the housing market and home attainability amid these challenges

00:20:53 --> 00:20:56: that twilligear center approach to the 2022 Home Attainability index

00:20:56 --> 00:20:57: research.

00:20:57 --> 00:21:00: With two core objectives, separate the signal from the noise

00:21:00 --> 00:21:03: with analysis, focusing on issues less subject to short term

00:21:03 --> 00:21:06: fluctuations and where solid data is available, and consider the

00:21:06 --> 00:21:10: potential impact of various market shift scenarios using market sentiment

00:21:10 --> 00:21:11: insights.

00:21:13 --> 00:21:15: Based on that analysis, we found that there are few

00:21:15 --> 00:21:19: available housing units of any kind, even modest rentals that

00:21:19 --> 00:21:22: are affordable to many lower wage workers. In most regions,

00:21:22 --> 00:21:25: high cost burdens leave less residual income, and in this

00:21:25 --> 00:21:29: high inflation environment many households will face

00:21:30 --> 00:21:33: heightened economic insecurity,

00:21:33 --> 00:21:36: particularly when combined with high energy costs in the form

00:21:36 --> 00:21:39: of utilities and commuting expenses. Left unchecked, the risk of

00:21:40 --> 00:21:43: homelessness could rise for many households.

00:21:43 --> 00:21:47: Long term housing underproduction is a primary driver of our

00:21:47 --> 00:21:50: National Housing challenges and current market conditions.

00:21:50 --> 00:21:54: Like economic uncertainty,

00:21:54 --> 00:21:57: rising inflation, the high cost of materials, high labor costs,

00:21:58 --> 00:22:01: and limited labor availability are likely to further restrain that

00:22:01 --> 00:22:02: market. From catching up to meet demand, anecdotal

00:22:03 --> 00:22:07: evidence suggests

00:22:07 --> 00:22:10: that some builders are already pulling back in response to

00:22:10 --> 00:22:13: some of these pressures.

00:22:13 --> 00:22:16: While the national shortage matters, regional production

00:22:16 --> 00:22:19: shortfalls are even

00:22:19 --> 00:22:22: more important and the lack of attainable housing in

00:22:22 --> 00:22:25: established

00:22:25 --> 00:22:28: markets is a contributing factor to some employers and

00:22:28 --> 00:22:31: households

00:22:31 --> 00:22:33: relocating to lower cost markets. And while still more

00:22:33 --> 00:22:35: attainable,

00:22:35 --> 00:22:38: many of these growing regions have not demonstrated that

00:22:38 --> 00:22:41: they

00:22:41 --> 00:22:43: can produce enough housing of the right type in the

00:22:43 --> 00:22:47: right locations, which I'll refer to as the dimensions of

00:22:47 --> 00:22:50: supply. To keep these markets or submarkets they're in from

00:22:50 --> 00:22:53: following the trajectory of more established, high cost

00:22:53 --> 00:22:56: markets, staying

00:22:56 --> 00:22:59: ahead of the curve is crucial.

00:22:59 --> 00:23:02: And as regions fall behind, it can lead to other

00:23:02 --> 00:23:05: market distortions that raise the cost of developing new

00:23:05 --> 00:23:08: housing

00:23:08 --> 00:23:11: and further exacerbating the challenge, creating a vicious

00:23:11 --> 00:23:14: cycle.

00:23:14 --> 00:23:17: In many regions are considerably behind the curve. Recent

research

00:22:47 --> 00:22:50: from up for growth indicates that there is a national

00:22:50 --> 00:22:55: production shortfall of 3.79 million units, with 169 regions experiencing

00:22:55 --> 00:22:58: under production. As of 2019, both indicators have worsened since

00:22:58 --> 00:23:02: 2012 and over the last decade. According to our analysis

00:23:02 --> 00:23:06: of the growth and inventory, household growth was strongest in

00:23:06 --> 00:23:09: the magnet and niche cohorts and percentage terms identified in

00:23:09 --> 00:23:13: emerging trends and in mid sized regions these regions.

00:23:13 --> 00:23:16: Also saw inventory growth. The most. Saw the most inventory

00:23:16 --> 00:23:19: growth during this time with niche markets. Adding considerably more

00:23:19 --> 00:23:21: units than all their cohorts.

00:23:22 --> 00:23:25: Given that the greater availability of attainable housing is often

00:23:25 --> 00:23:28: theorized as a reason for the strength of these cohorts,

00:23:28 --> 00:23:31: it'll be important for these regions to take concerted action

00:23:31 --> 00:23:34: to ensure that markets can absorb the additional demand and

00:23:34 --> 00:23:37: that acute affordability challenges do not migrate to these regions

00:23:38 --> 00:23:40: along as more more people migrate to these regions certain

00:23:41 --> 00:23:44: migrate a certain markets may have already fallen behind this

00:23:44 --> 00:23:47: curve. We've already highlighted some of the affordability challenges in

00:23:47 --> 00:23:49: both Denver and Nashville.

00:23:50 --> 00:23:52: In addition to new supply regions, will also need to

00:23:53 --> 00:23:56: consider the various dimensions of supply that are being built.

00:23:56 --> 00:23:59: What housing types are being produced where in the region?

00:23:59 --> 00:24:02: Are those units located? What is development replacing? Is it

00:24:03 --> 00:24:06: Greenfield versus Enfield? Is it urban versus suburban? Is it

00:24:06 --> 00:24:08: on an empty parking lot or is it requiring the

00:24:08 --> 00:24:11: the removal of a number of lower cost units from

00:24:11 --> 00:24:13: the housing stop as part of a redevelopment?

00:24:14 --> 00:24:17: The answer to these questions will influence how much new

00:24:17 --> 00:24:21: development improves attainability. Overall. These answers will also impact the

00:24:21 --> 00:24:24: issues addressed in the neighborhood opportunity and access category. For

00:24:24 --> 00:24:28: example, research suggests that diverse that neighborhoods with more diverse

00:24:28 --> 00:24:31: housing inventory tend to be more socioeconomically diverse.

00:24:33 --> 00:24:37: Anecdotal evidence suggests that developers are also increasingly focused on

00:24:37 --> 00:24:41: new construction that can create or support neighborhood retail and

00:24:41 --> 00:24:45: non automotive automotive transportation even when it occurs in the

00:24:45 --> 00:24:48: suburbs which will have impacts on walkability and the viability

00:24:48 --> 00:24:50: of transit in those communities.

00:24:52 --> 00:24:54: And the last image that I'll present before we shift

00:24:55 --> 00:24:58: to the conversation addresses the consequences of past inaction to

00:24:58 --> 00:25:02: address housing challenges. For each occupation we examined, we calculated

00:25:02 --> 00:25:05: the number and percentage of regions in which the median

00:25:05 --> 00:25:08: annual wage is sufficient to afford a variety of housing

00:25:08 --> 00:25:12: types. Green font indicates the occupation could afford the specified

00:25:12 --> 00:25:14: housing type in at least half of the 112 regions

00:25:14 --> 00:25:17: in the analysis, red font indicates that the proportion was

00:25:17 --> 00:25:20: less than half for cells highlighted in red. It shows

00:25:20 --> 00:25:22: the occupations that could afford.

00:25:22 --> 00:25:24: Housing type basically nowhere in the country.

00:25:25 --> 00:25:28: This is the housing crisis we face. You see a

00:25:28 --> 00:25:30: lot of red on your screen right now. Whether or

00:25:30 --> 00:25:33: not there's a marginal shift in market demand for magnets

00:25:33 --> 00:25:38: versus established market establishment markets, or exurbs versus suburbs versus

00:25:38 --> 00:25:41: cities does matter. It's not trivial. Markets move on the

00:25:41 --> 00:25:44: margins, but the bigger issue is that critical members of

00:25:44 --> 00:25:48: the workforce struggle to find housing everywhere. We need solutions

00:25:48 --> 00:25:51: and markets of all types and sizes independent on current

00:25:51 --> 00:25:55: trends, independent of current trends rather so with policies.

00:25:55 --> 00:25:57: Ending on such a dire note, when we now move

00:25:57 --> 00:26:00: to our panel discussion with working with people that are

00:26:00 --> 00:26:03: actually trying to find solutions and finding solutions to these

00:26:03 --> 00:26:06: challenges, we're joined by three practitioners who are doing great

00:26:06 --> 00:26:09: work in different segments of the housing market, and I'll

00:26:09 --> 00:26:12: ask them to turn on their video. And I'm going

00:26:12 --> 00:26:13: to stop my sharing at the moment.

00:26:15 --> 00:26:18: Jill Ferrari is the co-founder and managing partner of Renault,

00:26:18 --> 00:26:22: Vare Development. Renault Varre is a social impact commercial real

00:26:22 --> 00:26:27: estate development company focused on transitional transformational, mixed-use, real real

00:26:27 --> 00:26:31: estate development projects in urban neighborhoods and rural main streets.

00:26:31 --> 00:26:34: We're joined by Dana Showy principal at RC Elko, where

00:26:34 --> 00:26:37: her primary focus is in the real estate economics groups

00:26:38 --> 00:26:43: with a specialization, creative, data-driven solutions for untraditional development challenges.

00:26:43 --> 00:26:45: And we're also joined by Lisa Baski.

00:26:45 --> 00:26:49: Director of multifamily housing community facilities at the Washington State

00:26:49 --> 00:26:52: Housing Housing Finance Commission over her career, she has implemented

00:26:52 --> 00:26:56: a variety of housing, community and economic development, finance solutions

00:26:56 --> 00:26:59: and programs, including the Washington State Affordable Housing Trust Fund,

00:26:59 --> 00:27:02: both at the Commission and the States Department and at

00:27:02 --> 00:27:05: the State Department of Commerce. So I'll ask each panelist

00:27:05 --> 00:27:07: by way of more detailed introduction to take a turn

00:27:07 --> 00:27:11: and describing critical housing challenges as you see them based

00:27:11 --> 00:27:13: on the on your role in the market. Dana, do

00:27:13 --> 00:27:14: you mind kicking us off?

00:27:16 --> 00:27:18: Yeah great thanks so much Mike. Yeah I think in

00:27:18 --> 00:27:22: the consulting industry working sort of for developers and Equity

00:27:22 --> 00:27:26: Partners and a number of different players in the industry.

00:27:26 --> 00:27:29: One of the challenges that we're seeing is really has

00:27:29 --> 00:27:32: to do with market demand and where that's kind of

00:27:32 --> 00:27:35: playing out. I think there are a couple of trends

00:27:35 --> 00:27:38: that might touched on a bit that are really driving

00:27:38 --> 00:27:41: demand and have really driven what we've seen is, you

00:27:41 --> 00:27:45: know historically unprecedented rent growth across Class A class.

00:27:45 --> 00:27:49: The apartments as well as single family rentals in the

00:27:49 --> 00:27:52: past year that are straining a lot of different income

00:27:52 --> 00:27:55: levels and and this is somewhat driven by a couple



00:27:55 --> 00:27:59: of trends I'll touch on, you know, interregional migration, the  
00:27:59 --> 00:28:03: Sunbelt, the Southeast since 2018 has continued to see a  
00:28:03 --> 00:28:07: net population increase while the northeast has lost some  
households.

00:28:07 --> 00:28:10: I think one thing that people maybe aren't talking about  
00:28:11 --> 00:28:14: enough is just the sort of pent up delayed household  
00:28:14 --> 00:28:16: formation that happened during the pandemic.  
00:28:17 --> 00:28:20: Coming out of that, we've really seen household formation  
bounce  
00:28:21 --> 00:28:25: back, particularly amongst young renters, and that's really,  
really driving  
00:28:25 --> 00:28:29: demand for product across all types, and especially  
multifamily with  
00:28:29 --> 00:28:33: young headship rates now back to where they were pre  
00:28:33 --> 00:28:36: pandemic. Largely and then I think the third thing that  
00:28:36 --> 00:28:39: I could have mentioned is just that based on a  
00:28:39 --> 00:28:42: lot of the headship returning to normal and this bounce  
00:28:42 --> 00:28:46: back, which is really driven by the strong continued labor  
00:28:46 --> 00:28:47: market to date.

00:28:47 --> 00:28:51: And finally, we're seeing a little bit of deceleration here,  
00:28:51 --> 00:28:55: but it's just that rent growth Class A apartments across  
00:28:55 --> 00:28:58: the nation. You know, 15% on average as of Q1  
00:28:58 --> 00:29:01: or Q2 2022, as well as Class B, right? Those  
00:29:01 --> 00:29:06: attainable households. Rankers has been also  
unprecedented levels of about  
00:29:06 --> 00:29:10: 13%. And then, finally, the millennials have some weapon  
shifting  
00:29:10 --> 00:29:14: to more suburban areas. And we've seen single family rental  
00:29:14 --> 00:29:17: indexes showing, you know, 17 or 18% rent growth.  
00:29:17 --> 00:29:20: So really challenging and this UI information comes out of  
00:29:20 --> 00:29:23: the critical time. Just what given what we're seeing in  
00:29:23 --> 00:29:24: terms of market demand.

00:29:27 --> 00:29:30: Thanks Dana Jill. Can you offer a little bit of  
00:29:30 --> 00:29:32: by way of introduction to some of your views on  
00:29:32 --> 00:29:35: challenges on the home ownership side of the market? Right  
00:29:35 --> 00:29:37: now? I know that's a lot of predominantly where you're  
00:29:37 --> 00:29:39: working with some of your current projects.

00:29:40 --> 00:29:44: Yes, thanks Mike. Thanks for having me here today. First  
00:29:44 --> 00:29:47: of all, I just want to make note the state  
00:29:47 --> 00:29:51: of Michigan has published a statewide housing plan with a  
00:29:51 --> 00:29:56: goal to support the production or rehabilitation of 50,000 units  
00:29:56 --> 00:30:00: over the next five years. That funding strategy is split  
00:30:00 --> 00:30:05: between rehabilitation down, payment assistance and other

other buckets, but  
00:30:05 --> 00:30:09: there's definitely a focus in the state of Michigan to  
00:30:09 --> 00:30:11: support home ownership.  
00:30:11 --> 00:30:15: We're seeing that support come from the state of Michigan  
00:30:15 --> 00:30:18: all the way down to local units of government who  
00:30:18 --> 00:30:21: are using tools as creatively and innovatively as they can  
00:30:21 --> 00:30:26: in order to support affordable and attainable homeownership.  
My perspective  
00:30:26 --> 00:30:30: really is focused on one particular development that we are  
00:30:30 --> 00:30:32: preparing to close on right now. We are in the  
00:30:32 --> 00:30:33: process of.  
00:30:35 --> 00:30:39: Designing 46 for sale single family units in the city  
00:30:39 --> 00:30:43: of Ypsilanti, which is adjacent to Ann Arbor, MI.  
00:30:43 --> 00:30:47: And over the past two years we have spent a  
00:30:47 --> 00:30:51: considerable amount of time working with the local unit of  
00:30:51 --> 00:30:55: government and Washtenaw County trying to figure out ways  
to  
00:30:56 --> 00:31:00: make these units attainable. And at this point in time,  
00:31:00 --> 00:31:03: 50% of those units, so 23 units will be set  
00:31:03 --> 00:31:07: aside for families below 80% of area median income. One  
00:31:07 --> 00:31:11: of the challenges that we face in creating a site  
00:31:11 --> 00:31:13: condominium like this, a planned.  
00:31:13 --> 00:31:17: That development was the legal structure for the  
development. A  
00:31:18 --> 00:31:21: lot of folks in the state of Michigan are talking  
00:31:21 --> 00:31:25: about community Land Trust as a mechanism for maintaining  
long  
00:31:25 --> 00:31:29: term affordability. We're utilizing the site condominium model  
in order  
00:31:29 --> 00:31:34: to maintain long term affordability, but there are challenges  
no  
00:31:34 --> 00:31:37: matter which way you structure a development. In order to  
00:31:37 --> 00:31:42: maintain that long term affordability, we're definitely seeing  
cost increases.  
00:31:42 --> 00:31:45: We've had dramatic cost increases.  
00:31:45 --> 00:31:48: And other construction side in the past year, mostly from  
00:31:48 --> 00:31:52: a material standpoint, we have some significant delays in in  
00:31:52 --> 00:31:54: materials right now.  
00:31:55 --> 00:31:58: On the flip side of of, you know the cost  
00:31:58 --> 00:32:01: increase and the construction and the labor and the supplies.  
00:32:01 --> 00:32:05: The cost of creating attainability in the fight on the  
00:32:05 --> 00:32:09: financing side has become increasingly challenging. State of  
Michigan has  
00:32:09 --> 00:32:13: a very large American rescue plan allocation that has been

00:32:13 --> 00:32:17: distributed throughout the state. It actually hasn't gone out yet,

00:32:17 --> 00:32:21: but they're starting to create those buckets. And along with

00:32:21 --> 00:32:25: that money comes compliance restrictions such as Davis Bacon and

00:32:25 --> 00:32:26: other costs.

00:32:26 --> 00:32:30: Of using that financing and then on the private side,

00:32:30 --> 00:32:35: we're seeing the increase in interest rates on financing, so

00:32:35 --> 00:32:40: they're just compiling challenges across the board. We have also

00:32:40 --> 00:32:46: faced significant challenges in balancing long term affordability in setting

00:32:46 --> 00:32:50: sales prices fairly evenly over a long period of time,

00:32:50 --> 00:32:54: so that next generations will be able to obtain those

00:32:54 --> 00:32:56: homes affordably with.

00:32:56 --> 00:33:01: A desire to create generational wealth for our minority populations

00:33:01 --> 00:33:05: are less fortunate, and so those those initiatives butt up

00:33:05 --> 00:33:09: against each other. When you're looking at creating long term

00:33:10 --> 00:33:13: affordability in the for sale space. But at this point

00:33:13 --> 00:33:17: we are looking to close on October 1st. Our sales

00:33:17 --> 00:33:21: prices range from about 100,000 for a family at 40%

00:33:21 --> 00:33:24: of area median income to market rates at about 190

00:33:24 --> 00:33:26: and part of our solution.

00:33:26 --> 00:33:30: Creating smaller units. Our units are for sale, but they

00:33:30 --> 00:33:34: are 1000 square feet. two-story detached units and 1200 square

00:33:34 --> 00:33:37: feet attached units, so I think we're going to see

00:33:37 --> 00:33:41: in the affordable home sale market smaller units, greater density

00:33:41 --> 00:33:45: and that comes with changes to zoning practices. Lots of

00:33:45 --> 00:33:49: planned unit developments getting a lot. You know folks getting

00:33:49 --> 00:33:53: really comfortable with modifying their PUD ordinances to allow for

00:33:53 --> 00:33:56: that density and subsidy. That's flexible and.

00:33:56 --> 00:33:58: Hopefully cheap in the future.

00:33:59 --> 00:34:02: And I think that it's notable that some of those

00:34:02 --> 00:34:06: techniques for lowering cost and to develop capital a capital

00:34:06 --> 00:34:11: H affordable homeownership. There's also implications on the market right

00:34:11 --> 00:34:15: side to make more attainable homeownership more attainable, more broadly.

00:34:15 --> 00:34:18: So last last, but certainly not least, I want to

00:34:18 --> 00:34:22: thank Lisa for joining us today, and Lisa works predominantly

00:34:22 --> 00:34:25: on the rental side of the equation statewide in Washington

00:34:25 --> 00:34:28: state. So what is what is your view on what

00:34:28 --> 00:34:31: challenges in the rental market right now?

00:34:31 --> 00:34:33: And what are you seeing in your day-to-day?

00:34:33 --> 00:34:33: Work.

00:34:34 --> 00:34:36: Yeah, thanks Michael and it's great to be here with

00:34:36 --> 00:34:37: all of you.

00:34:39 --> 00:34:43: We have a pretty diverse state and that we have

00:34:43 --> 00:34:47: the Seattle King County area and then a more rural

00:34:47 --> 00:34:49: east of the mountains.

00:34:50 --> 00:34:54: Uh, part of the state, and, Umm, you know, we've

00:34:54 --> 00:34:59: continued to see a huge homelessness problem, and much of

00:34:59 --> 00:35:04: the state's current resources have been targeted to that. You

00:35:04 --> 00:35:08: know, at our in our state at the Commission, you

00:35:08 --> 00:35:12: know we allocate the 9% tax credit and the bond,

00:35:12 --> 00:35:17: 4% tax credit and have been oversubscribed in our private

00:35:17 --> 00:35:20: activity bond CAP now for several years.

00:35:21 --> 00:35:24: And so have had to do a lot of policy

00:35:24 --> 00:35:29: prioritization. Work around how you know what are the

00:35:29 --> 00:35:35: outcomes

00:35:35 --> 00:35:36: we're looking for and how are we prioritizing those resources

00:35:37 --> 00:35:41: and we have.

00:35:41 --> 00:35:43: You know development pipeline. That's kind of over the top

00:35:44 --> 00:35:46: really here in terms of like we could build the

00:35:46 --> 00:35:50: units if we have the resources and we don't have

00:35:50 --> 00:35:53: the resources and so how we've had to manage prioritizing

00:35:53 --> 00:35:57: in this environment. And right now it's all about the

00:35:57 --> 00:36:00: construction cost and the gaps. So whatever resources we

00:36:00 --> 00:36:03: had

00:36:03 --> 00:36:06: trying to build this pipeline and trying to provide a

00:36:06 --> 00:36:09: predictable funding source is all being eaten up in these

00:36:09 --> 00:36:13: cost overruns and get. I'm trying to fill the gaps

00:36:13 --> 00:36:17: so that we can try to get projects done now.

00:36:17 --> 00:36:21: As opposed to trying to have this predictable pipeline so

00:36:21 --> 00:36:25: it's kind of wreaking havoc really with the pipeline. I

00:36:25 --> 00:36:28: just jumped from another meeting where we were saying we

00:36:28 --> 00:36:31: don't have the resources to do a round in 2024,

00:36:31 --> 00:36:35: or you know how are we going to manage the

00:36:35 --> 00:36:38: resources for 2023 into 2024 and and we can't even

00:36:38 --> 00:36:41: close deals now right? So it's it's hard when we've

00:36:35 --> 00:36:39: got this pipeline of developers and we've got so much  
00:36:39 --> 00:36:40: need.  
00:36:40 --> 00:36:44: We're seeing a lot of folks moving out of Seattle,  
00:36:44 --> 00:36:47: but I it hasn't affected rents seemingly and.  
00:36:48 --> 00:36:52: And you know, we've got some really interesting economics  
where  
00:36:52 --> 00:36:55: the cost of of producing new units doesn't pencil with  
00:36:55 --> 00:36:58: the rent levels. So we have some really high rent  
00:36:58 --> 00:37:02: levels and some really low rent levels. And to try  
00:37:02 --> 00:37:05: to get folks to actually build in those areas that  
00:37:05 --> 00:37:08: have the lower rent levels, it's just, you know. The  
00:37:08 --> 00:37:12: costs are the same, so it's it's just really difficult  
00:37:12 --> 00:37:16: economics. So yeah, we're really struggling with how to  
prioritize  
00:37:16 --> 00:37:18: the scarce resources and.  
00:37:18 --> 00:37:21: How to try to keep up? Because we're not nearly  
00:37:21 --> 00:37:22: keeping up with.  
00:37:23 --> 00:37:28: The immigration of folks you know. We have some significant  
00:37:28 --> 00:37:33: support from our corporate players, Microsoft, Amazon has  
been, you  
00:37:33 --> 00:37:37: know, really active in the housing space and it it  
00:37:37 --> 00:37:42: has been an interesting journey. Having those partners at the  
00:37:42 --> 00:37:46: table. But it really is because there's been a lack  
00:37:47 --> 00:37:51: of investment at the federal level, and so it's it's  
00:37:51 --> 00:37:54: really difficult still to try to.  
00:37:54 --> 00:37:57: Figure out how to leverage all those resources in the  
00:37:57 --> 00:38:00: most effective way, so that that's what we're trying to  
00:38:00 --> 00:38:03: do. Since we at least have that opportunity to have  
00:38:04 --> 00:38:05: those players at the table.  
00:38:07 --> 00:38:09: Thanks and thanks to each of you for for introducing  
00:38:09 --> 00:38:13: yourselves by talking about your work. I really appreciate this  
00:38:13 --> 00:38:15: has been very informative so far and I want to  
00:38:15 --> 00:38:17: follow up on something you mentioned. Is that it? It  
00:38:18 --> 00:38:20: taught that ties into something that Dana said earlier that  
00:38:21 --> 00:38:23: you're you know people are leaving Seattle, but people are  
00:38:23 --> 00:38:26: also moving in and I guess I think Dana's point  
00:38:26 --> 00:38:29: about household formation, that it's possible for certain  
markets to  
00:38:29 --> 00:38:33: be growing faster than others because they're comparatively  
more expensive,  
00:38:33 --> 00:38:35: but it doesn't mean that that's the depth of the  
00:38:35 --> 00:38:36: establishment.  
00:38:36 --> 00:38:39: Markets or that rents are going to be dropping in

00:38:39 --> 00:38:42: those regions anytime soon. So I do want to talk  
00:38:42 --> 00:38:45: about that. Demand shift to lower cost markets and from  
00:38:45 --> 00:38:48: the you know, both on the owner and renter side  
00:38:48 --> 00:38:52: of the equation. And this applies to affordable production. But  
00:38:52 --> 00:38:53: also the market rate.  
00:38:55 --> 00:38:57: Chilling Lisa if you both weigh in on this, it's  
00:38:57 --> 00:39:00: the extent that it's that this is happening. Keeping those  
00:39:00 --> 00:39:05: places comparatively affordable requires development to  
meet that new demand.

00:39:05 --> 00:39:08: And given the market today is actually less expensive to  
00:39:08 --> 00:39:11: produce, housing in these lower cost markets are these  
markets.

00:39:11 --> 00:39:15: Are these some markets are some some regions or  
neighborhoods  
00:39:15 --> 00:39:17: within markets going to be facing some of the same  
00:39:17 --> 00:39:21: production related challenges that you both just described.  
00:39:23 --> 00:39:26: I'd love to hear what Lisa would say, but for  
00:39:26 --> 00:39:28: us there is no difference in cost.  
00:39:29 --> 00:39:33: And in fact, there's greater challenges. So on the homeowner  
00:39:33 --> 00:39:37: side, one of our biggest challenges is making sure that  
00:39:37 --> 00:39:41: those back end mortgages are affordable and and setting  
those  
00:39:41 --> 00:39:45: prices and some of the more established urban core  
neighborhoods  
00:39:45 --> 00:39:49: have higher homeowner mileage rates, and in the state of  
00:39:49 --> 00:39:53: Michigan we do have abatement programs for homeowner  
mileage rates,  
00:39:53 --> 00:39:56: but on a lot of sites, that program doesn't apply.  
00:39:56 --> 00:39:59: So, for example, Detroit and Ypsilanti.  
00:39:59 --> 00:40:02: As homeowner mileage rates between you know 60 and 80  
00:40:02 --> 00:40:05: mills. So for a homeowner to come in and be  
00:40:05 --> 00:40:08: able to pay their taxes and afford a mortgage, that  
00:40:08 --> 00:40:11: sales price has to be set really low. And when  
00:40:11 --> 00:40:14: you have the same construction cost that you do in  
00:40:14 --> 00:40:18: stronger markets, it creates an even bigger challenge.  
00:40:20 --> 00:40:23: Yeah, and I would have to agree, it's just as  
00:40:23 --> 00:40:28: challenging. I mean, the challenges might be slightly  
different. There's  
00:40:28 --> 00:40:32: not as many subcontractors, so again, you know if the  
00:40:32 --> 00:40:36: bids get pushed up because there's not as many folks  
00:40:36 --> 00:40:40: focused in those markets, but even getting materials  
sometimes in  
00:40:41 --> 00:40:45: into those more difficult to develop areas creates some  
issues.

00:40:45 --> 00:40:49: You know we actually had a concrete strike in Seattle.

00:40:49 --> 00:40:53: And so you know, we were. Some folks were coming

00:40:53 --> 00:40:57: from outside to even kind of handle that issue. But

00:40:57 --> 00:40:58: yeah, no, we've.

00:40:59 --> 00:41:02: It it it doesn't make it any easier. That's that's

00:41:02 --> 00:41:05: the the piece here like. That's a hard part of

00:41:05 --> 00:41:09: the puzzle. Like, yeah, we're not seeing development outside

00:41:09 --> 00:41:13: of

00:41:13 --> 00:41:17: that core because it's just as difficult with, you know,

00:41:17 --> 00:41:18: slightly different challenges, but the costs are just as as

00:41:18 --> 00:41:22: as bad.

00:41:22 --> 00:41:23: And in addition, in a lot of those non urban

00:41:23 --> 00:41:23: core areas.

00:41:23 --> 00:41:23: The.

00:41:23 --> 00:41:27: Toolbox is much thinner, much lighter. You don't have direct

00:41:27 --> 00:41:30: access to HUD funding, and a lot of those.

00:41:31 --> 00:41:34: Several places you don't have some of the state agency

00:41:34 --> 00:41:38: tools that are targeted at more populated areas, so the.

00:41:38 --> 00:41:40: Cost of the infrastructure or the infrastructure.

00:41:40 --> 00:41:42: Potentially right?

00:41:43 --> 00:41:47: Have potentially increased costs from a labor and supply

00:41:47 --> 00:41:50: standpoint

00:41:50 --> 00:41:51: and less tools to access in order to get the

00:41:52 --> 00:41:55: projects done.

00:41:55 --> 00:41:59: There you know on the on the rental side the

00:41:59 --> 00:42:02: rent levels don't can't justify the economics to to do

00:42:02 --> 00:42:07: those high cost developments so.

00:42:07 --> 00:42:11: And that gets to the point that came up in

00:42:11 --> 00:42:15: the recently released up for growth report that I referenced.

00:42:15 --> 00:42:18: 169 regions have been experiencing under production, so

00:42:18 --> 00:42:22: this is

00:42:22 --> 00:42:26: not just a a Seattle San Francisco, Silicon Valley, New

00:42:26 --> 00:42:28: York City NE corridor issue. Well, more to come on

00:42:28 --> 00:42:32: the specific development challenges, but I do want to shift

00:42:32 --> 00:42:34: gears a little bit and go back to Dana. And

00:42:34 --> 00:42:36: when we talk about demand shifting between or within

00:42:36 --> 00:42:39: regions,

00:42:39 --> 00:42:42: it's usually using.

00:42:42 --> 00:42:46: Broad categories like city or suburb, but we know that

00:42:46 --> 00:42:49: there's a lot of variety within these categories. There's a

00:42:49 --> 00:42:52: big difference between the old streetcar suburbs and

00:42:52 --> 00:42:55: sprawling single

00:42:55 --> 00:42:58: use developments, and some of the denser mixed-use

00:42:46 --> 00:42:48: masterplan communities

00:42:48 --> 00:42:51: that we're seeing in some markets. Do you have any thoughts on the types of neighborhoods that are seeing greater

00:42:51 --> 00:42:52: demand today?

00:42:53 --> 00:42:56: Yeah, that's a great question. You know, I think in terms of speaking we were talking a little bit about.

00:42:56 --> 00:42:59: You know the return of households and headship rates being

00:42:59 --> 00:43:03: stronger, and I think there's a couple of reasons we're

00:43:03 --> 00:43:06: seeing demand for a lot of different types of neighborhoods.

00:43:06 --> 00:43:10: I think, you know, during COVID there was this question

00:43:10 --> 00:43:13: of is the city going to die? Is our central

00:43:13 --> 00:43:16: cities no longer going to be as popular as they

00:43:16 --> 00:43:19: were? And I think in some ways, yes, that's true.

00:43:19 --> 00:43:22: There have been households that have moved and

00:43:22 --> 00:43:25: relocated.

00:43:25 --> 00:43:28: To the suburbs. But because there was a suppression of

00:43:29 --> 00:43:32: young people out of college staying at home with their

00:43:32 --> 00:43:35: parents or relatives that have really gotten jobs in the

00:43:35 --> 00:43:38: past year, the labor markets are so strong in these

00:43:38 --> 00:43:42: core cities that we're still seeing a lot of demand

00:43:42 --> 00:43:46: in urban neighborhoods, and that's primarily driven by these

00:43:46 --> 00:43:48: younger

00:43:49 --> 00:43:52: renters who were at home or not in the labor

00:43:52 --> 00:43:56: market during the pandemic. So I think those neighborhoods do

00:43:56 --> 00:43:57: continue to be strong drivers, especially in some of

00:43:57 --> 00:44:00: these smaller.

00:44:00 --> 00:44:03: Metropolitan areas where the cost of living has been a

00:44:03 --> 00:44:06: little bit lower historically. I think the second piece of

00:44:06 --> 00:44:09: that right that we are really seeing in everyone has

00:44:09 --> 00:44:12: noticed going through the pandemic is that especially when you

00:44:13 --> 00:44:16: look at product types, there's so much demand for single

00:44:16 --> 00:44:19: family rental product in the suburbs, and that's coming from

00:44:19 --> 00:44:22: millennials who are maybe not. They were stable

00:44:22 --> 00:44:25: households, so

00:44:25 --> 00:44:27: that cohort of you know 30 to 60 years old.

00:44:28 --> 00:44:30: Those households haven't really seen a huge dip and a

00:44:31 --> 00:44:33: return and headship rates. They've been more stable.

00:44:33 --> 00:44:38: But those households are the ones where we have seen

00:44:38 --> 00:44:41: some shift to more suburban areas, but.

00:44:41 --> 00:44:44: Your point about types of neighborhoods is interesting, right?

00:44:44 --> 00:44:47: Because



00:44:38 --> 00:44:41: we aren't seeing people necessarily moving to, you know, the

00:44:41 --> 00:44:45: exurbs where they have a couple acres of land. That's

00:44:45 --> 00:44:48: not really the driver. I think today we see much

00:44:48 --> 00:44:51: more demand working with a lot of current clients across

00:44:51 --> 00:44:55: the nation, for for suburban development that almost mimics an

00:44:55 --> 00:44:59: urban environment where you do have those amenities. A lot

00:44:59 --> 00:45:02: of small scale mixed-use projects that have, you know, a

00:45:02 --> 00:45:04: small retail component.

00:45:04 --> 00:45:06: On site maybe 20 to 50,000 square feet of retail

00:45:07 --> 00:45:10: or something of that nature because people want access to

00:45:10 --> 00:45:13: a grocer and especially with the flexibility of working from

00:45:13 --> 00:45:16: home. Yes, we can afford to live a little a

00:45:16 --> 00:45:19: little further out maybe, but kind of recreating that urban

00:45:19 --> 00:45:22: environment where you don't have to get in your car

00:45:22 --> 00:45:26: for everything. Those projects have definitely been popping up kind

00:45:26 --> 00:45:30: of, especially in hot. You know metros like Charlotte like

00:45:30 --> 00:45:34: Denver where affordability is really a challenge. There's some interesting

00:45:34 --> 00:45:35: projects.

00:45:35 --> 00:45:38: But, you know, Highlands Ranch South of Denver, which is

00:45:38 --> 00:45:42: a traditional master plan community. But they really built out

00:45:42 --> 00:45:45: a commercial core and I think we're beginning to see

00:45:45 --> 00:45:49: a real shift towards development where there is a Town

00:45:49 --> 00:45:52: Center or urban feel recreated even with local brands and

00:45:52 --> 00:45:55: tenants that are are seen in in urban areas. So

00:45:55 --> 00:45:56: that makes sense.

00:45:58 --> 00:46:01: Thanks, that's really that's really insightful, and I think that

00:46:01 --> 00:46:04: has a lot of implications, you know, and you know,

00:46:04 --> 00:46:07: we look at energy and gas prices, and as people

00:46:07 --> 00:46:09: may not be able to afford the urban core and

00:46:09 --> 00:46:12: may not have other options in terms of commuting, then

00:46:12 --> 00:46:15: using their car, maybe perhaps based on the job that

00:46:15 --> 00:46:18: they work. But if they can reduce their automobile usage

00:46:18 --> 00:46:21: so that they can run to the store quickly or

00:46:21 --> 00:46:24: reduce some of that VMT on the margins, that could

00:46:24 --> 00:46:26: have a big impact on their quality of life, as

00:46:26 --> 00:46:28: as gas prices are high and also it's.

00:46:28 --> 00:46:31: I can have climate impact as well. You know? Maybe

00:46:31 --> 00:46:34: maybe we won't be able to reduce commutes as much,

00:46:34 --> 00:46:37: but if people we can reduce those side trips that

00:46:37 --> 00:46:40: VMT reduction in VMT each mile is a mile is

00:46:40 --> 00:46:42: a mile is a mile. So if we can make

00:46:42 --> 00:46:45: differences on the margins, I think that matters. We have

00:46:45 --> 00:46:48: about 12 minutes left, and some questions are coming in

00:46:48 --> 00:46:51: via the Q&A function. I will encourage anyone we we

00:46:51 --> 00:46:54: have had a few in, and we'll get to those

00:46:54 --> 00:46:56: next. I have a ton of questions I could ask

00:46:56 --> 00:46:59: Dana, Joel, and Lisa, but I want to make sure

00:46:59 --> 00:46:59: that.

00:46:59 --> 00:47:02: The audience questions get asked, but we have a couple

00:47:02 --> 00:47:05: more minutes to accept more of those questions if you.

00:47:05 --> 00:47:08: If you're listening and have some questions and I'm going

00:47:08 --> 00:47:10: to, I'm going to combine a couple of the questions

00:47:10 --> 00:47:13: that came in into into one one big question, and

00:47:13 --> 00:47:15: each of you can take it in any direction that

00:47:15 --> 00:47:18: you'd like, and one of the questions that came in.

00:47:18 --> 00:47:21: Was to what extent can private market market rate housing

00:47:22 --> 00:47:24: really move the needle on on some of this investment

00:47:25 --> 00:47:27: you see the chart that I showed earlier shows that

00:47:27 --> 00:47:31: many of these occupations are the backbone of the economy

00:47:31 --> 00:47:33: and those are the words that the comments are and

00:47:33 --> 00:47:36: that and it's true if we look at the aging

00:47:36 --> 00:47:39: of the population home have athletes are we will be

00:47:39 --> 00:47:42: critical and they can barely afford rent in pretty much

00:47:42 --> 00:47:45: and they can afford rent and almost no markets in

00:47:45 --> 00:47:47: the country. So you know, as we look at the

00:47:47 --> 00:47:49: scale of the challenge, what is the role?

00:47:49 --> 00:47:51: Of market rate housing.

00:47:52 --> 00:47:54: What can the government do to step up?

00:47:55 --> 00:47:59: And what is the role of corporate philanthropy? Lisa, you

00:47:59 --> 00:48:03: mentioned Microsoft and Amazon putting some dollars in

00:48:03 --> 00:48:06: sitting here in Arlington right next to right by HQ

00:48:06 --> 00:48:09: 2 for Amazon, and they recently have been making some

00:48:09 --> 00:48:14: pretty big investments that have facilitated some preservation

00:48:14 --> 00:48:18: efforts of

00:48:18 --> 00:48:20: existing affordable rental housing. So I would love to get

00:48:20 --> 00:48:22: all three of your thoughts on on on any or

00:48:26 --> 00:48:28: all of those 3 components.

00:48:28 --> 00:48:32: I'm happy to start first. I think one of the

00:48:32 --> 00:48:35: things that we're really watching here in Michigan is the

00:48:35 --> 00:48:40: role of the corporate population in housing. We have an

00:48:35 --> 00:48:40: employer housing tax credit that is moving through

00:48:40 --> 00:48:43: legislation. Right now. You know, here in Michigan, we've heard from economic

00:48:43 --> 00:48:47: development directors that several employers are in a position to

00:48:47 --> 00:48:51: expand and have the economic conditions that are ripe for

00:48:51 --> 00:48:55: expansion. But they're choosing not to. Specifically because of the

00:48:55 --> 00:48:56: lack of housing.

00:48:56 --> 00:49:00: So we see corporate participation in housing as a large

00:49:00 --> 00:49:02: piece of that gap puzzle that Lisa and I were

00:49:03 --> 00:49:06: talking about earlier, especially for 4% gap and even on

00:49:06 --> 00:49:09: the market rate side I I don't even understand how

00:49:09 --> 00:49:13: you can look at market rate housing right now with

00:49:13 --> 00:49:16: standard market rate sources, with all the costs that we

00:49:16 --> 00:49:19: talked about it, I I can understand why a lot

00:49:19 --> 00:49:23: of folks are backing out. Everything we do is subsidized,

00:49:23 --> 00:49:26: whether it's capital, A affordable housing workforce.

00:49:26 --> 00:49:30: Housing, attainable housing. Everything has some form of subsidy in

00:49:30 --> 00:49:31: it in order to meet.

00:49:32 --> 00:49:32: Those.

00:49:33 --> 00:49:36: 80 to 120 AMI target populations or even lower, so

00:49:36 --> 00:49:41: we definitely see corporations playing a role in establishing local

00:49:41 --> 00:49:45: workforce housing funds like Austin Twin Cities. We talked about

00:49:45 --> 00:49:48: this in our Boise Tap a few few months ago,

00:49:48 --> 00:49:51: and so we're really watching that.

00:49:54 --> 00:49:58: Yeah, and I would say you know we've got our

00:49:58 --> 00:50:03: Evergreen impact housing fund. That was is been administered through

00:50:03 --> 00:50:07: the Seattle Foundation and has got some credit union dollars

00:50:07 --> 00:50:11: as well as well as Microsoft money. That again is

00:50:11 --> 00:50:15: looking at doing gap mostly in the bond 4% space.

00:50:15 --> 00:50:19: We've had a lot more conversations about that kind of

00:50:19 --> 00:50:22: 80 to 120. And how do we fill that gap?

00:50:22 --> 00:50:25: And looking to potentially the state.

00:50:25 --> 00:50:29: I know that there's been several states that have Colorado.

00:50:29 --> 00:50:32: I know just put in 25 million into like a

00:50:32 --> 00:50:36: workforce housing program. So I think that there's more.

00:50:39 --> 00:50:44: Seemingly need to incentivize that higher income, and again, it's

00:50:44 --> 00:50:49: like balancing all of these priorities. Microsoft has specifically

00:50:49 --> 00:50:54: helped  
with creating what we call an expanded land acquisition program.

00:50:54 --> 00:50:59: We had a basic land acquisition program, but this again

00:50:59 --> 00:51:03: expanded it to a certain geographic region that was clearly

00:51:03 --> 00:51:08: part of Microsoft footprint, and so China just get land

00:51:08 --> 00:51:08: secured.

00:51:08 --> 00:51:12: And so that there is at least those opportunities to

00:51:12 --> 00:51:16: put affordable housing on them in the future. And then

00:51:16 --> 00:51:20: they've really helped us as well with an internal mechanism,

00:51:20 --> 00:51:24: an internal financing tool to recycle our bonds. So we

00:51:24 --> 00:51:27: we have a recycled bond program in our state, and

00:51:27 --> 00:51:31: Microsoft has been key at being creating a financing mechanism

00:51:31 --> 00:51:35: to help us recycle bond CAP, and we've been able

00:51:35 --> 00:51:38: to do some recycled only deals, not only just gap

00:51:38 --> 00:51:39: the tax exempt.

00:51:39 --> 00:51:43: T7 existing bond deal but also just use that recycled

00:51:43 --> 00:51:47: cap to create additional projects. We've also seen Amazon step

00:51:47 --> 00:51:51: in in a big way with our Sound Transit partners

00:51:51 --> 00:51:55: and we've also are allocating a certain amount of bond

00:51:55 --> 00:51:59: cap to Sound Transit properties. So again, really looking at

00:51:59 --> 00:52:04: a more focused and intentional and strategic plan towards building

00:52:04 --> 00:52:05: out those. Umm.

00:52:06 --> 00:52:11: Uh, stations there for public transit. So yeah, a handful

00:52:11 --> 00:52:16: of decent strategies, but kind of just like moving the

00:52:16 --> 00:52:18: needle like this much.

00:52:20 --> 00:52:22: Yeah, I guess I would just add to that a

00:52:22 --> 00:52:24: little bit. It sounds like.

00:52:24 --> 00:52:28: Employer sponsored housing has been kind of a critical piece,

00:52:28 --> 00:52:32: especially larger employers who who are able to allocate those

00:52:32 --> 00:52:35: resources, and that's great. I think just on the public

00:52:35 --> 00:52:38: sector side, maybe one thing that I've added has come

00:52:38 --> 00:52:42: up recently is just having more flexible zoning and zoning

00:52:42 --> 00:52:44: amendments. I think this is like an old tool in

00:52:44 --> 00:52:47: the toolbox that kind of dates back to a couple

00:52:47 --> 00:52:50: decades ago, but I think there's a renewed interest in

00:52:51 --> 00:52:54: that, especially in some smaller markets, which hasn't been the

00:52:54 --> 00:52:55: case.

00:52:55 --> 00:52:59: You know, in Spokane, for example, I believe they're allowing  
00:52:59 --> 00:53:02: up to 10 units in single family zoned areas. Now  
00:53:02 --> 00:53:05: is kind of an emergency housing relief. I think you  
00:53:05 --> 00:53:08: know, at least in Seattle. I know they have kind  
00:53:08 --> 00:53:12: of loosened their regulations in Minneapolis and several  
other cities  
00:53:12 --> 00:53:16: are are kind of reevaluating their low density zoning in  
00:53:16 --> 00:53:17: certain neighborhoods.  
00:53:19 --> 00:53:21: And then I think you know, in terms of what  
00:53:22 --> 00:53:25: the private market can do, which maybe we haven't touched  
00:53:25 --> 00:53:28: on. I mean, it's really tough as a private developer.  
00:53:28 --> 00:53:31: I think working with a lot of developers right now.  
00:53:31 --> 00:53:35: We're definitely still seeing people trying to get deals done.  
00:53:35 --> 00:53:37: I do think a lot of the hiccup.  
00:53:38 --> 00:53:41: Is starting to be really on the on the equity  
00:53:41 --> 00:53:44: side and I think one thing that honestly there may  
00:53:44 --> 00:53:47: have to be and probably already is is going to  
00:53:47 --> 00:53:51: be is just a resetting of return expectations on the  
00:53:51 --> 00:53:54: equity side. I think it's it's just we've had a  
00:53:54 --> 00:53:57: really good era of of a lot of prosperity and  
00:53:57 --> 00:54:00: there have been high returns on a lot of a  
00:54:00 --> 00:54:03: lot of deals that have gone and that's great. But  
00:54:03 --> 00:54:07: I think that those expectations are probably going to have  
00:54:07 --> 00:54:08: to shift.  
00:54:08 --> 00:54:11: Down a bit going forward in order to keep producing  
00:54:12 --> 00:54:15: housing and just get those deals done, even if it  
00:54:15 --> 00:54:18: means at A at a sort of less attractive return  
00:54:18 --> 00:54:19: to some investors.  
00:54:23 --> 00:54:26: Thank you, thank you that that that that gives us  
00:54:26 --> 00:54:28: a lot of options and it's a good thing we  
00:54:28 --> 00:54:31: need to have a lot of options and there's a  
00:54:31 --> 00:54:34: lot that needs to be done because the challenge wasn't  
00:54:34 --> 00:54:37: created just by one thing. So there's no silver bullet.  
00:54:38 --> 00:54:41: We need solutions from across the board. We are running  
00:54:41 --> 00:54:44: out of time probably won't have a chance to get  
00:54:44 --> 00:54:47: to everyone's questions. I apologize for that. People can feel  
00:54:47 --> 00:54:50: free to reach out to me if we follow questions.  
00:54:50 --> 00:54:53: **[email protected]** will also be posting this webinar.  
00:54:54 --> 00:54:57: Two knowledge Finder I do want to answer one question  
00:54:57 --> 00:55:01: about the tools that set the tools themselves quickly before  
00:55:01 --> 00:55:05: we do a closing question for our panelists, there was  
00:55:05 --> 00:55:08: a question about sub geographies. All of our data is

00:55:08 --> 00:55:11: at the regional level, but are there? Is there the

00:55:11 --> 00:55:15: ability to drill down into some of the core constituent

00:55:15 --> 00:55:19: counties or jurisdictions and the index tool itself does not

00:55:19 --> 00:55:22: facilitate that, but a lot of the data sources that

00:55:22 --> 00:55:23: we pull from do so.

00:55:24 --> 00:55:28: The Center for Neighborhood Technologies. All transit score. It can

00:55:28 --> 00:55:31: go down to the census tract level, so you there's

00:55:31 --> 00:55:35: links to those resources in the tools themselves. Policy maps

00:55:35 --> 00:55:38: platform provides data for many of the metrics now, though

00:55:38 --> 00:55:41: not all down to the census tract level as well

00:55:41 --> 00:55:45: or in including counties and county levels. So there are

00:55:45 --> 00:55:48: opportunities to use the index itself as a platform for

00:55:48 --> 00:55:52: additional analysis. We we can't answer all the questions via

00:55:52 --> 00:55:55: the index, but we want to give everyone a very

00:55:55 --> 00:55:56: informed.

00:55:56 --> 00:55:59: Starting point, so I want to close give everyone an

00:55:59 --> 00:56:02: opportunity. Just we only have maybe 30 seconds each, so

00:56:02 --> 00:56:04: this would be a a. This will be a quick

00:56:04 --> 00:56:07: one, but if there could be one thing I just

00:56:07 --> 00:56:10: said there's no silver bullet. But if there was one

00:56:10 --> 00:56:13: thing that you would prioritize, there was a question in

00:56:13 --> 00:56:17: the chat about innovation and what innovative practices, whether it's

00:56:17 --> 00:56:21: housing types like shared housing or co-ops or practices like

00:56:21 --> 00:56:25: manufactured housing or off-site construction. Are there any innovations or

00:56:25 --> 00:56:27: opportunities that you would highlight?

00:56:28 --> 00:56:29: You what would you start with? What would be the

00:56:29 --> 00:56:31: one thing you would start with to try and move

00:56:31 --> 00:56:32: that needle more quickly?

00:56:35 --> 00:56:38: Ohh, I'd have to just say the federal resource piece

00:56:38 --> 00:56:43: like just give us more resources. Just yeah, the reinvestment

00:56:43 --> 00:56:47: of federal resources would be really great. Thank you very

00:56:47 --> 00:56:47: much.

00:56:48 --> 00:56:51: And I would follow that with, you know, as the

00:56:51 --> 00:56:57: state allocates resources under those federal programs instead of funneling

00:56:57 --> 00:57:02: money through existing programs, really look at modifying those programs

00:57:02 --> 00:57:05: to lift gaps on caps on gap financing for four.

00:57:06 --> 00:57:10: 4% and really rethink how that gap financing is structured.

00:57:10 --> 00:57:12: Coming from the Fed resources.

00:57:15 --> 00:57:18: Yeah, maybe I would. I have a little bit of  
00:57:18 --> 00:57:20: a cop out answer which is. I'm not sure there  
00:57:20 --> 00:57:23: is one silver bullet. I think there's a lot of  
00:57:23 --> 00:57:27: strategies and and having those work together like  
conversions and  
00:57:27 --> 00:57:31: interesting strategy but super cost intensive. You know the  
rezoning  
00:57:31 --> 00:57:35: using federal programs to their fullest. I think there's kind  
00:57:35 --> 00:57:38: of a range of strategies that can hopefully be just  
00:57:38 --> 00:57:40: woven together to create some solutions.  
00:57:42 --> 00:57:43: So yeah, that's kind of manageable though.  
00:57:44 --> 00:57:47: Great, well thanks to all of our panelists today. This  
00:57:48 --> 00:57:50: is was a great conversation. We could have gone on  
00:57:50 --> 00:57:53: a lot longer with lots of questions in the chat  
00:57:53 --> 00:57:56: thanks to the Twilligear center team and the broader UI  
00:57:56 --> 00:58:00: team for helping us both complete this resource development  
process  
00:58:00 --> 00:58:03: and putting on today's webinar. And thanks to all of  
00:58:03 --> 00:58:06: you for joining us today. We're recording of this webinar  
00:58:06 --> 00:58:09: will be made available and please stay tuned for the  
00:58:09 --> 00:58:12: index summary report release later this summer. Thank you  
and  
00:58:13 --> 00:58:13: have a great day.

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