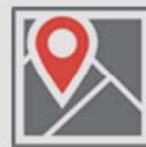


Update of Comprehensive Housing Needs For Washington County, Minnesota

Prepared For:
Washington County CDA
Woodbury, MN

March 2017



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Maxfield

Research & Consulting

March 3, 2017

Mr. Bill Lightner,
Project Manager
Washington County Community Development Agency
7645 Currell Boulevard
Woodbury, MN 55125

Dear Mr. Lightner:

Attached is the update of the *Comprehensive Housing Needs Assessment for Washington County, Minnesota* conducted by Maxfield Research and Consulting. The analysis projects housing demand for the submarkets in Washington County from 2017 to 2030. It also provides recommendations on the amount and types of housing that could be built to satisfy demand from current and future residents over the next decade and beyond.

The Comprehensive Housing Needs Assessment finds the rental market in Washington County is tight with a vacancy rate of 2.3% and the for-sale market home prices are increasing after a number of years of limited development due to the Recession. Housing affordability for owned housing and for rental housing continues to decrease for many owner and renter households in Washington County. Older rental properties are increasing rents by between 4.0% to 5.0% annually while new properties in Woodbury are experiencing some softness.

The study identifies a potential demand for 25,922 new housing units in Washington County to 2030. Demand will be spread across all product types; including 13,166 for-sale units, 4,841 general-occupancy rental units and 7,915 senior units. Detailed information regarding housing demand by submarket and recommended housing types can be found in the *Conclusions and Recommendations* section at the end of the report.

We have enjoyed the opportunity to be able to assist you as you consider housing needs and specific initiatives for Washington County. If you need additional information, please contact us.

Sincerely,

MAXFIELD RESEARCH AND CONSULTING, LLC

Mary C. Bujold
President

Attachment

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KEY FINDINGS

This section highlights key findings from the Comprehensive Housing Needs Assessment completed for the Washington County Community Development Agency. Calculations of projected housing demand are provided to 2030 and recommendations for housing products to meet demand over the short-term are found at the end of the report.

Key Findings

1. Growth continues to be robust in Washington County and throughout the Twin Cities Metro Area as employment growth has been strong and the unemployment rate has dropped substantially. The Twin Cities Metro Area is now considered to be at less than full employment, resulting in worker shortages in some industry segments. Limited development of new rental housing in all submarkets except Woodbury, has resulted in vacancy rates that continue to decline while rental rates continue to increase, especially for older market rate housing which has been some of the most affordable rental housing in the county.
2. Housing Demand
 - a. General occupancy demand is projected for an estimated 13,166 owned housing units and 4,841 rental units between 2016 and 2030.
 - b. Approximately 73% of the general occupancy demand is projected to be for owned housing and 27% for rental housing.
 - i. 2016-2020 = 6,862 (70% owned, 30% rental)
 - ii. 2020-2030 = 11,144 (75% owned, 25% rental)
 - c. Owned housing demand by submarket for 2016 to 2030 by housing product:
Single-Family
 - i. Northeast 452 units (5.0%)
 - ii. Stillwater 475 units (5.4%)
 - iii. Southeast 178 units (2.0%)
 - iv. Forest Lake 1,106 units (12.5%)
 - v. Hugo 1,920 units (21.7%)
 - vi. Mahtomedi 46 units (0.5%)
 - vii. Oakdale 41 units (0.5%)
 - viii. Lake Elmo 1,169 units (13.2%)
 - ix. Woodbury 1,731 units (19.5%)
 - x. Cottage Grove 1,744 units (19.7%)

KEY FINDINGS

Multifamily

i. Northeast	41 units (1.0%)
ii. Stillwater	285 units (6.6%)
iii. Southeast	26 units (0.6%)
iv. Forest Lake	547 units (12.7%)
v. Hugo	640 units (14.9%)
vi. Mahtomedi	27 units (0.6%)
vii. Oakdale	198 units (4.6%)
viii. Lake Elmo	263 units (6.1%)
ix. Woodbury	1,193 units (27.7%)
x. Cottage Grove	1,084 units (25.2%)

- d. Of the 4,841 rental units, 56% will be for market rate units, 23% for affordable units and 21% for subsidized units.

i. Market Rate	=	2,723 units (56.2%)
ii. Affordable	=	1,096 units (22.7%)
iii. Subsidized	=	1,022 units (21.1%)

- e. There is also demand for 7,915 senior housing units by 2030. Senior housing demand is in addition to general occupancy demand.

i. Affordable	=	220 units (2.7%)
ii. Subsidized	=	218 units (2.6%)
iii. MR Active Adult	=	2,633 units (32.6%)
iv. MR Congregate	=	652 units (8.8%)
v. MR Assisted Living	=	3,296 units (41.8%)
vi. MR Memory Care	=	896 units (11.5%)

- f. Rental Housing demand from 2016 to 2030 by submarket:

i. Northeast	=	64 units (1.3%)
ii. Stillwater	=	570 units (11.8%)
iii. Southeast	=	38 units (0.8%)
iv. Forest Lake	=	849 units (17.6%)
v. Hugo	=	316 units (6.5%)
vi. Mahtomedi	=	27 units (0.6%)
vii. Oakdale	=	536 units (11.1%)
viii. Lake Elmo	=	152 units (3.1%)
ix. Woodbury	=	1,664 units (34.4%)
x. Cottage Grove	=	625 units (12.9%)

KEY FINDINGS

3. The submarkets are divided between East and West Washington County. The East consists of the Northeast, Stillwater, and Southeast submarkets while Forest Lake, Hugo, Mahtomedi, Oakdale, Lake Elmo, Woodbury, and Cottage Grove comprised the West. The East submarket consists of higher priced single-family homes (median resale price in 2016 was \$342,250 compared to \$299,000 in the West) and fewer rental units (only 9% of all units in the county). Higher priced homes in the East submarket are mostly attributed to the close proximity to the St. Croix River.
4. Development of and enhancement of public transportation systems in Washington County continue to move forward. A Request for Proposals was recently issued for The Gateway Bus Rapid Transit (BRT) line for station area planning and market analysis. Approximately 11 stations will be analyzed through this study with a budget of \$1.0 million. Both the Gateway and Red Rock Corridors have the potential to attract new households through new transit-oriented development. Development of major transit corridors could increase growth beyond current forecasts and additional transportation options will improve access to job opportunities for low- and moderate-income households.
5. Washington County is a jobs exporter as the ratio of employed residents to jobs is 0.58. Many residents commute from Washington County to jobs in Ramsey or Hennepin County for higher-paying jobs. Although the median household income in Washington County was \$85,126 in 2016, the average wage was \$45,084 (2016 annual) for jobs located in the county. As a result, many Washington County workers cannot afford market rate housing in Washington County unless they have two or more incomes in the household. For example, a household would need to earn \$53,560 to be able to afford the average two-bedroom monthly rent of \$1,339. The addition of more affordable housing would make it easier for workers to live closer to their place of employment. From an employer's perspective, it makes it easier – and less costly – to recruit and retain employees when affordable housing is available.
6. Washington County renter-occupied households tend to be more housing cost-burdened than owner-occupied households. Housing costs are generally considered affordable at 30% of a household's adjusted gross income. Based on a new construction entry-level home priced at \$250,000, 71% of all owner-occupied households in Washington County would be estimated to be able to afford this home. Based on a new rental construction one-bedroom unit priced at \$1,200 per month, 45.3% of renter households in Washington County would be able to afford this rental amount. An estimated 44% of all renter households pay 30% or more of their income for rent. In addition, 76% of all renter households with incomes at or less than \$35,000 are cost-burdened, paying 30% or more of their income for rent.

KEY FINDINGS

7. Washington County needs to increase the production of affordable housing. An average of 62 units have been built since 1970 (there are currently 3,324 project-based affordable units). From 2016 to 2030, on average, 142 affordable/subsidized units are needed annually to meet demand to 2030. Averaging the historic production (62 annual units) with the projected demand (142 units) results in a blended average demand of 102 affordable/subsidized units annually. Maxfield Research recommends establishing a goal of 100 to 150 units annually to meet the growing need over the next decade and a half. In order to satisfy this need, public and private sector efforts will be necessary.
8. Communities in Washington County are now seeing more new subdivisions to meet the increasing demand for for-sale housing. In some submarkets, there remains a need to plat additional lots to meet demand in the short-term (2016 to 2020) in order to have a sufficient lot supply available. In certain categories, such as townhomes and small lot single-family development, demand has increased, but builders have not been stepping forward to meet this demand. Some of the issue is density and land costs, but developers focused initially on trying to satisfy pent-up demand for move-up housing that has been occurring over the past three to four years. Moving forward, alternate products to the traditional single-family home will be needed to encourage entry-level buyers to purchase.
9. The aging baby boomer generation is substantially impacting the composition of Washington County's population. This demographic is projected to have the highest growth and will be aging into their young senior years later this decade. This shift will result in demand for alternative housing products such as association-maintained villa product and twinhomes. At the same time household sizes are shrinking while non-family households are increasing. This shift is expected to continue due to changing demographics (i.e. delayed marriages, fewer children, aging of the population, etc.)
10. Rental vacancy rates have hit new lows in some communities and tightening vacancies and increasing rents have resulted in low- and moderate-income households experiencing greater challenges to secure affordable housing.
11. Development of market rate rental housing has been generally limited in suburban locations as the recovery has ensued. Developers have continued to focus on inner-city and urban core locations where households have been willing to pay higher rents for new apartments. Most of the new rental development has been focused in Woodbury. Low vacancy rates indicate that continued pent-up demand exists for additional market rate rental units across the county. New market rate move-up apartments are needed among renter households, opening up more affordable units to low- and moderate-income households.

KEY FINDINGS

12. According to the Minneapolis Area Association of Realtors, which monitors the majority of home sales in the Twin Cities Metro Area, the median resale price in 2016 was \$233,250, up 36% from 2012. Washington County posted the third highest median resale price in 2016 (\$247,600), behind Carver County at \$262,500 and Scott County at \$252,000. The number of lender-mediated properties has now decreased to levels that were present pre-Recession. Market times for existing homes continue to post new lows in the Twin Cities Metro Area and entry-level for-sale homes are often in bidding wars. New construction pricing is typically in the mid-\$400,000s and above in the Metro Area and in Washington County.

Study Impetus

Maxfield Research was engaged by the Washington County Community Development Agency (Washington County CDA) to conduct an update of the Comprehensive Housing Needs Assessment for Washington County. This housing needs assessment updates previous assessments completed by Maxfield Research in 2001, 2007, and 2013 for Washington County.

The comprehensive housing needs assessment calculates demand from 2016 to 2030 for various types of housing in each defined “Market Area” in the county. The study provides recommendations on the amount and types of housing that should be developed to accommodate the housing needs of new and existing households.

Scope of Work

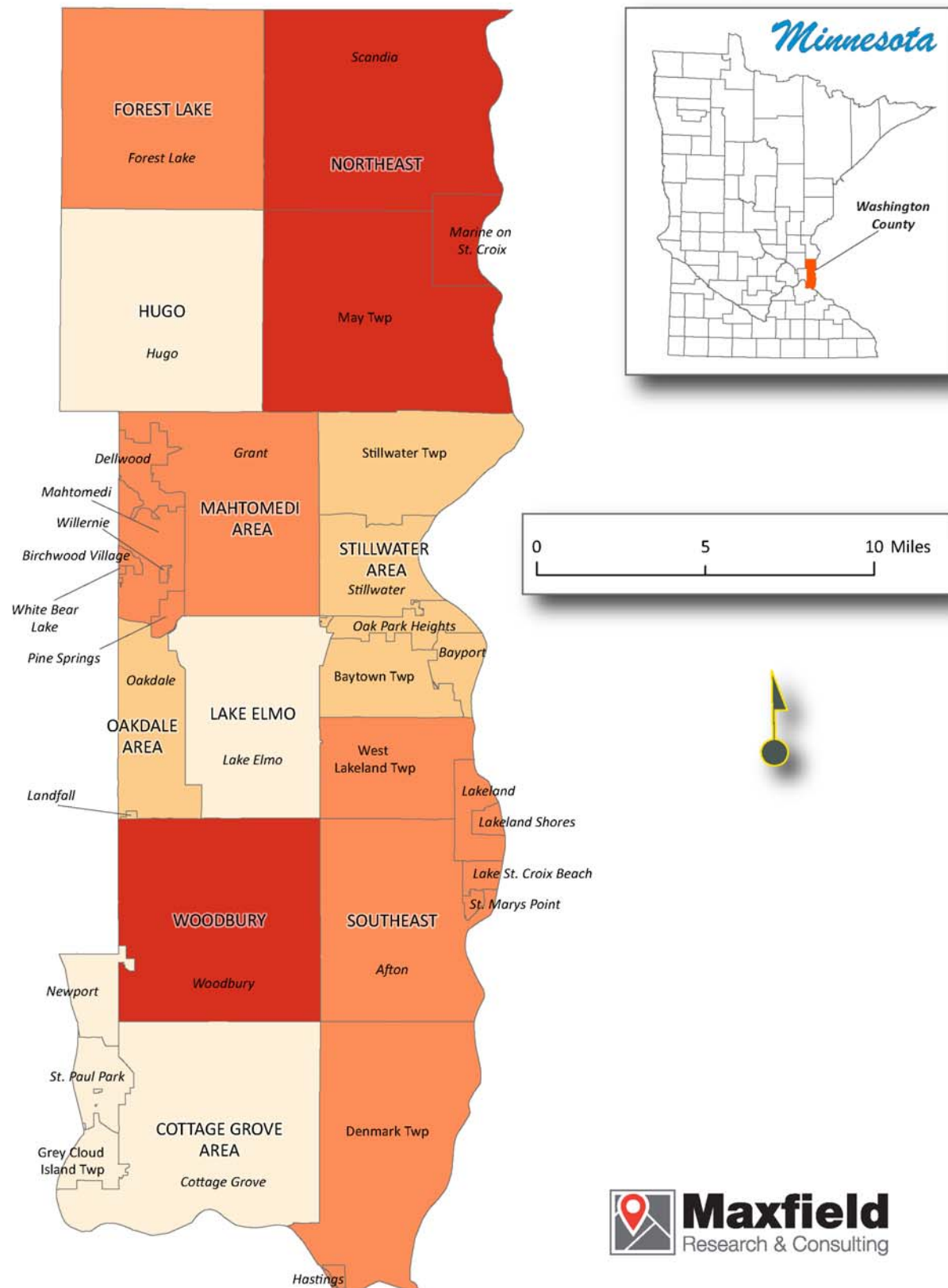
The scope of this study includes:

- an analysis of the demographic growth trends and characteristics of the county to 2030;
- an assessment of current housing characteristics in the county;
- an analysis of the for-sale housing market in the county;
- an analysis of the rental housing market in the county;
- an analysis of the senior housing market in the county;
- an estimate of the demand for all types of housing in the county from 2016 to 2030; and
- recommendations of appropriate housing concepts to meet current and future needs of county residents.

The report contains primary and secondary research. Primary research includes interviews with rental property managers and owners, developers, City staff and others involved in the housing market in Washington County. All of the market data on existing and pending housing developments was collected by Maxfield Research and is accurate to the best of our knowledge. Secondary data, such as U.S. Census, is credited to the source, and is used as a basis for analysis.

Data was collected and analyzed for 10 defined “Market Areas” in the county. A map on the following page shows these Market Areas.

Washington County Minnesota Submarkets



Introduction

This section of the report examines factors related to the current and future demand for both owner- and renter-occupied housing in Washington County, Minnesota. It includes an analysis of population and household growth trends and projections, projected age distribution, household income, household types, household tenure, employment growth trends and characteristics, age of housing stock, and recent residential building permit trends in Washington County. A review of these characteristics will provide insight into the demand for various types of housing in the county.

Population and Household Growth from 1980 to 2010

Table D-1 presents the population and household growth of each submarket in Washington County in 1980, 1990, 2000, and 2010. The data is from the U.S. Census. A breakdown of historic population and household growth trends for all cities and townships in each submarket in Washington County is provided at the end of the Demographic Analysis section.

Population

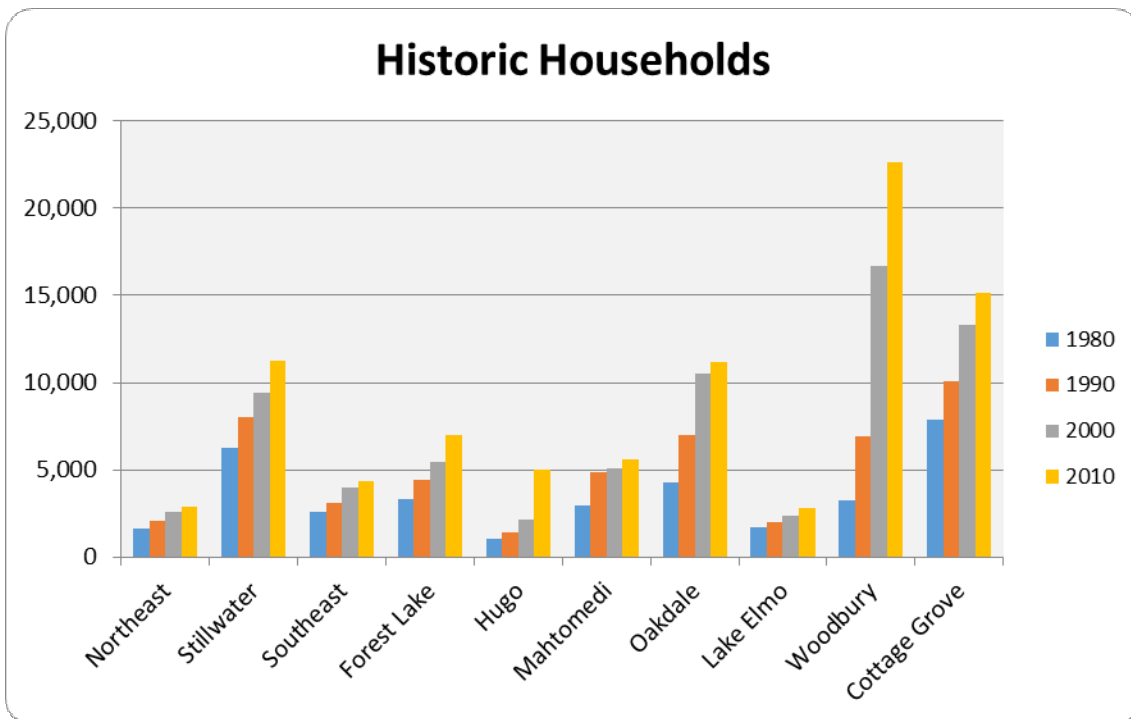
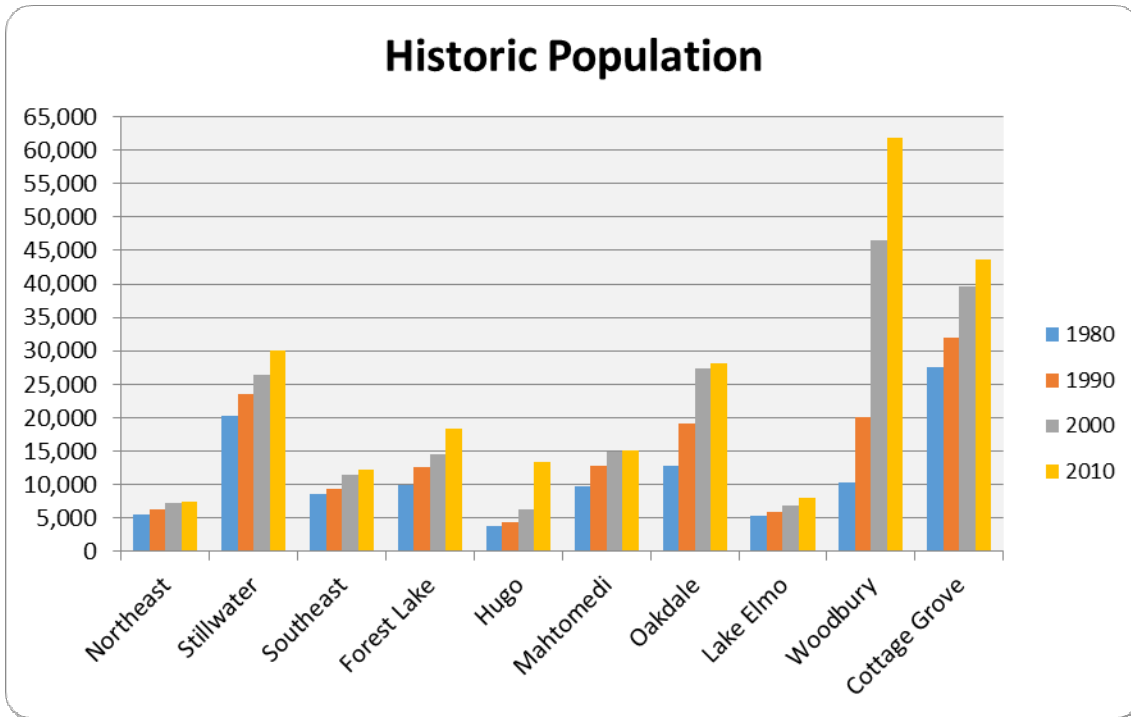
- The strongest growth occurred between 1990 and 2000. Washington County's population grew by 55,234 people (+37.9%). This strong growth was fueled by growth into the outer fringe of the Twin Cities Metro Area as there was little available land to accommodate new housing closer to the Twin Cities core.
- The majority of the growth in Washington County can be attributed to the growth in the City of Woodbury. Approximately 48% of all population growth in the county occurred in the City of Woodbury between 1990 and 2000. When considering the entire West submarket, it accounted for 87% of all growth.
- Washington County's population base grew from 201,130 people to 238,138 people between the years of 2000 and 2010 (37,008 people, +18.4%). The majority of the growth occurred during the first half of the decade. Growth slowed during the late 2000s due to the housing downturn.

Households

- Household growth trends are typically a more accurate indicator of housing needs than population growth since a household is, by definition, an occupied housing unit. However, additional demand can result from changing demographics of the population base, which results in demand for different housing products.

DEMOGRAPHIC ANALYSIS

<p align="center">TABLE D-1 HISTORIC POPULATION AND HOUSEHOLD GROWTH TRENDS WASHINGTON COUNTY 1980-2010</p>										
	U.S. Census				Change					
	1980	1990	2000	2010	1980-1990		1990-2000		2000-2010	
					No.	Pct.	No.	Pct.	No.	Pct.
POPULATION										
Northeast	5,477	6,334	7,222	7,401	857	15.6%	888	14.0%	179	2.5%
Stillwater	20,263	23,573	26,348	30,124	3,310	16.3%	2,775	11.8%	3,776	14.3%
Southeast	8,531	9,266	11,493	12,195	735	8.6%	2,227	24.0%	702	6.1%
East Total	34,271	39,173	45,063	49,720	4,902	14.3%	5,890	15.0%	4,657	10.3%
Forest Lake	9,927	12,523	14,440	18,375	2,596	26.2%	1,917	15.3%	3,935	27.3%
Hugo	3,771	4,417	6,363	13,332	646	17.1%	1,946	44.1%	6,969	109.5%
Mahtomedi	9,675	12,712	14,911	15,023	3,037	31.4%	2,199	17.3%	112	0.8%
Oakdale	12,802	19,059	27,353	28,064	6,257	48.9%	8,294	43.5%	711	2.6%
Lake Elmo	5,296	5,903	6,863	8,069	607	11.5%	960	16.3%	1,206	17.6%
Woodbury	10,297	20,075	46,463	61,961	9,778	95.0%	26,388	131.4%	15,498	33.4%
Cottage Grove	27,532	32,034	39,674	43,592	4,502	16.4%	7,640	23.8%	3,918	9.9%
West Total	79,300	106,723	156,067	188,416	27,423	34.6%	49,344	46.2%	32,349	20.7%
Washington County Total	113,571	145,896	201,130	238,136	32,325	28.5%	55,234	37.9%	37,006	18.4%
HOUSEHOLDS										
Northeast	1,663	2,114	2,555	2,883	451	27.1%	441	20.9%	328	12.8%
Stillwater	6,295	7,988	9,413	11,270	1,693	26.9%	1,425	17.8%	1,857	19.7%
Southeast	2,579	3,070	3,981	4,384	491	19.0%	911	29.7%	403	10.1%
East Total	10,537	13,172	15,949	18,537	2,635	25.0%	2,777	21.1%	2,588	16.2%
Forest Lake	3,311	4,424	5,433	7,014	1,113	33.6%	1,009	22.8%	1,581	29.1%
Hugo	1,082	1,416	2,125	4,990	334	30.9%	709	50.1%	2,865	134.8%
Mahtomedi	2,935	4,842	5,101	5,574	1,907	65.0%	259	5.3%	473	9.3%
Oakdale	4,314	6,999	10,535	11,213	2,685	62.2%	3,536	50.5%	678	6.4%
Lake Elmo	1,687	1,973	2,347	2,776	286	17.0%	374	19.0%	429	18.3%
Woodbury	3,232	6,927	16,676	22,594	3,695	114.3%	9,749	140.7%	5,918	35.5%
Cottage Grove	7,903	10,093	13,296	15,157	2,190	27.7%	3,203	31.7%	1,861	14.0%
West Total	24,464	36,674	55,513	69,318	12,210	49.9%	18,839	51.4%	13,805	24.9%
Washington County Total	35,001	49,846	71,462	87,855	14,845	42.4%	21,616	43.4%	16,393	22.9%
Sources: U.S. Census Bureau; Maxfield Research Inc.										



DEMOGRAPHIC ANALYSIS

- Washington County added 16,397 households during the 2000s (+22.9%), increasing its household base to 87,859 households as of 2010. Households in the Metro Area increased 9.4% over the same time period.
- Approximately 84% of the growth between 2000 and 2010 occurred in the West submarket.
- Household growth rates outpaced population growth in Washington County. Washington County's population increased 18.4% compared to a 22.9% increase in households between 2000 and 2010. This is the result of fewer persons in each household, caused by demographic and social trends such as couples delaying marriage, an increasing senior base, and couples' decisions to have fewer children or no children at all.

Population and Household Estimates and Projections

Table D-2 presents population and household growth trends and projections for Washington County through 2030. Estimates for 2015 and projections through 2030 are from the Metropolitan Council.

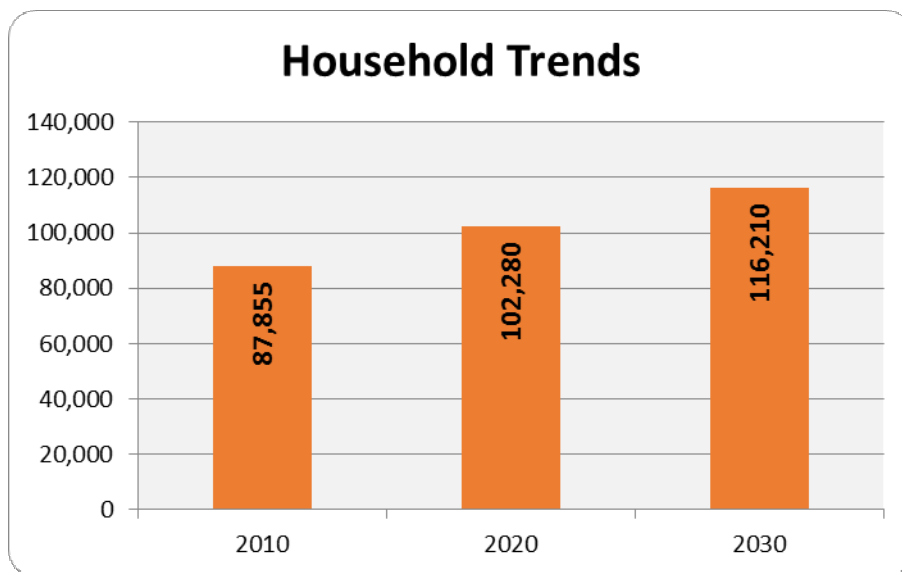
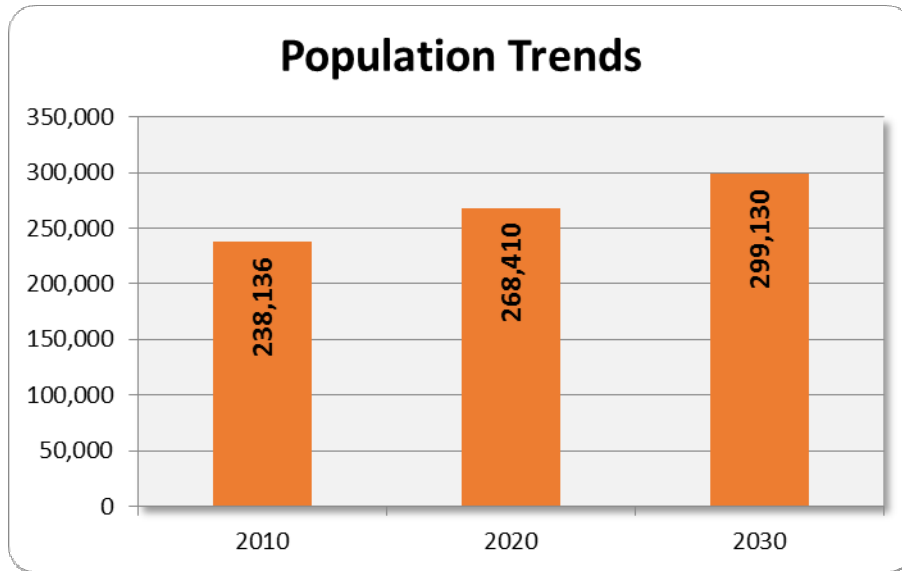
- Washington County will continue to experience strong growth during the next decade, but at a slightly faster rate than during the past decade. Washington County is projected to grow by 30,274 people (12.7%) and 14,421 households (16.4%) between 2010 and 2020. In addition, Washington County is forecast to grow by 30,720 people (11.4%) and 13,930 households (13.6%) between 2020 and 2030.
- Since households represent occupied housing units, growth of approximately 14,400 households in Washington County this decade is anticipated to require an equal number of new housing units to accommodate the projected growth.
- There are two large transit projects in Washington County that could impact growth and development in the county. The first project is the Gateway Corridor (Gold Line Bus Rapid Transit) that would extend from Woodbury to Downtown St. Paul along Hudson Road for a distance of approximately 9 miles. The goal of the Gold Line BRT is to improve transit connections between the east metro and Downtown St. Paul. In 2015, the Gateway Corridor received a \$1 million grant from the Federal Transit Administration for transit-oriented development planning along with \$6.75 million in grants from the county's Transit Improvement Board. The new transitway in the Gateway Corridor could be operational by 2023. The second project is the Red Rock Corridor that would extend from Hastings to Downtown St. Paul with the objective of improving transit connections along the Highway 61 Corridor. The Red Rock Corridor Commission recently reviewed the Alternatives Analysis study completed in 2007. The project is currently undergoing an Implementation process that began in 2015. The Red Rock Commission has selected BRT over rail as their preferred improvement and are moving forward with station area planning for the Red Rock BRT. As they

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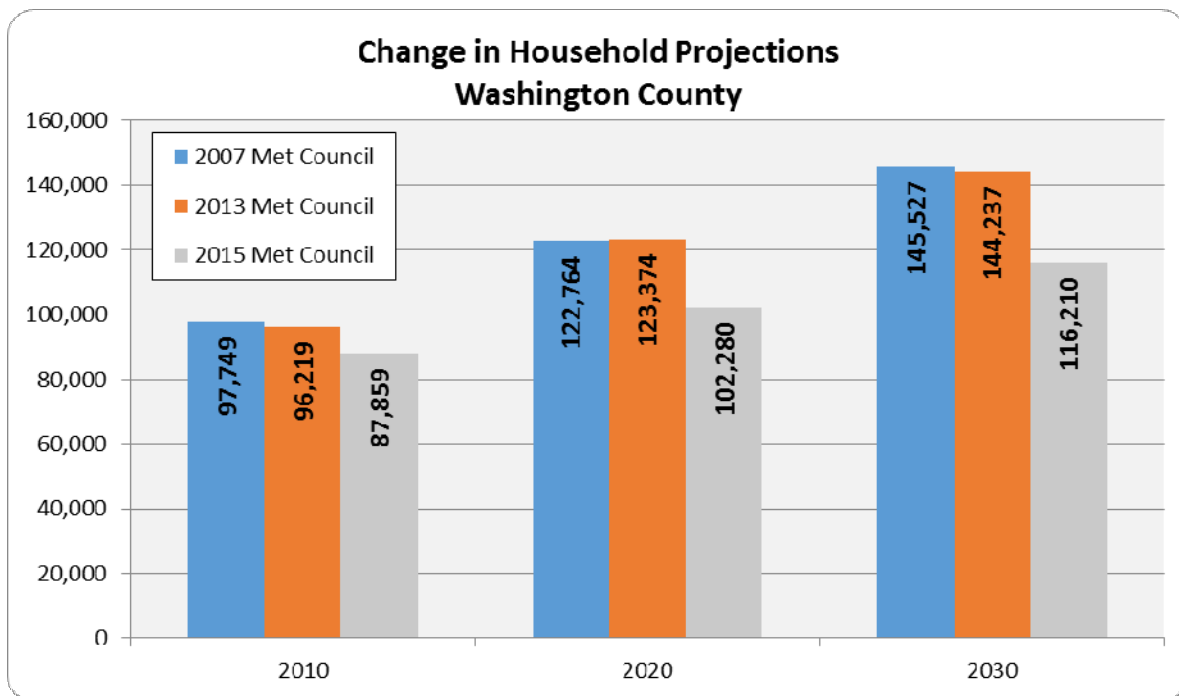
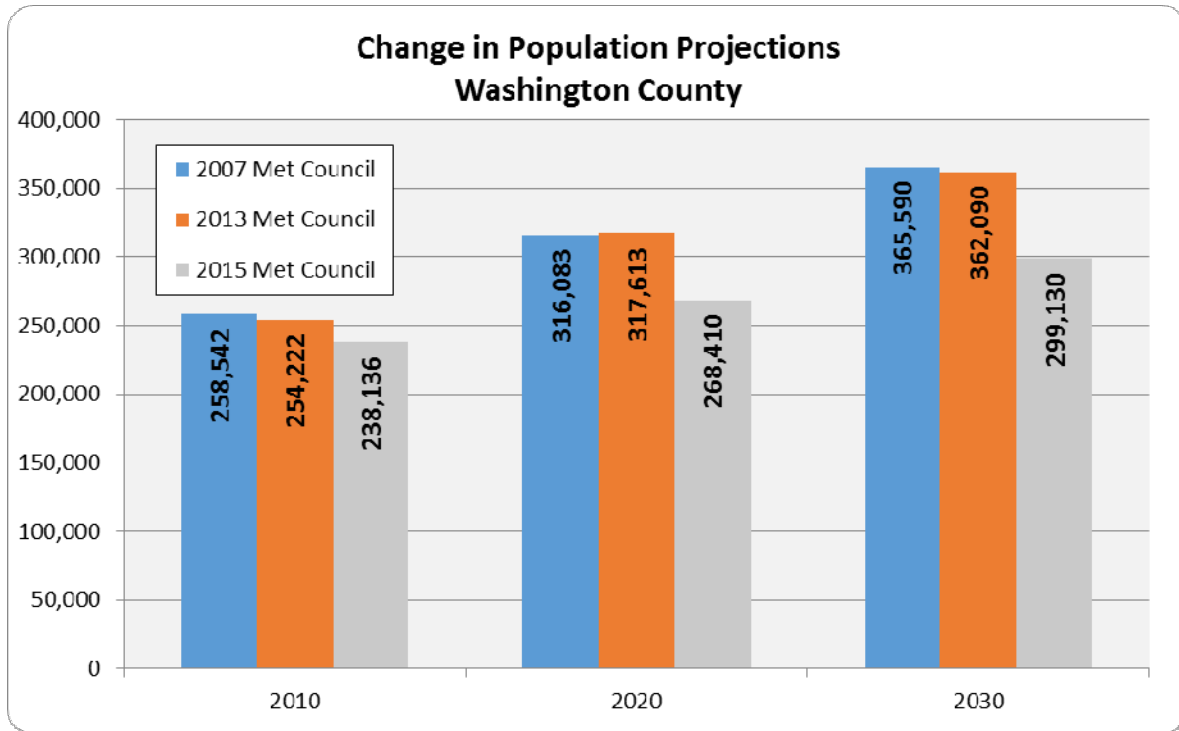
proceed, these transit improvements may have a positive impact on population and household growth in Washington County.

- In the short-term, Metro Transit is in the process of acquiring property for a new park and ride at I-94 and Manning Avenue. Transit ridership has increased in the east metro and the new 550-space park and ride would help alleviate congestion at existing facilities and is projected to open in 2017.

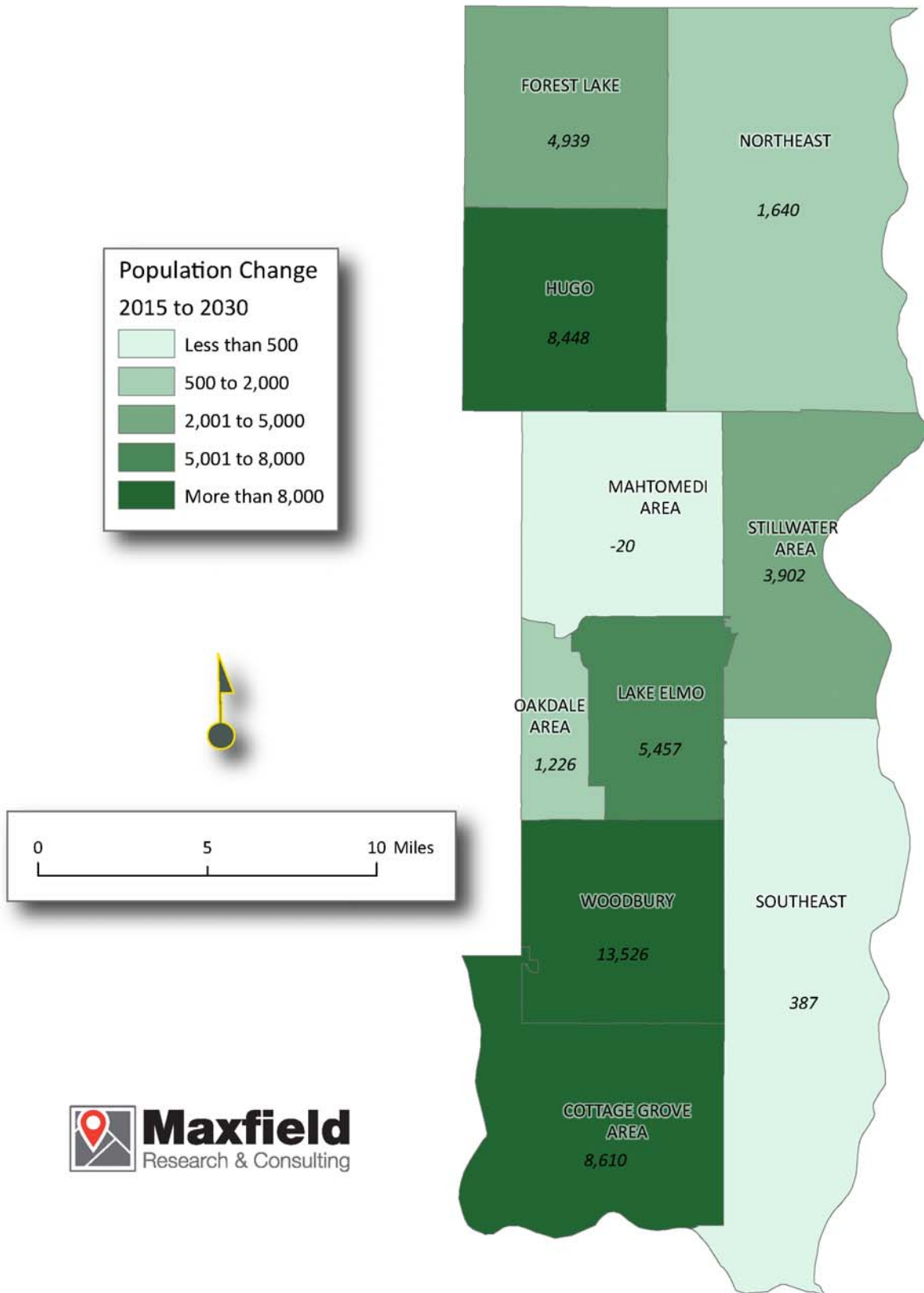
	Census		Estimate		Forecast		Change			
	2010	2015	2020	2030	2010-2020		2020-2030		No.	Pct.
					No.	Pct.	No.	Pct.		
POPULATION										
Northeast	7,399	7,320	8,000	8,960	601	8.1%	960	12.0%		
Stillwater	30,124	31,888	33,670	35,790	3,546	11.8%	2,120	6.3%		
Southeast	12,203	12,483	12,680	12,870	477	3.9%	190	1.5%		
East Total	49,726	51,691	54,350	57,620	4,624	9.3%	3,270	6.0%		
Forest Lake	18,377	20,261	21,500	25,200	3,123	17.0%	3,700	17.2%		
Hugo	13,332	14,352	16,900	22,800	3,568	26.8%	5,900	34.9%		
Mahtomedi	15,023	15,260	15,200	15,240	177	1.2%	40	0.3%		
Oakdale	28,064	28,914	29,160	30,140	1,096	3.9%	980	3.4%		
Lake Elmo	8,061	8,643	10,500	14,100	2,439	30.3%	3,600	34.3%		
Woodbury	61,961	66,974	72,500	80,500	10,539	17.0%	8,000	11.0%		
Cottage Grove	43,592	44,920	48,300	53,530	4,708	10.8%	5,230	10.8%		
West Total	188,410	199,324	214,060	241,510	25,650	13.6%	27,450	12.8%		
Washington County Total	238,136	251,015	268,410	299,130	30,274	12.7%	30,720	11.4%		
HOUSEHOLDS										
Northeast	2,883	2,845	3,240	3,710	357	12.4%	470	14.5%		
Stillwater	11,270	12,050	13,290	14,380	2,020	17.9%	1,090	8.2%		
Southeast	4,387	4,453	4,770	5,090	383	8.7%	320	6.7%		
East Total	18,540	19,348	21,300	23,180	2,760	14.9%	1,880	8.8%		
Forest Lake	7,015	7,179	8,600	10,500	1,585	22.6%	1,900	22.1%		
Hugo	4,990	5,404	6,700	9,200	1,710	34.3%	2,500	37.3%		
Mahtomedi	5,574	5,731	5,870	6,100	296	5.3%	230	3.9%		
Oakdale	11,213	11,512	11,960	12,460	747	6.7%	500	4.2%		
Lake Elmo	2,776	2,883	3,800	5,300	1,024	36.9%	1,500	39.5%		
Woodbury	22,594	24,598	26,800	29,500	4,206	18.6%	2,700	10.1%		
Cottage Grove	15,157	15,614	17,250	19,970	2,093	13.8%	2,720	15.8%		
West Total	69,319	72,921	80,980	93,030	11,661	16.8%	12,050	14.9%		
Washington County Total	87,859	92,669	102,280	116,210	14,421	16.4%	13,930	13.6%		
Sources: U.S. Census Bureau; Metropolitan Council; Maxfield Research & Consulting, LLC										



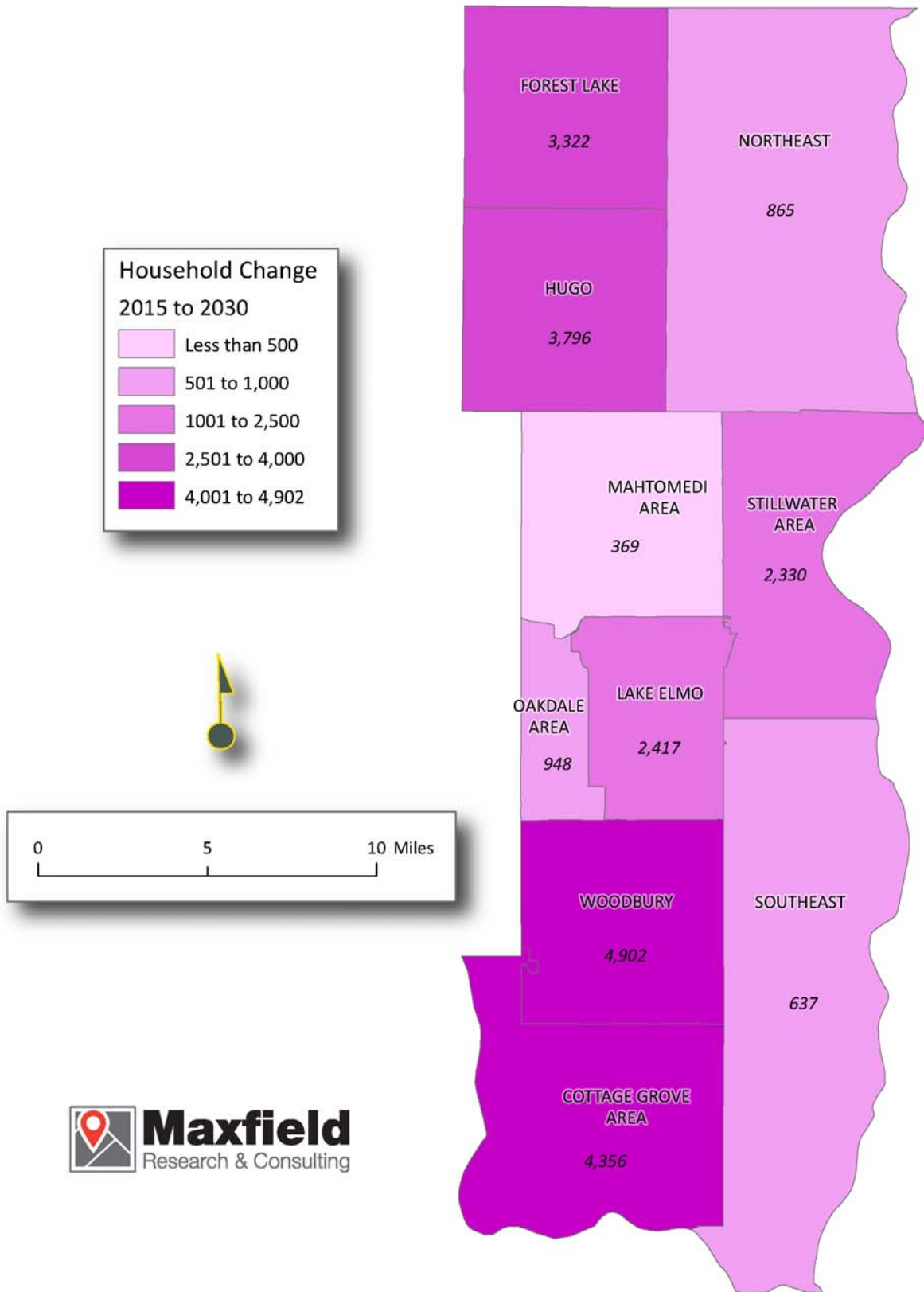
Maxfield Research completed the previous Washington County Comprehensive Housing Needs Analysis in 2013. Since the study was completed, the updated Metropolitan Council 2040 Thrive projections were revised. The Metropolitan Council reduced the previous 2020 Washington County projections by 49,203 people (from 317,613 to 268,410) and by 21,094 households (from 123,374 to 102,280). The 2030 forecasts were reduced by 62,960 people (from 362,090 to 299,130) and 28,027 households (from 144,237 to 116,210).



Population Change 2015 to 2030



Household Change 2015 to 2030



Household Size

Household size is calculated by dividing the number of people in households by the number of households. Nationally, the average number of people per household has been declining for over a century; however, there have been sharp declines starting in the 1960s and 1970s. The number of people per household in the U.S. was estimated at 4.5 in 1916 and decreased to 3.2 in the 1960s. It dropped to 2.57 as of the 2000 Census. During the economic recession, this trend temporarily stalled as renters and laid-off employees “doubled-up” which increased the average U.S. household size to 2.59 by the 2010 Census.

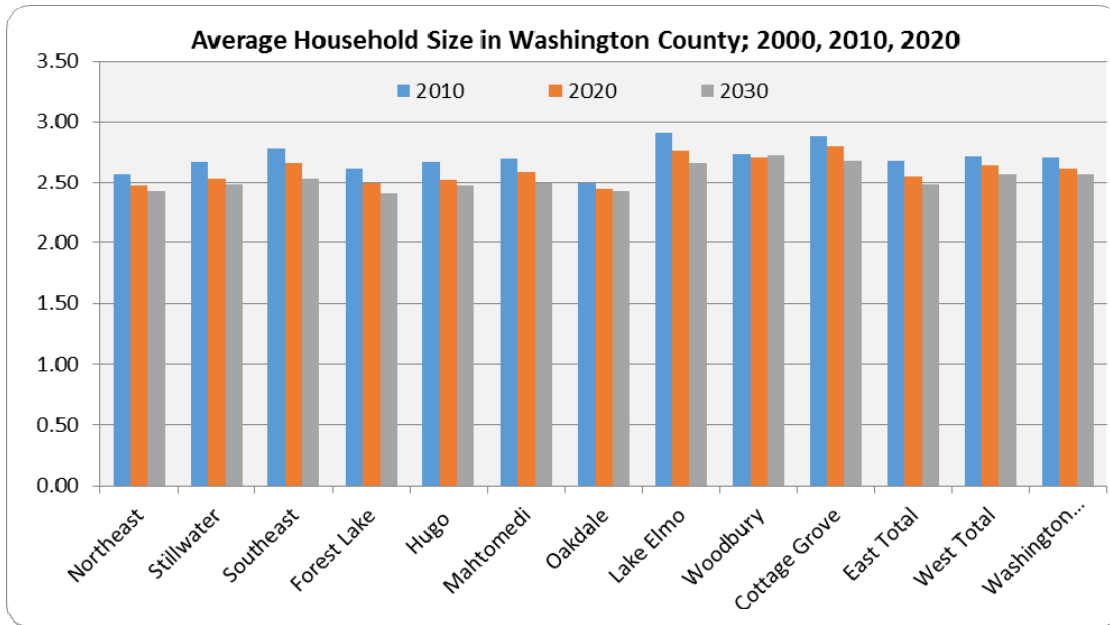
Declining household sizes have been caused by several factors, including: aging of the population as a whole, higher divorce rates, cohabitation, smaller family sizes and demographic trends in marriage. Most of these changes have resulted from shifts in societal values, the economy, and improvements in health care that influence people’s lifestyles. Table D-3 and the following charts shows the household size in each submarket in Washington County.

- In 2010, average household sizes ranged between 2.50 (Oakdale submarket) and 2.91 (Lake Elmo submarket). In Washington County overall, the average household size was 2.71.
- By 2030, the average household size in Washington County is projected to decrease from 2.71 in 2010 to 2.57.

TABLE D-3 AVERAGE HOUSEHOLD SIZE WASHINGTON COUNTY 2000-2030						
	U.S. Census				Projection	
	1980	1990	2000	2010	2020	2030
Northeast	3.29	3.00	2.83	2.57	2.47	2.42
Stillwater	3.22	2.95	2.80	2.67	2.53	2.49
Southeast	3.31	3.02	2.89	2.78	2.66	2.53
East Total	3.25	2.97	2.83	2.68	2.55	2.49
Forest Lake	3.00	2.83	2.66	2.62	2.50	2.40
Hugo	3.46	3.12	2.99	2.67	2.52	2.48
Mahtomedi	3.30	2.63	2.92	2.70	2.59	2.50
Oakdale	2.97	2.72	2.60	2.50	2.44	2.42
Lake Elmo	3.14	2.99	2.92	2.91	2.76	2.66
Woodbury	3.19	2.90	2.79	2.74	2.71	2.73
Cottage Grove	3.48	3.17	2.98	2.88	2.80	2.68
West Total	3.24	2.91	2.81	2.72	2.64	2.57
Washington County	3.24	2.93	2.81	2.71	2.62	2.57

Source: US Census, Maxfield Research & Consulting, LLC

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Age Distribution Trends

All people born together in a particular year or group of years are sometimes called historical or cohort generations. The following table shows the general time period for the five American generations during the 20th and 21st centuries.

Generation Z has surpassed the Baby Boomer generation in the greatest percentage of the Washington County population in 2016 at an estimated 23.5%. By 2021, that percentage is projected to increase slightly to 26.5%. Generation Y follows at 22.8% in 2016 increasing to 24.6% by 2021.

DEMOGRAPHICS & HOUSING DEMAND							
Year	Student Housing	Rental Housing	1st-time Home Buyer	Move-up Home Buyer	2nd Home Buyer	Empty Nester/ Downsizer	Senior Housing
2016	Gen Y	Gen Y	Gen X Gen Y	Gen X	Gen X Baby B	Baby B	Silent Baby B
2021	Gen Y	Gen Y	Gen Y	Gen X	Gen X	Baby B	Silent Baby B
2025	Gen Z	Gen Z	Gen Y Gen Z	Gen X Gen Y	Gen X Gen Y	Gen X Baby B	Silent Baby B
2030	Gen Z	Gen Z	Gen Z	Gen Y	Gen Y	Gen X	Baby B

Source: Maxfield Research & Consulting, LLC

DEMOGRAPHIC ANALYSIS

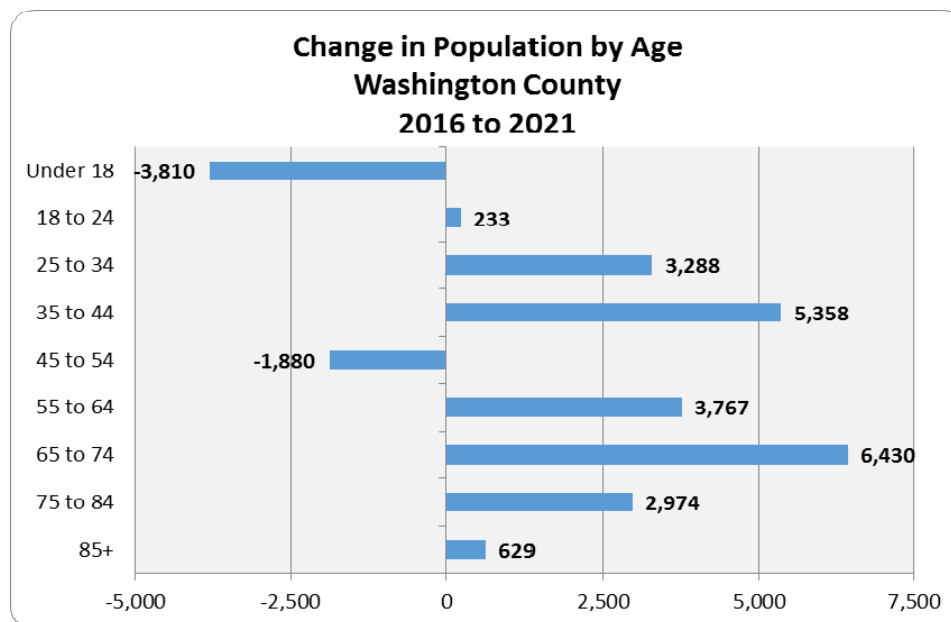
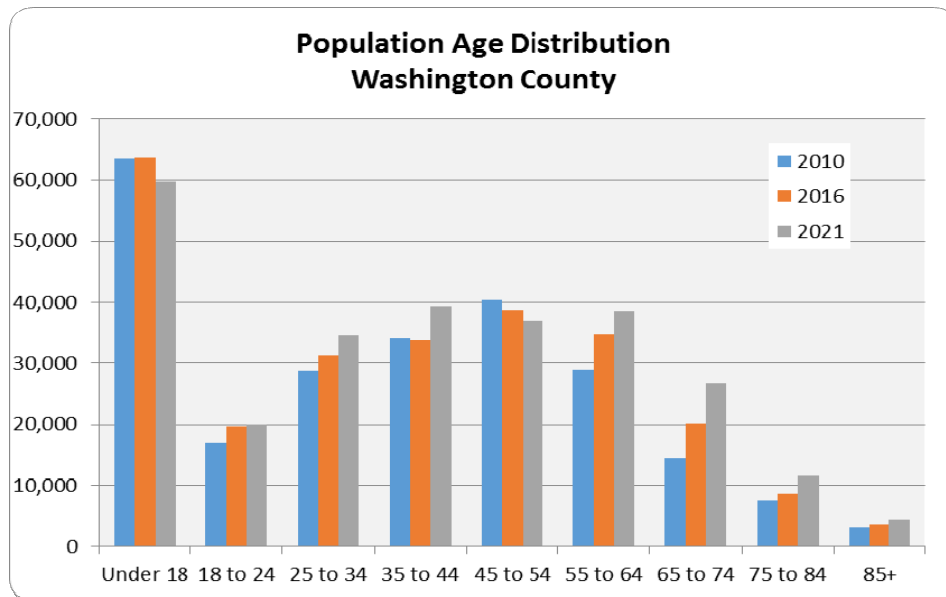
AMERICAN GENERATIONS YEAR BORN AND PERCENT OF POPULATION				
Generation	Born	2016 Age	2016 % of Wash. Co.	2016 % of Metro Area
Silent Generation	before 1946	70+	8.8%	8.4%
Baby Boomers	1946 - 1964	52 - 70	22.2%	20.2%
Generation X	1965 - 1980	35 - 52	22.6%	24.2%
Generation Y (Millenials)	1981 - 1999	17 - 35	22.8%	25.0%
Generation Z	2000 and after	0 - 16	23.5%	22.2%
Generation	Born	2021 Age	2021 % of Wash. Co.	2021% of Metro Area
Silent Generation	before 1946	75+	5.9%	6.0%
Baby Boomers	1946 - 1964	56 - 75	21.2%	19.3%
Generation X	1965 - 1980	40 - 56	22.2%	21.6%
Generation Y (Millenials)	1981 - 1999	21 - 40	24.6%	25.3%
Generation Z	2000 and after	0 - 21	26.2%	27.8%

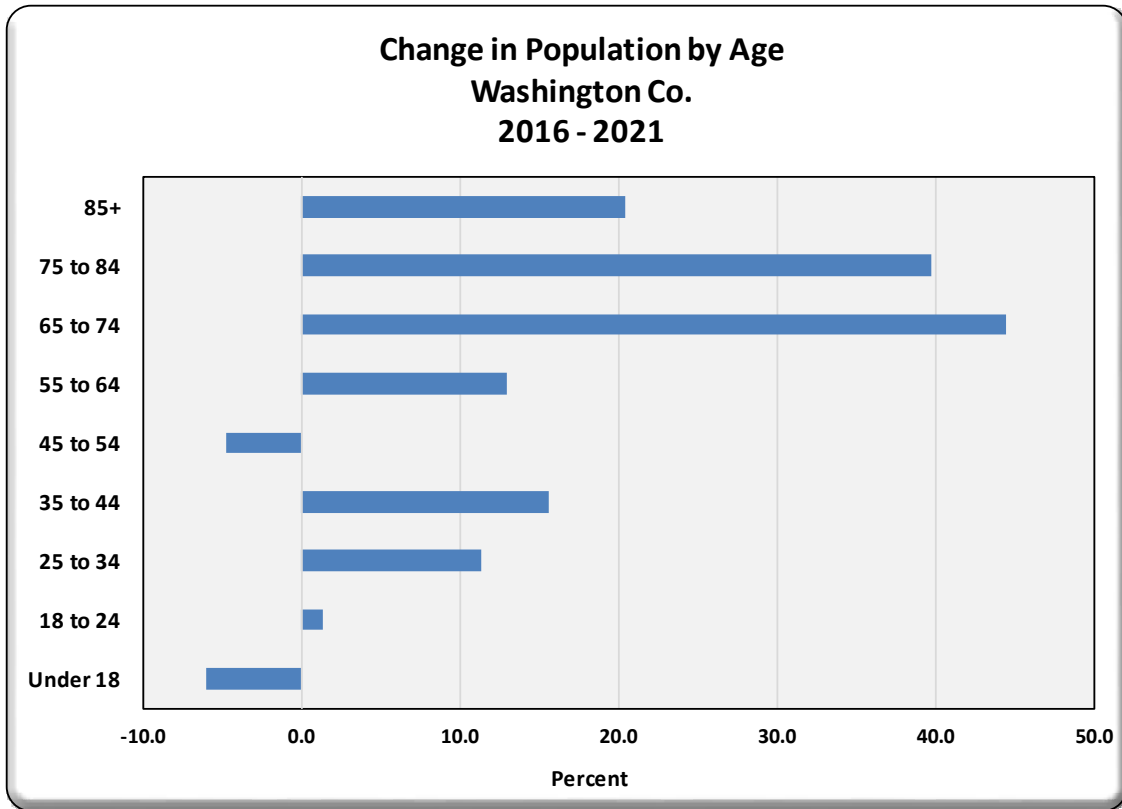
Table D-4 shows the distribution of persons in nine age cohorts for the ten submarkets in Washington County in 2000 and 2010 with estimates for 2016 and projections for 2021, summarized on the table above and the charts below. The 2000 and 2010 age distributions are from the U.S. Census Bureau. The 2016 estimates and 2021 projections were obtained from ESRI. The following are key points from the table.

- In 2010, the largest adult cohort in Washington County was 45 to 54, totaling 40,412 people (17.0% of the total population). Mirroring trends observed across the nation, the aging baby boom generation is substantially impacting the composition of County's population. Born between 1946 and 1964, these individuals comprised the age groups 45 to 54 and 55 to 64 in 2010. As of 2010, baby boomers accounted for an estimated 29.4% of Washington County's population. This age group is projected to decline to 21.2% of the county population by 2021 as it will be overtaken by the Generation Z generation at 26.2% and Generation Y at 24.6%)
- The social changes that occurred with the aging of the baby boom generation, such as higher divorce rates, higher levels of education, and lower birth rates has led to a greater variety of lifestyles than existed in the past – not only among baby boomers, but also among their parents and children. The increased variety of lifestyles has fueled demand for alternative housing products to single-family homes. Seniors, in particular, and middle-aged persons tend to do more traveling and participate in more activities than previous generations and they increasingly prefer maintenance-free housing that enables them to spend more time on activities outside the home.

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- The 35 to 44 age group was the third largest cohort with 33,924 people (13.3%). Washington County has an almost equal proportion of Generation X (age 35-44) than the Metro Area (13.3% compared to 13.2%, respectively) as of 2016.
- Washington County's population of 18 to 34 year olds, which consists primarily of renters and first-time homebuyers, increased by 11.8% between 2000 and 2010, and is projected to increase another 6.9% between 2016 and 2021. This will increase demand for rental units and starter homes.





- The 65 to 74 age cohort is projected to have the greatest percentage growth increasing by 6,430 people (44.5%) from 2016 to 2021. The growth in this age cohort can be primarily attributed to the aging of the baby boom generation into their young senior years.

DEMOGRAPHIC ANALYSIS

TABLE D-4
POPULATION AGE DISTRIBUTION
WASHINGTON COUNTY
2000 to 2021

	Number of People				Change			
	U.S. Census		Estimate	Projection	2000-2010		2016-2021	
	2000	2010	2016	2021	No.	Pct.	No.	Pct.
Northeast	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	1,942	1,622	1,487	1,469	-320	-19.7	-18	-1.1
18 to 24	431	379	411	455	-52	-13.7	44	11.6
25 to 34	484	406	431	517	-78	-19.2	87	21.4
35 to 44	1,389	839	760	764	-550	-65.6	3	0.4
45 to 54	1,498	1,605	1,417	1,215	107	6.7	-201	-12.5
55 to 64	836	1,473	1,618	1,778	637	43.2	160	10.9
65 to 74	396	704	917	1,300	308	43.8	383	54.4
75 to 84	200	284	314	463	84	29.6	149	52.6
85+	46	89	102	135	43	48.3	33	36.6
Total	7,222	7,401	7,456	8,096	179	2.4	640	8.6
Stillwater	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	6,704	6,936	6,888	6,727	232	3.3	-161	-2.3
18 to 24	1,960	2,232	2,680	2,703	272	12.2	22	1.0
25 to 34	3,424	3,394	3,717	4,154	-30	-0.9	437	12.9
35 to 44	4,874	4,304	3,983	4,103	-570	-13.2	121	2.8
45 to 54	4,206	5,001	4,941	4,608	795	15.9	-334	-6.7
55 to 64	2,325	3,983	4,588	4,826	1,658	41.6	237	6.0
65 to 74	1,393	2,099	3,021	3,855	706	33.6	834	39.7
75 to 84	1,006	1,356	1,474	1,936	350	25.8	462	34.1
85+	456	819	951	971	363	44.3	20	2.4
Total	26,348	30,124	32,244	33,882	3,776	12.5	1,638	5.4
Southeast	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	3,285	3,101	2,788	2,566	-184	-5.9	-222	-7.1
18 to 24	670	770	927	838	100	13.0	-88	-11.5
25 to 34	991	783	1,026	1,177	-208	-26.6	151	19.3
35 to 44	2,275	1,493	1,203	1,327	-782	-52.4	124	8.3
45 to 54	2,259	2,617	2,227	1,816	358	13.7	-411	-15.7
55 to 64	1,220	2,095	2,423	2,390	875	41.8	-33	-1.6
65 to 74	495	925	1,363	1,766	430	46.5	403	43.6
75 to 84	233	321	444	665	88	27.4	222	69.0
85+	65	90	122	153	25	27.8	31	34.1
Total	11,493	12,195	12,522	12,699	702	5.8	177	1.5
Forest Lake	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	3,902	4,827	5,213	5,451	925	19.2	239	4.9
18 to 24	1,172	1,401	1,641	1,645	229	16.3	4	0.3
25 to 34	1,842	2,417	2,678	2,757	575	23.8	80	3.3
35 to 44	2,564	2,570	2,773	3,078	6	0.2	305	11.9
45 to 54	2,210	2,790	2,797	2,747	580	20.8	-50	-1.8
55 to 64	1,320	2,286	2,595	2,737	966	42.3	142	6.2
65 to 74	713	1,229	1,801	2,150	516	42.0	348	28.3
75 to 84	501	578	715	979	77	13.3	264	45.7
85+	216	277	296	325	61	22.0	29	10.3
Total	14,440	18,375	20,509	21,870	3,935	21.4	1,361	7.4

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DEMOGRAPHIC ANALYSIS

**TABLE D-4 Continued
POPULATION AGE DISTRIBUTION
WASHINGTON COUNTY
2000 to 2021**

	Number of People				Change			
	U.S. Census		Estimate	Projection	2000-2010		2016-2021	
	2000	2010	2016	2021	No.	Pct.	No.	Pct.
Hugo	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	1,994	3,721	4,159	5,028	1,727	46.4	869	23.3
18 to 24	415	834	1,006	1,114	419	50.2	109	13.0
25 to 34	950	2,381	2,137	2,117	1,431	60.1	-20	-0.8
35 to 44	1,252	2,136	2,432	3,185	884	41.4	753	35.2
45 to 54	894	1,905	2,069	2,222	1,011	53.1	153	8.1
55 to 64	549	1,315	1,615	1,908	766	58.3	293	22.3
65 to 74	187	719	998	1,243	532	74.0	246	34.2
75 to 84	95	233	353	558	138	59.2	205	88.0
85+	27	88	93	114	61	69.3	21	23.6
Total	6,363	13,332	14,862	17,490	6,969	52.3	2,628	19.7
Mahtomedi	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	4,692	3,822	3,371	2,885	-870	-22.8	-486	-12.7
18 to 24	802	967	1,152	1,051	165	17.1	-102	-10.5
25 to 34	1,048	890	1,060	1,356	-158	-17.8	296	33.3
35 to 44	3,025	1,613	1,446	1,371	-1,412	-87.5	-75	-4.7
45 to 54	2,599	3,231	2,767	2,200	632	19.6	-568	-17.6
55 to 64	1,498	2,329	2,794	2,998	831	35.7	204	8.8
65 to 74	777	1,167	1,523	1,946	390	33.4	424	36.3
75 to 84	363	642	724	952	279	43.5	228	35.6
85+	107	362	410	444	255	70.4	34	9.3
Total	14,911	15,023	15,248	15,204	112	0.7	-44	-0.3
Oakdale	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	7,935	6,799	6,298	754	-1,136	-16.7	-5,544	-81.5
18 to 24	1,986	2,650	2,669	2,874	664	25.1	205	7.7
25 to 34	4,129	3,718	4,382	5,441	-411	-11.1	1,059	28.5
35 to 44	5,335	3,590	3,428	4,916	-1,745	-48.6	1,488	41.5
45 to 54	3,617	4,829	4,184	4,323	1,212	25.1	139	2.9
55 to 64	2,054	3,351	4,034	5,119	1,297	38.7	1,086	32.4
65 to 74	1,286	1,711	2,369	3,574	425	24.8	1,205	70.4
75 to 84	819	1,021	1,115	1,586	202	19.8	470	46.1
85+	192	395	485	671	203	51.4	185	46.9
Total	27,353	28,064	28,963	29,258	711	2.5	295	1.1
Lake Elmo	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	2,004	2,189	2,197	2,318	185	8.5	121	5.5
18 to 24	496	516	668	768	20	3.9	100	19.3
25 to 34	648	582	812	1,053	-66	-11.3	241	41.5
35 to 44	1,361	1,099	931	1,115	-262	-23.8	183	16.7
45 to 54	1,185	1,669	1,612	1,626	484	29.0	14	0.8
55 to 64	688	1,128	1,521	1,989	440	39.0	467	41.4
65 to 74	330	589	858	1,290	259	44.0	432	73.3
75 to 84	121	236	330	563	115	48.7	233	98.7
85+	30	61	84	138	31	50.8	54	89.1
Total	6,863	8,069	9,014	10,860	1,206	14.9	1,846	22.9

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DEMOGRAPHIC ANALYSIS

**TABLE D-4 Continued
POPULATION AGE DISTRIBUTION
WASHINGTON COUNTY
2000 to 2021**

	Number of People				Change			
	U.S. Census		Estimate	Projection	2000-2010		2016-2021	
	2000	2010	2016	2021	No.	Pct.	No.	Pct.
Woodbury	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	14,218	18,318	19,419	20,459	4,100	22.4	1,040	5.7
18 to 24	2,749	3,844	4,675	4,881	1,095	28.5	206	5.4
25 to 34	7,790	8,297	8,674	8,909	507	6.1	235	2.8
35 to 44	9,374	9,998	10,586	12,127	624	6.2	1,541	15.4
45 to 54	6,428	9,979	10,038	9,793	3,551	35.6	-245	-2.5
55 to 64	3,078	6,361	8,036	8,657	3,283	51.6	622	9.8
65 to 74	1,651	2,971	4,193	5,485	1,320	44.4	1,292	43.5
75 to 84	809	1,619	1,793	2,199	810	50.0	406	25.1
85+	366	574	666	791	208	36.2	124	21.7
Total	46,463	61,961	68,079	73,300	15,498	25.0	5,221	8.4
Cottage Grove	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	12,549	12,263	11,826	12,178	-286	-2.3	352	2.9
18 to 24	3,045	3,454	3,892	3,625	409	11.8	-267	-7.7
25 to 34	6,035	5,996	6,348	7,068	-39	-0.7	721	12.0
35 to 44	7,428	6,601	6,382	7,296	-827	-12.5	914	13.8
45 to 54	5,314	6,786	6,626	6,248	1,472	21.7	-378	-5.6
55 to 64	2,916	4,667	5,500	6,088	1,751	37.5	588	12.6
65 to 74	1,602	2,326	3,215	4,079	724	31.1	864	37.2
75 to 84	635	1,175	1,380	1,714	540	46.0	334	28.4
85+	150	324	428	527	174	53.7	99	30.4
TOTAL	39,674	43,592	45,596	48,823	3,918	9.0	3,227	7.4
Washington Total	No.	No.	No.	No.	No.	Pct.	No.	Pct.
Under 18	59,225	63,598	63,646	59,836	4,373	6.9	-3,810	-6.0
18 to 24	13,726	17,047	19,721	19,954	3,321	19.5	233	1.4
25 to 34	27,341	28,864	31,264	34,552	1,523	5.3	3,288	11.4
35 to 44	38,877	34,243	33,924	39,281	-4,634	-13.5	5,358	15.6
45 to 54	30,210	40,412	38,678	36,797	10,202	25.2	-1,880	-4.7
55 to 64	16,484	28,988	34,723	38,490	12,504	43.1	3,767	13.0
65 to 74	8,830	14,440	20,258	26,688	5,610	38.9	6,430	44.5
75 to 84	4,782	7,465	8,642	11,616	2,683	35.9	2,974	39.8
85+	1,655	3,079	3,638	4,267	1,424	46.2	629	20.4
TOTAL	201,130	238,136	254,493	271,482	37,006	15.5	16,989	7.1

Sources: U.S. Census Bureau; ESRI; Maxfield Research & Consulting, LLC

Race and Ethnicity

The race and ethnicity of the population shows the diversity for each submarket in Washington County. Tables D-5 and D-6 present race and ethnicity data in 2010 and 2014.

- “White Alone” comprises the largest proportion of the population in every submarket. The Oakdale submarket is estimated to have the lowest percentage (79.8%) and the Northeast submarket had the highest (96.9%) in 2014.
- While “White Alone” has been estimated to remain the largest race category in 2014, it represented a slightly smaller proportion of total population decreasing from 87.8% in 2010 to 87.5%.
- “Two or More Races” experienced the largest percentage growth between 2010 and 2014, increasing 22.9% (1,147 people) in Washington County. This was followed by “Black or African American Alone” increasing by an estimated 5.4% (465 people). The largest numerical increase was “White Alone” with an estimated growth of 4,502 people or 2.2%.
- Although Hispanics/Latinos are estimated to comprise only 3.6% of the population in 2014, there was a 9.1% increase in this group between 2010 and 2014.
- Individuals responding to the Census select their race in addition to indicating if they are of Hispanic/Latino origin. Since people self-identify their racial classification, there may be confusion on the part of some people about what category most accurately describes their race. Some people may choose to self-identify using their ethnicity as their race. The increasing diversity of the nation has likely resulted in some confusion over these figures which is expected to continue.

DEMOGRAPHIC ANALYSIS

**TABLE D-5
RACE
WASHINGTON COUNTY
2010 & 2014**

	White Alone		Black or African American Alone		American Indian or Alaska Native Alone		Native Hawaiian or Other Pacific Islander Alone		Asian Alone		Some Other Race		Two or More Races Alone	
	2010	2014	2010	2014	2010	2014	2010	2014	2010	2014	2010	2014	2010	2014
Number														
Northeast	7,219	7,263	15	27	21	27	0	0	61	83	18	71	67	26
Stillwater	27,745	27,858	1,057	1,305	317	253	5	0	394	443	154	130	452	716
Southeast	11,526	11,719	72	25	39	9	4	4	335	427	60	40	159	96
East Total	46,490	46,840	1,144	1,357	377	289	9	4	790	953	232	241	678	838
Forest Lake	17,394	17,802	195	129	73	47	10	0	269	480	117	99	317	376
Hugo	12,381	12,843	105	253	39	112	4	0	465	214	77	226	261	202
Mahtomedi	14,280	14,843	223	105	39	41	5	0	215	232	54	11	207	225
Oakdale	22,770	22,747	1,664	2,357	134	106	8	15	2,258	2,111	434	271	796	894
Lake Elmo	7,451	7,809	65	0	28	0	1	0	266	217	107	7	151	90
Woodbury	50,462	52,438	3,487	3,552	171	150	15	91	5,660	5,768	592	453	1,574	2,092
Cottage Grove	37,784	38,192	1,696	1,291	227	125	25	0	2,148	2,604	687	538	1,025	1,439
West Total	162,522	166,674	7,435	7,687	711	581	68	106	11,281	11,626	2,068	1,605	4,331	5,318
Washington Total	209,012	213,514	8,579	9,044	1,088	870	77	110	12,071	12,579	2,300	1,846	5,009	6,156
Percent of Total														
Northeast	97.5%	96.9%	0.2%	0.4%	0.3%	0.4%	0.0%	0.0%	0.8%	1.1%	0.2%	0.9%	0.9%	0.3%
Stillwater	92.1%	90.7%	3.5%	4.3%	1.1%	0.8%	0.0%	0.0%	1.3%	1.4%	0.5%	0.4%	1.5%	2.3%
Southeast	94.5%	95.1%	0.6%	0.2%	0.3%	0.1%	0.0%	0.0%	2.7%	3.5%	0.5%	0.3%	1.3%	0.8%
East Total	93.5%	92.7%	2.3%	2.7%	0.8%	0.6%	0.0%	0.0%	1.6%	1.9%	0.5%	0.5%	1.4%	1.7%
Forest Lake	94.7%	94.0%	1.1%	0.7%	0.4%	0.2%	0.1%	0.0%	1.5%	2.5%	0.6%	0.5%	1.7%	2.0%
Hugo	92.9%	92.7%	0.8%	1.8%	0.3%	0.8%	0.0%	0.0%	3.5%	1.5%	0.6%	1.6%	2.0%	1.5%
Mahtomedi	95.1%	96.0%	1.5%	0.7%	0.3%	0.3%	0.0%	0.0%	1.4%	1.5%	0.4%	0.1%	1.4%	1.5%
Oakdale	81.1%	79.8%	5.9%	8.3%	0.5%	0.4%	0.0%	0.1%	8.0%	7.4%	1.5%	1.0%	2.8%	3.1%
Lake Elmo	92.3%	96.1%	0.8%	0.0%	0.3%	0.0%	0.0%	0.0%	3.3%	2.7%	1.3%	0.1%	1.9%	1.1%
Woodbury	81.4%	81.2%	5.6%	5.5%	0.3%	0.2%	0.0%	0.1%	9.1%	8.9%	1.0%	0.7%	2.5%	3.2%
Cottage Grove	86.7%	86.4%	3.9%	2.9%	0.5%	0.3%	0.1%	0.0%	4.9%	5.9%	1.6%	1.2%	2.4%	3.3%
West Total	86.3%	86.1%	3.9%	4.0%	0.4%	0.3%	0.0%	0.1%	6.0%	6.0%	1.1%	0.8%	2.3%	2.7%
Washington Total	87.8%	87.5%	3.6%	3.7%	0.5%	0.4%	0.0%	0.0%	5.1%	5.2%	1.0%	0.8%	2.1%	2.5%

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

TABLE D-6 ETHNICITY WASHINGTON COUNTY 2010 & 2014				
	Hispanic or Latino		Not Hispanic or Latino	
	2010	2014	2000	2014
Number				
Northeast	78	261	7,323	7,223
Stillwater	664	661	29,460	30,044
Southeast	215	379	11,980	11,941
East Total	957	1,301	48,763	49,208
Forest Lake	430	688	17,945	18,245
Hugo	319	527	13,013	13,323
Mahtomedi	241	265	14,782	15,192
Oakdale	1,349	1,299	26,715	27,202
Lake Elmo	279	124	7,790	7,999
Woodbury	2,329	2,979	59,632	61,565
Cottage Grove	2,223	1,687	41,369	42,499
West Total	7,170	7,569	181,246	186,025
Washington Total	8,127	8,870	230,009	235,233
Percent of Total				
Northeast	1.1%	3.5%	98.9%	96.5%
Stillwater	2.2%	2.2%	97.8%	97.8%
Southeast	1.8%	3.1%	98.2%	96.9%
East Total	1.9%	2.6%	98.1%	97.4%
Forest Lake	2.3%	3.6%	97.7%	96.4%
Hugo	2.4%	3.8%	97.6%	96.2%
Mahtomedi	1.6%	1.7%	98.4%	98.3%
Oakdale	4.8%	4.6%	95.2%	95.4%
Lake Elmo	3.5%	1.5%	96.5%	98.5%
Woodbury	3.8%	4.6%	96.2%	95.4%
Cottage Grove	5.1%	3.8%	94.9%	96.2%
West Total	3.8%	3.9%	96.2%	96.1%
Washington Total	3.4%	3.6%	96.6%	96.4%
Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC				

Household Income by Age of Householder

The estimated distribution of household incomes in Washington County for 2016 and 2021 is shown in Table D-7. The data was estimated by Maxfield Research based on income trends provided by ESRI and the Metropolitan Council. The data helps ascertain the demand for different housing products based on the size of the market at specific cost levels.

The Department of Housing and Urban Development defines affordable housing costs as 30% of a household's adjusted gross income. For example, a household with an income of \$50,000 per year would be able to afford a monthly housing cost of about \$1,250. Maxfield Research utilizes a figure of 25% to 30% for younger households and 40% or more for seniors, since seniors generally have lower living expenses and can often sell their homes and use the proceeds toward rent payments.

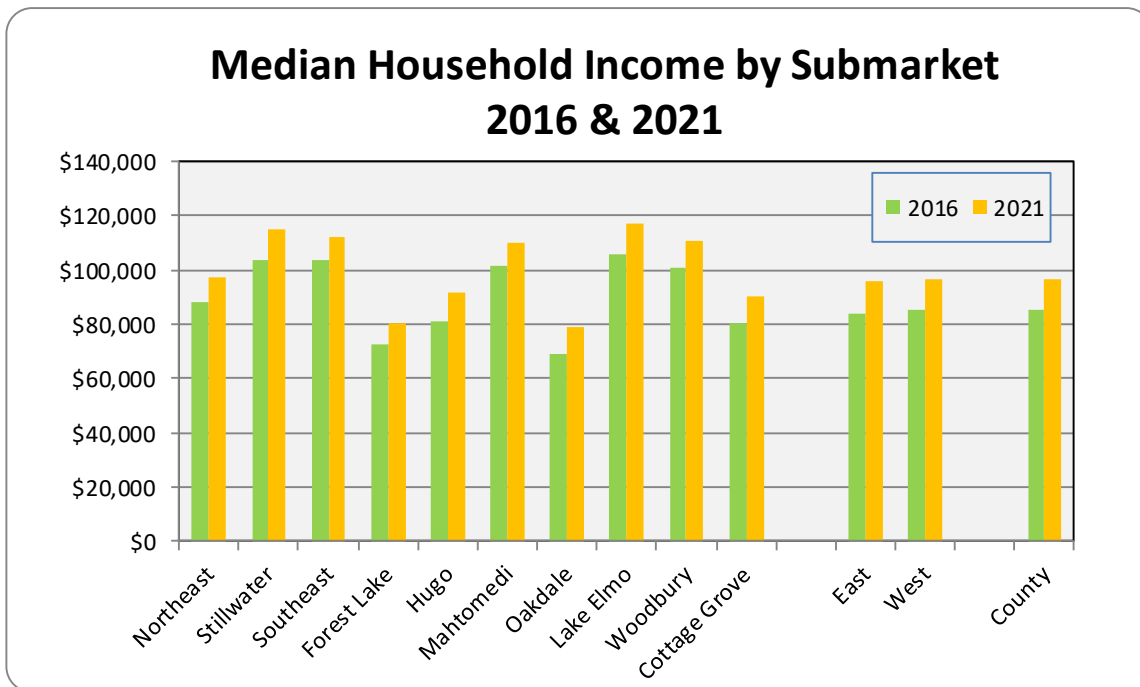
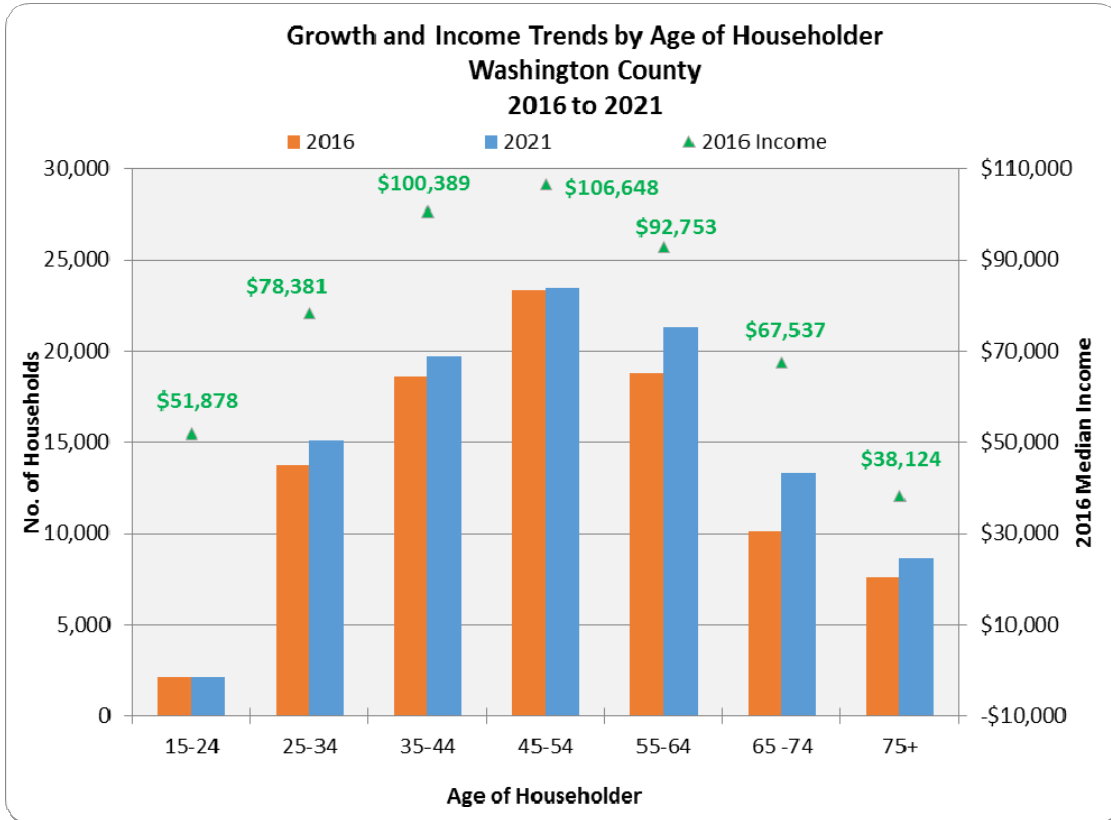
A generally accepted standard for affordable owner-occupied housing is that a typical household can afford to pay 3.0 to 3.5 times their annual income on a single-family home. Thus, a \$50,000 income would translate to an affordable single-family home of \$150,000 to \$175,000. The higher end of this range assumes that the person has adequate funds for down payment and closing costs, but also does not include savings or equity in an existing home which would allow them to purchase a higher priced home.

- In 2016, the median household income in Washington County was estimated to be \$85,126 and is projected to climb nearly 14% to \$96,736 by 2021. By comparison, the median household income in the Metro Area was estimated to be lower than Washington County at \$70,404 in 2016.
- The Lake Elmo submarket had the highest median household income in the county in 2016, at \$105,592 (28% higher than the county median), followed by Stillwater at \$103,813. The lowest incomes were found in Oakdale (\$68,807) and Forest Lake (\$72,660). By 2021, Lake Elmo is expected to have the highest median household income at \$117,149.
- As households age through their lifecycles, their household incomes tend to peak in their late 40s and early 50s which explains why most upscale housing is targeted to people in this age group. This trend is apparent in the county as households in the 45 to 54 age group have a median household income of \$106,648.
- With a household income of \$85,126, a household could afford a monthly housing cost of about \$2,128, based on an allocation of 30% of income toward housing.

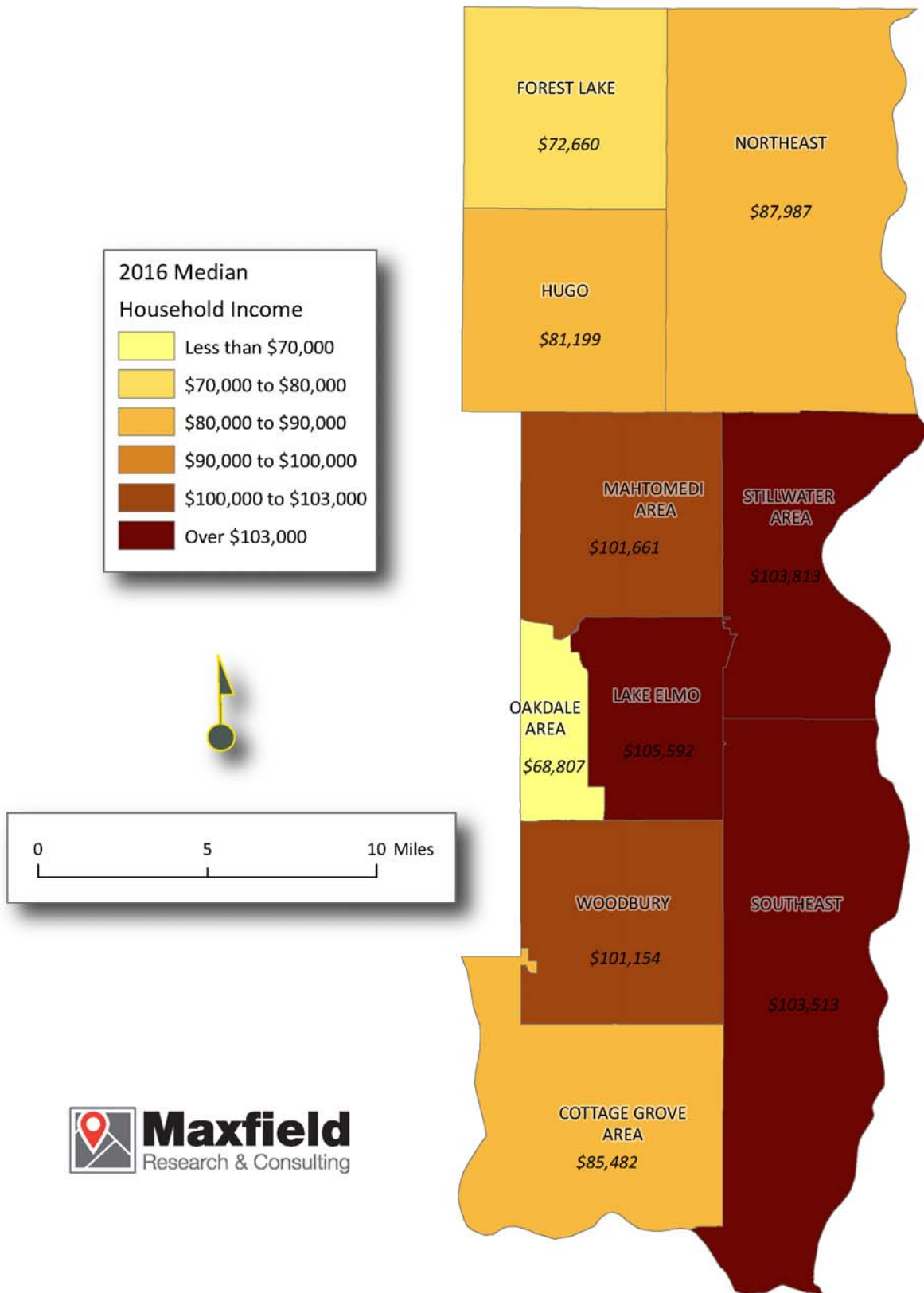
DEMOGRAPHIC ANALYSIS

	Age of Householder														Total No.	Median HH Income
	15-24		25-34		35-44		45-54		55-64		65-74		75+			
	No.	Income	No.	Income	No.	Income	No.	Income	No.	Income	No.	Income	No.	Income		
2016																
Northeast	15	\$43,595	125	\$77,674	391	\$94,712	801	\$108,088	875	\$95,715	470	\$75,396	247	\$49,077	2,924	\$87,987
Stillwater	234	\$45,669	1,321	\$71,477	2,137	\$93,471	2,867	\$102,934	2,582	\$86,784	1,550	\$60,168	1,606	\$33,141	12,298	\$103,813
Southeast	23	\$77,369	264	\$90,755	721	\$112,804	1,360	\$122,484	1,252	\$110,567	616	\$82,007	279	\$42,460	4,516	\$103,513
East Total	272	\$48,617	1,710	\$75,792	3,250	\$99,116	5,028	\$108,609	4,710	\$96,225	2,636	\$68,588	2,133	\$36,734	19,738	\$83,584
Forest Lake	248	\$41,252	1,206	\$67,683	1,454	\$83,988	1,627	\$89,005	1,470	\$78,019	860	\$61,309	598	\$39,103	7,463	\$72,660
Hugo	119	\$57,032	1,326	\$74,237	1,285	\$92,366	1,224	\$97,141	931	\$87,117	522	\$65,485	254	\$42,067	5,663	\$81,199
Mahtomedi	39	\$50,647	332	\$81,171	784	\$111,247	1,719	\$125,082	1,438	\$114,224	783	\$82,927	664	\$40,382	5,759	\$101,661
Oakdale	438	\$39,779	1,832	\$69,103	1,963	\$80,931	2,853	\$88,200	2,202	\$77,945	1,244	\$51,905	1,069	\$31,766	11,602	\$68,807
Lake Elmo	26	\$45,336	206	\$84,278	547	\$108,251	939	\$130,474	725	\$117,904	416	\$91,186	207	\$52,904	3,066	\$105,592
Woodbury	634	\$61,252	4,388	\$86,888	5,875	\$112,971	6,112	\$121,820	4,354	\$105,524	2,109	\$79,633	1,565	\$44,366	25,038	\$101,154
Cottage Grove	352	\$53,262	2,725	\$78,928	3,436	\$96,648	3,808	\$98,140	2,921	\$82,742	1,591	\$59,882	1,108	\$36,384	15,941	\$80,531
West Total	1,857	\$52,265	12,015	\$78,764	15,345	\$100,559	18,283	\$106,155	14,042	\$91,816	7,525	\$67,190	5,466	\$38,621	74,532	\$85,482
Washington Co	2,129	\$51,878	13,725	\$78,381	18,594	\$100,389	23,311	\$106,648	18,752	\$92,753	10,161	\$67,537	7,599	\$38,124	94,270	\$85,126
2021																
Northeast	16	\$44,404	137	\$86,000	412	\$103,846	813	\$115,688	1,003	\$106,520	620	\$88,120	286	\$50,161	3,287	\$97,024
Stillwater	231	\$46,025	1,431	\$84,960	2,205	\$104,459	2,840	\$112,154	2,890	\$102,613	1,981	\$76,168	1,822	\$35,343	13,399	\$115,271
Southeast	21	\$85,471	275	\$104,406	721	\$123,724	1,321	\$133,296	1,377	\$125,711	775	\$100,782	311	\$46,416	4,802	\$112,137
East Total	268	\$48,164	1,843	\$88,583	3,338	\$108,089	4,974	\$117,485	5,270	\$109,246	3,376	\$84,219	2,419	\$39,309	21,488	\$96,029
Forest Lake	266	\$39,768	1,415	\$77,342	1,653	\$90,917	1,748	\$98,219	1,787	\$87,192	1,197	\$70,022	724	\$40,226	8,790	\$80,042
Hugo	136	\$57,448	1,618	\$82,759	1,525	\$101,431	1,375	\$104,343	1,190	\$101,549	772	\$80,667	334	\$43,817	6,950	\$91,847
Mahtomedi	36	\$48,080	335	\$97,788	758	\$123,941	1,607	\$139,105	1,508	\$128,646	950	\$101,086	698	\$43,868	5,893	\$109,958
Oakdale	406	\$38,726	1,884	\$80,305	1,944	\$92,234	2,717	\$99,262	2,375	\$87,535	1,533	\$57,167	1,150	\$33,756	12,010	\$79,303
Lake Elmo	30	\$50,000	258	\$97,879	671	\$125,316	1,109	\$142,809	965	\$135,367	637	\$107,469	281	\$58,840	3,950	\$117,149
Woodbury	635	\$68,595	4,796	\$100,497	6,202	\$123,231	6,079	\$130,990	4,885	\$117,967	2,725	\$93,839	1,748	\$47,696	27,070	\$110,500
Cottage Grove	348	\$54,137	2,996	\$89,477	3,637	\$103,649	3,842	\$104,976	3,335	\$93,678	2,082	\$72,066	1,281	\$37,063	17,522	\$90,209
West Total	1,857	\$53,019	13,303	\$89,508	16,389	\$107,684	18,478	\$113,920	16,046	\$104,373	9,897	\$81,198	6,216	\$40,489	82,185	\$96,903
Washington Co	2,125	\$52,456	15,146	\$89,352	19,727	\$107,737	23,453	\$114,594	21,315	\$105,477	13,273	\$81,975	8,635	\$40,181	103,673	\$96,736

Sources: ESRI; Maxfield Research & Consulting, LLC



Median Household Income 2016



Tenure by Age of Householder

Table D-8 shows the number of owner and renter households in Washington County by age group in 2010 and 2014. Table D-9 shows 2014 tenure data for each of the submarkets from the U.S. Census Bureau. This data is useful in determining demand for certain types of housing since housing preferences change throughout an individual's life cycle. The following are key findings from Tables D-8 and D-9.

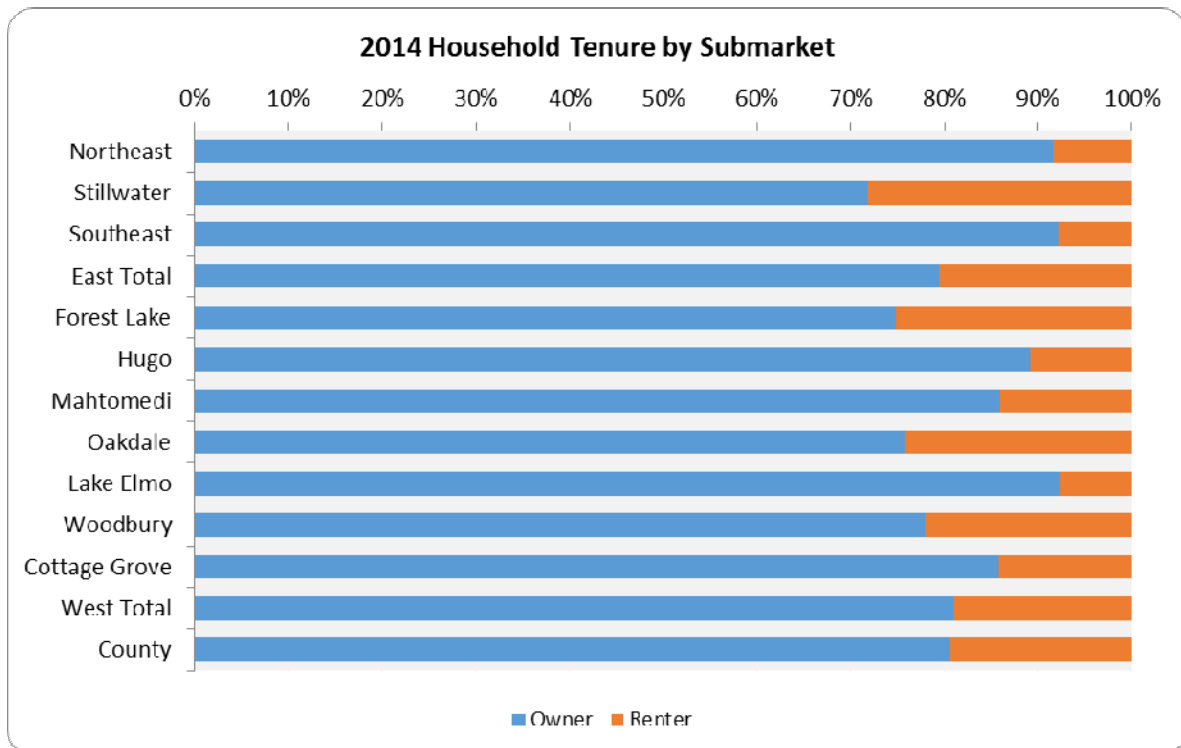
- In 2010, 82.8% of all households in Washington County owned their housing. By 2014, that percentage is estimated to have decreased to 80.7%. This is higher than the Metro Area with a 70% homeownership rate. The housing market downturn contributed to the decrease in the homeownership rate during the late 2000s as it became more difficult for households to secure mortgage loans, households delayed purchasing homes due to the uncertainty of the housing market, and foreclosures forced households out of their homes. The for-sale housing market continues to recover; however, the renter market remains strong across the Twin Cities Metro Area.
- Within the county, Lake Elmo had the highest ownership rate at 92.4% while Stillwater had the lowest ownership rate (71.8%). However, Woodbury had the highest estimated numerical number of renters with 5,234 households in 2014.
- As households progress through their life cycle, housing needs change. Typically, the proportion of renter households decreases as households age out of their young-adult years until their older adult years, age 65 or older when the pattern reverses. This pattern is apparent in the county as 74.0% of households age 15 to 24, 35.7% of age 25 to 34 households, and 18.8% of 65 and older households are estimated renters in 2014. Percent renters for 65+ households ranged from a low of 1.7% in Southeast to a high of 28.2% in Stillwater. By comparison, only 16.0% of the age 35 to 64 households rented.
- In the 15 to 24 age group, Stillwater had the highest proportion of renters at 93.2% (206 renter households), followed by Oakdale at 88.9% (329 renter households). Woodbury had the largest number of renter households in this age group with 474 (35.2% of the county).

DEMOGRAPHIC ANALYSIS

**TABLE D-8
HOUSEHOLD TENURE
WASHINGTON COUNTY
2010 and 2014**

Submarket	2010					2014				
	Owner	Pct.	Renter	Pct.	Total	Owner	Pct.	Renter	Pct.	Total
Northeast	2,670	92.6	214	7.4	2,884	2,644	91.6	242	8.4	2,886
Stillwater	8,447	75.0	2,823	25.0	11,270	8,394	71.8	3,298	28.2	11,692
Southeast	4,135	94.3	249	5.7	4,384	4,043	92.1	345	7.9	4,388
East Total	15,252	82.3	3,286	17.7	18,538	15,081	79.5	3,885	20.5	18,966
Forest Lake	5,362	76.4	1,652	23.6	7,014	5,238	74.8	1,761	25.2	6,999
Hugo	4,539	91.0	451	9.0	4,990	4,505	89.2	546	10.8	5,051
Mahtomedi	4,891	87.7	683	12.3	5,574	4,967	85.9	812	14.1	5,779
Oakdale	8,704	77.6	2,509	22.4	11,213	8,443	75.7	2,710	24.3	11,153
Lake Elmo	2,648	95.3	131	4.7	2,779	2,639	92.4	218	7.6	2,857
Woodbury	18,290	81.0	4,304	19.0	22,594	18,425	77.9	5,234	22.1	23,659
Cottage Grove	13,032	86.0	2,125	14.0	15,157	13,242	85.8	2,192	14.2	15,434
West Total	57,466	82.9	11,855	17.1	69,321	57,459	81.0	13,473	19.0	70,932
Washington Total	72,718	82.8	15,141	17.2	87,859	72,540	80.7	17,358	19.3	89,898

Sources: U.S. Census; Maxfield Research & Consulting, LLC

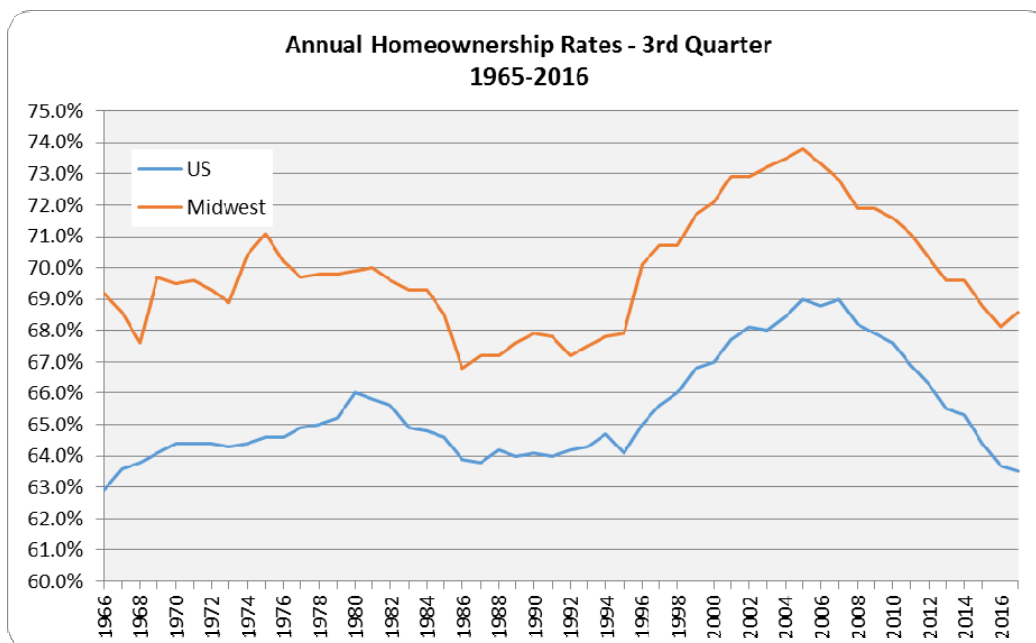
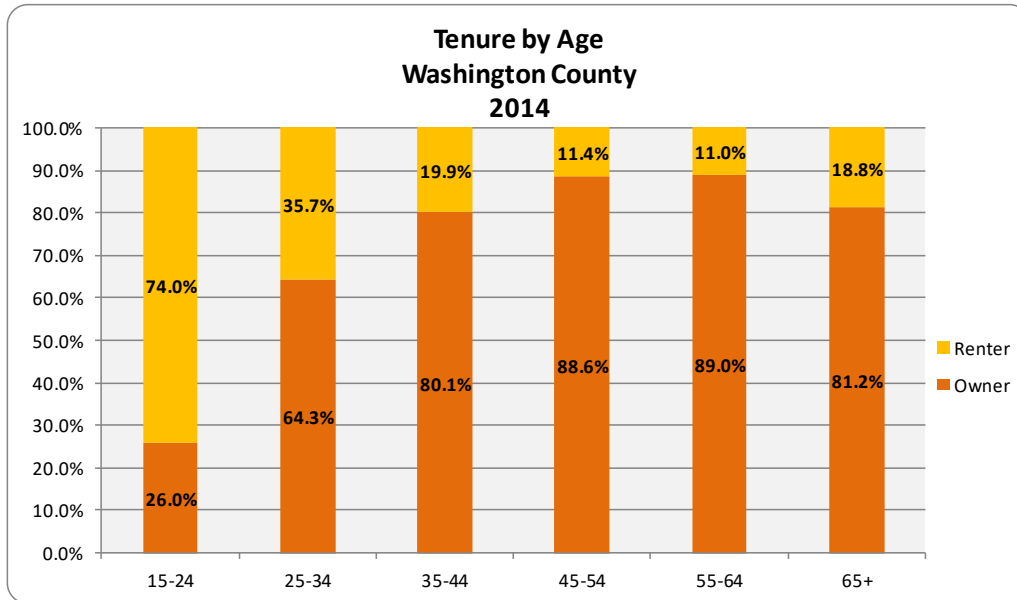


DEMOGRAPHIC ANALYSIS

**TABLE D-9
TENURE BY AGE OF HOUSEHOLDER
WASHINGTON COUNTY
2014**

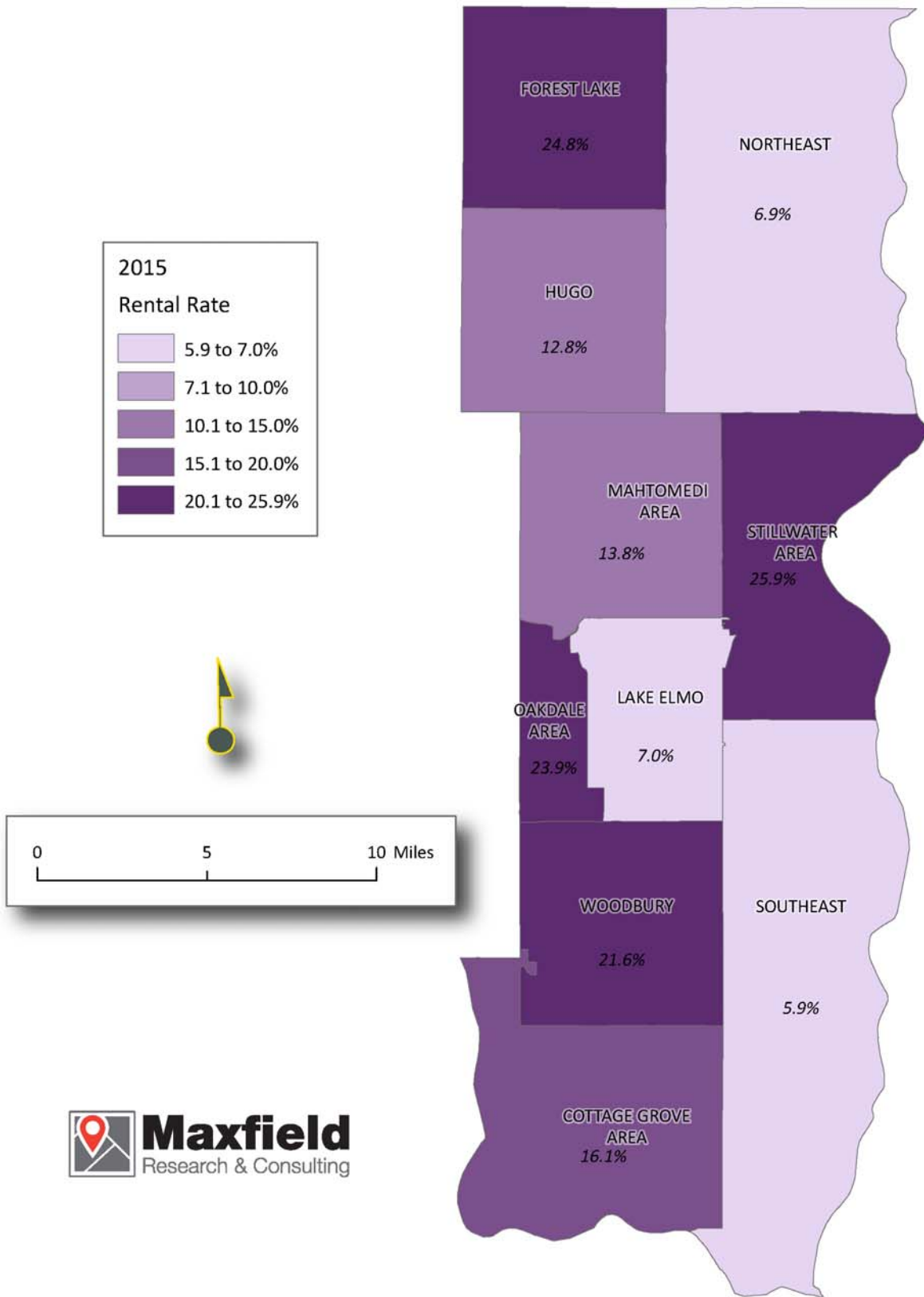
Age		Northeast		Stillwater		Southeast		Forest Lake		Hugo		Mahtomedi		Oakdale		Lake Elmo		Woodbury		Cottage Grove		Washington	
		No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
15-24	Own	9	52.9	15	6.8	22	53.7	19	15.2	144	64.6	22	34.4	41	11.1	11	100.0	88	15.7	102	55.4	473	26.0
	Rent	8	47.1	206	93.2	19	46.3	106	84.8	79	35.4	42	65.6	329	88.9	0	0.0	474	84.3	82	44.6	1,345	74.0
	Total	17	100.0	221	100.0	41	100.0	125	100.0	223	100.0	64	100.0	370	100.0	11	100.0	562	100.0	184	100.0	1,818	100.0
25-34	Own	51	57.3	512	36.9	147	66.8	618	57.5	824	87.8	270	76.9	1,122	62.1	81	44.5	2,543	61.2	2,181	78.6	8,349	64.3
	Rent	38	42.7	877	63.1	73	33.2	457	42.5	115	12.2	81	23.1	686	37.9	101	55.5	1,613	38.8	594	21.4	4,635	35.7
	Total	89	100.0	1,389	100.0	220	100.0	1,075	100.0	939	100.0	351	100.0	1,808	100.0	182	100.0	4,156	100.0	2,775	100.0	12,984	100.0
35-44	Own	292	86.4	1,595	77.4	547	88.2	1,200	76.4	1,072	89.9	609	84.6	1,325	70.3	456	89.6	4,286	79.9	2,682	81.5	14,064	80.1
	Rent	46	13.6	465	22.6	73	11.8	370	23.6	121	10.1	111	15.4	561	29.7	53	10.4	1,080	20.1	610	18.5	3,490	19.9
	Total	338	100.0	2,060	100.0	620	100.0	1,570	100.0	1,193	100.0	720	100.0	1,886	100.0	509	100.0	5,366	100.0	3,292	100.0	17,554	100.0
45-54	Own	667	96.0	2,193	83.8	1,263	92.7	1,260	83.8	1,121	96.4	1,612	93.7	2,456	90.4	743	98.9	4,961	85.3	3,388	88.3	19,664	88.6
	Rent	28	4.0	425	16.2	99	7.3	244	16.2	42	3.6	108	6.3	262	9.6	8	1.1	852	14.7	450	11.7	2,518	11.4
	Total	695	100.0	2,618	100.0	1,362	100.0	1,504	100.0	1,163	100.0	1,720	100.0	2,718	100.0	751	100.0	5,813	100.0	3,838	100.0	22,182	100.0
55-64	Own	886	91.9	1,987	83.6	1,132	94.6	1,083	79.2	801	88.4	1,233	92.2	1,747	86.9	701	94.5	3,489	86.2	3,654	95.3	16,713	89.0
	Rent	78	8.1	390	16.4	65	5.4	284	20.8	105	11.6	104	7.8	264	13.1	41	5.5	557	13.8	179	4.7	2,067	11.0
	Total	964	100.0	2,377	100.0	1,197	100.0	1,367	100.0	906	100.0	1,337	100.0	2,011	100.0	742	100.0	4,046	100.0	3,833	100.0	18,780	100.0
65 +	Own	739	94.4	2,092	69.1	932	98.3	1,058	77.9	543	86.6	1,221	76.9	1,752	74.2	647	97.7	3,058	82.3	2,235	89.0	14,277	81.2
	Rent	44	5.6	935	30.9	16	1.7	300	22.1	84	13.4	366	23.1	608	25.8	15	2.3	658	17.7	277	11.0	3,303	18.8
	Total	783	100.0	3,027	100.0	948	100.0	1,358	100.0	627	100.0	1,587	100.0	2,360	100.0	662	100.0	3,716	100.0	2,512	100.0	17,580	100.0
TOTAL	Own	2,644	91.6	8,394	71.8	4,043	92.1	5,238	74.8	4,505	89.2	4,967	85.9	8,443	75.7	2,639	92.4	18,425	77.9	14,242	86.7	73,540	80.9
	Rent	242	8.4	3,298	28.2	345	7.9	1,761	25.2	546	10.8	812	14.1	2,710	24.3	218	7.6	5,234	22.1	2,192	13.3	17,358	19.1
	Total	2,886	100.0	11,692	100.0	4,388	100.0	6,999	100.0	5,051	100.0	5,779	100.0	11,153	100.0	2,857	100.0	23,659	100.0	16,434	100.0	90,898	100.0

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

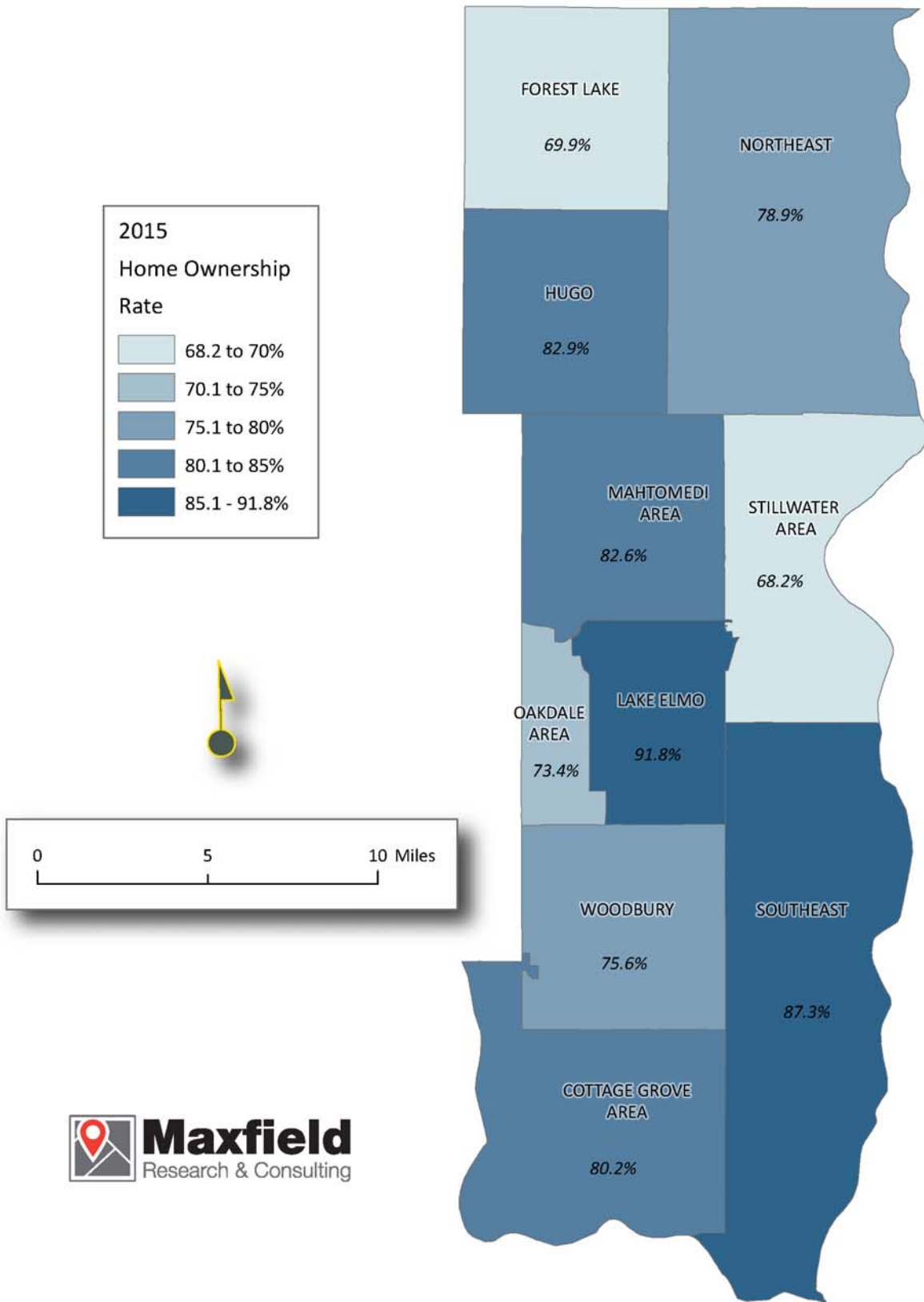


Homeownership rates nationwide have been decreasing and the US homeownership rate as of 2016 fell to its lowest level since 1995. The homeownership rate in the US was 63.5% as of 3rd Quarter 2016, down from 63.7% in 2015. Relatively tight credit, a very limited for-sale inventory, challenges in saving for a down payment, and a higher rate of single-family rentals have resulted in the overall lower homeownership rate. Homeownership rates however, remain higher in the Midwest at 68.6% in 2016 compared to 63.5% in the U.S. The graph above shows the annual homeownership rates in the U.S. and Midwest from the American Community Survey.

Rental Tenure - 2015



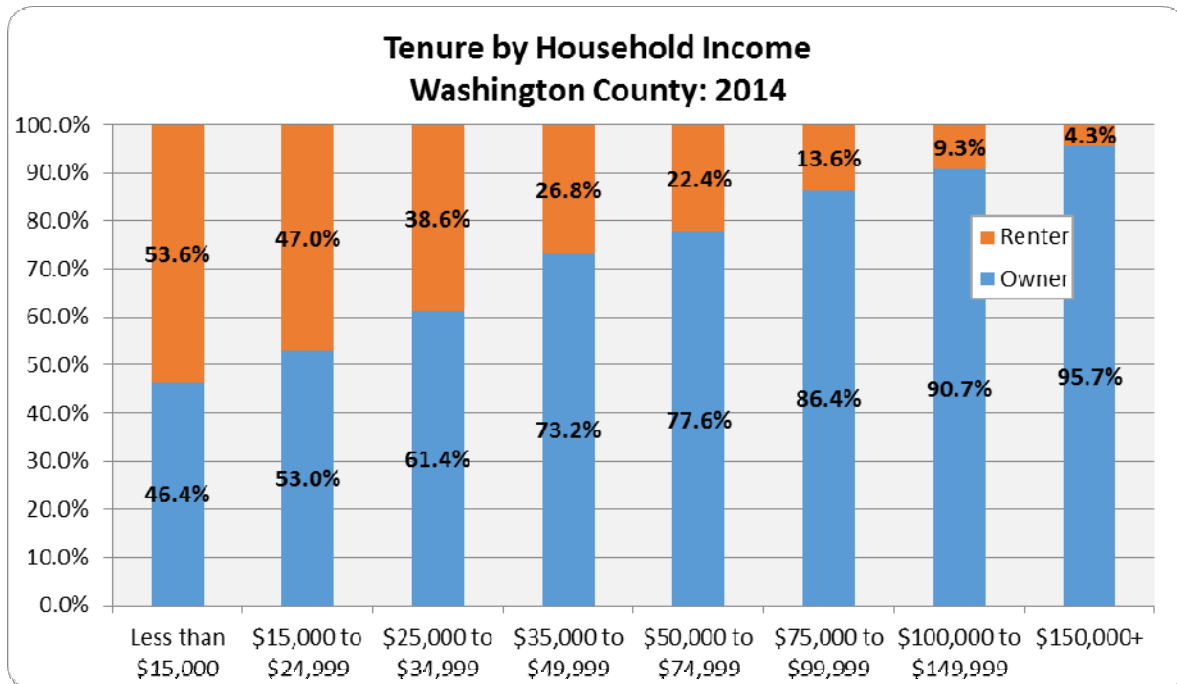
Owner Tenure - 2015



Tenure by Household Income

Table D-10 shows household tenure by age of householder for Washington County in 2014. The data is an estimate from the American Community Survey. Household tenure information is important to assess the propensity for owner-occupied or renter-occupied housing options based on household affordability. As stated earlier, the Department of Housing and Urban Development determines affordable housing as not exceeding 30% of the household’s income. It is important to note that the higher the income, the lower percentage a household typically allocates to housing. Many lower income households, as well as many young and senior households, spend more than 30% of their income, while middle-aged households in their prime earning years typically allocate 20% to 25% of their income.

- Typically, as income increases, so does the rate of homeownership. This can be seen in Washington County, where the homeownership rate steadily increases from 46.4% of households with incomes below \$15,000 to over 95.7% of households with incomes above \$150,000.
- A portion of renter households that are referred to as lifestyle renters, or those who are financially-able to own but choose to rent, have household incomes above \$50,000 (about 45% of Washington County’s renters in 2014). Households with incomes below \$15,000 are typically a market for subsidized rental housing (about 15% of Washington County renters in 2014).



DEMOGRAPHIC ANALYSIS

**TABLE D-10
TENURE BY HOUSEHOLD INCOME
WASHINGTON COUNTY
2014**

Income	NORTHEAST				STILLWATER				SOUTHEAST				FOREST LAKE			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
Less than \$15,000	92	76.0%	29	24.0%	285	30.2%	659	69.8%	179	79.2%	47	20.8%	196	31.2%	433	68.8%
\$15,000 to \$24,999	56	68.3%	26	31.7%	488	45.6%	583	54.4%	108	85.7%	18	14.3%	200	54.2%	169	45.8%
\$25,000 to \$34,999	158	90.8%	16	9.2%	489	57.9%	356	42.1%	184	88.9%	23	11.1%	206	39.9%	310	60.1%
\$35,000 to \$49,999	203	82.5%	43	17.5%	725	57.4%	537	42.6%	357	84.2%	67	15.8%	451	61.1%	287	38.9%
\$50,000 to \$74,999	531	91.2%	51	8.8%	1,365	71.2%	552	28.8%	633	92.5%	51	7.5%	751	72.1%	290	27.9%
\$75,000 to \$99,999	484	98.0%	10	2.0%	1,469	85.5%	249	14.5%	581	90.1%	64	9.9%	1,023	88.3%	135	11.7%
\$100,000 to \$149,999	686	91%	64	8.5%	1,891	88.5%	245	11.5%	916	93.8%	61	6.2%	1,042	88.4%	137	11.6%
\$150,000+	434	99.3%	3	0.7%	1,682	93.5%	117	6.5%	1,085	98.7%	14	1.3%	695	100.0%	0	0.0%
Total	2,644	91.6%	242	8.4%	8,394	71.8%	3,298	28.2%	4,043	92.1%	345	7.9%	4,564	72.2%	1,761	27.8%

Units in Structure	HUGO				MAHTOMEDI				OAKDALE				LAKE ELMO			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
Less than \$15,000	57	39.9%	86	60.1%	213	52.2%	195	47.8%	210	28.0%	541	72.0%	129	83.8%	25	16.2%
\$15,000 to \$24,999	230	65.3%	122	34.7%	167	57.2%	125	42.8%	298	41.0%	428	59.0%	104	81.3%	24	18.8%
\$25,000 to \$34,999	144	66.4%	73	33.6%	201	60.9%	129	39.1%	535	50.2%	530	49.8%	105	100.0%	0	0.0%
\$35,000 to \$49,999	563	96.7%	19	3.3%	438	83.1%	89	16.9%	1,255	76.3%	390	23.7%	151	72.9%	56	27.1%
\$50,000 to \$74,999	751	87.8%	104	12.2%	690	85.9%	113	14.1%	1,623	81.4%	370	18.6%	300	85%	51	14.5%
\$75,000 to \$99,999	1,023	94.7%	57	5.3%	598	89.0%	74	11.0%	1,695	88.8%	213	11.2%	348	84.9%	62	15.1%
\$100,000 to \$149,999	1,042	92.5%	85	7.5%	1,129	96.7%	38	3.3%	1,884	89.5%	221	10.5%	548	100%	0	0.0%
\$150,000+	695	100.0%	0	0.0%	1,531	96.9%	49	3.1%	943	98.2%	17	1.8%	954	100%	0	0.0%
Total	4,505	89.2%	546	10.8%	4,967	85.9%	812	14.1%	8,443	75.7%	2,710	24.3%	2,639	92.4%	218	7.6%

Units in Structure	WOODBURY				COTTAGE GROVE				TOTAL			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
Less than \$15,000	437	63.2%	254	36.8%	453	57.5%	335	42.5%	2,251	46.4%	2,604	53.6%
\$15,000 to \$24,999	627	53.5%	545	46.5%	476	54.5%	398	45.5%	2,754	53.0%	2,438	47.0%
\$25,000 to \$34,999	575	63.1%	336	36.9%	606	71.3%	244	28.7%	3,203	61.4%	2,017	38.6%
\$35,000 to \$49,999	1,321	69.4%	582	30.6%	1,185	76.3%	369	23.7%	6,649	73.2%	2,439	26.8%
\$50,000 to \$74,999	2,492	63.7%	1,421	36.3%	2,839	86.2%	455	13.8%	11,975	77.6%	3,458	22.4%
\$75,000 to \$99,999	2,538	74.8%	857	25.2%	2,579	92.0%	225	8.0%	12,338	86.4%	1,946	13.6%
\$100,000 to \$149,999	4,775	85.5%	812	14.5%	3,467	96.9%	112	3.1%	17,380	90.7%	1,775	9.3%
\$150,000+	5,660	93.0%	427	7.0%	1,637	96.8%	54	3.2%	15,316	95.7%	681	4.3%
Total	18,425	77.9%	5,234	22.1%	13,242	85.8%	2,192	14.2%	71,866	80.5%	17,358	19.5%

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

Tenure by Household Size

Table D-11 shows the distribution of households by size and tenure in Washington County in 2014. This data is useful in that it sheds insight into the number of units by unit type that may be most needed in Washington County.

- Household size for renters tends to be smaller than for owners. This trend is a result of the typical market segments for rental housing, including households that are younger and are less likely to be married with children as well as older adults and seniors who choose to downsize from their single-family homes. In 2014, the average Washington County renter household consisted of 2.32 persons compared to the average owner household of 2.76 persons.
- An estimated 66% of renter households in Washington County in 2014 have either one or two people. The one-person households would primarily seek one-bedroom units and two-person households that are couple would primarily seek one-bedroom units. Two-person households that consist of a parent and child or roommate would primarily seek two-bedroom units. Larger households would seek units with multiple bedrooms.

Household Type

Table D-12 shows a breakdown of the type of households present in Washington County in 2010 and 2014. The data is useful in assessing housing demand since the household composition often dictates the type of housing needed and preferred.

- Family households were the most common type of household in the county, representing over 74% of all households in 2010.
- Married couples without children comprised 33.1% of all households in 2010 and 33.6% in 2014. Married couple families with children comprised 28.5% of all the Washington County households in 2010, estimate to have dropped to 26.2% in 2014.
- Married couple families without children are generally made up of younger couples that have not had children and older couples with adult children that have moved out of the home. There is also a growing national trend toward married couples choosing delay child-birth, delaying children, or choosing not to have children entirely as birthrates have noticeably decreased. Older couples with adult children often desire multifamily housing options for convenience reasons but older couples in rural areas typically hold onto their single-family homes until they need services. Married couple families with children typically generate demand for single-family detached ownership housing. Other family households, defined as a male or female householder with no spouse present (typically single-parent households), often require affordable housing.

DEMOGRAPHIC ANALYSIS

**TABLE D-11
HOUSEHOLD SIZE BY TENURE
WASHINGTON COUNTY
2014**

Size	NORTHEAST				STILLWATER				SOUTHEAST				FOREST LAKE			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1PP Household	331	12.5%	23	9.5%	1,705	20.3%	1,563	47.4%	674	16.7%	102	29.6%	804	15.3%	701	39.8%
2PP Household	1,450	54.8%	86	35.5%	3,352	39.9%	968	29.4%	1,554	38.4%	79	22.9%	2,024	38.6%	478	27.1%
3PP Household	358	13.5%	67	27.7%	1,235	14.7%	342	10.4%	694	17.2%	53	15.4%	927	17.7%	241	13.7%
4PP Household	343	13.0%	33	13.6%	1,443	17.2%	304	9.2%	645	16.0%	83	24.1%	843	16.1%	202	11.5%
5PP Household	129	4.9%	19	7.9%	463	5.5%	97	2.9%	316	7.8%	18	5.2%	349	6.7%	111	6.3%
6PP Household	1	0.0%	0	0.0%	111	1.3%	24	0.7%	115	2.8%	3	0.9%	185	3.5%	28	1.6%
7PP+ Household	32	1.2%	14	5.8%	85	1.0%	0	0.0%	45	1.1%	7	2.0%	106	2.0%	0	0.0%
Total	2,644	100%	242	100%	8,394	100%	3,298	100%	4,043	100%	345	100%	5,238	100%	1,761	100%

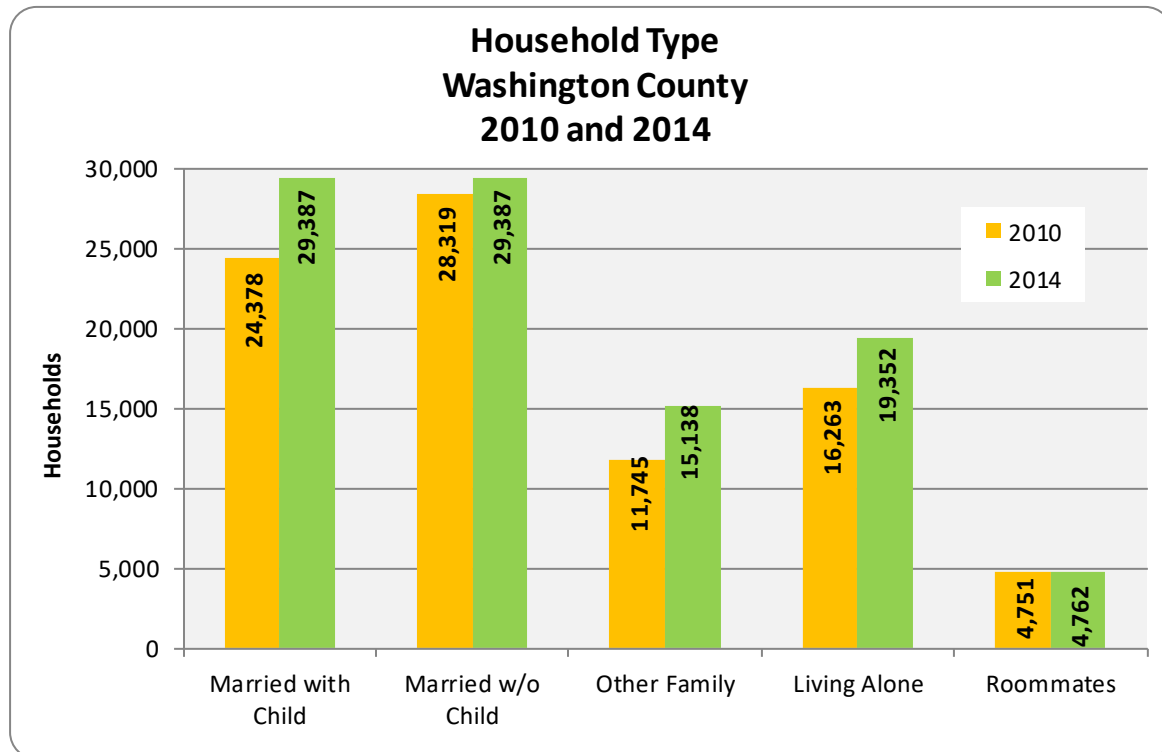
Units in Structure	HUGO				MAHTOMEDI				OAKDALE				LAKE ELMO			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1PP Household	834	18.5%	156	28.6%	824	16.6%	424	52.2%	2,033	24.1%	1,010	37.3%	342	13.0%	83	38.1%
2PP Household	1,548	34.4%	241	44.1%	1,920	38.7%	186	22.9%	3,088	36.6%	718	26.5%	1,037	39.3%	96	44.0%
3PP Household	678	15.0%	62	11.4%	809	16.3%	63	7.8%	1,389	16.5%	512	18.9%	345	13.1%	0	0.0%
4PP Household	997	22.1%	0	0.0%	903	18.2%	105	12.9%	1,154	13.7%	234	8.6%	576	21.8%	10	4.6%
5PP Household	315	7.0%	80	14.7%	380	7.7%	23	2.8%	437	5.2%	117	4.3%	262	9.9%	29	13.3%
6PP Household	110	2.4%	7	1.3%	80	1.6%	11	1.4%	195	2.3%	119	4.4%	41	1.6%	0	0.0%
7PP+ Household	23	0.5%	0	0.0%	51	1.0%	0	0.0%	147	1.7%	0	0.0%	36	1.4%	0	0.0%
Total	4,505	100%	546	100%	4,967	100%	812	100%	8,443	100%	2,710	100%	2,639	100%	218	100%

Units in Structure	WOODBURY				COTTAGE GROVE				TOTAL			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1PP Household	3,390	18.4%	1,466	28.0%	2,220	16.8%	667	30.4%	13,157	18.1%	6,195	35.7%
2PP Household	6,110	33.2%	1,917	36.6%	4,439	33.5%	539	24.6%	26,522	36.6%	5,308	30.6%
3PP Household	3,142	17.1%	815	15.6%	2,367	17.9%	439	20.0%	11,944	16.5%	2,594	14.9%
4PP Household	3,754	20.4%	684	13.1%	2,480	18.7%	219	10.0%	13,138	18.1%	1,874	10.8%
5PP Household	1,435	7.8%	191	3.6%	1,044	7.9%	247	11.3%	5,130	7.1%	932	5.4%
6PP Household	405	2.2%	45	0.9%	517	3.9%	70	3.2%	1,760	2.4%	307	1.8%
7PP+ Household	189	1.0%	116	2.2%	175	1.3%	11	0.5%	889	1.2%	148	0.9%
Total	18,425	100%	5,234	100%	13,242	100%	2,192	100%	72,540	100%	17,358	100%

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

DEMOGRAPHIC ANALYSIS

- Non-family households made up 24.5% of all households in 2010, increasing to 26.0% in 2014. The percentage of people living alone increased from 19.0% in 2010 to 20.8% in 2014. Roommates and unmarried couples comprised 5.6% of Washington County households in 2010, compared to 5.1% in 2014.
- Between 2010 and 2014, Other family households experienced the largest increase as a percentage of 28.9%. Other families include single-parents and unmarried couples with children. With only one income, these families are most likely to need affordable or modest housing, both rental and for-sale.
- According to the 2016 National Association of Realtors (NAR) Home Buyer and Seller Generational Trends, approximately 67% of all homebuyers were married couples, 24% were single, 7% were unmarried couples, and 2% were other.



DEMOGRAPHIC ANALYSIS

**TABLE D-12
HOUSEHOLD TYPE
WASHINGTON COUNTY
2010 & 2014**

Number of Households	Total HH's		Family Households						Non-Family Households			
	2010	2014	Married w/o Child		Married w/ Child		Other *		Living Alone		Roommates	
			2010	2014	2010	2014	2010	2014	2010	2014	2010	2014
Northeast	2,884	2,886	1,322	1,593	676	579	239	218	523	354	124	142
Stillwater	11,270	11,692	3,600	3,822	2,542	2,454	1,492	1,629	3,064	3,268	572	519
Southeast	4,384	4,388	1,885	1,865	1,248	1,299	392	320	653	776	206	128
East Total	18,538	18,966	6,807	7,280	4,466	4,332	2,123	2,167	4,240	4,398	902	789
Forest Lake	7,014	6,999	2,219	2,228	1,721	1,619	1,104	1,299	1,535	1,505	435	348
Hugo	4,990	5,051	1,548	1,474	1,485	1,477	671	765	978	990	308	345
Mahtomedi	5,574	5,779	2,141	2,261	1,530	1,516	608	598	1,109	1,248	186	156
Oakdale	11,213	14,320	3,077	3,168	2,279	2,088	1,953	5,256	3,197	3,043	707	765
Lake Elmo	2,779	2,857	1,118	1,235	846	913	288	207	413	425	114	77
Woodbury	22,594	23,659	6,470	6,822	7,504	7,839	2,714	2,705	4,614	4,856	1,292	1,437
Cottage Grove	15,157	15,434	4,939	4,919	4,547	4,642	2,284	2,141	2,580	2,887	807	845
West Total	66,918	74,099	21,512	22,107	19,912	20,094	9,622	12,971	12,023	14,954	3,849	3,973
Washington Total	85,456	93,065	28,319	29,387	24,378	24,426	11,745	15,138	16,263	19,352	4,751	4,762
Percent of Total												
Northeast	100%	100%	45.8%	55.2%	23.4%	20.1%	8.3%	7.6%	18.1%	12.3%	4.3%	4.9%
Stillwater	100%	100%	31.9%	32.7%	22.6%	21.0%	13.2%	13.9%	27.2%	28.0%	5.1%	4.4%
Southeast	100%	100%	43.0%	42.5%	28.5%	29.6%	8.9%	7.3%	14.9%	17.7%	4.7%	2.9%
East Total	100%	100%	36.7%	38.4%	24.1%	22.8%	11.5%	11.4%	22.9%	23.2%	4.9%	4.2%
Forest Lake	100%	100%	31.6%	31.8%	24.5%	23.1%	15.7%	18.6%	21.9%	21.5%	6.2%	5.0%
Hugo	100%	100%	31.0%	29.2%	29.8%	29.2%	13.4%	15.1%	19.6%	19.6%	6.2%	6.8%
Mahtomedi	100%	100%	38.4%	39.1%	27.4%	26.2%	10.9%	10.3%	19.9%	21.6%	3.3%	2.7%
Oakdale	100%	100%	27.4%	22.1%	20.3%	14.6%	17.4%	36.7%	28.5%	21.3%	6.3%	5.3%
Lake Elmo	100%	100%	40.2%	43.2%	30.4%	32.0%	10.4%	7.2%	14.9%	14.9%	4.1%	2.7%
Woodbury	100%	100%	28.6%	28.8%	33.2%	33.1%	12.0%	11.4%	20.4%	20.5%	5.7%	6.1%
Cottage Grove	100%	100%	32.6%	31.9%	30.0%	30.1%	15.1%	13.9%	17.0%	18.7%	5.3%	5.5%
West Total	100%	100%	32.1%	29.8%	29.8%	27.1%	14.4%	17.5%	18.0%	20.2%	5.8%	5.4%
Washington Total	100%	100%	33.1%	31.6%	28.5%	26.2%	13.7%	16.3%	19.0%	20.8%	5.6%	5.1%

* Single-parent families, unmarried couples with children.

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

Public School Enrollment Trends

School enrollment trends identify the number of children that are enrolled in the public school system and also indicates the level of families with school age children residing in the county. School enrollment in the public school districts that encompass Washington County has decreased since 2010. In some areas, the growth of children that would have occurred as a result of young families moving into the county has been offset by children of existing older baby boomer households graduating from high school and leaving home. Table D-13 provides public school enrollment trends from 2010 to 2016.

- The largest enrollment increase was in the South Washington County (833) District, which includes most of Woodbury and Cottage Grove. Between 2010 and 2016, the District grew by 727 students.
- The only other districts that had increases in enrollment were White Bear Lake (624) District which added 167 students, the Mahtomedi (832) District, which added 89 students, and the Chisago Lake (2144) District which added only eight students between 2010 and 2016. All of the remaining districts had decreases in enrollment.
- There are also two collaborative school districts located in Washington County. East Metro Integration District 6067 is a collaborative district between St. Paul and nine suburban school neighbors formed to foster voluntary, inter-district integration. Northeast Metro 916 is a collaborative district consisting of eleven east metro K-12 member districts and five charter schools.

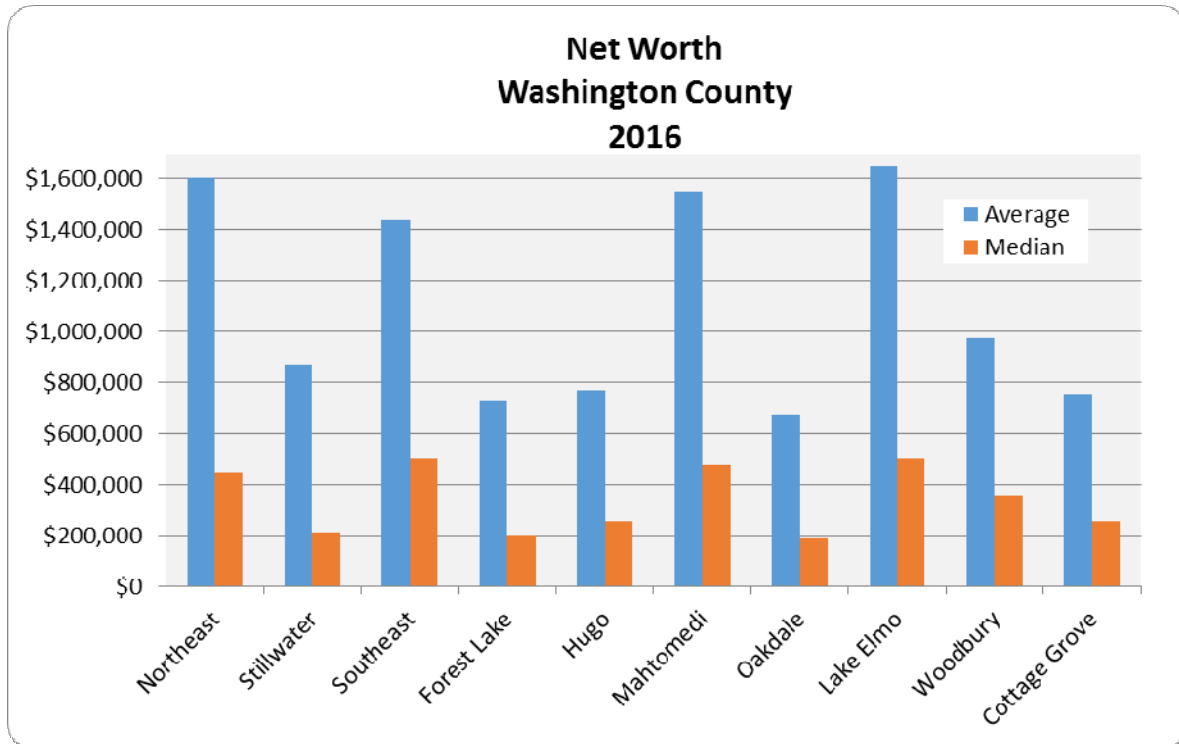
School District & (number)	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	Change 10-16	
Chisago Lakes (2144)	3,372	3,344	3,384	3,351	3,361	3,380	8	0.2%
Forest Lake (831)	6,751	6,693	6,767	6,696	6,716	6,595	(156)	-2.2%
Hastings (200)	4,681	4,658	4,659	4,554	4,548	4,518	(163)	-3.2%
Mahtomedi (832)	3,226	3,241	3,305	3,321	3,317	3,315	89	2.9%
North St. Paul, Maplewood, Oakdale (622)	10,978	10,885	10,715	10,600	10,603	10,535	(443)	-3.8%
South Washington County (833)	17,150	17,477	17,643	17,737	17,808	17,877	727	4.4%
Stillwater (834)	8,697	8,556	8,258	8,233	8,229	8,176	(521)	-5.8%
White Bear Lake (624)	8,146	8,061	8,147	8,179	8,220	8,313	167	2.0%
Total	63,001	62,915	62,878	62,671	62,802	62,709	(292)	-0.5%
¹ Included in these counts are students who were enrolled over October 1 of the school year. Grade Pre-kindergarten through grade 12 are included in the counts.								
² Listed are all school districts that serve Washington County, including those which are only partly within the county.								
Sources: Minnesota Department of Education; Maxfield Research & Consulting, LLC								

Net Worth

Table D-14 shows household net worth in Washington County in 2016. Simply stated, net worth is the difference between assets and liabilities, or the total value of assets after the debt is subtracted. The data was compiled and estimated by ESRI based on the Survey of Consumer Finances and Federal Reserve Board data.

According to data released by the National Association of Realtors in 2014, the average American homeowner has a net worth, about 36 times greater than that of a renter. Research is based on the 2010 to 2013 Federal Reserve survey that showed the average net worth of a homeowner was \$195,400, whereas the average net worth of a renter was \$5,400.

- Washington County has an estimated average net worth of \$955,440 in 2016 and a median net worth of \$287,627. Median net worth is generally a more accurate depiction of wealth than the average figure. A few households with very large net worth can significantly skew the average. As a comparison, the Metro Area had an average net worth of \$743,598 and median net worth of \$164,978.
- Similar to household income, net worth increases as households age and decreases after they pass their peak earning years and move into retirement. Median and average net worth peak in the 55 to 64 age cohort, posting an average of \$1,372,509 and a median net worth of over \$250,001.
- In the county, the Lake Elmo and Southeast submarkets had the highest median net worth at \$500,001. Conversely, the Forest Lake submarket had the lowest median net worth at \$204,324.
- Households often delay purchasing homes and instead choose to rent until they acquire sufficient net worth to cover the costs of a down payment and closing costs associated with home ownership. Although lending is still somewhat tight (Lending has loosened up some), interest rates are historically low and are allowing many families who might delay to enter the home owner market.



Demographic Summary

Table D-15 provides a demographic summary that compares Washington County to the remaining counties in the Metro Area.

- Washington County had the third smallest estimated population size at 244,103 people in 2014. Scott County (135,139 people) and Carver County (94,212 people) were behind Washington County.
- Washington County had the third highest estimated median household income at \$85,126 in 2016, just behind Carver County (\$86,391) and Scott County (\$86,510). However, Washington County had the highest net median net worth at \$287,627.
- Washington County had the fourth highest ownership rate at 80.7%, behind Anoka County (80.9%), Carver County (81.2%), and Scott County (83.9%).
- Washington County had the highest percentage of Married without Children households, comprising 31.9% of all households in 2014.

DEMOGRAPHIC ANALYSIS

TABLE D-14
ESTIMATED NET WORTH BY AGE OF HOUSEHOLDER
WASHINGTON COUNTY
2016

	Age of Householder															
	Total		15-24		25-34		35-44		45-54		55-64		65-74		75+	
	Average	Median	Average	Median	Average	Median	Average	Median	Average	Median	Average	Median	Average	Median	Average	Median
Northeast	\$1,605,068	\$446,989	\$32,689	\$15,000	\$221,351	\$107,402	\$962,901	\$214,662	\$1,428,452	\$250,001	\$1,875,656	\$250,001	\$2,327,530	\$250,001	\$1,266,285	\$250,001
Stillwater	\$871,370	\$210,768	\$66,713	\$13,869	\$198,405	\$47,445	\$752,513	\$14,675	\$918,840	\$250,001	\$1,237,568	\$250,001	\$1,325,211	\$250,001	\$464,027	\$148,566
Southeast	\$1,438,303	\$500,001	\$134,855	\$41,695	\$314,114	\$151,050	\$1,165,667	\$250,001	\$1,299,213	\$250,001	\$1,743,912	\$250,001	\$1,971,482	\$250,001	\$1,075,578	\$250,001
East Total	\$1,115,884	\$304,771	\$71,689	\$14,784	\$221,360	\$66,452	\$866,828	\$183,413	\$1,098,147	\$250,001	\$1,498,398	\$250,001	\$1,660,610	\$250,001	\$661,593	\$214,218
Forest Lake	\$730,887	\$204,324	\$34,335	\$12,175	\$152,798	\$56,418	\$524,013	\$153,191	\$764,387	\$250,001	\$1,079,402	\$250,001	\$1,330,198	\$250,001	\$679,670	\$250,001
Hugo	\$767,517	\$254,658	\$102,484	\$56,326	\$225,886	\$111,156	\$585,256	\$197,564	\$799,273	\$250,001	\$1,251,493	\$250,001	\$1,399,764	\$250,001	\$779,108	\$250,001
Mahtomedi	\$1,551,264	\$474,546	\$200,259	\$36,445	\$326,269	\$87,808	\$1,288,046	\$250,001	\$1,571,278	\$250,001	\$1,940,685	\$250,001	\$2,145,949	\$250,001	\$890,025	\$250,001
Oakdale	\$670,762	\$186,925	\$38,793	\$12,717	\$149,361	\$56,661	\$443,167	\$122,928	\$775,835	\$250,001	\$1,080,672	\$250,001	\$1,141,523	\$250,001	\$460,165	\$193,719
Lake Elmo	\$1,651,014	\$500,001	\$1,450,896	\$26,414	\$363,980	\$123,140	\$1,374,692	\$250,001	\$1,530,398	\$250,001	\$1,530,398	\$250,001	\$2,014,778	\$250,001	\$2,296,329	\$250,001
Woodbury	\$976,149	\$353,070	\$134,582	\$30,348	\$260,394	\$102,180	\$905,614	\$250,001	\$1,096,412	\$250,001	\$1,363,068	\$250,001	\$1,605,063	\$250,001	\$780,396	\$250,001
Cottage Grove	\$753,606	\$257,345	\$71,405	\$27,810	\$193,704	\$100,765	\$52,822	\$193,657	\$867,687	\$250,001	\$1,124,850	\$250,001	\$1,299,319	\$250,001	\$623,788	\$250,001
West Total	\$912,895	\$283,676	\$87,215	\$20,778	\$215,740	\$87,908	\$728,655	\$209,381	\$1,012,646	\$250,001	\$1,331,724	\$250,001	\$1,509,062	\$250,001	\$716,533	\$250,001
Washington Total	\$955,440	\$287,627	\$85,056	\$19,660	\$216,536	\$84,577	\$750,711	\$205,461	\$1,030,652	\$250,001	\$1,372,509	\$250,001	\$1,549,403	\$250,001	\$700,977	\$250,001

Sources: ESRI; Maxfield Research & Consulting, LLC

DEMOGRAPHIC ANALYSIS

**TABLE D-15
DEMOGRAPHIC SUMMARY
WASHINGTON COUNTY COMPARED TO OTHER METRO AREA COUNTIES
2014**

Demographic Summary	Anoka		Carver		Dakota		Hennepin		Ramsey		Scott		Washington	
	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.
Total Population and Households														
Population	336,316	100%	94,212	100%	405,521	100%	1,184,091	100%	521,265	100%	135,139	100%	244,103	100%
Households	123,446	100%	33,813	100%	155,220	100%	484,868	100%	206,156	100%	46,214	100%	89,898	100%
Age Distribution														
Under 18	84,366	25.1%	27,167	28.8%	103,613	25.6%	265,695	22.4%	121,414	23.3%	39,762	29.4%	63,004	25.8%
18 to 24	27,322	8.1%	6,749	7.2%	31,865	7.9%	110,187	9.3%	59,318	11.4%	9,416	7.0%	18,461	7.6%
25 to 34	44,535	13.2%	10,904	11.6%	54,904	13.5%	198,894	16.8%	82,819	15.9%	17,794	13.2%	29,586	12.1%
35 to 44	46,703	13.9%	13,965	14.8%	55,647	13.7%	156,008	13.2%	61,398	11.8%	21,927	16.2%	33,058	13.5%
45 to 54	55,423	16.5%	16,273	17.3%	64,899	16.0%	168,053	14.2%	68,420	13.1%	21,483	15.9%	40,045	16.4%
55 to 64	36,766	10.9%	9,295	9.9%	43,649	10.8%	127,046	10.7%	55,094	10.6%	1,374	1.0%	27,108	11.1%
65 to 74	22,258	6.6%	4,896	5.2%	26,009	6.4%	75,367	6.4%	33,908	6.5%	6,993	5.2%	16,795	6.9%
75+	14,076	4.2%	3,763	4.0%	18,934	4.7%	65,505	5.5%	30,983	5.9%	4,641	3.4%	11,775	4.8%
Household Income*														
Average Household Income	\$84,116		\$107,431		\$92,577		\$91,395		\$74,375		\$102,555		\$101,567	
Median Household Income	\$70,464		\$86,391		\$74,995		\$65,033		\$55,460		\$86,510		\$85,126	
Average Weekly Wage														
Average Weekly Wage (2015)	\$962		\$1,004		\$989		\$1,274		\$1,150		\$896		\$846	
Net Worth*														
Average Net Worth	\$720,474		\$911,891		\$808,033		\$734,628		\$587,665		\$826,540		\$955,440	
Median Net Worth	\$213,245		\$286,839		\$219,951		\$130,507		\$83,326		\$280,355		\$287,627	
Household Tenure														
Own	99,878	80.9%	27,463	81.2%	116,845	75.3%	306,288	63.2%	122,256	59.3%	38,775	83.9%	72,540	80.7%
Rent	23,568	19.1%	6,350	18.8%	38,375	24.7%	178,580	36.8%	83,900	40.7%	7,439	16.1%	17,358	19.3%
Household Type														
Married With Children	32,323	26.2%	11,809	34.9%	39,199	25.3%	93,337	19.2%	37,287	18.1%	16,240	35.1%	25,137	28.0%
Married Without Children	37,527	30.4%	10,234	30.3%	45,991	29.6%	118,007	24.3%	48,186	23.4%	13,637	29.5%	28,676	31.9%
Other	18,500	15.0%	3,535	10.5%	23,020	14.8%	69,294	14.3%	34,541	16.8%	5,502	11.9%	11,971	13.3%
Living Alone	28,014	22.7%	6,793	20.1%	37,716	24.3%	159,148	32.8%	69,210	33.6%	8,597	18.6%	19,352	21.5%
Roommates	7,082	5.7%	1,442	4.3%	9,294	6.0%	45,082	9.3%	16,932	8.2%	2,238	4.8%	4,762	5.3%

* Data From ESRI 2016

Source: U.S. Census Bureau (American Community Survey 2010-2014); ESRI Inc.; MN DEED; Maxfield Research & Consulting, LLC

Employment Trends

Employment characteristics are an important component in assessing housing needs in any given market area. These trends are important to consider since job growth can generally fuel household and population growth as people generally desire to live near where they work. Long commute times and the redevelopment of core cities have encouraged households to move closer to major employment centers.

Employment Growth and Projections

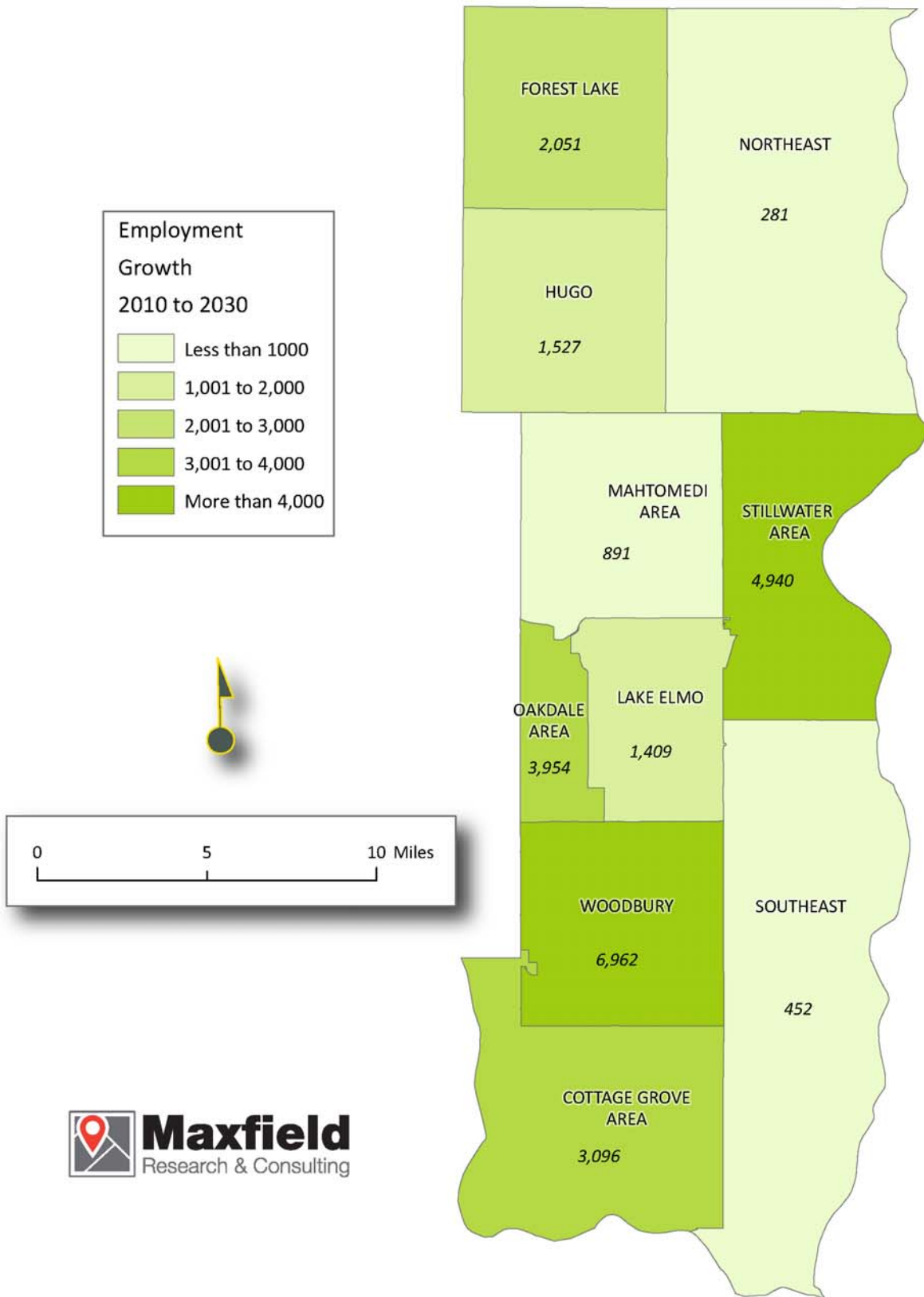
Table E-1 shows employment growth trends and projections from 1990 to 2030 based on the most recent information available from the Minnesota Department of Employment and Economic Development (DEED). Data for 2010, 2020, and 2030 is provided by the Metropolitan Council while data for 2016 is from Minnesota Department of Employment and Economic Development (DEED) and represents 1st quarter 2016.

- Washington County is estimated to experience a 23.6% employment growth (16,983 jobs) between 2010 and 2020. In comparison, the Metro Area is estimated to increase by 16.0% (247,208 jobs).
- Employment projections from 2020 to 2030 show that Washington County is projected to grow by 8,580 jobs (9.7%). The Twin Cities Metro Area is projected to grow by 121,970 (6.8%). The projected higher increase for Washington County reflects relatively strong employment growth projected for the larger cities such as Woodbury, Oakdale, Cottage Grove, Stillwater and Oak Park Heights. The proportional increase however, most likely reflects the lower numerical number for overall employment growth identified for the county, which results in a higher proportional increase. In addition, the completion of the new River Crossing between Wisconsin and Minnesota.
- All of the submarkets in Washington County are estimated to experience job growth during the decade, with Woodbury (4,662 jobs, or 24.0%), Stillwater area (3,160 jobs, or 17.5%), and the Oakdale area (2,654 jobs, or 30.6%) leading the county.
- Data from the Quarterly Census of Employment and Wages indicates that Washington County gained 5,958 jobs (7.8%) between 2010 and the first quarter of 2016. The majority of the county's job growth over this period occurred in Woodbury which added 2,394 jobs (12.3%). Oakdale also experienced significant growth, adding 1,849 jobs (21.3%).

EMPLOYMENT TRENDS

TABLE EMP-1 EMPLOYMENT GROWTH TRENDS AND PROJECTIONS WASHINGTON COUNTY 2010-2030												
	Employment								Change			
	Actual		Estimate		Forecast				2010-2020		2020-2030	
	2010		2016 Q1		2020		2030					
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
Northeast	709	1.0%	755	1.0%	880	1.0%	990	1.0%	171	24.1%	110	12.5%
Stillwater	18,010	25.0%	17,488	22.5%	21,170	23.8%	22,950	23.8%	3,160	17.5%	1,780	8.4%
Southeast	1,808	2.5%	2,269	2.9%	2,140	2.4%	2,260	2.4%	332	18.4%	120	5.6%
East Total	20,527	28.6%	20,512	26.3%	24,190	27.2%	26,200	27.2%	3,663	17.8%	2,010	8.3%
Forest Lake	6,449	9.0%	6,885	8.8%	7,800	8.8%	8,500	8.8%	1,351	20.9%	700	9.0%
Hugo	1,973	2.7%	2,574	3.3%	3,000	3.4%	3,500	3.4%	1,027	52.1%	500	16.7%
Mahtomedi	3,279	4.6%	2,921	3.8%	3,840	4.3%	4,170	4.3%	561	17.1%	330	8.6%
Oakdale	8,676	12.1%	10,525	13.5%	11,330	12.7%	12,630	12.7%	2,654	30.6%	1,300	11.5%
Lake Elmo	1,941	2.7%	2,510	3.2%	2,900	3.3%	3,350	3.3%	959	49.4%	450	15.5%
Woodbury	19,438	27.0%	21,832	28.0%	24,100	27.1%	26,400	27.1%	4,662	24.0%	2,300	9.5%
Cottage Grove	9,614	13.4%	10,096	13.0%	11,720	13.2%	12,710	13.2%	2,106	21.9%	990	8.4%
West Total	51,370	71.4%	57,343	73.7%	64,690	72.8%	71,260	72.8%	13,320	25.9%	6,570	10.2%
Washington Total	71,897	100.0%	77,855	100.0%	88,880	100.0%	97,460	100.0%	16,983	23.6%	8,580	9.7%
Twin Cities Metro Area	1,543,872		1,664,094		1,791,080		1,913,050		247,208	16.0%	121,970	6.8%
Note: Twin Cities Metro represents the 7-County planning region												
Sources: MN Dept of Employment and Economic Development; Metropolitan Council; Maxfield Research & Consulting, LLC												

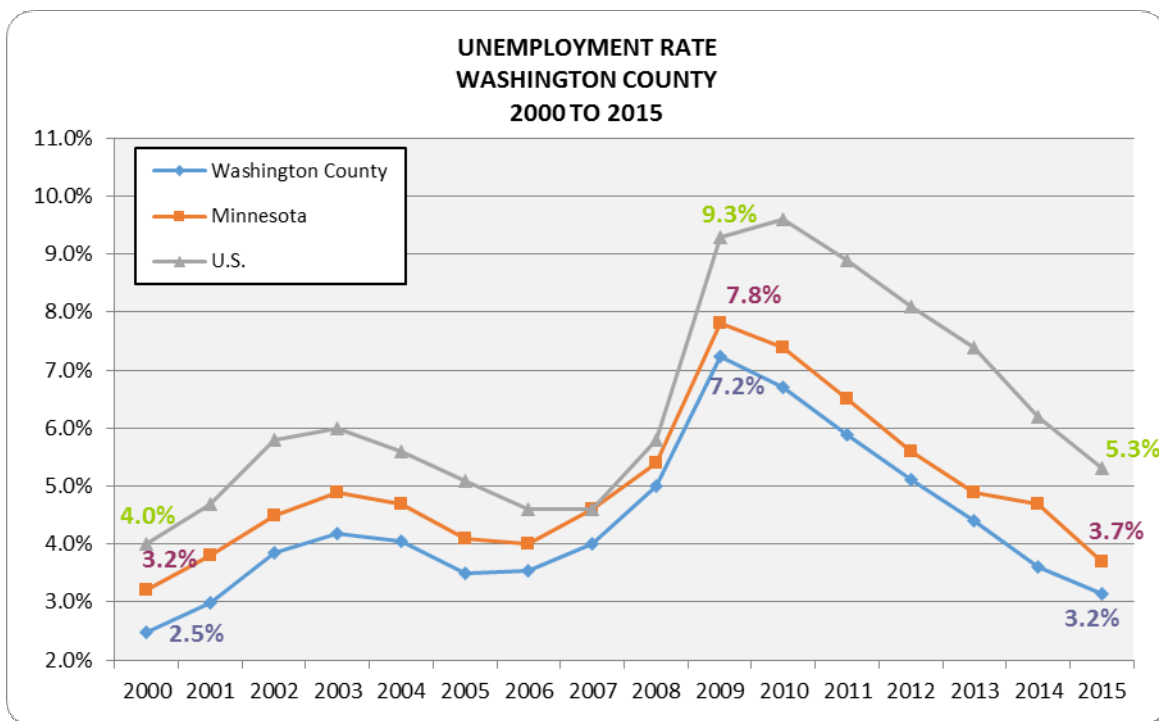
Employment Growth 2010 to 2030



Resident Labor Force

Table E-2 presents resident employment data for Washington County from 2000 through September 2016. Resident employment data is calculated as an annual average *and reveals the work force and number of employed people living in the county*. It is important to note that not all of these individuals necessarily work in the county. The data is from the Minnesota Department of Employment and Economic Development.

- Resident employment in Washington County increased by 8,029 people between 2000 and 2010 (7.0%). The number of individuals in the labor market also increased, but at a higher rate than resident employment. This resulted in an increase in unemployment from 2.5% (2000) to 6.7% (2010).
- Washington County’s unemployment rate has been lower than the State of Minnesota in every year.
- Since 2011, the unemployment rate in Washington County gradually decreased to 3.2% at the end of 2015. In addition, unemployment rate of less than 5.0% suggest that some industries may be experiencing job shortages for some types of positions. As of September 2016, the unemployment rate is slightly higher than at the end of 2015 at 3.4%, but still below the State and nation at 3.9% and 5.0%, respectively. The low unemployment rates indicate that the economy is continuing to recover.



EMPLOYMENT TRENDS

Year	Total Labor Force	Total Employed	Total Unemployed	Unemployment Rate	Minnesota Unemployment Rate	U.S. Unemployment Rate
2000	118,092	115,159	2,933	2.5%	3.2%	4.0%
2001	119,974	116,379	3,595	3.0%	3.8%	4.7%
2002	120,946	116,297	4,649	3.8%	4.5%	5.8%
2003	122,962	117,815	5,147	4.2%	4.9%	6.0%
2004	123,805	118,788	5,017	4.1%	4.7%	5.6%
2005	125,591	121,213	4,378	3.5%	4.1%	5.1%
2006	127,484	122,962	4,522	3.5%	4.0%	4.6%
2007	127,837	122,731	5,106	4.0%	4.6%	4.6%
2008	129,322	122,858	6,464	5.0%	5.4%	5.8%
2009	128,886	119,550	9,336	7.2%	7.8%	9.3%
2010	132,046	123,188	8,858	6.7%	7.4%	9.6%
2011	133,063	125,221	7,842	5.9%	6.5%	8.9%
2012	134,228	127,359	6,869	5.1%	5.6%	8.1%
2013	135,478	129,519	5,959	4.4%	4.9%	7.4%
2014	136,504	121,547	14,957	3.6%	4.7%	6.2%
2015	137,668	133,330	4,338	3.2%	3.7%	5.3%
2016*	139,376	134,645	4,731	3.4%	3.9%	5.0%
Change 2000-10	13,954	8,029	5,925	4.2%	4.2%	5.6%
Change 2011-15	4,605	8,109	-3,504	-2.7%	-2.8%	-3.6%
*through September 2016						
Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC						

Covered Employment by Industry

The following tables display information on employment and average wages in each of the submarkets in Washington County along with a summary for the entire county and the Metro Area. Covered employment data is calculated as an annual average and *reveals the number of jobs in the submarket*, which are covered by unemployment insurance. Most farm jobs, self-employed people, and some other types of jobs are not covered by unemployment insurance and are not included in the table. The data is from the Minnesota Department of Employment and Economic Development.

Washington County

- There were 79,112 jobs in Washington County as of 2015 which, based on the 2015 annual count of employed residents, represented a jobs to employed resident ratio of 0.59 compared to 1.05 in the Metro Area. This ratio indicates that there were more employed residents than jobs in the county, suggesting that many residents commuted outside the area for employment. The ratio of 1.05 for the Metro Area means that there were more jobs

EMPLOYMENT TRENDS

than employed residents, indicating that employers brought in workers from outside the Metro Area.

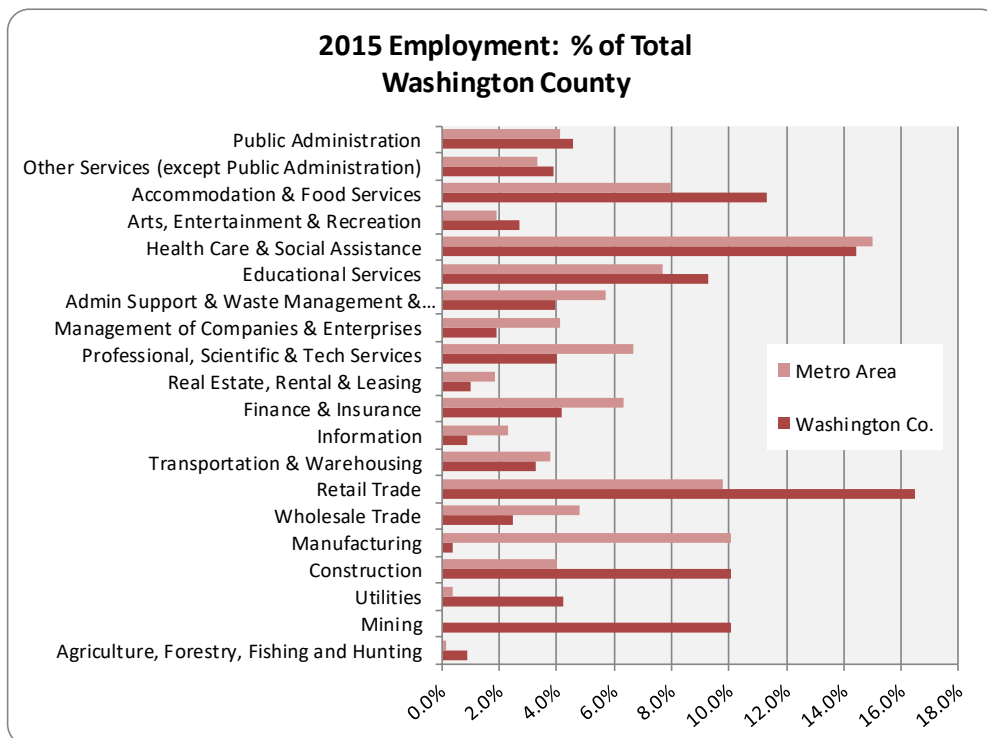
- As illustrated in the chart below, the county's employment proportions were higher than the Metro Area in 10 out of 19 sectors.

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
WASHINGTON COUNTY										
Total, All Industries	5,281	76,684	\$810	5,231	79,112	\$846	2,428	3.2%	\$36	4.4%
Agriculture, Forestry, Fishing and Hunting	45	687	\$619	44	712	\$674	25	3.6%	\$55	8.9%
Mining	7	80	\$1,381	7	69	\$1,416	-11	-13.8%	\$35	2.5%
Utilities	534	3,133	\$2,123	516	3,338	\$2,169	205	6.5%	\$46	2.2%
Construction	205	7,562	\$1,189	203	7,990	\$1,121	428	5.7%	-\$68	-5.7%
Manufacturing	6	285	\$1,189	7	298	\$1,229	13	4.6%	\$40	3.4%
Wholesale Trade	208	1,863	\$1,331	203	1,957	\$1,397	94	5.0%	\$66	5.0%
Retail Trade	689	12,504	\$463	684	13,051	\$484	547	4.4%	\$21	4.5%
Transportation & Warehousing	143	2,568	\$763	138	2,584	\$813	16	0.6%	\$50	6.6%
Information	65	685	\$715	60	699	\$735	14	2.0%	\$20	2.8%
Finance & Insurance	332	3,519	\$1,354	337	3,306	\$1,459	-213	-6.1%	\$105	7.8%
Real Estate, Rental & Leasing	268	776	\$697	258	790	\$716	14	1.8%	\$19	2.7%
Professional, Scientific & Tech Services	632	2,956	\$1,222	643	3,177	\$1,257	221	7.5%	\$35	2.9%
Management of Companies & Enterprises	42	1,412	\$1,776	43	1,503	\$2,058	91	6.4%	\$282	15.9%
Admin Support & Waste Management & Remediation Services	283	3,061	\$834	268	3,135	\$876	74	2.4%	\$42	5.0%
Educational Services	135	7,322	\$815	139	7,330	\$823	8	0.0%	\$8	0.0%
Health Care & Social Assistance	543	10,943	\$890	546	11,408	\$928	465	4.2%	\$38	4.3%
Arts, Entertainment & Recreation	131	2,109	\$303	123	2,121	\$311	12	0.6%	\$8	2.6%
Accommodation & Food Services	382	8,583	\$299	383	8,949	\$314	366	4.3%	\$15	5.0%
Other Services (except Public Administration)	578	3,094	\$529	578	3,074	\$496	-20	-0.6%	-\$33	-6.2%
Public Administration	55	3,547	\$947	54	3,617	\$998	70	2.0%	\$51	5.4%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--
METRO AREA										
Total, All Industries	77,971	1,643,371	\$1,119	76,240	1,673,843	\$1,159	30,472	1.9%	\$40	3.6%
Agriculture, Forestry, Fishing and Hunting	258	2,800	\$573	251	2,765	\$621	-35	-1.3%	\$48	8.4%
Mining	46	676	\$1,876	44	667	\$1,885	-9	-1.3%	\$9	0.5%
Utilities	81	5,983	\$1,964	81	6,130	\$1,630	147	2.5%	-\$334	-17.0%
Construction	6,404	61,575	\$1,377	6,165	66,735	\$1,304	5,160	8.4%	-\$73	-5.3%
Manufacturing	4,066	165,291	\$1,964	3,997	168,415	\$1,423	3,124	1.9%	-\$541	-27.5%
Wholesale Trade	5,126	79,723	\$1,595	4,955	80,378	\$1,629	655	0.8%	\$34	2.1%
Retail Trade	8,933	160,265	\$574	8,707	163,501	\$594	3,236	2.0%	\$20	3.5%
Transportation & Warehousing	1,735	62,233	\$1,046	1,688	63,177	\$1,070	944	1.5%	\$24	2.3%
Information	1,382	39,795	\$1,445	1,329	38,731	\$1,507	-1,064	-2.7%	\$62	4.3%
Finance & Insurance	4,597	101,592	\$1,994	4,545	105,580	\$2,074	3,988	3.9%	\$80	4.0%
Real Estate, Rental & Leasing	3,826	31,133	\$1,182	3,715	31,128	\$1,252	-5	0.0%	\$70	5.9%
Professional, Scientific & Tech Services	10,431	109,674	\$1,718	10,136	112,079	\$1,763	2,405	2.2%	\$45	2.6%
Management of Companies & Enterprises	776	69,857	\$2,274	782	69,100	\$2,387	-757	-1.1%	\$113	5.0%
Admin Support & Waste Management & Remediation Services	3,900	94,978	\$675	3,811	95,709	\$715	731	0.8%	\$40	5.9%
Educational Services	2,012	126,788	\$966	2,008	128,613	\$979	1,825	1.4%	\$13	1.3%
Health Care & Social Assistance	7,807	245,201	\$911	7,742	251,560	\$947	6,359	2.6%	\$36	4.0%
Arts, Entertainment & Recreation	1,411	30,656	\$703	1,396	31,705	\$736	1,049	3.4%	\$33	4.7%
Accommodation & Food Services	5,644	131,519	\$358	5,593	133,228	\$382	1,709	1.3%	\$24	6.7%
Other Services (except Public Administration)	8,680	55,462	\$636	8,441	55,919	\$660	457	0.8%	\$24	3.8%
Public Administration	857	68,166	\$1,103	858	68,837	\$1,151	671	1.0%	\$48	4.4%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--
		Lower than Metro			Higher than Metro (percent)					

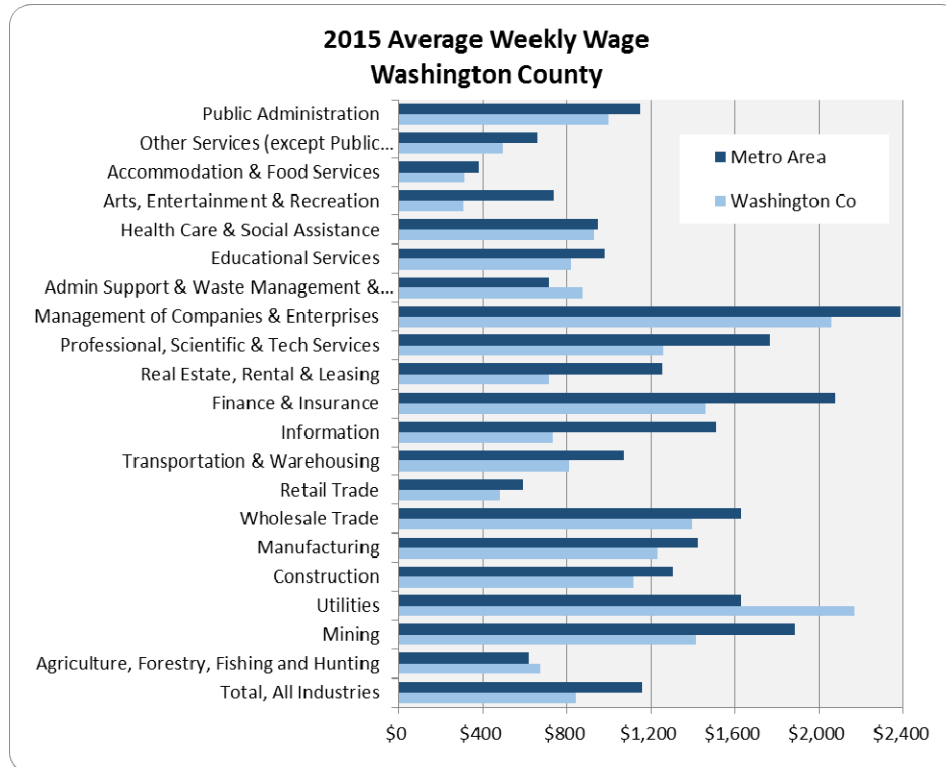
Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

EMPLOYMENT TRENDS

- The Education and Health Care & Social Assistance industries were the largest employment sectors in the county, providing a combined 18,738 jobs in 2016 (24% of the total). The Retail and Construction sectors are also major employers with 13,051 workers (16.5% of the total jobs) and 7,990 workers (10.1% of the total jobs), respectively.
- In the county, the most notable job losses occurred in the Finance and Insurance sector (213 jobs for a 6.1% decline). The most significant increase occurred in the Retail Trade sector (547 jobs for a 4.4% increase).
- From the end of 2014 to the end of 2015, the average weekly wage in Washington County increased 4.4% (\$36) to \$846. By comparison, wages increased 3.6% (\$40) in the Metro Area to \$1,159. Average wages were lower in the county than in the Metro Area in 17 of the 20 industry sectors. Average wages were higher in the county for Agriculture et al., Utilities and Administrative Support/Waste Management et al.
- The table highlights three employment sectors where the proportion of total employment is higher than the Metro Area (shown in the peach color) and three where the proportion of employment is lower than the Metro Area (shown in the rose color). We selected industries that typically might tend to pay higher weekly wage levels. As shown, Washington Co. has higher proportions of jobs in Utilities, Construction and Retail Trade and lower proportions of jobs in the Manufacturing, Information and Professional, Scientific and Technical Services industries.



EMPLOYMENT TRENDS



Northeast

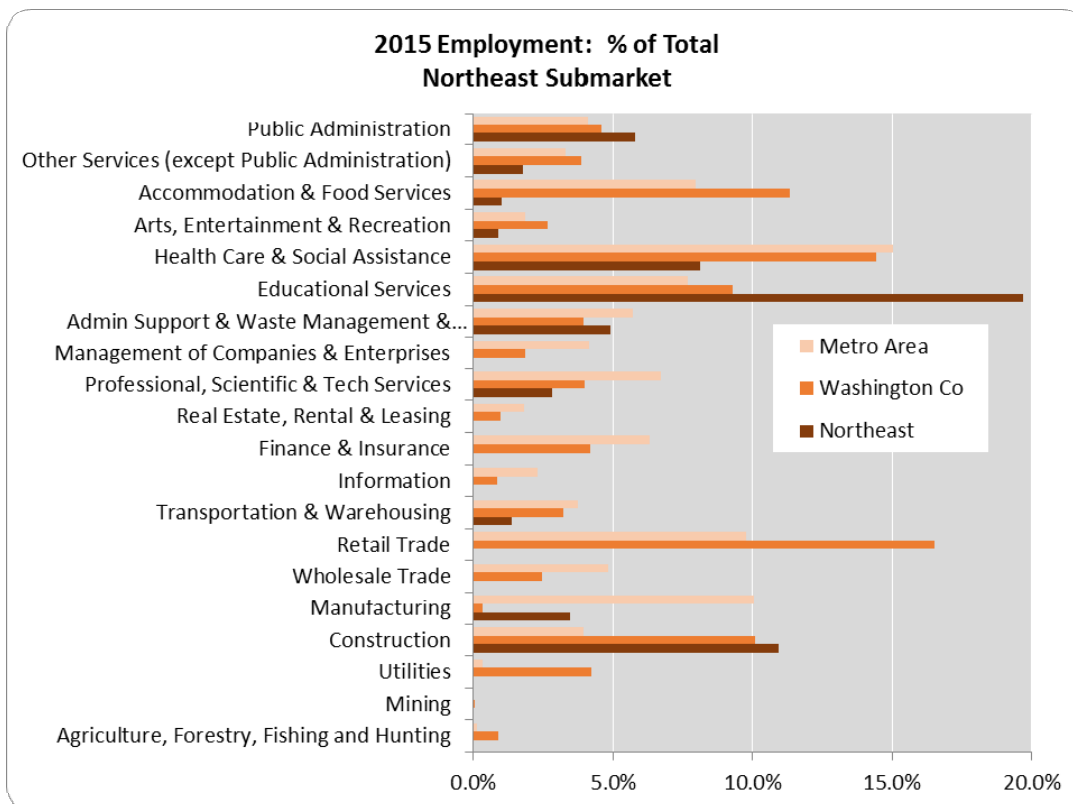
- There were 777 jobs in the Northeast submarket as of 2015 which represented roughly 1.0% of all covered employment in Washington County.
- The Education Services industry was, by far, the largest employment sector in the Northeast submarket, providing 153 jobs in 2015 (20% of the total).
- Between 2014 and 2015, the number of employees in the Northeast submarket increased slightly (4.3%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area gained 1.9% during the same time period. Within the Northeast submarket, there was minimal gain and/or loss in any industry sector.
- From 2014 to 2015, the average weekly wage in the Northeast submarket increased 4.2% (\$27) to \$671. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$671, the average weekly wage for all industries in the Northeast submarket was lower than the county (\$846). Average weekly wages were lower in the Northeast submarket than in the county as a whole for most industry sectors other than Transportation & Warehousing, Professional/Scientific & Tech Services, Information, Health Care & Social Assistance, Educational Services, and Accommodation & Food Services.

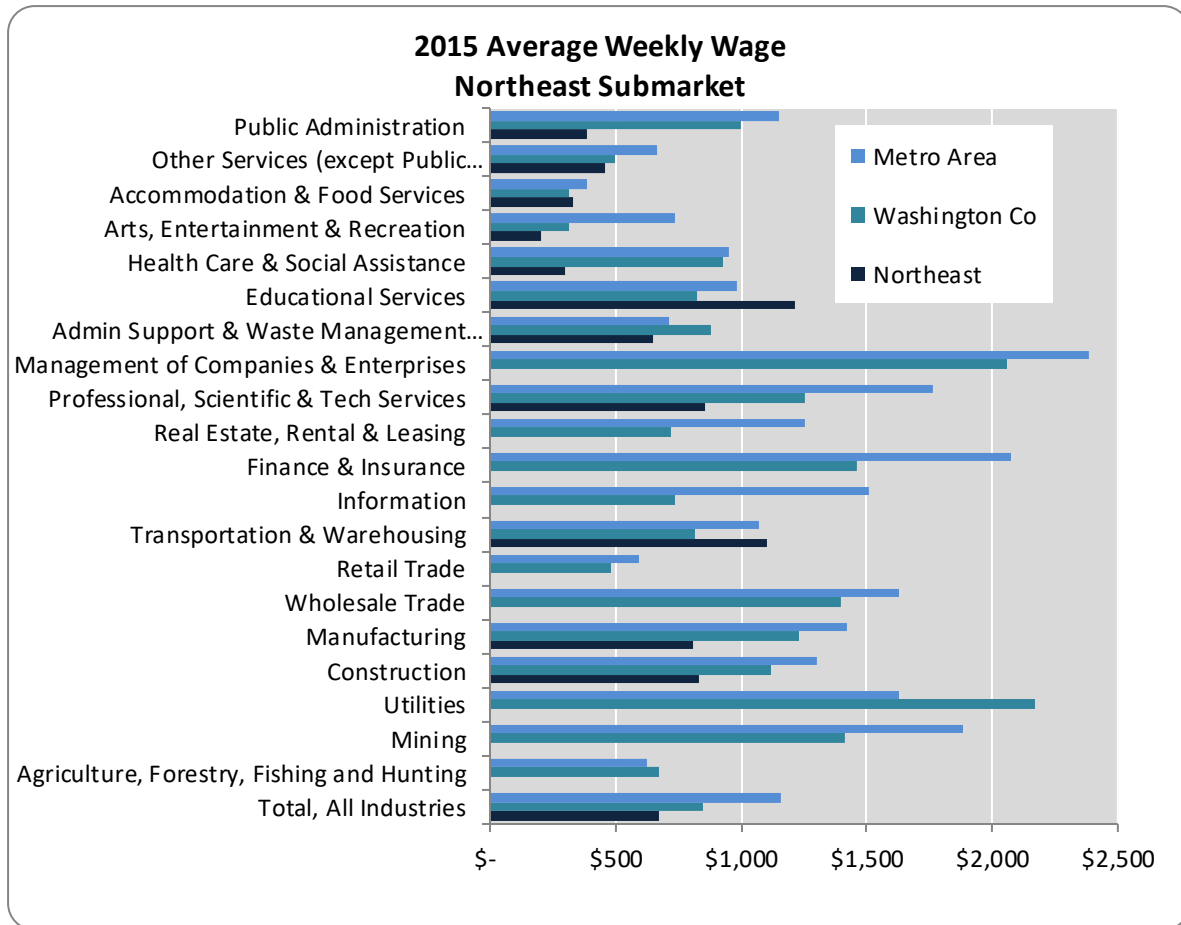
EMPLOYMENT TRENDS

**TABLE EMP-4
QUARTERLY CENSUS OF EMPLOYMENT AND WAGES
NORTHEAST**

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
NORTHEAST										
Total, All Industries	161	745	\$644	155	777	\$671	32	4.3%	\$27	4.2%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	42	80	\$771	35	85	\$829	5	6.3%	\$58	7.5%
Manufacturing	5	29	\$711	4	27	\$807	-2	-6.9%	\$96	13.5%
Wholesale Trade	3	6	\$629	--	--	--	--	--	--	--
Retail Trade	11	57	\$353	--	--	--	--	--	--	--
Transportation & Warehousing	2	10	\$1,068	2	11	\$1,100	1	10.0%	\$32	3.0%
Information	--	--	--	--	--	--	--	--	--	--
Finance & Insurance	--	--	--	--	--	--	--	--	--	--
Real Estate, Rental & Leasing	--	--	--	--	--	--	--	--	--	--
Professional, Scientific & Tech Services	9	24	\$631	7	22	\$857	-2	-8.3%	\$226	35.8%
Management of Companies & Enterprises	--	--	--	--	--	--	--	--	--	--
Admin Support & Waste Management & Remediation	8	41	\$558	9	38	\$644	-3	-7.3%	\$86	15.4%
Educational Services	3	157	\$1,152	3	153	\$1,214	-4	0.0%	\$62	0.0%
Health Care & Social Assistance	8	66	\$281	8	63	\$298	-3	-4.5%	\$17	6.0%
Arts, Entertainment & Recreation	--	--	--	4	7	\$198	--	--	--	--
Accommodation & Food Services	--	--	--	3	8	\$331	--	--	--	--
Other Services (except Public Administration)	16	17	\$620	11	14	\$460	-3	-17.6%	-\$160	-25.8%
Public Administration	3	48	\$352	3	45	\$381	-3	-6.3%	\$29	8.2%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC





Stillwater

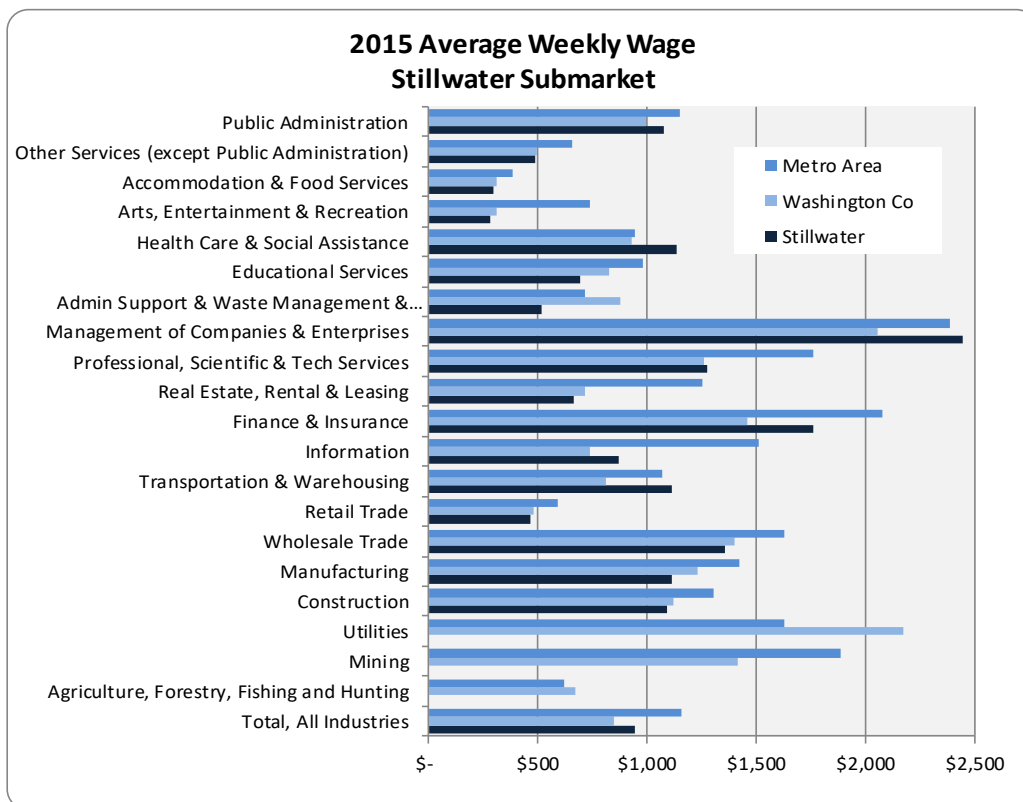
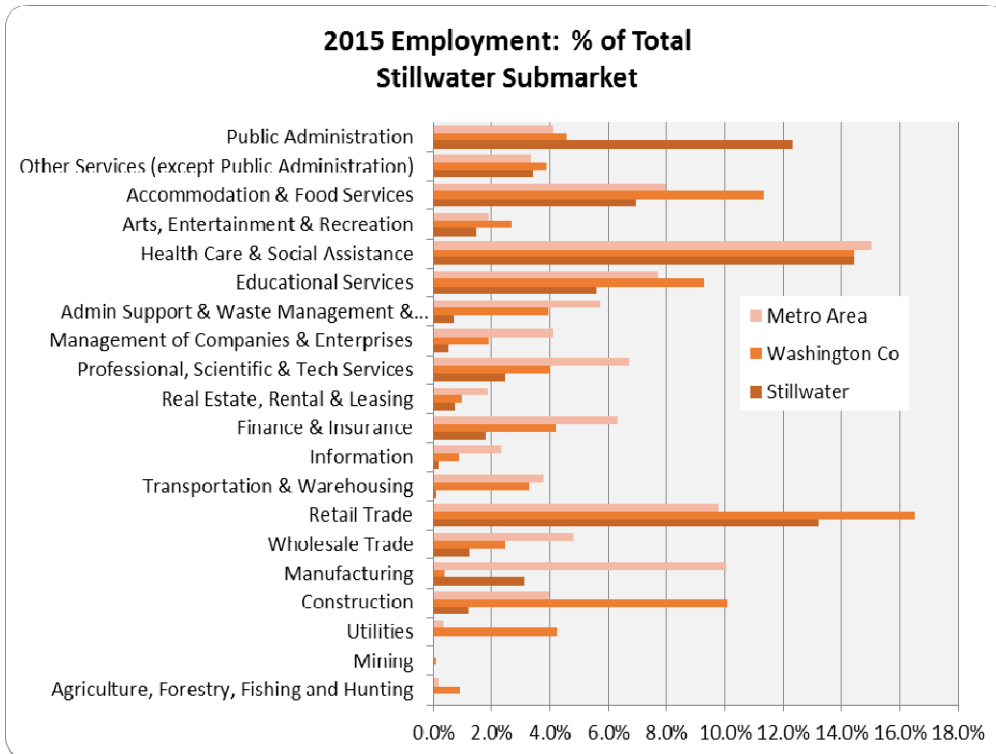
- There were 18,206 jobs in the Stillwater submarket as 2015 which represented roughly 23% of all covered employment in Washington County.

EMPLOYMENT TRENDS

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment		Wage	
	#	%	#	%	#	%	#	%	#	%
STILLWATER										
Total, All Industries	996	17,952	\$893	987	18,206	\$945	254	1.4%	\$52	5.8%
Agriculture, Forestry, Fishing and Hunting	4	20	\$427	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	1	6	\$1,261	--	--	--	--	--	--	--
Construction	11	264	\$1,123	9	218	\$1,094	-46	-17.4%	-\$29	-2.6%
Manufacturing	18	525	\$1,152	21	569	\$1,110	44	8.4%	-\$42	-3.6%
Wholesale Trade	32	221	\$1,333	31	222	\$1,356	1	0.5%	\$23	1.7%
Retail Trade	151	2,385	\$441	150	2,400	\$469	15	0.6%	\$28	6.3%
Transportation & Warehousing	21	170	\$801	4	20	\$1,114	-150	-88.2%	\$313	39.1%
Information	10	41	\$921	8	31	\$869	-10	-24.4%	-\$52	-5.6%
Finance & Insurance	48	372	\$1,555	43	327	\$1,760	-45	-12.1%	\$205	13.2%
Real Estate, Rental & Leasing	50	117	\$709	53	134	\$666	17	14.5%	-\$43	-6.1%
Professional, Scientific & Tech Services	107	423	\$1,227	115	451	\$1,277	28	6.6%	\$50	4.1%
Management of Companies & Enterprises	7	98	\$2,094	6	95	\$2,442	-3	-3.1%	\$348	16.6%
Admin Support & Waste Management & Remediation	31	86	\$437	26	128	\$519	42	48.8%	\$82	18.8%
Educational Services	20	979	\$695	19	1,023	\$694	44	4.5%	-\$1	-0.1%
Health Care & Social Assistance	85	2,563	\$1,113	87	2,624	\$1,136	61	2.4%	\$23	2.1%
Arts, Entertainment & Recreation	19	276	\$285	18	272	\$280	-4	-1.4%	-\$5	-1.8%
Accommodation & Food Services	64	1,253	\$277	60	1,267	\$299	14	1.1%	\$22	7.9%
Other Services (except Public Administration)	104	637	\$469	107	624	\$490	-13	-2.0%	\$21	4.5%
Public Administration	21	2,209	\$1,006	21	2,242	\$1,073	33	1.5%	\$67	6.7%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Health Care & Social Assistance industry is the largest employment sector in the Stillwater submarket, providing 2,624 jobs in 2015 (14% of the total).
- Between 2014 and 2015, the number of employees in the Stillwater submarket increased slightly (1.4%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased their covered employment base by 1.9% during the same time period.
- Within the Stillwater submarket, the most notable job loss occurred in the Transportation and Warehousing sector (-150 jobs for an -88% decline), while the most significant percentage increase occurred in the Administrative Support/Waste Mgmt./Remediation sector with an increase of 49% or 42 jobs.
- From 2014 to 2015, the average weekly wage in the Stillwater submarket increased 5.8% (\$52) to \$749. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$945, the average weekly wage for all industries in the Stillwater submarket was higher than the county (\$846). Average wages were higher in the Stillwater submarket in the Management of Companies & Enterprises, Transportation & Warehousing, Finance and Insurance, Health Care & Social Assistance, Information, Public Administration, Professional, Scientific, & Tech Services than in the county.



EMPLOYMENT TRENDS

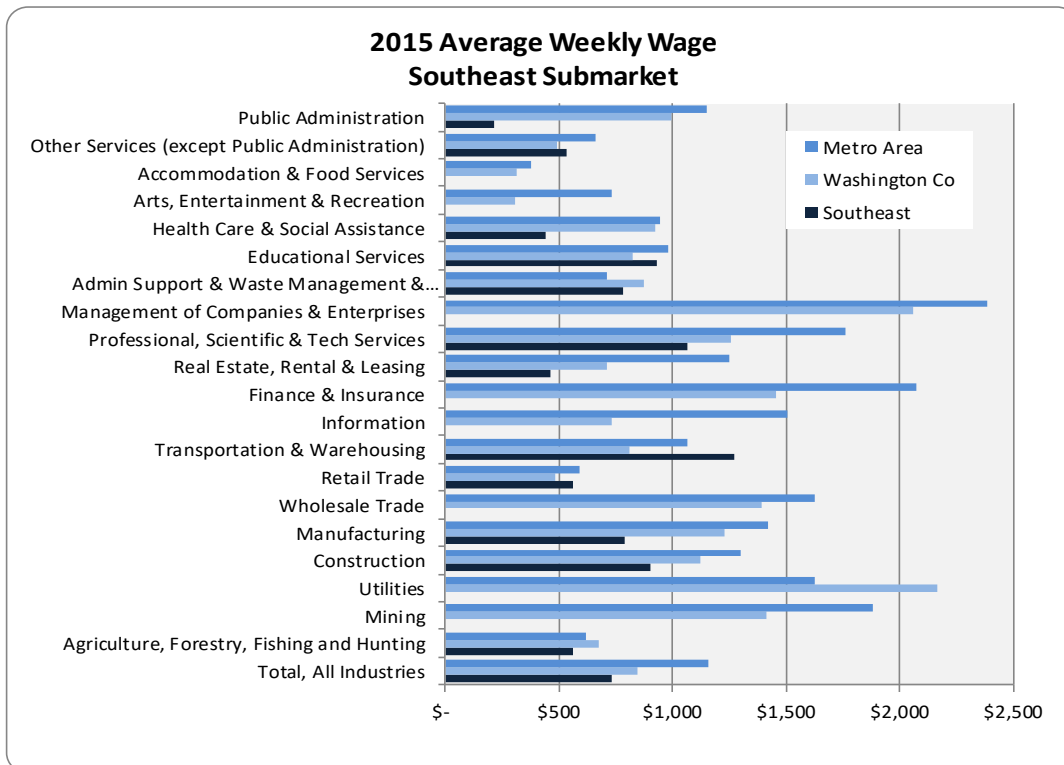
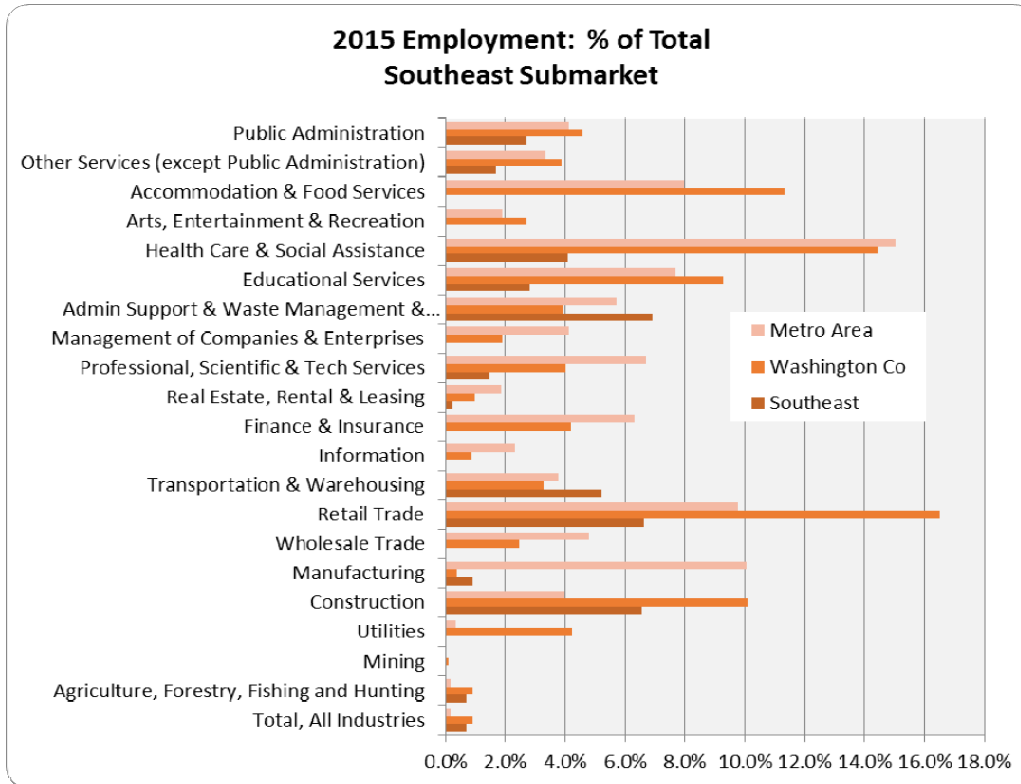
Southeast

- There were 2,151 jobs in the Southeast submarket as 2015 which represented roughly 2.7% of all covered employment in Washington County.

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
SOUTHEAST										
Total, All Industries	243	2,038	\$690	234	2,151	\$735	113	5.5%	\$45	6.5%
Agriculture, Forestry, Fishing and Hunting	4	19	\$555	4	15	\$561	-4	-21.1%	\$6	1.1%
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	20	113	\$975	22	141	\$902	28	24.8%	-\$73	-7.5%
Manufacturing	--	--	--	4	20	\$794	--	--	--	--
Wholesale Trade	5	8	\$1,174	--	--	--	--	--	--	--
Retail Trade	16	144	\$582	17	143	\$561	-1	-0.7%	-\$21	-3.6%
Transportation & Warehousing	9	75	\$1,327	9	112	\$1,274	37	49.3%	-\$53	-4.0%
Information	--	--	--	--	--	--	--	--	--	--
Finance & Insurance	--	--	--	--	--	--	--	--	--	--
Real Estate, Rental & Leasing	4	6	\$332	4	5	\$462	-1	-16.7%	\$130	39.2%
Professional, Scientific & Tech Services	26	61	\$776	21	32	\$1,066	-29	-47.5%	\$290	37.4%
Management of Companies & Enterprises	--	--	--	--	--	--	--	--	--	--
Admin Support & Waste Management & Remediation	16	115	\$736	15	149	\$784	34	29.6%	\$48	6.5%
Educational Services	1	8	\$901	2	61	\$930	53	662.5%	\$29	3.2%
Health Care & Social Assistance	7	56	\$259	9	88	\$445	32	57.1%	\$186	71.8%
Arts, Entertainment & Recreation	--	--	--	--	--	--	--	--	--	--
Accommodation & Food Services	--	--	--	--	--	--	--	--	--	--
Other Services (except Public Administration)	14	191	\$1,479	14	36	\$537	-155	-81.2%	-\$942	-63.7%
Public Administration	6	58	\$212	6	58	\$219	0	0.0%	\$7	3.3%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Admin Support & Waste Management & remediation industry was the largest employment sector in the Southeast submarket, providing 149 jobs in 2015 (7% of the total).
- Between 2014 and 2015, the number of employees in the Southeast submarket increased by 113 employees (5.5%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Southeast submarket, the most notable job losses occurred in the Other Services sector (-155 jobs for a -81% decline), while the most hiring occurred in the Educational Services sector (53 jobs for a 663% increase).
- From 2014 to 2015, the average weekly wage in the Southeast submarket increased 6.5% (\$45) to \$735. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$735, the average weekly wage for all industries in the Southeast submarket was lower than the county (\$846). Average wages were lower in the Southeast submarket than in the county in most industry sectors but higher in the Transportation & Warehousing, Educational Services, Retail Trade, and Other Services sectors.



EMPLOYMENT TRENDS

Forest Lake

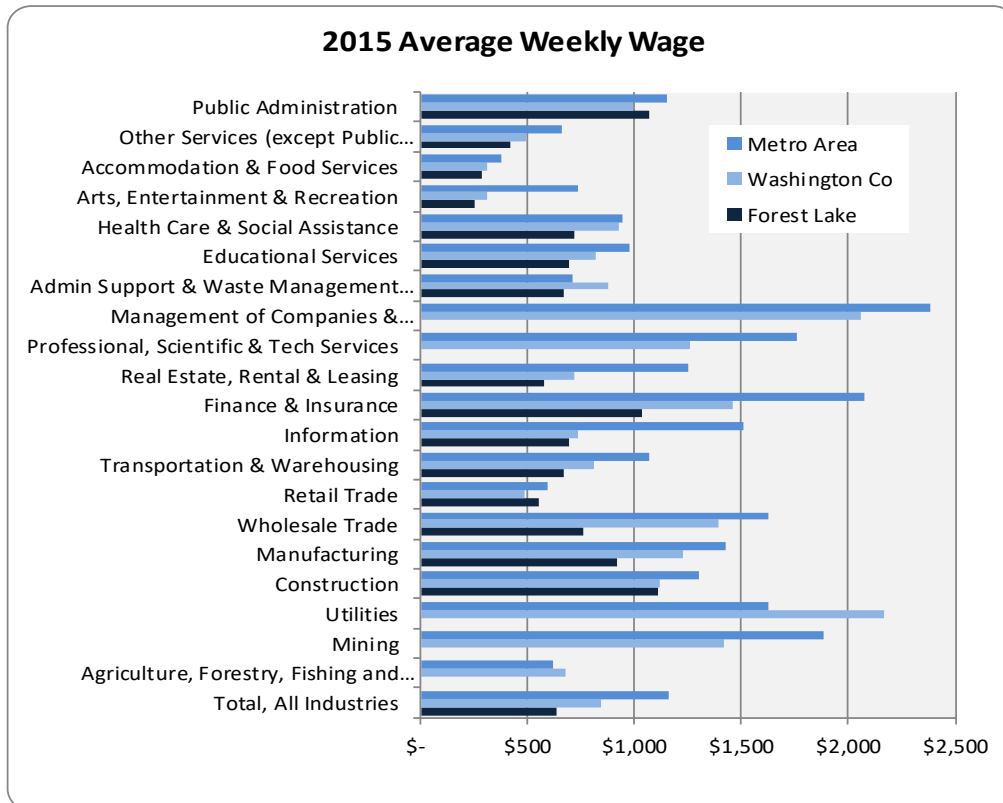
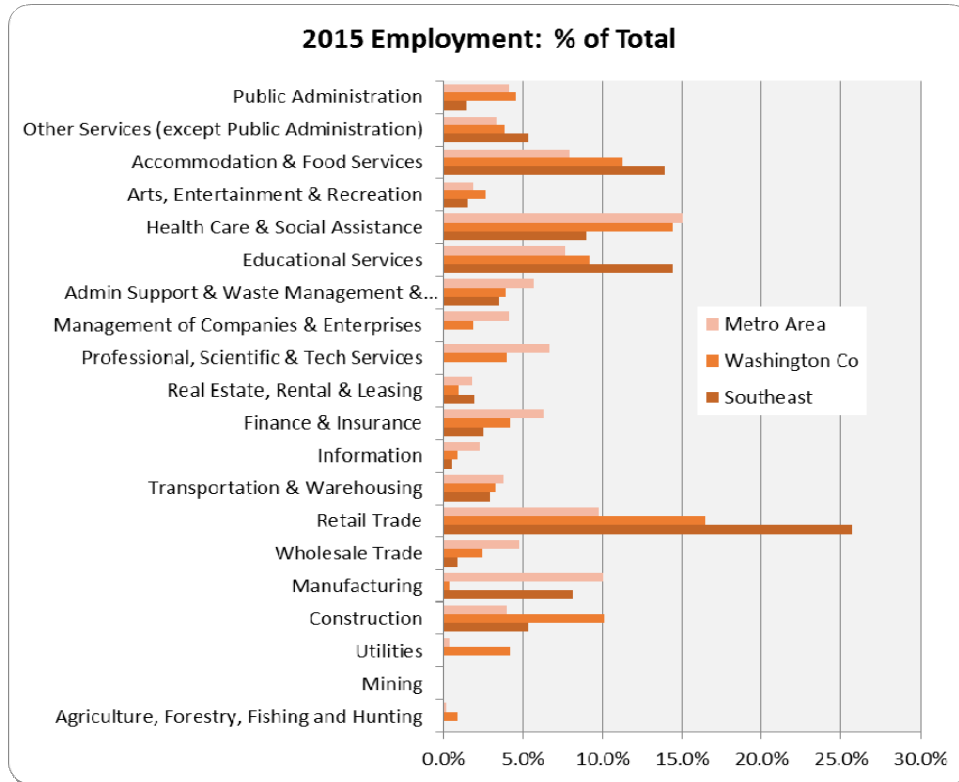
- There were 6,892 jobs in the Forest Lake submarket as 2015 which represented roughly 8.7% of all jobs in Washington County.
- The Retail Trade industry was the largest employment sector in the Forest Lake submarket, providing 1,770 jobs in 2015 (25.7% of the total).
- Between 2014 and 2015, the number of business establishments in the Forest Lake submarket grew by 10 and the number of employees increased by 399 employees (6.1%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
FOREST LAKE										
Total, All Industries	491	6,493	\$604	501	6,892	\$636	399	6.1%	\$32	5.3%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	47	289	\$1,090	50	364	\$1,110	75	26.0%	\$20	1.8%
Manufacturing	33	523	\$897	32	561	\$919	38	7.3%	\$22	2.5%
Wholesale Trade	11	71	\$818	12	65	\$765	-6	-8.5%	-\$53	-6.5%
Retail Trade	90	1,707	\$518	90	1,770	\$551	63	3.7%	\$33	6.4%
Transportation & Warehousing	11	189	\$638	10	203	\$672	14	7.4%	\$34	5.3%
Information	5	46	\$762	4	38	\$691	-8	-17.4%	-\$71	-9.3%
Finance & Insurance	33	186	\$937	35	178	\$1,036	-8	-4.3%	\$99	10.6%
Real Estate, Rental & Leasing	34	139	\$498	34	136	\$582	-3	-2.2%	\$84	16.9%
Professional, Scientific & Tech Services	--	--	--	--	--	--	--	--	--	--
Management of Companies & Enterprises	--	--	--	--	--	--	--	--	--	--
Admin Support & Waste Management & Remediation Services	25	255	\$626	22	246	\$666	-9	-3.5%	\$40	6.4%
Educational Services	14	959	\$664	16	997	\$692	38	4.0%	\$28	4.2%
Health Care & Social Assistance	45	583	\$664	47	618	\$723	35	6.0%	\$59	8.9%
Arts, Entertainment & Recreation	11	94	\$246	12	108	\$254	14	14.9%	\$8	3.3%
Accommodation & Food Services	40	850	\$271	43	958	\$287	108	12.7%	\$16	5.9%
Other Services (except Public Administration)	42	342	\$386	48	370	\$416	28	8.2%	\$30	7.8%
Public Administration	3	96	\$1,026	3	105	\$1,069	9	9.4%	\$43	4.2%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- Within the Forest Lake submarket, there were no notable job losses, while hiring occurred in many sectors with the Accommodation & Food Services sector increasing the largest (108 jobs for a 2.7% increase). Construction had the highest proportional increase of 26%.
- From 2014 to 2015, the average weekly wage in the Forest Lake submarket increased 5.3% (\$32) to \$636. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$636, the average weekly wage for all industries in the Forest Lake submarket was lower than the county (\$846). Average wages were lower in the Forest Lake submarket than in the county in all industry sectors except Public Administration and Retail Trade.

EMPLOYMENT TRENDS



EMPLOYMENT TRENDS

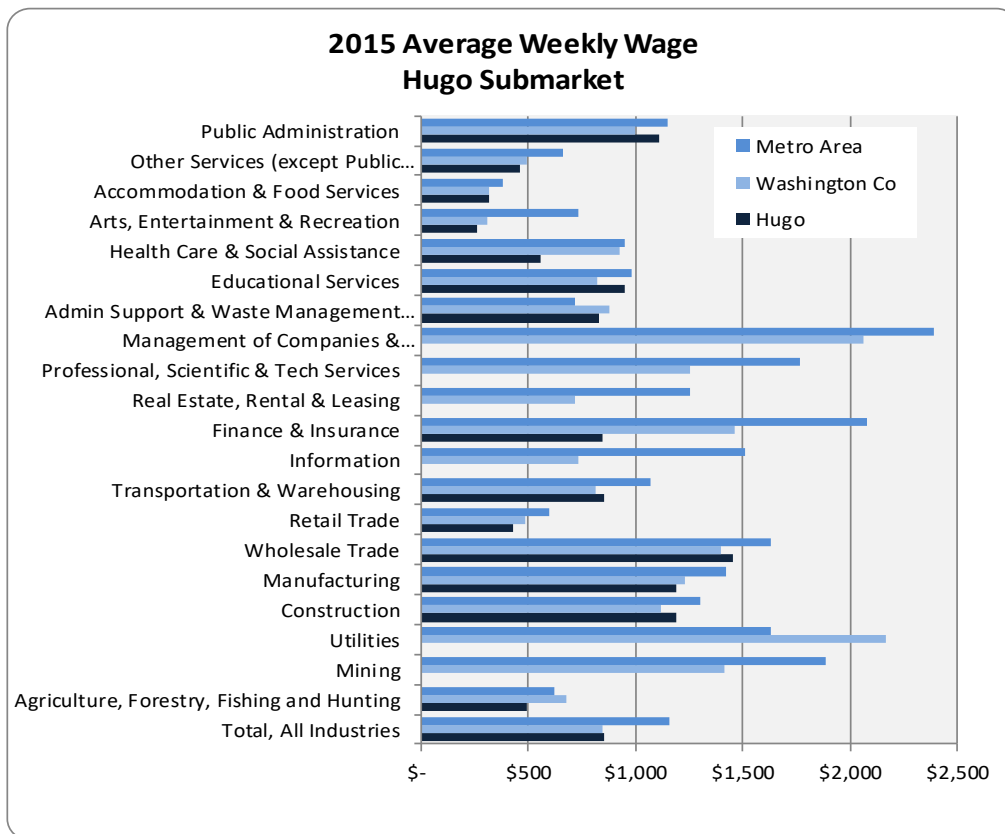
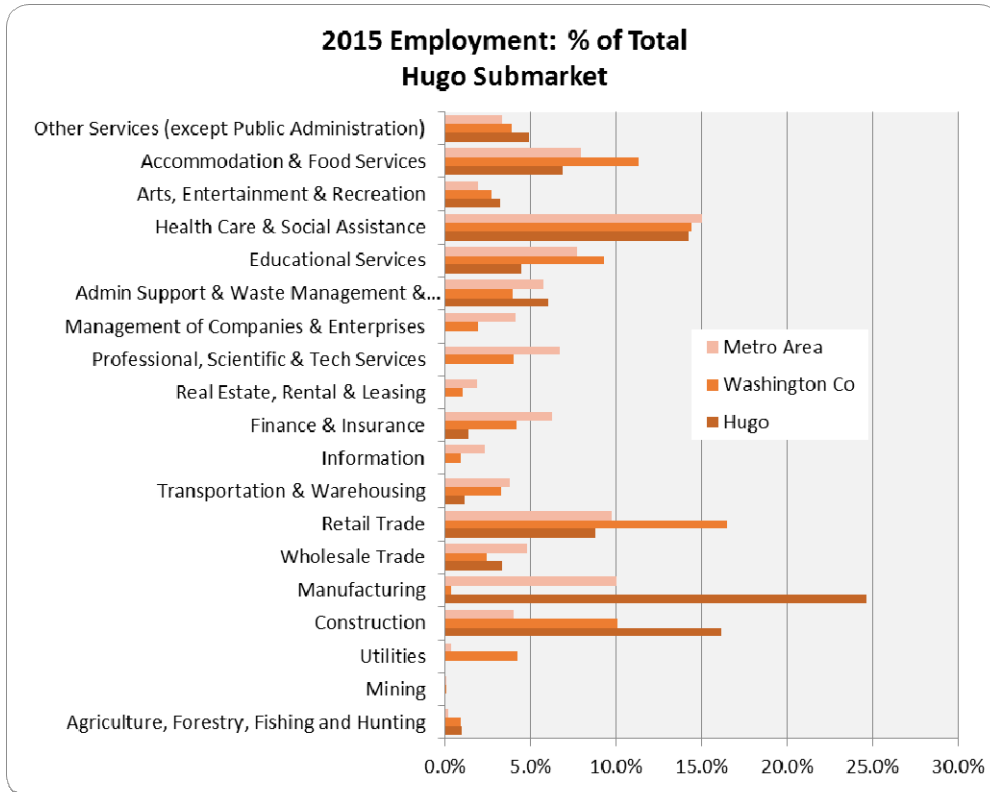
Hugo

- There were 2,737 jobs in the Hugo submarket as 2015 which represented roughly 3.5% of all jobs in Washington County.

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
HUGO										
Total, All Industries	256	2,604	\$814	250	2,737	\$850	133	5.1%	\$36	4.4%
Agriculture, Forestry, Fishing and Hunting	7	29	\$445	7	26	\$496	-3	-10.3%	\$51	11.5%
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	51	429	\$1,115	49	442	\$1,190	13	3.0%	\$75	6.7%
Manufacturing	18	635	\$1,172	19	674	\$1,190	39	6.1%	\$18	1.5%
Wholesale Trade	9	94	\$1,083	8	91	\$1,451	-3	-3.2%	\$368	34.0%
Retail Trade	21	228	\$424	19	240	\$426	12	5.3%	\$2	0.5%
Transportation & Warehousing	6	36	\$718	6	32	\$854	-4	-11.1%	\$136	18.9%
Information	--	--	--	--	--	--	--	--	--	--
Finance & Insurance	12	38	\$807	12	38	\$847	0	0.0%	\$40	5.0%
Real Estate, Rental & Leasing	--	--	--	--	--	--	--	--	--	--
Professional, Scientific & Tech Services	--	--	--	--	--	--	--	--	--	--
Management of Companies & Enterprises	--	--	--	--	--	--	--	--	--	--
Admin Support & Waste Management & Remediation	22	160	\$776	18	165	\$832	5	3.1%	\$56	7.2%
Educational Services	2	117	\$933	2	121	\$949	4	3.4%	\$16	1.7%
Health Care & Social Assistance	30	377	\$496	31	389	\$560	12	3.2%	\$64	12.9%
Arts, Entertainment & Recreation	8	80	\$292	6	89	\$263	9	11.3%	-\$29	-9.9%
Accommodation & Food Services	11	150	\$302	15	188	\$315	38	25.3%	\$13	4.3%
Other Services (except Public Administration)	34	126	\$438	33	135	\$464	9	7.1%	\$26	5.9%
Public Administration	1	26	\$1,128	1	27	\$1,110	1	3.8%	-\$18	-1.6%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Manufacturing industry was the largest employment sector in the Hugo submarket, providing 674 jobs in 2015 (24.6% of the total).
- Between 2014 and 2015, the number of employees increased by 133 employees (5.1%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Hugo submarket, minimal job loss occurred within sectors, while the most hiring occurred in the Manufacturing and Accommodation & Food Services sectors (39 jobs for a 6.1% increase and 38 jobs for a 25.3%, respectively).
- From 2014 to 2015, the average weekly wage in the Hugo submarket increased 4.4% (\$36) to \$850. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$850, the average weekly wage for all industries in the Hugo submarket was slightly higher than the county (\$846). Average wages were higher in the Hugo submarket than in the county in the Educational Services, Public Administration, Construction, Wholesale Trade, and Retail Trade industry sectors.



EMPLOYMENT TRENDS

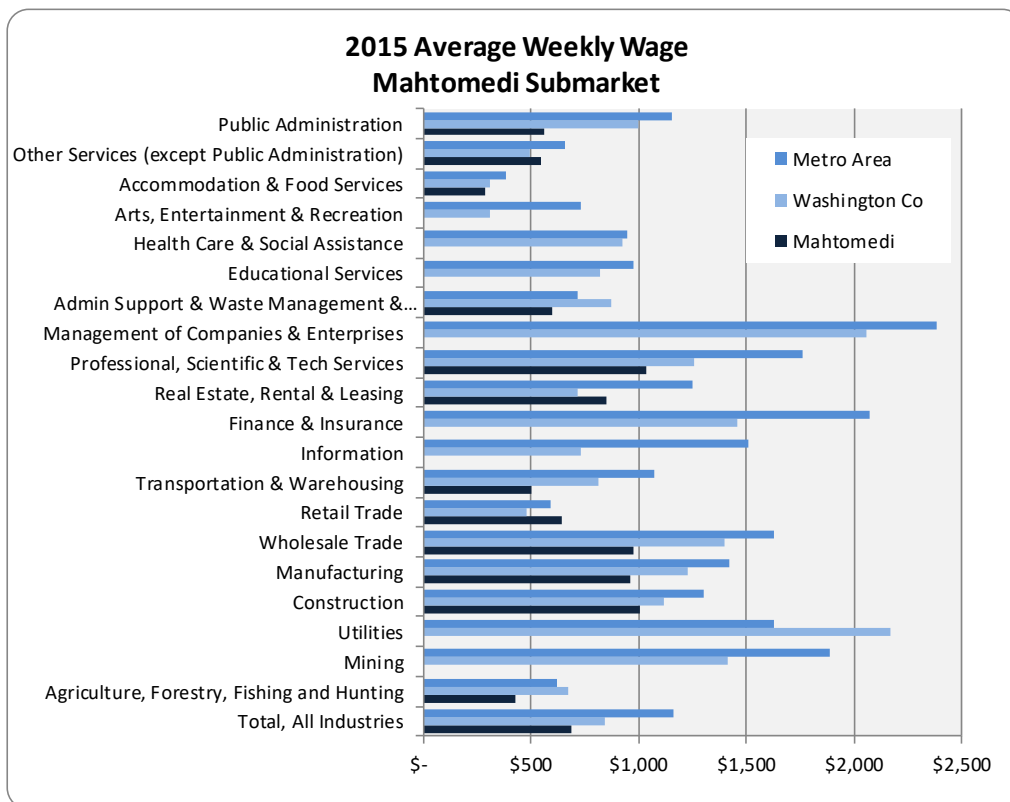
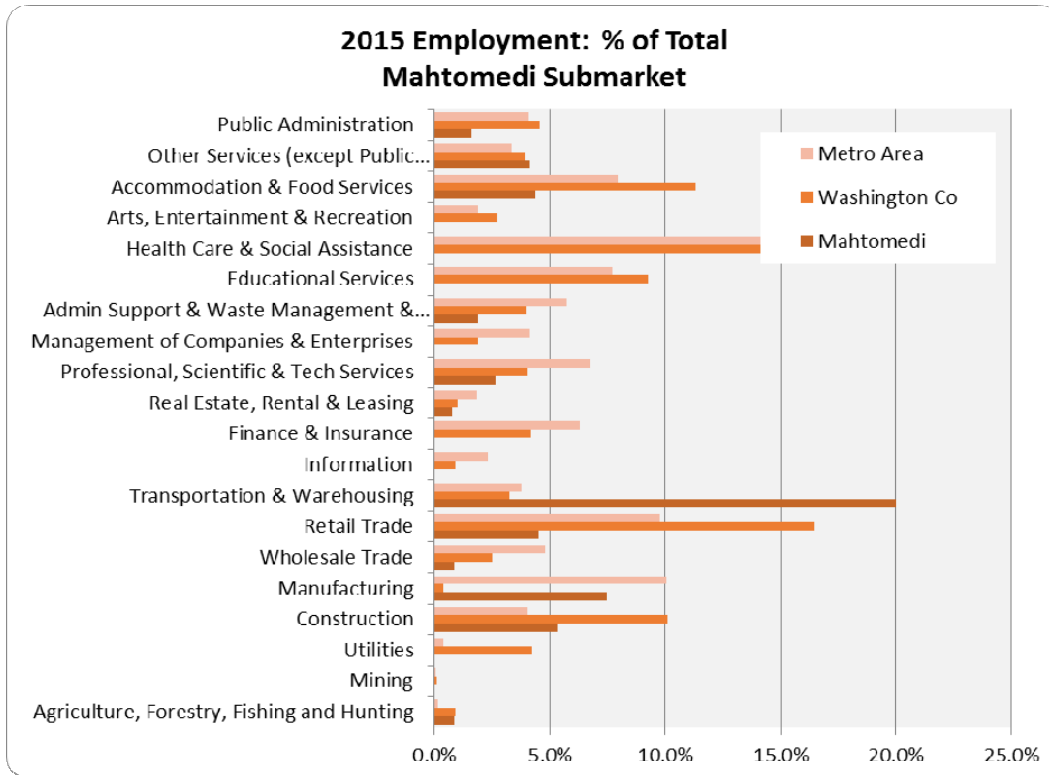
Mahtomedi

- There were 3,207 jobs in the Mahtomedi submarket as 2015 which represented roughly 4.1% of all covered employment in Washington County.

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment		Wage	
							#	%	#	%
MAHTOMEDI										
Total, All Industries	266	3,131	\$647	266	3,207	\$688	76	2.4%	\$41	6.3%
Agriculture, Forestry, Fishing and Hunting	5	31	\$391	5	27	\$427	-4	-12.9%	\$36	9.2%
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	32	170	\$938	29	171	\$1,009	1	0.6%	\$71	7.6%
Manufacturing	11	227	\$930	11	239	\$959	12	5.3%	\$29	3.1%
Wholesale Trade	6	16	\$739	4	27	\$974	11	68.8%	\$235	31.8%
Retail Trade	12	113	\$634	14	144	\$642	31	27.4%	\$8	1.3%
Transportation & Warehousing	6	632	\$498	6	642	\$504	10	1.6%	\$6	1.2%
Information	--	--	--	--	--	--	--	--	--	--
Finance & Insurance	--	--	--	--	--	--	--	--	--	--
Real Estate, Rental & Leasing	8	25	\$790	8	24	\$853	-1	-4.0%	\$63	8.0%
Professional, Scientific & Tech Services	32	81	\$1,031	26	84	\$1,037	3	3.7%	\$6	0.6%
Management of Companies & Enterprises	--	--	--	--	--	--	--	--	--	--
Admin Support & Waste Management & Remediation	11	59	\$543	10	61	\$598	2	3.4%	\$55	10.1%
Educational Services	--	--	--	--	--	--	--	--	--	--
Health Care & Social Assistance	--	--	--	--	--	--	--	--	--	--
Arts, Entertainment & Recreation	--	--	--	--	--	--	--	--	--	--
Accommodation & Food Services	6	110	\$272	6	140	\$285	30	27.3%	\$13	4.8%
Other Services (except Public Administration)	34	111	\$564	38	132	\$545	21	18.9%	-\$19	-3.4%
Public Administration	5	52	\$508	5	51	\$565	-1	-1.9%	\$57	11.2%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Transportation & Warehousing industry was, by far, the largest employment sector in the Mahtomedi submarket, providing 642 jobs in 2015 (20% of the total).
- Between 2014 and 2015, the number of employees increased by 76 employees (2.4%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Mahtomedi submarket, there were no notable job losses, while the most significant hiring occurred in the Retail Trade sector (31 jobs for a 27.4% increase) and Accommodation & Food Services (30 jobs for a 27.3% increase).
- From 2014 to 2015, the average weekly wage in the Mahtomedi submarket increased 6.3% (\$41) to \$688. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$688, the average weekly wage for all industries in the Mahtomedi submarket was higher than the county (\$846). Average wages were lower in the Mahtomedi submarket than in the county except for the Retail Trade, Real Estate/Rental & Leasing, and Other Services industry sectors.



EMPLOYMENT TRENDS

Oakdale

- There were 10,416 jobs in the Oakdale submarket as 2015 which represented 13.2% of all jobs in Washington County.

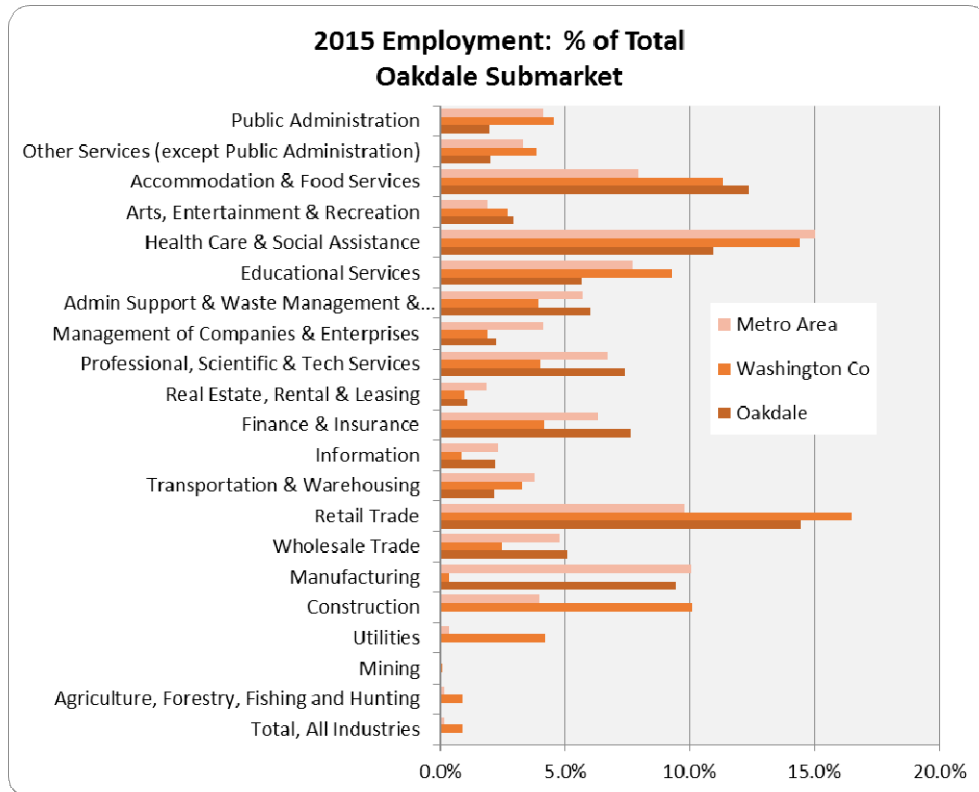
Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
OAKDALE										
Total, All Industries	602	9,893	\$936	592	10,416	\$962	523	5.3%	\$26	2.8%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	--	--	--	--	--	--	--	--	--	--
Manufacturing	37	920	\$1,398	36	986	\$1,408	66	7.2%	\$10	0.7%
Wholesale Trade	47	490	\$1,300	43	535	\$1,335	45	9.2%	\$35	2.7%
Retail Trade	63	1,331	\$492	62	1,503	\$496	172	12.9%	\$4	0.8%
Transportation & Warehousing	15	202	\$982	13	223	\$1,054	21	10.4%	\$72	7.3%
Information	7	196	\$371	8	228	\$400	32	16.3%	\$29	7.8%
Finance & Insurance	57	791	\$1,392	58	796	\$1,384	5	0.6%	-\$8	-0.6%
Real Estate, Rental & Leasing	35	115	\$1,081	33	113	\$1,011	-2	-1.7%	-\$70	-6.5%
Professional, Scientific & Tech Services	59	706	\$1,223	91	770	\$1,267	64	9.1%	\$44	3.6%
Management of Companies & Enterprises	7	263	\$2,918	7	235	\$3,549	-28	-10.6%	\$631	21.6%
Admin Support & Waste Management & Remediation	36	671	\$849	33	628	\$879	-43	-6.4%	\$30	3.5%
Educational Services	12	621	\$868	14	589	\$888	-32	-5.2%	\$20	2.3%
Health Care & Social Assistance	47	1,011	\$691	49	1,138	\$721	127	12.6%	\$30	4.3%
Arts, Entertainment & Recreation	11	294	\$218	10	306	\$224	12	4.1%	\$6	2.8%
Accommodation & Food Services	43	1,230	\$368	43	1,286	\$387	56	4.6%	\$19	5.2%
Other Services (except Public Administration)	48	197	\$989	48	212	\$1,156	15	7.6%	\$167	16.9%
Public Administration	3	204	\$1,239	3	206	\$1,243	2	1.0%	\$4	0.3%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

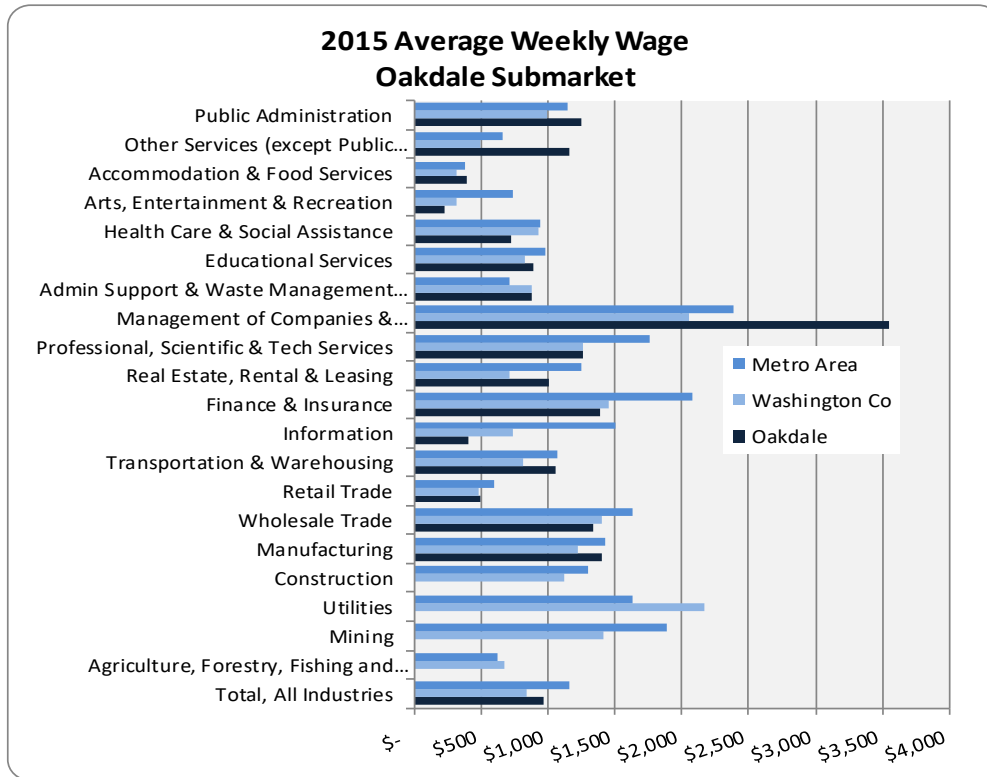
- The Retail Trade industry was the largest employment sector in the Oakdale submarket, providing 1,503 jobs in 2015 (14.4% of the total).
- Between 2014 and 2015, the number of employees increased by 532 employees (5.3%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Oakdale submarket, the most notable job losses occurred in the Admin Support & waste Remediation sector (-43 jobs for a -6.4% decline), while the most significant hiring occurred in the Retail Trade sector (172 jobs for a 12.9% increase).
- From 2014 to 2015, the average weekly wage in the Mahtomedi submarket increased 2.8% (\$26) to \$962. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.

EMPLOYMENT TRENDS

- At \$962, the average weekly wage for all industries in the Oakdale submarket was higher than the county (\$846). Average wages were higher in the county for only five sectors which include the Information, Health Care & Social Services, Arts/Entertainment & Recreation, Finance & Insurance, and Wholesale Trade industry sectors.



EMPLOYMENT TRENDS



Lake Elmo

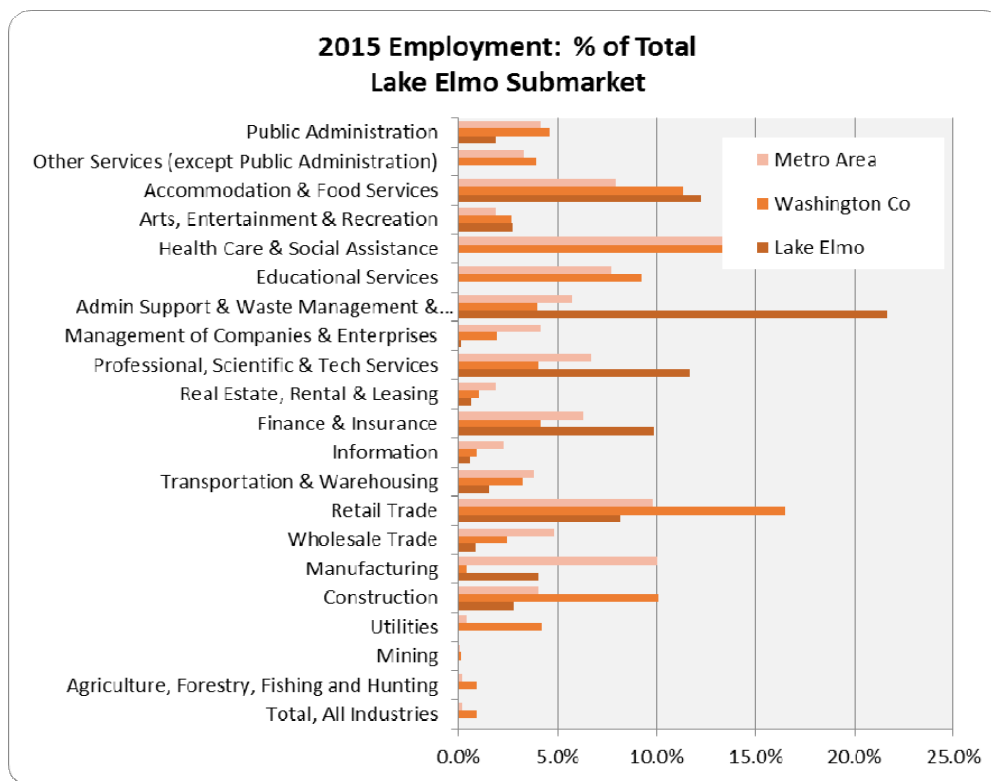
- There were about 2,474 jobs in the Lake Elmo submarket as 2015 which represented roughly 3.1% of all jobs in Washington County.

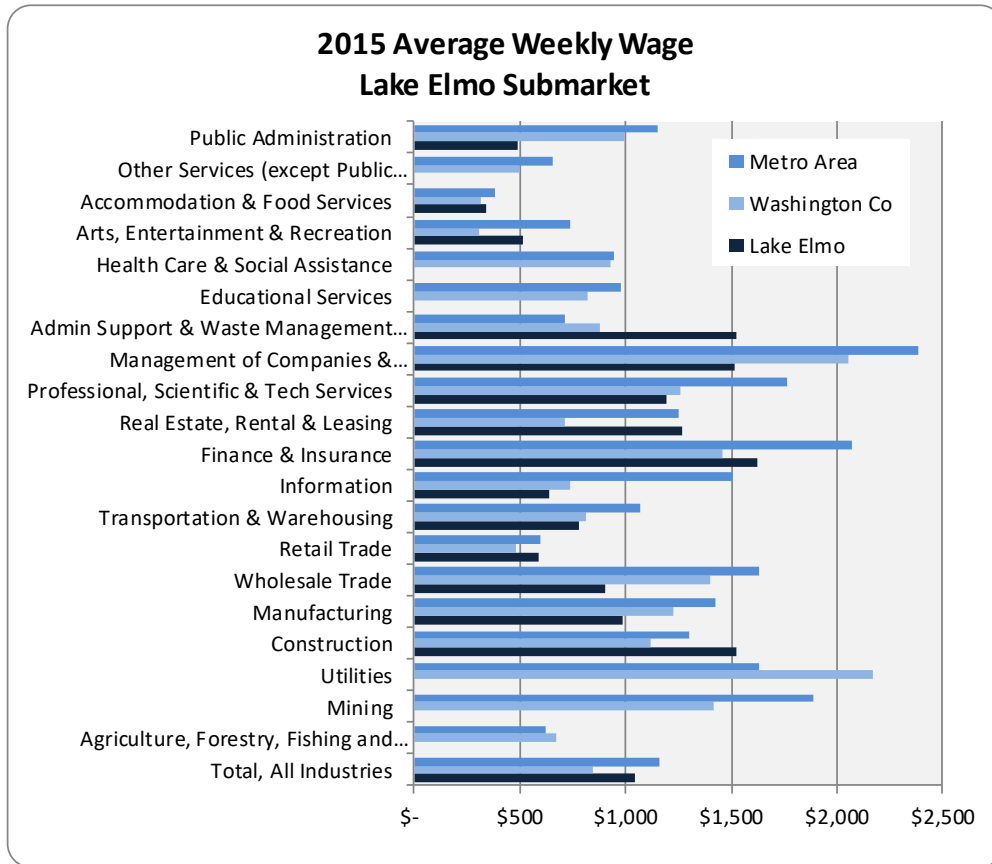
**TABLE EMP-11
QUARTERLY CENSUS OF EMPLOYMENT AND WAGES
LAKE ELMO**

Industry	2014			2015			Change 2014 - 2015			
	Establish-ments	Employ-ment	Weekly Wage	Establish-ments	Employ-ment	Weekly Wage	Employment #	Wage %	Wage #	Wage %
LAKE ELMO										
Total, All Industries	247	2,364	\$985	251	2,474	\$1,043	110	4.7%	\$58	5.9%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	--	--	--	19	69	\$1,524	--	--	--	--
Manufacturing	10	100	\$900	11	99	\$985	-1	-1.0%	\$85	9.4%
Wholesale Trade	9	25	\$772	9	21	\$900	-4	-16.0%	\$128	16.6%
Retail Trade	17	171	\$614	18	202	\$593	31	18.1%	-\$21	-3.4%
Transportation & Warehousing	7	40	\$649	7	39	\$778	-1	-2.5%	\$129	19.9%
Information	--	--	--	3	15	\$637	--	--	--	--
Finance & Insurance	33	189	\$1,186	33	244	\$1,628	55	29.1%	\$442	37.3%
Real Estate, Rental & Leasing	12	17	\$1,042	11	16	\$1,271	-1	-5.9%	\$229	22.0%
Professional, Scientific & Tech Services	--	--	--	47	289	\$1,195	--	--	--	--
Management of Companies & Enterprises	--	--	--	3	2	\$1,516	--	--	--	--
Admin Support & Waste Management & Remediation	17	476	\$1,541	19	536	\$1,523	60	12.6%	-\$18	-1.2%
Educational Services	--	--	--	--	--	--	--	--	--	--
Health Care & Social Assistance	--	--	--	--	--	--	--	--	--	--
Arts, Entertainment & Recreation	11	79	\$429	10	68	\$519	-11	-13.9%	\$90	21.0%
Accommodation & Food Services	8	293	\$331	8	303	\$338	10	3.4%	\$7	2.1%
Other Services (except Public Administration)	--	--	--	--	--	--	--	--	--	--
Public Administration	1	45	\$533	1	46	\$489	1	2.2%	-\$44	-8.3%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

EMPLOYMENT TRENDS

- The Admin Support & Waste Remediation Services industry was the largest employment sector in the Lake Elmo submarket, providing 536 jobs in 2015 (21.7% of the total).
- Between 2014 and 2015, the number of employees increased by 110 employees (4.7%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Lake Elmo submarket, notable job losses occurred in the Arts/Entertainment & Recreation sector (-11 jobs for a -13.9% decline), while the most significant hiring occurred in the Admin Support & Waste Management & Remediation Services sector (60 jobs for a 12.6% increase).
- From 2014 to 2015, the average weekly wage in the Lake Elmo submarket increased 5.9% (\$58) to \$1,043. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$1,043, the average weekly wage for all industries in the Lake Elmo submarket was higher than the county (\$846). Average wages were higher in the Lake Elmo submarket than in the county in most notably the Management of Companies & Enterprises, Public Administration, Wholesale Trade, and Manufacturing industry sectors.





Woodbury

- There were 21,569 jobs in the Woodbury submarket as of 2015 which represented 27.3% of all covered employment in Washington County.

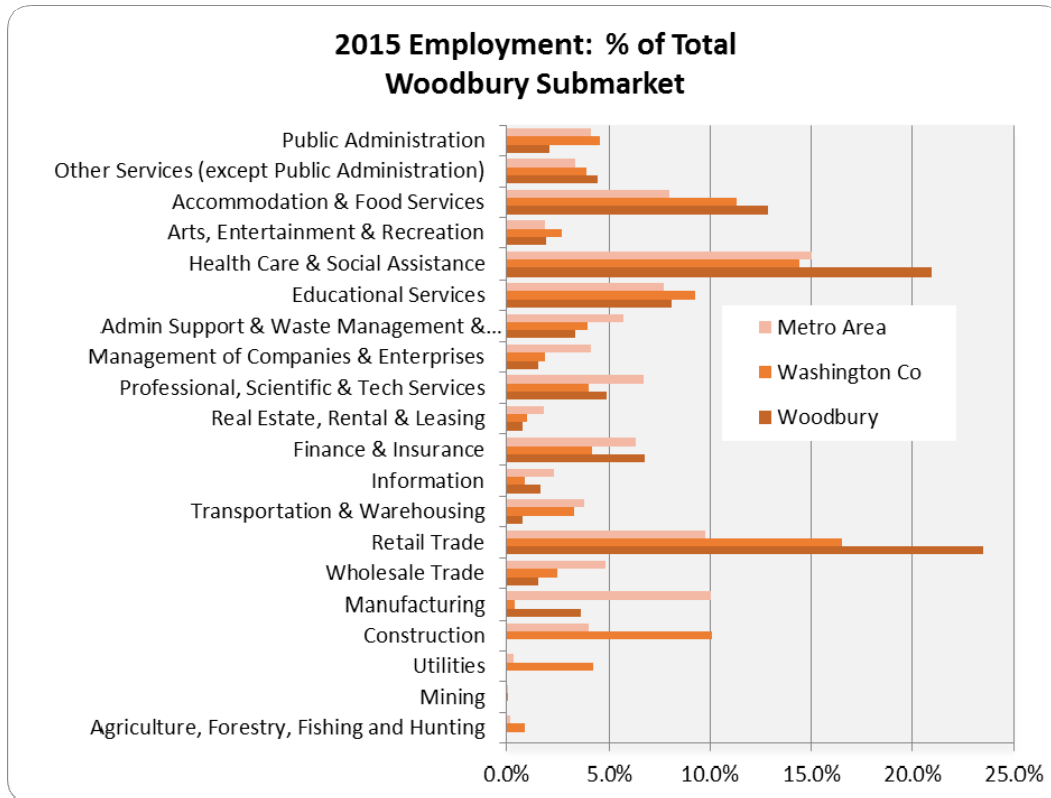
EMPLOYMENT TRENDS

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment #	%	Wage #	%
WOODBURY										
Total, All Industries	1,353	21,081	\$780	1,353	21,569	\$802	488	2.3%	\$22	2.8%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	--	--	--	--	--	--	--	--	--	--
Manufacturing	26	706	\$1,266	29	779	\$1,211	73	10.3%	(\$55)	-4.3%
Wholesale Trade	46	322	\$1,523	46	341	\$1,522	19	5.9%	(\$1)	-0.1%
Retail Trade	221	4,864	\$436	216	5,071	\$462	207	4.3%	\$26	6.0%
Transportation & Warehousing	--	--	--	16	166	\$1,221	--	--	--	--
Information	27	356	\$874	24	355	\$878	-1	-0.3%	\$4	0.5%
Finance & Insurance	93	1,714	\$1,387	96	1,460	\$1,511	-254	-14.8%	\$124	8.9%
Real Estate, Rental & Leasing	67	178	\$662	59	168	\$765	-10	-5.6%	\$103	15.6%
Professional, Scientific & Tech Services	192	965	\$1,400	196	1,056	\$1,412	91	9.4%	\$12	0.9%
Management of Companies & Enterprises	16	428	\$1,067	16	331	\$1,168	-97	-22.7%	\$101	9.5%
Admin Support & Waste Management & Remediation Services	58	719	\$550	57	714	\$579	-5	-0.7%	\$29	5.3%
Educational Services	39	1,767	\$874	41	1,745	\$879	-22	-1.2%	\$5	0.6%
Health Care & Social Assistance	187	4,281	\$989	191	4,514	\$1,035	233	5.4%	\$46	4.7%
Arts, Entertainment & Recreation	24	394	\$305	24	415	\$305	21	5.3%	\$0	0.0%
Accommodation & Food Services	98	2,636	\$312	105	2,779	\$320	143	5.4%	\$8	2.6%
Other Services (except Public Administration)	156	902	\$426	156	960	\$445	58	6.4%	\$19	4.5%
Public Administration	5	438	\$928	6	459	\$970	21	4.8%	\$42	4.5%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Retail Trade industry was the largest employment sector in the Woodbury submarket, providing 5,071 jobs in 2015 (23.5% of the total).
- Between 2014 and 2015, the number of employees increased by 488 employees (2.3%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Woodbury submarket, the most notable job losses occurred in the Financial & Insurance sector (-254 jobs for a -14.8% decline), while the most significant hiring occurred in the Health Care & Social Assistance sector (233 jobs for a 5.4% increase) and the Retail Trade sector (207 jobs for a 4.3% increase).
- From 2014 to 2015, the average weekly wage in the Woodbury submarket increased 2.8% (\$22) to \$802. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$802, the average weekly wage for all industries in the Woodbury submarket was lower than the county (\$846). Average wages were higher in the Woodbury submarket than in the county in most notably the Transportation & Warehousing, Professional, Scientific & Tech Services, Information, Wholesale Trade, and Health Care industry sectors.

EMPLOYMENT TRENDS



Cottage Grove

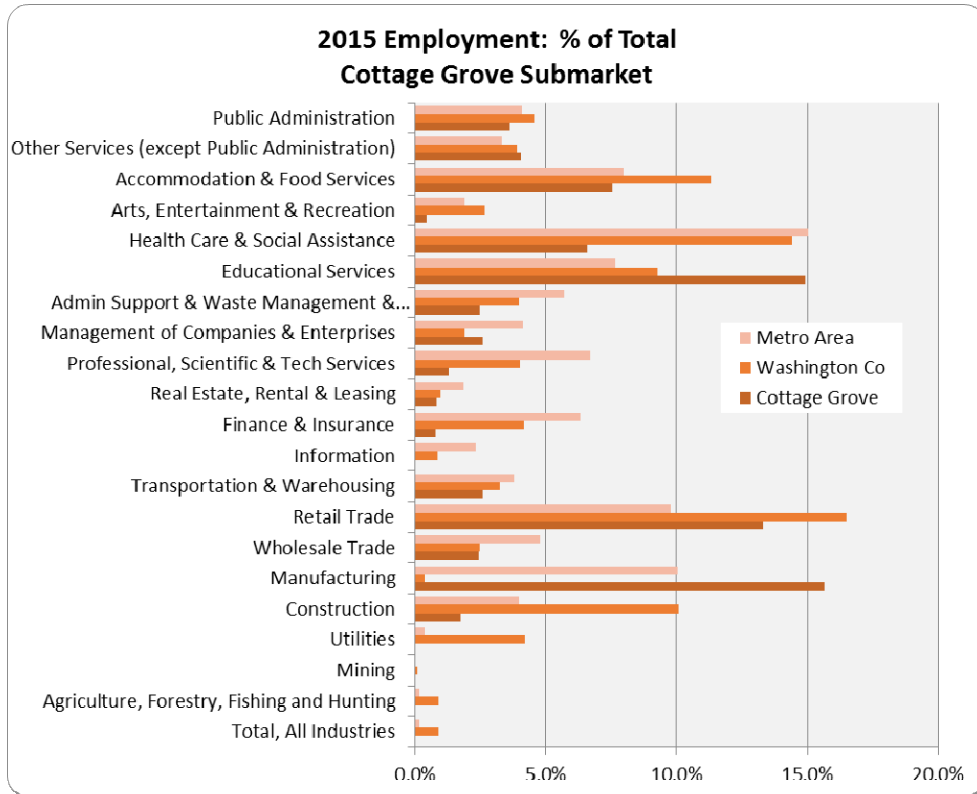
- There were 10,116 jobs in the Cottage Grove submarket as of 2015 which represented roughly 12.8% of all covered employment in Washington County.

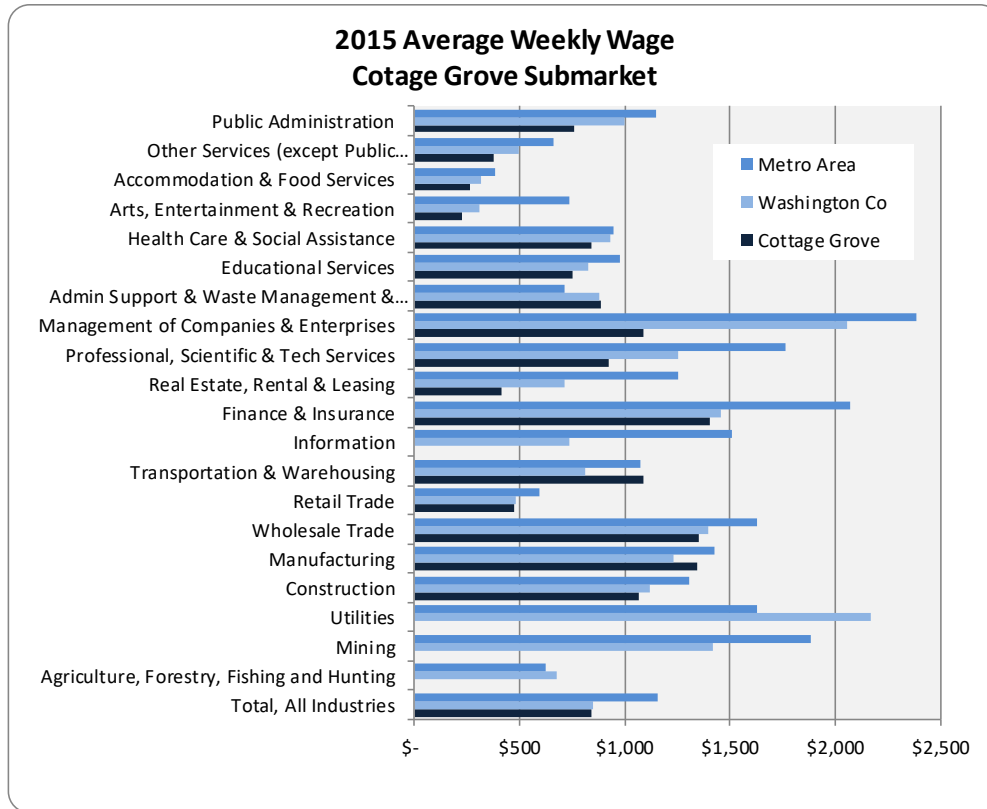
EMPLOYMENT TRENDS

Industry	2014			2015			Change 2014 - 2015			
	Establish- ments	Employ- ment	Weekly Wage	Establish- ments	Employ- ment	Weekly Wage	Employment		Wage	
							#	%	#	%
COTTAGE GROVE										
Total, All Industries	611	10,042	\$788	600	10,116	\$840	74	0.7%	\$52	6.6%
Agriculture, Forestry, Fishing and Hunting	--	--	--	--	--	--	--	--	--	--
Mining	--	--	--	--	--	--	--	--	--	--
Utilities	--	--	--	--	--	--	--	--	--	--
Construction	34	301	\$1,399	18	183	\$1,066	-118	-39.2%	-\$333	-23.8%
Manufacturing	24	1,658	\$1,195	18	1,621	\$1,345	-37	-2.2%	\$150	12.6%
Wholesale Trade	14	241	\$1,319	13	254	\$1,350	13	5.4%	\$31	2.4%
Retail Trade	72	1,368	\$465	71	1,380	\$471	12	0.9%	\$6	1.3%
Transportation & Warehousing	35	668	\$894	13	270	\$1,085	-398	-59.6%	\$191	21.4%
Information	--	--	--	--	--	--	--	--	--	--
Finance & Insurance	24	92	\$1,289	23	84	\$1,403	-8	-8.7%	\$114	8.8%
Real Estate, Rental & Leasing	27	98	\$455	19	103	\$415	5	5.1%	-\$40	-8.8%
Professional, Scientific & Tech Services	37	117	\$845	46	145	\$924	28	23.9%	\$79	9.3%
Management of Companies & Enterprises	4	79	\$546	13	270	\$1,085	191	241.8%	\$539	98.7%
Admin Support & Waste Management & Remediation	42	379	\$845	39	413	\$887	34	9.0%	\$42	5.0%
Educational Services	24	1,716	\$775	19	1,545	\$753	-171	-10.0%	-\$22	-2.8%
Health Care & Social Assistance	57	674	\$779	54	683	\$841	9	1.3%	\$62	8.0%
Arts, Entertainment & Recreation	4	52	\$259	4	46	\$227	-6	-11.5%	-\$32	-12.4%
Accommodation & Food Services	36	763	\$250	79	781	\$267	18	2.4%	\$17	6.8%
Other Services (except Public Administration)	85	443	\$372	80	421	\$374	-22	-5.0%	\$2	0.5%
Public Administration	6	368	\$758	5	375	\$759	7	1.9%	\$1	0.1%
Unclassified Establishments	--	--	--	--	--	--	--	--	--	--

Sources: Minnesota Workforce Center; Maxfield Research & Consulting, LLC

- The Education Services industry was the largest employment sector in the Cottage Grove submarket, providing 1,621 jobs in 2015 (16% of the total).
- Between 2014 and 2015, the number of business establishments in the Cottage Grove submarket declined by 11 and the number of employees decreased by 74 employees (0.7%) while the county experienced a 3.2% increase in jobs. By comparison, the Metro Area increased by 1.9% in jobs during the same time period.
- Within the Cottage Grove submarket, the most notable job losses occurred in the Transportation & Warehousing sector (-398 jobs for an -59.6% decline), while the most significant hiring occurred in the Management of Companies & Enterprises sector (191 jobs for a 241.8% increase).
- From 2014 to 2015, the average weekly wage in the Cottage Grove submarket increased 6.6% (\$52) to \$840. By comparison, wages increased 4.4% in Washington County and 3.6% in the Metro Area.
- At \$840, the average weekly wage for all industries in the Cottage Grove submarket was similar to the county (\$846). Average wages were higher in the Woodbury submarket than in the county in the Transportation & Warehousing and Manufacturing, industry sectors.





Commuting Patterns

Proximity to employment is often a primary consideration when choosing where to live, since transportation costs often accounts for a large proportion of households’ budgets. Table EMP-14 and 15 highlights the commuting patterns of workers in Washington County in 2014 (the most recent data available), based on Employer-Household Dynamics data from the U.S. Census Bureau.

- Roughly 42% of the workers employed in Washington County lived in Washington County. The remaining 58% commuted from other areas, most notably Ramsey County (16.7%), Dakota County (7.9%), and St. Croix County (7.8%).
- Approximately 53.1% of Washington County’s workers traveled less than 10 miles to their place of residence, while over 32.4% had a commute distance of between 10 and 24 miles and nearly 14.5% commuted a distance of more than 25 miles.
- An estimated 22.3% of Washington County residents also worked in Washington County. Other major work destinations included Ramsey County (32.8%), Hennepin County (24.6%), and Dakota County (8.2%).

EMPLOYMENT TRENDS

- Approximately 38.5% of the workers that reside in the county commuted less than 10 miles to their place of work, while 4.4% commuted a distance of more than 50 miles.
- The top employment destinations for Washington County residents as of 2014 included the central cities of St. Paul and Minneapolis along with Maplewood and Woodbury.

Where Washington County Workers Live			Where Washington County Residents Work		
Place of Residence	Count	Share	Place of Employment	Count	Share
Woodbury	6,326	9.6%	St. Paul	18,587	15.2%
St. Paul	4,974	7.6%	Minneapolis	13,458	11.0%
Cottage Grove	4,233	6.5%	Maplewood	8,852	7.3%
Stillwater	3,125	4.8%	Woodbury	7,441	6.1%
Oakdale	2,744	4.2%	Stillwater	4,161	3.4%
Forest Lake	1,996	3.0%	Bloomington	3,736	3.1%
Maplewood	1,797	2.7%	Eagan	3,090	2.5%
Minneapolis	1,398	2.1%	Cottage Grove	3,035	2.5%
White Bear Lake	1,132	1.7%	Oakdale	2,870	2.4%
Hugo	1,025	1.6%	Roseville	2,798	2.3%
Lake Elmo	850	1.3%	White Bear Lake	2,249	1.8%
Inver Grove Heights	803	1.2%	Forest Lake	1,939	1.6%
Hudson	783	1.2%	Oak Park Heights	1,896	1.6%
Eagan	767	1.2%	Edina	1,596	1.3%
Hastings	749	1.1%	Vadnais Heights	1,406	1.2%
St. Paul Park	677	1.0%	Golden Valley	1,388	1.1%
Oak Park Heights	676	1.0%	Arden Hills	1,310	1.1%
Mahtomedi	646	1.0%	Fridley	1,296	1.1%
Wyoming	625	1.0%	Blaine	1,225	1.0%
North St. Paul	617	0.9%	Eden Prairie	1,215	1.0%
Blaine	610	0.9%	Plymouth	1,148	0.9%
South St. Paul	610	0.9%	Minnetonka	1,135	0.9%
New Richmond	519	0.8%	Bayport	1,097	0.9%
Lino Lakes	476	0.7%	Inver Grove Heights	1,067	0.9%
Scandia	460	0.7%	Hudson	991	0.8%
All Other Locations	26,983	41.1%	All Other Locations	32,989	27.0%
Distance Traveled			Distance Traveled		
Total Primary Jobs	65,601	100.0%	Total Primary Jobs	121,975	100.0%
Less than 10 miles	34,861	53.1%	Less than 10 miles	46,945	38.5%
10 to 24 miles	21,238	32.4%	10 to 24 miles	58,825	48.2%
25 to 50 miles	6,186	9.4%	25 to 50 miles	10,890	8.9%
Greater than 50 miles	3,316	5.1%	Greater than 50 miles	5,315	4.4%

Sources: US Census Bureau Local Employment Dynamics; Maxfield Research & Consulting, LLC

EMPLOYMENT TRENDS

- The top residential destinations for Washington County workers included Woodbury, St. Paul, Cottage Grove, Stillwater and Oakdale.

TABLE EMP-15 COMMUTING PATTERNS BY COUNTY WASHINGTON COUNTY 2014					
Where Washington County Workers Live			Where Washington County Residents Work		
Place of Residence	Count	Share	Place of Employment	Count	Share
Washington	27,198	41.5%	Ramsey	40,063	32.8%
Ramsey	10,960	16.7%	Hennepin	29,983	24.6%
Dakota	5,160	7.9%	Washington	27,198	22.3%
St. Croix	5,129	7.8%	Dakota	9,948	8.2%
Hennepin	3,916	6.0%	Anoka	4,536	3.7%
Anoka	3,664	5.6%	St. Croix	1,807	1.5%
Chisago	2,619	4.0%	Chisago	908	0.7%
Polk	1,097	1.7%	St. Louis	720	0.6%
Pierce	571	0.9%	Scott	483	0.4%
Isanti	381	0.6%	Goodhue	479	0.4%
All Other Locations	4,906	7.5%	All Other Locations	5,850	4.8%
<u>Distance Traveled</u>			<u>Distance Traveled</u>		
Total Primary Jobs	65,601	100.0%	Total Primary Jobs	121,975	100.0%
Less than 10 miles	34,861	53.1%	Less than 10 miles	46,945	38.5%
10 to 24 miles	21,238	32.4%	10 to 24 miles	58,825	48.2%
25 to 50 miles	6,186	9.4%	25 to 50 miles	10,980	9.0%
Greater than 50 miles	3,316	5.1%	Greater than 50 miles	5,315	4.4%
Sources: US Census Bureau Local Employment Dynamics; Maxfield Research & Consulting, LLC					

EMPLOYMENT TRENDS

Inflow/Outflow

Table EMP-16 provides a summary of the inflow and outflow of workers in the county. Outflow reflects the number of workers living in the county but employed outside of the county while inflow measures the number of workers that are employed in the county but live outside. Interior flow reflects the number of workers that both live and work in the Region.

- Washington County can be considered an exporter of workers, as the number of residents leaving the county for work (outflow) exceeded the number of workers coming into the county (inflow) for employment. Approximately 38,403 workers came into the county for work while 94,777 workers left, for a net difference of -56,374.

TABLE EMP-16 COMMUTING INFLOW/OUTFLOW WASHINGTON COUNTY 2014								
	NORTHEAST		STILLWATER		SOUTHEAST		FOREST LAKE	
	Num.	Pct.	Num.	Pct.	Num.	Pct.	Num.	Pct.
Employed in the Selection Area	641	100%	15,372	100%	1,688	100%	5,890	100%
Employed in the Selection Area but Living Outside	486	75.8%	11,743	76.4%	1,484	87.9%	4,511	76.6%
Employed and Living in the Selection Area	155	24.2%	3,629	23.6%	204	12.1%	1,379	23.4%
Living in the Selection Area	3,505	100%	14,626	100%	5,812	100%	8,917	100%
Living in the Selection Area but Employed Outside	3,350	95.6%	10,997	75.2%	5,608	96.5%	7,538	84.5%
Living and Employed in the Selection Area	155	4.4%	3,626	24.8%	204	3.5%	1,379	15.5%
	HUGO		MAHTOMEDI		OAKDALE		LAKE ELMO	
	Num.	Pct.	Num.	Pct.	Num.	Pct.	Num.	Pct.
Employed in the Selection Area	2,309	100%	2,493	100%	8,907	100%	1,839	100%
Employed in the Selection Area but Living Outside	1,986	86.0%	2,011	80.7%	7,931	89.0%	1,709	92.9%
Employed and Living in the Selection Area	323	14.0%	482	19.3%	976	11.0%	130	7.1%
Living in the Selection Area	7,382	100%	7,375	100%	15,299	100%	3,732	100%
Living in the Selection Area but Employed Outside	7,059	95.6%	6,893	93.5%	14,323	93.6%	3,602	96.5%
Living and Employed in the Selection Area	323	4.4%	482	6.5%	976	6.4%	130	3.5%
	WOODBURY		COTTAGE GROVE		TOTAL			
	Num.	Pct.	Num.	Pct.	Num.	Pct.		
Employed in the Selection Area	17,985	100%	8,477	100%	65,601	100%		
Employed in the Selection Area but Living Outside	14,175	78.8%	5,555	65.5%	38,403	58.5%		
Employed and Living in the Selection Area	3,810	21.2%	2,922	34.5%	27,198	41.5%		
Living in the Selection Area	33,024	100%	22,303	100%	121,975	100%		
Living in the Selection Area but Employed Outside	29,214	88.5%	19,381	86.9%	94,777	77.7%		
Living and Employed in the Selection Area	3,810	11.5%	2,922	13.1%	27,198	22.3%		

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

As shown on the table, Lake Elmo and the Southeast submarkets had the highest proportion of workers living in, but employed outside of the submarket, each with 96.5% of workers. Lake Elmo and the Southeast submarkets also had the highest proportions of workers that were employed in, but live outside of the submarket. The lowest exporters of workers, those living in, but employed outside of the submarket were the Stillwater (75.2%) and Forest Lake (84.5%) submarkets.

Worker Profile Comparison

Table EMP-17 compares characteristics of employed residents living in each submarket in 2014. Information on monthly earnings, age, race and ethnicity, educational attainment and job classification is provided. Conversely, Table EMP-18 compares characteristics of employees working in each submarket.

Resident Profile

- Washington County residents have a large proportion of high-income earners. As of 2014, approximately 57% of all employed residents earn more than \$3,333 per month.
- Higher earnings also correlated to higher educational attainment. Approximately 29% of all employed county residents had a Bachelor's Degree or Advanced Degree.
- The greatest proportion of residents worked in the Health Care and Social Assistance industry (14% in 2014).

Worker Profile

- The greatest concentrations of employment are in the Woodbury and Stillwater submarkets with 19,868 and 16,753 employees, respectively.
- The Woodbury and Stillwater submarkets also have high concentrations of high earners. Approximately 47% of Stillwater submarket employees earned more than \$3,333 per month and 37% of Woodbury submarket employees. Hugo had the highest percentage of employees earning \$3,333 per month or more at 49%.
- Health Care and Social Assistance jobs comprised the largest percentage of jobs in Washington County (15% in 2014). Approximately 78% of all Health Care and Social Assistance jobs were located in the Woodbury or Stillwater submarkets.

EMPLOYMENT TRENDS

TABLE EMP-17
EMPLOYED RESIDENT PROFILE
WASHINGTON COUNTY
2014

Resident Profile	Northeast		Stillwater		Southeast		Forest Lake		Hugo		Mahtomedi		Oakdale		Lake Elmo		Woodbury		Cottage Grove		Washington Co.	
	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.
Total Living in Selection Area																						
Total Living in Selection Area	3,782	100%	15,840	100%	6,335	100%	9,612	100%	7,950	100%	7,965	100%	16,690	100%	4,038	100%	35,486	100%	24,128	100%	121,975	100%
Monthly Earnings																						
\$1,250 or less	922	24%	3,923	25%	1,498	24%	2,318	24%	1,643	21%	1,886	24%	4,294	26%	889	22%	7,292	21%	5,509	23%	21,778	18%
\$1,251 to \$3,333	840	22%	3,985	25%	1,352	21%	2,660	28%	1,855	23%	1,707	21%	4,673	28%	896	22%	7,136	20%	6,523	27%	30,350	25%
More than \$3,333	2,020	53%	7,932	50%	3,485	55%	4,634	48%	4,452	56%	4,372	55%	7,723	46%	2,253	56%	21,058	59%	12,096	50%	69,847	57%
Worker Ages																						
Age 29 or Younger	719	19%	3,455	22%	1,251	20%	2,051	21%	1,702	21%	1,734	22%	41,778	250%	801	20%	7,215	20%	5,528	23%	25,798	21%
Age 30 to 54	1,897	50%	8,715	55%	3,335	53%	5,602	58%	4,895	62%	3,992	50%	9,010	54%	2,311	57%	21,368	60%	14,305	59%	70,083	57%
Age 55 or Older	1,166	31%	3,670	23%	1,749	28%	1,959	20%	1,353	17%	2,239	28%	3,502	21%	926	23%	6,903	19%	4,295	18%	26,094	21%
Worker Race and Ethnicity																						
Race																						
White Alone	3,619	96%	14,955	94%	6,014	95%	9,086	95%	7,480	94%	7,563	95%	14,156	85%	3,756	93%	30,179	85%	21,698	90%	109,963	90%
Black or African American Alone	56	1%	296	2%	94	1%	197	2%	132	2%	148	2%	1,077	6%	74	2%	2,113	6%	972	4%	4,530	4%
American Indian or Alaska Native Alone	12	0%	78	0%	23	0%	61	1%	27	0%	23	0%	74	0%	28	1%	1,239	3%	119	0%	512	0%
Asian Alone	363	10%	343	2%	150	2%	173	2%	227	3%	170	2%	1,131	7%	140	3%	2,590	7%	1,043	4%	5,549	5%
Native Hawaiian or Other Pacific Islander Alone	1	0%	8	0%	2	0%	3	0%	5	0%	3	0%	11	0%	2	0%	23	0%	16	0%	64	0%
Two or More Race Groups	31	1%	160	1%	52	1%	92	1%	79	1%	58	1%	241	1%	38	1%	452	1%	280	1%	1,357	1%
Ethnicity																						
Not Hispanic or Latino	3,724	98%	15,484	98%	6,201	98%	9,421	98%	7,757	98%	7,804	98%	16,009	96%	3,913	97%	34,302	97%	23,161	96%	118,442	97%
Hispanic or Latino	58	2%	356	2%	134	2%	191	2%	193	2%	161	2%	681	4%	125	3%	1,184	3%	967	4%	3,533	3%
Worker Educational Attainment																						
Less Than High School	192	5%	787	5%	272	4%	498	5%	362	5%	329	4%	892	5%	191	5%	1,761	5%	1,364	6%	5,971	5%
High School or Equivalent, No College	723	19%	3,046	19%	1,200	19%	2,022	21%	1,536	19%	1,428	18%	3,064	18%	779	19%	6,211	18%	4,638	19%	22,703	19%
Some College or Associate Degree	10,511	278%	4,112	26%	1,678	26%	2,678	28%	2,141	27%	2,118	27%	4,175	25%	1,045	26%	9,029	25%	6,264	26%	31,865	26%
Bachelor's Degree or Advanced Degree	1,097	29%	4,440	28%	1,934	31%	2,363	25%	2,209	28%	2,356	30%	4,381	26%	1,222	30%	11,270	32%	6,334	26%	35,638	29%
Educational Attainment Not Available	719	19%	3,455	22%	1,251	20%	2,051	21%	1,702	21%	1,734	22%	4,178	25%	801	20%	7,215	20%	5,528	23%	25,798	21%
Jobs by NAICS Industry Sector																						
Agriculture, Forestry, Fishing and Hunting	22	1%	62	0%	23	0%	17	0%	22	0%	43	1%	29	0%	10	0%	61	0%	88	0%	30	0%
Mining, Quarrying, and Oil and Gas Extraction	3	0%	11	0%	9	0%	5	0%	3	0%	1	0%	9	0%	1	0%	13	0%	18	0%	72	0%
Utilities	4	0%	33	0%	11	0%	19	0%	14	0%	18	0%	35	0%	6	0%	83	0%	46	0%	265	0%
Construction	256	7%	689	4%	284	4%	585	6%	408	5%	343	4%	620	4%	144	4%	951	3%	1,066	4%	5,188	4%
Manufacturing	408	11%	1,421	9%	552	9%	1,134	12%	868	11%	794	10%	1,419	9%	377	9%	2,442	7%	2,185	9%	11,412	9%
Wholesale Trade	170	4%	685	4%	281	4%	486	5%	421	5%	360	5%	761	5%	207	5%	1,580	4%	1,106	5%	5,911	5%
Retail Trade	367	10%	1,611	10%	608	10%	1,118	12%	768	10%	693	9%	1,843	11%	417	10%	3,137	9%	2,639	11%	11,985	10%
Transportation and Warehousing	103	3%	448	3%	182	3%	293	3%	237	3%	19	0%	433	3%	119	3%	881	2%	841	3%	3,529	3%
Information	60	2%	262	2%	83	1%	126	1%	133	2%	158	2%	241	1%	64	2%	720	2%	391	2%	2,161	2%
Finance and Insurance	173	5%	764	5%	308	5%	380	4%	375	5%	420	5%	845	5%	238	6%	2,344	7%	1,299	5%	7,038	6%
Real Estate and Rental and Leasing	68	2%	248	2%	81	1%	167	2%	145	2%	131	2%	260	2%	60	1%	592	2%	392	2%	2,000	2%
Professional, Scientific, and Technical Services	205	5%	931	6%	376	6%	507	5%	524	7%	500	6%	884	5%	249	6%	2,540	7%	1,299	5%	7,721	6%
Management of Companies and Enterprises	217	6%	1,104	7%	571	9%	436	5%	464	6%	625	8%	1,079	6%	448	11%	4,170	12%	1,452	6%	10,383	9%
Admin & Support, Waste Mgmt and Remediation	160	4%	554	3%	254	4%	424	4%	320	4%	305	4%	939	6%	171	4%	1,561	4%	1,154	5%	5,210	4%
Educational Services	347	9%	1,488	9%	612	10%	860	9%	724	9%	903	11%	1,407	8%	300	7%	3,382	10%	2,221	9%	11,203	9%
Health Care and Social Assistance	508	13%	2,405	15%	877	14%	1,406	15%	1,113	14%	1,113	14%	2,738	16%	554	14%	5,077	14%	3,450	14%	17,161	14%
Arts, Entertainment, and Recreation	76	2%	308	2%	125	2%	166	2%	122	2%	152	2%	296	2%	64	2%	538	2%	351	1%	1,763	1%
Accommodation and Food Services	249	7%	1,369	9%	455	7%	961	10%	568	7%	609	8%	1,344	8%	288	7%	2,423	7%	1,811	8%	8,081	7%
Other Services (excluding Public Administration)	152	4%	560	4%	249	4%	353	4%	313	4%	253	3%	563	3%	125	3%	1,094	3%	903	4%	3,922	3%
Public Administration	234	6%	887	6%	391	6%	442	5%	408	5%	345	4%	945	6%	196	5%	1,897	5%	1,416	6%	6,730	6%

Sources: U.S. Census Bureau; ESRI, Inc.; Maxfield Research & Consulting, LLC

EMPLOYMENT TRENDS

TABLE EMP-18
WORKER PROFILE
WASHINGTON COUNTY
2014

Worker Profile	Northeast		Stillwater		Southeast		Forest Lake		Hugo		Mahtomedi		Oakdale		Lake Elmo		Woodbury		Cottage Grove		Washington Co.	
	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.
Total Working in Selection Area																						
Total Working in Selection Area	751	100%	16,753	100%	1,929	100%	6,469	100%	2,515	100%	2,751	100%	9,712	100%	2,058	100%	19,868	100%	9,318	100%	65,601	100%
Monthly Earnings																						
\$1,250 or less	295	39%	4,397	26%	621	32%	2,494	39%	575	23%	900	33%	2,571	26%	585	28%	6,284	32%	2,692	29%	15,698	24%
\$1,251 to \$3,333	219	29%	4,510	27%	568	29%	2,232	35%	696	28%	845	31%	2,864	29%	586	28%	6,239	31%	2,942	32%	20,972	32%
More than \$3,333	238	32%	7,846	47%	740	38%	1,743	27%	1,244	49%	1,006	37%	4,277	44%	887	43%	7,345	37%	3,684	40%	28,931	44%
Worker Ages																						
Age 29 or Younger	169	23%	3,785	23%	545	28%	1,957	30%	628	25%	735	27%	2,647	27%	476	23%	6,126	31%	2,313	25%	17,425	27%
Age 30 to 54	403	54%	9,412	56%	1,018	53%	3,184	49%	1,489	59%	1,449	53%	5,229	54%	1,176	57%	10,422	52%	5,111	55%	35,299	54%
Age 55 or Older	179	24%	3,556	21%	366	19%	1,328	21%	398	16%	567	21%	1,836	19%	406	20%	3,300	17%	1,894	20%	12,877	20%
Worker Race and Ethnicity																						
Race																						
White Alone	726	97%	15,893	95%	1,843	96%	6,200	96%	2,311	92%	2,590	94%	8,665	89%	1,955	95%	17,626	89%	8,474	91%	60,491	92%
Black or African American Alone	4	1%	289	2%	33	2%	76	1%	62	2%	48	2%	399	4%	51	2%	931	5%	277	3%	1,835	3%
American Indian or Alaska Native Alone	5	1%	52	0%	13	1%	29	0%	6	0%	15	1%	41	0%	11	1%	74	0%	51	1%	275	0%
Asian Alone	8	1%	374	2%	18	1%	99	2%	105	4%	67	2%	470	5%	27	1%	937	5%	405	4%	2,236	3%
Native Hawaiian or Other Pacific Islander Alone	1	0%	7	0%	3	0%	5	0%	3	0%	1	0%	7	0%	2	0%	13	0%	10	0%	44	0%
Two or More Race Groups	7	1%	138	1%	19	1%	60	1%	28	1%	30	1%	130	1%	12	1%	287	1%	101	1%	720	1%
Ethnicity																						
Not Hispanic or Latino	734	98%	16,439	98%	1,861	96%	6,234	96%	2,429	97%	2,688	98%	9,376	97%	1,999	97%	19,197	97%	8,799	94%	63,638	97%
Hispanic or Latino	17	2%	314	2%	68	4%	145	2%	86	3%	63	2%	336	3%	59	3%	671	3%	519	6%	1,963	3%
Worker Educational Attainment																						
Less Than High School	43	6%	761	5%	138	7%	379	6%	158	6%	129	5%	504	5%	84	4%	890	4%	646	7%	3,331	5%
High School or Equivalent, No College	168	22%	3,569	21%	434	22%	1,462	23%	549	22%	517	19%	1,796	18%	405	20%	3,349	17%	1,929	21%	12,906	20%
Some College or Associate Degree	190	25%	4,515	27%	441	23%	1,603	25%	663	26%	740	27%	2,374	24%	565	27%	4,697	24%	2,366	25%	16,490	25%
Bachelor's Degree or Advanced Degree	181	24%	4,123	25%	371	19%	1,068	17%	517	21%	630	23%	2,391	25%	528	26%	4,806	24%	2,064	22%	15,449	24%
Educational Attainment Not Available	169	23%	3,785	23%	545	28%	1,957	30%	628	25%	735	27%	2,647	27%	476	23%	6,126	31%	2,313	25%	17,425	27%
Jobs by NAICS Industry Sector																						
Agriculture, Forestry, Fishing and Hunting	13	2%	67	0%	14	1%	7	0%	25	1%	69	3%	4	0%	5	0%	0	0%	325	3%	488	1%
Mining, Quarrying, and Oil and Gas Extraction	0	0%	4	0%	8	0%	2	0%	0	0%	2	0%	0	0%	0	0%	13	0%	4	0%	33	0%
Utilities	0	0%	8	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	8	0%
Construction	95	13%	622	4%	175	9%	305	5%	458	18%	230	8%	786	8%	95	5%	247	1%	437	5%	3,340	5%
Manufacturing	40	5%	2,431	15%	106	5%	573	9%	727	29%	318	12%	1,019	10%	93	5%	419	2%	1,555	17%	7,142	11%
Wholesale Trade	10	1%	549	3%	116	6%	126	2%	100	4%	138	5%	553	6%	52	3%	480	2%	404	4%	2,460	4%
Retail Trade	92	12%	2,007	12%	193	10%	1,453	22%	138	5%	132	5%	1,281	13%	141	7%	3,748	19%	1,015	11%	9,104	14%
Transportation and Warehousing	4	1%	349	2%	118	6%	153	2%	12	0%	71	3%	105	1%	20	1%	130	1%	783	8%	1,645	3%
Information	5	1%	64	0%	12	1%	26	0%	9	0%	3	0%	76	1%	10	0%	275	1%	8	0%	458	1%
Finance and Insurance	8	1%	335	2%	13	1%	123	2%	40	2%	24	1%	615	6%	203	10%	2,038	10%	118	1%	3,440	5%
Real Estate and Rental and Leasing	5	1%	108	1%	38	2%	184	3%	3	0%	43	2%	70	1%	13	1%	149	1%	88	1%	610	1%
Professional, Scientific, and Technical Services	32	4%	505	3%	94	5%	176	3%	49	2%	96	3%	739	8%	336	16%	1,038	5%	165	2%	3,073	5%
Management of Companies and Enterprises	0	0%	523	3%	0	0%	19	0%	1	0%	8	0%	446	5%	7	0%	338	2%	31	0%	1,323	2%
Admin & Support, Waste Mgmt and Remediation	40	5%	162	1%	137	7%	205	3%	161	6%	78	3%	692	7%	46	2%	837	4%	344	4%	2,439	4%
Educational Services	92	12%	1,258	8%	82	4%	1,189	18%	130	5%	563	20%	814	8%	248	12%	1,932	10%	1,768	19%	7,406	11%
Health Care and Social Assistance	84	11%	3,342	20%	156	8%	573	9%	297	12%	310	11%	1,011	10%	336	16%	4,224	21%	617	7%	9,754	15%
Arts, Entertainment, and Recreation	14	2%	274	2%	147	8%	48	1%	74	3%	182	7%	240	2%	36	2%	244	1%	70	1%	1,000	2%
Accommodation and Food Services	82	11%	1,537	9%	213	11%	862	13%	151	6%	308	11%	866	9%	306	15%	2,180	11%	768	8%	6,017	9%
Other Services (excluding Public Administration)	26	3%	567	3%	241	12%	335	5%	111	4%	131	5%	198	2%	68	3%	914	5%	444	5%	2,588	4%
Public Administration	109	15%	2,041	12%	66	3%	110	2%	29	1%	45	2%	197	2%	43	2%	662	3%	374	4%	3,273	5%

Note: Median Household Income not available for workers that live outside of the submarket and commute in.

Average weekly wage reflects the wages for workers that work in the submarket.

Source: U.S. Census Bureau; Maxfield Research and Consulting LLC

EMPLOYMENT TRENDS

Existing Business Mix by Industry Sectors

Table EMP-18 presents business data as compiled from the Minnesota Department of Employment and Economic Development (DEED) for 2015 and 1st Quarter 2016. The data is characterized by industry based on the six-digit North American Industry Classification System (NAICS). The NAICS is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

- There were approximately 5,170 businesses with 79,195 employees in Washington County in 1st Quarter 2016. Retail Trade is the largest sector with 674 businesses and nearly 13,000 employees. Health Care and Social Services had the second most employed people with 11,549 employees. Professional, Scientific and Tech Services consisted of 640 businesses, but has the seventh highest number of employees (3,287 employees).

Business/Industry	2015				2016 Q1			
	Businesses		Employees		Businesses		Employees	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct
NAICS CODES								
Agriculture, Forestry, Fishing and Hunting	45	0.9%	712	0.9%	45	0.9%	501	0.6%
Mining	7	0.1%	69	0.1%	n.a.	n.a.	n.a.	n.a.
Utilities	7	0.1%	298	0.4%	7	0.1%	285	0.4%
Construction	507	9.8%	3,338	4.2%	507	9.8%	2,919	3.7%
Manufacturing	204	3.9%	7,990	10.1%	204	3.9%	8,099	10.4%
Wholesale Trade	199	3.8%	1,957	2.5%	199	3.8%	1,999	2.6%
Retail Trade	674	13.0%	13,051	16.5%	674	13.0%	12,957	16.6%
Transportation & Warehousing	135	2.6%	2,584	3.3%	135	2.6%	2,598	3.3%
Information	55	1.1%	699	0.9%	55	1.1%	652	0.8%
Finance & Insurance	328	6.3%	3,306	4.2%	328	6.3%	3,010	3.8%
Real Estate, Rental & Leasing	253	4.9%	790	1.0%	253	4.9%	762	1.0%
Professional, Scientific & Tech Services	640	12.4%	3,177	4.0%	640	12.4%	3,287	4.2%
Management of Companies & Enterprises	51	1.0%	1,503	1.9%	51	1.0%	1,650	2.1%
Admin Support & Waste Management & Remediation Services	264	5.1%	3,135	4.0%	264	5.1%	2,775	3.5%
Educational Services	136	2.6%	7,330	9.3%	136	2.6%	7,745	9.9%
Health Care & Social Assistance	543	10.5%	11,408	14.4%	543	10.5%	11,549	14.8%
Arts, Entertainment & Recreation	122	2.4%	2,121	2.7%	122	2.4%	2,093	2.7%
Accommodation & Food Services	391	7.5%	8,949	11.3%	391	7.6%	8,642	11.1%
Other Services (except Public Administration)	564	10.9%	3,074	3.9%	564	10.9%	3,009	3.8%
Public Administration	55	1.1%	3,617	4.6%	55	1.1%	3,661	4.7%
Unclassified Establishments	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	5,180	100.0%	79,108	100.0%	5,173	100.0%	78,193	100.0%

Sources: Minnesota Department of Employment and Economic Development, Maxfield Research & Consulting, LLC

Major Employers

A portion of the employment growth in Washington County will be generated by the largest employers in the county. The table below lists some of the top employers in the county along with a description of their primary industry and number of employees. Table EMP-20 shows the major employers in Washington County based on data provided by the Washington County Comprehensive Annual Financial Report (2012).

- Andersen Corporation is the largest employer in Washington County with 5,700 employees. Andersen Corporation specializes in window and manufacturing. The company employs over 10,000 people across North America and is headquartered in Bayport, Minnesota.
- Independent School District 833 is the second biggest employer with 2,513 employees. This school district covers various cities in South Washington County such as: Woodbury, Cottage Grove, Newport, and St. Paul Park. It also includes the following townships: Afton, Denmark, and Grey Cloud Island.

TABLE EMP-20 MAJOR EMPLOYERS WASHINGTON COUNTY 2015			
Name	City	Industry/Product/Service	Employee Size
Washington County			
Andersen Corporation	Bayport, Cottage Grove	Manufacturing	5,700
Independent School District 833	Woodbury	Education	2,513
Bailey Nurseries, Inc.	Newport	Nursery	1,800
Independent School District 622	Oakdale	Education	1,550
Wal-Mart	Multiple Locations	Retail	1,169
Washington County Government	Forest Lake	Government	1,127
Independent School District 831	Forest Lake	Education	1,085
Independent School District 834	Stillwater	Education	1,050
Target	Multiple Locations	Retail	883
Woodwinds Health Campus (2014)	Woodbury	Healthcare	875
Lakeview Memorial Hospital (2013)	Stillwater	Healthcare	727
3M Chemolite (2013)	Cottage Grove	Manufacturing	700
MN State Prison (2013)	Stillwater	Prison	544
Total			19,723
Source: Washington County CAFR, Maxfield Research & Consulting, LLC			

EMPLOYMENT TRENDS

- Bailey Nurseries, Inc is considered one of the United States largest wholesale nurseries and is located Newport with 1,800 employees.
- Independent School District 622 has 1,500 employees. This school district covers various cities in western Washington County including the cities of: Oakdale, Lake Elmo, Landfall, Pine Springs, and Woodbury along with a portion of Ramsey County including North St. Paul and Maplewood.
- Independent School District 831 employs 1,050. This school district covers various cities in the Forest Lake area including the cities of: Columbia, East Bethel, Forest Lake, Ham Lake, Hugo, Lino Lakes, Scandia, Stacy, Wyoming, and parts of Marine-on-St. Croix and the townships of May and Linwood.

Employment Summary

Table EMP-21 provides an employment summary that compares Washington County to the remaining counties in the Metro Area.

- Washington County had the second lowest inflow/outflow ratio. There were over twice (41.1%) as many people commuting outside of Washington County than workers coming into Washington County. Scott County had the lowest inflow/outflow ratio at 40.4%.
- Carver County had the highest median household income (\$88,204), followed by Scott County (\$87,923) and Washington County was third at (\$85,126).
- Average weekly wage was highest in Hennepin County (\$1,274) followed by Ramsey County (\$1,150) and third by Carver County (\$1,004). Washington County was the lowest of the seven counties at \$846.
- Washington County had the second highest percentage of Retail Trade jobs in the Metro Area at 14.1%. Anoka County had the highest percentage at 15.1%.

EMPLOYMENT TRENDS

**TABLE EMP-21
EMPLOYMENT SUMMARY
WASHINGTON COUNTY COMPARED TO OTHER METRO AREA COUNTIES
2014**

Employment Summary	Anoka		Carver		Dakota		Hennepin		Ramsey		Scott		Washington	
	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.	Num	Pct.
Inflow/Outflow														
Inflow	68,106		20,791		93,292		443,851		218,725		22,434		41,679	
Outflow	130,877		37,364		139,355		157,950		141,654		55,479		101,381	
Interior Flow	55,673		13,996		79,476		444,508		111,902		17,935		30,445	
Median HH Income/Avg. Weekly Wage														
Median HH Income (2016)	\$72,847		\$88,204		\$78,131		\$67,047		\$55,608		\$87,923		\$85,126	
Average Weekly Wage (2015)	\$962		\$1,004		\$989		\$1,274		\$1,150		\$896		\$846	
Employee Ages														
Age 29 or Younger	32,361	26.1%	7,774	22.3%	42,789	24.8%	187,050	21.1%	71,846	21.7%	10,647	26.4%	21,414	29.7%
Age 30 to 54	35,842	29.0%	9,995	28.7%	50,495	29.2%	234,622	26.4%	84,285	25.5%	12,286	30.4%	21,700	30.1%
Age 55 or Older	55,576	44.9%	17,018	48.9%	79,484	46.0%	466,687	52.5%	174,496	52.8%	17,436	43.2%	29,010	40.2%
Jobs by NAICS Industry Sector														
Agriculture, Forestry, Fishing and Hunting	337	0.3%	132	0.4%	750	0.4%	731	0.1%	50	0.0%	116	0.3%	529	0.7%
Mining	2	0.0%	0	0.0%	190	0.1%	313	0.0%	46	0.0%	86	0.2%	33	0.0%
Utilities	485	0.4%	18	0.1%	417	0.2%	2,559	0.3%	307	0.1%	162	0.4%	8	0.0%
Construction	7,095	5.7%	1,683	4.8%	9,814	5.7%	29,745	3.3%	11,881	3.6%	2,968	7.4%	3,450	4.8%
Manufacturing	24,157	19.5%	9,963	28.6%	20,396	11.8%	70,607	7.9%	28,067	8.5%	5,280	13.1%	7,281	10.1%
Wholesale Trade	6,053	4.9%	2,015	5.8%	10,905	6.3%	52,039	5.9%	13,147	4.0%	2,526	6.3%	2,528	3.5%
Retail Trade	18,647	15.1%	2,634	7.6%	18,153	10.5%	73,003	8.2%	24,683	7.5%	4,074	10.1%	10,200	14.1%
Transportation & Warehousing	4,547	3.7%	313	0.9%	9,817	5.7%	19,863	2.2%	5,505	1.7%	1,110	2.7%	1,745	2.4%
Information	574	0.5%	436	1.3%	3,988	2.3%	21,510	2.4%	7,500	2.3%	321	0.8%	488	0.7%
Finance & Insurance	2,198	1.8%	737	2.1%	9,996	5.8%	63,792	7.2%	16,021	4.8%	590	1.5%	3,517	4.9%
Real Estate, Rental & Leasing	1,399	1.1%	389	1.1%	3,519	2.0%	26,036	2.9%	4,423	1.3%	297	0.7%	701	1.0%
Professional, Scientific & Tech Services	3,773	3.0%	995	2.9%	9,119	5.3%	80,841	9.1%	16,575	5.0%	1,127	2.8%	3,230	4.5%
Management of Companies & Enterprises	891	0.7%	1,132	3.3%	3,449	2.0%	57,942	6.5%	28,628	8.7%	133	0.3%	1,373	1.9%
Admin & Support & Waste Mgmt & Remediation	6,449	5.2%	944	2.7%	7,406	4.3%	60,434	6.8%	14,820	4.5%	1,859	4.6%	2,702	3.7%
Educational Services	10,359	8.4%	3,786	10.9%	16,308	9.4%	69,650	7.8%	36,404	11.0%	3,480	8.6%	8,076	11.2%
Health Care & Social Assistance	15,764	12.7%	4,388	12.6%	20,658	12.0%	133,853	15.1%	55,648	16.8%	4,038	10.0%	10,950	15.2%
Arts, Entertainment & Recreation	2,221	1.8%	670	1.9%	2,234	1.3%	13,402	1.5%	5,375	1.6%	1,228	3.0%	1,329	1.8%
Accommodation & Food Services	8,195	6.6%	2,209	6.4%	13,248	7.7%	64,424	7.3%	24,172	7.3%	6,781	16.8%	7,273	10.1%
Other Services (except Public Administration)	4,808	3.9%	916	2.6%	6,758	3.9%	28,452	3.2%	11,530	3.5%	1,713	4.2%	3,035	4.2%
Public Administration	5,825	4.7%	1,427	4.1%	5,643	3.3%	19,163	2.2%	25,845	7.8%	2,480	6.1%	3,676	5.1%

Sources: U.S. Census Bureau (On The Map); MN DEED; ESRI Inc.; Maxfield Research & Consulting, LLC

Introduction

The variety and condition of the housing stock in a community provides the basis for an attractive living environment. Housing functions as a building block for neighborhoods and goods and services. We examined the housing stock in each submarket by reviewing data on the age of the existing housing supply; examining residential building trends since 2000; and reviewing housing data from the American Community Survey (2011-2015 Estimates).

Residential Construction Trends 2000 to Present

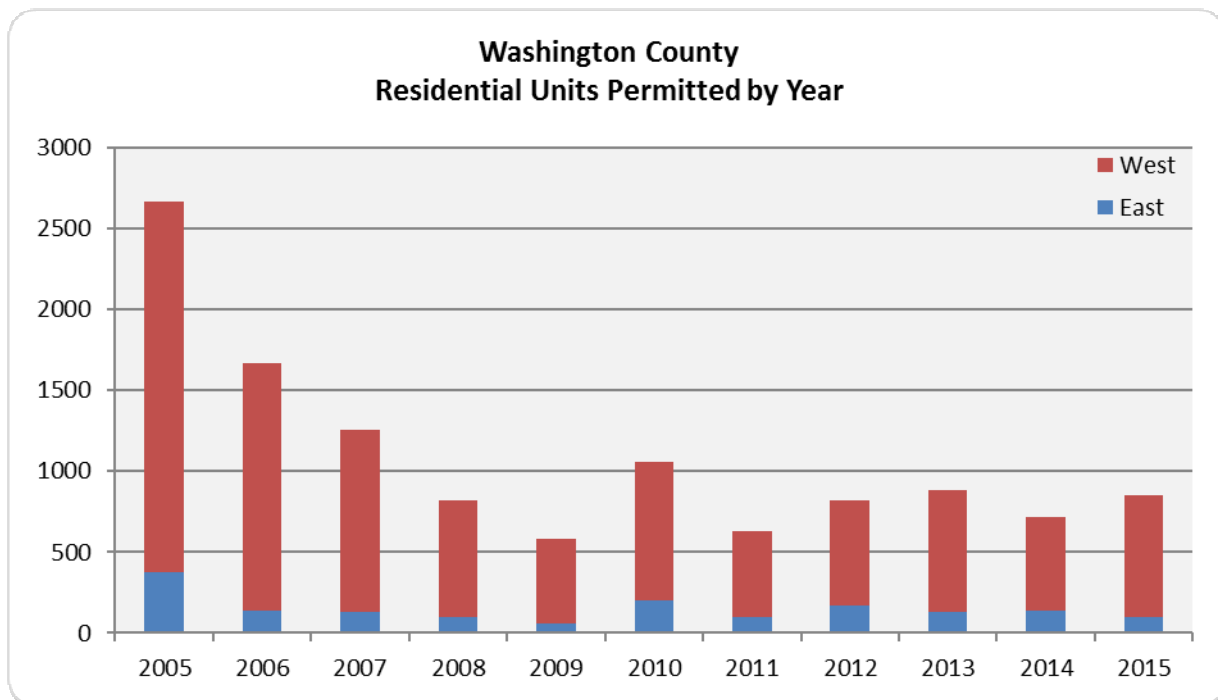
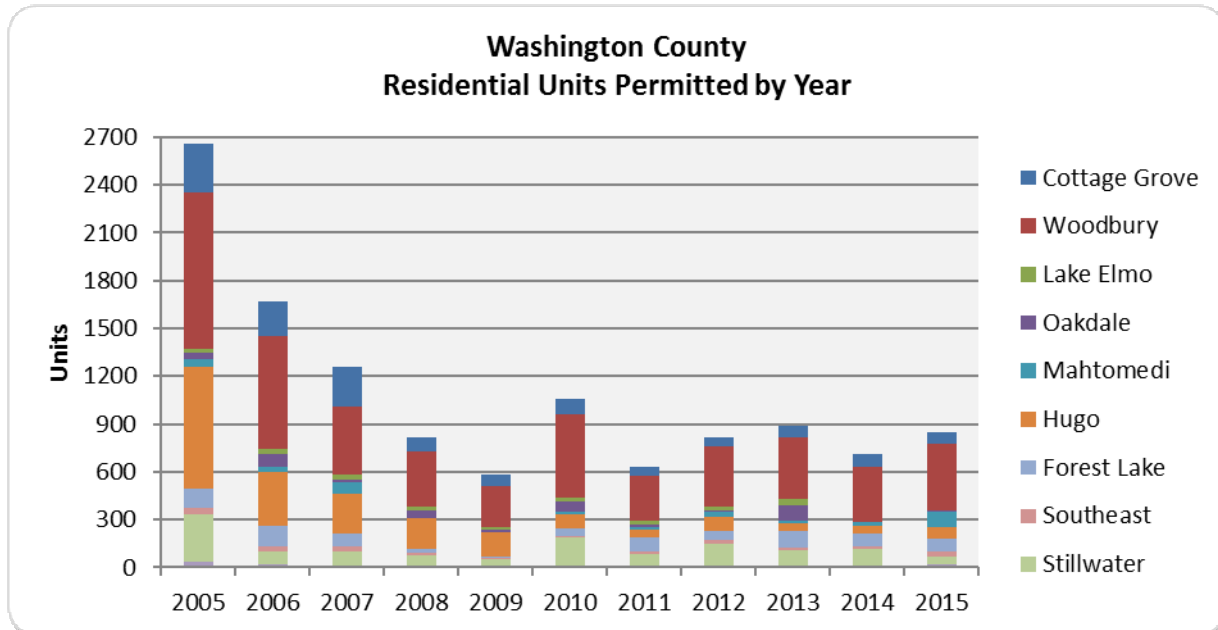
Maxfield Research obtained data on the number of building permits issued for new housing units from 2000 through November 2016 from the U.S. Census Building Permits Survey (BPS) and the U.S. Department of Housing and Urban Development State of the Cities Data Systems (HUD SOCDs). The purpose of the BPS is to provide national, state, and local statistics on the new privately-owned housing units authorized by building or zoning permits in the United States. Statistics from the BPS are based on reports submitted by local permit officials and the survey covers all “permit-issuing places” which are jurisdictions that issue building or zoning permits. Areas for which no authorization is required to construct new housing units are not included in the survey. The HUD SOCDs takes information from the BPS and includes any subsequent Census revisions to achieve higher quality data (2011-2015 estimates).

Table HC-1 displays the number of units permitted for single-family homes and multifamily structures (includes duplexes, structures with three or four units, and structures with five or more units) from 2005 through November 2016, which is the most recent full-year data available. Multifamily housing includes for-sale and rental units and is defined as residential buildings containing units built one on top of another and those built side-by-side which do not have a ground-to-roof wall and/or have common facilities. Single-family housing is defined as fully detached, semi-detached (semi-attached, side-by-side), row houses, and townhouses. For attached units, each unit must be separated from the adjacent unit by a ground-to-roof wall and they must not share systems or utilities to be classified as single-family.

- Building permits were issued for 12,380 residential units in Washington County from 2005 to 2015, equating to roughly 1,125 units per year. Roughly 82% of these units were single-family while the remaining 18% were in multifamily structures. Through November 2016, Washington County added 944 residential units with 64% single family units and 36% multifamily units.
- The City of Woodbury issued permits for the most residential units between 2005 and November 2016 with 5,323 units. According to the 2016 year-end Keystone Report for the Builders Association of the Twin Cities (BATC), Woodbury was ranked as the fourth highest community in the Metro Area in number of residential permits issued, behind only Lakeville, Blaine, and Plymouth.

HOUSING CHARACTERISTICS

- As illustrated in the following graph, 2005 was the most active year for residential permit activity in Washington County, with a total of 2,662 units permitted, followed by 2006 (1,671 units). Residential construction activity slowed substantially in 2009, as 581 units were permitted in the county. As of 2015, 1,002 permits were issued in the county.



HOUSING CHARACTERISTICS

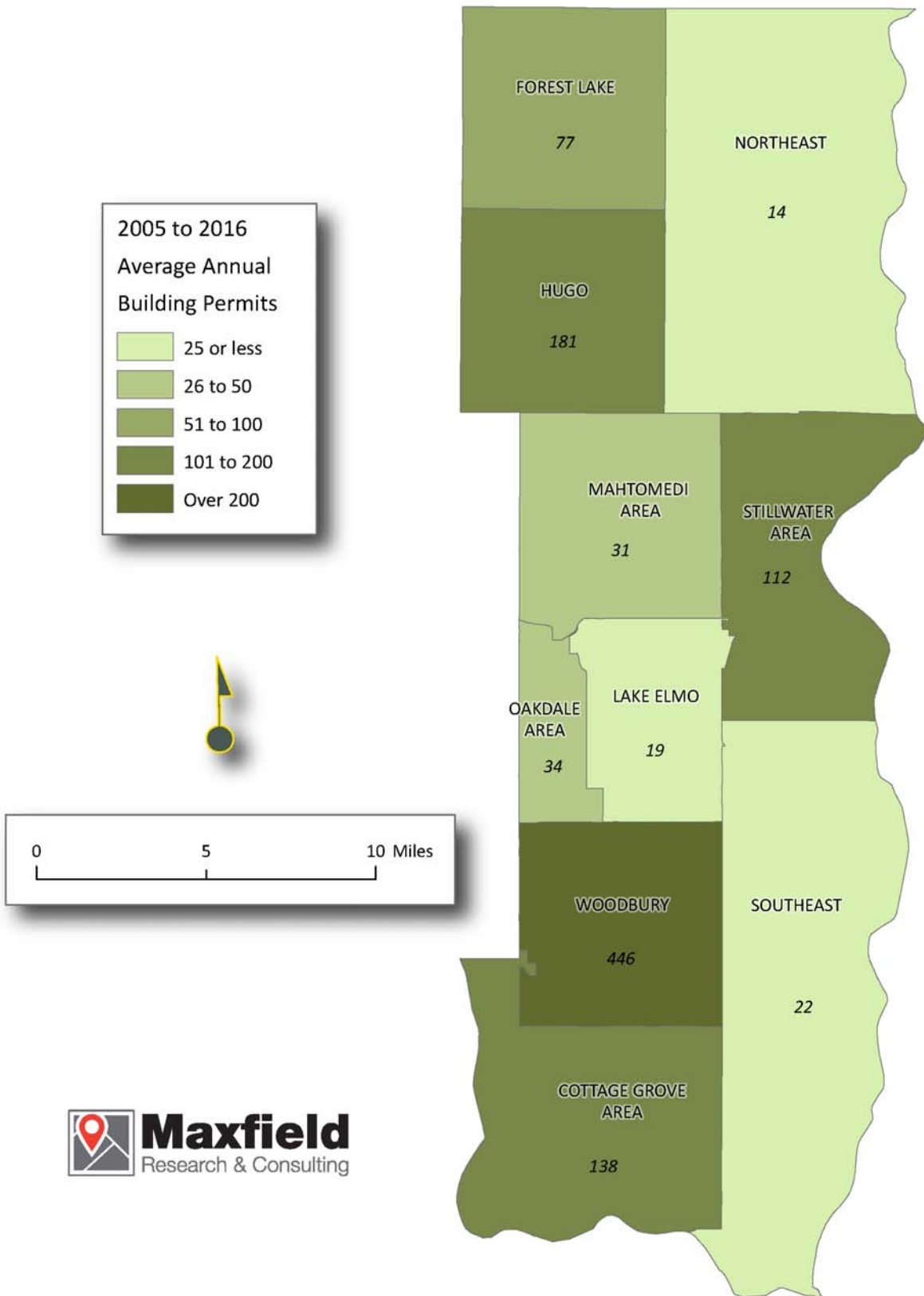
TABLE HC-1
ANNUAL RESIDENTIAL BUILDING ACTIVITY, UNITS PERMITTED
WASHINGTON COUNTY
2005 - 2016*

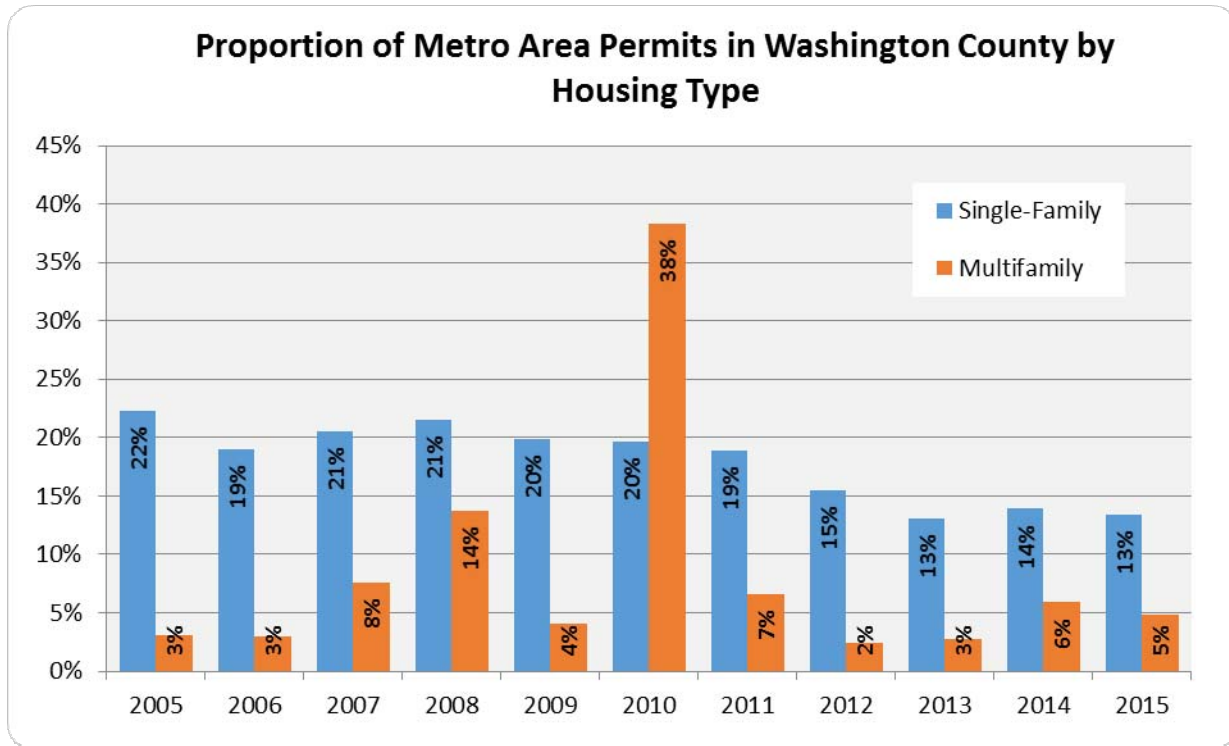
	Total Units												Single-Family Units												Multifamily Units											
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016*	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016*	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016*
Northeast	38	16	9	3	9	8	8	5	15	15	18	22	38	16	9	3	9	8	8	5	15	15	18	22	0	0	0	0	0	0	0	0	0	0	0	0
Scandia	34	13	7	3	9	8	7	5	11	7	14	15	34	13	7	3	9	8	7	5	11	7	14	15	0	0	0	0	0	0	0	0	0	0	0	0
Marine on St. Croix	4	3	2	0	0	0	1	0	0	0	1	0	4	3	2	0	0	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0
May Township	0	0	0	0	0	0	0	0	4	7	4	7	0	0	0	0	0	0	0	0	4	7	4	7	0	0	0	0	0	0	0	0	0	0	0	0
Stillwater	294	87	95	75	42	178	72	146	93	102	50	104	265	87	95	75	42	58	72	84	93	72	45	37	29	0	0	0	0	120	0	62	0	30	5	67
Stillwater	244	56	50	60	34	44	47	39	42	45	13	28	244	56	50	60	34	44	47	39	42	45	13	23	0	0	0	0	0	0	0	0	0	0	0	5
Oak Park Heights	30	11	19	4	0	120	0	63	0	30	10	62	1	11	19	4	0	0	1	0	0	5	0	0	29	0	0	0	0	120	0	62	0	30	5	62
Bayport	7	9	18	8	6	13	11	25	23	7	6	10	7	9	18	8	6	13	11	25	23	7	6	10	0	0	0	0	0	0	0	0	0	0	0	0
Baytown Township	9	7	7	3	1	0	14	18	26	14	15	1	9	7	7	3	1	0	14	18	26	14	15	1	0	0	0	0	0	0	0	0	0	0	0	0
Stillwater Township	4	4	1	0	1	1	0	1	2	6	6	3	4	4	1	0	1	1	0	1	2	6	6	3	0	0	0	0	0	0	0	0	0	0	0	0
Southeast	40	32	25	18	8	12	22	19	20	18	31	23	40	32	25	18	8	12	22	19	18	18	31	23	0	0	0	0	0	0	0	0	0	2	0	0
Lakeland	2	3	1	1	0	0	4	2	6	2	1	1	2	3	1	1	0	0	4	2	4	2	1	1	0	0	0	0	0	0	0	0	0	2	0	0
Lakeland Shores	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lake St. Croix Beach	1	0	0	0	0	0	0	0	1	0	0	0	1	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
St. Mary's Point	2	0	0	0	0	3	2	0	0	0	3	0	2	0	0	0	0	3	2	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0
Afton	6	7	7	6	1	4	5	5	8	5	11	7	6	7	7	6	1	4	5	5	8	5	11	7	0	0	0	0	0	0	0	0	0	0	0	0
Denmark Township	13	14	7	3	4	6	3	3	7	9	8	8	13	14	7	3	4	6	3	3	7	9	8	8	0	0	0	0	0	0	0	0	0	0	0	0
West Lakeland Townsh	16	8	10	8	4	1	5	9	2	4	7	7	16	8	10	8	4	1	5	9	2	4	7	7	0	0	0	0	0	0	0	0	0	0	0	0
Forest Lake	121	130	83	20	11	49	88	59	98	79	81	104	115	92	83	20	11	19	22	29	68	60	45	24	6	38	0	0	0	30	66	30	30	19	36	80
Hugo	765	338	249	190	148	86	50	89	51	49	69	93	765	338	249	186	116	62	50	89	51	49	69	93	0	0	0	0	4	32	24	0	0	0	0	0
Mahtomedi	52	31	77	7	5	13	14	30	18	22	97	11	43	31	77	7	5	13	14	30	18	22	18	11	9	0	0	0	0	0	0	0	0	0	79	0
Mahtomedi	31	28	69	4	3	11	11	26	13	16	91	5	31	28	69	4	3	11	11	26	13	16	12	5	0	0	0	0	0	0	0	0	0	0	79	0
Birchwood Village	1	0	2	0	1	0	1	0	0	0	2	0	1	0	2	0	1	0	1	0	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0
Pine Springs	0	0	0	0	0	0	0	0	1	0	0	1	0	0	0	0	0	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0
Willernie	9	0	0	0	0	0	0	0	2	0	0	0	9	0	0	0	0	0	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant	9	2	3	2	1	2	2	3	3	0	2	3	9	2	3	2	1	2	2	3	3	0	2	3	0	0	0	0	0	0	0	0	0	0	0	0
Dellwood	2	1	3	1	0	0	0	0	2	4	1	3	2	1	3	1	0	0	0	0	2	4	1	3	0	0	0	0	0	0	0	0	0	0	0	0
Oakdale	39	80	16	47	16	70	18	6	96	2	11	6	14	19	16	8	11	31	18	6	3	2	11	6	25	61	0	39	5	39	0	0	93	0	0	0
Oakdale	39	80	16	47	16	70	18	6	96	2	11	6	14	19	16	8	11	31	18	6	3	2	11	6	25	61	0	39	5	39	0	0	93	0	0	0
Landfall	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lake Elmo	22	29	26	23	16	26	19	30	36	1	0	0	22	29	26	23	16	26	19	30	36	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Woodbury	981	713	432	342	255	519	286	374	387	342	417	305	905	713	432	216	255	277	272	329	383	297	257	295	76	0	0	126	0	242	14	45	4	45	160	10
Cottage Grove	310	215	247	94	71	98	52	59	71	83	78	276	310	215	78	92	69	54	52	59	65	83	78	92	0	0	169	2	2	44	0	0	6	0	0	184
Cottage Grove	262	185	236	88	66	89	49	51	57	77	65	272	262	185	67	86	64	45	49	51	51	77	65	88	0	0	169	2	2	44	0	0	6	0	0	184
Grey Cloud Island	0	0	1	0	1	1	0	0	0	0	1	0	0	0	1	0	1	1	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0
St. Paul Park	47	28	5	5	4	7	3	7	11	3	7	4	47	28	5	5	4	7	3	7	11	3	7	4	0	0	0	0	0	0	0	0	0	0	0	0
Newport	1	2	5	1	0	1	0	1	3	3	5	0	1	2	5	1	0	1	0	1	3	3	5	0	0	0	0	0	0	0	0	0	0	0	0	0
East Total	372	135	129	96	59	198	102	170	128	135	99	149	343	135	129	96	59	78	102	108	126	105	94	82	29	0	0	0	0	120	0	62	2	30	5	67
West Total	2,290	1,536	1,130	723	522	861	527	647	757	578	753	795	2,174	1,437	961	552	483	482	447	572	624	514	478	521	116	99	169	171	39	379	80	75	133	64	275	274
Washington Total	2,662	1,671	1,259	819	581	1,059	629	817	885	713	852	944	2,517	1,572	1,090	648	542	560	549	680	750	619	572	603	145	99	169	171	39	499	80	137	135	94	280	341
Metro Area Total	15,985	11,633	7,522	4,268	3,692	4,154	4,130	10,075	5,224	4,571	4,761	66,521	11,311	8,287	5,301	3,018	2,722	2,850	2,912	4,431	5,224	4,571	4,761	5,062	4,674	3,346	2,221	1,250	970	1,304	1,218	5,644	7,204	6,098	7,639	4,626

* Data for 2016 is through November and is reported data only

Sources: US HUD State of the Cities Data Systems; US Census Bureau; Metropolitan Council Residential Building Permit Survey; Maxfield Research & Consulting, LLC

Average Annual Building Permits (2005 to 2016)





American Community Survey

The American Community Survey (“ACS”) is an ongoing statistical survey administered by the U.S. Census Bureau that is sent to approximately three million addresses annually. The survey gathers data previously contained only in the long form of the Decennial Census. As a result, the survey is ongoing and provides a more “up-to-date” portrait of demographic, economic, social and household characteristics every year, not just every ten years. Whenever possible, Maxfield Research used the five-year estimates as they provide the largest sample size and have a longer period of data collection. All ACS surveys are subject to sampling error and uncertainty. The ACS reports margins of errors (MOEs) with estimates for most standard census geographies. The MOE is shown by reliability from low, medium to high. Due to the MOE, 2015 ACS data may have inconsistencies with previous 2010 Census data.

Tables HC-2 through HC-9 show key data from the American Community Survey for Washington County. For a comparison, information for Washington County is broken down by submarket.

Housing Units by Occupancy Status & Tenure

Tenure is a key variable that analyzes the propensity for householders to rent or own their housing. Tenure is an integral statistic used by numerous governmental agencies and private sector industries to assess neighborhood stability. Table HC-2 shows trends for 2010 and 2015.

- The number of housing units is estimated to have increased by 2,560 over the period, with the majority of the new units as renter-occupied (95%). The majority of units overall continues to be owner-occupied at 77%. Due however, to the increase in rental units, the percentage of owner-occupied units decreased from 79% to 77%. Vacant units are estimated to have decreased over the period, representing 4% of the units in 2015 compared to 5% in 2010.
- Except for Lake Elmo, the percentage of owner-occupied housing units dropped in every other submarket while the percentage of renter-occupied units increased between 2010 and 2015.
- Lake Elmo had the highest percentage of owner-occupied housing units in Washington County at 92% as of the 2010 Census and 2015 American Community Survey. The highest proportion of renter-occupied housing units is found in the Stillwater (26%) and Forest Lake submarkets (25%).
- An estimated 4% of Washington County's housing stock was vacant in 2015. It is important to note, however, that the Census's definition of vacant housing units includes: units that have been rented or sold, but not yet occupied, seasonal housing (vacation or second homes), housing for migrant workers, and even boarded-up housing. Thus, the U.S. Census vacancy figures are not always a true indicator of adequate housing available for new households wishing to move into the area. Based on data in Table HC-3, approximately 28% of the vacant units were for seasonal use and 10% were for sale.

HOUSING CHARACTERISTICS

**TABLE HC-2
HOUSING UNITS BY OCCUPANCY STATUS AND TENURE
WASHINGTON COUNTY
2010 & 2015**

	2010						2015									
	Total Units		Owner-Occupied		Renter-Occupied		Vacant Units		Total Units		Owner-Occupied		Renter-Occupied		Vacant Units	
	No.		No.	Pct.	No.	Pct.	No.	Pct.	No.		No.	Pct.	No.	Pct.	No.	Pct.
Northeast	3,278		2,670	81%	214	7%	394	12%	3,399		2,682	79%	236	7%	481	14%
Stillwater	12,081		8,447	70%	2,823	23%	811	7%	12,440		8,481	68%	3,227	26%	732	6%
Southeast	4,634		4,135	89%	249	5%	250	5%	4,784		4,178	87%	284	6%	322	7%
Forest Lake	7,508		5,362	71%	1,652	22%	494	7%	7,475		5,225	70%	1,857	25%	393	5%
Hugo	5,189		4,539	87%	451	9%	199	4%	5,410		4,484	83%	693	13%	233	4%
Mahtomedi	5,798		4,891	84%	683	12%	224	4%	5,970		4,929	83%	823	14%	218	4%
Oakdale	11,673		8,704	75%	2,509	21%	460	4%	11,759		8,634	73%	2,811	24%	314	3%
Lake Elmo	2,877		2,648	92%	131	5%	98	3%	2,931		2,690	92%	204	7%	37	1%
Woodbury	23,568		18,290	78%	4,304	18%	974	4%	24,744		18,712	76%	5,347	22%	685	3%
Cottage Grove	15,768		13,032	83%	2,125	13%	611	4%	16,022		12,849	80%	2,586	16%	587	4%
East Total	19,993		15,252	76%	3,286	16%	1,455	7%	20,623		15,341	74%	3,747	18%	1,535	7%
West Total	72,381		57,466	79%	11,855	16%	3,060	4%	74,311		57,523	77%	14,321	19%	2,467	3%
Washington Total	92,374		72,718	79%	15,141	16%	4,515	5%	94,934		72,864	77%	18,068	19%	4,002	4%

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

HOUSING CHARACTERISTICS

**TABLE HC-3
VACANCY STATUS
WASHINGTON COUNTY
2015**

	2015															
	Total Vacant		For Rent		Rented, Not Occupied		For Sale Only		Sold, Not Occupied		For Seasonal Use		For Migratory Workers		Other Vacant	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
Northeast	481		9	2%	0	0%	6	1%	0	0%	407	85%	0	0%	59	12%
Stillwater	732		40	5%	47	6%	77	11%	49	7%	219	30%	0	0%	300	41%
Southeast	322		26	8%	0	0%	69	21%	0	0%	155	48%	0	0%	72	22%
Forest Lake	393		50	13%	0	0%	40	10%	0	0%	79	20%	0	0%	224	57%
Hugo	233		0	0%	0	0%	0	0%	68	29%	0	0%	0	0%	165	71%
Mahtomedi	218		0	0%	2	1%	28	13%	0	0%	32	15%	0	0%	156	72%
Oakdale	309		68	22%	29	9%	7	2%	0	0%	16	5%	0	0%	189	61%
Lake Elmo	37		0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	37	100%
Woodbury	685		108	16%	180	26%	10	1%	70	10%	90	13%	0	0%	227	33%
Cottage Grove	587		37	6%	0	0%	172	29%	62	11%	108	18%	26	4%	182	31%
East Total	1,535		75	5%	47	3%	152	10%	49	0	781	51%	0	0%	431	28%
West Total	2,462		263	11%	211	9%	257	10%	200	0	325	13%	26	1%	1,180	48%
Washington Total	3,997		338	8%	258	6%	409	10%	249	6%	1,106	28%	26	1%	1,611	40%

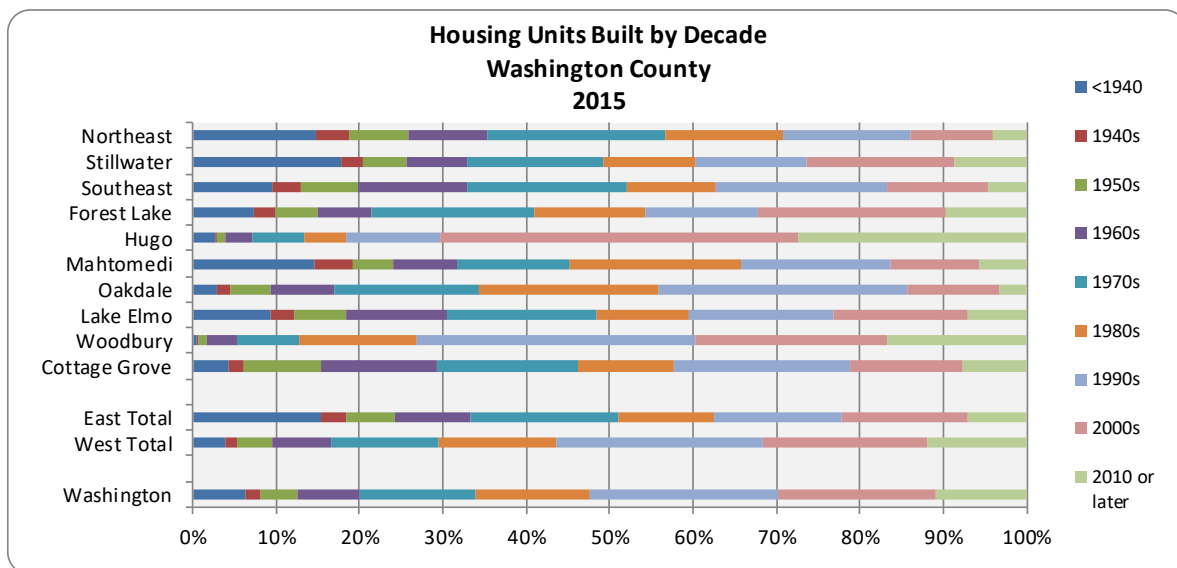
Note: Other Vacant includes the following types of vacant units: foreclosure, personal/family reasons, legal proceedings, preparing unit to rent or sell, held for storage of furniture, needs repairs, currently being repaired/renovated, specific use housing (i.e. church, military, guest house, etc.), extended absence (gone for six months or more), abandoned/possibly condemned, don't know.

Sources: U.S. Census Bureau; Maxfield Research & Consulting, LLC

Age of Housing Stock

The following graph shows the age distribution of the housing stock based on data from the U.S. Census Bureau and the American Community Survey (5-Year). Table HC-4 includes the number of housing units built in Washington County, prior to 1940 and during each decade since.

- The greatest proportion of homes in Washington County was built in the 1990s, which comprised 23% of the entire housing stock in the county. As a comparison, only 14% of homes in the Metro Area were built in the 1990s.
- The Stillwater submarket had the highest proportion of older homes as 18% of the housing supply was built prior to 1940, followed by the Mahtomedi and Northeast submarkets with 15% each. Conversely, the largest proportions of newer homes were located in Hugo (27.5%), Woodbury (16.7%) and Forest Lake (9.7%) built after 2010. Hugo is estimated to have the highest proportion of their housing stock built after 2000 with 70%.
- Since 2010, 11,351 housing units are estimated to have been added to the county’s housing stock, roughly 11% of the total. Woodbury was the leader with 4,796 new units, followed by Hugo with 1,980 new units.



HOUSING CHARACTERISTICS

**TABLE HC-4
AGE OF HOUSING STOCK (OCCUPIED HOUSING UNITS)
WASHINGTON COUNTY
2015**

	Total Units	Med. Yr. Built	Year Structure Built																	
			<1940		1940s		1950s		1960s		1970s		1980s		1990s		2000 to 2009		2010 or later	
			No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
Northeast	3,485	1975	518	14.9%	140	4.0%	246	7.1%	324	9.3%	747	21.4%	491	14.1%	533	15.3%	349	10.0%	137	3.9%
Stillwater	13,372	1977	2,370	17.7%	365	2.7%	693	5.2%	963	7.2%	2,193	16.4%	1,490	11.1%	1,778	13.3%	2,348	17.6%	1,172	8.8%
Southeast	4,977	1978	480	9.6%	165	3.3%	338	6.8%	658	13.2%	946	19.0%	538	10.8%	1,019	20.5%	600	12.1%	233	4.7%
Forest Lake	8,011	1985	583	7.3%	221	2.8%	391	4.9%	515	6.4%	1,578	19.7%	1,062	13.3%	1,085	13.5%	1,798	22.4%	778	9.7%
Hugo	7,212	2001	196	2.7%	20	0.3%	61	0.8%	241	3.3%	443	6.1%	373	5.2%	805	11.2%	3,093	42.9%	1,980	27.5%
Mahtomedi	6,248	1981	911	14.6%	296	4.7%	302	4.8%	476	7.6%	838	13.4%	1,279	20.5%	1,125	18.0%	673	10.8%	348	5.6%
Oakdale	12,011	1987	349	2.9%	185	1.5%	599	5.0%	911	7.6%	2,068	17.2%	2,602	21.7%	3,575	29.8%	1,341	11.2%	381	3.2%
Lake Elmo	3,103	1981	287	9.2%	93	3.0%	192	6.2%	373	12.0%	555	17.9%	347	11.2%	534	17.2%	505	16.3%	217	7.0%
Woodbury	28,726	1965	128	0.4%	44	0.2%	335	1.2%	1,000	3.5%	2,139	7.4%	4,102	14.3%	9,584	33.4%	6,598	23.0%	4,796	16.7%
Cottage Grove	17,147	1980	733	4.3%	323	1.9%	1,597	9.3%	2,356	13.7%	2,898	16.9%	1,994	11.6%	3,602	21.0%	2,335	13.6%	1,309	7.6%
East Total	21,834	1977	3,368	15.4%	670	3.1%	1,277	5.8%	1,945	8.9%	3,886	17.8%	2,519	11.5%	3,330	15.3%	3,297	15.1%	1,542	7.1%
West Total	82,458	1988	3,187	3.9%	1,182	1.4%	3,477	4.2%	5,872	7.1%	10,519	12.8%	11,759	14.3%	20,310	24.6%	16,343	19.8%	9,809	11.9%
Washington Total	104,292	1986	6,555	6.3%	1,852	1.8%	4,754	4.6%	7,817	7.5%	14,405	13.8%	14,278	13.7%	23,640	22.7%	19,640	18.8%	11,351	10.9%

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

Housing Units by Structure and Occupancy or (Housing Stock by Structure Type)

Table HC-5 shows the housing stock in Washington County by type of structure and tenure based on the 2015 ACS.

- The dominant housing type in Washington County is the single-family detached home, representing 69% of all housing units in the county. Owner-occupied single-family detached dwellings accounted for nearly 82% of all single-family owned units. As a comparison, approximately 58.5% of all homes in the Metro Area are single-family detached.
- In the Southeast submarket, 98.6% of owned housing units and 90.1% of rented housing units are single-family detached dwellings. In the Northeast submarket, 97.8% of owned housing units and 69.1% of rented housing units are single-family detached dwellings. Conversely, the Oakdale submarket has only 69.1% of owned units and 8.6% of rented units as single-family detached dwellings.
- Hugo, Woodbury and Oakdale all have relatively high proportions of housing units that are one unit, single-family attached. Many of these units are twinhomes or association-maintained detached villas.
- The submarkets with the highest proportions of housing units that are rented are Stillwater (27.6%) and Oakdale (24.6%).

Owner-Occupied Housing Units by Mortgage Status

Table HC-6 shows mortgage status and average values from the American Community Survey for 2015 (5-Year). Mortgage status provides information on the cost of homeownership when analyzed in conjunction with mortgage payment data. A mortgage refers to all forms of debt where the property is pledged as security for repayment of debt. A first mortgage has priority claim over any other mortgage or if it is the only mortgage. A second (and sometimes third) mortgage is called a “junior mortgage,” a home equity line of credit (HELOC) would also fall into this category. Finally, a housing unit without a mortgage is owned free and clear and is debt free.

- Approximately 75% of Washington County homeowners have a mortgage. Comparatively, about 74% of homeowners in the Metro Area had a mortgage in 2015. About 24% of homeowners with mortgages in Washington County also have a second mortgage and/or home equity loan.
- The median value for homes with a mortgage for Washington County homeowners was approximately \$254,390. The Lake Elmo submarket had the highest median value at \$405,900 and Oakdale had the lowest at \$164,885.

HOUSING CHARACTERISTICS

**TABLE HC-5
HOUSING UNITS BY STRUCTURE & TENURE
WASHINGTON COUNTY
2015**

Units in Structure	NORTHEAST				STILLWATER				SOUTHEAST				FOREST LAKE			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1, detached	2,624	97.8%	146	61.9%	7,168	84.5%	619	19.2%	4,118	98.6%	258	90.8%	4,554	87.2%	407	21.9%
1, attached	43	1.6%	54	22.9%	857	10.1%	392	12.1%	38	0.9%	3	1.1%	581	11.1%	454	24.4%
2	5	0.2%	9	3.8%	17	0.2%	311	9.6%	4	0.1%	7	2.5%	0	0.0%	23	1.2%
3 to 4	0	0.0%	0	0.0%	53	0.6%	184	5.7%	4	0.1%	13	4.6%	6	0.1%	15	0.8%
5 to 9	5	0.2%	17	7.2%	171	2.0%	338	10.5%	0	0.0%	3	1.1%	13	0.2%	60	3.2%
10 to 19	5	0.2%	10	4.2%	25	0.3%	213	6.6%	0	0.0%	0	0.0%	7	0.1%	204	11.0%
20 to 49	0	0.0%	0	0.0%	110	1.3%	332	10.3%	0	0.0%	0	0.0%	0	0.0%	396	21.3%
50 or more	0	0.0%	0	0.0%	62	0.7%	838	26.0%	3	0.1%	0	0.0%	0	0.0%	298	16.0%
Mobile home	0	0.0%	0	0.0%	6	0.1%	0	0.0%	11	0.3%	0	0.0%	64	1.2%	0	0.0%
Boat, RV, van, etc.	0	0.0%	0	0.0%	12	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	2,682	100%	236	100%	8,481	100%	3,227	100%	4,178	100%	284	100%	5,225	100%	1,857	100%

Units in Structure	HUGO				MAHTOMEDI				OAKDALE				LAKE ELMO			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1, detached	3,071	68.5%	69	10.0%	4,660	94.5%	322	39.1%	5,969	69.1%	242	8.6%	2,385	88.7%	76	37.3%
1, attached	1,182	26.4%	448	64.6%	219	4.4%	62	7.5%	1,921	22.2%	717	25.5%	27	1.0%	13	6.4%
2	0	0.0%	0	0.0%	24	0.5%	20	2.4%	53	0.6%	43	1.5%	0	0.0%	53	26.0%
3 to 4	38	0.8%	36	5.2%	0	0.0%	30	3.6%	150	1.7%	177	6.3%	0	0.0%	41	20.1%
5 to 9	64	1.4%	90	13.0%	0	0.0%	10	1.2%	139	1.6%	62	2.2%	0	0.0%	0	0.0%
10 to 19	33	0.7%	0	0.0%	8	0.2%	8	1.0%	7	0.1%	139	4.9%	0	0.0%	0	0.0%
20 to 49	0	0.0%	39	5.6%	0	0.0%	92	11.2%	14	0.2%	414	14.7%	0	0.0%	0	0.0%
50 or more	0	0.0%	0	0.0%	10	0.2%	266	32.3%	112	1.3%	935	33.3%	0	0.0%	0	0.0%
Mobile home	96	2.1%	11	1.6%	8	0.2%	13	1.6%	269	3.1%	43	1.5%	278	10.3%	21	10.3%
Boat, RV, van, etc.	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	39	1.4%	0	0.0%	0	0.0%
Total	4,484	100%	693	100%	4,929	100%	823	100%	8,634	100%	2,811	100%	2,690	100%	204	100%

Units in Structure	WOODBURY				COTTAGE GROVE				TOTAL			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1, detached	13,417	71.7%	550	10.3%	11,492	89.4%	787	30.4%	59,458	81.6%	3,476	19.2%
1, attached	4,296	23.0%	2,119	39.6%	1,083	8.4%	392	15.2%	10,247	14.1%	4,654	25.8%
2	43	0.2%	59	1.1%	22	0.2%	112	4.3%	168	0.2%	637	3.5%
3 to 4	408	2.2%	160	3.0%	16	0.1%	370	14.3%	675	0.9%	1,026	5.7%
5 to 9	328	1.8%	389	7.3%	40	0.3%	161	6.2%	760	1.0%	1,130	6.3%
10 to 19	46	0.2%	292	5.5%	15	0.1%	283	10.9%	146	0.2%	1,149	6.4%
20 to 49	0	0.0%	505	9.4%	0	0.0%	235	9.1%	124	0.2%	2,013	11.1%
50 or more	150	0.8%	1,273	23.8%	0	0.0%	218	8.4%	337	0.5%	3,828	21.2%
Mobile home	24	0.1%	0	0.0%	173	1.3%	28	1.1%	929	1.3%	116	0.6%
Boat, RV, van, etc.	0	0.0%	0	0.0%	8	0.1%	0	0.0%	20	0.0%	39	0.2%
Total	18,712	100%	5,347	100%	12,849	100%	2,586	100%	72,864	100%	18,068	100%

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

HOUSING CHARACTERISTICS

**TABLE HC-6
OWNER-OCCUPIED HOUSING UNITS BY MORTGAGE STATUS
WASHINGTON COUNTY
2015**

Mortgage Status	NORTHEAST		STILLWATER		SOUTHEAST		FOREST LAKE		HUGO		MAHTOMEDI	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	Pct.	Pct.
Housing units without a mortgage	915	34.1	2,415	28.5	1,265	30.3	1,205	23.1	854	19.0	1,579	32.0
Housing units with a mortgage/debt	1,767	65.9	6,066	71.5	2,913	69.7	4,020	76.9	3,630	81.0	3,350	68.0
<i>Second mortgage only</i>	60	3.4	433	7.1	116	4.0	170	4.2	237	6.5	196	5.9
<i>Home equity loan only</i>	384	21.7	1,261	20.8	649	22.3	590	14.7	354	9.8	813	24.3
<i>Both second mortgage and equity loan</i>	32	1.8	44	0.7	14	0.5	49	1.2	31	0.9	24	0.7
<i>No second mortgage or equity loan</i>	1,291	73.1	4,328	71.3	2,134	73.3	3,211	79.9	3,008	82.9	2,317	69.2
Total	2,682	100.0	8,481	100.0	4,178	100.0	5,225	100.0	4,484	100.0	4,929	100.0
Median Value by Mortgage Status												
Housing units with a mortgage	\$347,280		\$273,440		\$349,970		\$234,800		\$231,100		\$356,965	
Housing units without a mortgage	\$314,145		\$244,930		\$337,500		\$211,300		\$215,700		\$305,270	
Mortgage Status	OAKDALE		LAKE ELMO		WOODBURY		COTTAGE GROVE		TOTAL			
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.		
Housing units without a mortgage	2,317	26.8	965	35.9	4,168	22.3	2,817	21.9	18,500	25.4		
Housing units with a mortgage/debt	6,317	73.2	1,725	64.1	14,544	77.7	10,032	78.1	54,364	74.6		
<i>Second mortgage only</i>	407	6.4	102	5.9	933	6.4	646	6.4	3,300	6.1		
<i>Home equity loan only</i>	939	14.9	318	18.4	2,183	15.0	1,771	17.7	9,262	17.0		
<i>Both second mortgage and equity loan</i>	51	0.8	14	0.8	32	0.2	160	1.6	451	0.8		
<i>No second mortgage or equity loan</i>	4,920	77.9	1,291	74.8	11,396	78.4	7,455	74.3	41,351	76.1		
Total	8,634	100.0	2,690	100.0	18,712	100.0	12,849	100.0	72,864	100.0		
Median Value by Mortgage Status												
Housing units with a mortgage	\$192,190		\$405,900		\$274,400		\$164,885		\$254,390			
Housing units without a mortgage	\$159,950		\$313,900		\$262,100		\$163,340		\$240,590			

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

Owner-Occupied Housing Units by Value

Table HC-7 presents data on housing values summarized by nine price ranges. Housing value refers to the estimated price point the property would sell if it was for sale. For single-family and townhome properties, value includes at the land and the structure. For condominium units, value refers to only the unit.

- The median owner-occupied home in Washington County was \$251,160 or \$30,485 higher than the Metro Area (\$220,675).
- Median home values in Washington County range from a low of \$164,115 in the Cottage Grove submarket to a high of \$369,000 in the Lake Elmo submarket.
- Forest Lake, Hugo, Cottage Grove, and Oakdale were the only submarkets below the county median value.

Renter-Occupied Units by Contract Rent

Table HC-8 presents information on the monthly housing costs for renters called contract rent (also known as asking rent). Contract rent is the monthly rent agreed to regardless of any utilities, furnishings, fees, or services that may be included.

- The median contract rent in Washington County was \$1,021. Based on a 30% allocation of income to housing, a household in Washington County would need an income of about \$40,840 to afford an average monthly rent of \$1,021.
- Between the submarkets of Washington County, Lake Elmo had the lowest median contract rent at \$728, while Woodbury had the highest at \$1,179. However, Lake Elmo has the fewest number of rental units and the median contract rent may be skewed by lower cost rental properties.
- Approximately 23% of Washington County renters paying cash have monthly rents ranging from \$750 to \$999, 35% had monthly rents ranging from \$1,000 to \$1,500, and 14% had monthly rents between \$500 and \$749.
- Housing units without payment of rent (“no cash rent”) make up only 4% of Washington County renters. Typically, units may be owned by a relative or friend who lives elsewhere whom allow occupancy without charge. Other sources may include caretakers or ministers who may occupy a residence without charge.

HOUSING CHARACTERISTICS

**TABLE HC-7
OWNER-OCCUPIED UNITS BY VALUE
WASHINGTON COUNTY
2015**

Home Value	NORTHEAST		STILLWATER		SOUTHEAST		FOREST LAKE		HUGO		MAHTOMEDI	
	No.	Pct.	No.	Pct.	Pct.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
Less than \$50,000	24	0.9	271	3.2	82	2.0	150	2.9	187	4.2	114	2.3
\$50,000-\$99,999	11	0.4	224	2.6	38	0.9	118	2.3	135	3.0	140	2.8
\$100,000-\$149,999	112	4.2	558	6.6	205	4.9	800	15.3	595	13.3	162	3.3
\$150,000-\$199,999	160	6.0	1,651	19.5	431	10.3	987	18.9	895	20.0	427	8.7
\$200,000-\$299,999	810	30.2	2,602	30.7	875	20.9	1,733	33.2	1,436	32.0	1,240	25.2
\$250,000-\$299,999	1,031	38.4	2,362	27.9	1,647	39.4	1,239	23.7	909	20.3	1,774	36.0
\$300,000-\$399,999	308	11.5	638	7.5	576	13.8	161	3.1	278	6.2	658	13.3
\$300,000-\$499,999	111	4.1	103	1.2	155	3.7	25	0.5	31	0.7	179	3.6
Greater than \$500,000	115	4.3	72	0.8	169	4.0	12	0.2	18	0.4	235	4.8
Total	2,682	100.0	8,481	100.0	4,178	100.0	5,225	100.0	4,484	100.0	4,929	100.0
Median Home Value	\$335,320		\$265,310		\$346,685		\$230,100		\$228,700		\$345,025	

Home Value	OAKDALE		LAKE ELMO		WOODBURY		COTTAGE GROVE		TOTAL	
	No.	Pct.	No.	Pct.	Pct.	Pct.	No.	Pct.	No.	Pct.
Less than \$50,000	379	4.4	268	10.0	339	1.8	460	3.6	2,274	3.1
\$50,000-\$99,999	614	7.1	96	3.6	428	2.3	358	2.8	2,162	3.0
\$100,000-\$149,999	1,811	21.0	35	1.3	2,026	10.8	1,744	13.6	8,048	11.0
\$150,000-\$199,999	2,017	23.4	143	5.3	2,505	13.4	4,144	32.3	13,360	18.3
\$200,000-\$249,999	2,956	34.2	456	17.0	6,058	32.4	4,088	31.8	22,254	30.5
\$250,000-\$299,999	812	9.4	950	35.3	5,752	30.7	1,840	14.3	18,316	25.1
\$300,000-\$399,999	18	0.2	506	18.8	1,405	7.5	185	1.4	4,733	6.5
\$400,000-\$499,999	10	0.1	199	7.4	134	0.7	10	0.1	957	1.3
Greater than \$500,000	17	0.2	37	1.4	65	0.3	20	0.2	760	1.0
Total	8,634	100.0	2,690	100.0	18,712	100.0	12,849	100.0	72,864	100.0
Median Home Value	\$183,395		\$369,000		\$272,000		\$164,115		\$251,160	

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

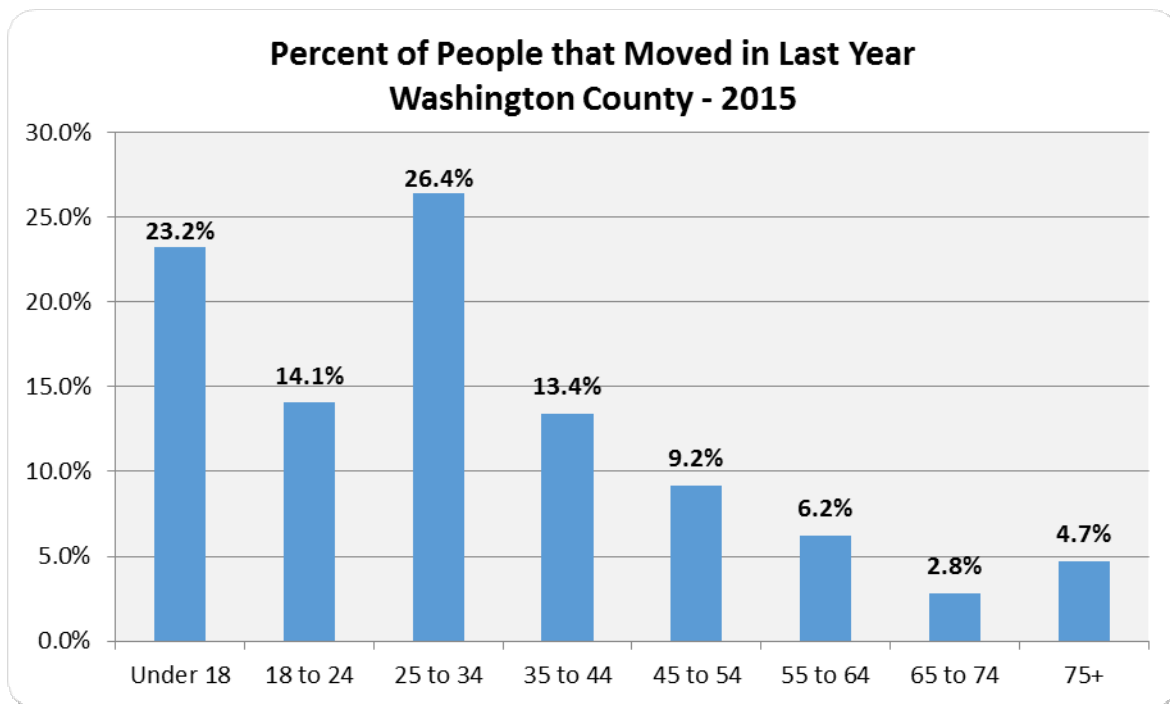
HOUSING CHARACTERISTICS

TABLE HC-8 RENTER-OCCUPIED UNITS BY CONTRACT RENT WASHINGTON COUNTY 2015												
	NORTHEAST		STILLWATER		SOUTHEAST		FOREST LAKE		HUGO		MAHTOMEDI	
Contract Rent	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
No Cash Rent	54	22.9	108	3.3	42	14.8	45	2.4	72	10.4	87	10.6
Cash Rent	182	77.1	3,119	96.7	242	85.2	1,812	97.6	621	89.6	736	89.4
\$0 to \$249	0	0.0	213	6.6	0	0.0	164	8.8	12	1.7	29	3.5
\$250-\$499	0	0.0	194	6.0	4	1.4	84	4.5	28	4.0	168	20.4
\$500-\$749	24	10.2	646	20.0	49	17.3	392	21.1	37	5.3	58	7.0
\$750-\$999	67	28.4	670	20.8	73	25.7	681	36.7	76	11.0	182	22.1
\$1,000-\$1,500	25	10.6	653	20.2	66	23.2	433	23.3	443	63.9	104	12.6
\$1,500+	66	28.0	743	23.0	50	17.6	58	3.1	25	3.6	195	23.7
Total	236	100.0	3,227	100.0	284	100.0	1,857	100.0	693	100.0	823	100.0
Median Contract Rent	\$1,098		\$1,041		\$1,025		\$871		\$1,120		\$867	
	OAKDALE		LAKE ELMO		WOODBURY		COTTAGE GROVE		TOTAL		METRO AREA	
Contract Rent	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
No Cash Rent	100	3.6	9	4.4	104	1.9	137	5.3	758	4.2	9,618	2.6
Cash Rent	2,711	96.4	195	95.6	5,243	98.1	2,449	94.7	17,310	95.8	355,124	97.4
\$0 to \$249	183	6.5	9	4.4	0	0.0	127	4.9	737	4.1	20,313	5.6
\$250-\$499	227	8.1	5	2.5	88	1.6	144	5.6	942	5.2	23,675	6.5
\$500-\$749	442	15.7	88	43.1	279	5.2	585	22.6	2,600	14.4	79,666	21.8
\$750-\$999	769	27.4	33	16.2	914	17.1	730	28.2	4,195	23.2	107,773	29.5
\$1,000-\$1,499	933	33.2	38	18.6	2,932	54.8	706	27.3	6,333	35.1	93,061	25.5
\$1,500+	157	5.6	22	10.8	1,030	19.3	157	6.1	2,503	13.9	30,636	8.4
Total	2,811	100.0	204	100.0	5,347	100.0	2,586	100.0	18,068	100.0	364,742	100.0
Median Contract Rent	\$915		\$728		\$1,179		\$900		\$1,011		\$886	
Sources: U.S. Census Bureau - American Community Survey; Maxfield Research and Consulting												

Mobility in the Past Year

Table HC-9 shows the mobility patterns of Washington County residents within the last year.

- The majority of residents (89%) did not move within the last year.
- Of the residents that moved within the last year, approximately 44% moved outside of Washington County but within Minnesota and 37% were intra-county moves (i.e. one location in Washington County to another Washington County location).
- A greater proportion of younger age cohorts tended to move within the last year compared to older age cohorts. Approximately 14% of 18 to 24 year olds moved within the last year compared to 5% of those age 75+.



HOUSING CHARACTERISTICS

**TABLE HC-9
MOBILITY IN THE PAST YEAR BY AGE FOR CURRENT RESIDENCE
WASHINGTON COUNTY
2015**

Age	Not Moved		Moved							
	Same House		Within Same County		Different County Same State		Different State		Abroad	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	Pct.	Pct.
Under 18	53,698	24.8%	2,775	27.7%	2,564	21.6%	923	20.5%	20	2.9%
18 to 24	15,218	7.0%	1,186	11.8%	1,702	14.3%	802	17.9%	115	16.8%
25 to 34	22,527	10.4%	2,276	22.7%	3,360	28.3%	1,344	29.9%	179	26.2%
35 to 44	29,083	13.4%	1,303	13.0%	1,696	14.3%	502	11.2%	122	17.9%
45 to 54	37,188	17.2%	994	9.9%	1,078	9.1%	368	8.2%	42	6.1%
55 to 64	30,744	14.2%	781	7.8%	646	5.4%	166	3.7%	91	13.3%
65 to 74	17,191	7.9%	265	2.6%	292	2.5%	146	3.3%	59	8.6%
75+	10,978	5.1%	437	4.4%	542	4.6%	241	5.4%	55	8.1%
Total	216,627	100.0%	10,017	100.0%	11,880	100.0%	4,492	100.0%	683	100.0%

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting, LLC

Introduction

Maxfield Research and Consulting analyzed the for-sale housing market in Washington County by collecting data on single-family and multifamily home sales, active listings, identifying active subdivisions and pending for-sale developments; reviewing lender-mediated property data, and conducting interviews with local real estate professionals, developers and planning officials.

Home Resale Comparison in Twin Cities Metro Area

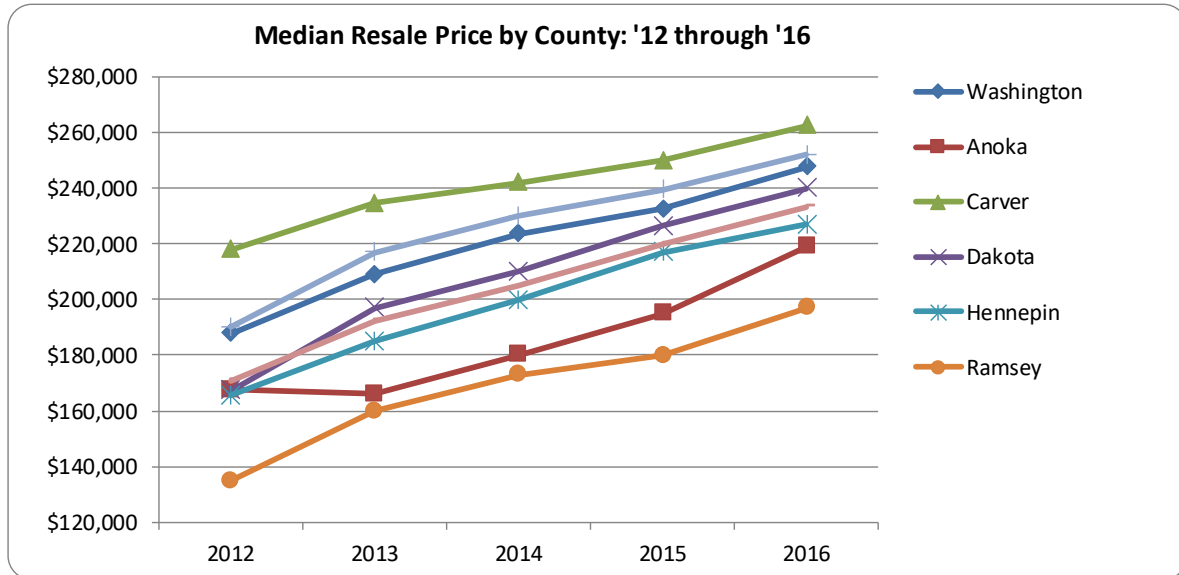
Table FS-1 presents summary resale data for single-family and multifamily housing units in Washington County and the other six core Metro Area counties. The table shows the median resale sales price from 2012 through 2016 according to the Minneapolis Area Association of Realtors (“MAAR”). Table FS-2 illustrates key metrics for closed sales in 2016. The following are the key points from Tables FS-1 and FS-2.

- In the Seven County Metro Area, Washington County typically posted the third highest median resale prices during the period. Carver County posted the highest housing resale prices each year since 2012.
- Resales in Washington County have had a median resale price that is an average of 9% higher than the median for the Metro Area between 2012 and 2016.
- Washington County resale home prices increased by 11% between 2012 and 2013. Despite price gains, the current median resale pricing still remains lower than the peak pricing experienced during the housing boom. Based on market performance through 2016, the year’s sale prices rose 32% from 2012.

County	2012	2013	2014	2015	2016
Washington	\$187,900	\$209,000	\$223,500	\$232,500	\$247,600
Anoka	\$167,500	\$166,000	\$180,000	\$195,000	\$219,000
Carver	\$218,000	\$234,700	\$242,000	\$250,000	\$262,500
Dakota	\$167,219	\$196,950	\$210,000	\$226,500	\$240,000
Hennepin	\$165,500	\$185,000	\$199,900	\$216,950	\$226,950
Ramsey	\$135,000	\$159,900	\$172,900	\$179,900	\$197,000
Scott	\$190,000	\$217,000	\$230,000	\$239,500	\$252,000
Twin Cities Metro (7-County)	\$171,000	\$192,400	\$205,000	\$220,000	\$233,250

Source: Minneapolis Area Association of Realtors, Maxfield Research & Consulting, LLC

FOR-SALE MARKET ANALYSIS



- In 2016, Washington County resales accounted for 8% of all transactions listed on the Multiple Listing Service (MLS) in the seven-county Metro Area.
- New construction homes accounted for 10% of Washington County sales; higher than the 7% average in the overall Metro Area.

**TABLE FS-2
RESALE COMPARISON
METRO AREA BY COUNTY
2016**

Geography	Closed Sales	New Construction	Percent Townhome/ Condo		CDOM ¹	Pct. of Orig. List Price
			Condo	Distressed ²		
Washington	4,832	9.6%	30.4%	7.0%	68	97.2%
Anoka	6,147	8.6%	20.9%	9.9%	56	98.2%
Carver	1,601	14.0%	26.2%	5.0%	73	97.6%
Dakota	6,022	7.5%	34.2%	6.7%	56	97.8%
Hennepin	17,635	4.6%	25.9%	6.5%	63	97.4%
Ramsey	6,382	2.4%	20.7%	9.1%	62	97.1%
Scott	2,187	6.7%	25.2%	7.0%	69	97.8%
Twin Cities Region	59,988	6.8%	24.1%	7.4%	64	97.5%

¹ Cumulative Days on Market ("CDOM") is the collective sum of days on the market from the current and any previous listings within the past year.

² Includes foreclosures and short sales

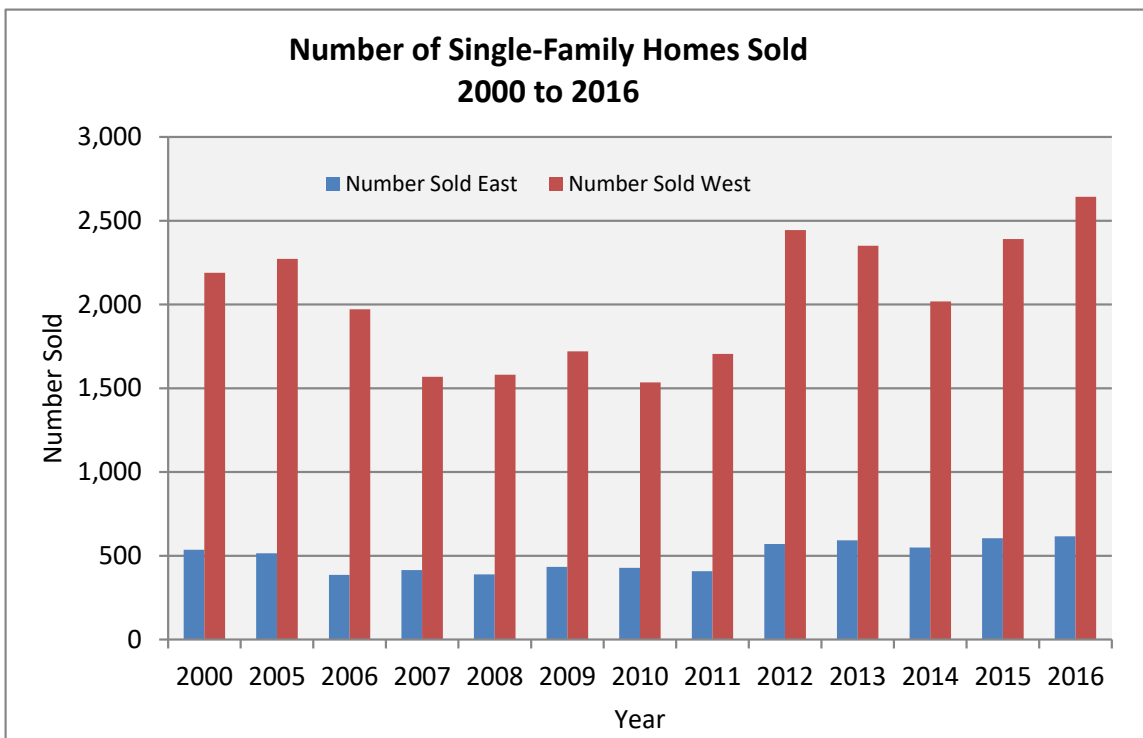
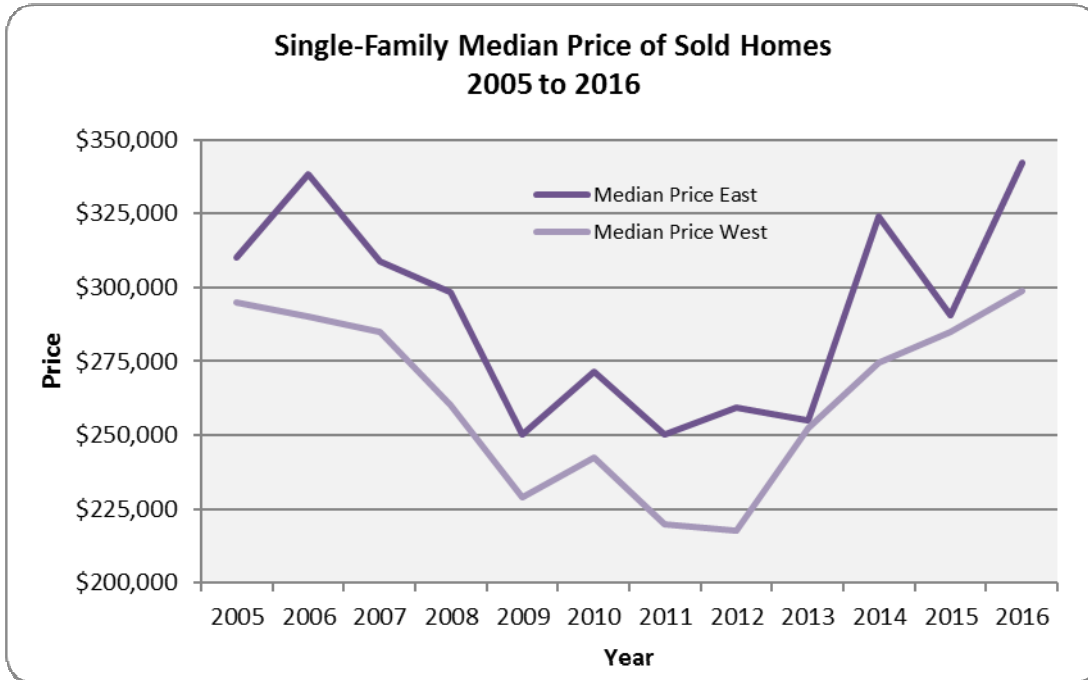
Source: Minneapolis Area Association of Realtors, Maxfield Research & Consulting, LLC

Home Resale Comparison in Washington County

Tables FS-3 to FS-5 present summary resale data for Washington County submarkets. Tables FS-3 and FS-4 present summary data for resales of single-family and owned multifamily housing units for all Washington County submarkets from 2005 through 2016. Table FS-5 illustrates resale data by type of sale and submarket based only on 2016 resale activity. All data is sourced to the Regional Multiple Listing Service of Minnesota (RMLS).

Single-Family Resales

- Between 2000 and 2005, Washington County submarkets experienced rapid home sale appreciation during the real estate boom, posting a median sales price increase of 42% in the East Submarket and a 56% increase in the West Submarket. However, after the housing market plateaued in late 2005 through 2006, Washington County communities experienced decreasing housing values as the housing market bubble burst. Between 2005 and 2010, the median resale price declined by 12% in the East Submarket and 18% in the West Submarket.
- Washington County home value declines between 2005 and 2010 were on-par with the Twin Cities Metro Area (-23%). Overall, the central cities and inner-ring suburban areas did not experience the same deterioration of sale values as did many of the 3rd and 4th tier suburban communities.
- Housing values continued to decline through 2012/2013 in Washington County. The East submarket experienced an overall decline in the median home value of 18% from 2005 through 2013 while the West submarket had an overall decline of 14% during the same period.
- Even after accounting for the downturn in the housing market, Washington County housing values appreciated by 17% in the East Submarket (2000 through 2013) and 33% in the West Submarket (same period). From 2000 through 2012, the submarkets with the highest median resale appreciation were the Stillwater Area (29%), Hugo (28%), and the Northeast (27%).
- Since 2012, home values have increased significantly. The median homes value in the East submarket grew by 32% while the West submarket experienced growth of 37%. Both submarkets had median home values higher in 2016 compared to the peak last decade in 2005.
- The number of resales increased significantly from 2011 through 2012 in Washington County. In 2011, 2,100 single-family home resales were recorded by the MLS. However, in 2012, more than 3,000 resales were closed, resulting in an increase of 43%. Sales declined again from 2012 through 2014 but grew to its highest point over the entire period at nearly 3,300 sales.



FOR-SALE MARKET ANALYSIS

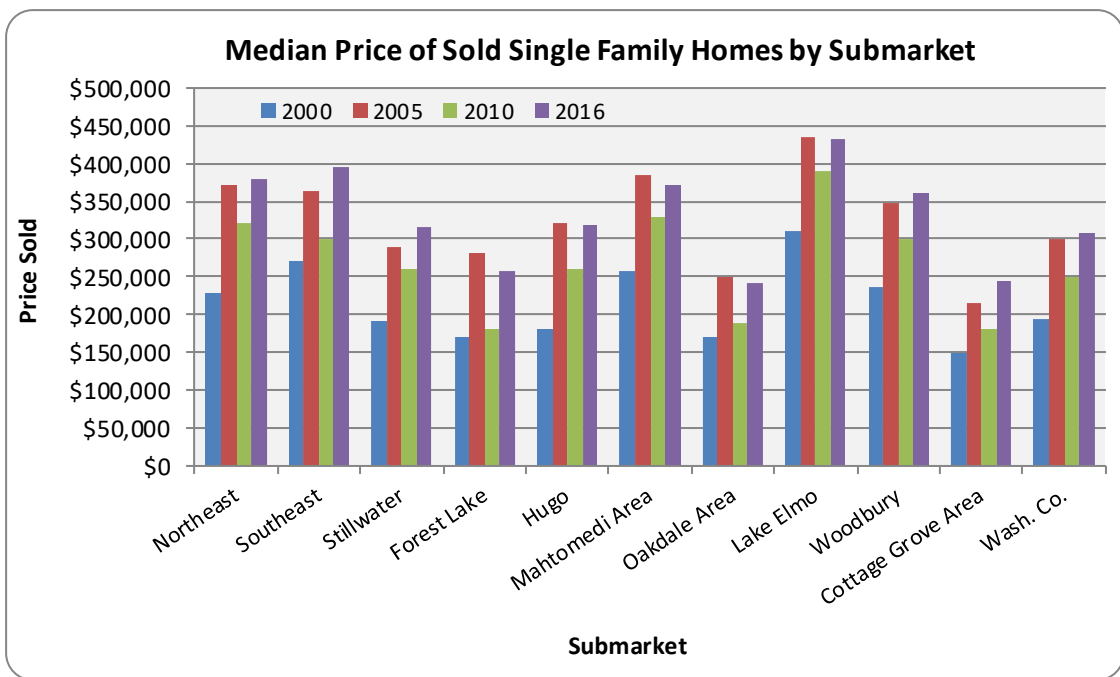
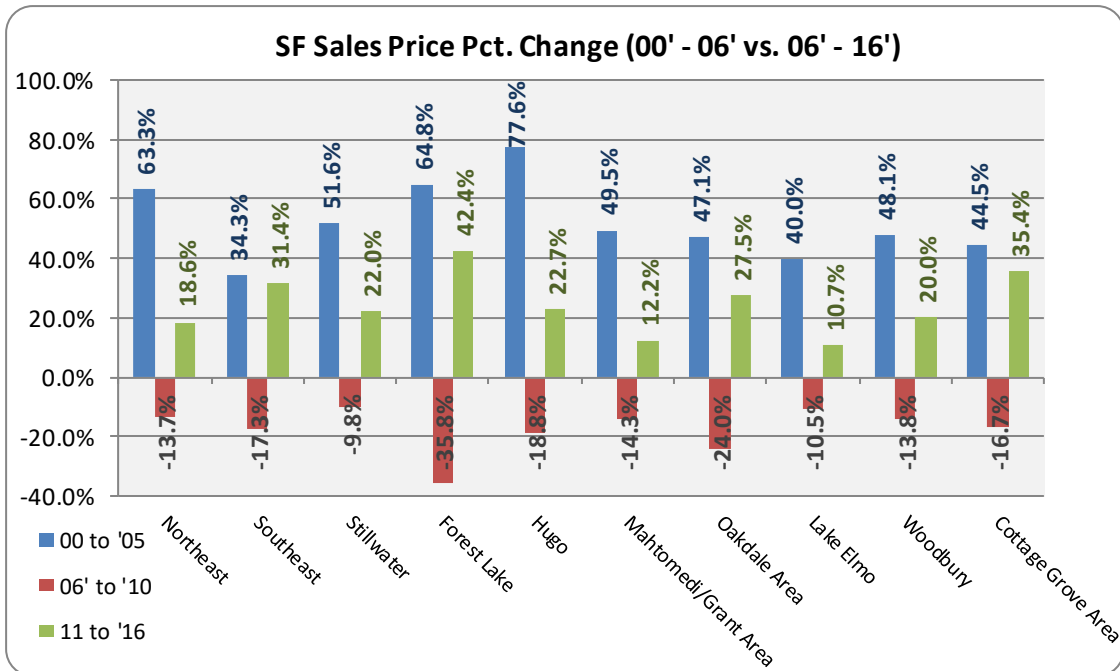
**TABLE FS-3
SINGLE-FAMILY HOME RESALES
WASHINGTON COUNTY
2000, 2005, 2010 to 2016**

Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹	Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹
Northeast					Stillwater Area				
2000	62	\$285,171	\$227,500	57	2000	318	\$229,673	\$189,950	54
2005	56	\$397,787	\$371,450	95	2005	345	\$344,369	\$288,000	79
2010	48	\$328,290	\$289,250	193	2010	280	\$290,298	\$259,900	165
2011	47	\$306,716	\$260,000	298	2011	267	\$269,605	\$229,700	168
2012	87	\$299,197	\$290,000	244	2012	347	\$290,365	\$245,000	152
2013	71	\$360,862	\$328,000	185	2013	378	\$297,483	\$250,000	106
2014	66	\$337,924	\$283,500	160	2014	366	\$346,102	\$322,000	98
2015	76	\$366,524	\$320,502	158	2015	389	\$322,991	\$278,900	98
2016	68	\$428,685	\$380,000	193	2016	401	\$364,288	\$317,000	103
Pct. Change					Pct. Change				
00 to 05	-10%	39%	63%	67%	00 to 05	8%	50%	52%	46%
05 to 10	-14%	-17%	-22%	103%	05 to 10	-19%	-16%	-10%	109%
10 to 16	42%	31%	31%	0%	10 to 16	43%	25%	22%	-38%
00 to 16	10%	50%	67%	239%	00 to 16	26%	59%	67%	91%
Southeast					East Total				
2000	156	\$289,201	\$270,000	58	2000	536	\$253,418	\$218,500	55
2005	114	\$434,847	\$362,500	82	2005	515	\$370,205	\$310,000	81
2010	100	\$383,193	\$299,900	197	2010	428	\$314,744	\$271,450	174
2011	93	\$366,267	\$300,000	215	2011	407	\$295,998	\$250,000	195
2012	136	\$320,844	\$281,750	165	2012	570	\$298,985	\$259,500	170
2013	143	\$369,808	\$300,000	133	2013	592	\$291,462	\$255,000	92
2014	117	\$407,605	\$354,000	140	2014	549	\$358,226	\$324,000	114
2015	139	\$407,717	\$335,000	132	2015	604	\$347,967	\$290,750	112
2016	147	\$430,987	\$394,120	142	2016	616	\$387,313	\$342,250	122
Pct. Change					Pct. Change				
00 to 05	-27%	50%	34%	41%	00 to 05	-4%	46%	42%	47%
05 to 10	-12%	-12%	-17%	140%	05 to 10	-17%	-15%	-12%	115%
10 to 16	47%	12%	31%	-28%	10 to 16	44%	23%	26%	-30%
00 to 16	-6%	49%	46%	145%	00 to 16	15%	53%	57%	122%
Forest Lake					Hugo				
2000	187	\$198,949	\$169,900	44	2000	231	\$201,191	\$180,200	38
2005	253	\$302,826	\$280,000	82	2005	177	\$381,928	\$320,000	66
2010	144	\$215,243	\$179,900	180	2010	107	\$278,255	\$259,900	172
2011	190	\$192,791	\$180,950	167	2011	128	\$261,042	\$246,500	167
2012	209	\$218,037	\$209,365	150	2012	156	\$270,420	\$230,000	112
2013	259	\$235,012	\$209,500	115	2013	160	\$297,707	\$284,969	100
2014	204	\$276,163	\$239,500	114	2014	123	\$316,588	\$297,500	94
2015	279	\$265,737	\$245,000	105	2015	156	\$355,838	\$323,500	76
2016	276	\$296,306	\$256,250	90	2016	189	\$338,620	\$319,000	71
Pct. Change					Pct. Change				
00 to 05	35%	52%	65%	86%	00 to 05	-23%	90%	78%	74%
05 to 10	-43%	-29%	-36%	120%	05 to 10	-40%	-27%	-19%	161%
10 to 16	92%	38%	42%	-50%	10 to 16	77%	22%	23%	-59%
00 to 16	48%	49%	51%	105%	00 to 16	-18%	68%	77%	87%

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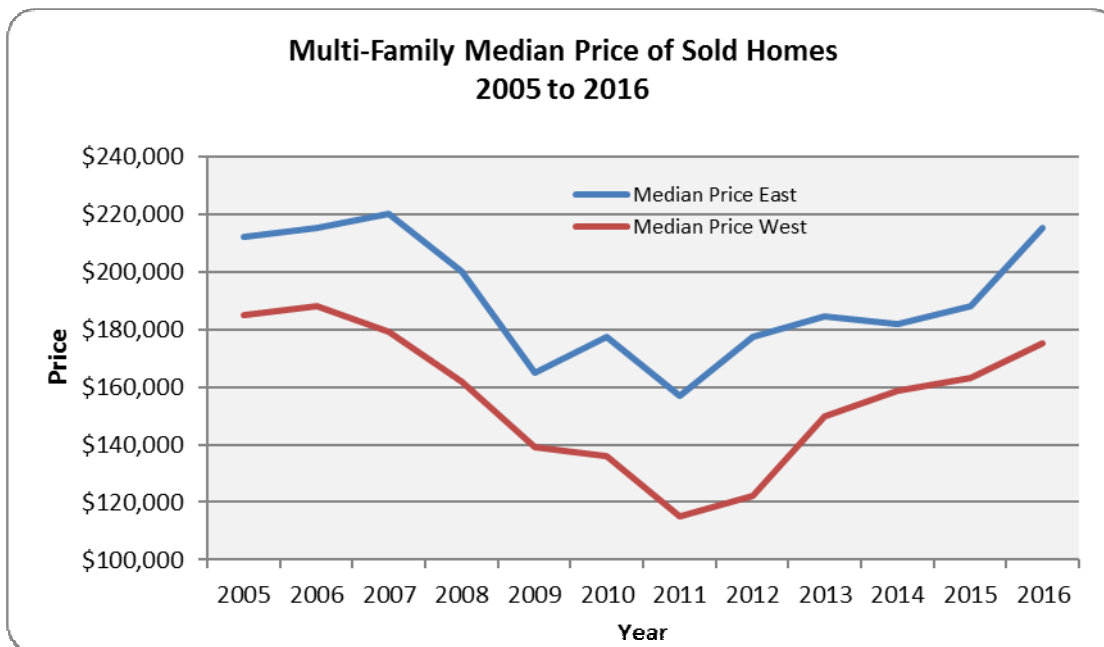
FOR-SALE MARKET ANALYSIS

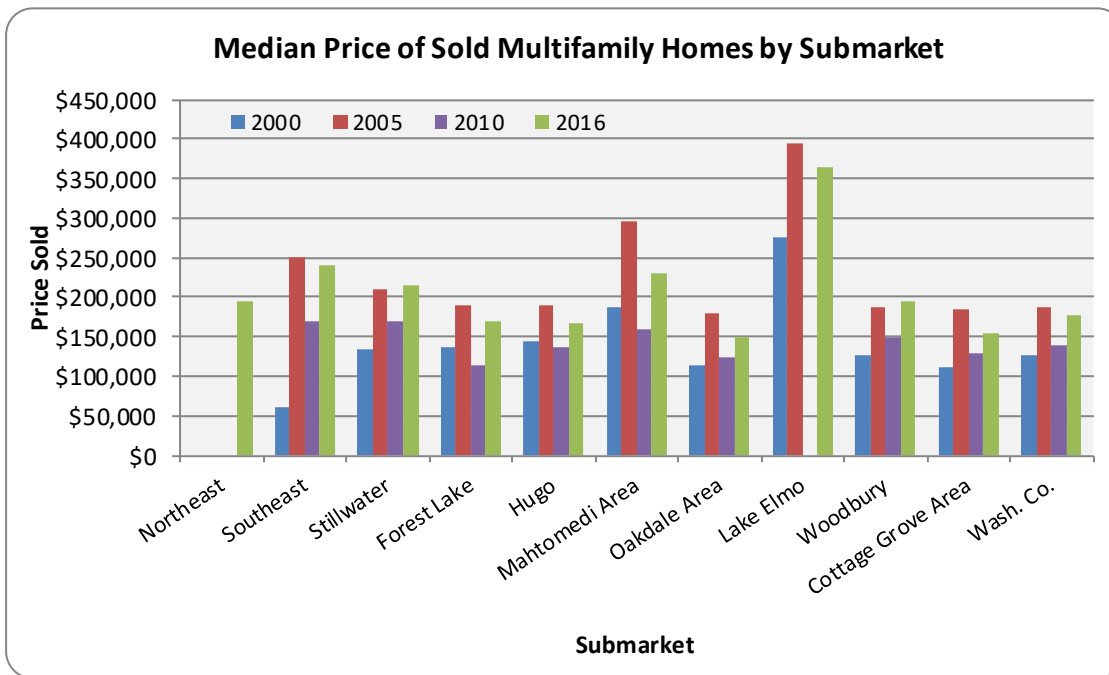
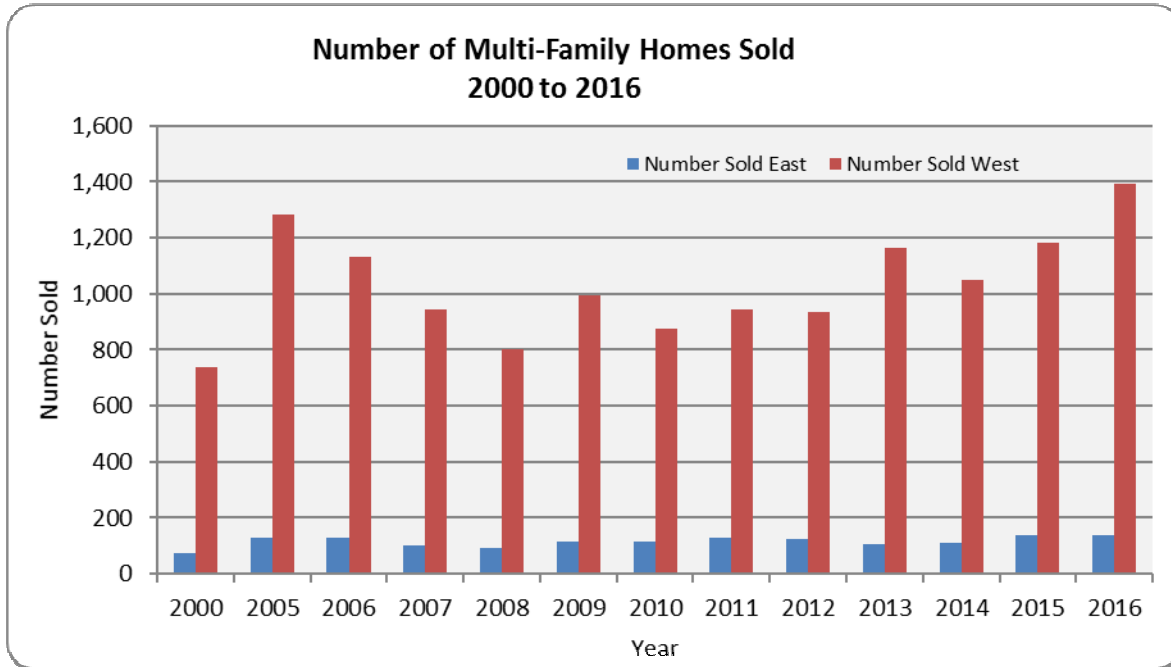
TABLE FS-3 SINGLE-FAMILY HOME RESALES WASHINGTON COUNTY 2000, 2005, 2010 to 2016 (continued)									
Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹	Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹
Mahtomedi/Grant Area					Oakdale Area				
2000	185	\$307,217	\$257,500	54	2000	250	\$184,823	\$169,900	30
2005	156	\$447,993	\$385,000	72	2005	260	\$264,530	\$250,000	59
2010	101	\$387,424	\$329,900	161	2010	221	\$198,881	\$189,900	104
2011	134	\$346,995	\$296,500	175	2011	206	\$179,774	\$170,000	120
2012	143	\$326,395	\$293,000	182	2012	227	\$177,953	\$177,000	88
2013	210	\$339,847	\$283,500	133	2013	281	\$195,896	\$195,000	74
2014	141	\$434,086	\$345,000	130	2014	217	\$212,945	\$210,000	70
2015	201	\$446,817	\$359,000	109	2015	269	\$228,380	\$224,900	70
2016	187	\$399,414	\$370,000	95	2016	331	\$244,321	\$242,100	50
Pct. Change					Pct. Change				
00 to 05	-16%	46%	50%	33%	00 to 05	4%	43%	47%	97%
05 to 10	-35%	-14%	-14%	124%	05 to 10	-15%	-25%	-24%	76%
10 to 16	85%	3%	12%	-41%	10 to 16	50%	23%	27%	-52%
00 to 16	1%	30%	44%	76%	00 to 16	32%	32%	42%	67%
Lake Elmo					Woodbury				
2000	60	\$319,690	\$311,000	55	2000	733	\$259,961	\$235,000	41
2005	66	\$462,749	\$435,500	95	2005	759	\$388,938	\$348,000	78
2010	63	\$456,234	\$389,900	230	2010	488	\$335,577	\$299,950	137
2011	53	\$400,594	\$379,600	195	2011	530	\$301,762	\$275,000	139
2012	77	\$418,625	\$380,000	192	2012	1,065	\$260,210	\$245,000	104
2013	83	\$400,611	\$374,900	100	2013	799	\$352,091	\$329,000	73
2014	91	\$479,277	\$429,000	124	2014	689	\$375,249	\$359,000	68
2015	72	\$478,556	\$411,445	101	2015	766	\$380,066	\$355,000	79
2016	115	\$452,913	\$431,545	82	2016	852	\$378,026	\$359,900	62
Pct. Change					Pct. Change				
00 to 05	10%	45%	40%	73%	00 to 05	4%	50%	48%	90%
05 to 10	-5%	-1%	-10%	142%	05 to 10	-36%	-14%	-14%	76%
10 to 16	83%	-1%	11%	-64%	10 to 16	75%	13%	20%	-55%
00 to 16	92%	42%	39%	49%	00 to 16	16%	45%	53%	51%
Cottage Grove Area					West Total				
2000	543	\$165,894	\$149,500	23	2000	2,189	\$222,262	\$189,500	37
2005	601	\$256,778	\$216,000	63	2005	2,272	\$335,806	\$295,000	71
2010	411	\$205,899	\$179,900	116	2010	1,535	\$275,893	\$242,500	140
2011	463	\$180,414	\$160,000	127	2011	1,704	\$245,464	\$220,000	143
2012	567	\$199,593	\$175,000	95	2012	2,444	\$244,416	\$217,500	113
2013	558	\$209,078	\$193,775	64	2013	2,350	\$283,616	\$252,500	84
2014	553	\$227,917	\$212,000	64	2014	2,018	\$312,628	\$274,400	80
2015	648	\$244,975	\$224,013	63	2015	2,391	\$320,370	\$285,000	80
2016	693	\$266,053	\$243,600	52	2016	2,643	\$325,359	\$299,000	66
Pct. Change					Pct. Change				
00 to 05	11%	55%	44%	174%	00 to 05	4%	51%	56%	92%
05 to 10	-32%	-20%	-17%	84%	05 to 10	-32%	-18%	-18%	97%
10 to 16	69%	29%	35%	-55%	10 to 16	72%	18%	23%	-53%
00 to 16	28%	60%	63%	126%	00 to 16	21%	46%	58%	78%
Washington County									
2000	2,725	\$231,129	\$193,777	20					
2005	2,787	\$347,223	\$299,900	48					
2010	1,963	\$283,359	\$249,900	94					
2011	2,111	\$265,328	\$230,650	102					
2012	3,014	\$276,655	\$244,900	70					
2013	2,942	\$297,139	\$259,900	48					
2014	2,567	\$329,919	\$287,900	49					
2015	2,995	\$331,953	\$289,900	49					
2016	3,259	\$342,200	\$309,000	37					
Pct. Change									
00 to 05	2%	50%	55%	140%					
05 to 10	-8%	-5%	-4%	2%					
10 to 16	66%	-99%	24%	-61%					
00 to 16	20%	-99%	59%	85%					
¹ Cumulative Days on the Market began in 2006									
Sources: Regional Multiple Listing Service of Minnesota (RMLS); Maxfield Research & Consulting, LLC									



Owned Multifamily Resales

- From 2005 through 2012, owned multifamily resales accounted for an estimated one-third of all Washington County resales. In 2012, multifamily resales accounted for 27% of closed transactions; the lowest percentage over the eight-year timeframe. In 2016, owned multifamily resales accounted for 31% and was at the same percentage from 2013 through 2016.
- The West Submarket dominates the owned multifamily resale market. Since 2010, 88% of Washington County owned multifamily resales have been located in the West Submarket. The East Submarket averages just over 100 owned multifamily resales per year, while the West Submarket averages nearly 1,080 resales per year.
- Owned multifamily resale transactions in 2016 surpassed the previous peak set in 2005 (considered to be the peak year of the real estate boom). Over 1,475 owned multifamily sales occurred in 2016 compared to 1,376 in 2005. Owned multifamily sales dropped to 1,080 resales in 2008 when the housing market bust commenced.
- Although there are substantially more resales in the West Submarket, resale pricing in the East Submarket averages 18% higher than the West Submarket.
- Days on market (list market time) also decreased from 2012 through 2016 indicating continued improvement in the Washington County owned multifamily real estate market.





FOR-SALE MARKET ANALYSIS

TABLE FS-4 MULTI-FAMILY HOME RESALES WASHINGTON COUNTY 2000, 2005, 2010 to 2016									
Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹	Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹
Northeast					Stillwater Area				
2000	--	--	--	--	2000	72	\$143,648	\$133,000	54
2005	--	--	--	--	2005	125	\$240,561	\$211,066	91
2010	--	--	--	--	2010	113	\$200,224	\$169,900	225
2011	1	\$220,000	\$220,000	40	2011	126	\$173,861	\$157,995	217
2012	1	\$183,500	\$183,500	314	2012	122	\$194,609	\$176,245	181
2013	2	\$152,000	\$152,000	381	2013	106	\$209,694	\$184,950	157
2014	--	--	--	--	2014	107	\$212,832	\$177,000	95
2015	--	--	--	--	2015	136	\$220,622	\$188,000	87
2016	2	\$194,250	\$194,250	56	2016	129	\$257,169	\$215,000	85
Pct. Change					Pct. Change				
00 to 05	--	--	--	--	00 to 05	74%	67%	59%	69%
05 to 10	--	--	--	--	05 to 10	-10%	-17%	-20%	147%
10 to 16	--	--	--	--	10 to 16	14%	28%	27%	-62%
00 to 16	--	--	--	--	00 to 16	79%	79%	62%	57%
Southeast					East Total				
2000	1	\$60,000	\$60,000	1	2000	73	\$143,648	\$133,000	54
2005	2	\$250,000	\$250,000	98	2005	127	\$240,710	\$212,000	91
2010	1	\$199,900	\$199,900	63	2010	114	\$200,222	\$177,200	224
2011	1	\$86,027	\$86,027	41	2011	128	\$173,169	\$156,990	216
2012	2	\$128,700	\$128,700	194	2012	125	\$193,465	\$177,500	183
2013	--	--	--	--	2013	108	\$208,626	\$184,450	162
2014	2	\$229,950	\$229,950	16	2014	109	\$213,156	\$182,000	93
2015	2	\$211,500	\$211,500	214	2015	138	\$220,490	\$188,000	89
2016	5	\$231,480	\$240,000	60	2016	136	\$255,299	\$215,000	84
Pct. Change					Pct. Change				
00 to 05	100%	317%	317%	9700%	00 to 05	74%	68%	59%	69%
05 to 10	-50%	-20%	-20%	-36%	05 to 10	-10%	-17%	-16%	146%
10 to 16	400%	16%	20%	-5%	10 to 16	19%	28%	21%	-63%
00 to 16	400%	286%	300%	5900%	00 to 16	86%	78%	62%	56%
Forest Lake					Hugo				
2000	39	\$138,080	\$136,840	74	2000	65	\$159,580	\$143,485	24
2005	95	\$210,241	\$190,000	120	2005	123	\$200,881	\$190,500	62
2010	89	\$127,387	\$115,000	135	2010	167	\$141,885	\$136,000	140
2011	83	\$117,110	\$116,000	144	2011	157	\$115,270	\$103,400	141
2012	59	\$126,278	\$116,000	117	2012	156	\$131,019	\$118,500	92
2013	90	\$156,089	\$138,750	85	2013	182	\$156,539	\$149,950	65
2014	76	\$168,851	\$150,000	53	2014	155	\$175,296	\$159,000	65
2015	110	\$186,810	\$154,950	62	2015	164	\$169,158	\$160,000	54
2016	103	\$196,359	\$170,000	62	2016	192	\$193,236	\$167,000	54
Pct. Change					Pct. Change				
00 to 05	144%	52%	39%	62%	00 to 05	89%	26%	33%	158%
05 to 10	-6%	-39%	-39%	13%	05 to 10	36%	-29%	-29%	126%
10 to 16	16%	54%	48%	-54%	10 to 16	15%	36%	23%	-61%
00 to 16	164%	42%	24%	-16%	00 to 16	195%	21%	16%	125%

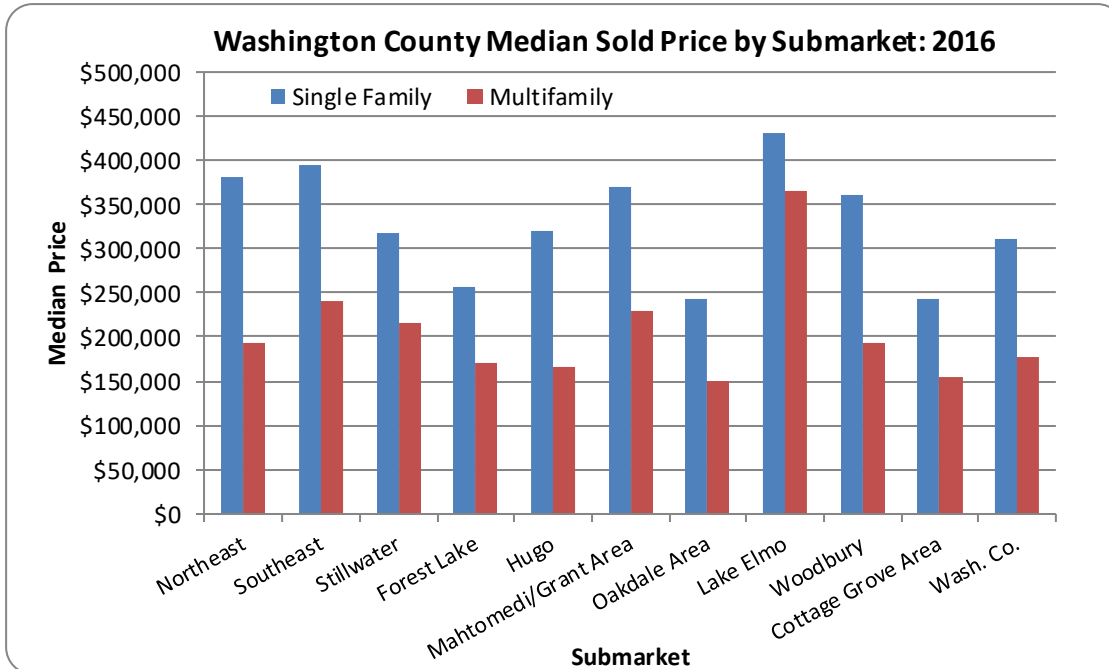
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FOR-SALE MARKET ANALYSIS

TABLE FS-4 MULTI-FAMILY HOME RESALES WASHINGTON COUNTY 2000, 2005, 2010 to 2016 (continued)									
Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹	Year	No. Sold	Avg. Sold Price	Median Sold Price	Avg. Time on Market ¹
Mahtomedi					Oakdale Area				
2000	36	\$205,392	\$186,985	48	2000	150	\$117,959	\$114,900	23
2005	5	\$298,700	\$295,000	44	2005	241	\$180,905	\$179,000	69
2010	7	\$177,643	\$159,900	176	2010	143	\$130,474	\$124,800	166
2011	15	\$186,460	\$186,460	110	2011	161	\$101,311	\$94,000	145
2012	13	\$185,685	\$176,500	104	2012	157	\$102,219	\$93,000	101
2013	20	\$206,110	\$195,600	94	2013	180	\$129,810	\$123,450	87
2014	10	\$262,870	\$255,000	32	2014	169	\$137,099	\$135,800	65
2015	20	\$240,935	\$230,000	92	2015	190	\$147,690	\$144,900	54
2016	23	\$249,970	\$229,750	104	2016	220	\$158,092	\$150,000	46
Pct. Change					Pct. Change				
00 to 05	-86%	45%	58%	-8%	00 to 05	61%	53%	56%	200%
05 to 10	40%	-41%	-46%	300%	05 to 10	-41%	-28%	-30%	141%
10 to 16	229%	41%	44%	-41%	10 to 16	54%	21%	20%	-72%
00 to 16	-36%	22%	23%	117%	00 to 16	47%	34%	31%	100%
Lake Elmo					Woodbury				
2000	7	\$253,230	\$275,000	37	2000	390	\$146,388	\$127,375	32
2005	3	\$334,167	\$395,000	63	2005	653	\$215,968	\$186,000	68
2010	--	--	--	--	2010	370	\$175,428	\$149,900	142
2011	2	\$275,000	\$275,000	635	2011	435	\$157,287	\$133,900	141
2012	1	\$287,500	\$287,500	693	2012	453	\$166,350	\$145,000	106
2013	1	\$355,000	\$355,000	20	2013	585	\$196,729	\$166,900	66
2014	2	\$189,200	\$189,200	26	2014	542	\$215,127	\$183,450	59
2015	8	\$274,351	\$276,656	32	2015	581	\$214,179	\$182,000	59
2016	61	\$352,636	\$364,545	19	2016	674	\$218,804	\$193,825	50
Pct. Change					Pct. Change				
00 to 05	-57%	32%	44%	70%	00 to 05	67%	48%	46%	113%
05 to 10	--	--	--	--	05 to 10	-43%	-19%	-19%	109%
10 to 16	--	--	--	--	10 to 16	82%	25%	29%	-65%
00 to 16	771%	39%	33%	-49%	00 to 16	73%	49%	52%	56%
Cottage Grove Area					West Total				
2000	51	\$112,931	\$111,500	36	2000	738	\$142,458	\$127,000	33
2005	165	\$190,231	\$183,990	63	2005	1,285	\$204,818	\$185,000	71
2010	101	\$135,295	\$129,900	146	2010	877	\$152,226	\$136,000	146
2011	90	\$103,179	\$100,000	170	2011	943	\$132,748	\$115,000	146
2012	96	\$105,242	\$104,250	95	2012	935	\$141,282	\$122,000	103
2013	107	\$131,414	\$124,900	58	2013	1,165	\$173,851	\$149,900	76
2014	97	\$140,282	\$136,500	55	2014	1,051	\$186,857	\$158,900	60
2015	108	\$143,656	\$147,200	67	2015	1,181	\$188,321	\$163,000	59
2016	121	\$156,803	\$154,500	48	2016	1,394	\$204,973	\$175,000	51
Pct. Change					Pct. Change				
00 to 05	224%	68%	65%	75%	00 to 05	74%	44%	46%	115%
05 to 10	-39%	-29%	-29%	132%	05 to 10	-32%	-26%	-26%	106%
10 to 16	20%	16%	19%	-67%	10 to 16	59%	35%	29%	-65%
00 to 16	137%	39%	39%	33%	00 to 16	89%	44%	38%	55%
Washington County									
2000	811	\$142,345	\$127,500	15					
2005	1,412	\$209,564	\$186,895	50					
2010	991	\$157,981	\$139,900	105					
2011	1,071	\$142,795	\$137,546	103					
2012	1,060	\$151,063	\$129,900	51					
2013	1,273	\$177,745	\$152,500	37					
2014	1,160	\$192,331	\$160,450	36					
2015	1,319	\$194,933	\$191,689	38					
2016	1,530	\$211,867	\$176,750	30					
Pct. Change									
00 to 05	74%	47%	47%	233%					
05 to 10	-30%	-25%	-25%	110%					
10 to 16	54%	34%	26%	-71%					
00 to 16	89%	49%	39%	100%					

¹ Cumulative Days on the Market began in 2006

Sources: Regional Multiple Listing Service of Minnesota (RMLS); Maxfield Research & Consulting, LLC



2016 Resales by Sales Type

- In the East and West submarkets, 3.5% and 11.5%, respectively of resales were for new construction homes in 2016. The Lake Elmo Area had the highest percentage (55%) of new construction among the ten Washington County submarkets.
- Distressed sales accounted for 14% of transactions in the East Submarket as compared to 13% in the West Submarket. The percentage of distressed home sales has decreased significantly from 2012 when many submarkets experienced a distressed sales rate of nearly 50%.
- Owned multifamily resales accounted for 23.5% in the East Submarket and 32% in the West Submarket. Owned multifamily product submarkets with higher sales percentages included: Hugo (49%), Woodbury (41.5%), Oak Park Heights (40%), and Lake Elmo (35%).

FOR-SALE MARKET ANALYSIS

**TABLE FS-5
RESALE TYPE
WASHINGTON COUNTY
2016**

	No. of Resales	PERCENT			Orig. List Price	DOM
		New Const.	TH/Condo	Distressed		
EAST SUMMARY	746	11.0%	18.8%	29.0%	87.4%	108
Northeast						
Marine on St. Croix	22	0.0%	4.5%	18.2%	92.9%	217
May township	17	0.0%	0.0%	11.7%	111.7%	21
Scandia	35	0.0%	0.0%	11.4%	97.3%	99
Southeast						
Afton	42	4.8%	0.0%	4.8%	95.3%	194
Lake St. Croix Beach	16	0.0%	12.5%	25.0%	98.7%	94
Lakeland	28	0.0%	3.6%	7.1%	99.2%	114
Lakeland Shores	3	0.0%	0.0%	0.0%	97.8%	196
West Lakeland township	46	2.2%	0.0%	26.1%	96.5%	130
Stillwater Area						
Bayport	33	0.0%	12.1%	6.1%	96.2%	104
Oak Park Heights	58	0.0%	39.7%	8.6%	98.0%	102
Stillwater	402	5.7%	25.4%	12.9%	97.5%	86
Baytown township	23	26.0%	0.0%	4.3%	96.1%	201
Stillwater township	21	4.8%	0.0%	19.0%	100.0%	175
WEST SUMMARY	3,134	11.8%	29.8%	38.5%	94.9%	59
Cottage Grove Area						
Cottage Grove	680	9.7%	15.0%	20.6%	98.7%	51
Newport	42	2.4%	9.5%	14.3%	97.7%	56
St. Paul Park	91	4.3%	11.0%	31.9%	99.3%	50
Grey Cloud Island township	3	0.0%	0.0%	66.7%	100.0%	18
Hugo	386	11.7%	49.0%	15.0%	98.5%	62
Lake Elmo	190	55.3%	34.7%	2.1%	98.5%	69
Mahtomedi Area						
Birchwood Village	9	0.0%	0.0%	44.4%	96.7%	170
Dellwood	17	0.0%	0.0%	23.5%	96.1%	176
Grant	41	0.0%	0.0%	9.8%	96.5%	127
Mahtomedi	118	4.2%	17.8%	4.2%	97.2%	71
Pine Springs	4	0.0%	0.0%	0.0%	92.7%	90
Willernie	11	0.0%	0.0%	0.0%	100.0%	64
Woodbury	1,542	11.3%	41.5%	9.5%	98.7%	57

Source: Regional Multiple Listing Service of Minnesota (RMLS), Maxfield Research and Consulting, LLC

Current Supply of Homes on the Market

To more closely examine the current market for available owner-occupied housing in Washington County, we reviewed the current supply of homes on the market (listed for sale). Table FS-6 shows homes currently listed for sale in Washington County distributed into 11 price ranges. The data was provided by the Regional Multiple Listing Service of Minnesota (RMLS) and is based on active listings as of January 2017. It is noted here that January is usually a low activity month for listings. However, in general, months of supply on the market has been consistently low throughout the Metro Area for the past two years. MLS listings generally account for the vast majority of all residential sale listings in a given area (95%). Table FS-7 summarizes active listings by submarket and housing type. Table FS-8 shows listings by home style (i.e. one-story, two-story, townhome, condominium) and illustrates key metrics for each housing type. Key findings from the tables follow.

- As of January 2017, there were 800 homes listed for sale in Washington County communities. The majority, 75%, of the listings were in the West Submarket. Single-family homes accounted for 81% of all current listings in Washington County.
- The median list price in Washington County was \$410,665 (\$439,900 for single-family homes and \$256,900 for owned multifamily homes). The median sale price is generally a more accurate indicator of housing values in a community than the average sale price. Average sale prices can be easily skewed by a few very high-priced or very low-priced homes in any given year, whereas the median sale price better represents the pricing of a majority of homes in a given market.
- The median list price is 22% higher in the East Submarket (\$500,000) as compared to the West Submarket (\$389,900).
- Based on a median list price in Washington County of \$410,665, the income required to afford a home at this price would be \$117,300 to \$136,900, based on a standard of 3.0 to 3.5 times the median household income (and assuming households do not have a high level of debt). A household with significantly more equity (in an existing home and/or savings) could afford a higher-priced home. An estimated 40% of Washington County households have annual household incomes at or above \$100,000 compared to 34% of the Twin Cities Metro Area. The median household income for Washington County was \$85,126 as of 2016 compared to \$70,404 for the Twin Cities Metro Area.
- Less than 1% of Washington County listings are priced under \$100,000. Five percent of listings in the Oakdale submarket are priced under \$100,000. In Washington County, 11.5% of listings are priced between \$100,000 and \$200,000. An estimated 44% of homes are listed from \$300,000 to \$500,000 and another 17% are listed from \$500,000 to \$749,999. Homes priced from \$300,000 to \$749,999 constitute 61% of all homes listed.

FOR-SALE MARKET ANALYSIS

**TABLE FS-6
HOMES CURRENTLY LISTED FOR-SALE
WASHINGTON COUNTY
January 2017**

Price Range	Northeast				Stillwater Area				Southeast				East Total			
	Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
< \$49,999	0	0.0%	0	--	0	0.0%	0	0.0%	0	0.0%	0	--	0	0.0%	0	0.0%
\$50,000 to \$99,999	0	0.0%	0	--	0	0.0%	0	0.0%	0	0.0%	0	--	0	0.0%	0	0.0%
\$100,000 to \$149,999	0	0.0%	0	--	2	1.8%	0	0.0%	0	0.0%	0	--	2	1.1%	0	0.0%
\$150,000 to \$199,999	1	3.1%	0	--	2	1.8%	1	7.1%	1	2.3%	0	--	4	2.2%	1	7.1%
\$200,000 to \$249,999	1	3.1%	0	--	3	2.8%	4	28.6%	2	4.5%	0	--	6	3.2%	4	28.6%
\$250,000 to \$299,999	1	3.1%	0	--	4	3.7%	4	28.6%	0	0.0%	0	--	5	2.7%	4	28.6%
\$300,000 to \$399,999	1	3.1%	0	--	22	20.2%	3	21.4%	4	9.1%	0	--	27	14.6%	3	21.4%
\$400,000 to \$499,999	5	15.6%	0	--	30	27.5%	1	7.1%	6	13.6%	0	--	41	22.2%	1	7.1%
\$500,000 to \$749,999	14	43.8%	0	--	30	27.5%	0	0.0%	10	22.7%	0	--	54	29.2%	0	0.0%
\$750,000 to \$999,999	5	15.6%	0	--	10	9.2%	0	0.0%	7	15.9%	0	--	22	11.9%	0	0.0%
\$1,000,000 and Over	4	12.5%	0	--	6	5.5%	1	7.1%	14	31.8%	0	--	24	13.0%	1	7.1%
	32	100.0%	0	--	109	100%	14	100%	44	100%	0	--	185	100%	14	100%
Minimum	\$175,000		--		\$133,000		\$174,900		\$181,000		--		\$133,000		\$174,900	
Maximum	\$2,500,000		--		\$1,950,000		\$1,590,000		\$2,495,000		--		\$2,500,000		\$1,590,000	
Median	\$624,950		--		\$475,000		\$289,839		\$728,950		--		\$525,000		\$289,839	
Average	\$750,819		--		\$547,445		\$379,737		\$897,543		--		\$665,890		\$379,737	

Price Range	Forest Lake				Hugo				Mahtomedi/Grant Area				Oakdale Area			
	Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
< \$49,999	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
\$50,000 to \$99,999	1	1.5%	0	0.0%	0	0.0%	0	0.0%	1	1.7%	0	0.0%	0	0.0%	2	9.1%
\$100,000 to \$149,999	2	3.0%	0	0.0%	0	0.0%	2	10.5%	1	1.7%	0	0.0%	4	16.0%	13	59.1%
\$150,000 to \$199,999	2	3.0%	4	33.3%	0	0.0%	8	42.1%	4	6.9%	1	50.0%	2	8.0%	4	18.2%
\$200,000 to \$249,999	11	16.4%	1	8.3%	0	0.0%	0	0.0%	5	8.6%	1	50.0%	7	28.0%	1	4.5%
\$250,000 to \$299,999	10	14.9%	3	25.0%	2	5.6%	0	0.0%	2	3.4%	0	0.0%	5	20.0%	1	4.5%
\$300,000 to \$399,999	18	26.9%	4	33.3%	9	25.0%	7	36.8%	7	12.1%	0	0.0%	5	20.0%	1	4.5%
\$400,000 to \$499,999	16	23.9%	0	0.0%	15	41.7%	1	5.3%	9	15.5%	0	0.0%	2	8.0%	0	0.0%
\$500,000 to \$749,999	5	7.5%	0	0.0%	7	19.4%	1	5.3%	13	22.4%	0	0.0%	0	0.0%	0	0.0%
\$750,000 to \$999,999	0	0.0%	0	0.0%	3	8.3%	0	0.0%	8	13.8%	0	0.0%	0	0.0%	0	0.0%
\$1,000,000 and Over	2	3.0%	0	0.0%	0	0.0%	0	0.0%	8	13.8%	0	0.0%	0	0.0%	0	0.0%
	67	100.0%	12	100%	36	100%	19	100%	58	100%	2	100%	25	100%	22	100%
Minimum	\$68,900		\$159,500		\$277,500		\$120,000		\$69,900		\$188,000		\$115,000		\$54,900	
Maximum	\$2,999,000		\$349,900		\$895,000		\$554,900		\$3,500,000		\$244,900		\$495,000		\$324,500	
Median	\$347,500		\$254,900		\$431,450		\$189,900		\$507,000		\$216,450		\$249,900		\$129,500	
Average	\$393,234		\$255,992		\$478,142		\$271,484		\$678,931		\$216,450		\$264,948		\$150,525	

CONTINUED

FOR-SALE MARKET ANALYSIS

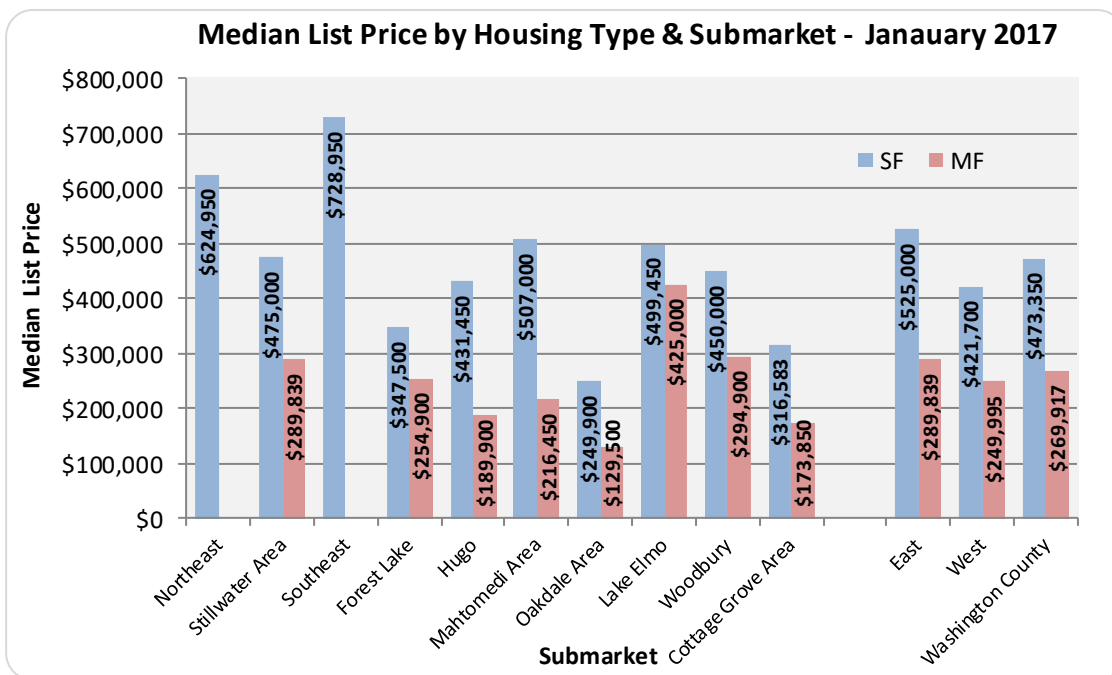
TABLE FS-6 (Con't)
HOMES CURRENTLY LISTED FOR-SALE
WASHINGTON COUNTY
January 2017

Price Range	Lake Elmo				Woodbury				Cottage Grove Area				West Total			
	Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily		Single-Family		Multifamily	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
< \$49,999	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
\$50,000 to \$99,999	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	0.4%	2	1.5%
\$100,000 to \$149,999	0	0.0%	0	0.0%	0	0.0%	6	9.5%	1	1.2%	1	12.5%	8	1.7%	22	16.2%
\$150,000 to \$199,999	0	0.0%	0	0.0%	0	0.0%	11	17.5%	14	16.3%	6	75.0%	22	4.7%	34	25.0%
\$200,000 to \$249,999	1	1.7%	0	0.0%	2	1.4%	7	11.1%	19	22.1%	0	0.0%	45	9.6%	10	7.4%
\$250,000 to \$299,999	1	1.7%	3	30.0%	7	5.1%	11	17.5%	8	9.3%	0	0.0%	35	7.5%	18	13.2%
\$300,000 to \$399,999	8	13.8%	1	10.0%	25	18.1%	23	36.5%	22	25.6%	1	12.5%	94	20.1%	37	27.2%
\$400,000 to \$499,999	21	36.2%	4	40.0%	62	44.9%	1	1.6%	17	19.8%	0	0.0%	142	30.3%	6	4.4%
\$500,000 to \$749,999	18	31.0%	2	20.0%	31	22.5%	4	6.3%	4	4.7%	0	0.0%	78	16.7%	7	5.1%
\$750,000 to \$999,999	4	6.9%	0	0.0%	10	7.2%	0	0.0%	1	1.2%	0	0.0%	26	5.6%	0	0.0%
\$1,000,000 and Over	5	8.6%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	0	0.0%	16	3.4%	0	0.0%
	58	100.0%	10	100.0%	138	100.0%	63	100.0%	86	100.0%	8	100.0%	468	100.0%	136	100.0%
Minimum	\$209,900		\$264,990		\$209,900		\$125,000		\$114,900		\$119,900		\$69,900		\$54,900	
Maximum	\$2,500,000		\$598,000		\$1,199,000		\$686,900		\$889,000		\$339,900		\$3,500,000		\$686,900	
Median	\$499,450		\$425,000		\$450,000		\$294,900		\$316,583		\$173,850		\$421,700		\$249,995	
Average	\$618,542		\$408,614		\$495,662		\$291,966		\$319,493		\$187,025		\$472,895		\$264,344	
Washington County Total																
Price Range	Single-Family				Multifamily											
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.								
< \$49,999	0	0.0%	0	0.0%												
\$50,000 to \$99,999	2	0.3%	2	1.3%												
\$100,000 to \$149,999	10	1.5%	22	14.7%												
\$150,000 to \$199,999	26	4.0%	35	23.3%												
\$200,000 to \$249,999	51	7.8%	14	9.3%												
\$250,000 to \$299,999	40	6.1%	22	14.7%												
\$300,000 to \$399,999	121	18.5%	40	26.7%												
\$400,000 to \$499,999	183	28.0%	7	4.7%												
\$500,000 to \$749,999	132	20.2%	7	4.7%												
\$750,000 to \$999,999	48	7.4%	0	0.0%												
\$1,000,000 and Over	40	6.1%	1	0.7%												
	653	100.0%	150	100.0%												
Minimum	\$69,900		\$54,900													
Maximum	\$3,500,000		\$1,590,000													
Median	\$439,900		\$256,900													
Average	\$529,450		\$276,757													

Sources: Regional Multiple Listing Service of Minnesota (RMLS), Maxfield Research & Consulting, LLC

FOR-SALE MARKET ANALYSIS

- Owned multifamily homes are priced substantially lower than single-family homes in both the East and West Submarkets. The median list price in the East Submarket is \$525,000 for single-family homes and \$289,839 for owned multifamily homes. Similarly, the median list price varies from \$421,700 for single-family homes to \$249,995 in the West Submarket.
- Over 60% of Washington County single-family listings are priced over \$400,000. Comparatively, only 10% of owned multifamily homes are priced more than \$400,000.
- The median list price for single-family homes ranges from \$249,900 in the Oakdale Area to \$728,950 in the Southeast area. The owned multifamily median list price ranges from \$129,500 in the Oakdale Area to \$294,900 in the Woodbury Area.



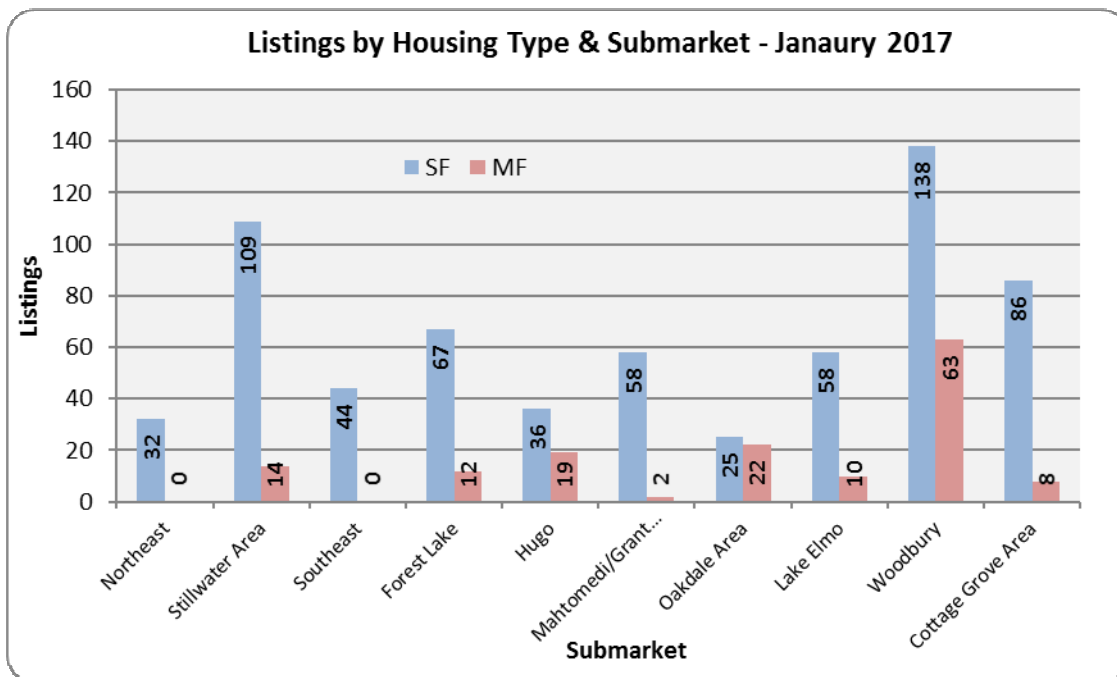
- The Woodbury Submarket boasts over 200 listings in Washington County, accounting for 25% of the supply of homes for-sale in the county. An estimated 31% of Woodbury's listings are owned multifamily homes; primarily townhomes.
- The Northeast and Southeast Submarkets are the only two submarkets that do not have any owned multifamily homes for-sale as of January 2017. Both of these submarkets have median single-family values of \$625,000 and \$729,000, respectively.
- Condominiums and cooperatives account for less than 2% of the active homes for-sale in Washington County. Half of this product is listed for-sale in the Stillwater Submarket.

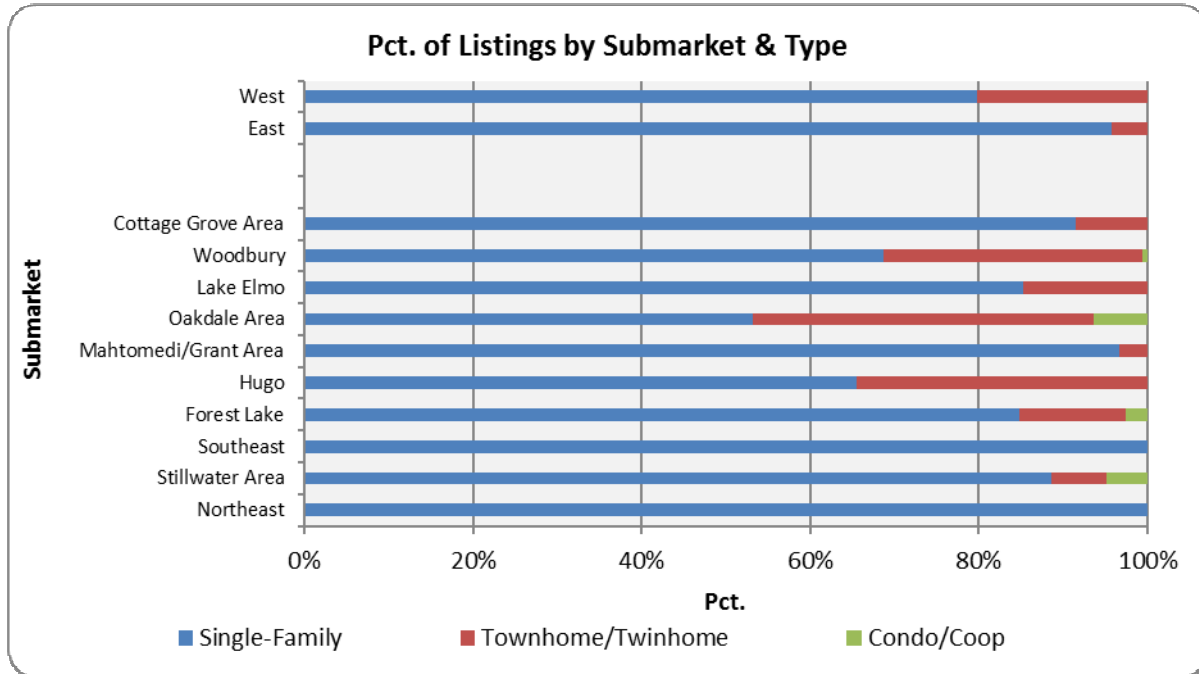
FOR-SALE MARKET ANALYSIS

- The number of listings for each housing type is higher in the West Submarket than the East Submarket. The average list price however, is higher for each product type in the East Submarket.
- The median list price for single-family homes in Washington County was \$473,350 and for owned multifamily homes was \$269,917.

Submarket	Product Type			Total
	Single-Family	Townhome/Twinhome	Condo/Coop	
Northeast	32	--	--	32
Stillwater Area	109	8	6	123
Southeast	44	--	--	44
Forest Lake	67	10	2	79
Hugo	36	19	--	55
Mahtomedi/Grant Area	58	2	--	60
Oakdale Area	25	19	3	47
Lake Elmo	58	10	--	68
Woodbury	138	62	1	201
Cottage Grove Area	86	8	--	94
Total	653	138	12	803
East	185	8	6	199
West	512	130	6	648

Source: RMLS, Maxfield Research & Consulting, LLC





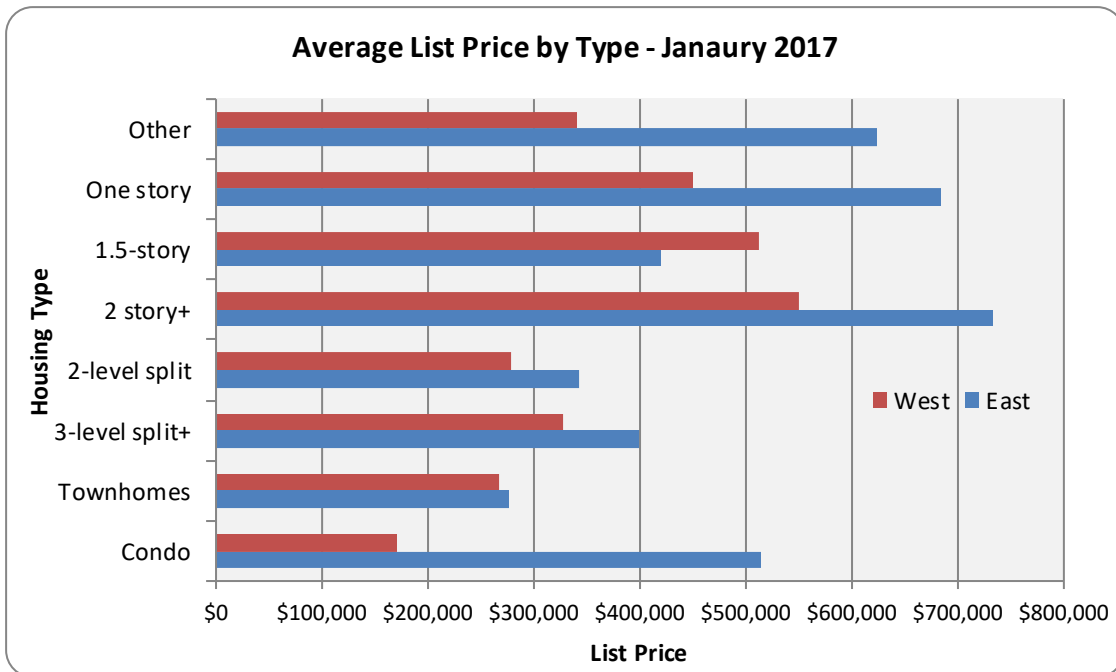
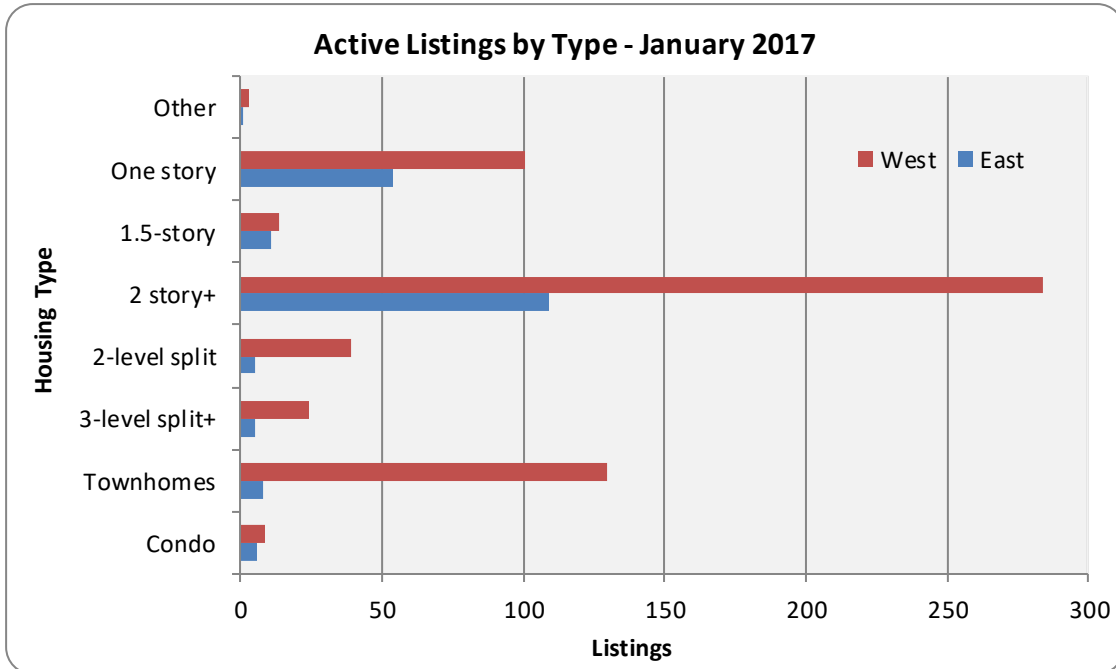
- One-story single-family homes account for 19% of Washington County’s total listings. However, the average list price varies from \$451,175 in the West Submarket to \$684,657 in the East Submarket.
- Among the active single-family homes for-sale, split-levels (i.e. two-level split or bi-level) have the lowest price per square foot (PSF). The West and East Submarkets average \$137 to \$168 PSF.
- Condominium pricing varies considerably between the East and West Submarkets. The East Submarket has an average list price nearly three times that of the West Submarket (\$515,600 vs. \$171,889). This is attributed to luxury condominium product in Stillwater that has an average list price of \$344 PSF.
- Townhomes comprise nearly 17% of the active inventory however, most of these units are located in the West Submarket. Townhomes have the second lowest list price per square foot among all housing types; averaging \$146 PSF in the West Submarket and \$139 in the East Submarket. Townhomes are significantly larger in square footage than condominiums; averaging 1,997 square feet in the West Submarket and 1,833 square feet in the East Submarket.
- Excluding the Other category, two-story plus listings (two-story, modified two-story, and more than two-story) have the highest average list prices in both larger submarkets in Washington County (\$549,990 West Submarket vs. \$732,766 East Submarket).

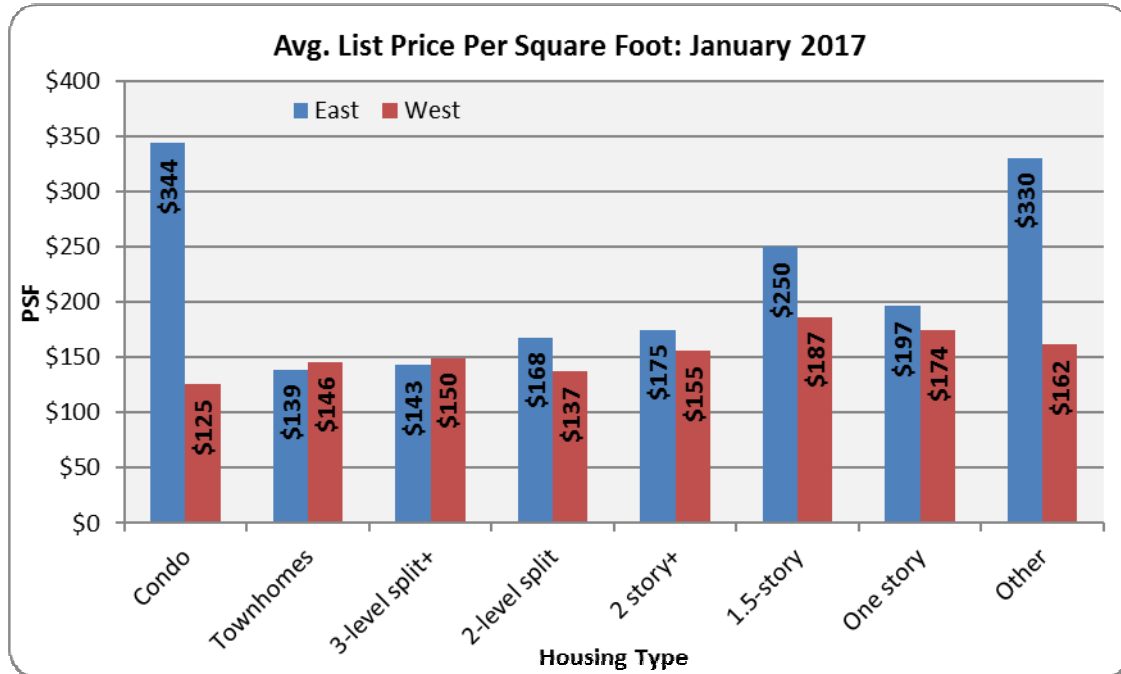
FOR-SALE MARKET ANALYSIS

**TABLE FS-8
ACTIVE LISTINGS BY HOUSING TYPE
EAST VS. WEST SUBMARKETS
January 2017**

Property Type	Listings	Pct.	Avg. List Price	Avg. Size (Sq. Ft.)	Avg. List Price Per Sq. Ft.	Avg. Bedrooms	Avg. Bathrooms	Avg. Age of Home
EAST SUBMARKET								
Single-Family								
One story	54	29.2%	\$684,657	3,484	\$197	3.5	2.1	1988
1.5-story	11	5.9%	\$419,950	3,339	\$126	3.5	2.7	1937
2-story	102	55.1%	\$670,818	3,860	\$174	4.3	3.9	1992
Modified 2-story	2	1.1%	\$487,500	4,782	\$102	4.5	3.5	1933
More than 2-stories	5	2.7%	\$1,068,600	4,592	\$233	4.2	4.4	1961
Split entry/Bi-level	5	2.7%	\$343,140	2,043	\$168	3.6	1.8	1976
3-level split	1	0.5%	\$425,000	3,428	\$124	5.0	2.0	1975
4 or more split-level	4	2.2%	\$394,425	2,670	\$148	3.5	2.3	1970
Other	1	0.5%	\$625,000	1,892	\$330	3.0	2.0	1976
Total/Avg.	185	100.0%	\$661,169	3,556	\$186	3.9	3.5	1987
Townhomes/Twinhomes								
Detached	0	0.0%	--	--	--	--	--	--
Quad/4 Corners	0	0.0%	--	--	--	--	--	--
Twin Home	2	25.0%	\$237,400	1,989	\$119	2.5	2.5	1997
Side-by-Side	6	75.0%	\$291,320	2,023	\$144	2.5	2.8	1995
Total/Avg.	8	100.0%	\$277,840	1,997	\$139	2.5	2.8	1995
Condominiums/Cooperatives								
Converted Mansion	0	0.0%	--	--	--	--	--	--
Manor/Village	0	0.0%	--	--	--	--	--	--
Low-rise (less than 3 stories)	1	16.7%	\$174,900	1,150	\$152	2.0	2.0	1989
Hi-rise (4 or more stories)	5	83.3%	\$583,740	1,567	\$373	1.6	1.8	2006
Total/Avg.	6	100.0%	\$515,600	1,498	\$344	1.7	1.8	2003
East Total/Avg.	199		\$645,758	3,485	\$185	3.9	3.4	1987
WEST SUBMARKET								
Single-Family								
One story	101	21.7%	\$451,175	2,586	\$174	3.3	3.6	1986
1.5-story	14	3.0%	\$512,006	2,745	\$187	3.4	2.8	1964
2-story	270	58.1%	\$515,807	3,348	\$154	4.3	3.7	2001
Modified 2-story	12	2.6%	\$449,642	3,027	\$149	3.8	3.6	1995
More than 2-stories	2	0.4%	\$1,914,950	4,935	\$388	4.5	5.5	2002
Split entry/Bi-level	39	8.4%	\$278,146	2,027	\$137	3.9	2.2	1987
3-level split	13	2.8%	\$273,994	1,882	\$146	3.2	2.2	1994
4 or more split-level	11	2.4%	\$389,900	2,528	\$154	3.6	2.5	1982
Other	3	0.6%	\$341,500	2,112	\$162	3.7	2.3	1946
Total/Avg.	465	100.0%	\$475,168	2,983	\$159.29	4.0	3.2	1994
Townhomes/Twinhomes								
Detached	21	16.2%	\$456,869	2,454	\$186	2.7	2.7	2014
Quad/4 Corners	12	9.2%	\$253,230	1,664	\$152	2.5	2.5	2004
Twin Home	9	6.9%	\$308,383	1,886	\$164	2.4	2.2	2005
Side-by-Side	88	67.7%	\$219,963	1,703	\$129	2.5	2.4	2002
Total/Avg.	130	100.0%	\$267,425	1,833	\$146	2.5	2.5	2004
Condominiums/Cooperatives								
Converted Mansion	0	0.0%	--	--	--	--	--	--
Manor/Village	4	44.4%	\$123,500	1,264	\$98	2.0	2.0	1979
Low-rise (less than 3 stories)	5	55.6%	\$210,800	1,456	\$145	2.0	2.0	1991
Hi-rise (4 or more stories)	0	0.0%	--	--	--	--	--	--
Total/Avg.	9	100.0%	\$171,889	1,371	\$125	2.0	2.0	1985
West Total/Avg.	604		\$425,936	2,712	\$157	3.6	3.0	1996

Source: Regional Multiple Listing Service of MN; Maxfield Research & Consulting, LLC





Lender-Mediated Properties

Tables FS-9 and FS-10 identify lender-mediated real estate sales activity in Washington County and the Twin Cities Metro Area as listed on the Regional Multiple Listing Service of Minnesota (RMLS). Lender-mediated transactions (foreclosures and short sales) are different from traditional sales because a third party (often the lender) is involved in the transaction; either acting as the seller in the case of foreclosures, or as an intermediary with approval powers in the case of a short sale.

Foreclosures are properties in which the financial institutions or lender has taken possession of the home from the owner due to non-payment of mortgage obligations/default by the borrower. In a short sale, the lender(s) and the home owner work together in an attempt to sell the home prior to foreclosure. Because the net proceeds from the sale are usually insufficient to cover the sellers’ mortgage obligations, the difference is forgiven by the lender, or other arrangements are made with the lender to settle the remainder of the debt. In either circumstance, lenders want to move the debt off their books and will therefore discount the asking price.

Lender-mediated property information is an important metric when reviewing the health of real estate markets. After the real estate bust and ensuing Great Recession, the number of lender-mediated home sales increased substantially as an overall share of the for-sale inventory (7% of all Metro Area closed sales in 2016 were lender-mediated, a significant decrease from 25.5% in 2013 and 50% in 2011). The higher share of lender-mediated homes resulted in a significant decrease in price on aggregate sales price figures, giving the impression that the

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entire housing market was losing considerable value. However, real estate sales data showed stark differences between traditional and lender-mediated transactions.

Table FS-9 illustrates lender-mediated transaction home sales for Washington County compared the Twin Cities Metro Area for homes that sold from 2014 through 2016 via foreclosure or short sale. Key points from the table follow.

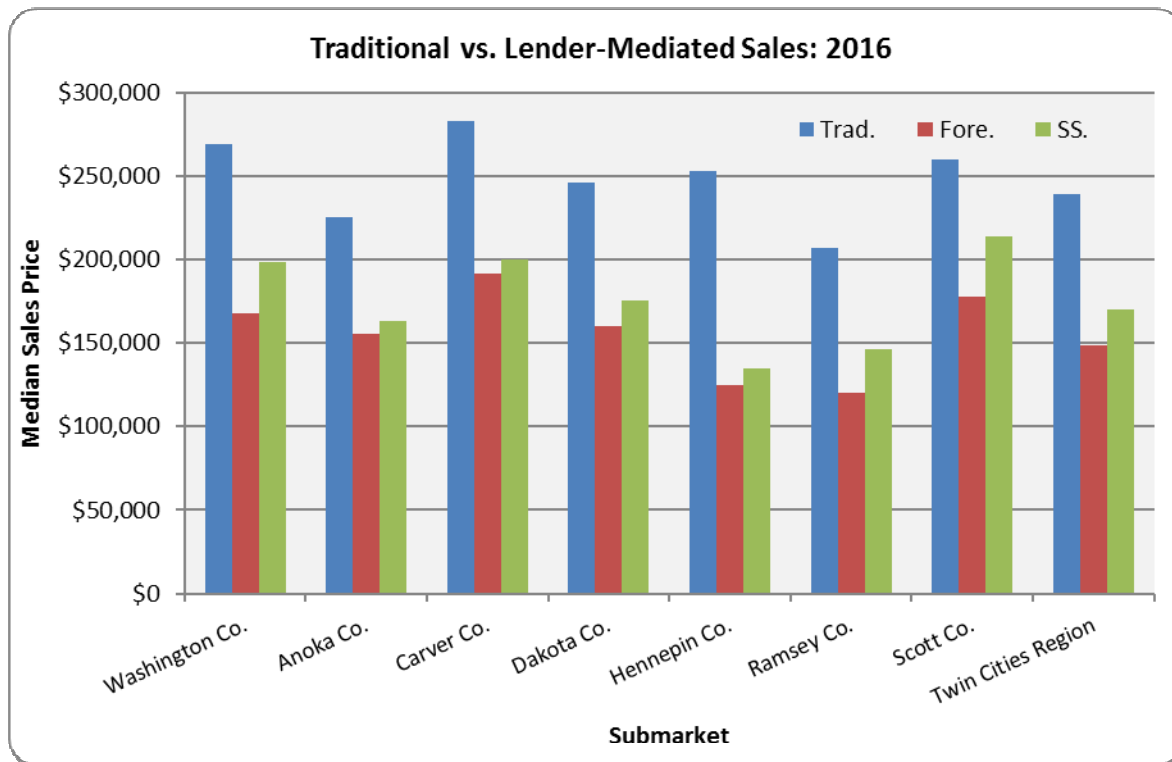
- The percentage of lender-mediated sales in Washington County, as well as every other Metro Area county, has continued to decrease over the past few years. Over 93% of Washington County resales were traditional sales in 2016, compared to 86% in 2014.
- Metro Area lender-mediated sales averaged 50% of all resales from 2009 through 2011. Metro Area lender-mediated sales decreased to 40% of all sales in 2012. Throughout the Metro Area and in Washington County, distressed sales continue to decrease and are now less than 10% of overall sales.

	Traditional			Foreclosures			Short Sales		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
Median Sales Price									
Washington County	\$250,000	\$252,540	\$269,000	\$160,000	\$153,213	\$168,000	\$163,500	\$172,000	\$198,700
Anoka County	\$200,000	\$211,000	\$224,900	\$144,300	\$147,345	\$155,750	\$155,183	\$157,800	\$162,750
Carver County	\$274,900	\$279,900	\$282,875	\$165,000	\$172,032	\$191,699	\$151,900	\$175,000	\$200,000
Dakota County	\$228,000	\$235,050	\$245,900	\$145,202	\$142,000	\$160,092	\$165,000	\$164,000	\$175,000
Hennepin County	\$236,800	\$244,900	\$253,000	\$107,000	\$105,000	\$125,000	\$147,000	\$129,410	\$135,000
Ramsey County	\$190,000	\$198,000	\$207,000	\$107,500	\$108,000	\$120,000	\$130,000	\$137,750	\$146,000
Scott County	\$252,000	\$250,000	\$260,000	\$165,572	\$171,000	\$177,500	\$167,000	\$194,000	\$213,402
Twin Cities Region	\$221,000	\$229,000	\$239,000	\$137,625	\$140,000	\$148,795	\$153,800	\$160,000	\$169,700
Transactions									
Washington County	3,249	3,974	4,501	415	320	266	123	95	69
Anoka County	3,853	4,790	5,543	816	625	473	261	198	119
Carver County	1,437	1,840	1,972	142	89	77	45	36	25
Dakota County	5,038	6,356	7,052	744	591	385	209	155	115
Hennepin County	15,591	18,110	19,542	1,976	1,343	1,048	566	447	275
Ramsey County	5,078	6,265	6,749	856	677	551	211	160	118
Scott County	1,917	2,341	2,543	274	202	137	96	51	47
Twin Cities Region	41,446	50,491	55,585	6,340	4,603	3,451	1,796	1,336	922
Percent of Transactions									
Washington County	85.8%	90.5%	93.1%	11.0%	7.3%	5.5%	3.2%	2.2%	1.4%
Anoka County	78.2%	85.3%	90.4%	16.6%	11.1%	7.7%	5.3%	3.5%	1.9%
Carver County	88.5%	93.6%	95.1%	8.7%	4.5%	3.7%	2.8%	1.8%	1.2%
Dakota County	84.1%	89.5%	93.4%	12.4%	8.3%	5.1%	3.5%	2.2%	1.5%
Hennepin County	86.0%	91.0%	93.7%	10.9%	6.7%	5.0%	3.1%	2.2%	1.3%
Ramsey County	82.6%	88.2%	91.0%	13.9%	9.5%	7.4%	3.4%	2.3%	1.6%
Scott County	83.8%	90.2%	93.3%	12.0%	7.8%	5.0%	4.2%	2.0%	1.7%
Twin Cities Region	83.6%	89.5%	92.7%	12.8%	8.2%	5.8%	3.6%	2.4%	1.5%

Sources: NorthstarMLS, Maxfield Research & Consulting, LLC

FOR-SALE MARKET ANALYSIS

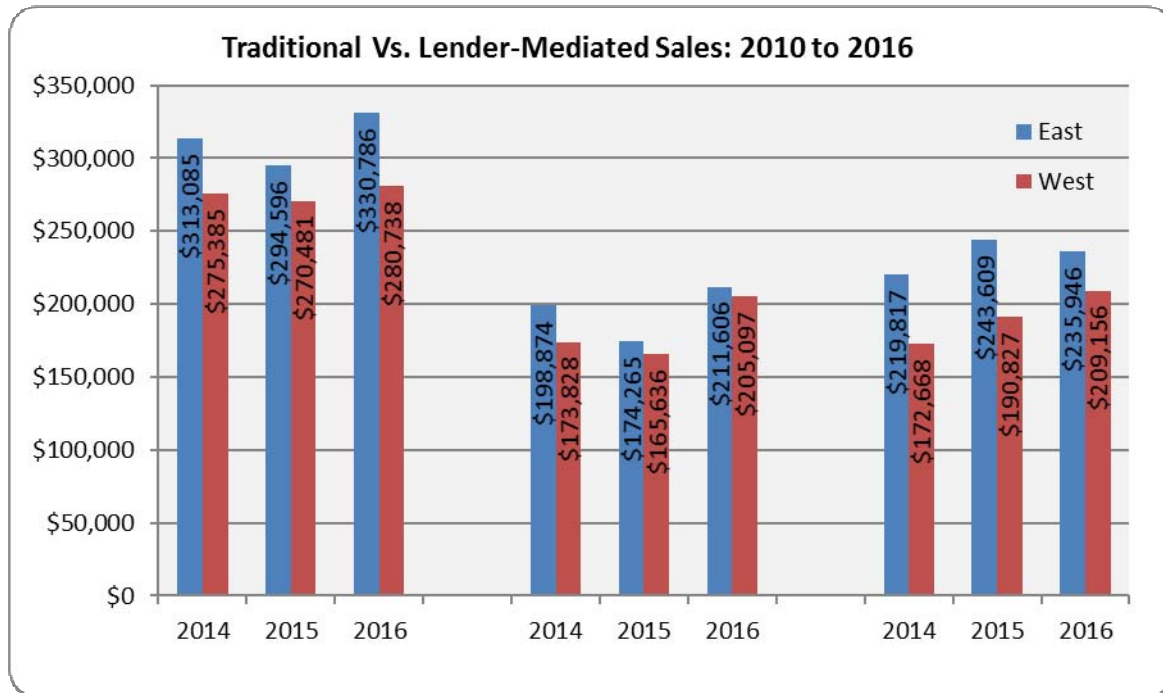
- Lender-mediated sale prices in Washington County have been discounted by 38% compared to traditional sales in 2016.



Washington County Lender-Mediated Activity

Table FS-10 shows median sales price for Washington County submarkets by transaction type (i.e. traditional, foreclosures, and short sales) for sales activity from 2014 through 2016 that were listed on the Regional Multiple Listing Service of Minnesota.

- Across the Metro Area, properties under foreclosure sold for a discount of about 36% compared to traditional sales in 2016. In Washington County, short sales posted resale values 29% lower than traditional sales. Foreclosures had an overall sales price discount of 38% as of 2016.
- The number of lender-mediated resales in Washington County has been decreasing each year since the previous housing needs update in 2014. From 2014 through 2016, 91% of resales in Washington County were traditional sales; compared to 60% in 2012.



- Lender-mediated sales in the West Submarket accounted for 83% of all lender-mediated resales in Washington County in 2016. Most of the transactions in the East Submarket were located in the Stillwater Area (54%) as the Northeast and Southeast Submarkets had relatively few lender-mediated transactions.
- Communities with the highest number of lender-mediated resales in 2016 include: Woodbury (73), Cottage Grove (70), Forest Lake (33), Hugo (28), and Stillwater (26).

FOR-SALE MARKET ANALYSIS

TABLE FS-10 LENDER-MEDIATED REAL ESTATE ACTIVITY WASHINGTON COUNTY COMPARISON-EAST AND WEST SUBMARKETS 2014 to 2016									
Submarket	Traditional			Foreclosures			Short Sales		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
East (Median Sales Price)									
Northeast									
Marine on St. Croix	\$357,500	\$330,000	\$376,825	\$156,450	\$195,000	\$312,000	\$360,000	\$320,000	\$0
May township	\$285,000	\$402,500	\$485,250	\$361,250	\$519,750	\$244,000	\$0	\$0	\$0
Scandia	\$299,750	\$299,950	\$360,000	\$226,500	\$138,985	\$220,025	\$207,500	\$303,000	\$0
Stillwater Area									
Bayport	\$240,000	\$207,000	\$242,500	\$165,500	\$175,100	\$175,100	\$137,000	\$380,000	\$154,900
Oak Park Heights	\$195,000	\$205,999	\$226,500	\$134,000	\$103,352	\$153,000	\$153,800	\$153,800	\$118,000
Stillwater	\$276,900	\$265,000	\$295,000	\$144,098	\$145,000	\$175,000	\$230,000	\$184,000	\$181,500
Baytown township	\$590,000	\$747,715	\$712,500	\$542,860	\$0	\$0	\$0	\$615,000	\$0
Stillwater township	\$415,000	\$447,250	\$459,900	\$0	\$0	\$493,500	\$0	\$0	\$475,000
Southeast									
Afton	\$437,500	\$435,000	\$455,000	\$287,500	\$450,000	\$267,000	\$0	\$354,350	\$0
Lake St. Croix Beach	\$204,900	\$192,000	\$220,900	\$109,056	\$125,150	\$299,900	\$0	\$0	\$163,900
Lakeland	\$231,450	\$252,000	\$255,000	\$142,900	\$169,050	\$134,500	\$185,000	\$145,000	\$0
Lakeland Shores	\$1,500,000	\$247,423	\$278,500	\$0	\$0	\$0	\$0	\$0	\$0
St. Mary's Point	\$347,400	\$300,000	\$248,525	\$260,000	\$152,700	\$35,000	\$0	\$0	\$0
West Lakeland township	\$482,500	\$445,250	\$451,000	\$270,000	\$209,000	\$307,313	\$0	\$0	\$442,500
Denmark township	\$442,500	\$424,478	\$416,000	\$352,000	\$0	\$161,000	\$460,000	\$0	\$0
Total (Median)	\$347,400	\$300,000	\$360,000	\$226,500	\$169,050	\$220,025	\$207,500	\$311,500	\$172,700
West (Median Sales Price)									
Cottage Grove Area									
Cottage Grove	\$216,500	\$228,000	\$245,750	\$166,500	\$156,870	\$162,750	\$155,000	\$169,900	\$230,200
Newport	\$178,500	\$164,500	\$192,500	\$129,250	\$125,000	\$108,435	\$191,375	\$152,000	\$69,900
St. Paul Park	\$169,245	\$175,497	\$193,500	\$140,000	\$116,500	\$137,600	\$140,000	\$146,500	\$147,300
Grey Cloud Island township	\$268,000	\$267,500	\$283,450	\$50,100	\$0	\$0	\$0	\$0	\$206,000
Forest Lake	\$236,400	\$234,900	\$239,950	\$152,250	\$149,500	\$160,675	\$168,500	\$158,500	\$205,000
Hugo	\$218,950	\$220,000	\$236,000	\$145,000	\$151,000	\$214,000	\$145,000	\$232,000	\$160,000
Lake Elmo	\$430,000	\$401,500	\$406,102	\$207,500	\$323,400	\$504,586	\$0	\$154,500	\$0
Mahtomedi/Grant Area									
Birchwood Village	\$340,000	\$260,000	\$289,000	\$231,400	\$0	\$243,541	\$437,750	\$0	\$0
Dellwood	\$765,000	\$645,000	\$532,000	\$576,880	\$425,000	\$252,700	\$0	\$0	\$563,000
Grant	\$471,400	\$399,900	\$404,650	\$317,000	\$361,000	\$677,500	\$540,000	\$500,000	\$0
Mahtomedi	\$305,000	\$337,000	\$314,410	\$160,000	\$147,345	\$163,250	\$222,000	\$0	\$126,500
Pine Springs	\$400,000	\$395,000	\$451,500	\$267,000	\$0	\$0	\$0	\$0	\$0
Willernie	\$160,000	\$156,500	\$165,000	\$0	\$65,000	\$0	\$0	\$0	\$0
Woodbury	\$299,450	\$295,000	\$299,000	\$202,000	\$200,000	\$251,000	\$175,000	\$208,000	\$199,350
Total (Median)	\$340,000	\$337,000	\$314,410	\$249,200	\$151,000	\$214,000	\$171,750	\$164,200	\$199,350

CONTINUED

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TABLE FS-10 LENDER-MEDIATED REAL ESTATE ACTIVITY WASHINGTON COUNTY COMPARISON-EAST AND WEST SUBMARKETS 2014 to 2016 (continued)									
Submarket	Traditional			Foreclosures			Short Sales		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
East (Total Transactions)	582	698	710	63	45	35	12	17	13
Northeast									
Marine on St. Croix	9	17	20	4	1	2	0	1	0
May township	8	17	16	5	1	1	0	0	0
Scandia	42	44	33	6	3	2	2	1	0
Stillwater Area									
Bayport	38	35	32	1	1	0	2	1	1
Oak Park Heights	37	57	55	5	4	1	1	0	1
Stillwater	303	371	376	27	25	19	5	11	7
Baytown township	34	16	23	2	0	0	0	1	0
Stillwater township	10	16	19	0	0	1	0	0	1
Southeast									
Afton	28	33	41	6	3	1	0	1	0
Lake St. Croix Beach	12	19	14	4	1	1	0	0	1
Lakeland	20	30	27	1	3	1	1	1	0
Lakeland Shores	1	1	3	0	0	0	0	0	0
St. Mary's Point	1	5	4	0	2	1	0	0	0
West Lakeland township	31	26	40	1	1	4	0	0	2
Denmark township	8	11	7	1	0	1	1	0	0
West (Total Transactions)	2,387	2,886	3,298	275	241	184	95	64	50
Cottage Grove Area									
Cottage Grove	445	539	610	73	80	54	19	21	16
Newport	32	27	39	10	11	2	2	4	1
St. Paul Park	58	65	77	11	14	13	5	1	2
Grey Cloud Island township	1	6	2	1	0	0	0	0	1
Forest Lake	253	363	366	39	37	24	12	8	9
Hugo	231	293	356	35	27	25	13	6	3
Lake Elmo	90	84	188	5	2	2	0	1	0
Mahtomedi/Grant Area									
Birchwood Village	11	11	7	1	0	2	1	0	0
Dellwood	19	11	15	0	2	1	0	0	1
Grant	26	37	39	3	1	2	1	1	0
Mahtomedi	89	132	116	3	7	2	3	0	1
Pine Springs	3	7	4	1	0	0	0	0	0
Willernie	6	14	11	0	1	0	0	0	0
Woodbury	1,123	1,297	1,468	93	59	57	39	22	16

Sources: Northstar MLS, Maxfield Research & Consulting, LLC

New Construction Housing Activity

Maxfield Research & Consulting, LLC obtained lot inventory and subdivision data from Metrostudy, a homebuilding consulting company that maintains a database of all subdivision activity in the greater Metro Area. Tables FS-11 to FS-20 provide a variety of information on the new construction market in Washington County. The following terms are used in the lot inventory tables:

- ▶ Annual Starts and Closings: The sum of activity for the most recent four quarters.
- ▶ Closing: Defined as when a “move in” has occurred and the home is occupied.
- ▶ Future Lots Inventory: Future lots are recorded after a preliminary plat or site plan has been submitted for consideration by the city.
- ▶ Lot Front: Range of all lot sizes within the subdivision; based on the lot front foot width
- ▶ Occupied: A buyer has taken possession of the home that was previously under construction or a model home.
- ▶ Price: Range of all base home price offered within the subdivision
- ▶ Starts: The housing slab or foundation has been poured.
- ▶ Total Lots: A summation of all lots platted in a subdivision, including those closed, under construction, and vacant.
- ▶ Vacant Developed lot (VDL): The subdivision is considered developed after subdivision streets are paved and vehicles can physically drive in front of the lot.

Historic Construction Starts/Closings

- From 2012 through 2016, the number of new construction homes closed annually increased overall in Washington County by 28%.
- The vast majority of new construction home closings occurred in the West Submarket. Over the timeframe shown above, the West Submarket accounted for an average of 87% of all new home closings in 2012 and 91% in 2016.
- Woodbury had a 55% share of all new construction closings in Washington County in 2012 decreasing to 27% in 2016 as the housing market gained steam in other areas of the county. Cottage Grove had the highest share of closings in 2016 at 30% followed by Woodbury

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(27%) and Lake Elmo (21%). These three communities accounted for 78% of all new construction closings over the past year. Another 10% occurred in Hugo.

- The charts below visually display the percent share of home closings in Washington County in 2016.

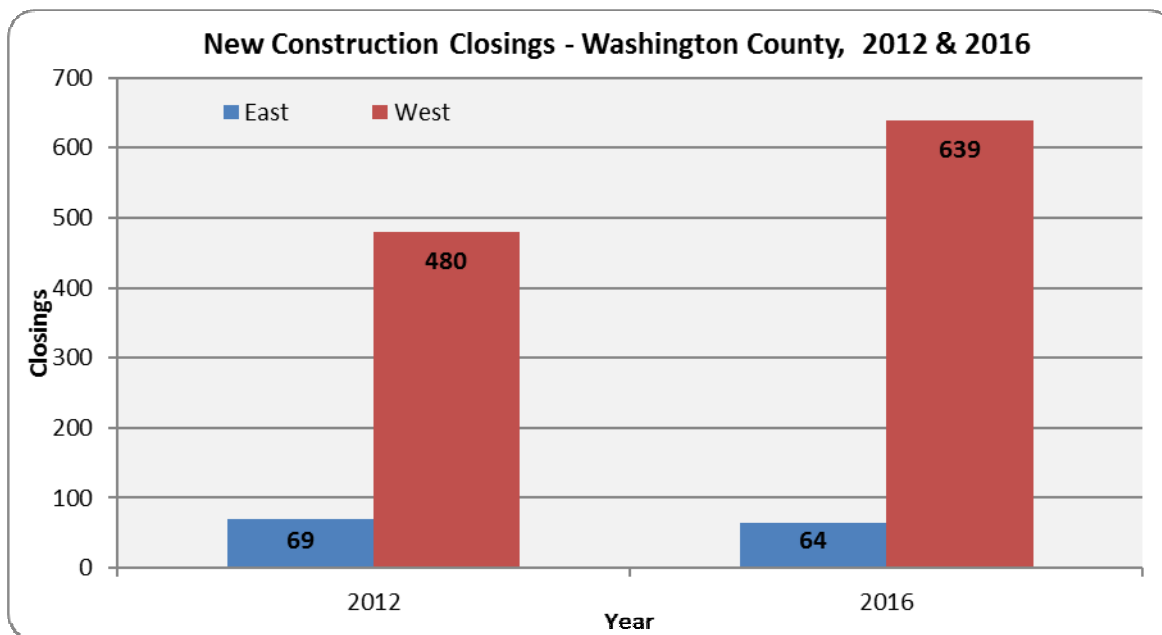
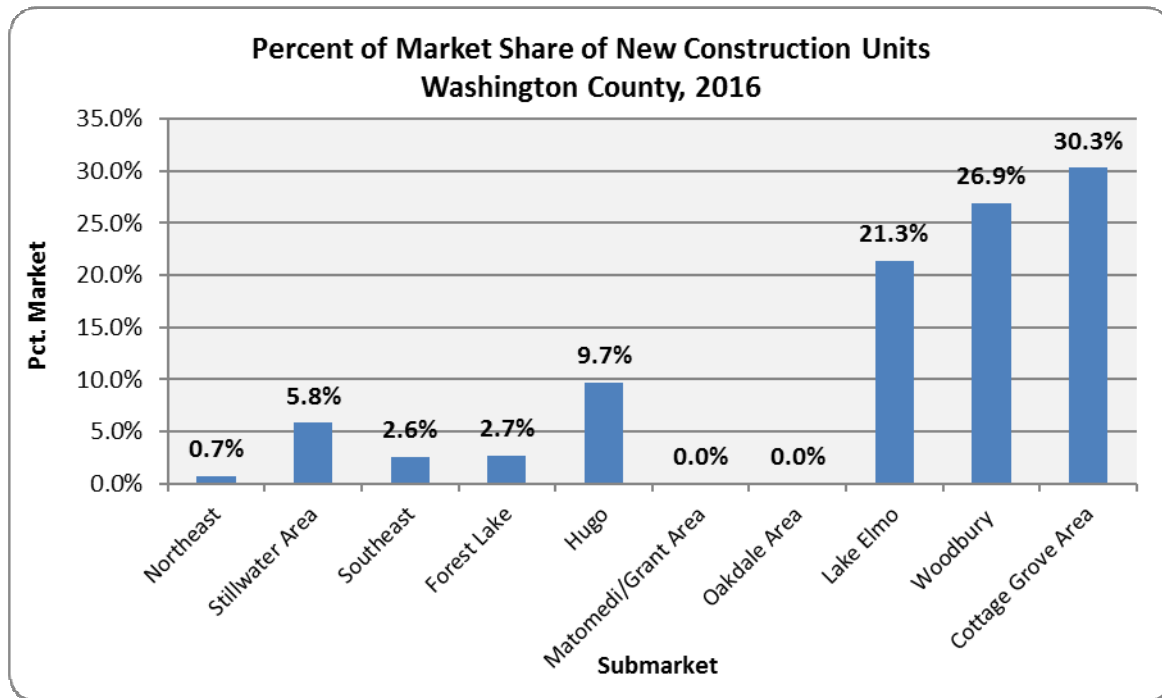
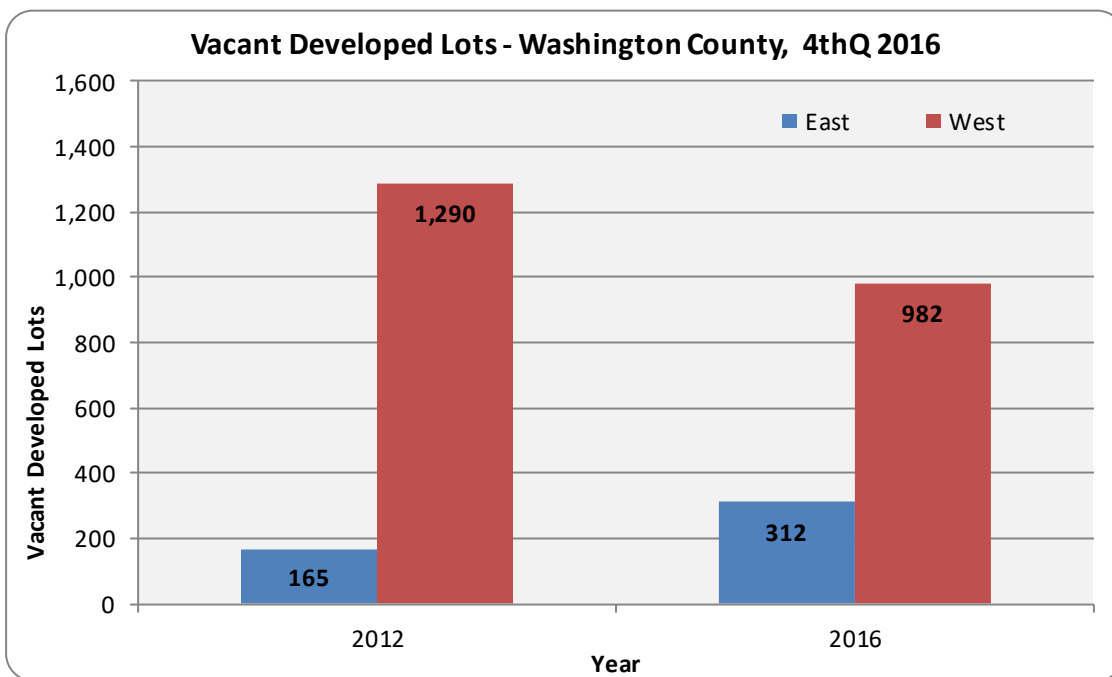


TABLE FS-11 NEW CONSTRUCTION HOUSING ACTIVITY STATISTICS WASHINGTON COUNTY 2012 & 2016				
	Annual Statistics		Pct. Change	Market Share
	2012	2016	2012-2016	2016
Annual Closings (1st-4th Quarter)				
East Submarket				
Northeast	0	5	--	0.9%
Stillwater Area	63	41	-34.9%	7.6%
Southeast	6	18	200.0%	3.4%
East Total	69	64	-7.2%	11.9%
West Submarket				
Forest Lake	19	19	0.0%	3.5%
Hugo	56	37	-33.9%	6.9%
Matomedi/Grant Area	17	0	-100.0%	0.0%
Oakdale Area	0	0	--	0.0%
Lake Elmo	25	150	500.0%	27.9%
Woodbury	301	189	-37.2%	35.2%
Cottage Grove Area	62	78	25.8%	14.5%
West Total	480	473	-1.5%	88.1%
Washington County Total	549	537	-2.2%	100.0%
Vacant Developed Lots (4th Quarter)				
East Submarket				
Northeast	0	62	--	4.8%
Stillwater Area	110	216	96.4%	16.7%
Southeast	55	34	-38.2%	2.6%
East Total	165	312	89.1%	24.1%
West Submarket				
Forest Lake	231	164	-29.0%	12.7%
Hugo	363	137	-62.3%	10.6%
Matomedi/Grant Area	7	6	-14.3%	0.5%
Oakdale Area	0	0	--	0.0%
Lake Elmo	84	234	178.6%	18.1%
Woodbury	514	302	-41.2%	23.3%
Cottage Grove Area	91	139	52.7%	10.7%
West Total	1,290	982	-23.9%	75.9%
Washington County Total	1,455	1,294	-11.1%	100.0%
Definitions: "closing" defined as housing unit becoming occupied; "vacant developed lot" defined as completion of subdivision streets and ability to				
Sources: Metrostudy; Maxfield Research and Consulting, LLC				

Historic Vacant Developed Lots

- From 2012 through 2016, the number of vacant developed lots decreased in the West Submarket by 12%, but increased in the East submarket, by 89%.
- Similar to home closings, Woodbury and Lake Elmo have the highest numbers of vacant developed lots in the county. Combined, these two communities accounted for 53% of the county’s total in 2016. The market continues to rebound and the number of vacant developed lots has decreased from 2012 in many submarkets. In addition, areas with limited vacant developed lots previously have experienced an increase in the platting of new lots from 2012.
- Vacant developed lot inventories nearly doubled in the Stillwater submarket and nearly tripled in Lake Elmo.



Lot Supply

- Among active subdivisions, there are 3,353 single-family and 987 multifamily homes in the new home inventory (i.e. occupied units, under construction, model units and vacant homes) in Washington County as of 4th Quarter 2016. An estimated 86% of this inventory is in the West Submarket and 77% of the home inventory in the county is for single-family homes.

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- The Stillwater Area contains 63% of the vacant home inventory and vacant lots in the East Submarket. Woodbury, Lake Elmo and Cottage Grove account for 74% of the West Submarket's home inventory and lot supply.
- Although vacant lot inventory is shown as decreasing 11% between 2012 and 2016, several submarkets experienced increases in vacant developed lots during this period, most notably Stillwater Area, Lake Elmo and Cottage Grove. Table FS-12 shows a summary of actively marketing subdivisions as of 4th Quarter 2016. There were 3,152 future lots in Washington County (4th Quarter 2016) that have received preliminary or final approvals, but have not yet become active.
- Woodbury has the highest supply of new construction owned multifamily lots in Washington County (39% of home inventory) and contains 254 vacant developed lots and future lots. Hugo follows closely with 35% of the owned multifamily supply and contains 118 future lots. Four submarkets have no owned multifamily lot supply (Northeast, Stillwater Area, Southeast and Mahtomedi/Grant Area). Stillwater city however, has owned detached villa product that is currently in the planning stages for approval. The portion of the Inspiration subdivision originally replatted for 75 units of owned multifamily is now being considered for a senior cooperative and has been removed from the future lot totals.

Submarket	Single-Family					Multifamily				
	Home Inventory ¹	New Inventory ²	VDLs	Future Lots ³	Total Lots	Home Inventory ¹	New Inventory ²	VDLs	Future Lots ³	Total Lots
East Submarket										
Northeast	76	9	62	0	138	0	0	0	0	0
Stillwater Area	323	47	216	121	660	0	0	0	0	0
Southeast	198	16	34	32	264	0	0	0	0	0
East Total	597	72	312	153	1,062	0	0	0	0	0
West Submarket										
Forest Lake	238	21	164	168	570	98	7	25	0	123
Hugo	352	54	137	20	509	403	13	118	0	521
Matomedi/Grant Area	41	2	6	0	47	0	0	0	0	0
Oakdale Area	0	0	0	0	0	12	8	4	0	16
Lake Elmo	395	196	234	1,325	1,954	36	51	48	0	84
Woodbury	1,517	235	302	635	2,454	337	74	76	178	591
Cottage Grove Area	213	84	139	675	1,111	101	0	25	38	164
West Total	2,756	592	982	2,823	6,645	987	153	296	216	1,499
Total	3,353	664	1,294	2,976	7,707	987	153	296	216	1,499

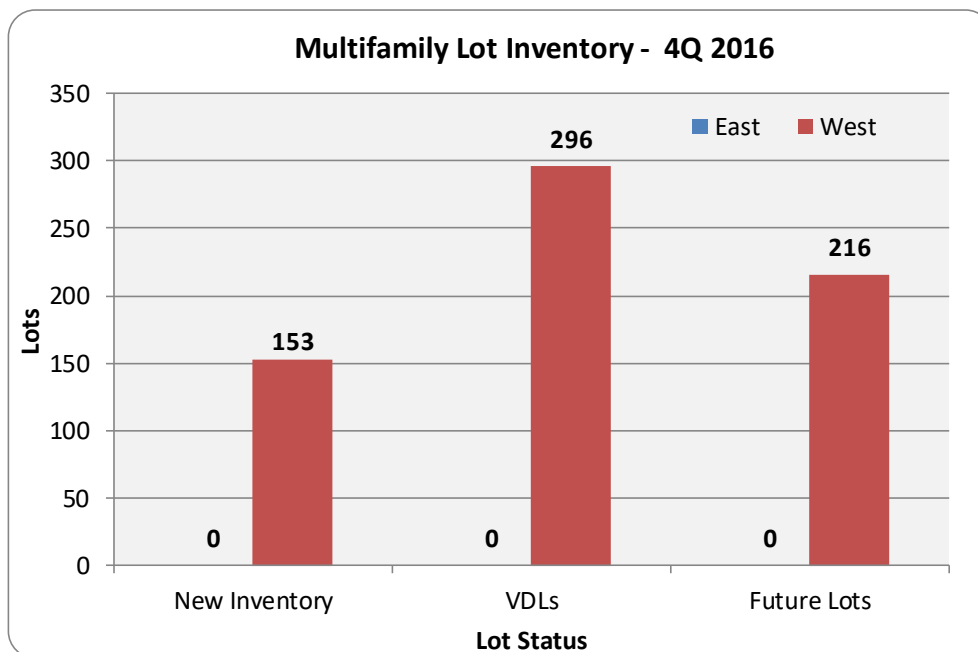
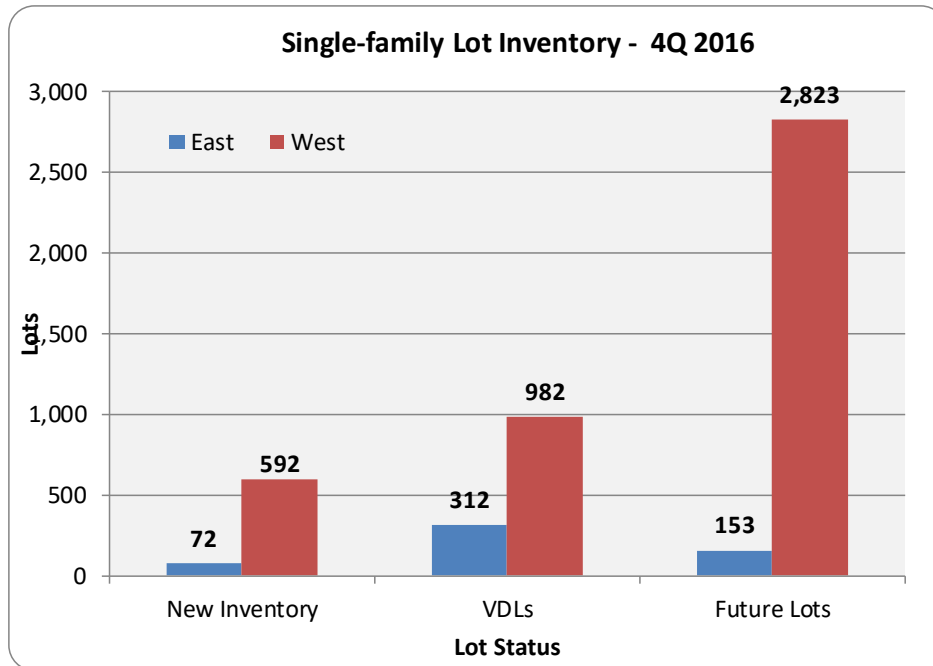
¹ Includes occupied units plus model units, finished vacant homes, and homes under construction
² Includes model units (i.e. spec homes), finished vacant homes, and homes under construction
³ Includes only future lots in actively market subdivisions. Additional future lots are currently identified in new subdivisions in the pipeline.

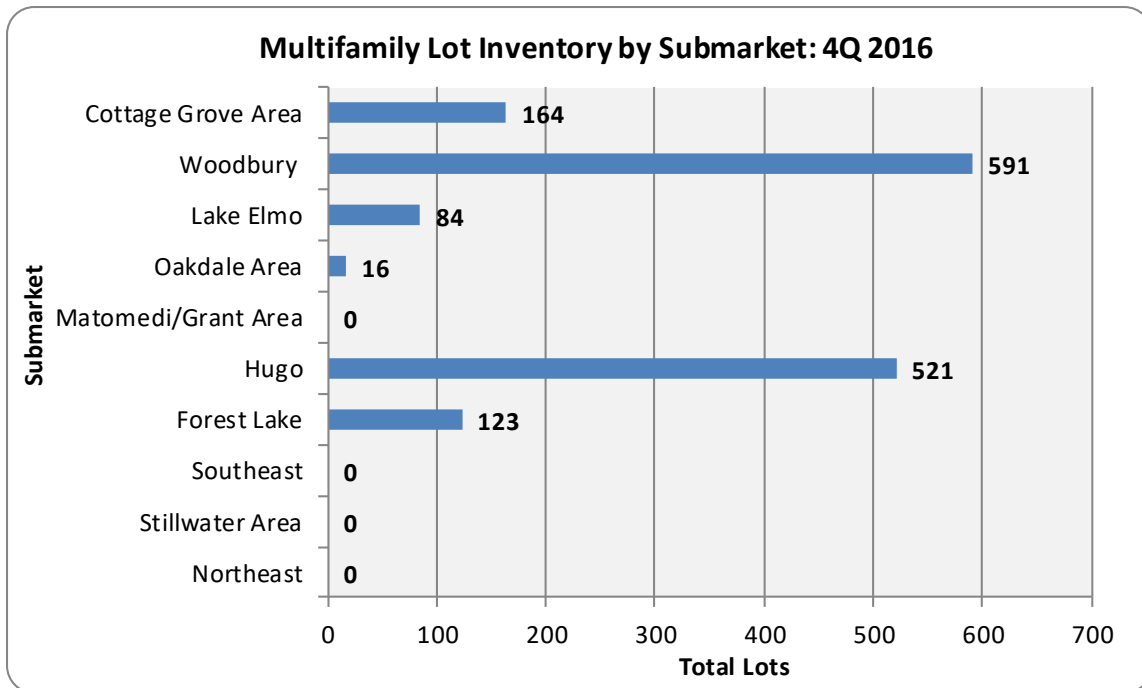
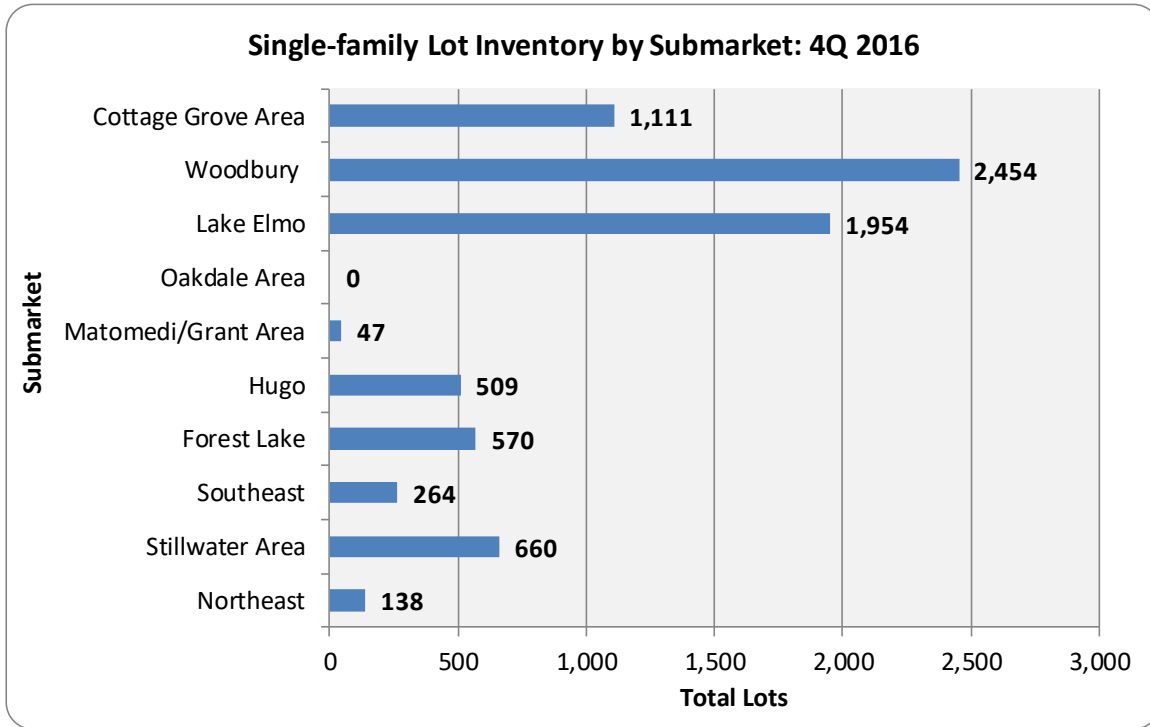
Sources: Metrostudy; Maxfield Research and Consulting, LLC

- In Washington County overall, there were 1,294 vacant developed single-family lots. The following submarkets had the highest single-family vacant developed lot inventories:

FOR-SALE MARKET ANALYSIS

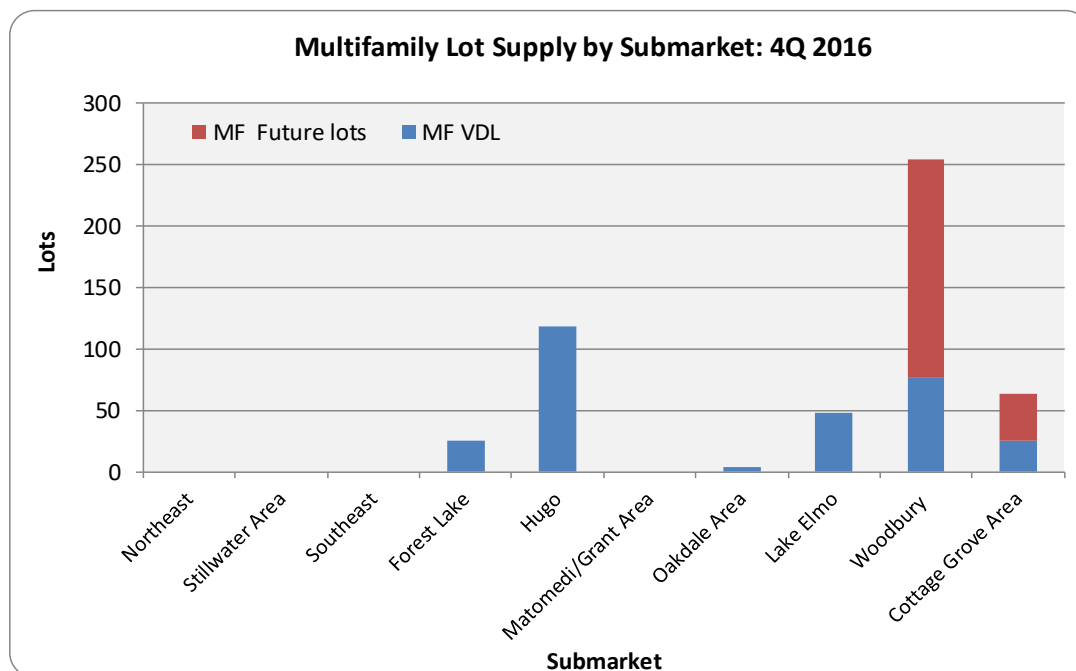
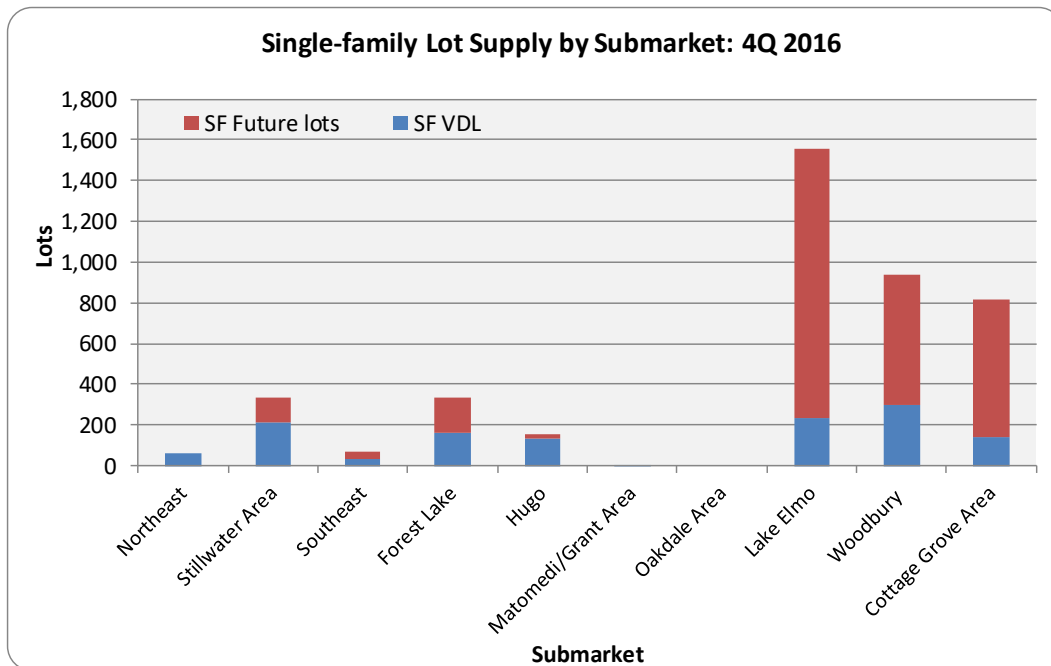
- Woodbury – 302 lots
- Lake Elmo – 234 lots
- Stillwater Area – 216 lots
- Forest Lake – 164 lots
- Cottage Grove – 139 lots
- Hugo – 137 lots





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- For owned multifamily housing, a total of 296 vacant developed lots were identified with the largest inventories located in the following communities:
 - Hugo – 118 lots
 - Woodbury – 76 lots
 - Lake Elmo – 48 lots



Actively Marketing Subdivisions

- Over the past three years, 40% of the actively marketing single-family subdivisions were platted. From 2000 through 2010, 52% of actively marketing subdivisions were platted and 79% of those were platted from 2004 through 2007. Due to the housing recession, a small percentage of lots remain in some of these earlier single-family subdivisions. Some subdivisions platted were never built and those plats expired; those subdivisions were removed from future inventory.
- Roughly 45% of the subdivisions had new site activity in 2016 compared to less than 60% in 2013. However, more than 18 new subdivisions have begun marketing since 2013.
- Among all of the actively marketing single-family subdivisions, 73% of the developed lots have been built on.
- Owned multifamily housing was severely affected by the recession. Half of the 18 actively marketing owned multifamily subdivisions were platted prior to 2008. With the housing market increasing in activity, seven subdivisions have been platted since 2013.
- Since 2013, 26% of the actively marketing owned multifamily lots were platted compared to 56% of total lots platted from 2000 through 2005. Therefore, a large number of lots remained unabsorbed due to the recession as of 4th Quarter 2016. We anticipate however, that sales activity of multifamily owned housing will accelerate as single-family home prices move higher.
- Sixty-one percent of subdivisions had new site activity in 2016 which was nearly the same as in 2013. Among all of the actively marketing multifamily subdivisions, 67% of the developed lots have an existing home on the lot.
- The chart following Table FS-14 highlights the average prices for new single-family and owned multifamily homes by community in Washington County. Similar to the existing resale data, single-family and owned multifamily homes are priced higher in the East Submarkets versus the West Submarkets. At this time, the Ponds at Heifort Hills is currently marketing detached villa lots in Stillwater. The first addition has 70 lots and a second addition will provide another 50 lots.
- The slowdown of the housing market between 2008 and 2010 pushed housing and lot costs down leading to a substantial decrease in new construction. Pricing bottomed out in 2012 and builders have been steadily increasing pricing as the new construction market has resurged and as the number of resale homes on the market has decreased to well below market equilibrium in many submarkets (less than six months of supply and in many submarkets, less than three months of supply).

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**TABLE FS-13
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
WASHINGTON COUNTY
4th Quarter 2016**

Subdivision Name	City	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual		Quarterly Starts	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
						Min	Max	Starts	Closings					
Previously Platted/Marketing Subdivisions														
Northeast Submarket														
Arcola Preserve	Marine on St. Croix	4Q04	Active 4Q04	Single Family	300'	\$800	\$1,000	3	1	1	9	4	0	15
Jackson Meadow	Marine on St. Croix	3Q05	Active 3Q05	Single Family	100'	\$385	\$580	0	0	0	34	25	0	59
Long Lake Shores	Marine on St. Croix	4Q06	Active 4Q06	Single Family	200'	\$619	\$1,044	0	0	0	3	7	0	10
Tii Gavo	Scandia	2Q07	Active 2Q07	Single Family	195'	\$400	\$1,500	4	3	0	5	21	0	28
Wild Bush Acres	Scandia	1Q07	Active 1Q07	Single Family	140'	\$335	\$375	2	1	0	3	4	0	8
Wyldeewood Acres/	Scandia	4Q04	Active 4Q04	Single Family	180'	\$485	\$600	0	0	0	22	1	0	23
Subtotals								9	5	1	76	62	0	143
Stillwater Area Submarket														
Inspiration/	Bayport	4Q05	Active 4Q05	Single Family	80'	\$300	\$700	11	3	5	126	76	33	278
Audubon	Baytown	3Q06	Active 3Q06	Single Family	95'	\$500	\$900	1	3	0	28	8	0	38
Bay Lake Reserve	Baytown	4Q04	Active 4Q04	Single Family	175'	\$550	\$900	5	3	0	16	9	0	28
Miller Farms	Baytown	2Q06	Active 2Q06	Single Family	115'	\$600	\$950	12	9	3	36	31	13	85
Arcola Bluffs on the St. Croix	Stillwater Twp.	1Q09	Active 1Q09	Single Family	300'	\$750	\$1,200	0	0	0	3	5	0	8
Browns Creek Cove	Stillwater	3Q16	Active 3Q16	Single Family	85'	\$550	\$750	0	0	0	0	13	0	13
Browns Creek Preserve	Stillwater	2Q14	Active 2Q14	Single Family	65'	\$500	\$900	3	3	1	8	4	0	15
Liberty West	Stillwater	3Q07	Active 3Q07	Single Family	45'	\$356	\$530	0	0	0	10	9	0	19
Millbrook/Classic Heartland	Stillwater	3Q07	Active 3Q07	Single Family	80'	\$449	\$481	13	17	2	87	7	0	98
Ponds at Heifort Hills (DTH)	Stillwater	4Q16	Active 4Q16	Single Family	45'	\$450	\$650	0	0	0	0	24	24	48
Rutherford Station	Stillwater	3Q16	Active 3Q16	Single Family	70'	\$370	\$450	2	0	1	0	28	25	55
Victory Pass	Stillwater Twp.	2Q13	Active 2Q13	Single Family	215'	\$400	\$800	0	3	0	9	2	0	11
Subtotals								47	41	12	323	216	95	696
Southeast Submarket														
Cedar Bluff Homestead	Afton	4Q11	Active 4Q11	Single Family	135'	\$600	\$2,200	2	3	0	14	8	0	25
Three Sister Springs	Afton	2Q08	Active 2Q08	Single Family	350'	\$900	\$1,100	1	1	0	4	2	0	7
Trading Post Trail Preserve	Afton	3Q15	Active 3Q15	Single Family	300'	\$675	\$1,200	2	2	0	2	4	0	7
Eagles Watch	Denmark	3Q00	Active 3Q00	Single Family	210'	\$490	\$600	0	0	0	46	1	0	47
Fieldcrest	Denmark	3Q02	Active 3Q02	Single Family	250'	\$418	\$723	1	2	0	31	2	0	33
Homestead Estates in Denmark	Denmark	3Q06	Active 3Q06	Single Family	215'	\$399	\$750	2	2	0	9	2	2	14
St. Croix Estates	Denmark	2Q03	Active 2Q03	Single Family	195'	\$400	\$500	1	1	0	23	0	0	24
St. Croix Ridge	Denmark	4Q05	Active 4Q05	Single Family	250'	\$875	\$1,500	2	2	0	8	1	0	9
Artisan	Lakeland	4Q07	Active 4Q07	Single Family	300'	\$975	\$1,300	2	2	0	10	4	0	16
Galway	Lakeland	1Q03	Active 1Q03	Single Family	230'	\$650	\$1,800	1	2	0	32	5	0	39
Lora Mere	Lakeland	4Q04	Active 4Q04	Single Family	150'	\$550	\$780	2	1	0	19	5	0	25
Subtotals								16	18	0	198	34	2	246

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FOR-SALE MARKET ANALYSIS

**TABLE FS-13
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
WASHINGTON COUNTY
4th Quarter 2016**

Subdivision Name	City	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual		Quarterly Starts	Currently Occupied	Vacant		Total Units (Tot)
						Min	Max	Starts	Closings			Developed Lot Inventory (VDL)	Future Units (Fut)	
Previously Platted/Marketing Subdivisions														
Forest Lake Submarket														
Chestnut Creek	Forest Lake	4Q16	Active 4Q16	Single Family	65'	\$325	\$850	2	0	2	0	107	111	220
Forest Hills Farm	Forest Lake	4Q07	Active 4Q07	Single Family	100'	\$500	\$1,000	2	5	1	13	8	28	51
Hawthorne Heights/(DTH)	Forest Lake	3Q07	Active 3Q07	Single Family	50'	\$160	\$225	1	1	0	24	1	0	25
Headwaters/	Forest Lake	3Q07	Active 3Q07	Single Family	80'	\$340	\$400	14	11	4	84	28	0	117
Ivy Estates	Forest Lake	1Q08	Active 1Q08	Single Family	90'	\$275	\$325	0	0	0	7	6	0	13
North Shore Estates	Forest Lake	3Q15	Active 3Q15	Single Family	600'	\$600	\$900	0	0	0	0	9	0	9
Stoney River Preserve	Forest Lake	4Q05	Active 4Q05	Single Family	125'	\$295	\$501	0	0	0	3	3	0	6
Summerfield/Spring Brook/Landings at	Forest Lake	1Q02	Active 1Q02	Single Family	100'	\$250	\$290	0	0	0	103	1	0	104
Villas of Forest Lake	Forest Lake	2Q14	Active 2Q14	Single Family	81'	\$275	\$500	2	2	2	4	1	0	7
Subtotals								21	19	9	238	164	139	552
Hugo Submarket														
Clearwater Cove	Hugo	4Q15	Active 4Q15	Single Family	65'	\$345	\$433	28	14	3	14	16	20	89
Duck Pass	Hugo	2Q04	Active 2Q04	Single Family	400'	\$250	\$600	0	0	0	21	1	0	22
Eagle Shores (DTH)	Hugo	4Q05	Active 4Q05	Single Family	150'	\$775	\$1,000	0	0	0	9	2	0	11
Fable Hill Villas/(DTH)	Hugo	3Q15	Active 3Q15	Single Family	80'	\$375	\$550	5	5	3	6	20	0	26
Fable Hill/	Hugo	3Q06	Active 3Q06	Single Family	150'	\$425	\$575	3	1	2	64	20	0	87
Francine Meadows	Hugo	2Q90	Active 2Q90	Single Family	75'	\$200	\$400	0	0	0	14	1	0	15
Prairie Village in Hugo	Hugo	4Q10	Active 4Q10	Single Family	90'	\$350	\$650	15	16	2	63	11	0	74
Sunset Lake Ridge	Hugo	2Q98	Active 2Q98	Single Family	300'	\$300	\$500	0	0	0	9	1	0	10
St. Sauver's West	Hugo	1991	Active 1991	Single Family	400'	\$150	\$250	0	0	0	2	4	0	6
Sweet Grass Meadows-2nd Addition	Hugo	2Q00	Active 2Q00	Single Family	90'	\$200	\$250	0	0	0	45	1	0	46
Victor Gardens East/	Hugo	3Q05	Active 3Q05	Single Family	100'	\$450	\$510	1	0	1	22	11	0	33
Victor Gardens North Village	Hugo	n/a	Replat	Single Family	70'	n/a	n/a	0	0	0	5	28	0	33
Victor Gardens/	Hugo	4Q01	Active 4Q01	Single Family	80'	\$350	\$500	0	0	0	74	6	0	80
Waters Edge/	Hugo	4Q04	Active 4Q04	Single Family	65'	\$200	\$400	2	1	1	3	10	0	13
Woods of Bald Eagle Lake	Hugo	4Q07	Active 4Q07	Single Family	175'	\$340	\$500	0	0	0	1	5	0	6
Subtotals								54	37	12	352	137	20	551
Mahtomedi Submarket														
Eastgate	Mahtomedi	3Q06	Active 3Q06	Single Family	50'	\$500	\$600	0	0	0	39	1	0	40
Jasmine Hills	Grant	3Q15	Active 3Q15	Single Family	500'	\$650	\$1,200	2	0	2	2	5	0	7
Subtotals								2	0	2	41	6	0	47
Lake Elmo Submarket														
Boulder Ponds	Lake Elmo	3Q15	Active 3Q15	Single Family	65'	\$350	\$600	13	7	1	7	29	51	98
Discover Crossing	Lake Elmo	3Q06	Active 3Q06	Single Family	160'	\$700	\$1,400	1	0	0	23	4	0	28
Easton Village	Lake Elmo	2Q16	Active 2Q16	Single Family	70'	\$350	\$700	26	13	5	13	45	153	224
Farms of Lake Elmo	Lake Elmo	2Q06	Active 2Q06	Single Family	155'	\$525	\$1,000	0	0	0	32	1	0	33
Hunters Crossing	Lake Elmo	1Q15	Active 1Q15	Single Family	75'	\$349	\$407	31	31	3	39	4	0	51
Inwood/	Lake Elmo	1Q16	Active 1Q16	Single Family	50'	\$310	\$415	60	57	0	57	1	217	278
Park Meadows in Lake Elmo	Lake Elmo	2Q06	Active 2Q06	Single Family	250'	\$850	\$1,000	1	0	0	7	0	0	8
Savona/Classic & Landmark	Lake Elmo	3Q14	Active 3Q14	Single Family	75'	\$391	\$532	20	27	6	60	19	198	289
St. Croix Sanctuary	Lake Elmo	2Q06	Active 2Q06	Single Family	150'	\$560	\$890	2	3	1	57	4	0	62
Tapestry at Charlottes Grove	Lake Elmo	1Q05	Active 1Q05	Single Family	125'	\$450	\$650	1	1	0	63	1	0	65
Village Preserve/	Lake Elmo	1Q16	Active 1Q16	Single Family	75'	\$400	\$800	20	2	4	2	71	0	91
Whistling Valley	Lake Elmo	3Q04	Active 3Q04	Single Family	200'	\$950	\$2,000	2	1	0	27	14	0	43
Wildflower at Lake Elmo/	Lake Elmo	1Q16	Active 1Q16	Single Family	85'	\$400	\$800	9	4	3	4	29	40	78
Wildflower at Lake Elmo/(DTH)	Lake Elmo	1Q16	Active 1Q16	Single Family	60'	\$230	\$650	10	4	1	4	12	45	67
Subtotals								196	150	24	395	234	704	1,415

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FOR-SALE MARKET ANALYSIS

**TABLE FS-13
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
WASHINGTON COUNTY
4th Quarter 2016**

Subdivision Name	City	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual		Quarterly Starts	Currently Occupied	Vacant		Total Units (Tot)
						Min	Max	Starts	Closings			Developed Lot Inventory (VDL)	Future Units (Fut)	
Previously Platted/Marketing Subdivisions														
Woodbury Submarket														
Ashton Ridge Classic & Landmark	Woodbury	1Q14	Active	1Q14 Single Family	95'	\$407	\$572	39	43	7	95	17	0	127
Autumn Ridge in Woodbury	Woodbury	4Q13	Active	4Q13 Single Family	200'	\$900	\$1,500	4	4	0	11	6	0	20
Bailey Lake	Woodbury	2Q13	Active	2Q13 Single Family	70'	\$368	\$448	26	34	6	88	6	83	182
Dale Bluffs	Woodbury	4Q15	Active	4Q15 Single Family	72'	\$300	\$500	3	2	1	2	3	0	6
Dancing Waters/Conifer Bay	Woodbury	4Q12	Active	4Q12 Single Family	65'	\$366	\$436	15	17	2	48	0	0	53
Dancing Waters/High Point/Villas (DTH)	Woodbury	1Q05	Active	1Q05 Single Family	65'	\$425	\$675	5	6	1	50	2	0	55
Dancing Waters/Whistler Point	Woodbury	3Q02	Active	3Q02 Single Family	80'	\$350	\$500	1	0	1	77	5	0	83
East Meadow Estates	Woodbury	4Q13	Active	4Q13 Single Family	60'	\$380	\$550	9	8	0	12	4	0	21
Harvest/View	Woodbury	4Q16	Active	4Q16 Single Family	70'	\$370	\$450	1	0	1	0	0	55	56
Highland Knoll/(DTH)	Woodbury	3Q13	Active	3Q13 Single Family	50'	\$300	\$400	2	1	0	2	3	0	7
Oak View	Woodbury	4Q05	Active	4Q05 Single Family	80'	\$360	\$440	9	2	3	2	5	0	14
Pioneer Point Villas (DTH)	Woodbury	4Q14	Active	4Q14 Single Family	55'	\$320	\$400	9	6	4	17	10	0	34
Princeton Hills	Woodbury	3Q14	Active	3Q14 Single Family	80'	\$500	\$900	1	2	1	5	3	0	9
Southridge/Blue Point	Woodbury	3Q14	Active	3Q14 Single Family	65'	\$354	\$406	21	20	7	48	10	53	116
Southridge/Summerlin	Woodbury	1Q14	Active	1Q14 Single Family	80'	\$354	\$406	41	29	11	53	28	0	100
Stonemill Farms/	Woodbury	1Q05	Active	1Q05 Single Family	85'	\$383	\$650	1	3	0	991	2	0	993
Summerlin	Woodbury	4Q15	Active	4Q15 Single Family	60'	\$300	\$600	26	9	3	9	110	108	244
Twenty One Oaks/	Woodbury	2Q16	Active	2Q16 Single Family	80'	\$440	\$1,000	18	1	6	1	56	30	104
Twenty One Oaks/ (DTH)	Woodbury	2Q16	Active	2Q16 Single Family	50'	\$550	\$700	3	0	1	0	20	0	23
Woodhaven in Woodbury	Woodbury	1Q15	Active	1Q15 Single Family	95'	\$775	\$1,000	1	2	0	6	12	0	21
Subtotals								235	189	55	1,517	302	329	2,268
Cottage Grove Submarket														
Cayden Glen	Cottage Grove	4Q14	Active	4Q14 Single Family	75'	\$371	\$453	22	23	4	41	40	0	92
Eastridge Woods	Cottage Grove	4Q13	Active	4Q13 Single Family	70'	\$352	\$442	46	43	11	99	29	0	144
Everwood	Cottage Grove	4Q07	Active	4Q07 Single Family	85'	\$450	\$900	3	3	1	23	3	0	29
Highland Hills/Preserve at	Cottage Grove	1Q05	Active	1Q05 Single Family	90'	\$600	\$900	0	0	0	6	0	0	6
Kingston Grove	Cottage Grove	4Q15	Active	4Q15 Single Family	50'	\$390	\$500	1	2	0	2	10	0	12
Michaels Pointe, the Waters at	Cottage Grove	3Q11	Active	3Q11 Single Family	85'	\$400	\$700	0	0	0	10	2	0	12
Oak Cove	Cottage Grove	1Q15	Active	1Q15 Single Family	85'	\$420	\$465	5	5	0	10	0	0	12
Stewart Addition	Cottage Grove	2Q16	Active	2Q16 Single Family	250'	\$600	\$800	1	1	0	1	4	0	5
Summers Landing	Cottage Grove	3Q16	Active	3Q16 Single Family	75'	\$300	\$500	6	1	3	3	47	328	383
Burlington View	St. Paul Park	4Q04	Active	4Q04 Single Family	75'	\$188	\$249	0	0	0	29	1	0	30
Parkwood of St. Paul Park	St. Paul Park	1Q07	Active	1Q07 Single Family	90'	\$245	\$254	0	0	0	12	3	0	15
Subtotals								84	78	19	236	139	328	740
Marketing Subdivisions														
								72	64	13	597	312	97	1,085
East Submarket														
								407	473	96	2,389	982	1,520	4,249
West Submarket														
								479	537	109	2,986	1,294	1,617	5,334
Washington County														

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FOR-SALE MARKET ANALYSIS

**TABLE FS-13
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
WASHINGTON COUNTY
4th Quarter 2016**

Subdivision Name	City	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual		Quarterly Starts	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
						Min	Max	Starts	Closings					
Future Subdivisions														
Stillwater Area Submarket														
Palmer Station	Oak Park Heights	0	Future	Single Family	75'	\$0	\$0	0	0	0	0	0	13	13
Hazel Place Villas	Stillwater	0	Future	Single Family	60'	\$0	\$0	0	0	0	0	0	0	0
Burr Oaks	West Lakeland	0	Future	Single Family	180'	\$800	\$2,000	0	0	0	0	0	6	6
Otchipwe Prairie	Stillwater Twp.	0	Future	Single Family	410'	\$600	\$900	0	0	0	0	0	0	0
Preserve, The	Stillwater	0	Future	Single Family	65'	\$650	\$1,000	0	0	0	0	0	7	7
Subtotals								0	0	0	0	0	26	26
Southeast Submarket														
Afton Estates	Afton	0	Future	Single Family	130'	\$0	\$0	0	0	0	0	0	19	19
Erin Glen	Denmark	0	Future	Single Family	130'	\$0	\$0	0	0	0	0	0	11	11
Subtotals								0	0	0	0	0	30	30
Forest Lake Submarket														
Headwaters/(DTH)	Forest Lake	0	Future	Single Family	60'	\$0	\$0	0	0	0	0	0	29	29
Subtotals								0	0	0	0	0	29	29
Hugo Submarket														
Oakdale Submarket														
Lake Elmo Submarket														
Concept - The Royal Golf Club at Lake Elmo	Lake Elmo	0	Future	Single Family	80'	\$0	\$0	0	0	0	0	0	292	292
Lake Ridge Crossing (Hammes Estates)	Lake Elmo	0	Future	Single Family	80'	\$500	\$700	0	0	0	0	0	199	199
Hidden Meadows	Lake Elmo	0	Future	Single Family	80'	\$0	\$0	0	0	0	0	0	26	26
Legends of Lake Elmo (concept only)	Lake Elmo	0	Future	Single Family	80'	\$0	\$0	0	0	0	0	0	0	0
Village Park Preserve (Northport)	Lake Elmo	0	Future	Single Family	60'	\$400	\$600	0	0	0	0	0	104	104
Subtotals								0	0	0	0	0	621	621

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FOR-SALE MARKET ANALYSIS

**TABLE FS-13
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
WASHINGTON COUNTY
4th Quarter 2016**

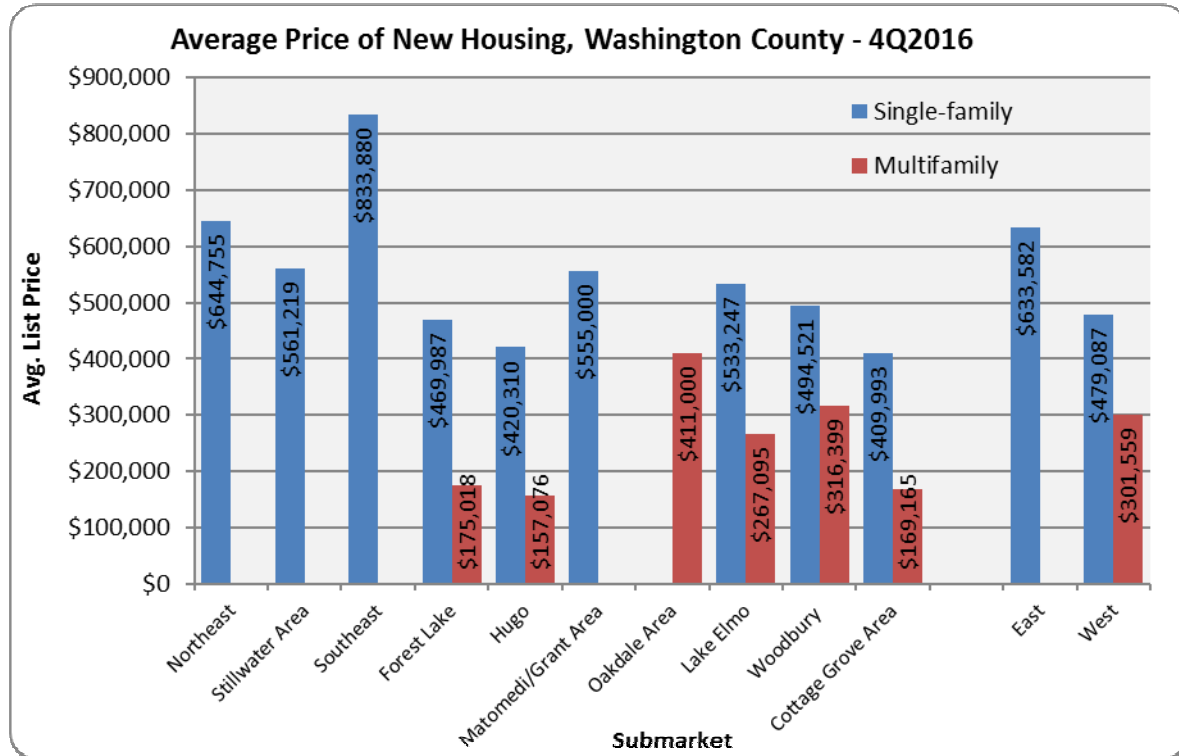
Subdivision Name	City	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual		Quarterly	Currently	Vacant	Future Units (Fut)	Total Units (Tot)	
						Min	Max	Starts	Closings	Starts	Occupied	Developed Lot Inventory (VDL)			
Future Subdivisions															
Woodbury Submarket															
Copper Ridge	Woodbury	0	Future	Single Family	70'	\$0	\$0	0	0	0	0	0	268	268	
Summerhill	Woodbury	0	Future	Single Family	50'	\$0	\$0	0	0	0	0	0	38	38	
Subtotals								0	0	0	0	0	306	306	
Cottage Grove Area Submarket															
Concept - Bothe Property	Cottage Grove	0	Future	Single Family	70'-80'	\$0	\$0	0	0	0	0	0	302	302	
Grayson Meadows	Cottage Grove	0	Future	Single Family	75'	\$0	\$0	0	0	0	0	0	45	45	
Subtotals								0	0	0	0	0	347	347	
Future Subdivisions															
East Submarket								0	0	0	0	0	0	0	0
West Submarket								0	0	0	0	0	1,359	6,415	
Washington County								0	0	0	0	0	1,359	6,415	
Sources: Metrostudy, Maxfield Research & Consulting, LLC															

FOR-SALE MARKET ANALYSIS

TABLE FS-14
ACTIVE SUBDIVISIONS - ATTACHED HOUSING UNITS
WASHINGTON COUNTY
4TH QUARTER 2016

Subdivision Name	Hsg. Community	City	Initial Active Qtr.	Product Type	Lot Range (Ft.)	Pricing (\$1,000)		Annual Starts	Annual Closings	Quarterly Starts	Currently Occupied	Vacant		Total Units (Tot)
						Min	Max					Developed Lot Inventory (VDL)	Future Units (Fut)	
Previously Platted/Marketing Subdivisions														
Northeast Submarket														
None														
Stillwater Area Submarket														
None														
Southeast Submarket														
None														
Forest Lake Submarket														
Gateway Green/(TH)	Gateway Green	Forest Lake	3Q06	Townhouse	43'	\$120	\$150	4	0	0	76	25	0	114
Summerfield/Maple Cove/Landings at (TH)	Summerfields	Forest Lake	3Q05	Townhouse	45'	\$290	\$425	3	8	0	22	0	0	25
Subtotals								7	8	0	98	25	0	139
Hugo Submarket														
Victor Gardens/Villa & Courtyard (TH)	Victor Gardens	Hugo	2Q05	Townhouse	38'	\$145	\$240	1	0	1	156	0	0	297
Generation Acres	Generation Acres	Hugo										12	0	12
Waters Edge/Village Homes/Preserve (TH)	Waters Edge in Hugo	Hugo	2Q05	Townhouse	22'	\$120	\$130	0	0	0	218	112	0	328
Subtotals								1	0	1	374	124	0	637
Oakdale Submarket														
Cardinal Place (TW)	Undefined	Oakdale	4Q15	Duplex	50'	\$322	\$500	8	11	2	12	4	0	18
Lake Elmo Submarket														
Savona/Colonial Manor/Row (TH)	Savona	Lake Elmo	2Q15	Townhouse	32'	\$240	\$263	21	12	11	17	16	0	47
Savona/Colonial Patriot/Back to Back (TH)	Savona	Lake Elmo	2Q15	Townhouse	32'	\$267	\$287	30	13	15	19	32	0	74
Subtotals								51	25	26	36	48	0	121
Woodbury Submarket														
Compass Pointe (TW)	Compass Pointe	Woodbury	1Q15	Duplex	55'	\$310	\$325	20	15	8	19	24	36	88
Dancing Waters/Conifer Point (TH)	Dancing Waters	Woodbury	3Q13	Townhouse	65'	\$485	\$545	3	7	0	14	2	0	18
Dancing Waters/Landsway/Courtyards (TH)	Dancing Waters	Woodbury	1Q05	Townhouse	63'	\$290	\$350	0	0	0	48	24	0	72
Dancing Waters/Landsway/Plazas (TH)	Dancing Waters	Woodbury	3Q02	Townhouse	37'	\$404	\$424	0	0	0	48	8	0	56
Eastview Place (TH)	Compass Pointe	Woodbury	3Q14	Townhouse	45'	\$269	\$400	10	16	4	19	23	26	74
Harvest/Commons TH	Harvest	Woodbury	4Q16	Townhouse	25'	\$260	\$265	6	0	6	0	0	116	122
Highland Knoll/(TW)	Highland Knoll	Woodbury	1Q08	Duplex	45'	\$200	\$250	0	0	0	12	4	0	18
Stonemill Farms/(TH)	Stonemill Farms	Woodbury	1Q11	Townhouse	24'	\$275	\$295	35	20	16	110	8	0	133
Stonemill Farms/(TW)	Stonemill Farms	Woodbury	4Q12	Duplex	45'	\$310	\$395	0	3	0	42	2	0	46
Subtotals								74	61	34	312	95	178	627
Cottage Grove Submarket														
Mississippi Dunes/(TH)	Mississippi Dunes	Cottage Grove	2Q03	Townhouse	42'	\$132	\$150	0	4	0	77	19	0	102
Riverside Park Estates/(TH)	Riverside Park Estates	St. Paul Park	3Q03	Townhouse	40'	\$180	\$251	0	0	0	18	6	38	62
Subtotal								0	4	0	95	25	38	164
East Submarket								0	0	0	0	0	75	75
West Submarket								141	109	63	927	352	320	1,694
Washington County Total								141	109	63	927	321	216	1,706

Source: Metrostudy, Maxfield Research & Consulting, LLC



- The graph above shows the average price of single-family and multifamily homes by submarket in Washington County with an average for the East and West submarkets. The East submarkets had no figures for multifamily as of 4th Quarter 2016. The average price of single-family homes sold in the East submarket was 32% higher than the West submarket.

Future Lots

- There are an estimated 4,317 vacant developed and future lots in Washington County; of which 53% are located in existing subdivisions. Future lots include vacant developable lots in actively marketing subdivisions, undeveloped lots in actively marketing subdivisions, and planned/pending subdivisions with undeveloped and non-platted lots. Only 5% of the future lots are located in the East Submarket.
- A three- to five-year supply of lots is an appropriate balance between providing adequate consumer choice and minimizing developers’ carrying costs. With an annual average absorption of 568 lots (based on the average annual number of closings), Washington County would need a supply of at least 2,800 platted developable lots (five-year supply given current growth rates). With 1,278 vacant developed lots today, there is less than a three-year supply at the previous average rate of closings. However, indications are that closings may increase due to continued demand and new subdivisions are being platted. There are, however, 3,192 future lots that are proceeding through the platting process and a number

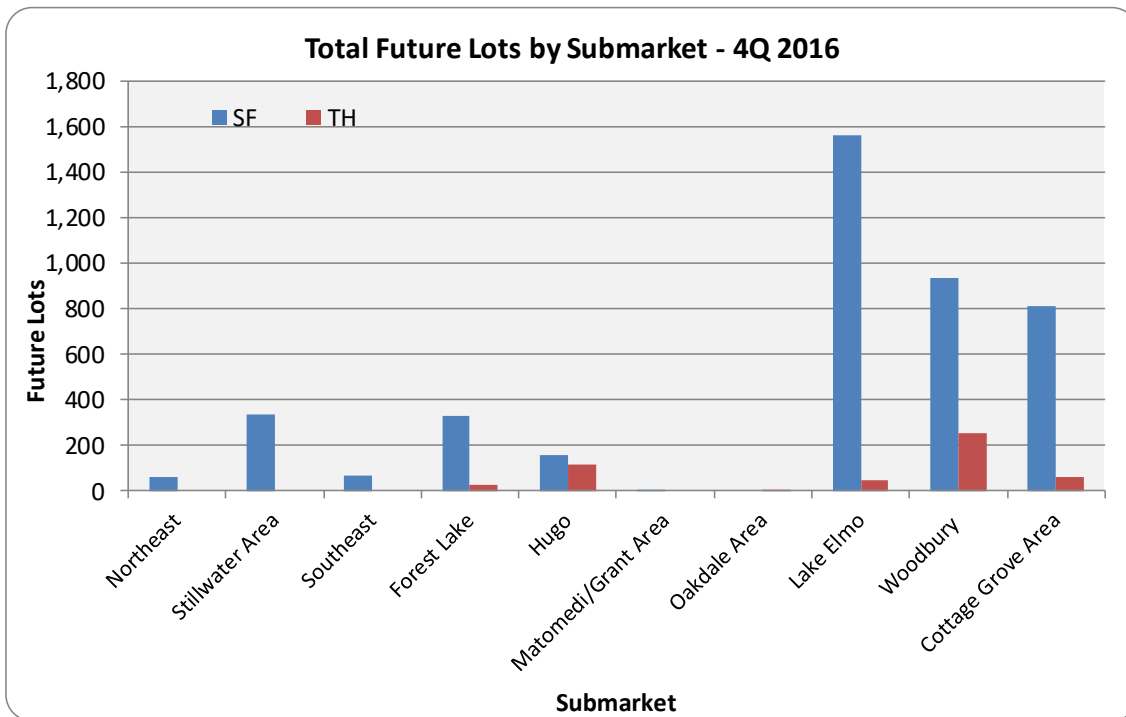
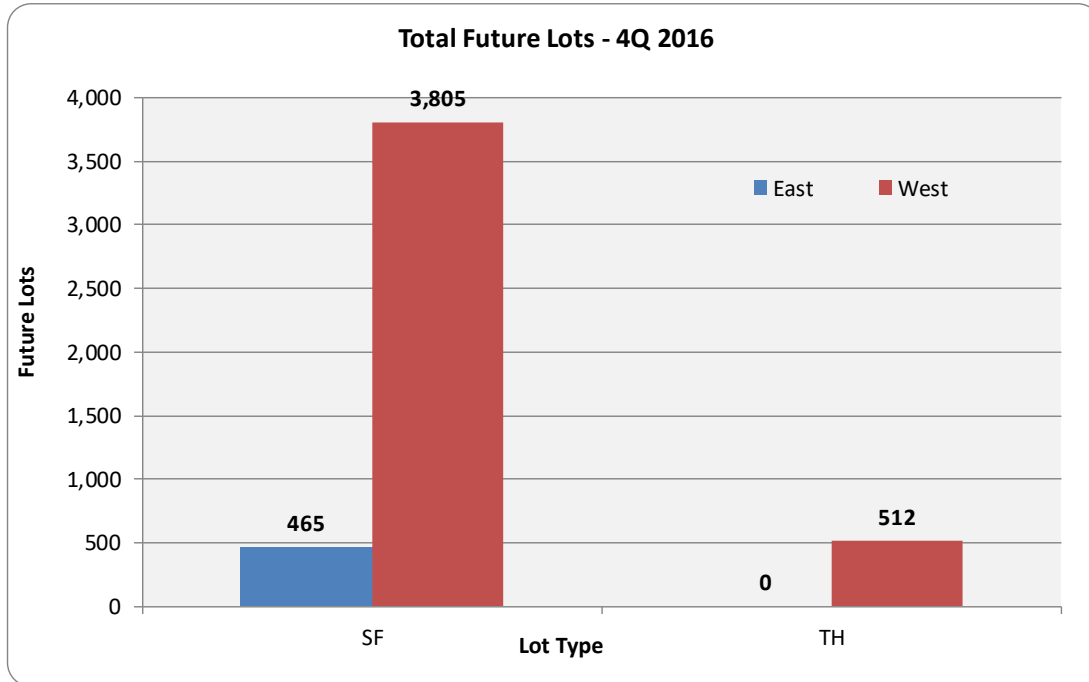
FOR-SALE MARKET ANALYSIS

of these proposed subdivisions are nearing final plat approvals. In addition, new applications are already starting to come in to several of communities including Lake Elmo, Woodbury, Cottage Grove, Forest Lake and Stillwater. Development of lots future subdivisions will increase new home construction. The supply of vacant developed lots and future lots however, is not evenly distributed throughout the county. There are more lots available in the West submarket than in the East submarket and Lake Elmo and Woodbury have recently experienced a substantial surge in proposed single-family subdivisions. For-sale multi-family development is also increasing with twinhomes, townhomes and detached villas under development or in the planning stages, but again, development is not evenly distributed. Some of the clustering of new subdivisions is a result of greater land availability, close proximity to employment concentrations, transportation corridors and other amenities. Some of the lack of development in the east submarkets includes low-density zoning, more limited infrastructure and in some communities, limited land availability.

- If annual absorption remains at approximately 600 units annually, there would be an estimated seven-year supply of lots if all vacant developed and future lots were to be brought to the market. If absorption increases beyond 600 units annually, then total lot supply may be reduced earlier than this timeframe.

Submarket	Single-Family				Townhome/Twinhome/Condominium			
	VDL ¹ Lots	UAL ² Lots	Future ³ Lots	Total Lots	VDL ¹ Lots	UAL ² Lots	Future ³ Lots	Total Lots
Northeast	62	0	0	62	0	0	0	0
Stillwater Area	216	95	26	337	0	0	0	0
Southeast	34	2	30	66	0	0	0	0
Forest Lake	164	139	29	332	25	0	0	25
Hugo	137	20	0	157	118	0	0	118
Matomedi/Grant Area	6	0	0	6	0	0	0	0
Oakdale Area	0	0	0	0	4	0	0	4
Lake Elmo	234	704	621	1,559	48	0	0	48
Woodbury	302	329	306	937	76	178	0	254
Cottage Grove Area	139	328	347	814	25	38	0	63
Total	1,294	1,617	1,359	4,270	296	216	0	512
¹ Vacant Developed Lots								
² Undeveloped Active Lots								
³ Future lots include non-developed planned/pending subdivisions.								
Sources: Metrostudy; Maxfield Research & Consulting, LLC								

The charts on the following page show a summary of future lots by east and west submarkets and by individual submarket for 4th Quarter 2016. Oakdale and Mahtomedi's lots do not show up on the charts because the total number is so small.



New Construction

Table FS-16 presents summary information on new home construction constructed since 2013 for all MLS real estate listings sold, pending, or active in Washington County. Table FS-17 compares new home construction in Washington County versus other Metro Area counties. The data is provided by the Regional Multiple Listing Services of Minnesota (RMLS) and was compiled in January 2017. Although MLS listings generally account for the vast majority of all residential sale listings in a given area, they account for only a portion of new construction listings. Many subdivisions may only market a few listings on the MLS within a much larger subdivision. A review of new construction listings finds the following characteristics:

Washington County

- Two-story homes are the dominant single-family housing type constructed today. Single-family homes make up 91% of the East Submarket and 74% of the West Submarket's single-family new construction product type. In both submarkets, the average list price for two-story homes surpasses \$475,000.
- Although the East Submarket has higher pricing for single-family homes, the West Submarket has higher townhome pricing. This is due to a number of move-up twinhomes and detached townhomes in the West Submarket that are similar to single-family homes but are association-maintained.

FOR-SALE MARKET ANALYSIS

TABLE FS-16							
SUMMARY OF NEWER CONSTRUCTION MARKETING ON MLS							
WASHINGTON COUNTY: EAST VS. WEST SUBMARKETS							
HOMES CONSTRUCTED 2013 - 2016							
Property Type	Listings	Pct.	Avg. Price	Avg. Size (Sq. Ft.)	Avg. Price Per Sq. Ft.	Avg. Bedrooms	Avg. Bathrooms
EAST SUBMARKET							
Single-Family							
One story	46	20.8%	\$655,265	3,294	\$199	3.6	3.0
1.5-story	3	1.4%	\$307,400	2,088	\$147	3.1	2.0
2-story	172	77.8%	\$558,868	3,653	\$153	4.4	4.1
Modified 2-story	0	0.0%	--	--	--	--	--
More than 2-stories	0	0.0%	--	--	--	--	--
Split entry/Bi-level	0	0.0%	--	--	--	--	--
3-level split	0	0.0%	--	--	--	--	--
4 or more split-level	0	0.0%	--	--	--	--	--
Other	0	0.0%	--	--	--	--	--
Total/Avg.	221	100.0%	\$583,518	3,570	\$163	4.2	3.9
Townhomes/Twinhomes							
Detached	2	8.7%	\$393,950	2,313	\$170	2.0	2.0
Quad/4 Corners	0	0.0%	--	--	--	--	--
Twin Home	0	0.0%	--	--	--	--	--
Side-by-Side	21	91.3%	\$225,542	1,957	\$115	3.0	3.0
Total/Avg.	23	100.0%	\$240,186	1,988	\$121	2.9	2.9
East Total/Avg.	244		\$551,155	3,421	\$161	4.1	3.8
WEST SUBMARKET							
Single-Family							
One story	120	9.6%	\$480,834	2,828	\$170	3.2	2.9
1.5-story	6	0.5%	\$437,174	2,608	\$168	3.7	2.8
2-story	1,076	85.7%	\$476,108	3,178	\$150	4.3	3.6
Modified 2-story	4	0.3%	\$414,548	2,613	\$159	4.3	3.3
More than 2-stories	0	0.0%	--	--	--	--	--
Split entry/Bi-level	40	3.2%	\$262,095	1,670	\$157	3.3	2.1
3-level split	5	0.4%	\$309,233	1,729	\$179	3.4	2.2
4 or more split-level	4	0.3%	\$292,538	1,917	\$153	3.8	2.5
Other	0	0.0%	--	--	--	--	--
Total/Avg.	1,255	100.0%	\$468,106	3,082	\$152	4.1	3.5
Townhomes/Twinhomes							
Detached	175	40.0%	\$448,263	2,292	\$196	2.7	2.7
Quad/4 Corners	42	9.6%	\$294,284	2,037	\$144	3.1	2.9
Twin Home	62	14.2%	\$375,610	2,285	\$164	2.7	2.7
Side-by-Side	159	36.3%	\$323,796	2,141	\$151	2.9	3.1
Total/Avg.	438	100.0%	\$378,030	2,212	\$171	2.8	2.8
West Total/Avg.	1,693	100.0%	\$551,267	3,454	\$160	4.1	3.7

Source: Regional Multiple Listing Service of MN; Maxfield Research & Consulting, LLC

FOR-SALE MARKET ANALYSIS

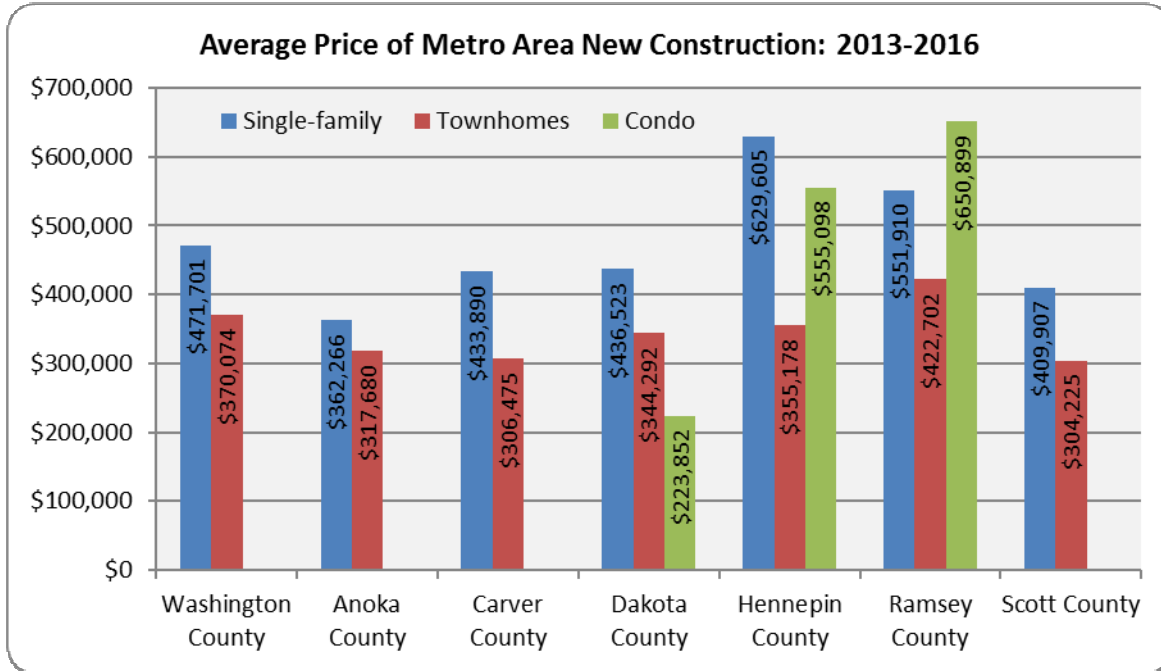
- Split-level single-family homes are the most affordable among all new single-family construction types, averaging \$262,100. Additionally, these homes are the smallest in size (1,670 square feet) and have one of the lowest per square foot costs (\$157 PSF). However, many of these homes have unfinished basements that can be finished at the time of sale or later.
- There are no new condominiums actively marketing at this time. After the real estate bubble collapse, condominium pricing plummeted and new development stalled across the Metro Area and has continued to remain dormant in Washington County.

Property Type	# of Sales	Pct.	Avg. Price	Med. Price	Avg. Size (Sq. Ft.)	Avg. Price Per Sq. Ft.	Avg. Bedrooms	Avg. Bathrooms
Single-Family								
Washington County	1,159	13.1%	\$471,701	\$430,660	3,159	\$150	4.1	3.6
Anoka County	1,551	17.6%	\$362,266	\$349,900	2,441	\$148	3.7	2.9
Carver County	839	9.5%	\$433,890	\$404,000	2,876	\$151	3.9	3.3
Dakota County	1,436	16.3%	\$436,523	\$420,000	3,102	\$141	4.2	3.5
Hennepin County	2,840	32.2%	\$629,605	\$555,215	3,532	\$178	4.3	3.9
Ramsey County	405	4.6%	\$551,910	\$558,238	2,114	\$177	4.1	3.5
Scott County	585	6.6%	\$409,907	\$401,975	2,849	\$144	4.0	3.3
Total/Avg.	8,815	100.0%	\$493,574	\$456,263	3,048	\$158	4.1	3.5
Townhomes/Twinhomes								
Washington County	379	18.8%	\$370,074	\$362,334	2,226	\$167	2.9	2.8
Anoka County	373	18.5%	\$317,680	\$295,900	2,091	\$152	2.7	2.7
Carver County	256	12.7%	\$306,475	\$269,000	2,160	\$142	2.9	2.9
Dakota County	344	17.1%	\$344,292	\$315,776	2,301	\$150	3.0	3.0
Hennepin County	435	21.6%	\$355,178	\$307,411	2,133	\$167	2.9	3.0
Ramsey County	87	61.3%	\$422,702	\$317,702	2,299	\$184	2.7	2.7
Scott County	142	7.0%	\$304,225	\$265,001	2,151	\$141	2.9	2.9
Total/Avg.	2,016	157.0%	\$342,324	\$303,613	2,183	\$157	2.9	2.9
Condominiums/Cooperatives								
Washington County	0	0.0%	--	--	--	--	--	--
Anoka County	0	0.0%	--	--	--	--	--	--
Carver County	0	0.0%	--	--	--	--	--	--
Dakota County	4	1.4%	\$223,852	\$158,522	1,734	\$129	2.0	1.8
Hennepin County	280	97.9%	\$555,098	\$446,725	1,476	\$376	2.0	2.1
Ramsey County	2	0.7%	\$650,899	\$650,899	2,274	\$286	2.5	2.0
Scott County	0	0.0%	--	--	--	--	--	--
Total/Avg.	286	100.0%	\$551,135	\$444,122	1,485	\$372	2.0	2.1

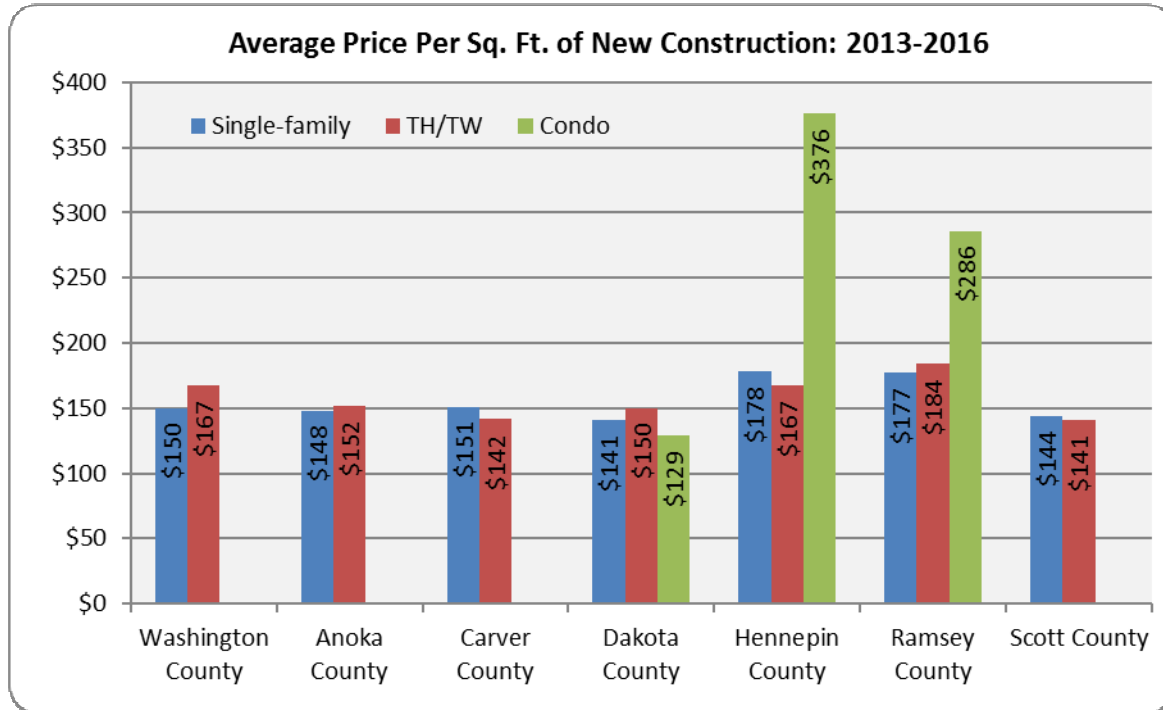
Source: Regional Multiple Listing Service of MN; Maxfield Research & Consulting, LLC

Metro Area Comparison

- The average sales price of a new single-family home in the Metro Area is \$493,574. This is slightly higher than the average sales price in Washington County of \$471,701.



- The average price per square foot (PSF) for new single-family homes in Washington County is \$150 PSF. This is slightly lower than the Metro Area average of \$158; therefore, buyers in Washington County are obtaining more home for their dollar than in other areas in the Metro Area.



- Compared to other counties in the Metro Area, new construction pricing in Washington County is generally lower than Hennepin and Ramsey Counties and on-par with Carver and Dakota Counties. Washington County new construction is generally more expensive than Anoka, Dakota and Scott Counties.

Lot Supply by Lot Size

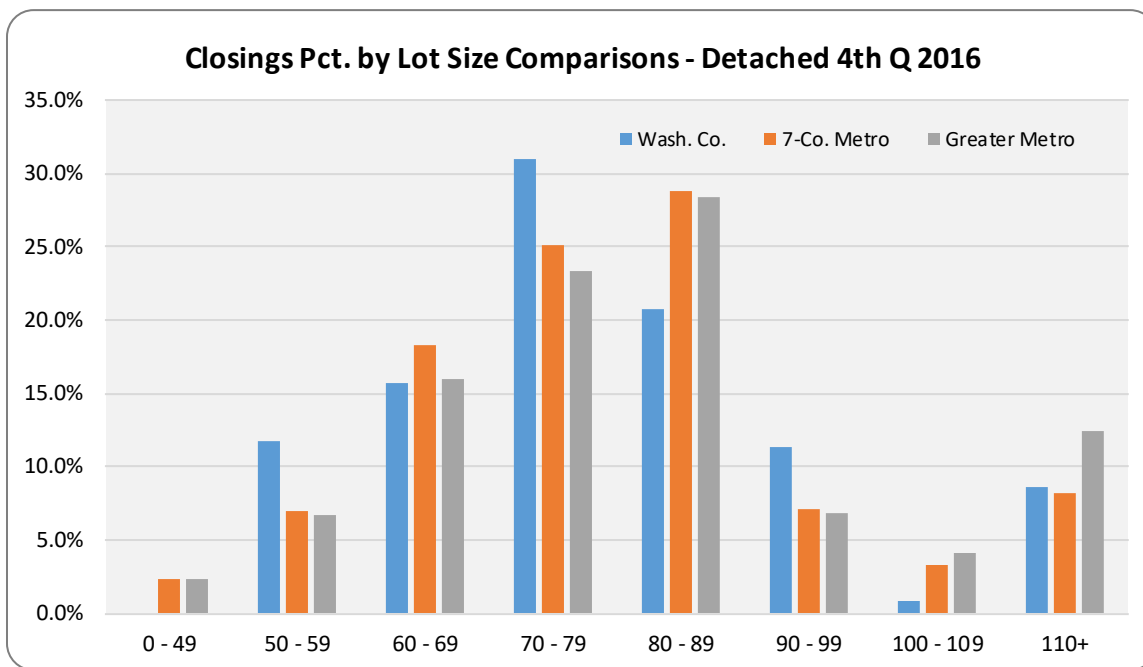
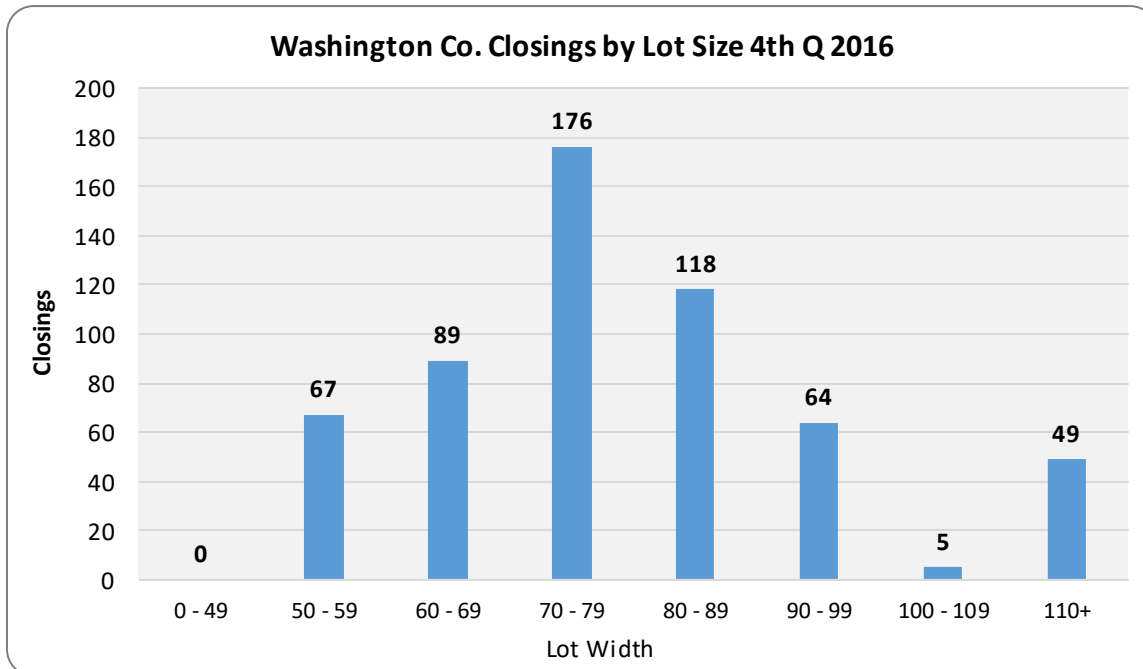
FS-18 depicts trends in new single-family home construction based on lot size (i.e. front footage). The data is current as of 4th Quarter 2016 and is broken down by eight different lot size categories.

- In the 7-County Metro Area, the majority of lot closings have been lots sized between 70 and 79 feet and 80 and 89 feet. Approximately 54% of all lot closings over the past year have fallen into these two categories. Washington County lots are similar with 52% of closings consisting of lots between 70 and 89 feet.
- Generally, lot sizes have decreased since the recession as developers have sought to maximize density. According to the data on Table FS-18, 28% of lot closings in the Twin Cities Metro Area in the past year have been on lots less than 70 feet in width. Only 8% of lots have widths larger than 110 feet; these would generally be considered executive lots or may be rural lots.

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- Single-family homes in Washington County tend to have similar lot sizes compared to the Metro Area. An estimated 21% of lot closings are for lots with between 80 and 89 feet and another 8% are executive or rural lots (110'+). Comparable to the Metro Area, lots less than 70 feet in width account for 27% of new construction lots in the county.

TABLE FS-18 LOT SIZE ANALYSIS WASHINGTON COUNTY & METRO AREA 4TH QUARTER 2016									
Lot Size (Width)	Quarterly		Annual		Fn. Vac. (FV)	Under Const. (UC)	Hsg. Invent.	Vac. Dev. Lots (VDL)	Future Lots (Fut)
	Starts	Closing	Starts	Closing					
Washington County									
0 - 49	0	0	0	0	0	0	0	25	32
50 - 59	5	9	76	67	4	7	15	46	255
60 - 69	22	38	134	89	30	32	73	316	561
70 - 79	45	57	203	176	29	47	92	306	1,076
80 - 89	41	36	157	118	20	45	81	276	525
90 - 99	9	19	56	64	8	12	27	78	0
100 - 109	2	1	3	5	0	2	3	46	147
110 And Over	8	13	59	49	4	32	40	182	300
Summary	132	173	688	568	95	177	331	1,275	2,896
7-County Metro Area									
0 - 49	45	34	119	86	19	52	85	394	762
50 - 59	80	78	328	259	23	113	154	611	1,360
60 - 69	181	225	759	687	82	204	340	1,381	4,046
70 - 79	251	308	1,053	941	115	294	477	1,842	6,503
80 - 89	293	311	1,244	1,082	132	401	625	2,142	5,279
90 - 99	58	75	259	268	27	78	126	750	480
100 - 109	20	30	98	125	8	33	49	337	593
110 And Over	66	81	321	308	36	123	172	1,237	970
Summary	994	1,142	4,181	3,756	442	1,298	2,028	8,694	19,993
Greater Metro Area									
0 - 49	57	39	159	113	26	72	112	605	1,150
50 - 59	92	106	415	332	40	128	188	1,001	1,463
60 - 69	201	250	865	785	104	227	392	1,827	4,535
70 - 79	306	357	1,280	1,145	141	361	576	2,705	7,994
80 - 89	331	381	1,566	1,398	168	462	729	3,756	6,317
90 - 99	69	96	333	335	44	90	157	1,189	801
100 - 109	27	49	175	199	23	45	77	892	1,436
110 And Over	140	157	641	608	74	240	333	3,948	1,635
Summary	1,223	1,435	5,434	4,915	620	1,625	2,564	15,923	25,331
Source: Metrostudy, Maxfield Research & Consulting, LLC									



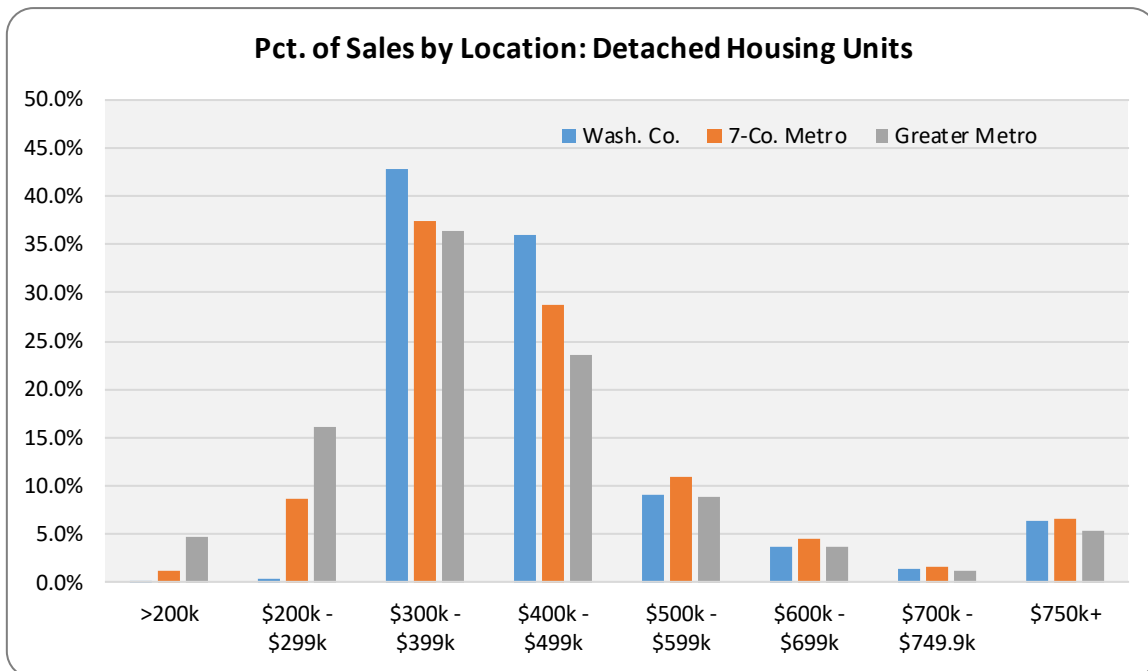
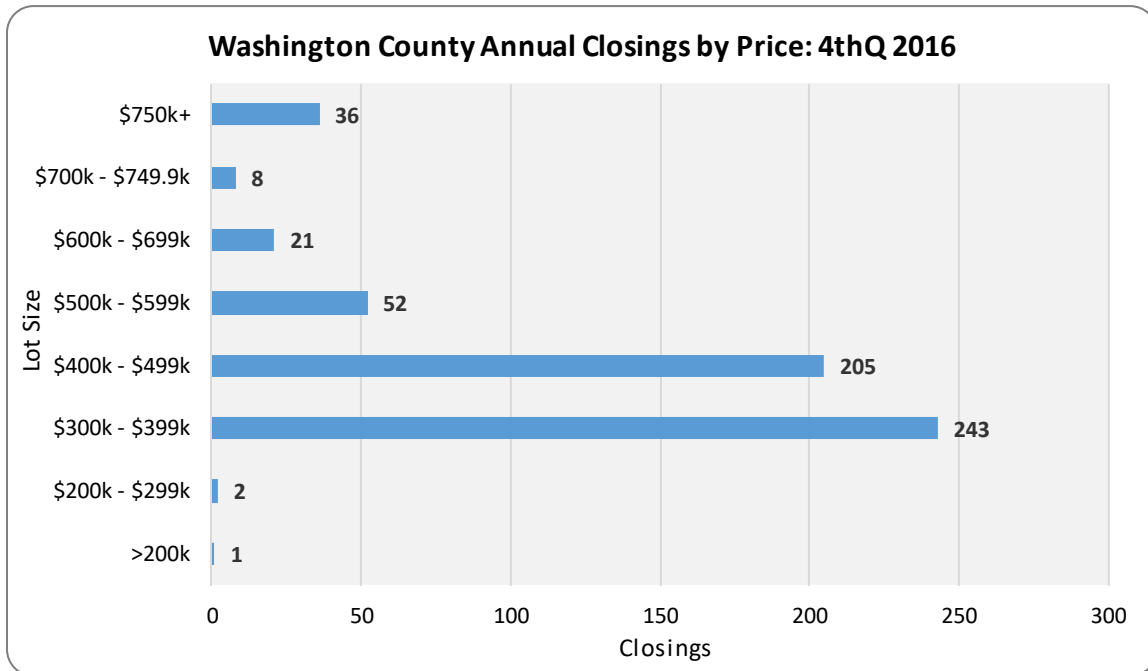
New Construction Pricing by Lot Size

Table FS-19 depicts new construction inventory county-level trends for detached housing units in Washington County. The table depicts quarterly and annual starts, finished vacant lots, number of homes under construction and homes previously built, and the number of vacant

FOR-SALE MARKET ANALYSIS

lots. All of these attributes are provided based on the estimated sales price of the home. Key findings follow.

- There have been 568 closings in Washington County over the past year. Fifteen percent of the 7-County Metro Area closings were in Washington County.



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- Of all new detached single family homes in Washington County 42% were priced between \$300,000 and \$399,999. Another 36% of homes were priced between \$400,000 and \$499,999. Less than 1% of new construction was priced below \$300,000. Similarly, 29% of all new homes constructed in the 7-County Metro Area were priced in the \$400s.
- Of all new single-family closings in the county, 20.5% were priced above \$500,000. Another 62% of the homes priced over \$500,000 were priced between \$500,000 and \$700,000.

Price Point (Base Pricing)	Quarterly		Annual		Fn. Vac. (FV)	Under Const. (UC)	Hsg. Invent.	Vac. Dev. Lots (VDL)
	Starts	Closing	Starts	Closing				
Washington County								
\$0 - \$199,000	0	0	1	1	0	0	0	1
\$200,000 - \$299,000	1	1	3	2	0	1	2	21
\$300,000 - \$399,000	51	63	290	243	32	52	96	293
\$400,000 - \$499,000	48	72	228	205	39	60	122	425
\$500,000 - \$599,000	13	16	72	52	13	20	42	185
\$600,000 - \$699,000	7	8	33	21	4	11	21	128
\$700,000 - \$749,000	3	2	11	8	1	5	7	49
\$750,000 - And Over	9	10	51	36	5	28	40	174
Summary	132	172	689	568	94	177	330	1,276
7-County Metro Total								
\$0 - \$199,000	15	16	49	47	0	16	16	112
\$200,000 - \$299,000	81	101	347	329	28	113	155	1,075
\$300,000 - \$399,000	369	435	1,585	1,404	124	456	665	2,587
\$400,000 - \$499,000	299	330	1,208	1,083	136	369	599	2,240
\$500,000 - \$599,000	103	116	445	411	53	135	228	945
\$600,000 - \$699,000	48	51	192	174	30	69	121	611
\$700,000 - \$749,000	15	17	66	61	10	23	39	190
\$750,000 - And Over	67	74	291	247	59	117	201	934
Summary	997	1,140	4,183	3,756	440	1,298	2,024	8,694
Greater Metro Area Total								
\$0 - \$199,000	34	52	257	233	32	57	91	1,771
\$200,000 - \$299,000	160	224	835	791	111	228	361	3,878
\$300,000 - \$399,000	464	536	1,999	1,790	172	576	848	4,388
\$400,000 - \$499,000	317	349	1,290	1,156	143	400	640	2,842
\$500,000 - \$599,000	108	121	471	434	55	143	240	1,125
\$600,000 - \$699,000	52	53	206	187	31	74	128	687
\$700,000 - \$749,000	17	18	71	64	10	25	41	218
\$750,000 - And Over	72	78	307	261	62	123	210	1,017
Summary	1,224	1,431	5,436	4,916	616	1,626	2,559	15,926

Sources: Metrostudy, Maxfield Research & Consulting, LLC

Introduction

Maxfield Research & Consulting, LLC identified and surveyed larger rental properties of 12 or more units in Washington County. In addition, interviews were conducted with real estate agents, developers, rental housing management firms, and others in the community familiar with Washington County's rental housing stock.

For purposes of the analysis, rental properties were classified into two groups, general occupancy and senior (age restricted). All senior properties are included in the *Senior Rental Analysis* section of the report. The general occupancy rental properties are divided into three groups, market rate (those without income restrictions), affordable, (those with income restrictions and rent affordable to households with incomes at 80% or less of area median income) and subsidized (households with incomes at or less than 50% of the area median income).

Rental Market Overview

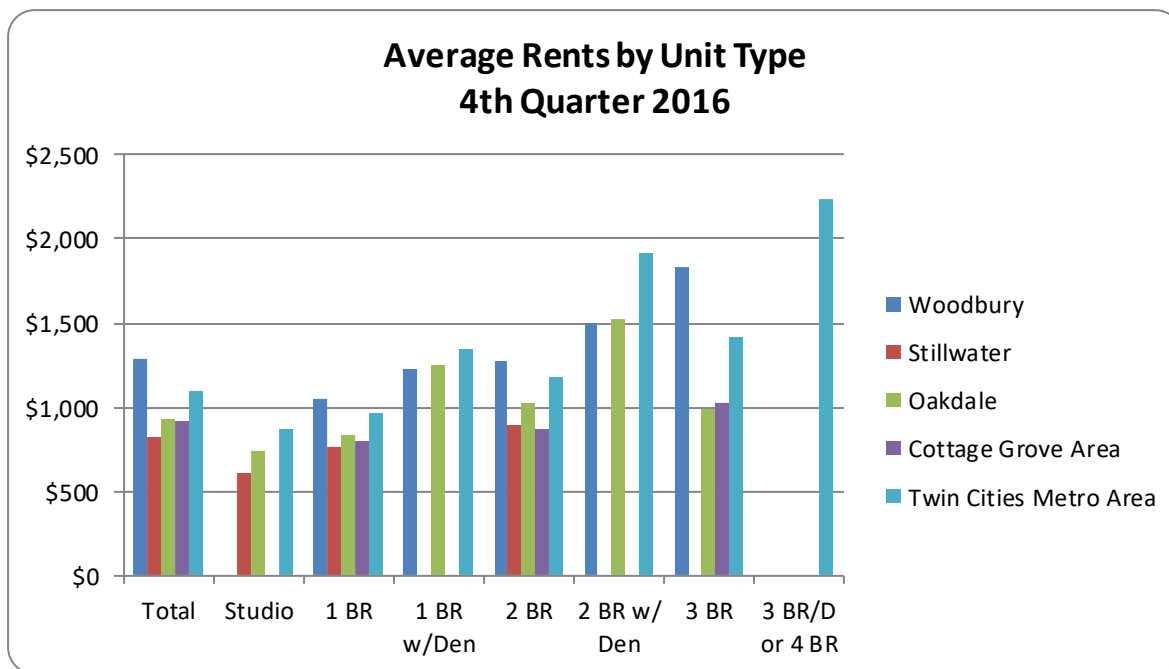
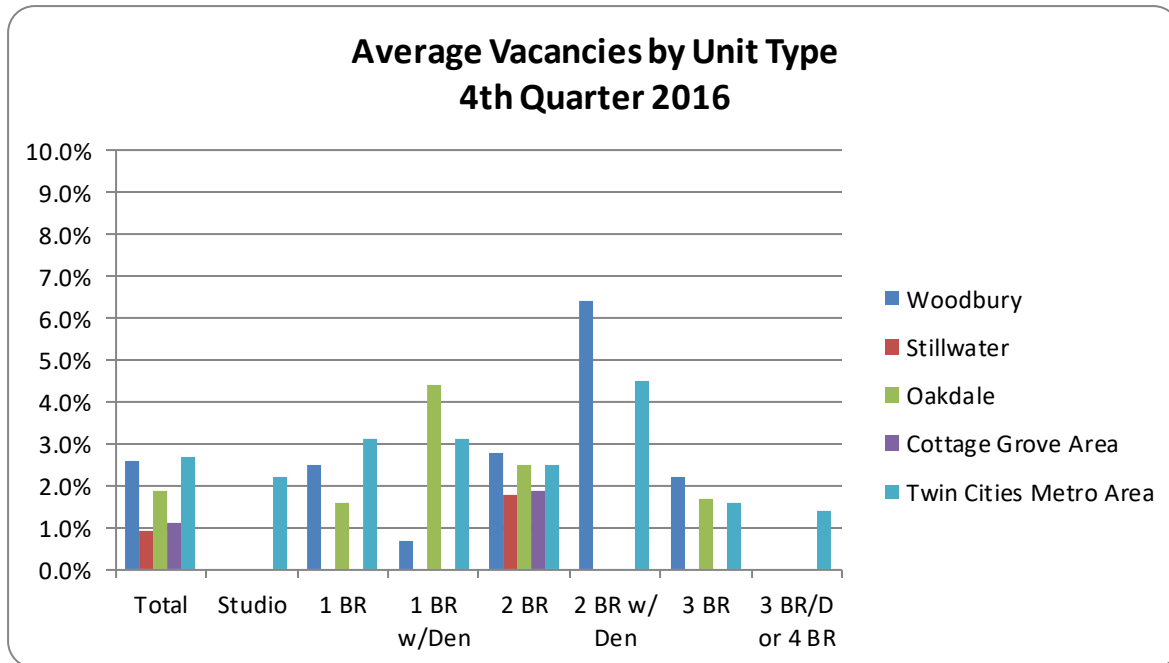
Table R-1 shows average monthly rents and vacancy from 4th Quarter 2015 and 4th Quarter 2016 by unit type in Washington County submarkets. Data is from Marquette Advisors, Inc., which compiles apartment trends quarterly, with 4th Quarter 2016 being the most recent information available. Marquette Advisors does not inventory all Washington County submarkets or each property within the identified geographies; Maxfield Research however, inventoried all 12+ unit properties in each submarket in Tables R-5 to R-7. Some properties contacted would not provide information to us.

- Monthly rents increased in Washington County by 2.3% to \$1,118. Monthly rents increased in each submarket over the last year. Woodbury's average rent increased the most from \$1,251 to \$1,286 (2.8%), which can be attributed to the newer housing style, including luxury style apartments. For comparison, average rents in the Twin Cities Metro Area increased 4.0% to \$1,095 during the same time period.
- Rental rates are highest in Woodbury than in other submarkets. Average monthly rents in Stillwater, Oakdale, and Cottage Grove were \$829, \$941, and \$883, respectively, in the 4th Quarter 2016, compared to \$1,286 in Woodbury and \$1,095 in the Metro Area.
- Vacancy rates in Washington County increased over the past year from 1.8% to 2.1% and remain well below market equilibrium (5%). As of 4th Quarter 2016, Stillwater had the lowest vacancy rate at 0.9%. Woodbury had the highest vacancy rate at 2.6%. In comparison, the Twin Cities Metro Area vacancy rate increased modestly to 2.7%.

RENTAL MARKET ANALYSIS

TABLE R-1 AVERAGE RENTS/VACANCIES TRENDS WASHINGTON COUNTY 4th Quarters 2015 & 2016									
	Total	Studio	1 BR	1 BR w/ Den	2 BR	2 BR w/ Den	3 BR	3 BR/D or 4BR	
WOODBURY									
4th Q 2016	Units	2,946	-	640	148	1,719	78	361	-
	No. Vacant	78	-	16	1	48	5	8	-
	Avg. Rent	\$1,286	-	\$1,045	\$1,228	\$1,280	\$1,500	\$1,830	-
	Vacancy	2.6%	-	2.5%	0.7%	2.8%	6.4%	2.2%	-
4th Q 2015	Units	2,874	-	640	148	1,671	126	289	-
	No. Vacant	64	-	14	2	33	2	13	-
	Avg. Rent	\$1,251	-	\$1,026	\$1,180	\$1,235	\$1,542	\$1,608	-
	Vacancy	2.2%	-	2.2%	1.4%	2.0%	1.6%	4.5%	-
STILLWATER									
4th Q 2016	Units	317	10	140	-	167	-	-	-
	No. Vacant	3	0	0	-	3	-	-	-
	Avg. Rent	\$829	\$610	\$765	-	\$896	-	-	-
	Vacancy	0.9%	0%	0.0%	-	1.8%	-	-	-
4th Q 2015	Units	281	10	140	-	131	-	-	-
	No. Vacant	2	0	0	-	2	-	-	-
	Avg. Rent	\$789	\$608	\$751	-	\$844	-	-	-
	Vacancy	0.7%	0%	0.0%	-	1.5%	-	-	-
OAKDALE									
4th Q 2016	Units	1,397	94	559	45	565	18	116	-
	No. Vacant	27	0	9	2	14	0	2	-
	Avg. Rent	\$941	\$746	\$835	\$1,257	\$1,024	\$1,563	\$986	-
	Vacancy	1.9%	0.0%	1.6%	4.4%	2.5%	0.0%	1.7%	-
4th Q 2015	Units	1,193	94	524	45	427	18	85	-
	No. Vacant	17	0	11	1	4	0	1	-
	Avg. Rent	\$910	\$713	\$804	\$1,257	\$980	\$1,563	\$1,102	-
	Vacancy	1.4%	0.0%	2.1%	2.2%	0.9%	0.0%	1.2%	-
COTTAGE GROVE/NEWPORT/ST.PAUL PARK									
4th Q 2016	Units	656	-	147	-	367	-	142	-
	No. Vacant	7	-	0	-	7	-	0	-
	Avg. Rent	\$883	-	\$805	-	\$891	-	\$946	-
	Vacancy	1.1%	-	0.0%	-	1.9%	-	0.0%	-
4th Q 2015	Units	784	-	147	-	367	-	270	-
	No. Vacant	9	-	1	-	5	-	3	-
	Avg. Rent	\$898	-	\$749	-	\$870	-	\$1,024	-
	Vacancy	1.1%	-	0.7%	-	1.4%	-	1.1%	-
TWIN CITIES METRO AREA									
4th Q 2016	Units	133,265	6,978	59,150	3,221	55,491	1,616	6,442	367
	No. Vacant	3,652	151	1,828	101	1,394	73	100	5
	Avg. Rent	\$1,095	\$869	\$967	\$1,352	\$1,177	\$1,921	\$1,419	\$2,240
	Vacancy	2.7%	2.2%	3.1%	3.1%	2.5%	4.5%	1.6%	1.4%
4th Q 2015	Units	129,119	6,654	56,954	2,998	54,034	1,552	6,513	414
	No. Vacant	2,947	122	1,264	70	1,310	46	125	10
	Avg. Rent	\$1,053	\$822	\$923	\$1,300	\$1,132	\$1,789	\$1,383	\$1,820
	Vacancy	2.3%	1.8%	2.2%	2.3%	2.4%	3.0%	1.9%	2.4%

Sources: Marquette Advisors; Maxfield Research & Consulting, LLC

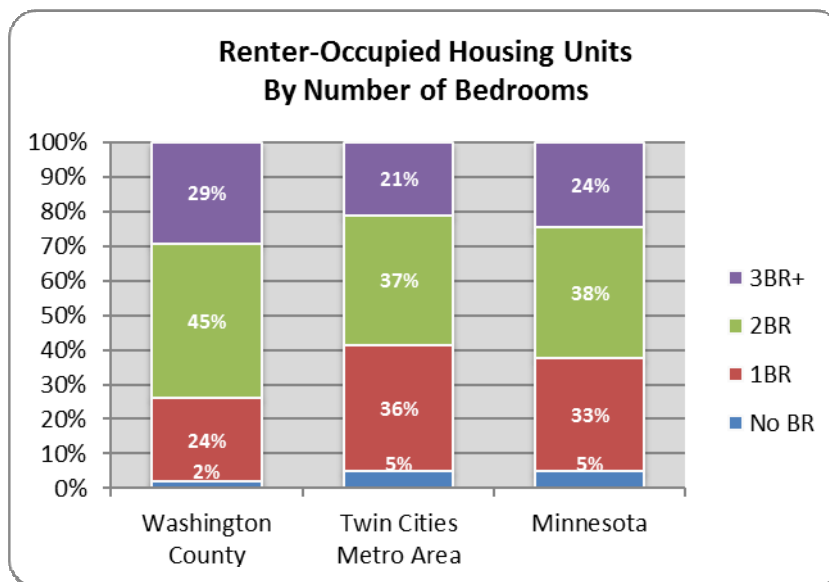


Rental Market Conditions

Maxfield Research also utilized data from the American Community Survey (ACS) to summarize rental market conditions in Washington County. The ACS is an ongoing survey conducted by the United States Census Bureau that provides data every year rather than every ten years as presented by the decennial census. This data is incorporated because these figures are not available from the 2010 Decennial Census.

Table R-2 on the following page presents a breakdown of median gross rent and monthly gross rent ranges by number of bedrooms in renter-occupied housing units from the 2011-2015 ACS in Washington County in comparison to the Twin Cities Metro Area. Gross rent is defined as the amount of the contract rent plus the estimated average monthly cost of utilities (electricity, gas, and water and sewer) and fuels (oil, coal, wood, etc.) if these are paid by the renter.

- Approximately 29% of the renter-occupied housing units in Washington County have three or more bedrooms compared to 21% in the Metro Area. One-bedroom units comprise 24% of Washington County's renter-occupied housing supply and units while only 2% of the renter-occupied units have no bedrooms. By comparison, roughly 36% of the Metro Area's renter-occupied housing units are one-bedroom and 6% have no bedrooms.
- Roughly 45% of the renter-occupied housing units in Washington County have two bedrooms compared to 37% in the Metro Area.



**TABLE R-2
BEDROOMS BY GROSS RENT, RENTER-OCCUPIED HOUSING UNITS
WASHINGTON COUNTY**

	2015					
	Washington County		Twin Cities Metro Area		Minnesota	
	#	% of Total	#	% of Total	#	% of Total
Total:	18,068	100%	364,642	100%	602,127	100%
Median Gross Rent	\$1,144		\$946		\$848	
No Bedroom	337	2%	20,169	6%	29,322	5%
Less than \$300	0	0%	1,947	1%	3,138	1%
\$300 to \$499	0	0%	2,193	1%	5,088	1%
\$500 to \$749	93	1%	8,989	2%	11,761	2%
\$750 to \$999	157	1%	4,157	1%	5,265	1%
\$1,000 to \$1,499	16	0%	1,714	0%	2,224	0%
\$1,500 or more	71	0%	932	0%	1,462	0%
No cash rent	0	0%	237	0%	384	0%
1 Bedroom	4,372	24%	132,119	36%	197,642	33%
Less than \$300	422	2%	12,555	3%	25,000	4%
\$300 to \$499	416	2%	8,245	2%	25,430	4%
\$500 to \$749	976	5%	36,010	10%	57,885	10%
\$750 to \$999	1,165	6%	47,292	13%	54,523	9%
\$1,000 to \$1,499	947	5%	20,698	6%	23,880	4%
\$1,500 or more	405	2%	6,192	2%	8,281	1%
No cash rent	41	0%	1,127	0%	2,643	0%
2 Bedrooms	8,076	45%	136,527	37%	227,770	38%
Less than \$300	228	1%	4,114	1%	8,181	1%
\$300 to \$499	173	1%	4,156	1%	13,445	2%
\$500 to \$749	417	2%	9,551	3%	43,391	7%
\$750 to \$999	1,761	10%	45,582	13%	71,604	12%
\$1,000 to \$1,499	4,034	22%	56,542	16%	67,288	11%
\$1,500 or more	1,205	7%	13,472	4%	15,647	3%
No cash rent	258	1%	3,110	1%	8,214	1%
3 or More Bedrooms	5,283	29%	75,827	21%	147,393	24%
Less than \$300	46	0%	1,239	0%	3,240	1%
\$300 to \$499	64	0%	2,396	1%	7,657	1%
\$500 to \$749	309	2%	4,861	1%	17,187	3%
\$750 to \$999	361	2%	6,809	2%	22,712	4%
\$1,000 to \$1,499	1,755	10%	27,915	8%	45,899	8%
\$1,500 or more	2,289	13%	27,463	8%	34,033	6%
No cash rent	459	3%	5,144	1%	16,665	3%

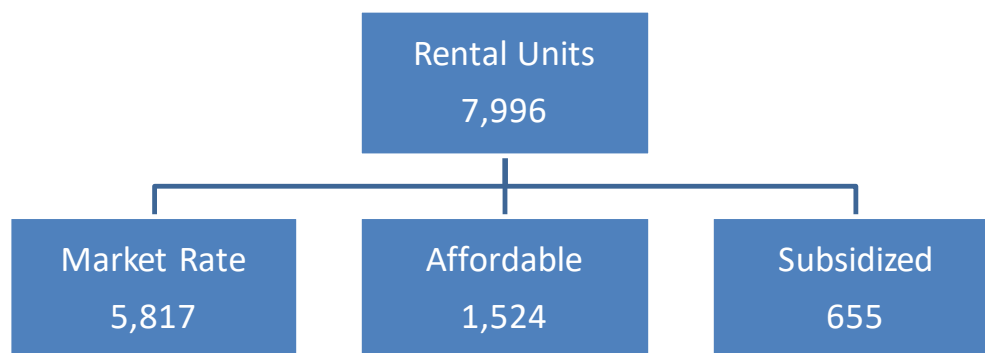
Sources: American Community Survey 11-'15; Maxfield Research & Consulting, LLC

RENTAL MARKET ANALYSIS

- Washington County has much higher rents compared to Minnesota. The median gross rent in Washington County (estimated as of 2015 ACS) was \$1,144 per month, which was 35% higher than the median monthly rent of \$848 in the Metro Area.
- Monthly gross rents in Washington County ranged from less than \$300 to more than \$1,500 with over 22% renting for \$1,500 or more per month. Approximately 37% had gross monthly rents between \$1,000 and \$1,499, 19% had rents between \$750 and \$999, while 9% had rents between \$500 and \$749. Only 7.5% of renters had rents of less than \$500.
- By comparison, an estimated 13% in the Twin Cities Metro Area had gross monthly rents that were \$1,500 or more. Also, 23% had gross monthly rents from \$1,000 to \$1,500, 28.5% had rents between \$750 and \$999 and 16% had rents between \$500 and \$749. In addition, an estimated 10% had rents of less than \$500.

General-Occupancy Rental Projects

Our research of Washington County's general occupancy rental market included a survey of 59 market rate apartment properties (12 units and larger) and 34 affordable/subsidized communities in January 2017. These properties represent a combined total of 7,858 units, including 5,753 market rate units, 1,492 affordable units and 655 subsidized units. We were able to contact and obtain up-to-date information for nearly all of the rental properties (99% participation rate). The total for the market rate units excludes properties that did not provide information. It was common for the smallest properties, which are most often privately-owned, to not participate fully in the survey. In addition, a few properties would not provide us with all the pertinent information.



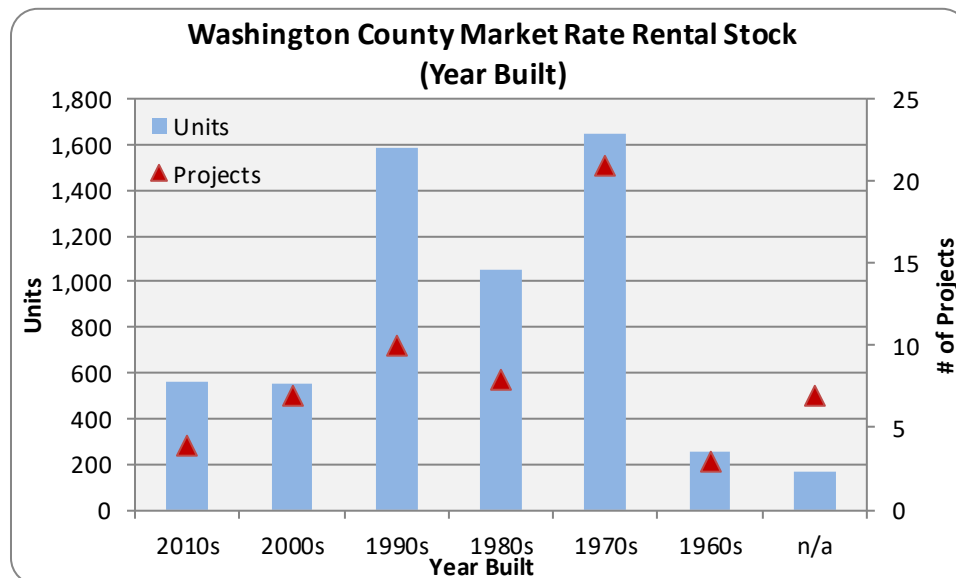
At the time of our survey, 133 market rate and 12 affordable/subsidized units were vacant, resulting in overall vacancy rates of 2.3% for market rate units and 0.6% for affordable/subsidized units. The overall market rate vacancy rate of 2.3% is lower than the market equilibrium rate of 5% for a balanced rental market, which promotes competitive rates, ensures adequate choice and allows for adequate unit turnover.

RENTAL MARKET ANALYSIS

Table R-3 compares market rate data from the previous update in 2013 to updated data as of 2017. Table R-4 shows vacancy rate comparison of submarkets in Washington County. Table R-5 summarizes information on market rate properties, while Table R-6 summarizes information on affordable/subsidized properties. Table R-7 summarizes unit features and common area amenities among all general-occupancy housing developments.

Market Rate

- Mill Pond II, constructed in 2012, remains the newest market rate rental building in Washington County. However, Arbor Ridge Apartments in Forest Lake is currently under construction and will open fall 2017 and additional market rate concepts are being explored for Oakdale, Forest Lake, and Woodbury. Overall, Washington County's rental housing stock is older as the median year built for all units is 1987. An estimated 28% of Washington County's market rate rental units were constructed in the 1970s. Also, 27% of the market rate rental units were built in the 1990s.



- As previously stated, a total of 133 vacancies were found, resulting in a vacancy rate of 2.3% as of January 2017. This compares to a vacancy rate of 3.2% in the July 2013 housing study.
- Nearly 54% of the market rate units in Washington County are two-bedroom units. The unit breakout by unit type is summarized below.
 - Efficiency units: 1.8%
 - One-bedroom units: 27.7%
 - Two-bedroom units: 53.6%
 - Three-bedroom units: 13.3%
 - Four-bedroom units: 3.6%

RENTAL MARKET ANALYSIS

- The following are the monthly rent ranges and average rent for each unit type:
 - Efficiency units: \$565 to \$765 | Avg. \$748
 - One-bedroom units: \$625 to \$1,696 | Avg. \$1,064
 - Two-bedroom units: \$720 to \$1,911 | Avg. \$1,339
 - Three-bedroom units: \$800 to \$2,113 | Avg. \$1,582
 - Four-bedroom units: \$2,113 to \$2,183 | Avg. \$2,155
- The average monthly rent per square foot among the surveyed properties was \$1.30. Rent per square foot varied by unit type as illustrated below:
 - Efficiency units: \$1.72
 - One-bedroom units: \$1.45
 - Two-bedroom units: \$1.25
 - Three-bedroom units: \$1.13
 - Four-bedroom units: \$1.18
- The majority of the newer properties (post-2000) have in-unit washer and dryers, dishwashers/microwave ovens and central air conditioning. Many of the older properties do not have in-unit washer and dryers and instead provide coin-operated laundry areas for their residents, either a central laundry or a laundry on each floor.

TABLE R-3 RENT SUMMARY WASHINGTON COUNTY- SURVEYED MARKET RATE RENTAL DEVELOPMENTS January 2017								
City	2013				2017			
	Total Units	Average Rent			Total Units	Average Rent		
		1BR	2BR	3BR		1BR	2BR	3BR
Cottage Grove	589	\$745	\$867	\$1,151	632	\$817	\$933	\$1,234
Forest Lake	631	\$733	\$853	\$915	836	\$815	\$954	\$1,115
Mahtomedi/Grant	12	-	-	\$1,000	12	-	-	\$1,000
Oakdale	514	\$832	\$1,103	\$1,253	868	\$848	\$1,066	\$1,316
Stillwater	322	\$701	\$822	-	323	\$816	\$974	\$1,363
Woodbury	3,128	\$983	\$1,250	\$1,650	3,146	\$1,886	\$1,564	\$1,895
Total	5,196	\$868	\$1,071	\$1,482	5,817	\$1,064	\$1,339	\$1,582
Note: One-bedroom plus den units included in two-bedroom column and two-bedroom plus den units included in three-bedroom column.								
Sources: Maxfield Research & Consulting, LLC; Washington County CDA								

RENTAL MARKET ANALYSIS

**TABLE R-4
SUMMARY OF GENERAL OCCUPANCY RENTAL PROJECTS INVENTORIED BY SUBMARKET
JANUARY 2017**

Submarket	Market Rate		Affordable		Subsidized		Total	
	Units	Vacancy Rate*	Units	Vacancy Rate*	Units	Vacancy Rate*	Units	Vacancy Rate*
Northeast	-	-	-	-	-	-	-	-
Stillwater	323	0.6%	242	0.3%	175	0.0%	740	0.7%
Southeast	-	-	-	-	-	-	-	-
Forest Lake	836	1.2*%	230	0.4%	58	0.0%	1,124	1.0*%
Hugo	-	-	-	-	-	-	-	-
Mahtomedi	12	0.0%	30	0.0%	48	0.0%	90	0.0%
Oakdale	868	1.3%	575	0.3%	324	0.0%	1,767	0.7*%
Lake Elmo	-	-	-	-	-	-	-	-
Woodbury	3,146	3.1%	157	1.9%	-	-	3,303	3.1%
Cottage Grove	632	1.9*%	290	2.1%	50	0.0%	972	1.8*%
Total	5,817	2.3*%	1,524	0.6%	655	0.0%	7,996	2.1*%
East	323	0.6%	242	0.0%	175	0.0%	740	0.3%
West	5,494	2.4*%	1,282	1.2%	480	0.0%	7,256	2.0*%

* Vacancy rates based on participating properties.

Source: Maxfield Research & Consulting, LLC

RENTAL MARKET ANALYSIS

**TABLE R-5
MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES
WASHINGTON COUNTY
January 2017**

Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments
COTTAGE GROVE AREA								
Hinton Heights 7750 Hinton Ave. Cottage Grove	1993	249 8 3.2%	49 - 1BR 84 - 2BR 116 - 3BR	691 - 724 927 - 1,020 1,176 - 1,320	\$824 - \$954 \$994 - \$1,154 \$1,209 - \$1,339	\$1.19 - \$1.32 \$1.07 - \$1.13 \$1.01 - \$1.03	No	Twenty-four 2-story buildings; heat included in rent; tenant pays electric & phone; 1 attached garage included in rent; storage; A/C; W/D hook-ups, laundry, too; dishwasher; disposal; microwave; balcony/patio; party room; exercise room playground.
Glen Woods 1575 11th Ave. Newport	1985	44 0 0.0%	44 - 3BR	1,200 - 1,500	\$1,150	\$0.96 - \$0.77	Yes	3-story complex; tenant pays electric & heat; 1 attached garage stall w/unit; A/C; patio; dishwasher; picnic/play area; basketball court.
Mark Court Apartments 1932 10th Ave. Newport	1974	96 0 0.0%	3 - Eff. 45 - 1BR 48 - 2BR	500 750 890	\$675 \$775 - \$795 \$865 - \$895	\$1.35 \$1.03 - \$1.06 \$0.97 - \$1.01	Yes	Four 3-story bldgs (24 units/each); tenant pays phone, electric & heat; detached & underground parking; wall-unit A/C; laundry; some balconies; pool; picnic area ; storage.
Grove Ridge 8130 S East Point Douglas Rd. Cottage Grove	1973	84 3 3.6%	6 - 1BR 70 - 2BR 8 - 3BR	735 850 - 950 1,046 - 1,135	\$840 - \$840 \$909 - \$1,019 \$1,084 - \$1,129	\$1.14 - \$1.14 \$1.07 - \$1.07 \$0.99 - \$1.04	No	Formerly known as East Grove Estates. A/C; coin-op laundry; dishwasher; disposal; balcony; storage ; playground/picnic area; pool.
Newport Ponds 1624 10th Ave. Newport	1971	53 0 0.0%	2 - Eff. 16 - 1BR 35 - 2BR	500 750 850	\$595 - \$635 \$765 \$855	\$1.19 \$1.02 \$1.01	No	Three 3-story bldgs; tenant pays phone and electric; detached garages; wall-unit A/C; coin-op laundry; walk-in closets.
1340 8th Ave 1340 8th Ave. Newport	1970	12 0 0.0%	6 - 1BR 6 - 2BR	n/a	n/a	n/a	n/a	Wall unit air; common laundry; surface pkg. only
Belz Apartments 749 4th St. St. Paul Park	n/a	12 n/a	n/a	n/a	n/a	n/a	n/a	Wall-unit air; walk-up style building; off-street parking.
Emer Properties 480 Pullman Ave St. Paul Park	n/a	12 n/a	n/a	n/a	n/a	n/a	n/a	Walk-up style buildings; off-street parking wall-unit air
1108 5th St 1108 5th St. St. Paul Park	n/a	28 n/a	n/a	n/a	n/a	n/a	n/a	Walk-up style building; off-street parking wall-unit air.
Park Place 300 Pullman Avenue St. Paul Park	1977	42 0 0.0%	7 - 1BR 35 - 2BR	466 660	\$622 \$682	\$1.33 \$1.03	n/a	Ceiling fans, wall-unit air, heat included off-street parking; walk-up style buildings
Cottage Grove Market Area Totals		632	11	1.9*%				
*Vacancy Rate excludes four properties that did not participate in the rental survey.								
CONTINUED								

RENTAL MARKET ANALYSIS

TABLE R-5 MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES WASHINGTON COUNTY January 2017 (continued)									
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments	
FOREST LAKE									
Arbor Ridge Apartments 1700 8th Street SE Forest Lake	2017	73	48 - 1BR 25 - 2BR	480 - 660 910 - 1109	\$810 - \$940 \$1,140 - \$1,376	\$1.69 - \$1.42 \$1.25 - \$1.24	No	Opening Fall 2017; Garage \$55/mo. Extra. Tenant pays all utilities; Fitness ctr.; walking trails; patio; BBQ grills; in-unit w/d; full kitchen appliance package; stainless appl.	
Mill Pond II and III 525 SW 4th St. Forest Lake	2012	120 0 0.0%	90 - 2BR 30 - 3BR	890 - 1,050 1,050 - 1,140	\$985 - \$1,115 \$1,110 - \$1,160	\$1.11 - \$1.06 \$1.06 - \$1.02	No	Two story building, underground parking, hot tub, tanning room, storage units, recreation room, and workout room.	
Mill Pond Forest Apartments 525 4th St SW Forest Lake	2002	30 0 0.0%	20 - 2BR 10 - 3BR	995 - 1,050 1,050 - 1,138	\$1,015 - \$1,085 \$1,080 - \$1,130	\$1.02 - \$1.03 \$1.03 - \$0.99	No	Recreation room, underground parking, elevator, storage units, washer and dryer in some units, and elevator.	
Maple Court Apartments 390 9th Ave SW Forest Lake	2001	12 0 0.0%	12 - 3BR	1,035	\$1,060	\$1.02	No	Two-story building. Large closets, stove, controlled access, dishwasher, and laundry.	
Pineridge Apartments 912 4th St Forest Lake	1998	18 0 0.0%	18 - 3BR	975 - 1,020	\$1,040 - \$1,060	\$1.07 - \$1.04	No	Three-story building. Large closets, alarm system, garage available, patio, and laundry services available as well.	
Pine Forest Apartments 924 4th St SW Forest Lake	1987	15 0 0.0%	13 - 2BR 2 - 3BR	600 - 700 800 - 950	\$600 - \$625 \$800 - \$825	\$1.00 - \$0.89 \$1.00 - \$0.87	No	Spacious living room, laundry services on-site, detached garage, and mini-storage.	
Alpine South Apartments 219 3rd Ave Sw Forest Lake	1975	17 0 0.0%	10 - 1BR 7 - 2BR	759 767	\$650 - \$690 \$720 - \$760	\$0.86 - \$0.91 \$0.94 - \$0.99	No	Detached garage, extra storage, laundry on-site, walk-in closets. Water, heat, and garbage included in the rent.	
Alpine North Apartments 231 4th Ave NW Forest Lake	1975	23 0 0.0%	8 - 1BR 15 - 2BR	759 767	\$650 - \$690 \$720 - \$760	\$0.86 - \$0.91 \$0.94 - \$0.99	No	Detached garage, extra storage, laundry on-site, walk-in closets. Water, heat, and garbage included in the rent.	
North Shore Apartments 1167-79 North Shore Dr. Forest Lake	1975	60 1 1.7%	35 - 1BR 25 - 2BR	800 950	\$825 - \$855 \$950 - \$975	\$1.03 - \$1.07 \$1.00 - \$1.03	Yes	Two 3-story buildings; heat included in rent; tenant pays electric; detached garages; wall-unit A/C; coin-op laundry; dishwasher; balconies; storage; dock access to lake.	
Village Apartments 407 11th Ave. SW Forest Lake	1975	252 6 2.4%	40 - Eff. 100 - 1BR 20 - 1BR+D 80 - 2BR 12 - 2BRD	400 600 - 680 945 850 - 950 1,090 - 1,170	\$690 - \$725 \$815 - \$815 \$905 - \$905 \$899 - \$950 \$1,255 - \$1,255	\$1.73 - \$1.81 \$1.36 - \$1.36 \$0.96 - \$0.96 \$1.06 - \$1.12 \$1.15 - \$1.15	No	Seven 3-story buildings; rent includes heat; tenant pays electric & phone; detached garages; wall-unit A/C; storage on each floor; social room in each bldg (kitchen, couch, chairs, billiard table; grills.	
Forest Park II Apts. 1001 7th Ave. SW Forest Lake Section 236	1974	60 1 1.7%	24 - 1BR 30 - 2BR 6 - 3BR	680 860 1,045	\$815 \$990 \$1,100	\$1.20 \$1.15 \$1.05	Yes	Heat included in rent; tenant pays electric; detached garages; wall-unit A/C; coin-op laundry; dishwasher; disposal; balconies.	
956 Place 956 12th St. SW Forest Lake	1972	48 1 2.1%	18 - 1BR 30 - 2BR	750 910 - 960	\$795 \$925 - \$960	\$1.06 \$1.02 - \$1.00	n/a	One 3-story bldg.; rent includes heat; tenant pays electric & phone; detached garages; wall-unit A/C; coin-op laundry; balconies & patios; storage on each floor.	

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-5 MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES WASHINGTON COUNTY January 2017 (continued)								
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments
FOREST LAKE (continued)								
Forest Park I Apts. 1143 7th Ave. SW Forest Lake FmHA	1971	20 1 5.0%	12 - 1BR 8 - 2BR	708 888	\$750 \$875	\$1.06 \$0.99	Yes	Heat included in rent; tenant pays electric; detached garages at \$45/mo; wall-unit A/C; coin-op laundry; dishwasher; disposal; balconies.
844 4th St Forest Lake	n/a	16 0 0.0%	2 - 1BR 14 - 2BR	500 650	\$625 \$725	\$1.25 \$1.12	No	Each apartment has deck/patio, laundry on-site, secure entrance, big closet, and storage.
Seven Pines Apartments 1243 11th Ave. SW Forest Lake, MN	1985	72 0 0.0%	24 - 1BR 37 - 2BR 12 - 3BR	571 720 - 742 1,100 - 1,200	\$800 - \$850 \$900 - \$950 \$1,100 - \$1,200	\$1.40 - \$1.49 \$1.25 - \$1.28 \$1.00 - \$1.00	No	Wall unit-air; common laundry; playground; balcony; high-speed internet; ceiling fan; cats allowed.
Forest Lake Market Area Totals		836	10	1.2%*				
*Vacancy Rate excludes several properties due to lack of participation.								
OAKDALE								
Cedric's Landing 5680 Hadley Avenue Oakdale	2002	166 3 1.8%	6 - Studio 53 - 1 BR 24 - 1 BRD 65 - 2 BR 18 - 2 BRD	361 - 606 787 - 815 952 - 977 1,090 - 1,176 1,414	\$725 - \$965 \$995 - \$1,175 \$1,099 - \$1,355 \$1,434 - \$1,458 \$1,530 - \$1,630	\$2.01 - \$2.67 \$1.26 - \$1.44 \$1.15 - \$1.39 \$1.24 - \$1.32 \$1.08 - \$1.15	No	Rent includes basic cable, heat, & water; tenant pays electric; full size washer & dryer in each unit; heated underground parking; outdoor pool & hottub.
Briar Pond Apartments and TH's 1591 Granada Avenue North Oakdale	1991	196 0 0.0%	90 - 1BR 74 - 2BR 24 - 2BR TH 8 - 3BR TH	726 - 736 982 - 1,050 1,054 1,219	\$849 - \$849 \$952 - \$1,037 \$1,066 \$1,237	\$1.17 - \$1.17 \$0.97 - \$0.99 \$1.01 \$1.01	No	Full kitchen appliance package w/dishwasher & microwave; in-unit washer/dryer; balconies and extra storage space; Townhomes have private detached garage; apartments have one UG stall included; fitness ctr and party room; utilities incl.
Gentry Apartments 1343 North Gentry Oakdale	1980	42 0 0%	6 - Eff. 18 - 1BR 18 - 2BR	550 750 950	\$720 \$875 \$1,010	\$1.31 \$1.17 \$1.06	Yes	Rent includes heat; tenant pays electric & phone; detached garages; A/C; laundry; dishwasher; disposal; patios; storage.
East Gate Apartments 6048 51st Ave. N Oakdale	1973	64 1 0%	1 - Eff. 30 - 1BR 21 - 2BR 12 2BRD	410 720 940 1,050	\$600 \$700 - \$730 \$900 - \$960 \$960 - \$980	\$1.46 \$0.97 - \$1.01 \$0.96 - \$1.02 \$0.91 - \$0.93	No	Rent includes heat; tenant pays electric; detached garages; laundry; outdoor pool; sauna; storage lockers; A/C; balcony/patio; dishwasher; disposal; walk-in closet.
Ridge Crest 969 Greenway Oakdale	1971	50 2 4.0%	25 - 1BR 25 - 2BR	600 - 685 820 - 850	\$795 - \$795 \$890 - \$890	\$1.33 - \$1.33 \$1.05 - \$1.09	No	Rent includes heat; tenant pays electric & phone; detached garages; A/C; coin-op laundry; dishwasher; disposal; patios; outdoor pool; storage on each floor.
Minnehaha Manor 6904 10th St. N Oakdale	1969	175 4 2.3%	31 - Eff. 84 - 1BR 59 - 2BR 1 - 3BR	425 625 925 1,150	\$769 - \$839 \$909 - \$949 \$1,039 - \$1,079 \$1,319	\$1.81 - \$1.97 \$1.45 - \$1.52 \$1.12 - \$1.17 \$1.15	No	Rent includes heat; tenant pays electric & phone; detached garages; wall-unit A/C; coin-op laundry; dishwasher; new cabinetry; storage available; picnic area/outdoor pool.
Geneva Village Apartments 6040 North 40th Street Oakdale	1972	175 1 0.6%	115 - 1BR 60 - 2BR	688 840	\$720 \$820	\$1.05 \$0.98	Yes	Playground; coin-operated laundry; assigned parking \$50/mo.; wall-unit air conditioning; stove, refrigerator; high-speed internet; pets allowed.
Oakdale Market Area Totals		868	11	1.3%				

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-5 MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES WASHINGTON COUNTY January 2017 (continued)								
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments
MAHTOMEDI								
Mallard Shores 220-240 Hallam Ave S Mahtomedi	n/a	12 0 0.0%	12 - 3BR	1,050 - 1,100	\$975 - \$1,025	\$0.93 - \$0.93	No	
Mahtomedi Market Area Totals		12	0	0.0%				
STILLWATER								
Curve Crest Villas 2225 W. Orleans St. Stillwater	2003	58 1 1.7%	5 - 1BR 36 - 2BR 17 - 3BR	725 1,074 - 1,255 1,245 - 1,312	\$1,050 \$1,150 - \$1,295 \$1,350 - \$1,375	\$1.45 \$1.07 - \$1.03 \$1.08 - \$1.05	No	Garages, storage lockers, Underground Parking, Water, Sewer, Garbage Included in the rent. Curve Crest has 32 additional affordable units. Heated UG parking \$65/month.
Cottages of Stillwater 2210 Cottage Dr. Stillwater	1991	20 0 0.0%	5 - 1BR 15 - 2BR	713 868	\$800 \$975	\$1.12 \$1.12	No	Single-level units with private entrance; attached garages & detached; Cottages of Stillwater has 36 additional affordable units.
Orleans Homes 1401 Cottage Dr. Stillwater	1986	31 0 0.0%	18 - 1BR 13 - 2BR	713 813 - 868	\$800 \$975	\$1.12 \$1.12 - \$1.20	No	Single-level units with private entrance; attached garages & detached; tenants pay electricity, cable & phone; wall-unit A/C sleeves; W/D hook-ups; disposals. Orleans Homes has 93 additional affordable units.
605 Stillwater Rd 605 Stillwater Rd Willernie	1975	12 0 0%	1 - 1BR 11 - 2BR	550 900	\$725 \$875	\$1.32 \$0.97	No	Heat included in rent; tenant pays electric & phone; off-street parking; wall-unit A/C; coin-op laundry; disposal; dishwasher.
Colonial Apartments 463-5 3rd St. S Bayport	1975	8 0 0.0%	8 - 2BR	750 - 780	\$850	\$1.09 - \$1.13	No	Two split-level 4-plexes; rent includes heat; tenant pays electric; off-street parking; wall unit A/C; coin-op laundry; storage.
Oak Park Heights Apts. 6120 Oxboro Ave N. Oak Park Heights	1973	72 0 0.0%	43 - 1BR 29 - 2BR	733 897 - 939	\$850 - \$875 \$950 - \$975	\$1.16 - \$1.19 \$1.04 - \$1.06	No	Rent includes one detached garage; tenant pays electric, cable & phone; A/C; coin-op laundry; dishwasher; disposal; storage; playground; outdoor pool.
Summit Park Apartments 14759 62nd Street N Stillwater	1970	14 0 0%	14 - 1BR	750	\$750	\$1.00	No	2-story building, open kitchen area, two closets in each unit, on-site laundry, and off-street parking. Residents are responsible for all utilities except trash.
Stillwater Crossing Apts. 14843-7 60th St. N Stillwater	1969	45 1 2.2%	22 - 1BR 23 - 2BR	520 - 600 680 - 700	\$740 - \$750 \$840 - \$850	\$1.42 - \$1.44 \$1.21 - \$1.24	No	Three buildings; rent includes heat; tenant pays electric and phone; detached garages; wall-unit A/C; coin-op laundry; storage bins.
Stonebridge Apartments 1203-1207 North Owens Street Stillwater	1967	36 0 0.0%	36 - 2BR	800	\$875 - \$925	\$1.09 - \$1.16	No	Secured building, screened balconies, hardwood floors, playground, and extra storage if needed.
Lily Lake Terrace Apts 1410 Greeley Street South Stillwater	1970	27 0 0.0%	2 - Studio 12 - 1BR 13 - 2BR	580 655 - 719 792 - 805	\$710 \$785 - \$800 \$875 - \$925	\$1.22 \$1.11 - \$1.20 \$1.10 - \$1.15	No	Updates in each apartment, off-street parking (\$40/mo), laundry services, swimming pool; Rent includes heat, water, sewer and trash.
Stillwater Market Area Totals		323	2	0.6%				

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-5 MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES WASHINGTON COUNTY January 2017 (continued)								
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments
WOODBURY AREA								
Uptown at City Walk 10300 Citywalk Drive Woodbury	2011	245 8 3.3%	64 - 1BR 32 - 1BR/D 119 - 2BR 30 - 2BR/D	810 - 955 1,088 1,115 - 1,421 1,541	\$1,329 - \$1,539 \$1,502 - \$1,572 \$1,545 - \$1,905 \$1,989 - \$2,049	\$1.61 - \$1.64 \$1.38 - \$1.44 \$1.34 - \$1.39 \$1.29 - \$1.33	No	Private balconies, fireplace, fitness center, business center, heated parking garage, carwash bay, alarm systems included, washer/dryer in-unit. Offering specials.
Crown Villa Apartments 7260 Guider Drive Woodbury	2010	126 2 1.6%	66 - 1BR 12 - 1BR/D 24 - 2BR 24 - 2BR/D	755 894 1,115 1,265	\$1,129 - \$1,189 \$1,259 - \$1,279 \$1,419 - \$1,484 \$1,529 - \$1,619	\$1.50 - \$1.57 \$1.41 - \$1.43 \$1.27 - \$1.33 \$1.21 - \$1.28	No	Granite counter-tops, stainless steel washer and dryer; vaulted ceilings; fitness center; storage units; covered parking; secured entry.
Parkwood Estates 1580 Parkwood Drive Woodbury	2009	39 0 0%	39 - 2BR	1,050	\$1,210 - \$1,235	\$1.15 - \$1.18	Yes	Tenant pays electricity, gas, and heat. Natural woodwork and cabinets, walk-in closets; large balconies, library, elevator, fitness center, and yoga room.
Regency Hill Apts 10751 Retreat Lane Woodbury	2008	38 0 0.0%	1 1BR 3 1BR/D 30 2BR 4 2BR/D	869 1,069 1,138 - 1,231 1,596	\$1,234 \$1,244 - \$1,319 \$1,404 - \$1,534 \$1,599	\$1.42 \$1.16 - \$1.23 \$1.23 - \$1.25 \$1.00	No	One level condo style apartments; central air; full size washer and dryer; underground garage; balcony; fireplace; 9 foot ceilings.
The Flats @ City Walk 10215 CityWalk Drive Woodbury	2005	208 12 5.8%	51 - 1BR 6 - 1BR/D 91 - 2BR 38 - 2BR/D 12 - 3BR 10 - 3BR/D	771 - 967 1,085 - 1,085 1,143 - 1,385 1,505 - 1,852 1,515 - 1,852 1,838 - 1,838	\$1,259 - \$1,479 \$1,359 - \$1,849 \$1,349 - \$1,891 \$1,845 - \$1,985 \$1,949 - \$2,113 \$2,113 - \$2,113	\$1.53 - \$1.63 \$1.25 - \$1.70 \$1.18 - \$1.37 \$1.07 - \$1.23 \$1.14 - \$1.29 \$1.15 - \$1.15	No	Central air; breakfast bar in some units; video library; indoor virtual golf; swimming pool; sauna; billiards, and built-in entertainment centers.
Westview Estates 2549 Cornelia Trail Woodbury	1999	60 1 0%	60 - 2BR TH	1,240 - 1,240	\$1,235 - \$1,295	\$1.00 - \$1.04	Yes	Tenant pays utilities; Trash Removal included in rent central air; double-car attached garage; in-unit W/D; microwave oven; mini-blinds; oak woodwork;
Grand Reserve @ Eagle Valley 10285 Grand Forest Lane Woodbury	1999	394 9 2.3%	50 - 1BR 50 - 1BR/D 100 - 2BR 48 - 2BR TH 122 - 3BR TH 24 - 4BR TH	765 - 907 1,070 - 1,070 1,070 - 1,365 1,440 - 1,440 1,455 - 1,825 1,811 - 1,811	\$1,318 - \$1,696 \$1,429 - \$1,524 \$1,290 - \$1,804 \$1,911 - \$1,911 \$1,832 - \$2,004 \$2,161 - \$2,183	\$1.72 - \$1.87 \$1.34 - \$1.42 \$1.21 - \$1.32 \$1.33 - \$1.33 \$1.10 - \$1.26 \$1.19 - \$1.21	No	Tenant pays heat and electricity; attached single- and double-car garage included in rent; clubhouse with outdoor pool, sauna, business center, concierge services, exercise room, tanning bed; 9' ceilings; roman tubs.
The Barrington 7255 Guider Drive Woodbury	1999	282 12 4.3%	132 - 1BR 39 - 1BRD 84 - 2BR 27 - 2BRD	755 - 755 894 - 927 1,115 - 1,127 1,265 - 1,265	\$1,225 - \$1,225 \$1,275 - \$1,295 \$1,450 - \$1,470 \$1,500 - \$1,530	\$1.62 - \$1.62 \$1.40 - \$1.43 \$1.30 - \$1.30 \$1.19 - \$1.21	No	Formerly known as Classic@ The Preserve. Central air; one underground parking; in-unit washer and dryer; large clubhouse w/outdoor pool, sauna, community room, business/conference ctr.; exercise rooms.
Woodbury Park @ City Centre 2150 Vinings Drive Woodbury	1998	224 6 2.7%	44 - 1BR TH 144 - 2BR TH 36 - 3BR TH	851 - 933 1,150 - 1,361 1,812 - 1,823	\$1,250 - \$1,817 \$1,380 - \$2,368 \$2,065 - \$3,491	\$1.47 - \$1.95 \$1.40 - \$1.74 \$1.14 - \$1.91	No	Tenant pays heat and electricity; central air; attached garage; in-unit laundry, microwave, walk-in closets; in-unit storage; outdoor pool; exercise area; community room.
Carver Lake Townhomes 6201 Tahoe Rd Woodbury	1998	124 2 1.6%	72 - 2BR TH 52 - 3BR TH	1,450 - 1,450 1,400 - 2,100	\$1,695 - \$1,735 \$1,585 - \$2,030	\$1.17 - \$1.20 \$0.97 - \$1.13	No	Rent includes heat; tenant pays electric & phone; detached garages; A/C; laundry; dishwashers (2BR only); storage; playground.

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-5 MARKET-RATE GENERAL OCCUPANCY RENTAL DEVELOPMENT SURVEY RESPONSES WASHINGTON COUNTY January 2017 (continued)								
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Monthly Rent	Rent per Square Foot	Accept Vouchers	Amenities/Comments
WOODBURY AREA (continued)								
Courtly Park 2303 Cypress Drive Woodbury	1989	76 0 0.0%	68 - 2BR TH 8 - 3BR TH	1,207 - 1,412 1,687 - 1,687	\$1,250 - \$1,350 \$1,550	\$0.96 - \$1.04 \$0.92 - \$0.92	Yes	Tenant pays heat and electricity; attached single-car garage included in rent; pets allowed with extra deposit and weight restrictions; washer/dryer in each unit; walk-in closets; vaulted ceilings; fireplaces in some units; built-in microwave; central air; playground area for children.
Valley Creek 1707 Century Avenue Woodbury	1988	402 30 7.5%	131 - 1BR 256 - 2BR 15 - 3BR	767 - 820 1,003 - 1,245 1,311 - 1,426	\$1,150 - \$2,975 \$1,270 - \$3,626 \$1,580 - \$4,035	\$1.50 - \$3.63 \$1.27 - \$2.91 \$1.21 - \$2.83	No	Rent includes heat; tenant pays electric; one underground parking stall included; bay windows; pets allowed with weight restrictions and extra pet deposit; party room; outdoor pool, whirlpool; exercise room in each building; vaulted ceilings in 4th floor units.
Woodlane Place TH 2187 Cypress Drive Woodbury	1988	242 0 0.0%	53 - 2BR TH 176 - 2BR TH 13 - 3BR TH	1,207 1,412 1,687	\$1,225 - \$1,250 \$1,295 - \$1,350 \$1,595 - \$1,625	\$1.01 - \$1.04 \$0.92 - \$0.96 \$0.95 - \$0.96	No	Tenant pays all utilities; single-car garage included in rent; features include in-unit washer/dryers, walk-in closets; vaulted ceilings and fireplaces in some units. Outdoor pool and tennis court available.
Seasons Villas 8630 Summer Wind Alcove Woodbury	1987	214 1 0.5%	47 - 2BR TH 167 - 2BR TH	960 1,160	\$1,295 \$1,305 - \$1,395	\$1.35 \$1.13 - \$1.20	No	Tenant pays all utilities including water, sewer and trash removal; all units include an attached single-car garage; pets are allowed w/some restrictions. Units include both single-level and two-level designs w/ walk-in closets, in-unit washer/dryer central air.
Woodland Pointe 6850 Ashwood Rd. Woodbury	1973	288 6 2.1%	96 - 1BR 192 - 2BR	750 - 793 950 - 981	\$899 - \$994 \$1,014 - \$1,139	\$1.20 - \$1.25 \$1.07 - \$1.16	Yes	Heat included in rent; detached garages; wall-unit air; concrete floors for sound control; ceramic tile floors in bathroom; common area laundry; indoor and outdoor pools; saunas; exercise room; & whirlpool; spacious party room.
Woodmere 6940 Woodmere Rd. Woodbury	1972	184 10 5.4%	8 - EFF 49 - 1BR 31 - 1BR/D 57 - 2BR 19 - 2BR/D 20 - 3BR	435 - 435 658 - 658 742 - 742 934 - 934 1,018 - 1,018 1,038 - 1,038	\$749 - \$789 \$869 - \$909 \$899 - \$939 \$1,049 - \$1,089 \$1,079 - \$1,119 \$1,229 - \$1,269	\$1.72 - \$1.81 \$1.32 - \$1.38 \$1.21 - \$1.27 \$1.12 - \$1.17 \$1.06 - \$1.10 \$1.18 - \$1.22	No	Heat included in rent; detached garages; wall-unit air; large clubhouse area with indoor pool; party room; spa; fitness center; play area for children; saunas; outdoor volleyball; barbeque area; game room.
Woodbury Market Area Totals		3,146	99	3.1%				
Total of All Market Rate GO		5,817	133	2.3%*				
*Vacancy Rate excludes properties that did not participate in rental survey.								
Sources: Washington County; Maxfield Research & Consulting, LLC								

RENTAL MARKET ANALYSIS

TABLE R-6 AFFORDABLE/SUBSIDIZED GENERAL OCCUPANCY RENTAL PROPERTIES WASHINGTON COUNTY January 2017							
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Contract Rent/ Rent Range	Rent per Square Foot	Amenities/Comments
COTTAGE GROVE AREA							
<i>Affordable</i>							
Woodland Park 7920 Heathside Ave. S Cottage Grove <i>Owned by CDA</i>	1989	180 2 1%	60 - 1BR 56 - 2BR 48 - 2BR TH 16 - 3BR TH	762 1,017 - 1,070 1,090 1,278	\$788 \$917 \$957 \$1,161	\$1.03 \$0.86 - \$0.90 \$0.88 \$0.91	Restricted to households at 80% of AMI. This property is owned by the Washington County CDA.
The Groves 7752 Hemingway Ave. Cottage Grove <i>LIHTC</i>	1986 Remodel 2014	68 2 2.9%	68 - 3BR	950	\$884	\$0.93	Formerly Parkside Apartments
Park Place I and II 300 Pullman Ave St. Paul Park <i>Owned by CDA</i>	1963	42 2 4.8%	7 - 1BR 35 - 2BR	466 - 625 660	\$622 \$686	\$1.00 - \$1.33 \$1.04	Restricted to households at 80% of AMI. This property is owned by the Washington County CDA.
Market Area Totals		290	6	2.1%			
<i>Subsidized</i>							
Woodmount Townhomes 8815 90th St S Cottage Grove <i>Section 8</i>	1980	50 0 0.0%	16 - 2BR TH 30 - 3BR TH 4 - 4BR TH	882 1,313 1,625	\$895 \$1,115 \$1,245	\$1.01 \$0.85 \$0.77	Tenants pay 30% of AGI; waiting list of 1 yr Profile: families with children.
Market Area Totals		50	0	0.0%			
FOREST LAKE							
<i>Affordable</i>							
Forest Oak Apartments 19830 Forest RD N Forest Lake <i>LIHTC</i>	2012/ 2016	72 1 1.4%	36 - 2BR 36 - 3BR	925 1,238	870 999	\$0.94 \$0.81	Controlled access, extra storage, and dryer in each unit. Playground attached garage included with rent.
Forest Ridge Townhomes 1246 4th Street SE Forest Lake <i>LIHTC</i>	2007	38 0 0.0%	14 - 2BR 24 - 3BR	1,287 - 1,382 1,491	\$1,025 \$1,135	\$0.74 - \$0.80 \$0.76	Tenant pays everything except water/sewer. Attached garage, closet, W/D in each unit, central air.
Autumn Hills 706 12th St. SW Forest Lake <i>LIHTC</i>	1992	48 0 0.0%	2 - 1BR 34 - 2BR 12 - 3BR	758 954 1,350	\$755 \$875 \$980	\$1.00 \$0.92 \$0.73	Income restrictions at 60% AMI. Wide mix of senior and families with children.
Seven Pines Apts 1243-67 11th Ave. SW Forest Lake <i>LIHTC</i>	1990	72 0 0.0%	24 - 1BR 48 - 2BR	624 695 - 742	\$800 - \$850 \$900 - \$950	\$1.28 - \$1.36 \$1.28 - \$1.37	Formerly known as Hillcrest Apts. New Ownership as of 2011. Wide mix of residents.
Market Area Totals		230	1	0.4%			
<i>Subsidized</i>							
Westridge Townhomes 848 12th St. SW Forest Lake <i>Section 8</i>	1980	42 0 0.0%	42 - 3BR TH	1,558	\$958	\$0.61	Tenants pay 30% of AGI.
West View Apartments 658 SW 12th Street Forest Lake <i>Section 8</i>	1977	16 0 0.0%	14 - 2BR 2 - 3BR	1,000 1,200	\$766 \$985	\$0.77 \$0.82	Tenants pay 30% of AGI.
Market Area Totals		58	0	0.0%			

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-6 AFFORDABLE/SUBSIDIZED GENERAL OCCUPANCY RENTAL PROPERTIES WASHINGTON COUNTY January 2017 (continued)							
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Contract Rent/ Rent Range	Rent per Square Foot	Amenities/Comments
MAHTOMEDI/GRANT AREA							
<i>Affordable</i>							
Woodland Townhomes 947 Woodland Dr. Mahtomedi <i>LIHTC</i>	1998	30 0 0.0%	30 - 3BR TH	1,322	\$1,015	\$0.77	Heat paid by tenant; attached garage included; in-unit W/D.
Market Area Totals		30	0	0.0%			
<i>Subsidized</i>							
Lincoln Place Apts 850 Stillwater Rd Mahtomedi <i>Section 8</i>	1979	48 0 0.0%	30 - 2BR 18 - 3BR	827 992	\$1,021 \$1,437	\$1.23 \$1.45	Formerly known as Diamond Estates. Profile: families with young children. Tenants pay 30% of AGI.
Market Area Totals		48	0	0.0%			
OAKDALE							
<i>Affordable</i>							
Arbors at Red Oak 4980 Hamlet Ave. N Oakdale <i>LIHTC</i>	2008	29 0 0.0%	19 - 2BR 10 - 3BR	972 - 975 1,192 - 1,206	\$880 \$101	n/a n/a	Washer/dryer in-unit, community room, playground, and underground parking.
Briar Pond 1591 Granada Ave. N Oakdale <i>Owned by CDA</i>	1991	196 0 0.0%	90 - 1BR 74 - 2BR 24 - 2BR TH 8 - 3BR TH	726 - 738 986 - 1,008 1,054 1,237	\$849 \$957 - \$1,037 \$1,066 \$1,219	\$1.15 - \$1.17 \$0.97 - \$1.05 \$1.01 \$0.99	Restricted to households at 80% of AMI. This property is owned by the CDA.
Geneva Village 6040 40th St. N Oakdale <i>LIHTC</i>	1970/ R1997	175 0 0.0%	115 - 1BR 60 - 2BR	625 900	\$720 \$820	\$1.15 \$0.91	Heat included in rent; wall-unit A/C; some dishwashers; coin-op laundry; detached garage; playground/picnic area; storage.
Oakdale Village Apts. 1213 Gentry Ave. N Oakdale <i>LIHTC</i>	1970 R1994	175 2 1.1%	30 - Eff. 85 - 1BR 60 - 2BR	390 625 890	\$599 \$725 \$875	\$0.00 - \$1.54 \$0.00 - \$1.16 \$0.00 - \$0.98	Heat included in rent; detached garage; coin-op laundry. 25% of residents on Section 8 voucher.
Market Area Totals		575	2	0.3%			
<i>Subsidized</i>							
Waterford Townhomes 1531 Hallmark Circle Oakdale <i>Section 8</i>	1979	31 0 0.0%	25 - 2BR TH 6 - 3BR TH	800 950	\$894 - \$1,034 \$1,136 - \$1,198	\$1.12 - \$1.29 \$1.20 - \$1.26	Tenants pay 30% of AGI; Profile: single mothers with children; some couples.
Granada Lakes TH 3915 Granada Way N Oakdale <i>Section 8</i>	1976	68 0 1.4%	68 - 3BR TH	1,280	\$1,250	\$0.98	Private entrances; 4-level units; tenant pays electric & heat; 1 car attached garage included in rent; central A/C; W/D.
Century North Apts. 4131 Geneva Ave. Oakdale <i>Section 8</i>	1972	177 0 0.0%	70 - 1BR 107 - 2BR	682 937 - 971	\$619 \$727	\$0.91 \$0.75 - \$0.78	Tenants pay 30% of AGI; Profile: sizable number of working couples; some families with children; remodeled in 2016 with LIHTC funding.
Gentry Townhomes 1353 Gentry Ave. N Oakdale <i>Section 8</i>	1971	48 0 0.0%	48 - 3BR	1,200	\$1,130	\$0.94	Tenants pay 30% of AGI; Profile: mostly families with young children.
Market Area Totals		324	0	0.0%			
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RENTAL MARKET ANALYSIS

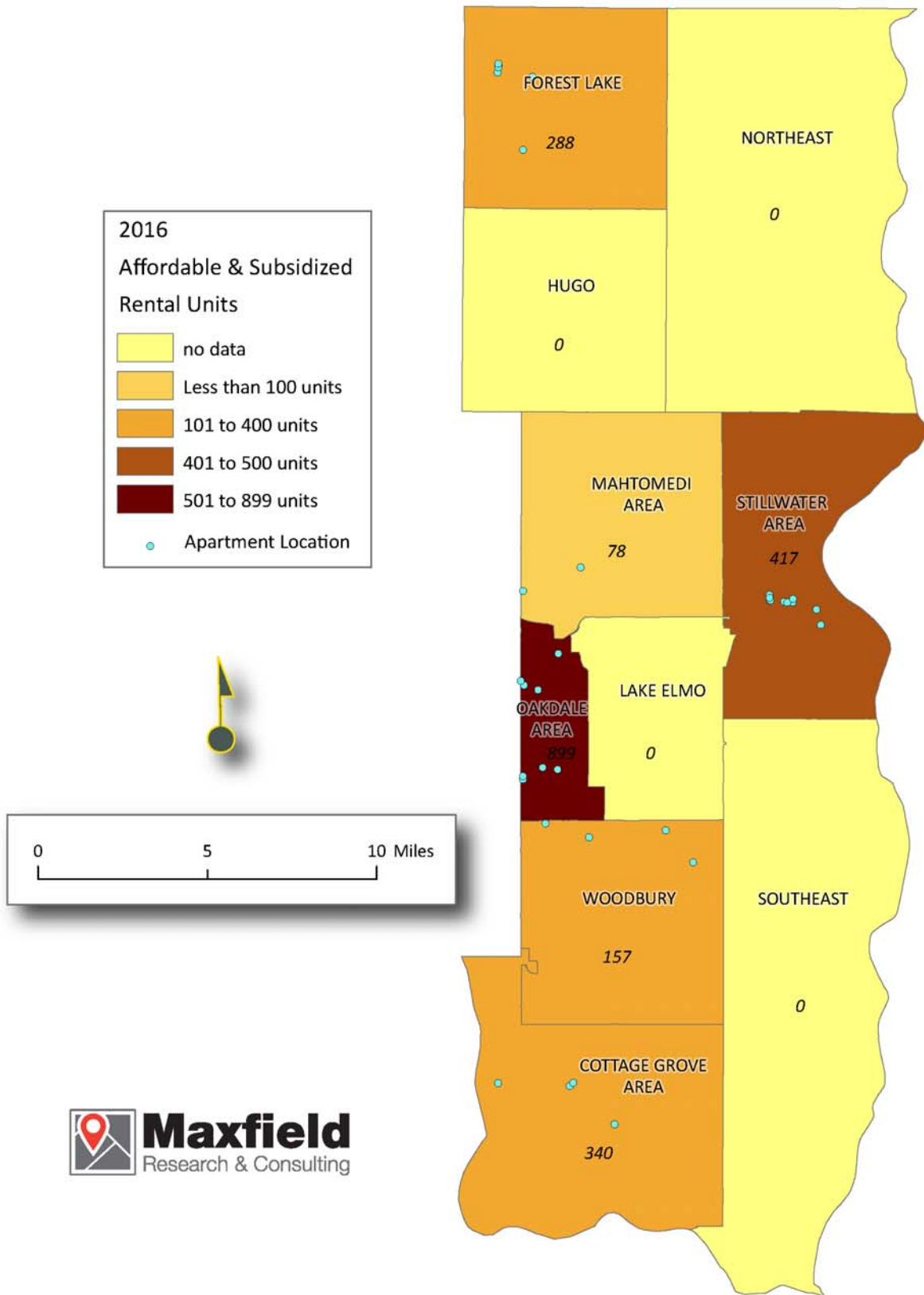
TABLE R-6 AFFORDABLE/SUBSIDIZED GENERAL OCCUPANCY RENTAL PROPERTIES WASHINGTON COUNTY January 2017 (continued)							
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Contract Rent/ Rent Range	Rent per Square Foot	Amenities/Comments
STILLWATER							
<i>Affordable</i>							
Curve Crest Villas 2225 W. Orleans St. Stillwater <i>LIHTC</i>	2003	32 n/a	1 - 1BR 7 - 2BR 24 - 3BR	728 1,074 1,245	\$900 \$1,150 \$1,200	\$1.24 \$1.07 \$0.96	Garages, storage lockers, underground parking; water, sewer, trash included in the rent. Heated UG parking for \$60/month.
Long Lake Villas Long Lake Drive Stillwater <i>LIHTC</i>	2000	21 n/a	14 - 2BR 7 - 3BR	967 1,140	\$1,150 \$1,200	\$1.19 \$1.05	Attached garage, washer and dryer in-unit, storage area, playground, and spacious floor plans.
St. Croix Village 1677 Orlean St. Stillwater <i>LIHTC</i>	1996	20 1 5.0%	19 - 3BR 1 - 4BR	1,250 1,500	\$1,200 \$1,225	\$0.96 \$0.82	No current waiting list. Tenant profile: mostly families.
Cottages of Stillwater 2210 Cottage Dr. Stillwater <i>LIHTC</i>	1991	36 0 0.0%	36 - 2BR	693 - 869	\$800 - \$950	\$1.09 - \$1.37	Restricted to households at 60% of AMI.
Orleans Homes 1401 Cottage Dr. Stillwater <i>LIHTC</i>	1986	93 1 1.1%	53 - 1BR 40 - 2BR	713 813 - 868	\$800 \$970	\$1.12 \$1.12 - \$1.19	Single-level units w/private entrance; attached garages & detached; tenants pay electricity, cable & phone; w/A/C sleeves; W/D hook-ups; 26 units are affordable to accommodate qualified residents with Sec. 8 vouchers.
Brick Pond Apartments 1635 S. Greeley St. Stillwater <i>Owned by CDA</i>	1985	40 1 2.5%	10 - Eff. 3 - 1BR 27 - 2BR	440 660 810	\$601 \$716 \$830	\$1.37 \$1.08 \$1.02	Restricted to households at 80% of AMI. This property is owned by the Washington County CDA.
Market Area Totals		242	3	1.2%			
<i>Subsidized</i>							
Charter Oaks TH's 1198 Curve Crest Blvd. Stillwater <i>Section 8</i>	1982	60 0 0.0%	3 - 1BR 35 - 2BR 20 - 3BR 2 - 4BR	840 1,080 1,260 1,700	\$750 \$932 - \$934 \$1,018 \$1,130	\$0.89 \$0.86 \$0.81 \$0.66	Tenants pay 30% of AGI; Profile: mostly families, single mothers.
Victoria Villa 1451 S. Greeley St. Stillwater <i>Section 8</i>	1979	40 0 0.0%	13 - 1BR 27 - 2BR	710 - 720 820	n/a n/a	n/a n/a	Tenants pay 30% of AGI; Profile: families.
Birchwood TH Apts. 14840 62nd St. N Stillwater <i>Section 8</i>	1974	51 0 0.0%	11 - 1BR 24 - 2BR 16 - 3BR	750 1,000 1,300	\$487 \$585 \$675	\$0.65 \$0.59 \$0.52	Tenants pay 30% of AGI; Profile: mostly single mothers with children & some families.
Raymie Johnson Estates 14830 58th St N Oak Park Heights <i>Section 8</i>	1971	24 0 0.0%	14 - 2BR TH 10 - 3BR TH	1,500 1,680	\$721 \$763	\$0.48 \$0.45	Tenants pay 30% of AGI; Profile: mostly single-parent families. This property is owned by the CDA.
Market Area Totals		175	0	0.0%			

CONTINUED

RENTAL MARKET ANALYSIS

TABLE R-6 AFFORDABLE/SUBSIDIZED GENERAL OCCUPANCY RENTAL PROPERTIES WASHINGTON COUNTY January 2017 (continued)							
Property Name/Location	Year Built	Units/ Vacant	Unit Mix	Unit Size	Contract Rent/ Rent Range	Rent per Square Foot	Amenities/Comments
WOODBURY AREA							
<i>Affordable</i>							
Sienna Ridge Townhomes 11086 Cresthaven Trail Woodbury <i>LHTC</i>	2008	41 0 0.0%	20 - 2BR 21 - 3BR	1,370 1,500 - 1,516	\$1,045 \$1,175	\$0.76 \$0.78 - \$0.78	Resident pays everything except water/sewer. Attached garage, playground, central air, patio.
Pond View Townhomes 431-G Woodduck Place Woodbury <i>LHTC</i>	2007	40 0 0.0%	19 - 2BR TH 16 - 3BR TH 5 - 4BR TH	961 - 1,055 1,191 1,479	\$1,020 - \$1,175 \$1,235 - \$1,450 \$1,400 - \$1,600	\$1.06 - \$1.22 \$1.04 - \$1.22 \$0.95 - \$1.08	Affordable at 50% and 60% of AMI. 5 units are market rate.
Lakeside Townhomes 10381 Hudson Road Woodbury <i>LHTC</i>	2001	40 0 0.0%	15 - 2BR TH 15 - 3BR TH 10 - 4BR TH	979 - 1,167 1,352 - 1,352 1,932 - 1,932	\$900 \$1,199 \$1,370 - \$1,600	\$0.77 - \$0.92 \$0.89 - \$0.89 \$0.71 - \$0.83	Tenants pay heat and electric; attached garage incl. in rent; in-unit W/D; four units will be market rate and four will be Hollman Units.
Ashwood Ponds 6725 Ashwood Rd. Woodbury <i>LHTC</i>	1996	36 3 8.3%	6 - 1BR 20 - 2BR 10 - 3BR	685 900 1,100	\$699 - \$720 \$799 - \$820 \$999 - \$1,040	\$1.02 - \$1.05 \$0.89 - \$0.91 \$0.91 - \$0.95	Three story building with tuck-under garages on one side. Laundry room on floor is the only common area. Some residents receive Section 8 vouchers.
Market Area Totals		157	3	1.9%			
Total of All Deep/Shallow		2,179	15	0.6%*			
*Vacancy Rate excludes 2 properties that did not provide vacancy rate in rental survey. **Washington County CDA also manages 56 scattered site units throughout Washington County. To be eligible for these units, residents must have incomes at or below 50% AMI and pay 30% of their adjusted monthly income toward rent and utilities.							
Source: Washington County CDA; Maxfield Research & Consulting, LLC							

Affordable and Subsidized Rental Housing Units - 2016



RENTAL MARKET ANALYSIS

**TABLE R-7
COMMON AREA FEATURES/AMENITIES
EXISTING RENTAL PROPERTIES
WASHINGTON COUNTY
JANUARY 2017**

Projects	In Unit/Common Area Amenities										Utilities and Parking							
	Air Conditioning	Dishwasher	Patio/Balcony	Walk-in Closet	Laundry	Elevator	Community Room	Fitness Center	Playground	Pool	Extra Storage Space	Heat/Gas	Electricity	Water/Sewer	Trash	Cable	Parking	Parking Fee (per month)
Market Rate Rental																		
Hinton Heights	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	L	T	L	L	T	DG	
Glen Woods	Y	Y	Y	Y	Y	N	N	N	N	N	N	T	T	L	L	T	AG	
Grove Ridge	Y	Y	Y	Y	Y	N	N	N	Y	Y	Y	L	T	T	T	T	DG	
Mark Court Apartments	Y	Y	N	N	Y	N	N	N	N	Y	N	L	T	L	L	T	DG	
Newport Ponds	Y	Y	Y	N	Y	N	N	N	Y	N	N	L	T	L	L	T	DG	
1340 8th Ave	Y	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	O	
Belz Apartments	Y	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	O	
Emer Properties	Y	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	O	
1108 5th St.	Y	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	O	
Park Place	Y	N	N	N	Y	N	N	N	N	N	N	T	T	L	L	T	O	
Arbor Ridge	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	T	T	T	T	T	UG	\$55
Mill Pond II	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	L	T	L	L	T	UG	\$45
Mill Pond Forest	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	L	T	L	L	T	UG	\$50
Maple Court	Y	Y	N	Y	Y	N	N	N	N	N	N	L	T	L	L	T	AG	\$45
Pineridge Apartments	Y	Y	Y	Y	Y	N	N	N	N	N	N	T	T	T	T	T	DG	
Pine Forest	Y	Y	N	N	Y	N	N	N	N	N	Y	L	T	L	L	T	DG	
Alpine North	Y	Y	N	Y	Y	N	N	N	N	N	Y	L	T	L	L	T	DG	\$40
Alpine South	Y	Y	N	Y	Y	N	N	N	N	N	Y	L	T	L	L	T	DG	\$40
Northshore Apts	Y	Y	Y	Y	Y	N	N	N	Y	N	Y	L	T	L	L	T	DG, O	
Village Apartments	Y	Y	N	Y	Y	N	N	N	Y	Y	Y	L	T	L	L	T	DG	
Forest Park II Apts	Y	Y	N	Y	Y	N	Y	Y	Y	N	Y	L	L	L	L	T	DG	
956 Place	Y	Y	Y	Y	Y	Y	N	N	N	N	Y	L	L	L	L	T	DG	
Forest Park I Apts	Y	Y	N	N	Y	N	Y	Y	Y	Y	Y	L	T	L	L	T	DG	
844 4th Street	Y	Y	Y	N	Y	N	N	N	N	N	Y	L	T	L	L	T	O	
Cedric's Landing West	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	T	T	T	L	T	AG, DG	
Gentry Apartments	Y	Y	Y	Y	Y	N	N	N	Y	N	Y	L	T	L	L	T	DG	
East Gate Apts	Y	Y	Y	N	Y	N	N	N	N	Y	Y	L	T	L	L	T	DG	
Ridgecrest Apts	Y	Y	Y	N	Y	N	N	N	N	N	N	L	T	L	L	T	DG	
Minnehaha Manor	Y	Y	N	N	Y	N	N	N	Y	Y	Y	L	T	L	L	T	O	

Note: Y=Available, N=Not Available; I=Included; L=Landlord; T=Tenant
CA=Central Air; W=Wall unit air; S=Some units; DG=Detached Garage; UG=Underground; AG=Attached Garage; O=Offstreet; IU=In-unit; HU=Hook-ups; C=Common

CONTINUED

RENTAL HOUSING MARKET ANALYSIS

TABLE R-7 Continued
COMMON AREA FEATURES/AMENITIES
EXISTING RENTAL PROPERTIES
WASHINGTON COUNTY
JANUARY 2017

Projects	In Unit/Common Area Amenities										Utilities and Parking							
	Air Conditioning	Dishwasher	Patio/Balcony	Walk-in Closet	Laundry	Elevator	Community Room	Fitness Center	Playground	Pool	Extra Storage Space	Heat/Gas	Electricity	Water/Sewer	Trash	Cable	Parking	Parking Fee (per month)
Market Rate Rental																		
Mallard Shores	Y	Y	N	N	Y	N	N	N	N	N	N	L	T	L	L	T	O	
Cottages of Stillwater	Y	Y	N	N	Y	N	N	N	N	N	Y	L	T	L	L	T	AG	
Orleans Homes	Y	Y	N	Y	IU	N	N	N	N	N	N	L	T	L	L	T	DG	
Oak Park Heights Apts	Y	Y	N	N	Y	N	N	N	N	Y	Y	L	T	L	L	T		
605 Stillwater Rd	Y	Y	N	N	Y	N	N	N	N	N	N	L	T	L	L	T	O	
Colonial Apartments	Y	Y	N	N	Y	N	N	N	N	N	N	L	T	L	L	T	O	
Summit Park Apts	Y	Y	N	N	Y	N	N	N	N	N	N	T	T	T	L	T	O	
St. Croix Crossings Apts	Y	Y	N	N	Y	N	N	N	N	N	N	L	T	L	L	T	O	
StoneBridge Apartments	Y	Y	Y	N	Y	N	N	N	Y	N	Y	L	T	L	L	T		
Lily Lake Terrace Apts	Y	N	Y	N	Y	N	N	Y	N	Y	N	T	T	L	L	T	O	
Curve Crest Villas	Y	Y	Y	N	Y	Y	Y	N	N	N	Y	T	T	L	L	T	UG	\$35
Uptown at City Walk	Y	Y	Y	Y	IU	Y	Y	Y	N	Y	Y	L	T	L	L	T	Ramp	\$50
Parkwood Estates	Y	Y	Y	Y	Y	N	N	N	N	N	N	T	T	L	L	T	AG	
Flats at City Walk	Y	Y	Y	Y	IU	Y	Y	Y	N	Y	Y	L	T	L	L	T	Ramp	\$50
Westview Estates	Y	Y	Y	Y	Y	N	N	N	N	N	N	T	T	T	L	T	AG	
Grand Reserve	Y	Y	Y	Y	IU	N	Y	Y	Y	Y	N	L	T	L	L	T	AG	
Crown Villa	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	T	T	L	L	T	UG	
Regency Hill	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	T	T	T	T	T	UG	
Barrington Apartments	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	T	T	T	T	L	UG	
Woodbury Park @City Centre	Y	Y	Y	Y	IU	N	Y	Y	Y	Y	N	L	T	L	L	T	AG	
Carver Lake Townhomes	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	L	T	L	L	T	AG	
Courtly Park Townhomes	Y	Y	Y	Y	IU	N	Y	N	Y	N	N	T	T	L	L	T	AG	
Valley Creek Apts	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	L	T	L	L	T	UG	
Woodlane Place	Y	Y	Y	Y	Y	N	Y	N	Y	Y	N	T	T	T	T	T	AG	
Seasons Villas	Y	Y	Y	Y	Y	N	Y	N	Y	N	N	T	T	T	T	T	AG	
Woodland Pointe	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	L	T	L	L	T	DG	
Woodmere Apts	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	L	T	L	L	T	DG	

CONTINUED

RENTAL HOUSING MARKET ANALYSIS

TABLE R-7 Continued
COMMON AREA FEATURES/AMENITIES
EXISTING RENTAL DEVELOPMENT SURVEY RESPONSES
WASHINGTON COUNTY
JANUARY 2017

Projects	In Unit/Common Area Amenities										Utilities and Parking							
	Air Conditioning	Dishwasher	Patio/Balcony	Walk-in Closet	Laundry	Elevator	Community Room	Fitness Center	Playground	Pool	Extra Storage Space	Heat/Gas	Electricity	Water/Sewer	Trash	Cable	Parking	Parking Fee (per month)
Affordable/ Subsidized																		
Woodland Park	Y	Y	Y	N	IU	Y	Y	Y	N	N	Y	L	T	L	L	T	UG, AG	
The Groves	Y	Y	Y	N	Y	Y	Y	Y	Y	N	Y	T	T	L	L	T	AG	
Park Place I and II	Y	Y	N	N	Y	Y	Y	N	N	N	N	T	T	L	L	T	O	
Woodmount Townhomes	Y	Y	Y	Y	Y	N	N	N	Y	N	N	L	T	L	L	T	DG	
Autumn Hills Apartments	Y	Y	Y	Y	Y	N	N	N	Y	N	N	L	T	L	L	T	O	
Forest Ridge Townhomes	Y	Y	Y	Y	Y	N	N	N	N	N	Y	T	T	L	T	T	AG	
Seven Pines Apts	Y	Y	Y	N	Y	N	Y	Y	Y	N	Y	L	L	L	L	T	O	
Forest Oak Apts	Y	Y	N	N	Y	N	N	N	Y	N	N	L	L	L	L	T	AG	
Westridge Townhomes	Y	Y	N	N	Y	N	N	N	N	N	N	T	T	T	T	T	na	
Westview Apartments	Y	Y	N	N	Y	N	N	N	N	N	N	L	L	L	L	T		
Woodland TH-Mahtomedi	Y	Y	Y	Y	Y	N	N	N	N	N	N	T	L	L	L	T	AG	
Lincoln Place Apts	Y	Y	N	N	Y	N	Y	N	Y	N	N	L	L	L	L	T		
Geneva Village Apts	Y	Y	N	N	Y	N	N	N	N	N	Y	L	T	L	T	T	DG	\$50
Oakdale Village Apts	Y	Y	N	N	Y	N	N	N	Y	N	Y	L	T	L	L	T	DG, O	\$50
Briar Pond	Y	Y	Y	N	Y	N	Y	Y	N	N	Y	L	T	L	L	T	UG,DG	
Waterford Townhomes	Y	Y	N	N	Y	N	N	N	Y	N	N	L	T	L	L	T	DG	
Granada Lakes TH	Y	Y	N	N	Y	N	N	N	N	N	Y	L	T	L	L	T	AG	
Century North Apts	Y	Y	Y	N	Y	N	N	N	Y	N	N	L	T	L	L	T	O	
Gentry TH	Y	Y	Y	Y	Y	N	N	Y	Y	N	Y	L	T	L	L	T	DG	\$45
Brick Pond Apartments	Y	Y	Y	Y	Y	Y	N	N	N	N	N	L	T	L	L	T	UG	
Arbors at Red Oak	Y	Y	N	N	Y	N	Y	N	Y	N	N	T	T	L	L	T	UG	
Cottages of Stillwater	Y	Y	N	N	Y	N	N	N	N	N	Y	L	T	L	L	T	AG	
Curve Crest Villas	Y	Y	Y	N	Y	Y	Y	N	N	N	Y	T	T	L	L	T	UG	\$35
Long Lake Villas	Y	Y	N	N	IU	N	N	N	Y	N	Y	T	T	L	L	T	O	
St. Croix Village	Y	Y	Y	N	Y	N	N	N	Y	N	N	T	T	L	L	T	AG	
Orleans Homes	Y	Y	N	Y	IU	N	N	N	N	N	N	L	T	L	L	T	DG	
Charter Oaks TH	Y	Y	N	N	Y	N	N	N	Y	N	N	T	T	L	L	T	O	
Victoria Villa	Y	Y	N	N	Y	N	Y	N	Y	N	N	L	T	L	L	T	O	
Birchwood Apts	Y	Y	N	Y	Y	N	N	N	Y	N	Y	L	T	L	L	T	DG	
Raymie Johnson Estates	Y	Y	N	N	Y	N	N	N	N	N	N	T	T	T	T	T	DG	
Lakeside TH	Y	Y	Y	Y	Y	N	N	N	N	N	Y	T	T	L	L	T	AG	
Pondview TH	Y	Y	Y	Y	Y	N	N	N	N	N	Y	T	T	L	L	T	AG	
Sienna Ridge TH	Y	Y	Y	N	Y	N	N	N	Y	N	N	T	T	L	L	T	AG	
Ashwood Ponds	Y	Y	N	Y	Y	N	N	N	N	N	Y	L	T	L	L	T	AG, DG	

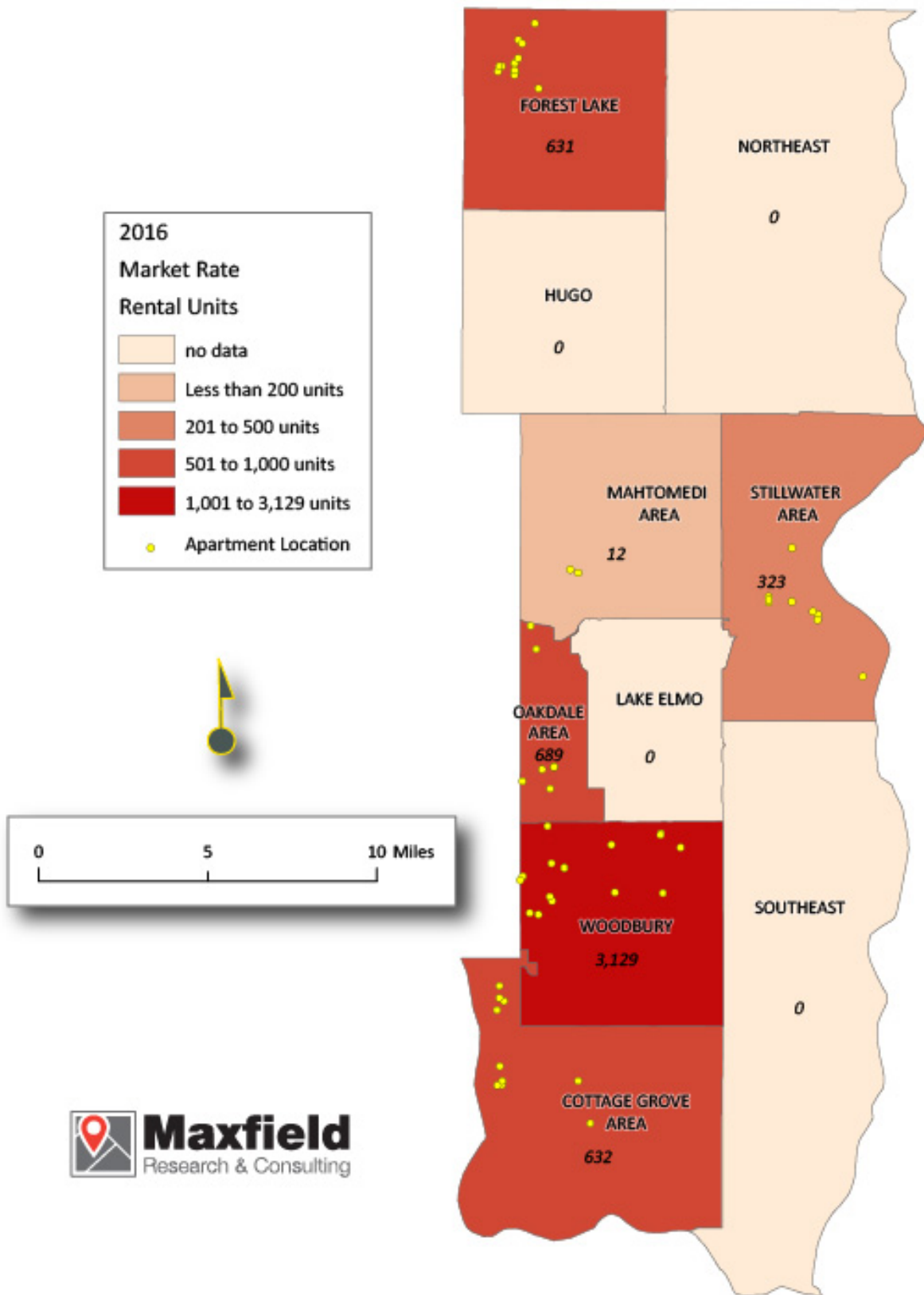
Note: Y=Available, N=Not Available; I=Included; L=Landlord; T=Tenant

CA=Central Air; W=Wall unit air; S=Some units; DG=Detached Garage; UG=Underground; AG=Attached Garage; O=Offstreet; IU=In-unit; HU=Hook-ups; C=Common

*Note: Some properties on Table R-5 and Table R-6 were unable to verify amenities on the phone. Maxfield Research has updated most of the remaining properties from information listed on their website. Some information was not available online.

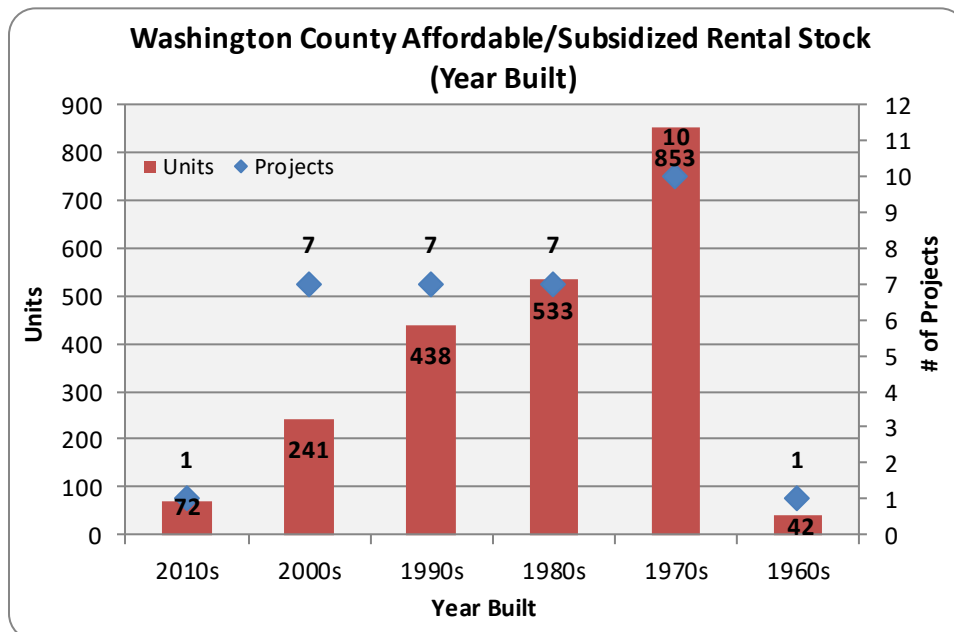
Source: Maxfield Research & Consulting, LLC

Market Rate Rental Housing Units - 2016



Affordable/Subsidized

- A total of 34 income-restricted rental properties (affordable/subsidized) were identified in Washington County with 2,179 units. Of the properties that provided information for the survey, a total of 15 units was vacant for a vacancy rate of 0.6%.
- Typically, affordable and subsidized rental properties are able to maintain vacancy rates of 3% or less in most housing markets due to high demand and limited supply. The low vacancy rates in Washington County indicate pent-up demand for affordable and subsidized units and also indicate the current economic climate in the area.
- An estimated 39% of the affordable/subsidized inventory was constructed in the 1970s. Twenty percent of the inventory was built in the 1990s and 24.5% in the 1980s. Since 2000, there have been eight new rental properties built in Washington County with 313 units (14% of the affordable/subsidized inventory identified).
- Since the 2013 update, Forest Oak Apartments added 36 units to their property for a total of 72 units. The newest developments remain: *Forest Oak Apartments (2012)*, *Sienna Ridge (2008)*, *Arbors at Red Oak (2008)* and *Pondview Townhomes (2007)*. Combined, they account for 146 units. Demand for affordable housing remains evident by the consistently low vacancy rate. In 2007, all affordable/subsidized units had a 6.4% vacancy rate compared to 0.6% in 2013 and 0.6% in 2017.



RENTAL HOUSING MARKET ANALYSIS

- There are 22 affordable rental properties in Washington County that consist of 1,524 units. As of January 2017, there were 15 vacancies (0.6% vacancy rate). All of the affordable rental properties have income restrictions which range between 50% to 80% of Area Median Income (AMI). Affordable rental developments are typically financed through the Low Income Housing Tax Credit (LIHTC) program, sometimes referred to as the Section 42 program after the section of the IRS Code governing the LIHTC program. The maximum income limit for residency at LIHTC properties established by HUD and based on 60% of Washington County median incomes by household size. Current income limits are summarized in Table R-8.
- The 13 subsidized rental properties comprise 655 units with no vacancies (0.0% vacancy rate). The properties are a mix of Project-Based Section 8 and Section 236 developments. Residents of subsidized units pay a rent equal to 30% of their adjusted gross income (AGI) and must meet a household income restriction of 50% or less of the AMI.
- Table R-8 shows the maximum allowable incomes by household size to qualify for affordable and subsidized housing and maximum gross rents that can be charged by bedroom size in Washington County. Table R-8 also shows the Fair Market Rent for Washington County. Fair Market Rents, established by HUD annually, are housing market-wide estimates of rents that provide opportunities to rent standard quality housing throughout the geographic area (i.e. Minneapolis-St. Paul Statistical Area) in which rental housing units are in competition. The level at which Fair Market Rents are set is expressed as a percentage point within the rent distribution of standard quality rental housing units in the area. These figures are used as a basis for determining the payment standards. Payment Standards are established annually by administering agencies of the Housing Choice Voucher Program to reflect a modest average rent in their jurisdiction. The Payment Standard is used in the formula to determine the maximum housing assistance payment.

Subsidized Housing Assistance Program

In addition to project-based housing assistance, which are subsidies that remain with units at a specific property, “tenant-based” subsidies such as Housing Choice Vouchers, can help low income households find housing in the private market. The tenant-based subsidy is funded by the Department of Housing and Urban Development (HUD) and is managed by the Washington County CDA. Under the Housing Choice Voucher program, qualified households are issued a voucher that the household can take to an apartment that has rent levels within the Payment Standards set by the administering agency. The household then pays approximately 30% of their adjusted gross income for rent and utilities and the Federal government pays the remainder of the rent to the landlord. The maximum income limit to be eligible for a Housing Choice Voucher is 50% of AMI based on household size, as shown in Table R-8. Of the market-rate general occupancy survey respondents, only 11 of the 59 properties indicated that they accept Housing Choice Vouchers, representing 19% of the market rate properties.

RENTAL HOUSING MARKET ANALYSIS

	Income Limits by Household Size							
	1 phh	2 phh	3 phh	4 phh	5 phh	6 phh	7 phh	8 phh
30% of median	\$18,030	\$20,610	\$23,190	\$25,740	\$27,810	\$29,880	\$31,920	\$33,990
50% of median	\$30,050	\$34,350	\$38,650	\$42,900	\$46,350	\$49,800	\$53,200	\$56,650
60% of median	\$36,060	\$41,220	\$46,380	\$51,480	\$55,620	\$59,760	\$63,840	\$67,980
80% of median	\$48,080	\$54,960	\$61,840	\$68,640	\$74,160	\$79,680	\$85,120	\$90,640
100% of median	\$60,100	\$68,700	\$77,300	\$85,800	\$92,700	\$99,600	\$106,400	\$113,300
120% of median	\$72,120	\$82,440	\$92,760	\$102,960	\$111,240	\$119,520	\$127,680	\$135,960
	Maximum Gross Rent							
	EFF	1BR	2BR	3BR	4BR			
30% of median	\$450	\$483	\$579	\$669	\$747			
50% of median	\$751	\$805	\$966	\$1,115	\$1,245			
60% of median	\$901	\$966	\$1,159	\$1,338	\$1,494			
80% of median	\$1,202	\$1,374	\$1,546	\$1,716	\$1,854			
100% of median	\$1,502	\$1,717	\$1,932	\$2,145	\$2,317			
120% of median	\$1,803	\$2,061	\$2,319	\$2,574	\$2,781			
	Fair Market Rent/Payment Standards							
	EFF	1BR	2BR	3BR	4BR			
FMR/Payment Standard	\$699	\$862	\$1,086	\$1,538	\$1,799			

Sources: MHFA, HUD, Maxfield Research & Consulting, LLC

Housing Choice Vouchers

Currently, the CDA administers 469 Housing Choice Vouchers. The county has 90 vouchers allocated to it. Therefore, the remaining vouchers are ported into the county. Portability clients are households who hold a Housing Choice Voucher issued from another jurisdiction but have chosen to live in Washington County. The current wait list for the Housing Choice Voucher program is 50 households. These households have been on the wait list since 2004, but the typical turnover per year for Vouchers is two to three households per year. Administering agencies have been experiencing greater difficulties with being able to fully serve all of the Vouchers that they are allocated due to federal budget cuts. This year again, there is uncertainty surrounding the federal budget and amounts that will be allocated to the Housing Choice Voucher program. With recent cuts, fewer households have been able to be served overall in the Housing Choice Voucher program.

Unit Months Leased

The Unit Months Leased (UML) leased refers to the number of CDA owned vouchers under lease. Currently, the Washington County CDA owns 90 vouchers. The 90 vouchers multiplied by 12 months equals the maximum amount of unit months that the CDA can have in a year

RENTAL HOUSING MARKET ANALYSIS

(1,080). In order to be a high performer under the Section 8 Management Assessment program (SEMAP), the CDA must use 98% of the available annual UMLs or 98% of its annual budget authority. Table R-9 shows the CDA's performance under the UML program for 2016.

MONTH	UNIT MOS LEASED	UNIT MOS LEASED TO DATE	98% MINIMUM LEASED	POTENTIAL TOTAL UNIT MOS LEASED TO DATE
JANUARY	90	90	88	90
FEBRUARY	89	179	176	180
MARCH	89	268	264	270
APRIL	90	258	352	360
MAY	90	448	440	450
JUNE	89	537	528	540
JULY	90	627	616	630
AUGUST	90	717	704	720
SEPTEMBER	90	807	792	810
OCTOBER	89	896	880	900
NOVEMBER	88	984	968	990
DECEMBER	90	1,073	1,056	1,080

Source: Washington County CDA

Senior Housing Defined

The term “senior housing” refers to any housing development that is restricted to people age 55 or age 62 years or older. Today, senior housing includes an entire spectrum of housing alternatives, which occasionally overlap, thus making the differences somewhat ambiguous. However, the level of support services offered best distinguishes them. Maxfield Research classifies senior housing projects into five categories based on the level of support services offered:

Adult/Few Services; where few, if any, support services are provided, and rents tend to be modest as a result;

Congregate/Optional-Services; where support services such as meals and light housekeeping are available for an additional fee;

Congregate/Service-Intensive; where support services such as meals and light housekeeping are included in the monthly rents;

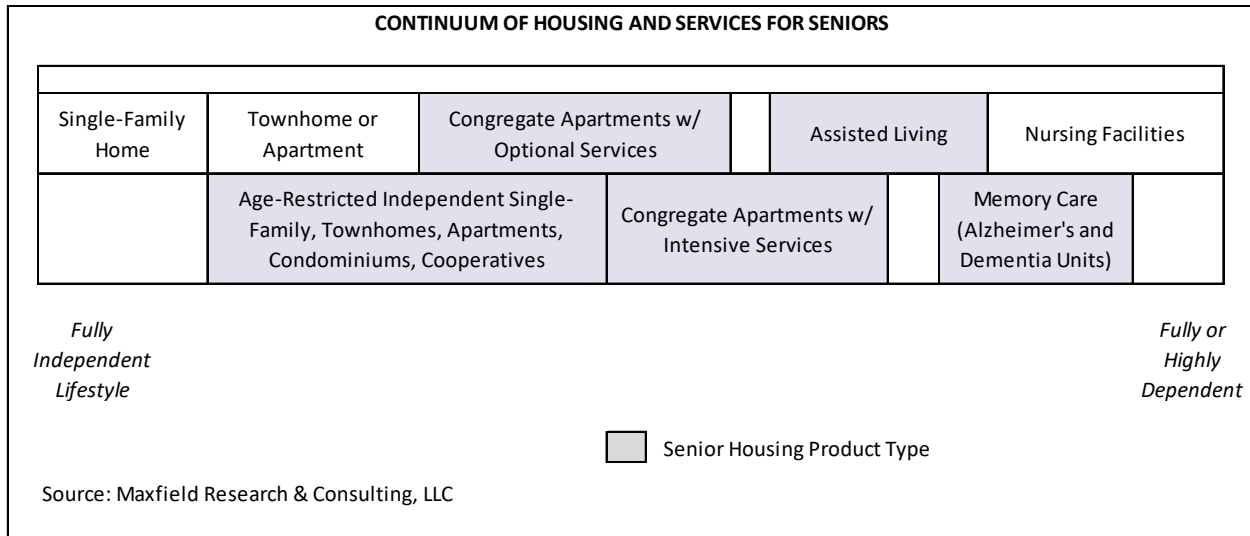
Assisted Living; where two or three daily meals as well as basic support services such as transportation, housekeeping and/or linen changes are included in the fees. Personal care services such as assistance with bathing, grooming and dressing is included in the fees or is available either for an additional fee or included in the rents.

Memory Care; where more rigorous and service-intensive personal care is required for people with dementia and Alzheimer’s disease. Typically, support services and meal plans are similar to those found at assisted living facilities, but heightened levels of personalized care demand increased staffing and higher monthly fees. Some facilities offer an all-inclusive monthly fee where all services are provided regardless of the care needed by the resident.

These five senior housing products tend to share several characteristics. First, they usually offer individual living apartments with living areas, bathrooms, and kitchens or kitchenettes. Second, they generally have an emergency response system with pull-cords or pendants to promote security. Third, they often have a community room and other common space to encourage socialization. Finally, they are age-restricted and offer conveniences desired by seniors, although assisted living and memory care developments sometimes serve non-elderly people with special health considerations.

The five senior housing products offered today form a continuum of care (see Figure 1 on the following page), from a low level to a fairly intensive one; often the service offerings at one type overlap with those at another. In general, however, adult/few services projects tend to attract younger, more independent seniors, while assisted living and memory care projects tend to attract older, frailer seniors.

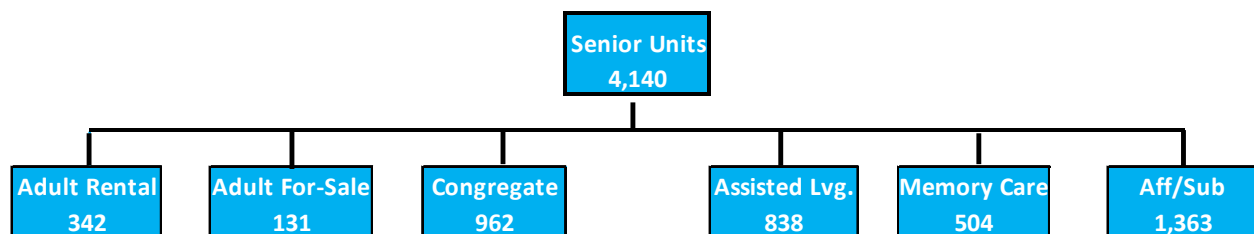
SENIOR HOUSING ANALYSIS



Senior Housing in Washington County

As of January, 2017, Maxfield Research identified 56 senior housing developments (16 of the developments have more than one service level and five properties are mixed-income) in Washington County. Combined, these developments contain 4,140 units. Thirty-two properties provide all or a portion of their units as market rate; 25 properties provide affordable or subsidized units. Affordable developments are those where rent levels are restricted to age-qualified households with incomes from 50% to 80% of the Area Median Household income adjusted for family size. Subsidized developments are those where the rent levels are restricted to age-qualified households with incomes at or less than 50% of the Area Median Household income.

Table S-1 provides information on market rate developments and Table S-4 identifies affordable and subsidized developments. Information in the table includes year built, number of units, unit mix, number of vacant units, rents, and general comments about each development. Tables S-2 and S-3 identify amenities and services at each of the market rate senior developments. The following are key points from our survey of the senior housing supply.



Adult Rental

- There are eight existing adult/few services rental developments in Washington County. These properties have a combined 342 units. Five out of the seven included in the vacancy calculation had 15 vacant units, resulting in a vacancy factor of 5.0%. Redwoods Apartments was excluded as it is under construction and will not open until Fall 2017. According to conversations with on-site marketing staff, units are being reserved even now. Generally, a healthy senior housing market will have a vacancy rate of around 5.0% in order to allow for sufficient consumer choice and turnover. Thus, the market for active adult housing is currently at equilibrium.
- Redwoods Apartments at St. Therese is the newest adult rental development in Washington County. It is currently under construction and is planning to open Fall 2017 with a total of 64 units. There is an entry deposit being charged which ranges from \$53,150 to \$92,850. The monthly rent ranges from \$2,390 to \$2,400 for a one-bedroom, \$3,199 to \$3,298 for a two-bedroom unit and \$4,142 to \$4,178 for two-bedroom plus sunroom deluxe units. Unit sizes range from 1,062 square feet for a one-bedroom to 1,857 square feet for a two-bedroom, plus sunroom deluxe unit.
- Villas of Oak Park (2013) is the second newest adult rental development with 62 units and currently has two openings. Rents range from \$1,798 for a one-bedroom plus den to \$2,812 for a two-bedroom plus den unit. Unit sizes range from 909 square feet for a one-bedroom plus den unit, 1,236 to 1,588 square feet for a two-bedroom and 1,468 square feet for a two-bedroom plus den unit.
- Rents among the adult/few services properties range from \$1,120 to \$2,400 for a one-bedroom unit, \$1,250 to \$3,298 for a two-bedroom unit, and \$1,050 to \$4,178 for a two-bedroom plus den/three-bedroom unit.

Adult Ownership

- There are only two adult ownership properties in Washington County. Cardinal Pointe in Oakdale was built in 2007 and Applewood Pointe of Woodbury was built in 2005.
- Applewood Pointe of Woodbury, once part of the Applewood Pointe: Senior Cooperative Management, is now managed by Realife Management. At this time, Applewood Pointe has four units available for sale and plans to resell these quickly. Share prices range from \$39,900 to \$74,900 for a one-bedroom/den unit, \$65,600 to \$139,900 for a two-bedroom unit and \$154,900 to \$175,900 for a two-bedroom/den unit. Recent sales at Cardinal Pointe in Oakdale have ranged from \$148,250 for a one-bedroom/den unit to \$239,973 for a two-bedroom/den unit.

SENIOR HOUSING ANALYSIS

- Cooperative products involve purchasing a unit (or a share) and then paying monthly fees which include all utilities (unit and common areas), building maintenance and a portion of the blanket mortgage on the property.

Congregate Optional Services

- There are 12 congregate optional-services developments in Washington County. Combined, these facilities have 789 units and as of February 2017, had 11 vacancies. A vacancy rate of 1.4% indicates pent up demand exists for additional congregate rental units.
- Five developments have been built since 2014 with congregate level services. Combined, these facilities offer 208 new congregate units in the market. The Waters of Oakdale (61 units) and Red Rock Senior Living (38 units) have congregate/assisted living units that can be utilized by either congregate or assisted living residents. Therefore, the total number of units designated to each service level is ever-changing based on the needs of the residents at these locations.
- Rent among the congregate optional services properties ranges from \$1,210 to \$3,845 for a one-bedroom unit and from \$1,704 to \$2,100 for a one-bedroom plus den unit. Two bedrooms range from \$1,820 to \$4,305 and two-bedroom plus den units range from \$2,221 to \$4,565 per month.
- Services typically include local scheduled transportation to shopping, outings and doctors' appointments, coordinated activities, one meal daily, monthly housekeeping and 24-hour on-site staff. Meal plans and housekeeping options are optional at a couple of the facilities.

Congregate Service Intensive

- There are two congregate service intensive developments in Washington County that have a combined total of 173 units. The Lodge at White Bear Lake has six vacancies and Croixdale- The Terrace has no vacancies at this time. Together, the two properties had a combined vacancy rate of 3.5%.
- Rent ranges from \$1,405 to \$2,629 for one-bedroom units and from \$1,925 to \$4,125 for two-bedroom units. The Lodge at White Bear Lake also offers some efficiency units for \$1,595 to \$2,629 a month. Croixdale-Terrace does not have efficiency units, but offers a three-bedroom option instead for \$2,350 to \$2,475 per month.
- Services include shuttle to local areas, activities coordinated by staff, two to three meals daily, weekly/monthly housekeeping, and 24-hour on-site staff.

Assisted Living

- Washington County has a total of 19 assisted living facilities with 838 units and an overall vacancy rate of 6.4%. Vacancies increased significantly from 2012.
- Five new properties have been added since 2012, adding 185 assisted living units to the county. The Waters of Oakdale (61 units) and Red Rock Senior Living (38 units) have congregate/assisted living units that can be utilized by both congregate and assisted living residents. Therefore, the number of units at these properties designated to congregate or assisted living can be ever-changing based on the needs of the residents.
- Rents among all the assisted living properties range from \$1,300 to \$3,550 for efficiency units, \$1,475 to \$3,845 for one-bedroom units and \$2,225 to \$4,305 for two-bedroom units. Unit sizes range from 337 to 735 square feet for efficiency units, 442 to 850 square feet for one-bedroom units and 746 to 1,048 square feet for two-bedroom units.
- All of the assisted living developments include scheduled activities, weekly housekeeping, laundry, 24-hour on-site staff and at least one meal daily, but many offer two to three meals per day. Base monthly fees vary from property to property, depending on the amount of personal care, if any, that is included in the base monthly fee. Many facilities charge extra for personal care either in packages or a-la-carte. A health needs assessment is completed for the resident at move-in and a personal care program is usually recommended.

Memory Care

- There are 19 memory care facilities with 504 units located in Washington County. The number of memory care units in Washington County has doubled since 2007. Over the past four years, five new developments have opened with 124 new units.
- The memory care vacancy rate is 10.3% as of February 2017. This is a significant increase from 3.2% in 2013. Prelude Memory Care Cottages and Red Rock Senior Living currently account for 21 of the 52 total vacancies (40%). Excluding these two properties, the vacancy rate is 7.1%, which is nearly equal to the market equilibrium rate of 7%.
- Excluding the memory care properties with all-inclusive rates, rents among the remaining memory care facilities range from \$2,430 to \$6,000 for efficiency units, \$3,300 to \$4,475 for one-bedroom units and \$3,985 to \$4,845 for the few two-bedroom units. Rent ranges can have greater variances depending on the care needs of the resident.

SENIOR HOUSING ANALYSIS

TABLE S-1 UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON MARKET RATE SENIOR HOUSING DEVELOPMENTS WASHINGTON COUNTY January 2017						
Project Name/Location	Occp. Date	No. of Units/ Vacant	Unit Mix/Sizes/Pricing			Resident Profile
			No./Type	Size (Sq. Ft.)	Sale Price/ Monthly Rent/Fee	
ADULT RENTAL						
Redwoods Apartments @ St. Therese**	2017	64	18 - 1BR	1,062 - 1,068	\$2,390 - \$2,400	55+
7555 Bailey Road	UC	n/a	34 - 2BR	1,422 - 1,466	\$3,199 - \$3,298	
Woodbury		n/a	12 - 2BR Del.	1,841 - 1,857	\$4,142 - \$4,178	
Villas of Oak Park	2013	62	14 - 1BR+Den	909	\$1,798 - \$1,798	55+
13945 Upper 58th St.		2	42 - 2BR	1,236 - 1,588	\$2,412 - \$2,412	Avg. Age-79
Oak Park Heights		3.2%	6 - 2BR/D	1,468	\$2,812 - \$2,812	
St. Andrew's Terrace	2000	56	7 - 1BR	758	\$1,475	62+
240 East Ave.		1	28 - 1BR+D	875 - 957	\$1,840 - \$2,050	Avg Age = 85
Mahtomedi		2%	21 - 2BR	1,048 - 1,500	\$2,180 - \$2,700	
Echo Ridge	1998	80	48 - 1BR	731 - 889	\$1,120 - \$1,310	55+
1033 Gerschwin Avenue		4	32 - 2BR	1,010 - 1,228	\$1,430 - \$1,670	Avg Age = 80
Oakdale		5.0%				
Eastwood Village (TH)	1997	20	12 - 2BR	1,250	\$1,250	55+
Upper 35th Street		0	8 - 3BR	1,250	\$1,050	Avg Age = 70
Oakdale		0%				
Briarcliff Manor	1996	13	13 - 3BR	1,100	\$1,330 - \$1,390	55+
115 East Avenue		2				
Mahtomedi		15.4%				
Cottages of Cottage Grove	1993	4	2 - 2BR	960	\$1,095	55+
8240 East Douglas Road		0	2 - 3BR	1,000	\$1,300	
Cottage Grove		0%				
Oak Ridge Place^	1987	43	46 - 1BR	637	\$1,538	55+
6060 Oxboro Ave. N		6	10 - 1BR+D	702 - 770	\$1,640	Avg Age = 85
Oak Park Heights		14.0%	29 - 2BR	866 - 889	\$1,765	
Adult Rental Total	342	#VALUE!	4.4%*			
^ Units not designated as AL or IL - resident designates service level upon occupancy						
** Redwoods Apartments at St. Therese also requires an entry fee deposit ranging from \$53,100 for 1BR to \$92,050 for 2BR Deluxe.						
* Does not include properties that did not participate, underconstruction, or are in initial lease-up phase.						
Adult Ownership						
Cardinal Pointe of Oakdale	2007	55	1 - 1BR	803	n/a	55+
1201 Hadley Ave.		0	5 - 1BR+D	1,023	\$148,250	Prices shown are
Oakdale		0.0%	37 - 2BR	1,080 - 1,369	\$183,982	most recent sales.
			12 - 2BR+D	1,583 - 1,941	\$239,973	
Applewood Pointe of Woodbury	2005	76	6 - 1BR/D	1,059	\$39,900 - \$74,900	55+
Lake Rd and I-494		0	59 - 2BR	1,171 - 1,431	\$65,600 - \$139,900	8 units currently
Woodbury		0.0%	11 - 2BR/D	1,436 - 1,641	\$154,900 - \$175,900	for-sale
Adult Ownership Total	131	0	0.0%			

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SENIOR HOUSING ANALYSIS

TABLE S-1 UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON MARKET RATE SENIOR HOUSING DEVELOPMENTS WASHINGTON COUNTY January 2017						
Project Name/Location	Occp. Date	No. of Units/ Vacant	Unit Mix/Sizes/Pricing			Resident Profile
			No./Type	Size (Sq. Ft.)	Sale Price/ Monthly Rent/Fee	
Congregate/Optional Services						
St. Therese of Woodbury	2016	102	22 - 1BR	780 - 836	\$2,195 - \$2,395	Average Age - 80
7555 Bailey Road		0	26 - 1BR+Den	920 - 1,101	\$2,695 - \$2,895	UG Parking Incl.
Woodbury		0.0%	54 - 2BR	1,133 - 1,791	\$3,195 - \$3,695	Waiting List
Keystone Place at LaValle Fields	2016	29	9 - 1BR	833 - 833	\$2,595	55+
14602 Finale Avenue North		0	20 - 2BR	1,189 - 1,340	\$2,895 - \$3,195	Average age=82
Hugo		0.0%				\$100/mo. UG
Cherrywood Pointe	2015	35	1 - EFF	464	\$1,300	55+
1231 W Broadway Ave, #1		0	8 - 1BR	595 - 736	\$1,475 - \$1,725	
Forest Lake		0.0%	11 - 1BR + D	803	\$2,100	
			15 - 2BR	960 - 1,048	\$2,225 - \$2,575	
Red Rock Senior Living[^]	2015	18	11 - EFF	400 - 488	\$3,040 - \$3,225	55+
2195 Century Ave S		0	18 - 1BR	600 - 678	\$3,480 - \$3,845	
Woodbury		0.0%	9 - 2BR	835 - 1,045	\$4,050 - \$4,305	
The Waters of Oakdale[^]	2014	24	10 - Studio	412 - 455	\$2,050 - \$2,080	55+
7088 11th St. N.		1	35 - 1BR	531 - 704	\$2,440 - \$2,690	
Oakdale		4.2%	8 - 1BR+D	775 - 861	\$3,450 - \$3,750	
			8 - 2BR	987	\$3,950	
Oak Park Senior Living	2011	30	12 - 1BR	722 - 722	\$1,798 - \$1,798	55+
13936 Lower 59th St. N		0	8 - 1BR+D	880 - 880	\$1,798 - \$1,798	
Oak Park Heights		0%	8 - 2BR	1,048 - 1,112	\$2,412 - \$2,412	
			2 - 2BR+D	1,415 - 1,415	\$2,812 - \$2,812	
Norris Square Terrace	2010	86	32 - 1BR	712 - 813	\$1,399 - \$1,569	55+
8200 Hadley Ave S		2	18 - 1BR+D	985 - 989	\$1,704	
Cottage Grove		2%	36 - 2BR	1,144 - 1,512	\$1,994 - \$2,906	
Brownstone at	2004	78	11 - 1BR	974	\$1,630	55+
Boutwell's Landing		4	67 - 2BR	1,266 - 1,520	\$2,140 - \$2,540	
5600 Norwich Pkwy		5%				
Oak Park Hts						
The Village Homes of	2004	137	18 - 1BR	1,158	\$1,640	55+
Boutwell's Landing		0	92 - 2BR	1,469 - 1,682	\$2,215 - \$2,530	
5470-5784 Norwich Pkwy		0%	14 - 2BR+D	1,753 - 2,475	\$2,850 - \$4,565	
Oak Park Hts			13 - 3BR	2,161 - 4,703	\$2,690 - \$5,600	
The Terrace at	2002	101	79 - 1BR	734 - 929	\$1,620 - \$2,045	55+
Boutwell's Landing		3	22 - 2BR	1,032 - 2,081	\$2,250 - \$4,535	
5600 Norwich Pkwy		3%				
Oak Park Hts						
Stonecrest	2000	87	22 - 1BR	660 - 823	\$1,210 - \$1,310	60+
8723 Promenade Lane		1	20 - 1BR+D	870 - 1,035	\$1,655 - \$2,110	Avg Age = 83
Woodbury		1.1%	35 - 2BR	948 - 1,253	\$1,820 - \$2,390	
The Ponds at Oak Meadows	1998	62	30 - 1BR	617 - 721	\$1,284 - \$1,362	62+. Ave Age = 85
8133 4th Street North		0	16 - 1BR/D	884	\$1,663	Short waiting list.
Oakdale		0%	12 - 2BR	957	\$1,855	Garage Fee: \$50.
			4 - 2BR'D	1,189	\$2,221	Tenant pays electric
Cong./ Opt. Svs. Total Units	789	11	1.4%*			
* Does not include properties that did not participate, underconstruction, or are in initial lease-up phase.						
^ Units not designated as AL or IL - resident designates service level upon occupancy						
Congregate/ Service Intensive						
The Lodge at White Bear Lake	2001	117	35 - studio	335 - 542	\$1,595 - \$2,629	
3666 E County Line North		6	68 - 1BR	542 - 894	\$2,195 - \$3,350	
White Bear Lake		5.2%	14 - 2BR	877 - 1,056	\$2,995 - \$4,125	
Croixdale - The Terrace	2005	56	30 - 1BR	692 - 762	\$1,405 - \$1,440	55+
750 Highway 95		0	22 - 2BR	1,000 - 1,222	\$1,925 - \$2,330	
Bayport		0.0%	4 - 3BR	1,235 - 1,300	\$2,350 - \$2,475	
Cong./ Service Int. Total Units	173	6	3.5%			

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SENIOR HOUSING ANALYSIS

TABLE S-1 UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON MARKET RATE SENIOR HOUSING DEVELOPMENTS WASHINGTON COUNTY January 2017						
Project Name/Location	Occp. Date	No. of Units/ Vacant	Unit Mix/Sizes/Pricing			Resident Profile
			No./Type	Size (Sq. Ft.)	Sale Price/ Monthly Rent/Fee	
ASSISTED LIVING						
St. Therese of Woodbury 7555 Bailey Road Woodbury	2016	38 0 0.0%	36 - 1BR 2 - 2BR	516 - 703 863 - 1,030	\$2,975 - \$3,400 \$3,850 - \$3,975	Average Age=83
Keystone Place at LaValle Fields 14602 Finale Avenue N. Hugo	2015	49 3 6.1%	24 - Studio 22 - 1BR 3 - 2BR	356 - 416 600 - 607 869	\$3,695 \$3,995 \$4,295	Average Age=83
Cherrywood Pointe 1231 W Broadway Ave, #1 Forest Lake	2015	35 0 0.0%	2 - Eff 9 - 1BR 10 - 1BR + D 14 - 2BR	464 595 - 736 803 960 - 1,048	\$1,300 \$1,475 - \$1,725 \$2,100 \$2,225 - \$2,575	55+
Red Rock Senior Living[^] 2195 Century Ave S Woodbury	2015	26 2 7.7%	11 - Eff 18 - 1BR 9 2BR	400 - 488 600 - 678 835 1,045	\$3,040 - \$3,225 \$3,480 - \$3,845 \$4,050 - \$4,305	55+
The Waters of Oakdale[^] 7088 11th St. N. Oakdale	2014	37 0 0.0%	10 - Studio 35 - 1BR 8 - 1BR+D 8 - 2BR	412 - 455 531 - 704 775 - 861 987	\$3,075 - \$3,105 \$3,465 - \$3,715 \$4,475 - \$4,775 \$4,975	55+ Avg. Age = 82
Oak Park Senior Living 13936 Lower 59th St. N Oak Park Heights	2011	63 3 4.8%	n/a - Studio n/a - 1BR n/a - 2BR	400 - 488 600 - 678 1,048 - 1,112	\$3,232 - \$3,232 \$3,640 - \$3,640 \$4,336 - \$4,336	
Coventry Senior Living 720 Mahtomedi Ave Mahtomedi	2011	16 2 12.5%	13 - Eff. 3 - 1BR	332 - 343 442 - 464	\$3,270 - \$3,550 \$3,605 - \$3,890	
Norris Square Commons 8200 Hadley Ave S Cottage Grove	2010	21 6 28.6%	19 - 1BR 2 - 2BR	551 - 663 964	\$2,995 - \$3,239 \$3,585	
White Pine Senior Living (AL) 6950 East Point Douglas Rd S Cottage Grove	2008	41 2 4.9%	8 - EFF 17 - 1BR 16 - 1BR +	404 627 - 722 680 - 766	\$2,950 \$3,365 \$3,975	
Stonecrest (AL) 8723 Promenade Lane Woodbury	2007	59 1 1.7%	13 - EFF 41 - 1BR 3 - 1BR+D 2 - 2BR	480 555 - 850 786 - 860 829 - 896	\$2,950 \$3,205 - \$3,365 \$3,590 \$3,935 - \$3,955	Avg Age = 85
Croixdale - The Commons 750 Highway 95 Bayport	2005	43 0 0.0%	2 - Suite 28 - 1BR 13 - 2BR	404 585 - 701 746 - 842	\$2,060 \$2,815 - \$3,085 \$3,455 - \$3,520	55+ Avg Age = 87
Gracewood Senior Living 5607 150th St. N. Hugo	2004	12 3 25.0%	12 - EFF	380	\$4,500	65+
Birchwood Arbors 604 NE First Street Forest Lake	2003	46 6 13.0%	46 - 1BR	500	\$2,975 - \$3,175	55+
The Commons at Boutwell's Landing 5600 Norwich Pkwy Oak Park Hts	2001	79 5 6.3%	15 - EFF 33 - 1BR 17 - 2BR	476 - 618 511 - 631 844 - 928	\$2,990 - \$3,345 \$3,270 - \$3,695 \$4,065 - \$4,430	55+
St. Andrew's Commons 240 East Ave. Mahtomedi	2001	44 2 4.5%	13 - EFF 27 - 1BR 4 - 2BR	451 577 - 772 1,011	\$2,865 \$3,335 \$4,030	62+ Avg Age = 75+
Woodbury Estates 2825 Woodlane Dr Woodbury	1998	64 10 15.6%	23 - EFF 41 - 1BR	337 - 410 396 - 612	\$2,900 - \$2,950 \$3,150 - \$3,400	55+ Avg Age = 82
The Pines at Oak Meadows 8131 4th Street North Oakdale	1998	48 3 6.3%	20 - EFF 31 - 1BR 11 - 2BR	392 - 476 613 927 - 957	\$2,455 - \$2,679 \$2,990 \$3,368 - \$3,662	62+ Ave Age = 85 Garage Fee: \$50. Addn'l Person: \$500
Oak Ridge Place[^] 6060 Oxboro Ave. N Oak Park Heights	1987	42 3 7.1%	46 - 1BR 10 - 1BR+D 29 - 2BR	637 702 - 770 866 - 889	\$2,558 \$2,658 \$2,771	55+ Avg Age = 85
Woodbury Villa 7008 Lake Rd Woodbury	1985	75 3 4.0%	7 - EFF 63 - 1BR 5 - 2BR	574 - 735 575 - 735 754 - 999	\$2,350 \$2,300 - \$2,600 \$2,650 - \$3,000	60+ Avg Age = 80
Total Assisted Living Units	838	54	6.4%*			

* Does not include properties that did not participate, underconstruction, or are in initial lease-up phase.

[^] Units not designated as AL or IL - resident designates service level upon occupancy

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SENIOR HOUSING ANALYSIS

TABLE S-1 UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON MARKET RATE SENIOR HOUSING DEVELOPMENTS WASHINGTON COUNTY January 2017						
Project Name/Location	Occp. Date	No. of Units/ Vacant	Unit Mix/Sizes/Pricing		Sale Price/ Monthly Rent/Fee	Resident Profile
			No./Type	Size (Sq. Ft.)		
MEMORY CARE						
St. Therese of Woodbury* 7555 Bailey Road Woodbury	2016	20 0 0.0%	20 - Studio	416 - 552	\$3,275 - \$3,375	Average Age=82
Keystone at LaValle Fields 14602 Finale Avenue N. Hugo	2015	22 0 0.0%	12 - Studio 10 - 1BR	336 - 336 643 - 643	\$5,700 \$6,095	Average Age=80 All inclusive care
Cherrywood Pointe 1231 W Broadway Ave, #1 Forest Lake	2015	22 3 13.6%	15 - EFF 7 - 1BR	386 - 469 507 - 736	\$3,000 - \$3,100 \$3,300	55+
Red Rock Senior Living 2195 Century Ave S Woodbury	2015	32 12 37.5%	27 - EFF 5 - 1BR	301 - 383 436 - 578	\$3,400 - \$3,656 \$3,965 - \$4,068	55+
The Waters of Oakdale 7088 11th St. N. Oakdale	2014	28 0 0.0%	24 - Studio 4 - 1BR	415 - 455 531	\$6,500 - \$6,900 \$7,500 (all inclusive)	55+
White Pine Senior Living (MC) 6950 East Point Douglas Rd S Cottage Grove	2011	44 0 0.0%	44 - EFF	404	\$5,150	All Inclusive
Oak Park Senior Living 13936 Lower 59th St. Oak Park Heights	2011	57 2 3.5%	n/a - Studio n/a - 1BR	400 - 488 600 - 678	\$3,220 - \$3,220 \$3,355 - \$3,355	
Coventry Senior Living 720 Mahtomedi Ave Mahtomedi	2011	32 2 6.3%	26 - EFF 6 - 1BR	332 - 343 442 - 464	\$3,270 - \$3,550 \$3,605 - \$3,890	
Prelude Memory Care Cottages 10020 Raleigh Road Woodbury	2011	36 9 25.0%	36 - 1BR	280	\$6,050 - \$9,255	All male cottage
Norris Square Arbor 8200 Hadley Ave S Cottage Grove	2010	18 2 11.1%	8 - Suite 9 - 1BR 1 - 2BR	337 551 - 663 964	\$2,860 \$3,376 - \$3,626 \$4,520	
Woods at Oak Meadows 8131 4th Street North Oakdale	2009	12 0 0.0%	10 - EFF 2 - 1BR	392 - 528 613	\$2,787 - \$3,234 \$3,569	62+ Addn'l Person: \$600 Short Waiting list.
Stonecrest (MC) 8723 Promenade Lane Woodbury	2007	18 0 0.0%	8 - EFF 10 - 1BR	477 - 548 480 - 670	\$3,615 \$3,675 - \$4,050	
Croixdale - The Arbor 750 Highway 95 Bayport	2005	10 0 0.0%	1 - EFF 8 - 1BR 1 - 2BR	336 585 - 668 817	\$2,430 \$3,305 - \$3,580 \$3,985	55+
Gracewood Senior Living 5607 150th St. N. Hugo	2004	12 3 25.0%	12 - EFF	360	\$5,725	65+
The Arbors at Boutwell's Landing 5600 Norwich Pkwy Oak Park Hts	2004	17 0 0.0%	2 - Suite 2 - EFF 12 - 1BR 1 2BR	308 - 418 516 505 - 806 869	\$890 - \$3,215 \$3,885 \$3,885 - \$4,475 \$4,845	55+
St. Andrew's Arbor 22 East Ave. Mahtomedi	2001	25 3 12.0%	20 - EFF 5 - 1BR	451 577	\$3,485 \$3,845	62+ Avg Age 75+
Woodbury Estates 2825 Woodlane Dr Woodbury	1998	36 8 22.2%	36 - EFF	337 410	\$3,300	55+ Avg Age = 82
New Perspectives 111-113 East Ave Mahtomedi	1996	33 4 12.1%	33 - EFF	170 - 300	\$4,455 - \$4,900	No age restriction Avg. Age = 79
Birchwood Memory Care 604 1st St Forest Lake	n/a	30 4 13.3%	30 - EFF	155	\$4,500 - \$6,000	N/A
Total Memory Care Units	504	52	8.5%*			
Total of ALL Senior Market Rate	2,777	138	5.8%*			
*Vacancy rate does not include properties that did not participate in survey, under construction, or in initial lease-up phase.						
Source: Maxfield Research & Consulting, LLC						

SENIOR HOUSING ANALYSIS

TABLE S-2 SERVICES COMPARISON COMPETITIVE SENIOR DEVELOPMENTS WASHINGTON COUNTY January 2017						
	Utilities	Transportation	Activities	Meal Program	Hskpg.	Health/Misc.
Adult Rental						
Redwoods Apartments	All Utilities Incl. except telephone/cable.	Shuttle to local areas	Coordinated by staff.	Optional	Monthly	None.
Villas of Oak Park	All Utilities Incl. except telephone/cable.	Shuttle to local areas	Coordinated by staff.	Optional	Optional	None.
St. Andrew's Terrace	All Utilities	Shuttle to local areas	None.	None.	None.	None.
Echo Ridge	Heat, AC, water, sewer, and trash incl.	Shuttle to local areas	None.	Breakfast 3 times/week	Complimentary	None.
Eastwood Village (TH)	Tenants pay electric, gas, and trash.	None.	Coordinated by staff.	One/month	None.	None.
Briardiff Manor	Heat, water, and sewer incl.	None.	Coordinated by staff.	Meals on wheels	None.	None.
Cottages of Cottage Grove	Tenants pay gas and electric.	None.	None.	None.	None.	None.
Adult Ownership						
Cardinal Pointe of Oakdale	Water, sewer, heat, and basic cable incl.	None.	Coordinated by staff.	None.	None.	None.
Applewood Pointe of Wdby	Resident pays electric, phone, and cable.	None.	Coordinated by staff.	None.	None.	None.
Congregate/ Few Services						
St. Therese of Woodbury	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	Optional	Optional	24-hour on-site staff
Keystone Place at LaValle Fields	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	Continental Brkfst. One meal additional/day	Bi-monthly	24-hour on-site staff
Cherrywood Pointe	All Utilities Incl. except telephone/cable.	Shuttle to local areas	Coordinated by staff.	Optional	Optional	24-hour on-site staff
Oak Park Senior Living	All Utilities Incl. except telephone/cable.	Shuttle to local areas	Coordinated by staff.	Optional	Optional	24-hour on-site staff
Norris Square Terrace	All Utilities	Shuttle to local areas	Coordinated by staff.	Continental Breakfast	Monthly light housekeeping	24-hour on-site staff
Brownstone at Boutwell's Landing	All Utilities	Shuttle to local areas	Coordinated by staff.	Breakfast 6 days/week	Monthly light housekeeping	24-hour on-site staff
The Village Homes of Boutwell's Landing	Telephone, water, sewer, and trash incl.	Shuttle to local areas	Coordinated by staff.	Breakfast 6 days/week	Monthly light housekeeping	24-hour on-site staff
The Terrace at Boutwell's Landing	All Utilities	Shuttle to local areas	Coordinated by staff.	Breakfast 6 days/week	Monthly light housekeeping	24-hour on-site staff
Stonecrest	All Utilities	Shuttle to local areas	Coordinated by staff.	Continental Breakfast	Monthly light housekeeping	24-hour on-site staff
The Ponds at Oak Meadows	All except phone and electric.	Shuttle to local areas	Coordinated by staff.	Optional	Optional	24-hour on-site staff
Congregate/ Service Intensive						
The Lodge at White Bear Lake	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Croixdale - The Terrace	All Utilities	Shuttle to local areas	Coordinated by staff.	Two meal/daily	Monthly light	24-hour on-site staff

Continued

SENIOR HOUSING ANALYSIS

**TABLE S-2
SERVICES COMPARISON
COMPETITIVE SENIOR DEVELOPMENTS
WASHINGTON COUNTY
January 2017**

	Utilities	Transportation	Activities	Meal Program	Hskpg.	Health/Misc.
Assisted Living						
St. Therese of Woodbury	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Keystone Place at LaValle Fields	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Cherrywood Pointe	All Utilities Incl. except telephone/cable.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Oak Park Senior Living	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Coventry Senior Living	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Norris Square Commons	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	2 meals daily	Weekly Houskeeping	24-hour on-site staff
White Pine Senior Living (AL)	All Utilities Incl. except telephone/cable.	None.	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Stonecrest (AL)	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	2 meals daily	Weekly Houskeeping	24-hour on-site staff
Croixdale - The Commons	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	2 meals daily	Weekly Houskeeping	24-hour on-site staff
Birchwood Arbors	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
The Commons at Boutwell's Landing	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	Breakfast. 2 meals daily	Weekly Houskeeping	24-hour on-site staff
St. Andrew's Commons	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	2 meals daily	Weekly Houskeeping	24-hour on-site staff
Woodbury Estates	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
The Pines at Oak Meadows	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Oak Ridge Place	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	2 meals daily	Weekly Housekeeping	24-hour on-site staff
Woodbury Villa	Tenant pays electric.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Continued						

SENIOR HOUSING ANALYSIS

**TABLE S-2
SERVICES COMPARISON
COMPETITIVE SENIOR DEVELOPMENTS
WASHINGTON COUNTY
January 2017**

	Utilities	Transportation	Activities	Meal Program	Hskpg.	Health/Misc.
Memory Care						
St. Therese of Woodbury	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Keystone Place at LaValle Fields	All Utilities Incl. except telephone	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Cherrywood Pointe	All Utilities Incl. except telephone/cable	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
White Pine Senior Living (MC)	All Utilities Incl. except telephone	None.	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
Oak Park Senior Living	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Coventry Senior Living	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Prelude Memory Care Cottages	All Utilities Incl.	Shuttle to local areas	Coordinated by staff	3 meals/daily	Weekly Housekeeping	24-hour on-site staff
Norris Square Arbor	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Woods at Oak Meadows	All Utilities Incl. except telephone.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Stonecrest (MC)	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Croixdale - The Arbor	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Gracewood Sr. Living-Hugo	All Utilities Incl. except telephone.	None.	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
The Arbors at Boutwell's Landing	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
St. Andrew's Arbor	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals/daily	Weekly Houskeeping	24-hour on-site staff
Woodbury Estates	All Utilities Incl.	Shuttle to local areas	Coordinated by staff.	3 meals daily	Weekly Houskeeping	24-hour on-site staff
New Perspectives	All Utilities Incl.	Scheduled for Outings	Coordinated by staff	3 meals daily	Weekly Housekeeping	24-hour on-site staff
Birchwood Memory Care	All Utilities Incl.	Scheduled for Outings	Coordinated by staff	3 meals daily	Weekly/Daily Hskpg.	24-hour on-site staff
Source: Maxfield Research						

SENIOR HOUSING ANALYSIS

<p style="text-align: center;">TABLE S-3 AMENITY COMPARISON SENIOR DEVELOPMENTS WASHINGTON COUNTY January 2017</p>																			
Amenities/Features:																			
	<i>Emer. Call</i>	<i>A/C</i>	<i>Dishwasher</i>	<i>Disposals</i>	<i>Balc./Patio</i>	<i>Walk-in Closet</i>	<i>In Unit Laundry</i>	<i>Storage</i>	<i>Comm. Rm.</i>	<i>Exercise Rm.</i>	<i>Activity Rm.</i>	<i>Salon</i>	<i>Library</i>	<i>Game Rm.</i>	<i>Terrace/porch</i>	<i>Guest Suites</i>	<i>Parking</i>	<i>Other</i>	
Adult Rental																			
Redwoods Apartments	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Underground	Theater Chapel	
Villas of Oak Park	Y	Y	Y	Y	N	N	N	N	N	N	Y	Y	N	N	Y	Underground			
St. Andrew's Terrace	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	N	N	Y	N	N	Y	Surface		
Echo Ridge	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Underground		
Eastwood Village (TH)	N	Y	Y	Y	Y	N	N	Y	Y	N	N	N	N	N	N	Y	Attached		
Briarcliff Manor	Y	Y	Y	N	Y	Y	N	Y	Y	Y	N	N	Y	N	N	N	Surface		
Cottages of Cottage Grove	N	Y	N	N	Y	N	Y	N	Y	N	N	N	Y	N	N	N	Detached		
Oak Ridge Place	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	Y	Y	N	Y	N	Surface		
Adult Ownership																			
Cardinal Pointe of Oakdale	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Underground		
Applewood Pointe of Wdby	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	N	Y	Underground		

CONTINUED

SENIOR HOUSING ANALYSIS

<p style="text-align: center;">TABLE S-3 AMENITY COMPARISON SENIOR DEVELOPMENTS WASHINGTON COUNTY January 2017</p>																		
Amenities/Features:																		
	<i>Emer. Call</i>	<i>A/C</i>	<i>Dishwasher</i>	<i>Disposals</i>	<i>Balc./Patio</i>	<i>Walk-in Closet</i>	<i>In Unit Laundry</i>	<i>Storage</i>	<i>Comm. Rm.</i>	<i>Exercise Rm.</i>	<i>Activity Rm.</i>	<i>Salon</i>	<i>Library</i>	<i>Game Room</i>	<i>Terrace/porch</i>	<i>Guest Suites</i>	<i>Parking</i>	<i>Other</i>
<i>Congregate/ Few Services</i>																		
St. Therese-Woodbury	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Underground	Theater Chapel
Keystone at LaValle Fields	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Underground	Theater
Cherrywood Pointe	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Underground	Theater Chapel
Red Rock Senior Living	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Underground	Theater Chapel
Oak Park Senior Living	Y	Y	N	N	Y	N	Y	N	Y	Y	N	Y	Y	N	Y	Y	Surface	
Norris Square Terrace	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Underground	
Brownstone at Boutwell's Landing	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	N	N	N	N	Y	Underground	
The Village Homes of Boutwell's Landing	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Attach. Garage	
The Terrace at Boutwell's Landing	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Surface	
Stonecrest	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	N	N	N	Y	Underground	
The Ponds at Oak Meadows	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Underground	
<i>Congregate/ Service Intensive</i>																		
The Lodge at White Bear Lake	Y	Y	N	N	Y	N	Y	N	Y	Y	N	Y	Y	N	Y	Y	Detached	
Croixdale - The Terrace	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Underground	

CONTINUED

SENIOR HOUSING ANALYSIS

TABLE S-3 AMENITY COMPARISON SENIOR DEVELOPMENTS WASHINGTON COUNTY January 2017																		
Amenities/Features:																		
	<i>Emer. Call</i>	<i>A/C</i>	<i>Dishwasher</i>	<i>Disposals</i>	<i>Balc./Patio</i>	<i>Walk-in Closet</i>	<i>In Unit Laundry</i>	<i>Storage</i>	<i>Comm. Rm.</i>	<i>Exercise Rm.</i>	<i>Activity Rm.</i>	<i>Salon</i>	<i>Library</i>	<i>Game Rm.</i>	<i>Terrace/porch</i>	<i>Guest Suites</i>	<i>Parking</i>	<i>Other</i>
Assisted Living																		
St. Therese-Woodbury	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Underground Surface	Theater Chapel
Keystone at LaValle Fields	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Underground Surface	Theater
Cherrywood Pointe	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Underground Surface	Theater Chapel
Red Rock Senior Living	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Underground Surface	Theater Chapel
Oak Park Senior Living	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	Y	N	Surface	
Coventry Senior Living	Y	Y	N	N	N	N	N	N	Y	N	N	Y	N	N	Y	N	Surface	
Norris Square Commons	Y	Y	Y	N	N	N	N	N	Y	N	Y	N	N	N	N	Y	Surface	
White Pine Senior Living (AL)	Y	Y	Y	N	N	Y	N	N	Y	Y	Y	Y	N	N	Y	Y	Surface	
Stonecrest (AL)	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	N	N	N	N	Y	Surface	
Croixdale - The Commons	Y	Y	Y	N	N	N	N	N	Y	Y	Y	Y	Y	N	N	Y	Surface	
Comforts of Home-Hugo	Y	Y	N	N	N	Y	N	N	Y	Y	Y	Y	Y	N	Y	N	Surface	
Birchwood Arbors	Y	Y	Y	Y	N	Y	N	N	Y	Y	Y	Y	Y	N	N	Y	Surface	
The Commons at Boutwell's Landing	Y	Y	Y	Y	N	Y	N	N	Y	Y	Y	N	Y	N	Y	Y	Surface	
St. Andrew's Commons	Y	Y	Y	N	N	N	N	Y	Y	Y	Y	Y	Y	N	N	Y	Surface	
Woodbury Estates	Y	Y	N	N	N	N	N	Y	Y	Y	Y	Y	Y	N	N	Y	Surface	
The Pines at Oak Meadows	Y	Y	N	N	N	Y	N	N	Y	N	Y	Y	Y	Y	Y	Y	Surface	
Oak Ridge Place	Y	Y	Y	Y	N	Y	N	Y	Y	Y	Y	Y	Y	N	Y	N	Surface	
Woodbury Villa	Y	Y	N	N	Y	Y	N	Y	Y	N	Y	Y	N	Y	N	Y	Surface	

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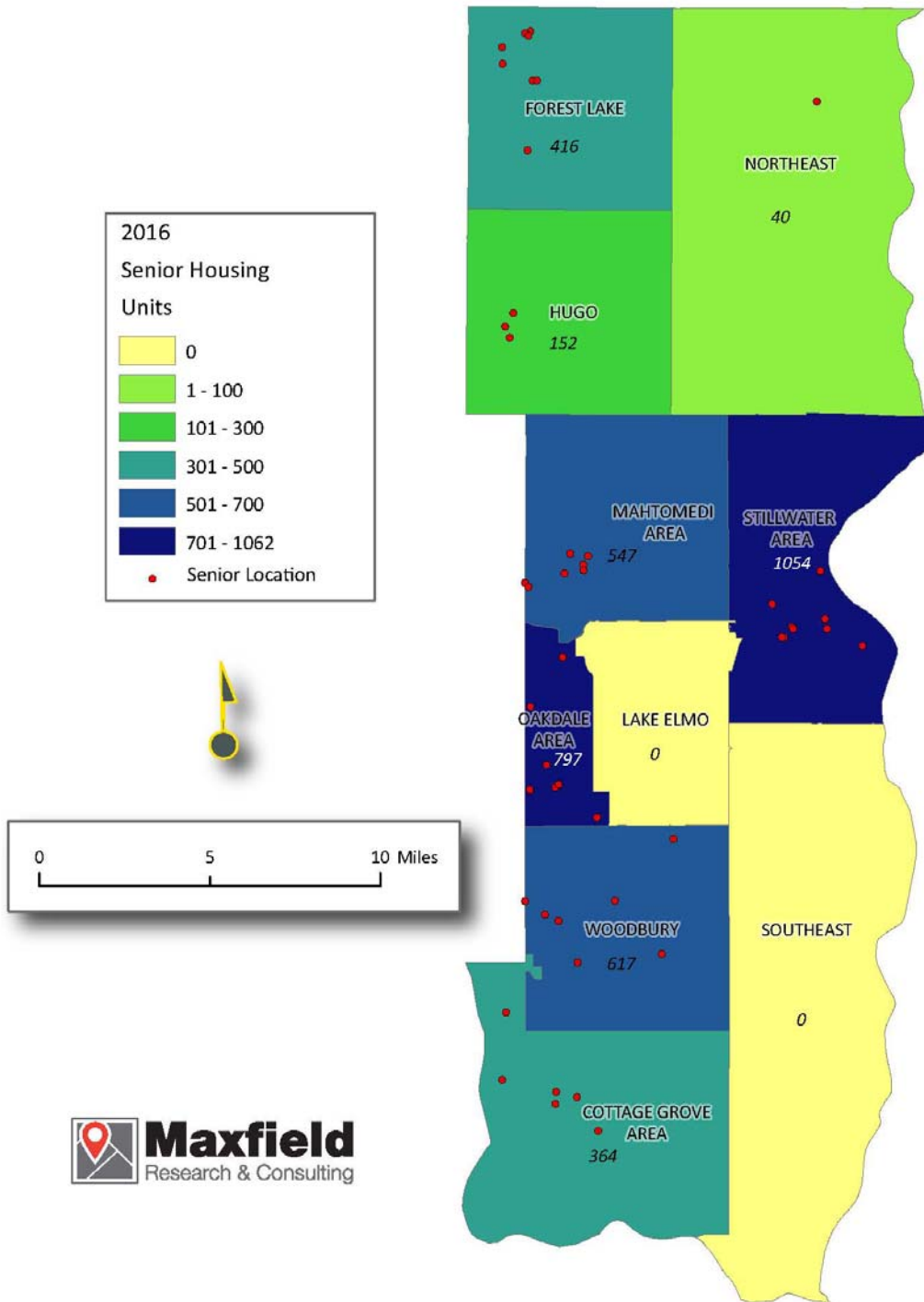
SENIOR HOUSING ANALYSIS

TABLE S-3 AMENITY COMPARISON SENIOR DEVELOPMENTS WASHINGTON COUNTY January 2017																			
	Amenities/Features:																	Parking	Other
	Emer. Call	A/C	Dishwasher	Disposals	Balc./Patio	Walk-in Closet	In Unit Laundry	Storage	Comm. Rm.	Exercise Rm.	Activity Rm.	Salon	Library	Game Rm.	Terrace/porch	Guest Suites			
Memory Care																			
St. Therese-Woodbury	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Surface	Theater Chapel	
Keystone at LaValle Fields	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	Surface	Theater	
Cherrywood Pointe	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	Y	N	Surface	Theater Chapel	
Red Rock Senior Living	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	Y	N	Surface	Theater Chapel	
White Pine Senior Living (MC)	Y	Y	Y	N	N	Y	N	N	Y	Y	Y	Y	N	N	Y	Y	Surface		
Oak Park Senior Living	Y	Y	N	N	N	N	N	N	Y	N	Y	Y	Y	N	N	Y	Surface		
Coventry Senior Living	Y	Y	N	N	N	N	N	N	Y	N	N	Y	N	N	Y	N	Surface		
Prelude Memory Care Cottages	Y	Y	N	N	N	N	N	N	Y	N	Y	Y	N	N	Y	N	Surface	Spa Services	
Norris Square Arbor	Y	Y	N	N	N	N	N	N	Y	N	Y	N	N	N	N	Y	Surface		
Woods at Oak Meadows	Y	Y	N	N	N	Y	N	Y	Y	N	Y	Y	Y	N	Y	Y	Surface		
Stonecrest (MC)	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y	Y	Y	Y	Surface		
Croixdale - The Arbor	Y	Y	N	N	N	N	N	N	Y	N	Y	N	Y	N	Y	Y	Surface		
Comforts of Home-Hugo	Y	Y	N	N	N	Y	N	N	Y	Y	Y	Y	Y	N	Y	N	Surface		
The Arbors at Boutwell's Landing	Y	Y	N	N	N	N	N	N	Y	N	Y	N	N	N	N	Y	Surface		
St. Andrew's Arbor	Y	Y	N	N	N	N	N	N	Y	N	Y	Y	N	N	N	Y	Surface		
Woodbury Estates	Y	Y	N	N	N	N	N	Y	Y	N	Y	Y	Y	N	N	Y	Surface		
New Perspectives	Y	Y	N	N	N	N	N	N	Y	N	N	Y	Y	N	Y	N	Surface		
Birchwood Memory Care	Y	Y	N	N	N	N	N	N	Y	N	N	Y	Y	N	Y	N	Surface	In nursing home	

Source: Maxfield Research

Senior Housing Units - 2016

(Includes Market Rate, Affordable, and Subsidized Senior Properties)



Affordable and Subsidized Senior Housing Properties

- Subsidized senior housing offers rents affordable to qualified lower income seniors and handicapped/disabled persons. Typically, rents are tied to residents' incomes with incomes restricted to 50% or less of AMI and the rent paid is based on 30% of the household's adjusted gross income (AGI). For those households meeting the age and income qualifications, subsidized senior housing is usually the most affordable rental option available. Affordable properties are typically funded under the Low Income Housing Tax Credit Program or Section 42 or other assistance program with rents restricted to households with incomes between 50% and 80% of Washington County's area median income.
- There are 1,363 units in 25, affordable and subsidized senior properties. As of February 2017, there were seven units vacant (0.6% vacancy rate), indicating substantial pent-up demand for these types of units.
- An estimated 65% of the affordable and subsidized units have one-bedroom. The remaining units are two-bedroom (31%), three-bedroom (3%) and one-bedroom plus den (1%).
- Green Twig Villas and Piccadilly Square are the newest income-restricted properties in Washington County, both opening in 2016. Combined, these two properties have 142 units and are in initial-lease up. Green Twig Villas opened in December 2016 and would not divulge current leased units. Piccadilly Square opened in October 2016 and has 33 of 79 units remaining to be leased.
- Typically, subsidized senior housing offers limited to no amenities. New properties however, are now offering community dining rooms, in-unit washer/dryer, balconies, extra storage and underground parking.

SENIOR HOUSING ANALYSIS

TABLE S-4 UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON AFFORDABLE AND SUBSIDIZED SENIOR RENTAL DEVELOPMENTS WASHINGTON COUNTY FEBRUARY 2017					
Project Name/Location	Year Built	Units/ Vacant	Unit Mix/	Rents	Comments/Amenities/Features
Green Twig Villas* Oak Park Heights	2016	62 Lease Up Period	35 - 1BR 27 - 2BR	\$748 \$1,084	Opened Dec. 2016 Section 42 Tax Credit. washer/dryer in-unit, controlled entrance, scheduled transportation, pets welcome with restrictions, heated underground parking
Piccadilly Square* Mahtomedi	2016	79 33	60 - 1BR 19 - 2BR	\$766 - \$825 \$956 - \$1,119	Opened Oct. 2016. Section 42 Tax Credit. UG heated pkg., community and fitness rooms, scheduled transportation and on-site services coordinator.
Views at City Walk Woodbury	2013	45 0	31 - 1BR 14 - 2BR	\$415 - \$725 \$475 - \$860	Section 42/Tax Credit property. Two-tiered rent structure (ADA & Tax Credit rents). Amenities include full kitchen appliance package, computer lab, laundry facilities. Residents pay gas and electric.
Trailside Senior Living Forest Lake	2011	70 0	36 - 1BR 34 - 2BR	\$419 - \$784 \$540 - \$975	Washington County CDA owned. In-unit washer and dryer, balcony, underground parking, storage, and community room.
Cypress Senior at Red Oak Oakdale	2011	39 0	18 - 1BR 21 - 2BR	\$860 \$960	Section 42 Tax Credit. Community room, washer/dryer in-unit, breakfast bar, and storage space.
St. Andrew's Terrace Mahtomedi	2000	14 0	14 - 1BR	\$865	3-4 story building; 14 of 70 units designated as affordable. Resident profile: average age = 85.
Echo Ridge Oakdale	1998	20 1	20 - 1BR	\$866	50% of AMI. 4-story building with underground parking. Community room, woodshop, game room, and dining room.
Briarcliff Manor Mahtomedi	1996	57 2	17 - 1BR 35 - 2BR 5 - 3BR	\$776 \$930 \$1,071	Section 42 Tax Credit. 3-story elevator building, "V" shaped, with underground parking. Community, library, and craft rooms. Garden plots, laundry, and storage lockers.
Eastwood Village Oakdale	1995	70 2	18 - 1BR 35 - 2BR 17 - 3BR	\$850 - \$885 \$915 - \$945 \$970 - \$1,005	30% and 60% of AMI. Community room and laundry room located on the premises.
Oak Terrace Oakdale	1994	49 0	49 - 1BR	30% of AMI	Section 8. Residents pay 30% of AMI. Community room, walk-in showers, tub room.
Cottages of Cottage Grove Cottage Grove	1993	54 1	11 - 1BR 29 - 2BR 14 - 3BR	\$855 \$965 \$1,015	Section 42 Tax Credit. 5 one-level buildings. Detached garage parking. Community room and library.
Cottages of Aspen Oakdale	1992	114 1	19 - 1BR 95 - 2BR	\$886 \$959 - \$1,014	Section 42 Tax Credit. One-level cottages w/ private entrances. Community, craft, library, and dining rooms.
Cobble Hill Woodbury	1992	45 0	18 - 1BR 27 - 2BR	\$751 \$866	Washington County CDA owned with maximums at 80% AMI. 2-story elevator building with underground parking.
Ann Bodlovick Apartments Stillwater	1991	50 0	32 - 1BR 18 - 2BR	\$705 - \$741 \$847 - \$855	Washington County CDA owned. 2-story building. Community room, emergency response.
John Jergens Estates Forest Lake	1991	30 0	15 - 1BR 15 - 2BR	\$705 \$815	Washington County CDA owned. Single-level cottages. Average Age is 70. Detached and surface parking available.
Pioneer Apartments St. Paul Park	1990	18 0	17 - 1BR 1 - 2BR	\$631 \$650	Washington County CDA owned. 2 story building. Community room and off-street parking.
Mueller Manor Hugo	1990	28 0	16 - 1BR 12 - 1BR+D	\$639 \$686	Washington County CDA owned. 1 story building. Community room. Limited amount of garages; off-street
East Shore Place Mahtomedi	1982	61 0	61 - 1BR	30% of AMI	Section 8. Residents pay 30% of AMI. Community room offers computers for residents to use.
Red Rock Manor Newport	1981	78 0	76 - 1BR 2 - 2BR	30% of AMI	Section 8. Residents pay 30% of AMI. Community rooms, gardens, library, sunroom, cable, & internet.
Rivertown Commons Stillwater	1980	96 0	90 - 1BR 6 - 2BR	30% of AMI	Section 8. Residents pay 30% of AMI. Community rooms, patios, and library.
Raymie Johnson Estates Oak Park Heights	1979	96 0	91 - 1BR 5 - 2BR	30% of AMI	Washington County CDA owned. 5 story building. Community room, emergency pull cords, and off-street parking.
Kilkenny Court Forest Lake	1976	92 0	83 - 1BR 9 - 2BR	\$842 \$995	Section 8. Residents pay 30% of AMI. Two community rooms (2nd & 3rd floors).
Whispering Pines Forest Lake	1971	40 0	40 - 1BR	30% of AMI	Washington County CDA owned. Residents pay 30% of AMI. Community room and activities director.
Oakhill Cottages Scandia	1995	40 0	8 - 1BR 32 - 2BR	\$658 \$650	Affordable at 80% of County Median Income; Washington County CDA owned. Single-level cottages. Average age is 70. Detached and surface parking available.
Westview Apartments Forest Lake	n/a	16 0	15 - 1BR 1 - 2BR	\$660 \$736	Section 8. Residents pay 30% of AMI. 6 month waiting list.
County Total		1,363	Vacancy Rate		
		7	0.6%		

* These properties are in the initial lease up phase and thus are not including in the vacancy rate total.

Source: Maxfield Research and Consulting, LLC

SENIOR HOUSING ANALYSIS

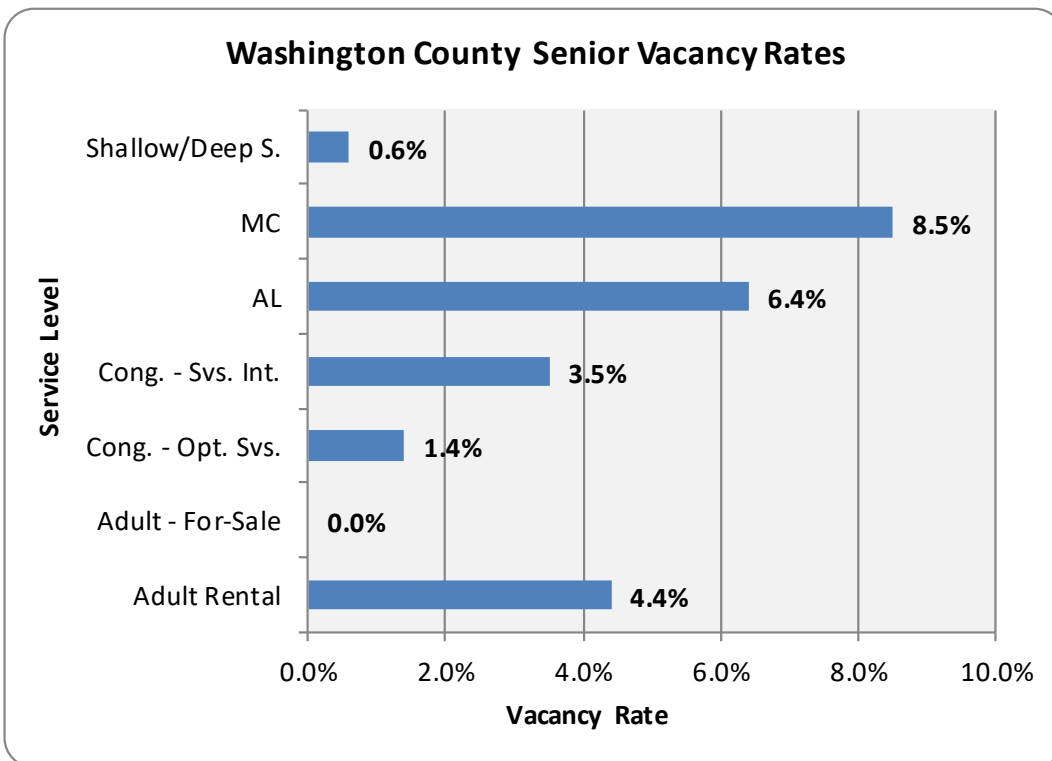
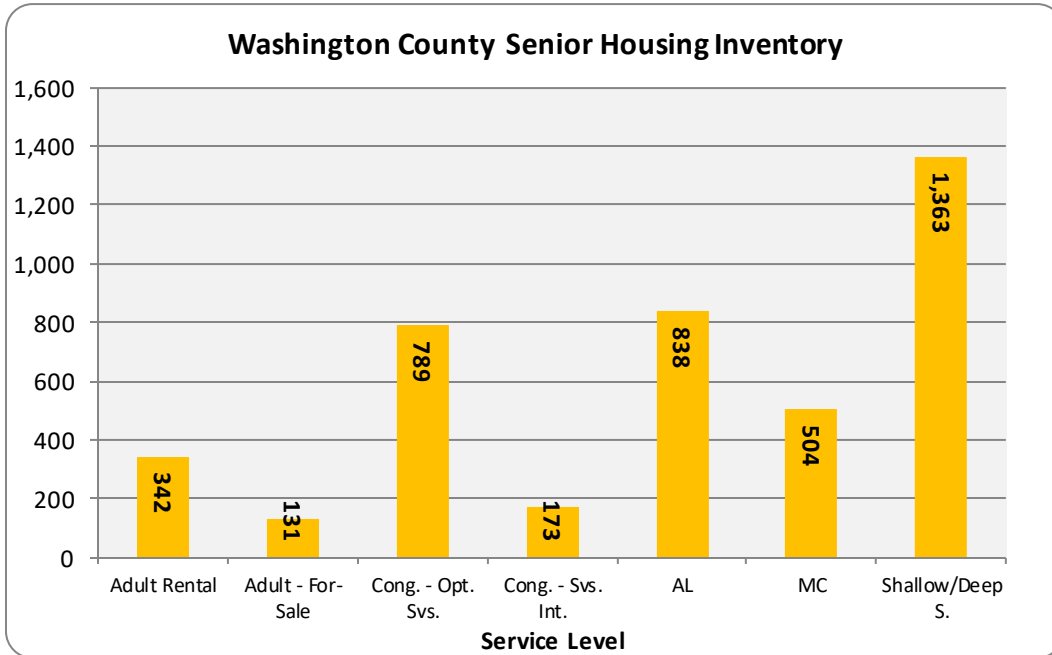
**TABLE S-5
SENIOR HOUSING SUMMARY BY WASHINGTON COUNTY SUBMARKET
FEBRUARY 2017**

Product Type	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Total
Affordable/Subsidized											
Units	40	304	-	248	28	211	292	-	90	150	1,363
Vacancy Rate*	0.0%	0.0%	-	0.0%	0.0%	0.9%	1.3%	-	0.0%	0.7%	0.6%
Active Adult Rental											
Units	-	105	-	-	-	69	100	-	64	4	342
Vacancy Rate*	-	7.6%	-	-	-	4.3%	4.0%	-	n/a	0.0%	4.4%
Active Adult - For-Sale											
Units	-	-	-	-	-	-	55	-	76	-	131
Vacancy Rate*	-	-	-	-	-	-	0.0%	-	0.0%	-	0.0%
Congregate - Optional Services											
Units	-	346	-	35	29	-	86	-	207	86	789
Vacancy Rate*	-	0.0%	-	0.0%	0.0%	-	0.0%	-	1.0%	2.3%	1.4%
Congregate - Service Intensive											
Units	-	56	-	-	-	117	-	-	-	-	173
Vacancy Rate*	-	0.0%	-	-	-	5.2%	-	-	-	-	3.5%
Assisted Living											
Units	-	227	-	81	61	60	85	-	262	62	838
Vacancy Rate*	-	4.8%	-	7.4%	9.8%	6.6%	3.5%	-	7.1%	12.9%	6.6%
Memory Care											
Units	-	84	-	52	34	90	40	-	142	62	504
Vacancy Rate*	-	2.4%	-	13.5%	8.8%	10.1%	0.0%	-	15.5%	3.2%	8.5%
Total											
Units	40	1,122	-	416	152	547	658	-	841	364	4,140
Vacancy Rate	0.0%	2.5%	-	3.1%	5.9%	4.4%	1.8%	-	4.2%	3.6%	3.2%

* Vacancy rate excludes properties in initial lease up phase.

Note: Totals include Redwoods Apartments in Woodbury which is scheduled to open fall 2017.

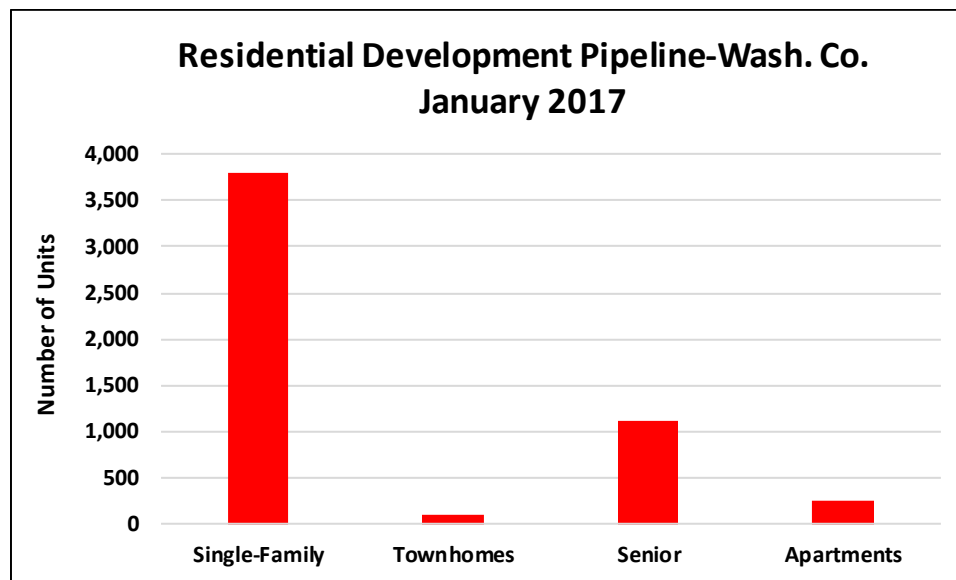
Source: Maxfield Research & Consulting, LLC



Planned and Proposed Residential Developments

Maxfield Research contacted municipal staff members in communities throughout Washington County order to identify housing developments under construction, planned, or pending. Table P-1 inventories and summarizes the number of housing units by product type that are either recently completed, under construction, or are planned to move forward.

- There are an estimated 5,273 housing units in the development pipeline either under construction, planned, or pending. An estimated 36% of the housing units would be located in Lake Elmo and another 25% would be located in Woodbury.
- Approximately 72% of the housing units planned to move forward in Washington County are single-family homes (3,800 housing units). A portion of some of the single-family plats may also contain detached villas, twinhomes, townhomes or rowhomes.



- Inspiration in Bayport, proposed by Mattamy Homes is a replat to larger lot single-family and senior housing. As Mattamy recently announced, it is pulling out of the Twin Cities market, this property may be sold to another developer.

PLANNED & PENDING HOUSING DEVELOPMENTS

TABLE P-1
DEVELOPMENT PIPELINE
WASHINGTON COUNTY
JANUARY 2017

Subdivision/Project Name	City	Submarket	Address/Intersection	Lots/ Units	Project Type	Market Rate vs. Aff./Subs.	Developer/Builder/Applicant	Project Status	Projected Occupancy
White Bear Heights	White Bear Lake	Mahtomedi	9th Street & Georgia Avenue	8	Single Family	Market Rate		Build out as purchased	3 lots built out
Inwood	Lake Elmo	Lake Elmo	4650 Centerville Road	113	Senior (IL/AL/MC)	Market Rate	Oppidan/Ebenezer	Under Construction	Open Spring 2017
Lakeridge Crossing	Lake Elmo	Lake Elmo	5th Street North and Inwood Avenue North	537	Single Family	Market Rate		Under Construction	
Savona	Lake Elmo	Lake Elmo	Lower 8th Street North and Juniper Ave. N.	163	Single Family	Market Rate		Preliminary Plat	
Boulder Ponds	Lake Elmo	Lake Elmo	5th Street North and Keats Avenue N.	310	Single Family	Market Rate	Lennar	Under Construction	
Easton Village	Lake Elmo	Lake Elmo	Jade Trail N. and Hudson Blvd. North	162	Single Family	Market Rate		Under Construction	
Wildflower at Lake Elmo	Lake Elmo	Lake Elmo	Manning Avenue N. and 32nd Street North	217	Single Family	Market Rate		Final Plat Approvals	
Hunters Crossing	Lake Elmo	Lake Elmo	39th Street North and Blazingstar Lane N.	143	Single Family	Market Rate		Final Plat Approvals	
Village Preserve	Lake Elmo	Lake Elmo	Langley Ave. N. and 3rd Street North	51	Single Family	Market Rate		Under Construction	
Legends of Lake Elmo	Lake Elmo	Lake Elmo	Lake Elmo Ave. N. and 41st Street North	97	Single Family	Market Rate		Under Construction	
Arbor Glen	Lake Elmo	Lake Elmo	Lake Elmo	41	Single Family	Market Rate		Withdrawn	
Southwind of Lake Elmo	Lake Elmo	Lake Elmo	11020 39th Street North	84	Senior (IL/AL/MC)	Market Rate	Frisbie Architects	Proposed Rezoning & Conditional Use Permit	
Hidden Meadows	Lake Elmo	Lake Elmo	5th Street and Lake Elmo Avenue	48	Twinhomes	Market Rate	Diedrich Reider	Preliminary Plat	
Village Preserve	Lake Elmo	Lake Elmo	56th Place N and Keats Avenue	25	Single-Family	Market Rate		Preliminary Plat	
Adelaide Landing	Hugo	Hugo	Lake Elmo Ave. N. and 41st Street North	-	Single-Family	Market Rate		Preliminary Plat	
Leroux Site	Hugo	Hugo	East of TH 61/N 130th	319	Single Family	Market Rate	Excelsior Group	Planning Review	
Johnson Property	Hugo	Hugo	N. of Prairie Village/Oneka Elem. School	152	Single Family	Market Rate	Pratt Homes	No Application Received	
Chestnut Creek	Forest Lake	Forest Lake	South of Cty. Rd. 8 at Oneka Parkway	30	Single Family	Market Rate	DR Horton	No Application Received	
Chestnut Creek II	Forest Lake	Forest Lake	208th Street N and Hardwood Rd.	108	Single Family	Market Rate	Northern Land, LLC	Final Plat Approval & 10 permits issued	
Gateway Green Apartments	Forest Lake	Forest Lake	208th Street N and Hardwood Rd.	112	Single Family	Market Rate	Northern Land, LLC	Preliminary Plat Approval	
Lighthouse Lofts	Forest Lake	Forest Lake	Forest Lake	82	Apartment	Market Rate	Kason, Inc.	Final PUD Amendment/CUP Approval	
J. Michael Homes	St. Paul Park	Cottage Grove	Old City Hall Site	99	Apartment	Market Rate	Gaughan Companies	Concept Planning	
No Name	Newport	Cottage Grove	Second Street	6	Single Family	Market Rate	J. Michael Homes	Under Construction	
Red Rock Square	Newport	Cottage Grove	1105 5th Avenue	9	Single Family	Market Rate	City of Newport	Proposed - No Application	
Dale Ridge Villas	Woodbury	Woodbury	150 Red Rock Crossing	42	Apartment	Affordable	Red Rock Square LP	Under Construction	
Stonemill Farms 15th Addition	Woodbury	Woodbury	9373 Dale Road	38	Single Family	Market Rate	Dale Ritter	Approved	
21 Oaks	Woodbury	Woodbury	Lake Road and Settler's Ridge Parkway	43	Townhomes	Market Rate	The Pointe at Stonemill Farms	Proposed	
Copper Ridge	Woodbury	Woodbury	Dale Road and Compass Road	123	Single Family	Market Rate	Tradition Companies	Approved	
Fairhaven	Woodbury	Woodbury	Pioneer Drive	383	Single Family & Rowhomes	Market Rate	DR Horton	Proposed	
Bridlewood	Woodbury	Woodbury	South of Dale Road/East of Pioneer	112	Single Family	Market Rate	Lennar	Proposed	
Settlers Ridge	Woodbury	Woodbury	East of Radio Drive/North of Dale Road	331	Single Family	Market Rate	Lennar	Proposed	
The Glen at Valley Creek	Woodbury	Woodbury	Settlers Ridge Parkway	216	Senior (IL)	Affordable	Dominium	Proposed	
Prelude Village Townhomes	Woodbury	Woodbury	7987 Afton Road	42	Senior (IL)	Affordable	Washington County CDA	Proposed	
Nelson Estates	Afton	Southeast	NW Corner of Bailey Rd. and Alexandria Drive	20	Senior (IL)	Market Rate	Emmaus Corporation	Proposed	
Afton Estates	Afton	Southeast	1093 Indian Trail Path	4	Single Family	Market Rate	Joseph Guy Reithmeyer	Final Plat Approval	
Inspiration	Bayport	Stillwater	60th Street West of Trading Post Trail	19	Single Family	Market Rate	Will Carlson	Planning Review	
Inspiration	Bayport	Stillwater	Off of Stagecoach Trail	76	Single Family	Market Rate	Mattamy Homes	Replat of Original	
Wutherford Station	Stillwater	Stillwater	Off of Stagecoach Trail	60	Senior (IL)	Market Rate	Mattamy Homes	Preliminary Plat	
Stillwater Preserve	Stillwater	Stillwater	3605 Wright Street	25	Single Family	Market Rate	CalAtlantic Homes	Approved	
Ponds at Heifort Hills	Stillwater	Stillwater	Boutwell Road N. and Marquee Ct.	8	Single Family	Market Rate	Dreamstructure-Design Build	Approved	
Ecumen	Stillwater	Stillwater	8753 Neal Avenue North	120	Single Family	Market Rate	Richard Gagne	Phase I - Under Construction	
Palmer Estates	Oak Park Heights	Stillwater	Adjacent to Our Savior's Lutheran Church	230	Senior (IL/AL/MC)	Market Rate	Ecumen	Approved	
Oakridge Senior Living	Oak Park Heights	Stillwater	Oakgreen Avenue and Oak Park Boulevard N.	13	Single Family	Market Rate	Creative Homes	Conditional Approval	
Brown Farm Division	Cottage Grove	Cottage Grove	9870 Kimbro Avenue South	30	Senior (MC)	Market Rate	TIC Properties	CC Approval	
Grayson Meadows	Cottage Grove	Cottage Grove	2	Single Family	Market Rate	Market Rate	Janet Bremer	Rezoning & Preliminary Plat	
Summerhill Crossing 4th Addition	Cottage Grove	Cottage Grove	North of 70th Street S./East of Jamaica Avenue	45	Single Family	Market Rate	D.R. Horton	Rezoning & Preliminary Plat	
Legends of Cottage Grove	Cottage Grove	Cottage Grove	70th Street and Hinton Avenue	2	Single Family	Market Rate	Lehman Equity Management	Preliminary Plat	
Norris Square	Cottage Grove	Cottage Grove	6999 East Point Douglas Rd.	184	Senior (IL)	Affordable	Dominium	Under Construction	
Norris Square	Cottage Grove	Cottage Grove	8200 Hadley Avenue South	64	Senior (IL)	Market Rate	Presbyterian Homes	Planned	
Erin Glen	Denmark Twp.	Southeast	8200 Hadley Avenue South	72	Skilled Nursing	Market Rate	Presbyterian Homes	Planned	
Wildwood Apts.	Mahtomedi	Mahtomedi	St. Croix Trail/70th Street S.	11	Single Family	Market Rate	Scott Goltz	Spring 2017 Start Date	
No Name	May Twp.	Northeast	730 Wildwood Road	36	Apartment	Market Rate	TroyMathwig/Bank Mutual	Approved	
No Name	Birchwood Village	Mahtomedi		5	Single Family	Market Rate		Discussion Stage	
No Name	Birchwood Village	Mahtomedi		1	Single family	Market Rate		Conditional Approvals	
Total				5,273					

Sources: Local government staff, Maxfield Research & Consulting, LLC

Introduction

Affordable housing is a term that has various definitions according to different people and is a product of supply and demand. According to the U.S. Department of Housing and Urban Development (HUD), the definition of affordability is for a household to pay no more than 30% of its annual income on housing (including utilities). Families who pay more than 30% of their income for housing (either rent or mortgage) are considered cost burdened and may have difficulty affording necessities such as food, clothing, transportation and medical care. HUD also defines various levels of cost-burden. For example, a household that pays 35% or more of their income for housing is considered to be “moderately” cost-burdened while a household paying 50% or more of their income on housing is considered “severely” cost-burdened.

Generally, housing that is income-restricted to households earning at or below 80% of Area Median Income (AMI) is considered affordable. However, many individual properties have income restrictions set anywhere from 30% to 80% of AMI. Rent is not based on income but instead is a contract amount that is affordable to households within the specific restricted income segment. Moderate-income housing, often referred to as “workforce housing,” refers to rental and ownership housing. Therefore, the definition is broadly defined as housing that is income-restricted to households earning between 50% and 120% AMI. Figure 1 below summarizes income ranges by definition.

FIGURE 1
AREA MEDIAN INCOME (AMI) DEFINITIONS

Definition	AMI Range
Extremely Low Income	0% - 30%
Very Low Income	31% - 50%
Low Income	51% - 80%
Moderate Income Workforce Housing	80% - 120%

Note: Washington County 4-person AMI = \$85,800 (2016)

Rent and Income Limits

Table HA-1 shows the maximum allowable incomes by household size to qualify for affordable housing and maximum gross rents that can be charged by bedroom size in Washington County. These incomes are published and revised annually by the Department of Housing and Urban Development (HUD) and also published separately by Minnesota Housing (MN Housing uses different income percentages based on the housing programs that they administer) based on the date the project was placed into service. Fair market rent is the amount needed to pay the gross monthly rent for rental housing (overall market) in a given area. This table is used as a

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basis for determining the payment standard amount used to calculate the maximum monthly subsidy for families at financially assisted housing.

TABLE HA-1 MHFA/HUD INCOME AND RENT LIMITS WASHINGTON COUNTY- 2016								
Income Limits by Household Size								
	1 pph	2 pph	3 pph	4 pph	5 pph	6 pph	7 pph	8 pph
30% of median	\$18,030	\$20,580	\$23,160	\$25,740	\$27,810	\$29,850	\$31,920	\$33,990
50% of median	\$30,050	\$34,300	\$38,600	\$42,900	\$46,350	\$49,750	\$53,200	\$56,650
60% of median	\$36,060	\$41,160	\$46,320	\$51,480	\$55,620	\$59,700	\$63,840	\$67,980
80% of median	\$48,080	\$54,880	\$61,760	\$68,640	\$74,160	\$79,600	\$85,120	\$90,640
100% of median	\$60,100	\$68,600	\$77,200	\$85,800	\$92,700	\$99,500	\$106,400	\$113,300
120% of median	\$72,120	\$82,320	\$92,640	\$102,960	\$111,240	\$119,400	\$127,680	\$135,960
Maximum Gross Rent								
	EFF	1BR	2BR	3BR	4BR			
30% of median	\$450	\$514	\$579	\$643	\$695			
50% of median	\$751	\$857	\$965	\$1,072	\$1,158			
60% of median	\$901	\$1,029	\$1,158	\$1,287	\$1,390			
80% of median	\$1,202	\$1,372	\$1,544	\$1,716	\$1,854			
100% of median	\$1,502	\$1,715	\$1,930	\$2,145	\$2,317			
120% of median	\$1,803	\$2,058	\$2,316	\$2,574	\$2,781			
Final-2017 Fair Market Rents								
	EFF	1BR	2BR	3BR	4BR			
Fair Market Rent	\$699	\$862	\$1,086	\$1,538	\$1,799			

Sources: MHFA, HUD, Novogradac, Maxfield Research and Consulting LLC

Table HA-2 shows the maximum rents by household size and AMI based on income limits illustrated in Table HA-1. The rents on Table HA-2 are based on HUD's allocation that monthly rents should not exceed 30% of income. In addition, the table reflects the maximum household size based on HUD guidelines of number of persons per unit. For each additional bedroom, the maximum household size increases by approximately two people. The Fair Market Rents shown on Table HA-2 are the final 2017 Fair Market Rents for Washington County as identified by HUD. Between 2016 and 2017, Fair Market Rents increased from 5.7% to 6.6% over one year. The largest increase was for studio units (6.6%) and the smallest was for two-bedroom units (5.7%). The average increase was 6.2%.

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**TABLE HA-2
MAXIMUM RENT BASED ON HOUSEHOLD SIZE AND AREA MEDIAN INCOME
WASHINGTON COUNTY - 2016**

Unit Type ¹	HHD Size		Maximum Rent Based on Household Size (@30% of Income)											
	Min	Max	30%		50%		60%		80%		100%		120%	
			Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.
Studio	1	1	\$451	- \$451	\$751	- \$751	\$902	- \$902	\$1,202	- \$1,202	\$1,503	- \$1,503	\$1,803	- \$1,803
1BR	1	2	\$451	- \$515	\$751	- \$858	\$902	- \$1,029	\$1,202	- \$1,372	\$1,503	- \$1,715	\$1,803	- \$2,058
2BR	2	4	\$515	- \$644	\$858	- \$1,073	\$1,029	- \$1,287	\$1,372	- \$1,716	\$1,715	- \$2,145	\$2,058	- \$2,574
3BR	3	6	\$579	- \$746	\$965	- \$1,244	\$1,158	- \$1,493	\$1,544	- \$1,990	\$1,930	- \$2,488	\$2,316	- \$2,985
4BR	4	8	\$644	- \$850	\$1,073	- \$1,416	\$1,287	- \$1,700	\$1,716	- \$2,266	\$2,145	- \$2,833	\$2,574	- \$3,399

¹ One-bedroom plus den and two-bedroom plus den units are classified as 1BR and 2BR units, respectively. To be classified as a bedroom, a den must have a window and closet.

Note: 4-person Washington County AMI is \$85,800 (2016)

Sources: HUD, Novogradac, Maxfield Research and Consulting, LLC

Housing Cost Burden

Table HA-3 shows the number and percent of owner and renter households in Minnesota, Washington County, the Twin City MSA, and the individual Washington County submarkets that pay 30% or more of their gross income for housing. This information was compiled from the American Community Survey 2015 estimates. The Federal standard for affordability is 30% of income for housing costs. Households are considered to be cost-burdened if they pay more than 30% of their gross income for housing costs. Moderately cost-burdened is defined as households paying between 35% and 49.9% of their income to housing; while severely cost-burdened is defined as households paying 50% or more of their income for housing.

Higher-income households that are cost-burdened may have the option of moving to lower priced housing, but lower-income households often do not. The figures focus on owner households with incomes of \$50,000 or less and renter households with incomes of \$35,000 or less.

Key findings from Table HA-3 follow.

- In Washington County, nearly 20.9% of owner households and 44.4% of renter households are considered cost burdened. Washington County has a lower proportion of owner households that are cost burdened than the other six counties in the Twin Cities Metro, the Metro Area as a whole (22.5%) and Minnesota (22.1%). Washington County has a slightly lower proportion of cost-burdened renter households (44.4%) than Anoka, Hennepin and Ramsey Counties, but is nearly equal to Dakota County (44.3%). Washington County is also lower than the Twin Cities Metro (46.6%) and Minnesota (45.3%).
- Among owner households earning less than \$50,000, 56.5% were cost burdened in Washington County. This is lower than Dakota, Hennepin and Scott Counties, but slightly higher than Carver and Ramsey Counties. It is also lower than the Twin Cities Metro (58.1%), but higher than Minnesota (50.4%).
- An estimated 75.5% of Washington County renter households that earn less than \$35,000 were cost burdened. This is lower than most of the other counties, except for Carver County, which had a renter cost burden proportion of 74.6%. Washington County was also modestly lower than the Twin Cities Metro, but higher than Minnesota.
- The proportion of cost burdened households in Washington County among all households 25.5% was nearly equal to Carver County (21.1%), but is slightly lower for most of the other counties in the Twin Cities Metro except for Ramsey County (14.1%).
- The median contract rent in Washington County is the highest among all of the seven Metro Area counties and Minnesota.

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**TABLE HA-3
HOUSING COST BURDEN
WASHINGTON COUNTY, TWIN CITY MSA, MINNESOTA
2015**

Community	Anoka County		Carver County		Dakota County	
	No.	Pct.	No.	Pct.	No.	Pct.
Owner Households						
All Owner Households	99,522		27,654		116,951	
Cost Burden 30% or greater	21,691	21.8%	5,784	24.2%	24,911	22.1%
Owner Households w/ incomes \$50,000 or less	24,462		5,040		24,162	
Cost Burden 30% or greater	13,620	55.7%	2,637	197.5%	14,430	59.7%
Renter Households						
All Renter Households	24,955		6,767		39,515	
Cost Burden 30% or greater	12,234	49.3%	2,860	42.3%	17,497	44.3%
Renter Households w/incomes \$35,000 or less	11,478		2,825		16,788	
Cost Burden 30% or greater	9,440	82.7%	2,108	74.6%	13,748	81.9%
All Households						
All Households	124,477		34,421		156,466	
Cost Burden 30% or greater	33,925	27.3%	8,644	25.1%	42,408	27.1%
Median Contract Rent ¹	\$884		\$877		\$887	
¹ Median Contract Rent 2015 Note: Calculations exclude households not computed.						
CONTINUED						

HOUSING AFFORDABILITY

**TABLE HA-3
HOUSING COST BURDEN
SEVEN COUNTIES, TWIN CITY METRO, MINNESOTA
2015**

Community	Hennepin County		Ramsey County		Scott County	
	No.	Pct.	No.	Pct.	No.	Pct.
Owner Households						
All Owner Households	307,395		122,117		38,309	
Cost Burden 30% or greater	71,961	23.4%	27,718	23.4%	8,536	22.1%
Owner Households w/ incomes \$50,000 or less	73,442		33,123		6,586	
Cost Burden 30% or greater	44,329	60.4%	18,083	61.5%	3,978	50.4%
Renter Households						
All Renter Households	182,801		84,740		7,896	
Cost Burden 30% or greater	84,579	46.3%	41,584	49.1%	3,424	43.4%
Renter Households w/incomes \$35,000 or less	86,602		45,682		3,340	
Cost Burden 30% or greater	67,661	78.2%	35,004	76.6%	2,565	76.8%
All Households						
All Households	490,196		206,857		46,205	
Cost Burden 30% or Greater	156,540	31.9%	69,302	14.1%	11,960	25.9%
Median Contract Rent ¹	\$874		\$789		\$923	
¹ Median Contract Rent 2015 Note: Calculations exclude households not computed.						
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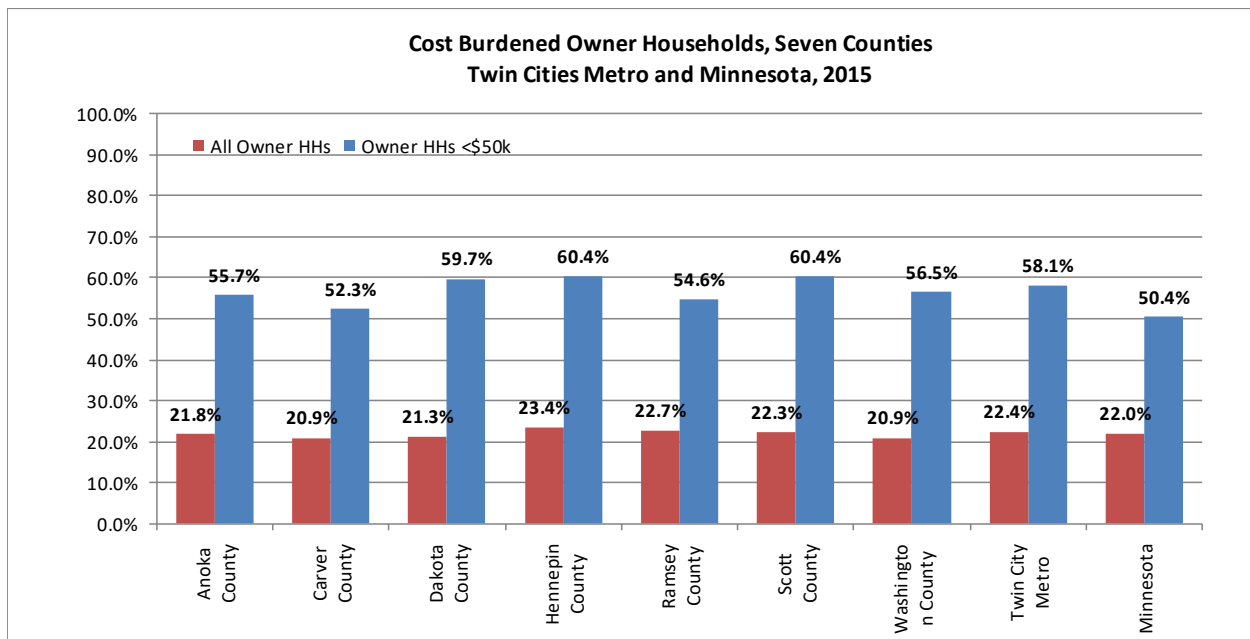
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**TABLE HA-3
HOUSING COST BURDEN
WASHINGTON COUNTY, TWIN CITY MSA, MINNESOTA
2015**

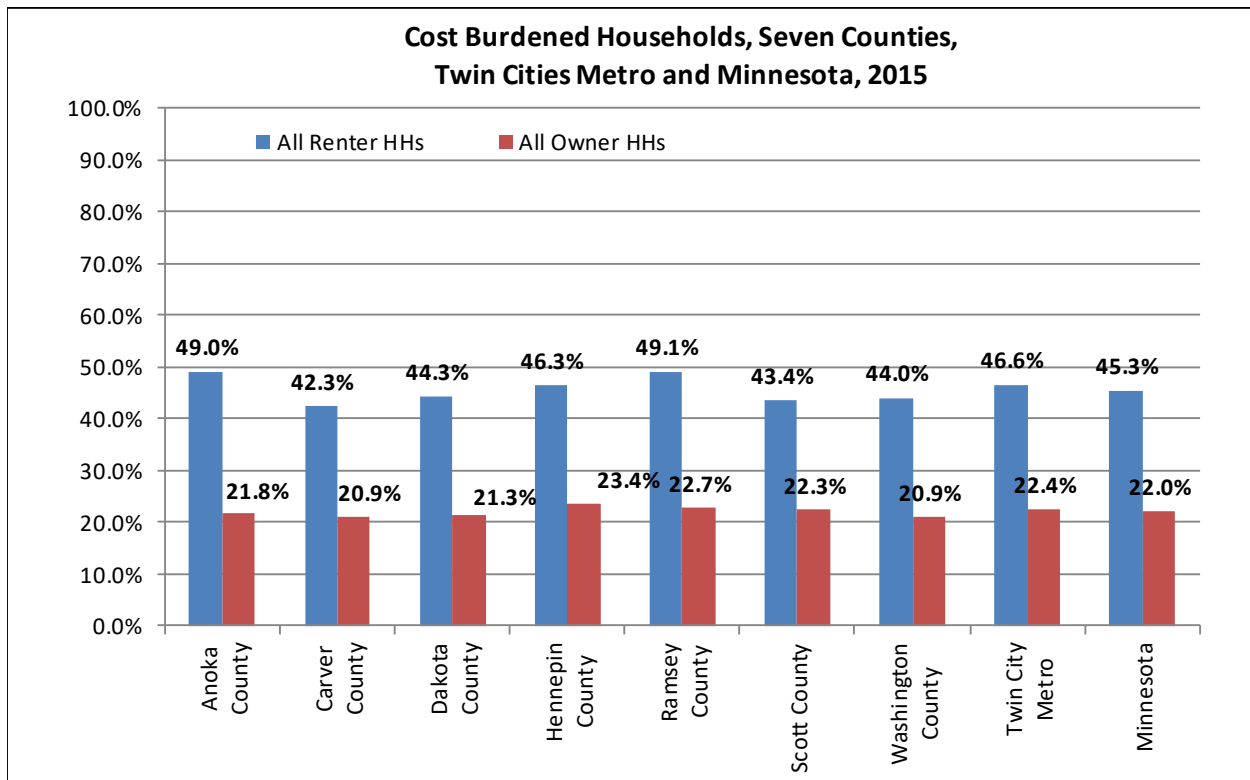
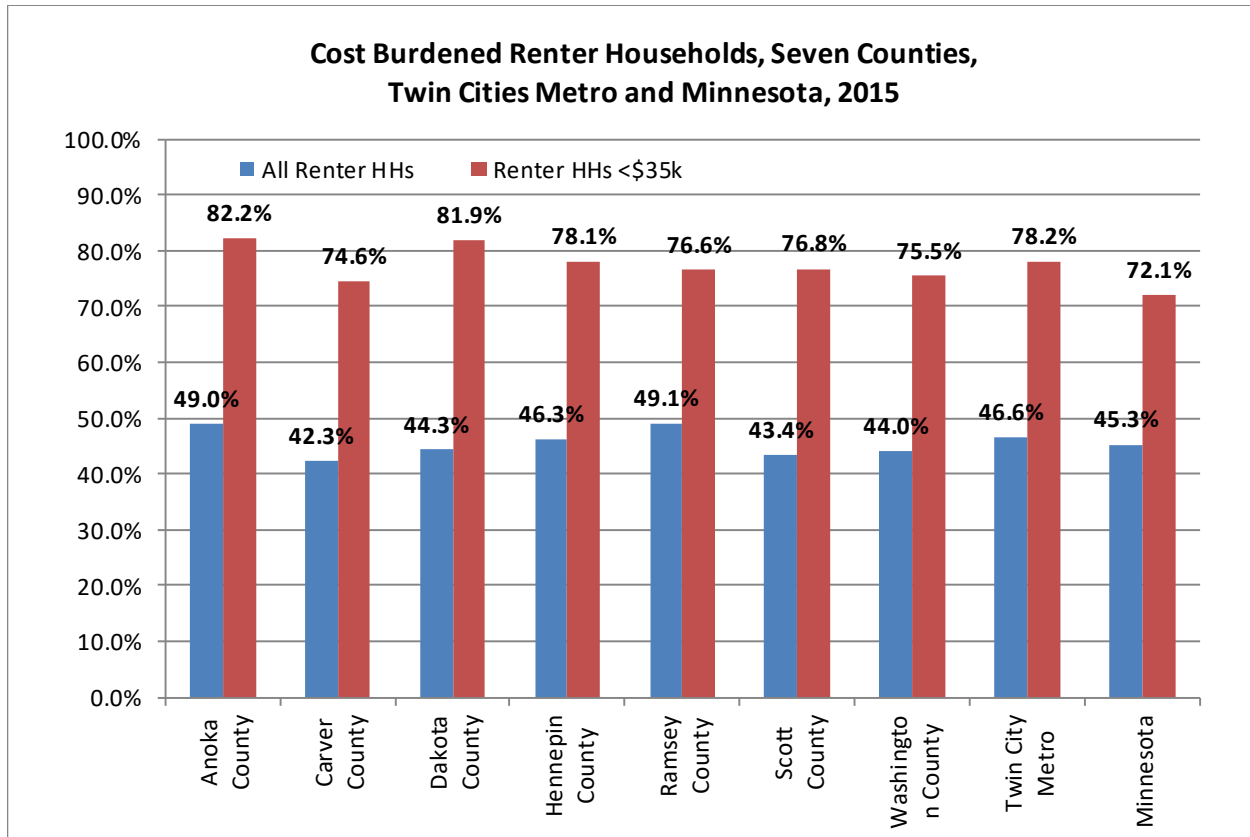
Community	Washington County		Twin Cities Metro		Minnesota	
	No.	Pct.	No.	Pct.	No.	Pct.
Owner Households						
All Owner Households	72,864		785,412		1,522,618	
Cost Burden 30% or greater	15,198	20.9%	175,799	22.4%	334,738	22.0%
Owner Households w/ incomes \$50,000 or less	14,549		181,364		443,510	
Cost Burden 30% or greater	8,221	56.5%	105,298	58.1%	223,625	50.4%
Renter Households						
All Renter Households	18,068		364,742		602,127	
Cost Burden 30% or greater	7,957	44.0%	170,135	46.6%	272,894	45.3%
Renter Households w/incomes \$35,000 or less	7,400		174,115		316,969	
Cost Burden 30% or greater	5,584	75.5%	136,110	78.2%	228,441	72.1%
All Households						
All Households	90,932		1,150,154		2,124,745	
Cost Burden 30% or greater	23,155	25.5%	345,934	30.1%	607,632	28.6%
Median Contract Rent ¹	\$1,011		\$886		\$759	

¹ Median Contract Rent 2015
Note: Calculations exclude households not computed.

Sources: American Community Survey 2015 estimates; Maxfield Research and Consulting LLC



HOUSING AFFORDABILITY



Housing Choice Vouchers

In addition to properties that provide rental assistance to tenants on-site through a project-based subsidy, “tenant-based” subsidies such as *Housing Choice Vouchers*, can help lower income households afford market-rate rental housing. The tenant-based subsidy is funded by the Department of Housing and Urban Development (HUD) and is managed by the Washington County CDA. Under the Housing Choice Voucher program (in the past, also referred to as Section 8) qualified households are issued a voucher that the household can take to an apartment that has rent levels within the payment standards set by the Department of Housing and Urban Development in concert with the local administrative agency. The household then pays approximately 30% of their adjusted gross income for rent and utilities, and the Federal government pays the remainder of the rent to the landlord. The maximum income limit to be eligible for a Housing Choice Voucher is 50% AMI based on household size, as shown in Table HA-1. The following are key points about the Housing Choice Voucher Program in Washington County.

- The Washington County CDA currently has 469 housing choice vouchers in utilization. The Department of Housing and Urban Development (HUD) has allocated only 90 vouchers to the county. Therefore, the CDA administers 419 on a port-in basis. There are 50 households on the wait list and these households have been on the wait list for a number of years. Turnover of vouchers is approximately two to three per year, but with the potential for additional budget cuts to the program, it is not certain how many new households would be able to be served through turnover.

Housing Costs as Percentage of Household Income

Housing costs are generally considered affordable at 30% of a households’ adjusted gross income. Table HA-4 on the following page illustrates key housing metrics based on housing costs and household incomes in Washington County for various submarkets. The table estimates the percent of submarket households that can afford rental and for-sale housing based on a 30% allocation of income to housing. Housing costs are based on the average for each submarket.

The housing affordability calculations assume the following:

For-Sale Housing

- 10% down payment with good credit score
- Closing costs rolled into mortgage
- 30-year mortgage at 4.25% interest rate
- Private mortgage insurance (equity of less than 20%)
- Homeowners insurance for single-family homes and association dues for townhomes
- Owner household income per 2015 ACS

Rental Housing

- Background check on tenant to ensure credit history
- 30% allocation of income
- Renter household income per 2015 ACS

Because of the down payment requirements and generally strict underwriting criteria for a mortgage, not all households will meet the income qualifications outlined above. The for-sale affordability analysis excludes equity that a homeowner may bring with them when purchasing a new residence.

- The median income for all households in Washington County as of 2016 was an estimated \$85,126. Median incomes however, vary by tenure (owner and renter). According to the 2015 American Community Survey, the median income of a Washington County homeowner was \$94,103 compared to \$43,539 for renters.
- According to the 2016 income distribution for Washington County, 77% of all households and 83% of owner households could afford to purchase an entry-level home in Washington County (\$180,000). When adjusting for move-up buyers (\$350,000), an estimated 57% of all households and 72% of owner households would income-qualify.
- About 52% of existing renter households can afford to rent a one-bedroom unit in Washington County (Avg. 1BR Rent-\$1,066/month). The percentage of renter income-qualified households decreases to 35% that can afford an existing three-bedroom unit (\$1,582/month). After adjusting for new construction rental housing, the percentage of renter households that are income-qualified decreases. An estimated 45% of renters would be able to afford a new market rate one-bedroom unit (\$1,200 per month) while 23% could afford a new two-bedroom unit (\$2,000 per month) and 13.4% could afford a new three-bedroom unit.
- For the county as a whole, the median price of a single-family home at the end of 2016 was \$260,000. At this price and assuming a 10% downpayment and good credit and no additional equity from a previous home, the household would require an annual income of \$64,438. An estimated 65.4% of all county households would qualify based on income.
- At an average overall rent of \$1,165 per month for all market rate rental units in the county, 44% of renter households could afford to pay this monthly rent or approximately 8,800 households. Another 11,100 renter households in the county could not afford this level of rent as of 2016.

HOUSING AFFORDABILITY

For-Sale (Assumes 10% down payment and good credit) (Excludes prior home equity)							
	Single-Family			Townhome/Twinhome/Condo			Washington Cty.
	Entry-Level	Move-Up	Executive	Entry-Level	Move-Up	Executive	County-Wide
Price of House	\$250,000	\$350,000	\$550,000	\$150,000	\$260,000	\$400,000	\$260,000
Pct. Down Payment	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Down Payment Amt.	\$25,000	\$35,000	\$55,000	\$15,000	\$26,000	\$40,000	\$26,000
Estimated Closing Costs (rolled into mortgage)	\$7,500	\$10,500	\$16,500	\$4,500	\$7,800	\$12,000	\$7,800
Cost of Loan	\$232,500	\$325,500	\$511,500	\$139,500	\$241,800	\$372,000	\$241,800
Interest Rate	4.250%	4.250%	4.250%	4.250%	4.250%	4.250%	4.250%
Number of Pmts.	360	360	360	360	360	360	360
Monthly Payment (P & I)	-\$1,144	-\$1,601	-\$2,516	-\$686	-\$1,190	-\$1,830	-\$1,190
(plus) Prop. Tax	-\$208	-\$292	-\$458	-\$125	-\$217	-\$333	-\$217
(plus) HO Insurance/Assoc. Fee for TH	-\$83	-\$117	-\$183	-\$100	-\$100	-\$100	-\$100
(plus) PMI/MIP (less than 20%)	-\$101	-\$141	-\$222	-\$60	-\$105	-\$161	-\$105
Subtotal monthly costs	-\$1,536	-\$2,151	-\$3,380	-\$972	-\$1,611	-\$2,425	-\$1,611
Housing Costs as % of Income	30%	30%	30%	30%	30%	30%	30%
Minimum Income Required	\$61,447	\$86,026	\$135,184	\$38,868	\$64,438	\$96,982	\$64,438
Pct. of ALL Washington Co. HHDS who can afford¹	65.9%	57.3%	31.5%	81.1%	65.4%	43.0%	65.4%
No. of Washington Co. HHDS who can afford¹	58,795	51,084	28,128	72,371	58,371	38,389	58,371
Pct. of Washington County owner HHDS who can afford²	70.7%	72.4%	28.5%	85.9%	70.1%	47.8%	70.1%
No. of Washington Co. HHDS who can afford²	58,206	59,603	23,462	70,713	57,708	39,351	57,708
No. of Washington Co. owner HHDS who cannot afford²	24,129	22,732	58,873	11,622	24,627	42,984	24,627
Rental (Market Rate)							
	Existing Rental			New Rental			Washington Cty.
	1BR	2BR	3BR	1BR	2BR	3BR	Overall Rent
Monthly Rent	\$1,064	\$1,339	\$1,582	\$1,250	\$2,000	\$2,600	\$1,165
Annual Rent	\$12,768	\$16,068	\$18,984	\$15,000	\$24,000	\$31,200	\$13,980
Housing Costs as % of Income	30%	30%	30%	30%	30%	30%	30%
Minimum Income Required	\$42,560	\$53,560	\$63,280	\$50,000	\$80,000	\$104,000	\$46,600
Pct. of ALL Washington Co. HHDS who can afford¹	76.2%	71.2%	64.6%	56.4%	53.3%	39.5%	73.1%
No. of Washington Co. HHDS who can afford¹	67,976	63,554	57,649	50,283	47,577	35,246	65,249
Pct. of Washington Co. renter HHDS who can afford²	52.2%	42.6%	34.7%	45.3%	23.2%	13.4%	44.1%
No. of Washington Co. renter HHDS who can afford²	10,413	8,499	6,912	9,035	4,619	2,669	8,807
No. of Washington Co. renter HHDS who cannot afford²	9,532	11,446	13,033	10,910	15,326	17,276	11,144

¹ Based on 2016 household income for ALL households
² Based on 2015 ACS household income by tenure (i.e. owner and renter incomes. Owner incomes = \$94,103 vs. renter incomes = \$43,539)
Source: Maxfield Research & Consulting, LLC

Introduction

Previous sections of this study analyzed the existing housing supply and the growth and demographic characteristics of the population and household base in Washington County. This section of the report presents our estimates of housing demand in the County from 2013 through 2030.

Demographic Profile and Housing Demand

The demographic profile of a community affects housing demand and the types of housing that are needed. The housing life-cycle stages are:

1. *Entry-level householders*
 - Often prefer to rent basic, inexpensive apartments
 - Usually singles or couples in their early 20's without children
 - Will often "double-up" with roommates in apartment setting
2. *First-time homebuyers and move-up renters*
 - Often prefer to purchase modestly-priced single-family homes or rent more upscale apartments
 - Usually married or cohabiting couples, in their mid-20's or 30's, some with children, but most are without children
3. *Move-up homebuyers*
 - Typically prefer to purchase newer, larger, and therefore more expensive single-family homes
 - Typically families with children where householders are in their late 30's to 40's
4. *Empty-nesters (persons whose children have grown and left home) and never-nesters (persons who never have children)*
 - Prefer owning but will consider renting their housing
 - Some will move to alternative lower-maintenance housing products
 - Generally couples in their 50's or 60's
5. *Younger independent seniors*
 - Prefer owning but will consider renting their housing
 - Will often move (at least part of the year) to retirement havens in the Sunbelt and desire to reduce their responsibilities for upkeep and maintenance
 - Generally in their late 60's or 70's

6. *Older seniors*

- May need to move out of their single-family home due to physical and/or health constraints or a desire to reduce their responsibilities for upkeep and maintenance
- Generally single females (widows) in their mid-70's or older

Demand for housing can come from several sources including: household growth, changes in housing preferences, and replacement need. Household growth necessitates building new housing unless there is enough desirable vacant housing available to absorb the increase in households. Demand is also affected by shifting demographic factors such as the aging of the population, which dictates the type of housing preferred. New housing to meet replacement need is required, even in the absence of household growth, when existing units no longer meet the needs of the population and when renovation is not feasible because the structure is physically or functionally obsolete.

Because of the relatively young age of the county's housing stock and the fact that redevelopment has not taken a significant number of homes out of the market, demand for housing in Washington County will be driven almost exclusively by household growth. Between 2016 and 2020, Washington County is projected to see an increase of approximately 8,000 households. Between 2020 and 2030, another 13,930 households are projected to be added. Since each household equates to an occupied housing unit, the county will need to build an equal number of housing units to support this growth – or approximately 22,000 housing units by 2030.

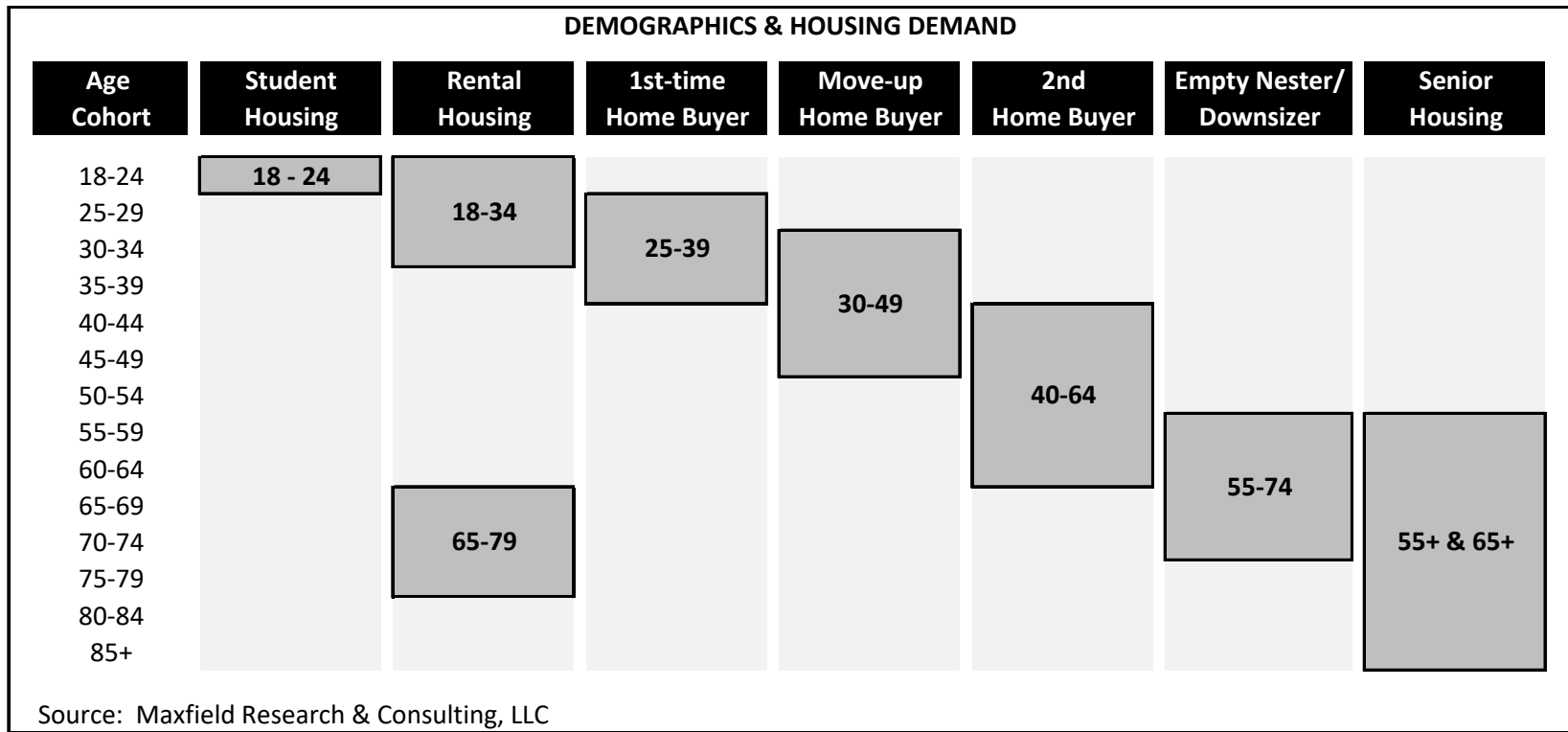
The graphic on the following page provides greater detail of various housing types supported within each housing life cycle. Information on square footage, average bedrooms/bathrooms, and lot size is provided on the subsequent graphic.

Housing Demand Overview

The previous sections of this assessment focused on demographic and economic factors driving demand for housing in Washington County. In this section, we utilize findings from the economic and demographic analysis to calculate demand for new general occupancy housing units in the county. In addition, we present housing demand for each submarket in the county.

Housing markets are driven by a range of supply and demand factors that vary by location and submarket. The following bullet points outline several of the key variables driving housing demand.

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TYPICAL HOUSING TYPE CHARACTERISTICS				
	Housing Types	Target Market/ Demographic	Unit/Home Characteristics	Lot Sizes/ Units Per Acre ¹
For-Sale Housing	Entry-level single-family	First-time buyers: Families, couples w/no children, some singles	1,200 to 2,200 sq. ft. 2-4 BR 2 BA	80'+ wide lot 2.5-3.0 DU/Acre
	Move-up single-family	Step-up buyers: Families, couples w/no children	2,000 sq. ft.+ 3-4 BR 2-3 BA	80'+ wide lot 2.5-3.0 DU/Acre
	Executive single-family	Step-up buyers: Families, couples w/no children	2,500 sq. ft.+ 3-4 BR 2-3 BA	100'+ wide lot 1.5-2.0 DU/Acre
	Small-lot single-family	First-time & move-down buyers: Families, couples w/no children, empty nesters, retirees	1,700 to 2,500 sq. ft. 3-4 BR 2-3 BA	40' to 60' wide lot 5.0-8.0 DU/Acre
	Entry-level townhomes	First-time buyers: Singles, couples w/no children	1,200 to 1,600 sq. ft. 2-3 BR 1.5BA+	6.0-12.0 DU/Acre
	Move-up townhomes	First-time & step-up buyers: Singles, couples, some families, empty-nesters	1,400 to 2,000 sq. ft. 2-3 BR 2BA+	6.0-8.0 DU/Acre
	Executive townhomes/twinhomes	Step-up buyers: Empty-nesters, retirees	2,000+ sq. ft. 3 BR+ 2BA+	4.0-6.0 DU/Acre
	Detached Townhome	Step-up buyers: Empty-nesters, retirees, some families	2,000+ sq. ft. 3 BR+ 2BA+	4.0-6.0 DU/Acre
	Condominiums	First-time & step-up buyers: Singles, couples, empty-nesters, retirees	800 to 1,700 sq. ft. 1-2 BR 1-2 BA	Low-rise: 18.0-24.0 DU/Acre Mid-rise: 25.0+ DU/Acre Hi-rise: 75.0+ DU/Acre
Rental Housing	Apartment-style rental housing	Singles, couples, single-parents, some families, seniors	675 to 1,250 sq. ft. 1-3 BR 1-2 BA	Low-rise: 18.0-24.0 DU/Acre Mid-rise: 25.0+ DU/Acre Hi-rise: 75.0+ DU/Acre
	Townhome-style rental housing	Single-parents, families w/children, empty nesters	900 to 1,700 sq. ft. 2-4 BR 2BA	8.0-12.0 DU/Acre
	Student rental housing	College students, mostly undergraduates	550 to 1,400 sq. ft. 1-4BR 1-2 BA	Low-rise: 18.0-24.0 DU/Acre Mid-rise: 25.0+ DU/Acre Hi-rise: 50.0+ DU/Acre
Both	Senior housing	Retirees, Seniors	550 to 1,500 sq. ft. Suites - 2BR 1-2 BA	Varies considerably based on senior product type

Source: Maxfield Research & Consulting, LLC

Demographics

Demographics are major influences that drive housing demand. Household growth and formations are critical (natural growth, immigration, etc.), as well as household types, size, age of householders, incomes, etc.

Economy & Job Growth

The economy and housing market are intertwined; the health of the housing market affects the broader economy and vice versa. Housing market growth depends on job growth (or the prospect of); jobs generate income growth which results in the formation of more households. Historically low unemployment rates have driven both existing home purchases and new-home purchases. Lack of job growth leads to slow or diminishing household growth, which in-turn

HOUSING DEMAND ANALYSIS

relates to reduced housing demand. Additionally, low income growth results in fewer move-up buyers which results in diminished housing turnover across all income brackets.

Consumer Choice/Preferences

A variety of factors contribute to consumer choice and preferences. Many times a change in family status is the primary factor for a change in housing type (i.e. growing families, empty-nest families, etc.). However, housing demand is also generated from the turnover of existing households who decide to move for a range of reasons. Some households may want to move-up, downsize, change their tenure status (i.e. owner to renter or vice versa), or simply move to a new location.

Supply (Existing Housing Stock)

The stock of existing housing is a crucial component in the demand for new housing. There are a variety of unique household types and styles, not all of which are desirable to today's consumers. The age of the housing stock is an important component for housing demand, as communities with aging housing stocks have higher demand for remodeling services, replacement new construction, or new home construction as the current inventory does not provide the supply that consumers seek.

Pent-up demand may also exist if supply is unavailable as householders postpone a move until new housing product becomes available.

Housing Finance

Household income is the fundamental measure that dictates what a householder can afford to pay for housing costs. According to the U.S. Department of Housing and Urban Development (HUD), the definition of affordability is for a household to pay no more than 30% of its annual income on housing (including utilities). Families who pay more than 30% of their income for housing (either rent or mortgage) are considered cost burdened and may have difficulty affording necessities such as food, clothing, transportation and medical care.

The ability of buyers to obtain mortgage financing has been increasingly challenging over the past few years as lenders have overcorrected from the subprime mortgage crisis. As a result, many borrowers have remained on the sidelines as lenders have enforced tight lending requirements, thereby increasing the demand for rental housing.

Mobility

It is important to note that demand is somewhat fluid between submarkets and will be impacted by development activity in nearby areas, including other communities outside Washington County. Demand given for each submarket may be lower or higher if proposed and/or planned developments move forward. For example, if a senior housing project moves ahead in Lake

Elmo, Lake Elmo may also capture a portion of Woodbury and Oakdale submarkets' potential demand. Consequently, Woodbury and Oakdale could capture lower demand.

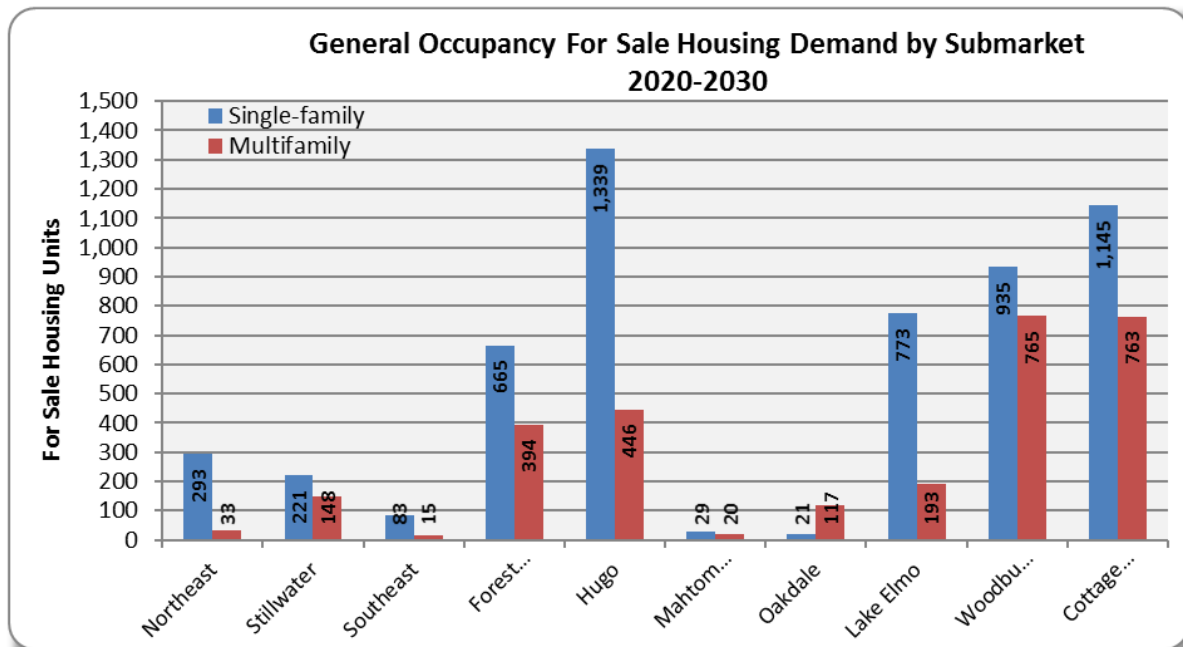
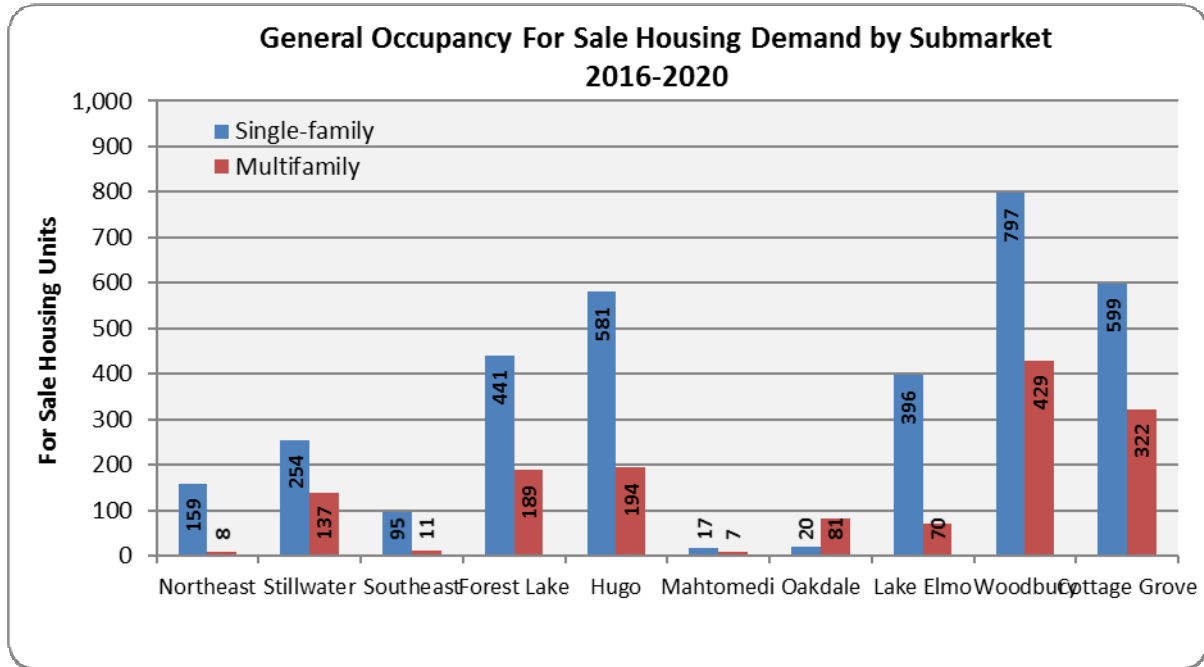
For-Sale Housing Market Demand Analysis

Tables DMD-1 and DMD-2 presents our demand calculations for general occupancy for-sale housing in Washington County between 2016 and 2020 and between 2020 and 2030, respectively. This analysis identifies potential demand for general occupancy for-sale housing that is generated from both new households and turnover households. The following points summarize our findings.

- Because the 65 and older cohort is typically not a target market for new general occupancy for-sale housing, we limit demand from household growth to only those households under the age of 65. According to our projections, the County is expected to grow by 4,745 households under age 65 between 2016 and 2020.
- Demand for ownership housing in Washington County is projected to remain strong, as the fringe of the Twin Cities Metro Area continues to expand outward into the county and the housing market continues to improve. Most of the land closer to the core of the Twin Cities is fully developed, with little land available to accommodate new housing, particularly single-family homes. Thus, Washington County will account for an increasingly greater share of the Twin Cities overall single-family housing development.
- Based on household tenure data from the US Census, we expect that between 72.7% of the demand (Stillwater) to 90.8% of the demand (Lake Elmo) will be for owner-occupied housing units, equating to a potential 3,888 owner households from household growth.
- As of 2016, there are an estimated 59,263 owner households under the age of 65 in the county. Based on household turnover data from the 2011-2015 American Community Survey, we estimate that between 11.9% and 31.8% of these under-65 owner households will experience turnover between 2016 and 2020 (turnover rate varies by submarket). This estimate results in anticipated turnover of 9,600 existing households by 2020.
- We then estimate the percent of existing owner households turning over that would prefer to purchase new housing. Throughout the United States, approximately 8% of all home sales were for new homes over the past three years while slightly over 5% of Midwest sales were for new homes. Considering the age of the county's housing stock, we estimate that between 5%-10% of the households turning over will desire new housing. This estimate results in demand from existing households for 919 new residential units in the county between 2016 and 2020.

HOUSING DEMAND ANALYSIS

- Total demand from household growth and existing household turnover between 2016 and 2020 equates to 4,807 new for-sale housing units.
- New single-family homes built in Washington County between 2016 and 2020 are projected to be move-up and executive homes. Increased costs for building materials and labor, together with a diminishing finished lot supply have made housing construction more expensive. Existing single-family homes and new for-sale townhomes will accommodate much of the demand for modest homes.
- The greatest percentage of new single-family homes built in the Northeast, Southeast, and Lake Elmo submarkets will be executive homes. These three submarkets will satisfy the majority of the county's demand for executive homes between 2016 and 2020.
- While there are various target markets for multifamily ownership housing, the majority of demand will be from younger households who have modest incomes and little savings or equity in an existing home. Thus, the majority of multifamily demand will be for units priced at about \$250,000. Most of the demand for higher priced units will be from empty-nesters seeking to downsize from their existing single-family homes into a one-level townhome or similar style product.



HOUSING DEMAND ANALYSIS

TABLE DMD-1 DEMAND FOR ADDITIONAL FOR-SALE HOUSING WASHINGTON COUNTY 2016 to 2020																						
	Northeast		Stillwater		Southeast		Forest Lake		Hugo		Mahtomedi		Oakdale		Lake Elmo		Woodbury		Cottage Grove		Washington County	
DEMAND FROM NEW HOUSEHOLD GROWTH																						
Household growth under age 65, 2016 to 2020	172	449	98	796	794	0	57	496	1,108	775	4,745											
(times) % propensity to own ¹	90.6%	72.7%	90.4%	74.1%	89.6%	89.4%	76.1%	90.8%	77.1%	86.2%	80.9%											
(Equals) Demand from new household growth	156	326	89	590	711	0	43	450	854	668	3,888											
DEMAND FROM EXISTING HOUSEHOLDS																						
Estimated Total owner households under age 65, 2016	1,905	6,302	3,111	4,180	3,962	3,746	6,691	1,992	15,367	12,007	59,263											
(times) % of owner turnover 2016-2020 ²	11.9%	20.6%	11.0%	19.3%	31.8%	13.0%	17.2%	16.1%	24.2%	21.1%	16.2%											
(times) % desiring new owner housing	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	10.0%	10.0%	6%*											
(Equals) Demand from existing households	11	65	17	40	63	24	57	16	372	253	919											
TOTAL MARKET DEMAND																						
Total demand from new HH growth and turnover	167		391		106		630		774		24		101		466		1,226		921		4,807	
Proportion Single-family vs. Multifamily	95%	5%	65%	35%	90%	10%	70%	30%	75%	25%	70%	30%	20%	80%	85%	15%	65%	35%	65%	35%	70%	30%
No. of Single-family vs. Multifamily Units	159	8	254	137	95	11	441	189	581	194	17	7	20	81	396	70	797	429	599	322	3,359	1,448
Single-Family																						
Percent Modest (<\$350,000)	0%	5%	0%	30%	25%	0%	15%	0%	5%	5%	11%											
Number	0	13	0	132	145	0	3	0	40	30	363											
Percent Move-up (\$350,000 - \$550,000)	25%	60%	25%	45%	50%	20%	65%	35%	55%	70%	51%											
Number	40	153	24	199	290	3	13	139	438	419	1,717											
Percent Executive (\$550,000+)	75%	35%	75%	25%	25%	80%	20%	65%	40%	25%	38%											
Number	119	89	71	110	145	14	4	258	319	150	1,279											
Multifamily³																						
Percent Modest (<\$250,000)	0%	30%	0%	40%	35%	20%	50%	25%	35%	40%	36%											
Number	0	41	0	76	68	1	40	17	150	129	523											
Percent Move-up (\$250,000+)	100%	70%	100%	60%	65%	80%	50%	75%	65%	60%	64%											
Number	8	96	11	113	126	6	40	52	279	193	925											
¹ Based on percent owner households under age 65 in 2014 (2014 American Community Survey) ² Based on household turnover and mobility data (2015 American Community Survey, Five Year Estimates) ³ Includes twinhomes, townhomes, condos, etc. * Average of the submarkets. Note: Some totals do not add due to rounding.																						
Source: Maxfield Research & Consulting, LLC																						

HOUSING DEMAND ANALYSIS

TABLE DMD-2 DEMAND FOR ADDITIONAL FOR-SALE HOUSING WASHINGTON COUNTY 2020 to 2030																						
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County											
DEMAND FROM NEW HOUSEHOLD GROWTH																						
Household growth under age 65, 2020 to 2030	345	409	88	1,315	1,902	27	100	1,041	1,660	1,918	8,805											
(times) % propensity to own ¹	90.6%	72.7%	90.4%	74.1%	89.6%	89.4%	76.1%	90.8%	77.1%	86.2%	80.9%											
(Equals) Demand from new household growth	313	297	80	974	1,704	24	76	945	1,280	1,653	7,347											
DEMAND FROM EXISTING HOUSEHOLDS																						
Estimated Total owner households under age 65, 2020	2,144	6,972	3,361	5,040	5,088	3,810	7,111	2,669	17,325	12,083	65,603											
(times) % of owner turnover 2020-2030 ²	11.9%	20.6%	11.0%	19.3%	31.8%	13.0%	17.2%	16.1%	24.2%	21.1%	16.2%											
(times) % desiring new owner housing	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	10.0%	10.0%	6.0%*											
(Equals) Demand from existing households	13	72	18	49	81	25	61	21	419	254	1,013											
TOTAL MARKET DEMAND																						
Total demand from new HH growth and turnover	325	369	98	1,023	1,785	49	137	967	1,699	1,908	8,360											
Proportion Single-family vs. Multifamily	90%	10%	60%	40%	85%	15%	65%	35%	75%	25%	60%	40%	66%	34%								
No. of Single-family vs. Multifamily Units	293	33	221	148	83	15	665	358	1,339	446	29	20	21	117	773	193	935	765	1,145	763	5,503	2,856
Single-Family																						
Percent Modest (<\$350,000)	0%	5%	0%	30%	25%	0%	15%	0%	5%	5%	12%											
Number	0	11	0	199	335	0	3	0	47	57	652											
Percent Move-up (\$350,000 - \$550,000)	25%	60%	25%	45%	50%	20%	65%	35%	55%	70%	51%											
Number	73	133	21	299	669	6	13	271	514	801	2,801											
Percent Executive (\$550,000+)	75%	35%	75%	25%	25%	80%	20%	65%	40%	25%	37%											
Number	220	77	62	166	335	23	4	503	374	286	2,051											
Multifamily³																						
Percent Modest (<\$250,000)	0%	30%	0%	40%	35%	20%	50%	25%	35%	40%	36%											
Number	0	44	0	143	156	4	58	48	268	305	1,027											
Percent Move-up (\$250,000+)	100%	70%	100%	60%	65%	80%	50%	75%	65%	60%	64%											
Number	33	103	15	215	290	16	58	145	497	458	1,829											
¹ Based on percent owner households under age 65 in 2014 (2014 American Community Survey)																						
² Based on household turnover and mobility data (2011 and 2015 American Community Survey, Five Year Estimates)																						
³ Includes twinhomes, townhomes, condos, etc.																						
* Average of all submarkets																						
Note: Some totals do not add due to rounding.																						
Source: Maxfield Research & Consulting, LLC																						

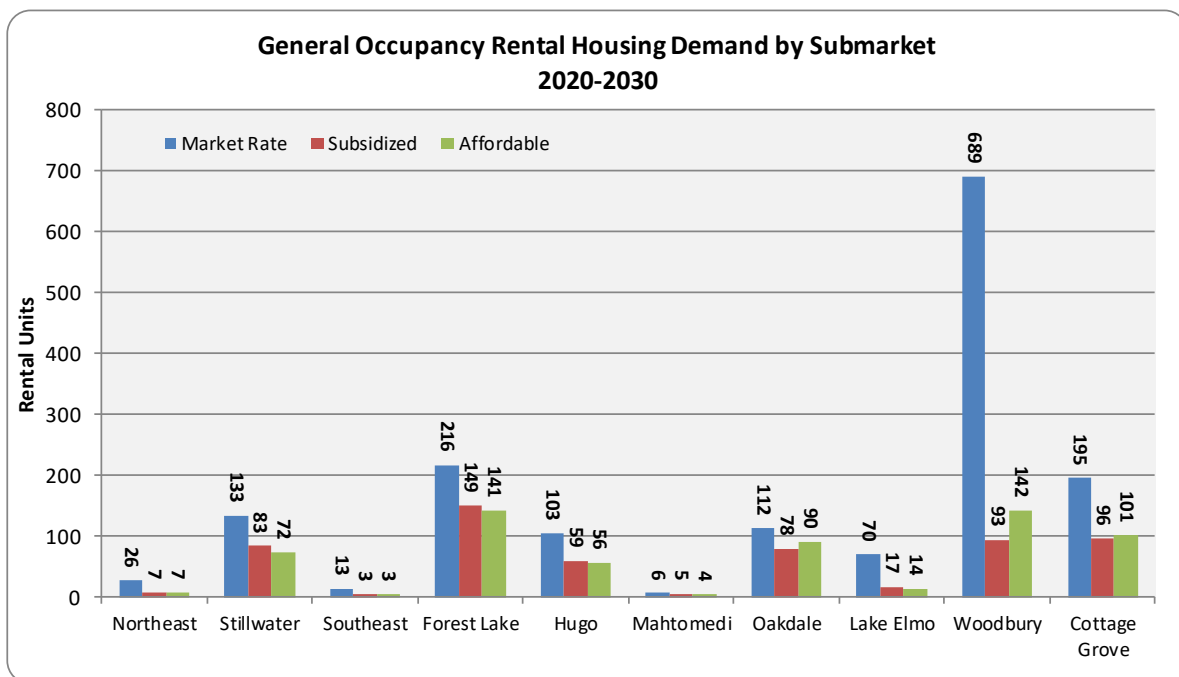
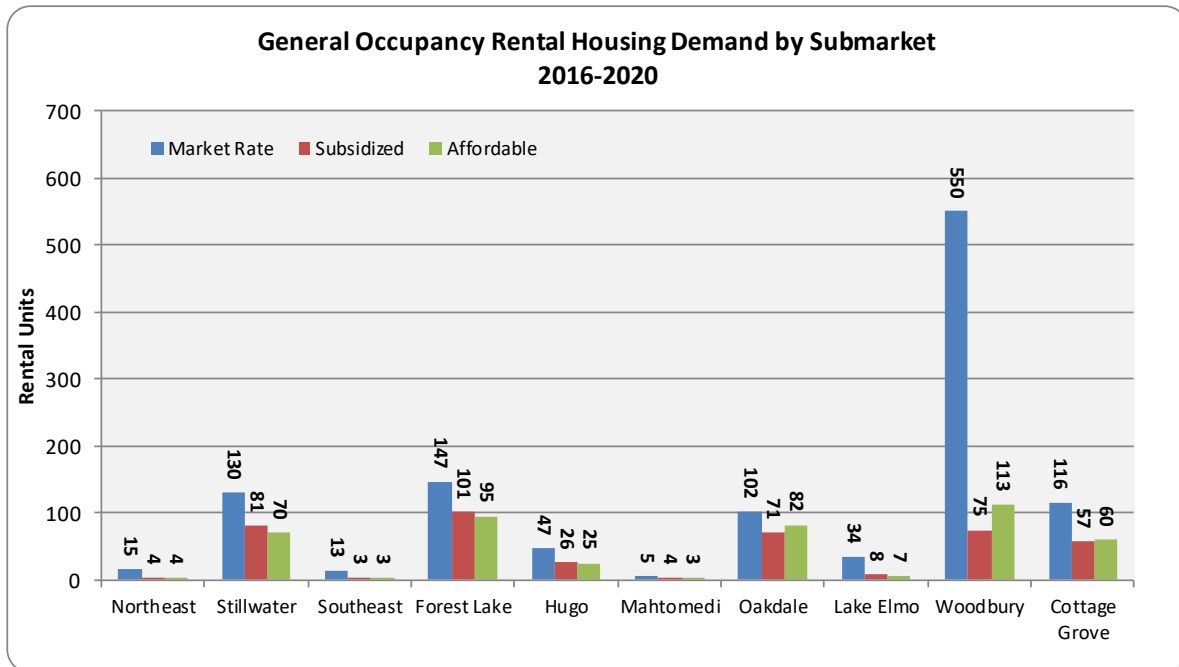
Rental Housing Demand Analysis

Tables D-3 and D-4 presents our calculation of general-occupancy rental housing demand for Washington County. This analysis identifies potential demand for rental housing that is generated from both new households and turnover households. Market rate housing is defined as having no income restrictions, affordable housing is 80% or less AMI and subsidized is 50% or less AMI.

- According to our projections, Washington County is expected to grow by 4,745 households under age 65 between 2016 and 2020. Because the 65 and older cohort is typically not a target market for new general-occupancy market rate rental housing, we limit demand from household growth to only those households under the age of 65.
- We identify the percentage of households that are likely to rent their housing based on 2014 tenure data. The propensity to rent ranges from 9.2% to 27.3% based on the submarket. After adjusting household growth by renters, growth through 2020 is reduced to 857 new renter households in Washington County.
- Secondly, we calculate demand from existing households under the age of 65 in the County that could be expected to turnover between 2016 and 2020. As of 2016, there are 14,055 renter households under the age of 65 in the County. Based on household turnover data from the 2011 and 2015 American Community Survey, we estimate that between 42.5% (Lake Elmo) and 76.7% (Oakdale) of these under-65 owner households will experience turnover between 2016 and 2020 (turnover rate varies by submarket). This estimate results in anticipated turnover of 9,592 existing households by 2020.
- We then estimate the percent of existing renter households turning over that would prefer to rent in a new rental development. Considering the age of the County's housing stock, we estimate that 5% to 15% of the households turning over in Washington County will desire new rental housing. This estimate results in demand from existing households for 1,198 new residential rental units between 2016 and 2020.
- Combining demand from household growth plus turnover results in total demand in the County for 2,055 rental units between 2016 and 2020.
- Based on a review of renter household incomes and sizes and monthly rents at existing properties, we estimate that 40% to 75% of the total demand will be for market rate housing. To 2020, demand exists for 1,158 market rate rental units. Demand for market rate rental housing will be concentrated mainly in Woodbury, as an estimated 47% of all market rate rental demand is located in the Woodbury submarket.

HOUSING DEMAND ANALYSIS

- We estimate that 23% of the total demand in Washington County will be for affordable housing and 21% will be for subsidized housing. The majority of the demand will be in the Forest Lake, Woodbury and Cottage Grove submarkets.



HOUSING DEMAND ANALYSIS

TABLE DMD-3 DEMAND FOR ADDITIONAL RENTAL HOUSING WASHINGTON COUNTY 2016 to 2020											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
DEMAND FROM NEW HOUSEHOLD GROWTH											
Household growth under age 65, 2016 to 2020	172	449	98	796	794	0	57	496	1,108	775	4,745
(times) % propensity to rent ¹	9.4%	27.3%	9.6%	25.9%	10.4%	10.6%	23.9%	9.2%	22.9%	13.8%	19.1%
(Equals) Demand from new household growth	16	123	9	206	83	0	14	46	254	107	857
DEMAND FROM EXISTING HOUSEHOLDS											
Estimated Total renter households under age 65, 2016	198	2,363	329	1,461	462	446	2,102	203	4,576	1,915	14,055
(times) % of renter turnover 2016-2020 ²	73.9%	67.4%	61.5%	62.7%	68.1%	52.5%	76.7%	42.5%	70.7%	65.7%	64.1%
(times) % desiring new rental housing	5.0%	10.0%	5.0%	15.0%	5.0%	5.0%	15.0%	5.0%	15.0%	10.0%	9%*
(Equals) Demand from existing households	7	159	10	137	16	12	242	4	485	126	1,198
TOTAL MARKET DEMAND											
Total demand from new HH growth and turnover	23	282	20	343	98	12	255	50	739	233	2,055
Percent Market Rate ³	65%	46%	68%	43%	47%	41%	40%	69%	75%	50%	56%
Number	15	130	13	147	47	5	102	34	550	116	1,158
Percent Affordable ³	18%	25%	16%	28%	26%	27%	32%	14%	15%	26%	23%
Number	4	70	3	95	25	3	82	7	113	60	464
Percent Subsidized ³	17%	29%	16%	29%	27%	32%	28%	17%	10%	24%	21%
Number	4	81	3	101	26	4	71	8	75	57	431
¹ Based on percent renter households under age 65 in 2014 (American Community Survey) ² Based on household turnover and mobility data (2011 and 2015 American Community Survey, Five Year Estimates) ³ Based on the pricing of current rental product and household incomes of area renters (i.e. excludes owner incomes) * Average of all submarkets. Note: Some totals may not add due to rounding.											
Source: Maxfield Research & Consulting, LLC											

HOUSING DEMAND ANALYSIS

TABLE DMD-4 DEMAND FOR ADDITIONAL RENTAL HOUSING WASHINGTON COUNTY 2020 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
DEMAND FROM NEW HOUSEHOLD GROWTH											
Household growth under age 65, 2020 to 2030	345	409	88	1,315	1,902	27	100	1,041	1,660	1,918	8,805
(times) % propensity to rent ¹	9.4%	27.3%	9.6%	25.9%	10.4%	10.6%	23.9%	9.2%	22.9%	13.8%	19.1%
(Equals) Demand from new household growth	32	112	8	341	198	3	24	96	380	265	1,458
DEMAND FROM EXISTING HOUSEHOLDS											
Estimated Total renter households under age 65, 2020	222	2,618	357	1,762	591	452	2,233	270	5,146	1,934	15,585
(times) % of renter turnover 2020-2030 ²	73.9%	67.4%	61.5%	62.7%	68.1%	52.5%	76.7%	42.5%	70.7%	65.7%	64.1%
(times) % desiring new rental housing	5.0%	10.0%	5.0%	15.0%	5.0%	5.0%	15.0%	5.0%	15.0%	10.0%	9%*
(Equals) Demand from existing households	8	176	11	166	20	12	257	6	545	127	1,328
TOTAL MARKET DEMAND											
Total demand from new HH growth and turnover	41	288	19	506	218	15	281	102	925	392	2,786
Percent Market Rate ³	65%	46%	68%	43%	47%	41%	40%	69%	75%	50%	56%
Number	26	133	13	216	103	6	112	70	689	195	1,563
Percent Affordable ³	18%	25%	16%	28%	26%	27%	32%	14%	15%	26%	23%
Number	7	72	3	141	56	4	90	14	142	101	630
Percent Subsidized ³	17%	29%	16%	29%	27%	32%	28%	17%	10%	24%	21%
Number	7	83	3	149	59	5	78	17	93	96	590
¹ Based on percent renter households under age 65 in 2014 (2014 American Community Survey) ² Based on household turnover and mobility data (2011 and 2015 American Community Survey, Five Year Estimates) ³ Based on the pricing of current rental product and household incomes of area renters (i.e. excludes owner incomes) * Average of all submarkets Note: Some totals may not add due to rounding.											
Source: Maxfield Research & Consulting, LLC											

Senior Housing Demand Analysis

Tables DMD-5 through DMD-9 shows demand calculations for senior housing in Washington County by submarket in 2016, 2020 and 2030. Demand methodology employed by Maxfield Research utilizes capture and penetration rates that blend national senior housing trends with local market characteristics, preferences and patterns. Unlike demand for general occupancy housing, demand for senior housing is need driven and dependent on the capture rate of the point-in-time population versus population growth. As a result, senior demand is calculated for 2016, 2020, and 2030. Our demand calculations consider the following target market segments for each product types:

Market Rate Active Adult Rental and Ownership Housing: Target market base includes age 55+ older adult and senior households with incomes of \$35,000 or more and senior homeowners with incomes between \$25,000 and \$34,999.

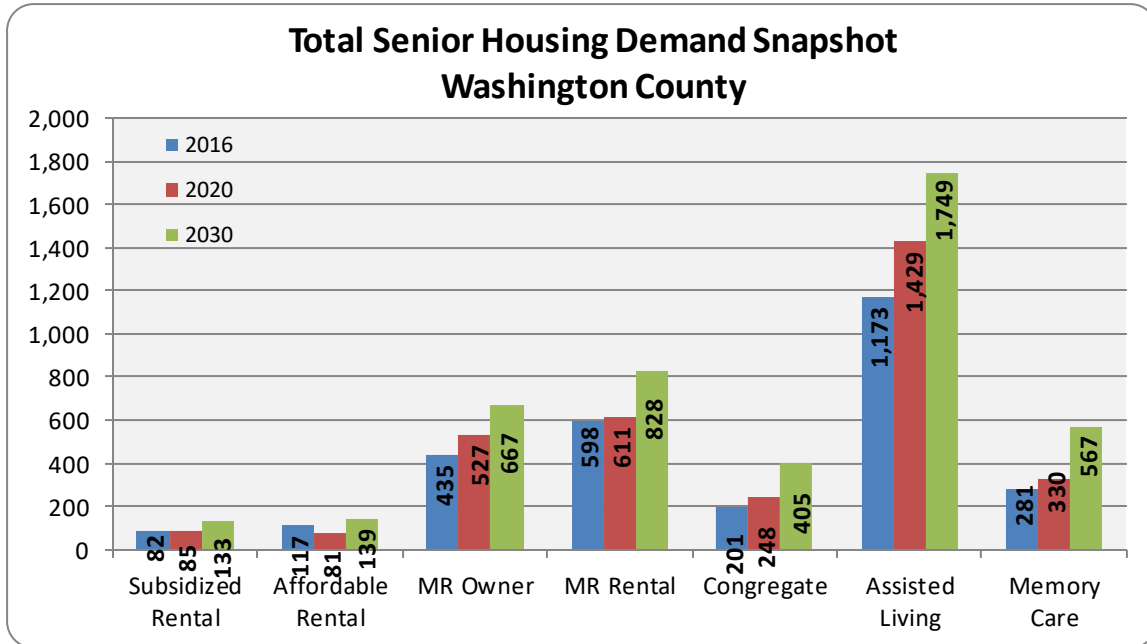
Affordable/Subsidized Independent Housing: Target market base includes age 55+ older adult and senior households with incomes of \$50,000 or less. The higher income qualification reflects senior households that can qualify with up to 80% AMI at Washington County CDA sponsored properties.

Congregate Housing: Target market base includes age 65+ seniors who would be financially able to pay for housing and service costs associated with congregate housing. Income-ranges considered capable of paying for congregate housing are the same as for active adult housing.

Assisted Living Housing: Target market base includes older seniors (age 75+) who would be financially able to pay for private pay assisted living housing (incomes of \$40,000 or more and some homeowners with incomes below \$40,000). Additional demand for subsidized assisted living is not included in this demand but would result in greater demand for assisted living housing if considered.

Memory Care Housing: Target market base includes age 65+ seniors who would be financially able to pay for housing and service costs associated with memory care housing. Income ranges considered capable of paying for memory care housing (\$60,000 or more) are higher than other service levels due to the increased cost of care.

Existing senior housing units are subtracted from overall demand for each product type.



HOUSING DEMAND ANALYSIS

**TABLE DMD-5
DEMAND FOR MARKET RATE ACTIVE ADULT RENTAL HOUSING
WASHINGTON COUNTY
2016 to 2030**

	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2016											
Households age 55-64	875	2,582	1,252	1,470	931	1,438	2,202	725	4,654	2,921	19,050
(times) % income qualified ¹	91.1%	82.3%	91.0%	85.3%	91.2%	90.6%	83.8%	89.4%	91.6%	87.3%	88.1%
(times) HO factor \$25k-\$35k	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
(plus) Homeowners w/incomes \$25k-35k ²	35	103	50	59	37	58	88	29	186	117	762
(times) potential capture rate	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
(equals) demand potential	4	11	6	7	4	7	10	3	22	13	88
Households age 65-74	470	1,550	616	860	522	783	1,244	416	2,109	1,591	10,161
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	79.4%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	40	132	52	73	44	67	106	35	179	135	864
(times) potential capture rate	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%
(equals) demand potential	25	69	31	40	26	39	55	21	110	75	491
Households age 75+	247	1,606	279	598	254	664	1,069	207	1,565	1,108	7,597
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	55.5%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	28	185	32	69	29	76	123	24	180	127	874
(times) potential capture rate	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%
(equals) demand potential	33	157	34	68	32	78	99	27	191	118	840
(Equals) Demand potential	62	237	71	115	62	124	164	52	324	206	1,417
Percent Owner-Occupied	30%	40%	40%	45%	25%	35%	45%	40%	40%	40%	38%
Number	19	95	28	52	16	43	74	21	129	82	559
(minus) Existing and Pending Units ³	0	0	0	0	0	0	52	0	72	0	124
(equals) Total Owner-Occupied Demand	19	95	28	52	16	43	22	21	57	82	435
Percent Renter-Occupied	70%	60%	60%	55%	75%	65%	55%	60%	60%	60%	62%
Number	43	142	43	63	47	81	90	31	194	123	858
(minus) Existing and Pending Units ³	0	100	0	0	0	66	95	0	0	4	265
(equals) Total Renter-Occupied Demand	43	42	43	63	47	15	0	31	194	120	598

CONTINUED

HOUSING DEMAND ANALYSIS

TABLE DMD-5 CONT. DEMAND FOR MARKET RATE ACTIVE ADULT RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2020											
Households age 55-64	996	2,851	1,359	2,121	1,138	1,495	2,346	922	4,654	3,259	21,141
(times) % income qualified ¹	91.1%	82.3%	91.0%	85.3%	91.2%	90.6%	83.8%	89.4%	91.6%	87.3%	88.1%
(times) HO factor \$25k-\$35k	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
(plus) Homeowners w/incomes \$25k-35k ²	40	114	54	85	46	60	94	37	186	130	846
(times) potential capture rate	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
(equals) demand potential	5	12	6	9	5	7	10	4	22	15	97
Households age 65-74	600	1,907	746	1,386	719	917	1,478	593	2,109	1,984	12,439
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	79.4%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	51	162	63	118	61	78	126	50	179	169	1,057
(times) potential capture rate	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%
(equals) demand potential	31	85	38	65	36	46	65	30	110	93	601
Households age 75+	284	1,793	306	860	318	692	1,137	268	1,716	1,249	8,623
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	55.5%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	33	206	35	99	37	80	131	31	197	144	992
(times) potential capture rate	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%
(equals) demand potential	38	175	37	98	40	81	106	35	210	133	953
(Equals) Demand potential	74	273	82	173	81	134	181	69	342	241	1,650
Percent Owner-Occupied	30%	40%	40%	45%	25%	35%	45%	40%	40%	40%	38%
Number	22	109	33	78	20	47	82	28	137	96	651
(minus) Existing and Pending Units ³	0	0	0	0	0	0	52	0	72	0	124
(equals) Total Owner-Occupied Demand	22	109	33	78	20	47	29	28	65	96	527
Percent Renter-Occupied	70%	60%	60%	55%	75%	65%	55%	60%	60%	60%	62%
Number	52	164	49	95	61	87	100	42	205	144	999
(minus) Existing and Pending Units ³	0	157	0	0	0	66	95	0	0	65	383
(equals) Total Renter-Occupied Demand	52	7	49	95	61	21	0	42	205	79	611

CONTINUED

HOUSING DEMAND ANALYSIS

TABLE DMD-5 CONT.
DEMAND FOR MARKET RATE ACTIVE ADULT RENTAL HOUSING
WASHINGTON COUNTY
2016 to 2030

	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2030											
Households age 55-64	1,106	2,876	1,440	2,016	1,564	1,543	2,392	1,230	5,193	3,914	23,274
(times) % income qualified ¹	91.1%	82.3%	91.0%	85.3%	91.2%	90.6%	83.8%	89.4%	91.6%	87.3%	88.1%
(times) HO factor \$25k-\$35k	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
(plus) Homeowners w/incomes \$25k-35k ²	44	115	58	81	63	62	96	49	208	157	931
(times) potential capture rate	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
(equals) demand potential	5	12	7	9	7	7	11	6	25	18	107
Households age 65-74	649	2,186	931	1,512	1,030	1,086	1,744	954	3,304	2,576	15,972
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	79.4%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	55	186	79	129	88	92	148	81	281	219	1,358
(times) potential capture rate	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%
(equals) demand potential	34	98	47	71	51	54	77	48	172	121	774
Households age 75+	349	2,200	351	875	598	728	1,271	366	2,064	1,458	10,260
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	55.5%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	40	253	40	101	69	84	146	42	237	168	1,180
(times) potential capture rate	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%	16.5%
(equals) demand potential	47	215	43	100	76	85	118	48	252	155	1,139
(Equals) Demand potential	86	325	97	180	134	147	206	102	449	294	2,020
Percent Owner-Occupied	30%	40%	40%	45%	25%	35%	45%	40%	40%	40%	38%
Number	26	130	39	81	34	51	93	41	180	117	791
(minus) Existing and Pending Units ³	0	0	0	0	0	0	52	0	72	0	124
(equals) Total Owner-Occupied Demand	26	130	39	81	34	51	40	41	108	117	667
Percent Renter-Occupied	70%	60%	60%	55%	75%	65%	55%	60%	60%	60%	62%
Number	60	195	58	99	101	96	113	61	270	176	1,229
(minus) Existing and Pending Units ³	0	157	0	0	0	66	95	0	0	65	383
(equals) Total Renter-Occupied Demand	60	38	58	99	101	30	0	61	270	111	828
¹ Based on households earning \$35,000+ in 2016											
² Estimated homeowners with incomes between \$25,000 and \$34,000 in 2016											
³ Existing and pending units are deducted at market equilibrium (95% occupancy)											
Source: Maxfield Research & Consulting, LLC											

HOUSING DEMAND ANALYSIS

TABLE DMD-6 DEMAND FOR SUBSIDIZED/AFFORDABLE SENIOR HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2016											
Households age 55-64	909	2,582	1,252	1,470	931	1,438	2,202	725	4,654	2,921	19,084
(times) % income qualified ¹	8.9%	17.7%	9.0%	14.7%	8.8%	9.4%	16.2%	10.6%	8.4%	12.7%	10.0%
(times) potential capture rate	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Households age 65-74	564	1,550	616	860	522	783	1,244	416	2,109	1,591	10,255
(times) % income qualified ¹	13.3%	37.1%	16.5%	23.0%	18.1%	17.4%	28.3%	16.2%	13.7%	23.2%	20.7%
(times) potential capture rate	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Households age 75+	271	1,606	279	598	254	664	1,069	207	1,565	1,108	7,621
(times) % income qualified ¹	30.0%	52.3%	37.6%	42.4%	34.9%	40.4%	55.1%	32.3%	37.4%	47.1%	41.0%
(times) potential capture rate	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
(Equals) Demand potential	25	235	33	75	29	70	160	22	154	149	951
Percent Subsidized	41%	41%	53%	47%	31%	43%	36%	51%	22%	34%	40%
Number	10	96	18	35	9	30	58	11	34	51	352
(minus) Existing and Pending Units ²	0	186	0	157	0	59	66	0	0	76	544
(equals) Total Subsidized Demand	10	0	18	0	9	0	0	11	34	0	82
Percent Affordable	59%	59%	47%	53%	69%	57%	64%	49%	78%	66%	60%
Number	15	138	16	40	20	40	102	11	120	98	600
(minus) Existing and Pending Units ²	30	109	0	83	27	146	217	0	87	70	769
(equals) Total Affordable Demand	0	29	16	0	0	0	0	11	33	28	117
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-6 CONT. DEMAND FOR SUBSIDIZED/AFFORDABLE SENIOR HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2020											
Households age 55-64	996	2,851	1,359	2,121	1,138	1,495	2,346	922	4,654	3,259	21,141
(times) % income qualified ¹	8.9%	17.7%	9.0%	14.7%	8.8%	9.4%	16.2%	10.6%	8.4%	12.7%	10.0%
(times) potential capture rate	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Households age 65-74	738	1,907	746	1,386	719	917	1,478	593	2,109	1,984	12,577
(times) % income qualified ¹	13.3%	37.1%	16.5%	23.0%	18.1%	17.4%	28.3%	16.2%	13.7%	23.2%	20.7%
(times) potential capture rate	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Households age 75+	358	1,793	306	860	318	692	1,137	268	1,716	1,249	8,697
(times) % income qualified ¹	30.0%	52.3%	37.6%	42.4%	34.9%	40.4%	55.1%	32.3%	37.4%	47.1%	41.0%
(times) potential capture rate	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
(Equals) Demand potential	33	268	38	111	37	75	175	29	165	172	1,103
Percent Subsidized ²	41%	41%	53%	47%	31%	43%	36%	51%	22%	34%	40%
Number	14	110	20	52	12	32	63	15	36	58	412
(minus) Existing and Pending Units ²	0	186	0	157	0	59	66	0	0	76	544
(equals) Total Subsidized Demand	14	0	20	0	0	0	0	15	36	0	85
Percent Affordable ²	59%	59%	47%	53%	69%	57%	64%	49%	78%	66%	60%
Number	20	158	18	59	26	43	112	14	129	113	691
(minus) Existing and Pending Units ²	30	109	0	83	27	146	217	0	297	249	1,158
(equals) Total Affordable Demand	0	49	18	0	0	0	0	14	0	0	81

CONTINUED

HOUSING DEMAND ANALYSIS

TABLE DMD-6 CONT. DEMAND FOR SUBSIDIZED/AFFORDABLE SENIOR HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2030											
Households age 55-64	1,106	2,876	1,440	2,016	1,564	1,543	2,392	1,230	5,193	3,914	23,274
(times) % income qualified ¹	8.9%	17.7%	9.0%	14.7%	8.8%	9.4%	16.2%	10.6%	8.4%	12.7%	10.0%
(times) potential capture rate	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Households age 65-74	862	2,186	931	1,512	1,030	1,086	1,744	954	3,304	2,576	16,185
(times) % income qualified ¹	13.3%	37.1%	16.5%	23.0%	18.1%	17.4%	28.3%	16.2%	13.7%	23.2%	20.7%
(times) potential capture rate	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Households age 75+	458	2,200	351	875	598	728	1,271	366	2,064	1,458	10,369
(times) % income qualified ¹	30.0%	52.3%	37.6%	42.4%	34.9%	40.4%	55.1%	32.3%	37.4%	47.1%	41.0%
(times) potential capture rate	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
(Equals) Demand potential	41	321	44	115	63	81	197	42	208	207	1,320
Percent Subsidized ²	41%	41%	53%	47%	31%	43%	36%	51%	22%	34%	40%
Number	17	132	24	54	20	35	71	21	46	70	489
(minus) Existing and Pending Units ²	0	186	0	157	0	59	66	0	0	76	544
(equals) Total Subsidized Demand	17	0	24	0	20	0	5	21	46	0	132
Percent Affordable ²	59%	59%	47%	53%	69%	57%	64%	49%	78%	66%	60%
Number	24	190	21	61	44	46	126	20	163	137	831
(minus) Existing and Pending Units ²	30	109	0	83	27	146	217	0	297	249	1,158
(equals) Total Affordable Demand	0	81	21	0	17	0	0	20	0	0	138
¹ Based on households earning \$35,000 and under in 2016											
² Existing and pending units are deducted at market equilibrium (97% occupancy)											
Source: Maxfield Research & Consulting, LLC											

HOUSING DEMAND ANALYSIS

TABLE DMD-7 DEMAND FOR CONGREGATE RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2016											
Households age 65-74	470	1,550	616	2,016	522	783	1,244	416	2,109	1,591	11,317
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	80.3%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	40	132	52	171	44	67	106	35	179	135	962
(times) potential capture rate	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
(equals) demand potential	7	19	9	26	7	11	15	6	30	20	149
Households age 75+	247	1,606	279	598	254	664	1,069	207	1,565	1,108	7,597
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	59.1%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	28	185	32	69	29	76	123	24	180	127	874
(times) potential capture rate	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	11.0%
(equals) demand potential	27	128	28	56	26	64	81	22	157	96	686
(Equals) Demand potential	34	147	36	82	33	74	96	28	187	117	834
(minus) Existing and Pending Units ³	0	382	0	33	28	111	82	0	197	82	915
(Equals) Total Congregate Demand	34	0	36	49	5	0	14	28	0	35	201
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-7 CONT.
DEMAND FOR CONGREGATE RENTAL HOUSING
WASHINGTON COUNTY
2016 to 2030

	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2020											
Households age 65-74	600	1,907	746	1,386	719	917	1,478	593	2,109	1,984	12,439
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	80.3%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	51	162	63	118	61	78	126	50	179	169	1,057
(times) potential capture rate	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
(equals) demand potential	9	23	10	18	10	13	18	8	30	25	164
Households age 75+	284	1,793	306	860	318	692	1,137	268	1,716	1,249	8,623
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	59.1%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	33	206	35	99	37	80	131	31	197	144	992
(times) potential capture rate	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	11.0%
(equals) demand potential	31	143	31	80	33	66	87	29	172	109	780
(Equals) Demand potential	40	167	41	98	43	79	104	37	202	134	944
(minus) Existing and Pending Units ³	0	382	0	33	28	146	82	29	197	82	979
(Equals) Total Congregate Demand	40	0	41	65	15	0	22	8	5	52	247
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-7 CONT.
DEMAND FOR CONGREGATE RENTAL HOUSING
WASHINGTON COUNTY
2016 to 2030

	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2030											
Households age 65-74	649	2,186	931	1,512	1,030	1,086	1,744	954	3,304	2,576	15,972
(times) % income qualified ¹	86.7%	72.9%	83.5%	77.0%	81.9%	82.6%	71.7%	83.8%	86.3%	76.8%	80.3%
(times) HO factor \$25k-\$35k	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
(plus) Homeowners w/incomes \$25k-35k ²	55	186	79	129	88	92	148	81	281	219	1,358
<u>(times) potential capture rate</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>	<u>1.5%</u>
(equals) demand potential	9	27	13	19	14	15	21	13	47	33	211
Households age 75+	349	2,200	351	875	598	728	1,271	366	2,064	1,458	10,260
(times) % income qualified ¹	70.0%	47.7%	62.4%	57.6%	65.1%	59.6%	44.9%	67.7%	62.6%	52.9%	59.1%
(times) HO factor \$25k-\$35k	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%
(plus) Homeowners w/incomes \$25k-35k ²	40	253	40	101	69	84	146	42	237	168	1,180
<u>(times) potential capture rate</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>11.0%</u>
(equals) demand potential	38	176	35	82	62	70	97	39	206	127	932
(Equals) Demand potential	48	203	48	101	76	85	118	52	253	160	1,143
(minus) Existing and Pending Units ³	0	382	0	33	28	146	82	29	197	82	979
(Equals) Total Congregate Demand	48	0	48	68	48	0	36	23	56	78	405
¹ Based on households earning \$35,000+ in 2016											
² Estimated homeowners with incomes between \$25,000 and \$34,999 in 2016											
³ Existing and pending units are deducted at market equilibrium (95% occupancy)											
Source: Maxfield Research & Consulting, LLC											

HOUSING DEMAND ANALYSIS

TABLE DMD-8 DEMAND FOR ASSISTED LIVING RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2016											
People age 75-79	195	839	295	452	242	412	628	214	1,093	837	5,207
(times) % needing assistance ¹	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%
People age 80-84	119	635	149	263	111	312	487	117	707	543	3,443
(times) % needing assistance ¹	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%
People age 85+	102	951	122	296	93	410	485	84	666	428	3,637
(times) % needing assistance ¹	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%
(Equals) Number needing assistance	142	918	188	356	147	421	574	137	860	617	4,361
(times) Percent Income-Qualified ²	73.1%	45.7%	71.8%	57.7%	66.3%	57.0%	47.9%	77.2%	63.3%	57.8%	61.8%
(times) Percent Living Alone	31.8%	56.8%	31.5%	49.5%	36.9%	52.3%	53.3%	29.0%	44.2%	41.1%	42.6%
(plus) Proportion of demand from couples (12%) ³	5	32	6	14	5	17	20	4	33	20	156
(times) Potential penetration rate ⁴	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
(Equals) Demand Potential	59	380	78	148	61	175	238	57	357	255	1,807
(minus) Existing and Pending Units ⁵	0	183	0	65	49	46	69	0	212	50	674
(Equals) Total Assisted Living Demand	59	197	78	83	12	129	169	57	145	205	1,133
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-8 CONT. DEMAND FOR ASSISTED LIVING RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2020											
People age 75-79	274	1,101	410	583	338	542	745	331	1,320	1,025	6,669
(times) % needing assistance ¹	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%
People age 80-84	160	747	211	337	174	364	506	181	803	624	4,107
(times) % needing assistance ¹	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%
People age 85+	129	971	147	318	109	437	531	126	768	508	4,044
(times) % needing assistance ¹	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%
(Equals) Number needing assistance	190	1,033	251	426	201	486	634	210	1,003	733	5,167
(times) Percent Income-Qualified ²	73.1%	45.7%	71.8%	57.7%	66.3%	57.0%	47.9%	77.2%	63.3%	57.8%	61.8%
(times) Percent Living Alone	31.8%	56.8%	31.5%	49.5%	36.9%	52.3%	53.3%	29.0%	44.2%	41.1%	42.6%
(plus) Proportion of demand from couples (12%) ³	6	37	8	17	7	20	22	6	38	24	184
(times) Potential penetration rate ⁴	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
(Equals) Demand Potential	78	428	104	177	83	202	262	87	416	303	2,140
(minus) Existing and Pending Units ⁵	0	183	0	66	49	78	89	23	153	48	690
(Equals) Total Assisted Living Demand	78	245	104	111	34	124	174	64	263	254	1,451
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-8 CONT. DEMAND FOR ASSISTED LIVING RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2030											
People age 75-79	340	1,288	463	731	524	610	874	494	1,691	1,338	8,353
(times) % needing assistance ¹	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%	25.5%
People age 80-84	197	895	245	438	228	366	512	226	805	642	4,554
(times) % needing assistance ¹	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%	33.6%
People age 85+	161	966	167	378	182	427	693	183	886	535	4,578
(times) % needing assistance ¹	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%	51.6%
(Equals) Number needing assistance	236	1,128	287	529	304	499	752	296	1,159	833	6,022
(times) Percent Income-Qualified ²	73.1%	45.7%	71.8%	57.7%	66.3%	57.0%	47.9%	77.2%	63.3%	57.8%	61.8%
(times) Percent Living Alone	31.8%	56.8%	31.5%	49.5%	36.9%	52.3%	53.3%	29.0%	44.2%	41.1%	42.6%
(plus) Proportion of demand from couples (12%) ³	7	40	9	21	10	20	26	9	44	27	214
(times) Potential penetration rate ⁴	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
(Equals) Demand Potential	97	467	118	220	126	208	311	122	481	344	2,494
(minus) Existing and Pending Units ⁵	0	143	0	66	49	78	89	23	153	48	650
(Equals) Total Assisted Living Demand	97	324	118	153	77	130	223	99	328	296	1,845
¹ The percentage of seniors unable to perform or having difficulty with ADLs, based on the publication Health, United States, 1999 Health and Aging Chartbook, conducted by the Centers for Disease Control and Prevention and the National Center for Health Statistics. ² Includes households with incomes of \$40,000 or more (who could afford monthly rents of \$3,000+ per month) plus 40% of the estimated owner households with incomes below \$40,000 (who will spend down assets, including home-equity, in order to live in assisted living housing). ³ The 2009 Overview of Assisted Living (a collaborative project of AAHSA, ASHA, ALFA, NCAL & NIC) found that 12% of assisted living residents are couples. ⁴ We estimate that 60% of the qualified market needing assistance with ADLs could either remain in their homes or reside at less advanced senior housing with the assistance of a family member or home health care, or would need greater care provided in a skilled care facility. ⁵ Existing and pending units at 95% occupancy. We exclude 15% of units to be Elderly Waiver.											
Source: Maxfield Research & Consulting, LLC											

HOUSING DEMAND ANALYSIS

TABLE DMD-9 DEMAND FOR MEMORY CARE RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2016											
People age 65-74	917	3,021	1,363	1,801	998	1,523	2,369	858	4,193	3,215	20,258
(times) Dementia incident rate ¹	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
People age 75-84	314	1,474	444	715	353	724	1,115	330	1,800	1,380	8,649
(times) Dementia incident rate ¹	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
People age 85+	102	951	122	296	93	410	485	84	666	428	3,637
(times) Dementia incident rate ¹	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%
(Equals) Total senior population with dementia	121	1,292	234	468	180	578	745	164	1,092	755	5,630
(times) Percent Income-Qualified ²	45.0%	46.5%	66.4%	53.2%	58.6%	57.1%	43.8%	70.5%	61.8%	52.3%	55.5%
(times) Potential penetration rate	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
(Equals) Demand Potential	14	150	39	62	26	83	82	29	169	99	752
(minus) Existing and Pending Units ³	0	62	0	41	26	71	28	0	112	49	389
(Equals) Total Memory Care Demand	14	88	39	0	0	0	54	29	57	0	280
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-9 CONT. DEMAND FOR MEMORY CARE RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2020											
People age 65-74	1,224	3,696	1,687	2,069	1,188	1,860	2,790	1,198	5,233	3,909	24,854
(times) Dementia incident rate ¹	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
People age 75-84	434	1,847	621	920	512	1,251	1,251	512	2,123	1,649	11,120
(times) Dementia incident rate ¹	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
People age 85+	129	971	147	318	109	437	531	126	768	508	4,044
(times) Dementia incident rate ¹	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%
(Equals) Total senior population with dementia	161	1,396	299	535	230	712	825	248	1,276	900	6,583
(times) Percent Income-Qualified ²	45.0%	46.5%	66.4%	53.2%	58.6%	57.1%	43.8%	70.5%	61.8%	52.3%	55.5%
(times) Potential penetration rate	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
(Equals) Demand Potential	18	162	50	71	34	102	90	44	197	118	886
(minus) Existing and Pending Units ³	0	86	0	41	26	100	28	20	112	49	462
(Equals) Total Memory Care Demand	18	76	50	0	8	0	0	24	85	69	329
CONTINUED											

HOUSING DEMAND ANALYSIS

TABLE DMD-9 CONT. DEMAND FOR MEMORY CARE RENTAL HOUSING WASHINGTON COUNTY 2016 to 2030											
	Northeast	Stillwater	Southeast	Forest Lake	Hugo	Mahtomedi	Oakdale	Lake Elmo	Woodbury	Cottage Grove	Washington County
2030											
People age 65-74	1,478	4,223	1,866	2,722	1,778	2,088	4,039	1,720	6,923	4,925	31,762
(times) Dementia incident rate ¹	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
People age 75-84	538	2,183	708	1,159	752	976	1,386	719	2,496	1,981	12,898
(times) Dementia incident rate ¹	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
People age 85+	161	966	167	378	182	427	693	183	886	535	4,578
(times) Dementia incident rate ¹	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%
(Equals) Total senior population with dementia	199	1,466	339	653	361	655	1,038	354	1,499	1,010	7,664
(times) Percent Income-Qualified ²	45.0%	46.5%	66.4%	53.2%	58.6%	57.1%	43.8%	70.5%	61.8%	52.3%	55.5%
(times) Potential penetration rate	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
(Equals) Demand Potential	22	170	56	87	53	93	114	63	232	132	1,022
(minus) Existing and Pending Units ³	0	86	0	41	26	100	28	20	112	49	462
(Equals) Total Memory Care Demand	22	84	56	46	27	0	86	43	120	83	567
¹ Alzheimer's Association: Alzheimer's Disease Facts & Figures (2007)											
² Includes seniors with income at \$60,000 or above plus 25% of homeowners with incomes below this threshold (who will spend down assets, including home-equity, in order to live in memory care housing).											
³ Existing and pending units at 93% occupancy. We exclude 15% of the units to be Elderly Waiver.											
Source: Maxfield Research & Consulting, LLC											

Washington County Demand Summary

The housing demand calculations in Tables DMD-1 through DMD-9 indicate that between 2016 and 2020, 4,807 for-sale housing units, 2,055 rental units and 3,332 senior units will be needed in Washington County to satisfy the housing demand for current and future residents. Summary demand tables for general occupancy and senior housing are broken down by submarket in Tables DMD-10 and DMD-11. Tables DMD-12 and DMD-13 allocate the aggregate demand by individual community by housing product type for the periods 2016 to 2020 and from 2020 to 2030. We note that senior demand shown on Table DMD-12 is for 2020 and Table DMD-13 shows senior demand as of 2030.

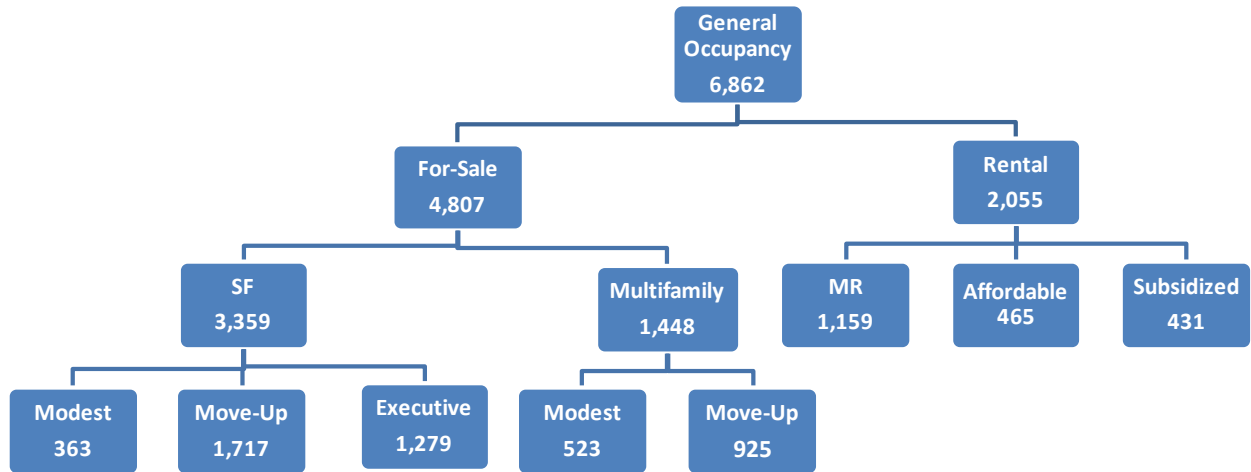
We recommend maintaining a single-family lot supply of at least three years to provide adequate consumer choice but do not prolong developer carrying costs. With an average of about 629 new single-family homes built annually between 2011 and 2016, this equates to a lot supply of nearly 1,887 lots (three-year supply) and 3,145 lots (five-year supply). Currently, Washington County has 1,294 vacant developed lots, which would equate to about a two-year lot supply at the historic construction rate. Another 1,617 lots were identified in existing subdivisions and 1,359 lots in planned future subdivisions, increasing the lot supply available if these lots were to be converted to developed lots. Converting all planned future lots would result in an additional supply of 2,976 lots, which would equate to about a seven-year supply. If the absorption pace increases, then these additional lots may be needed to support higher demand levels.

Washington County has a supply of 296 vacant developed and 216 future lots for multifamily owned housing. With an average annual demand for 178 for-sale multifamily units, the current available units would accommodate demand for just under three years. However, the supply of these lots is not distributed evenly across the County. Demand for owned multifamily housing is anticipated to increase as prices for single-family homes rise and as more empty-nesters and seniors consider downsizing or “right-sizing” their residences.

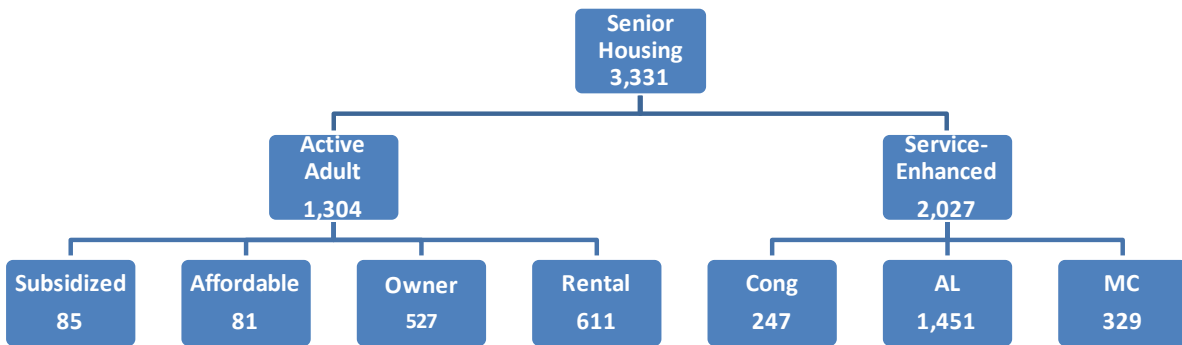
Overall, the rental market has been tight in Washington County within the past two years with vacancies below the stabilized rate of 5%. The entire Metro Area has a low vacancy rate of 2.7% as of 4th Quarter 2016. With a strong rental market, we find that new units will need to be added in the short-term to satisfy potential household growth. While most of the smaller communities can support some rental units, the majority of the demand will be in Woodbury, Oakdale, Forest Lake, and Cottage Grove, or where the majority of jobs, as well as shopping and services, are located. We note that Stillwater also needs new market rate rental units.

Existing senior projects built in the past couple of years in Washington County are performing well and additional senior developments will be needed to meet the demand from the growing senior population. There are four senior projects expected to move forward that will meet a portion of this demand in the short-term (see Table P-1).

Washington County Projected General Occupancy Demand, 2016 – 2020



Washington County Projected Senior Demand, 2020



DEMAND SUMMARY AND RECOMMENDATIONS

TABLE DMD-10
GENERAL OCCUPANCY EXCESS DEMAND SUMMARY
WASHINGTON COUNTY
2016 to 2030

2016 to 2020											
Submarket	Single-Family				For-Sale Multifamily			Rental			
	Modest	Move-up	Executive	Total	Modest	Move-up	Total	Market	Affordable	Subsidized	Total
Northeast	0	40	119	159	0	8	8	15	4	4	23
Stillwater	13	153	89	255	41	96	137	130	70	81	281
Southeast	0	24	71	95	0	11	11	13	3	3	19
Forest Lake	132	199	110	441	76	113	189	147	95	101	343
Hugo	145	290	145	580	68	126	194	47	25	26	98
Mahtomedi	0	3	14	17	1	6	7	5	3	4	12
Oakdale	3	13	4	20	40	40	80	102	82	71	255
Lake Elmo	0	139	258	397	17	52	69	34	7	8	49
Woodbury	40	438	319	797	150	279	429	550	113	75	738
Cottage Grove	30	419	150	599	129	193	322	116	60	57	233
WASHINGTON COUNTY	363	1,717	1,279	3,359	522	924	1,446	1,159	465	431	2,055
East Total	13	217	279	509	41	115	156	158	77	88	323
West Total	350	1,500	1,000	2,850	481	809	1,290	1,001	387	344	1,732
2020 to 2030											
Submarket	Single-Family				For-Sale Multifamily			Rental			
	Modest	Move-up	Executive	Total	Modest	Move-up	Total	Market	Affordable	Subsidized	Total
Northeast	0	73	220	293	0	33	33	26	7	7	40
Stillwater	11	133	77	221	44	103	147	133	72	83	288
Southeast	0	21	62	83	0	15	15	13	3	3	19
Forest Lake	199	299	166	664	143	215	358	216	141	149	506
Hugo	335	669	335	1,339	156	290	446	103	56	59	218
Mahtomedi	0	6	23	29	4	16	20	6	4	5	15
Oakdale	3	13	4	20	58	58	116	112	90	78	280
Lake Elmo	0	271	503	774	48	145	193	70	14	17	101
Woodbury	47	514	374	935	268	497	765	689	142	93	924
Cottage Grove	57	801	286	1,144	305	458	763	195	101	96	392
WASHINGTON COUNTY	652	2,800	2,051	5,503	1,026	1,830	2,856	1,564	631	591	2,786
East Total	11	227	359	597	44	151	195	172	82	93	347
West Total	641	2,574	1,692	4,906	982	1,679	2,661	1,392	549	498	2,439
2016 to 2030											
Submarket	Single-Family				For-Sale Multifamily			Rental			
	Modest	Move-up	Executive	Total	Modest	Move-up	Total	Market	Affordable	Subsidized	Total
Northeast	0	113	339	452	0	41	41	41	11	11	63
Stillwater	24	286	166	476	85	199	284	263	142	164	569
Southeast	0	45	133	178	0	26	26	26	6	6	38
Forest Lake	331	498	276	1,105	219	328	547	363	236	250	849
Hugo	480	959	480	1,919	224	416	640	150	81	85	316
Mahtomedi	0	9	37	46	5	22	27	11	7	9	27
Oakdale	6	26	8	40	98	98	196	214	172	149	535
Lake Elmo	0	410	761	1,171	65	197	262	104	21	25	150
Woodbury	87	952	693	1,732	418	776	1,194	1,239	255	168	1,662
Cottage Grove	87	1,220	436	1,743	434	651	1,085	311	161	153	625
WASHINGTON COUNTY	1,015	4,517	3,330	8,862	1,548	2,754	4,302	2,722	1,097	1,022	4,841
East Total	24	444	638	1,106	85	266	351	330	159	181	670
West Total	991	4,074	2,691	7,756	1,463	2,488	3,951	2,392	933	839	4,171

Note: Some totals may not add due to rounding.

Sources: Maxfield Research & Consulting, LLC

DEMAND SUMMARY AND RECOMMENDATIONS

TABLE DMD-11 SENIOR HOUSING EXCESS DEMAND SUMMARY WASHINGTON COUNTY 2016 to 2030									
2016									
	ACTIVE ADULT					SERVICE-ENHANCED**			
	Subsidized Rental	Affordable Rental	MR Owner	MR Rental	Total	Congregate	Assisted Living	Memory Care	Total
Northeast	10	0	19	43	72	34	59	14	107
Stillwater	0	29	95	42	166	0	197	88	285
Southeast	18	16	28	43	105	36	78	39	153
Forest Lake	0	0	52	63	115	49	83	0	132
Hugo	9	0	16	47	72	5	12	0	17
Mahtomedi	0	0	43	15	58	0	129	0	129
Oakdale	0	0	22	0	22	14	169	54	237
Lake Elmo	11	11	21	31	74	28	57	29	114
Woodbury	34	33	57	194	318	0	145	57	202
Cottage Grove	0	28	82	120	230	35	205	0	240
WASHINGTON COUNTY	82	117	435	598	1,232	201	1,133	280	1,614
2020									
	ACTIVE ADULT					SERVICE-ENHANCED**			
	Subsidized Rental	Affordable Rental	MR Owner	MR Rental	Total	Congregate	Assisted Living	Memory Care	Total
Northeast	14	0	22	52	88	40	78	18	136
Stillwater	0	49	109	7	165	0	245	76	321
Southeast	20	18	33	49	120	41	104	50	195
Forest Lake	0	0	78	95	173	65	111	0	176
Hugo	0	0	20	61	81	15	34	8	57
Mahtomedi	0	0	47	21	68	0	124	0	124
Oakdale	0	0	29	0	29	22	174	0	196
Lake Elmo	15	14	28	42	99	8	64	24	96
Woodbury	36	0	65	205	306	5	263	85	353
Cottage Grove	0	0	96	79	175	52	254	69	375
WASHINGTON COUNTY	85	81	527	611	1,304	247	1,451	329	2,027
2030									
	ACTIVE ADULT					SERVICE-ENHANCED**			
	Subsidized Rental	Affordable Rental	MR Owner	MR Rental	Total	Congregate	Assisted Living	Memory Care	Total
Northeast	17	0	26	60	103	48	97	22	167
Stillwater	0	81	130	38	249	0	324	84	408
Southeast	24	21	39	58	142	48	118	56	222
Forest Lake	0	0	81	99	180	68	153	46	267
Hugo	20	17	34	101	172	48	77	27	152
Mahtomedi	0	0	51	30	81	0	130	0	130
Oakdale	5	0	40	0	45	36	223	86	345
Lake Elmo	21	20	41	61	143	23	99	43	165
Woodbury	46	0	108	270	424	56	328	120	504
Cottage Grove	0	0	117	111	228	78	296	83	457
WASHINGTON COUNTY	133	139	667	828	1,767	405	1,845	567	2,817
** Service-enhanced demand is calculated for private pay seniors only; additional demand could be captured if Elderly Waiver and other sources of non-private payment sources are permitted.									
Note: Some totals may not add due to rounding.									
Sources: Maxfield Research & Consulting, LLC									

DEMAND SUMMARY AND RECOMMENDATIONS

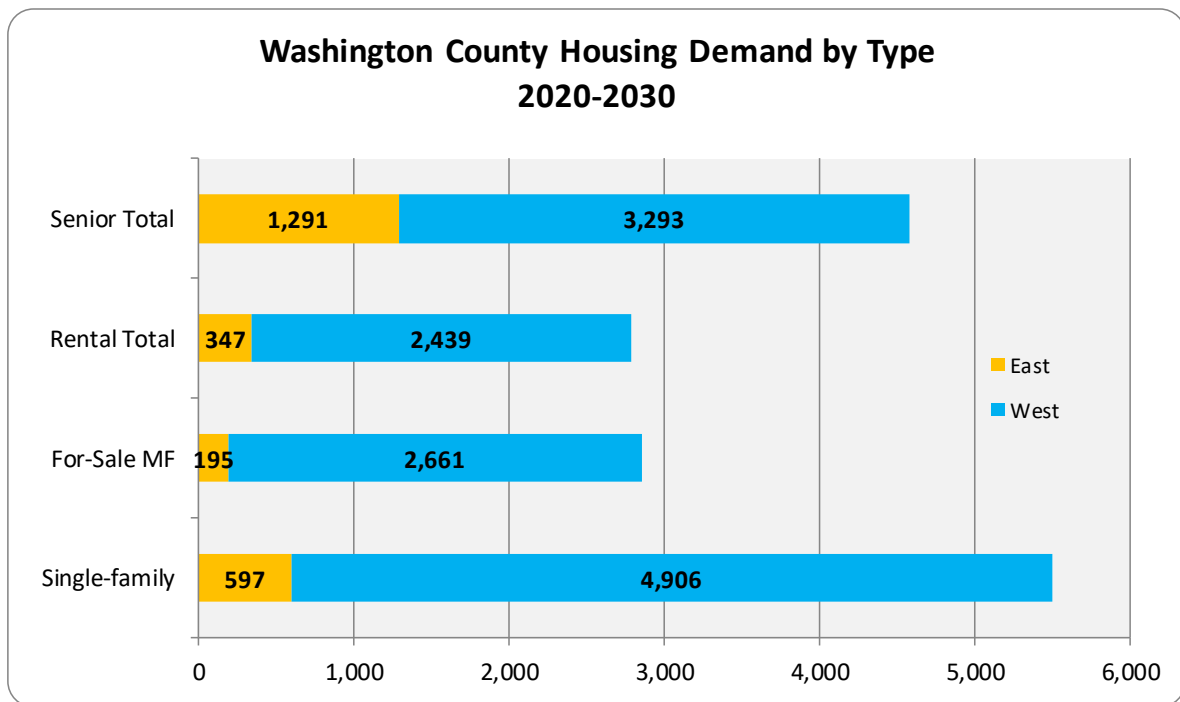
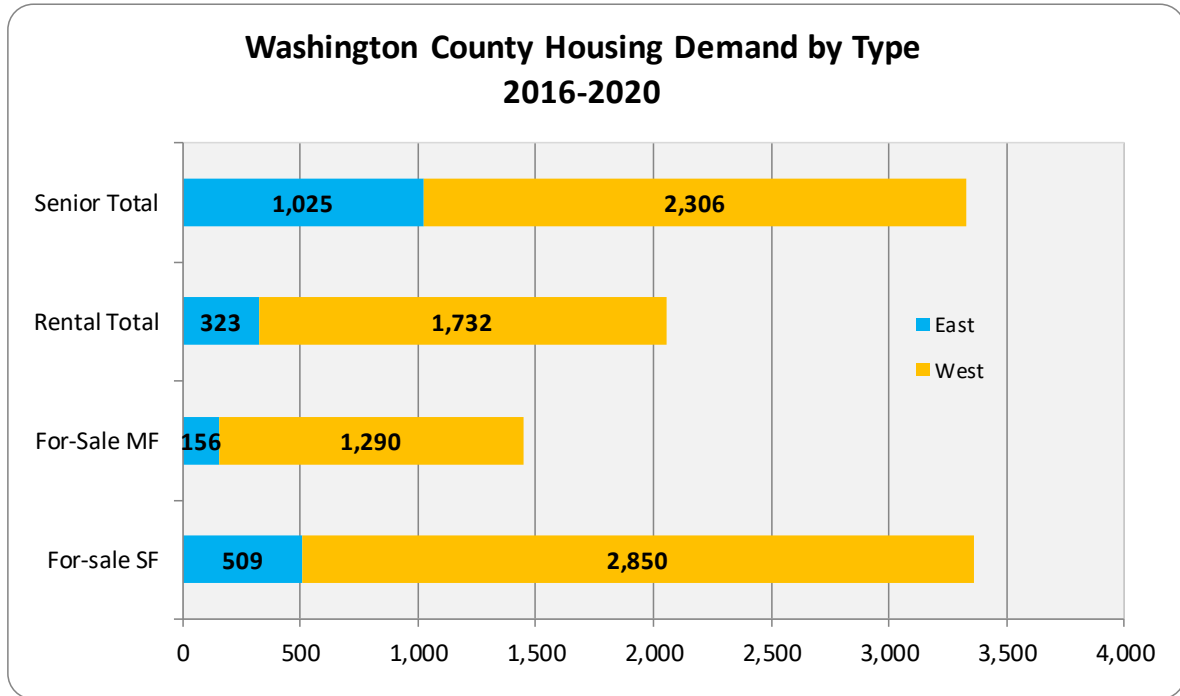
	For-Sale		Rental			Senior*					Assisted Living	Memory Care
	Single-Family	Owned Multifamily	Market Rate	Affordable	Subsidized	Active Adlt. MR-Own	Active Adlt. MR-Rental	Active Adult-Aff	Active Adult-Sub.	Congregate		
2016-2020												
Northeast Submarket												
Scandia	54	8	10	2	2	14	36	0	7	30	51	10
Marine on St. Croix	13	0	5	2	2	8	16	0	7	10	27	8
May Twp.	<u>92</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	159	8	15	4	4	22	52	0	14	40	78	18
Stillwater Submarket												
Stillwater	165	92	64	35	40	54	7	21	0	0	122	38
Stillwater Twp.	8	0	0	0	0	0	0	0	0	0	0	0
Oak Park Heights	36	27	33	18	29	36	0	16	0	0	80	28
Bayport	31	18	33	17	12	19	0	12	0	0	43	10
Baytown Twp.	<u>14</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	254	137	130	70	81	109	7	49	0	0	245	76
Mahtomedi Submarket												
Mahtomedi	3	7	5	0	4	27	10	0	0	0	62	0
Grant	8	0	0	0	0	12	11	0	0	0	40	0
Dellwood	1	0	0	0	0	4	0	0	0	0	0	0
Birchwood Village	1	0	0	0	0	0	0	0	0	0	0	0
White Bear Lake (pt.)	0	0	0	0	0	0	0	0	0	0	0	0
Willernie	2	0	0	0	0	0	0	0	0	0	0	0
Pine Springs	<u>2</u>	<u>0</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>22</u>	<u>0</u>
	17	7	5	3	4	47	21	0	0	0	124	0
Southeast Submarket												
Lakeland Shores	0	2	0	0	0	0	0	0	0	0	0	0
West Lakeland Twp.	22	0	0	0	0	11	14	0	0	0	34	10
Lakeland	6	2	4	2	2	11	14	9	10	21	34	20
Lake St. Croix Beach	0	0	0	0	0	0	0	0	0	0	0	0
St. Mary's Point	3	0	0	0	0	0	0	0	0	0	0	0
Afton	30	7	9	1	1	11	21	9	10	20	36	20
Denmark Twp.	<u>34</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	95	11	13	3	3	33	49	18	20	41	104	50
Cottage Grove Submarket												
Cottage Grove	455	244	60	30	27	52	39	0	0	26	126	34
Newport	48	32	20	12	12	20	20	0	0	13	64	18
St. Paul Park	86	36	20	12	12	20	20	0	0	13	64	17
Grey Cloud Is. Twp.	<u>10</u>	<u>10</u>	<u>16</u>	<u>6</u>	<u>6</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	599	322	116	60	57	96	79	0	0	52	254	69
Total	1,124	475	300	140	149	363	439	34	84	133	807	213
* Senior Demand is as of 2020												
Source: Maxfield Research and Consulting LLC												

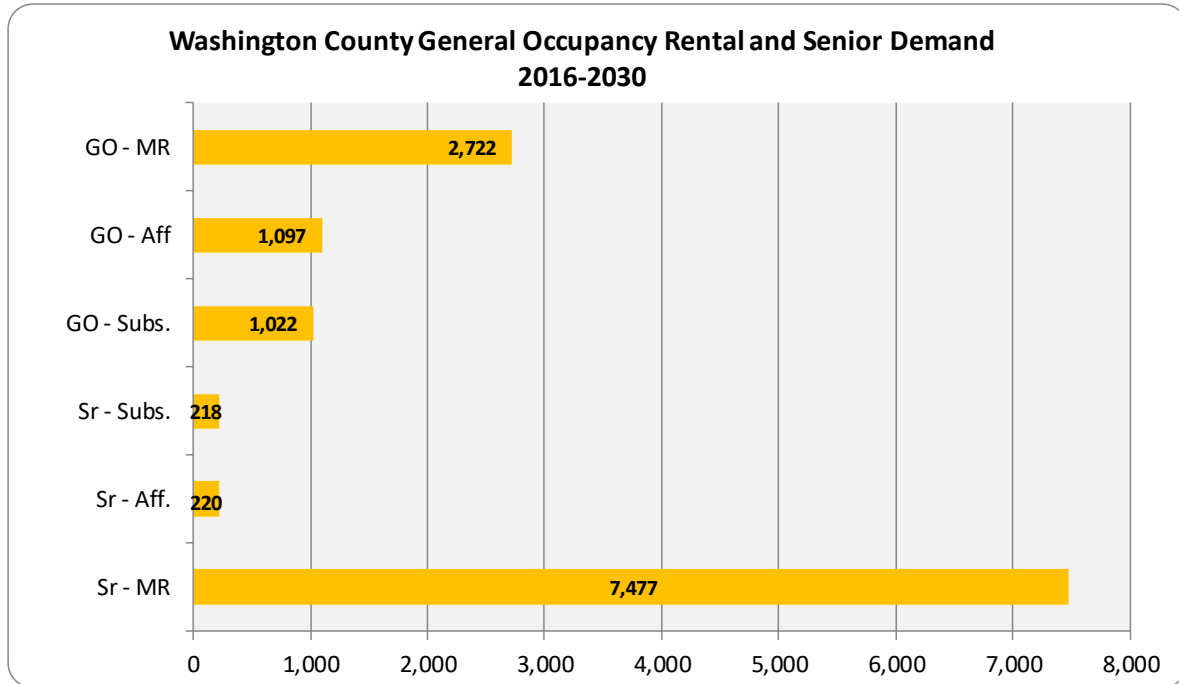
DEMAND SUMMARY AND RECOMMENDATIONS

	For-Sale		Rental			Senior*					Assisted Living	Memory Care
	Single-Family	Owned Multifamily	Market Rate	Affordable	Subsidized	Active Adlt. MR-Own	Active Adlt. MR-Rental	Active Adult-Aff	Active Adult-Sub.	Congregate		
2020-2030												
Northeast Submarket												
Scandia	110	21	18	4	4	26	40	0	10	32	64	11
Marine on St. Croix	30	12	8	3	3	0	20	0	7	16	33	11
May Twp.	<u>153</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	293	33	26	7	7	26	60	0	17	48	97	22
Stillwater Submarket												
Stillwater	110	74	85	44	53	66	19	41	0	0	162	42
Stillwater Twp.	8	0	0	0	0	0	0	0	0	0	0	0
Oak Park Heights	32	44	24	12	18	44	19	20	0	0	107	28
Bayport	37	30	24	16	12	20	0	20	0	0	55	14
Baytown Twp.	<u>34</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	221	148	133	72	83	130	38	81	0	0	324	84
Mahtomedi Submarket												
Mahtomedi	6	8	6	0	5	25	15	0	0	0	65	0
Grant	6	8	0	0	0	26	15	0	0	0	65	0
Dellwood	3	0	0	0	0	0	0	0	0	0	0	0
Birchwood Village	2	0	0	0	0	0	0	0	0	0	0	0
White Bear Lake (pt.)	0	0	0	0	0	0	0	0	0	0	0	0
Willernie	6	2	0	0	0	0	0	0	0	0	0	0
Pine Springs	<u>6</u>	<u>2</u>	<u>0</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	29	20	6	4	5	51	30	0	0	0	130	0
Southeast Submarket												
Lakeland Shores	10	0	0	0	0	0	0	0	0	0	0	0
West Lakeland Twp.	20	0	0	0	0	13	18	0	0	16	39	18
Lakeland	8	5	0	0	0	13	18	11	12	16	39	19
Lake St. Croix Beach	0	0	0	0	0	0	0	0	0	0	0	0
St. Mary's Point	0	0	0	0	0	0	0	0	0	0	0	0
Afton	20	10	13	3	3	13	22	10	12	16	40	19
Denmark Twp.	<u>25</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	83	15	13	3	3	39	58	21	24	48	118	56
Cottage Grove Submarket												
Cottage Grove	969	540	123	55	50	77	63	0	0	39	148	42
Newport	68	80	30	20	20	20	24	0	0	20	74	20
St. Paul Park	93	83	30	20	20	20	24	0	0	19	74	21
Grey Cloud Is. Twp.	<u>15</u>	<u>60</u>	<u>12</u>	<u>6</u>	<u>6</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	1,145	763	195	101	96	117	111	0	0	78	296	83
Total	1,771	974	327	187	195	452	464	35	102	174	965	245

* Senior Demand is as of 2030

Source: Maxfield Research and Consulting LLC





Comparison between 2013 Housing Study and 2017 Housing Study

Table DMD-14 provides a comparison between the demand calculations in the 2013 Housing Study and the 2017 Housing Study. The 2013 general occupancy demand calculations include the period from 2013 to 2016 which provides higher demand for the compared periods. Thus, the following paragraphs focus on the 2020 to 2030 demand projections which can be compared directly.

- There was demand for 4,380 single-family and 3,145 multifamily fewer homes in the 2017 Housing Study than in the 2013 study from 2020 to 2030. This discrepancy is mainly due to estimates and projections by the Metropolitan Council, which were adjusted to reflect lower growth in Washington County due to the ramifications of the Recession and slowdown in the housing market.
- Rental demand projections were slightly lower in 2017 (roughly 1,300 fewer units).
- Senior demand projections were also lower in 2017 (an estimated 817 fewer units), although demand for active adult owner, assisted living and memory care increased. Maxfield Research accounted for the population and households age 65+ and applied capture and penetration rates based on capture and penetration rates that we have developed over time for the Twin Cities Metro Area.

DEMAND SUMMARY AND RECOMMENDATIONS

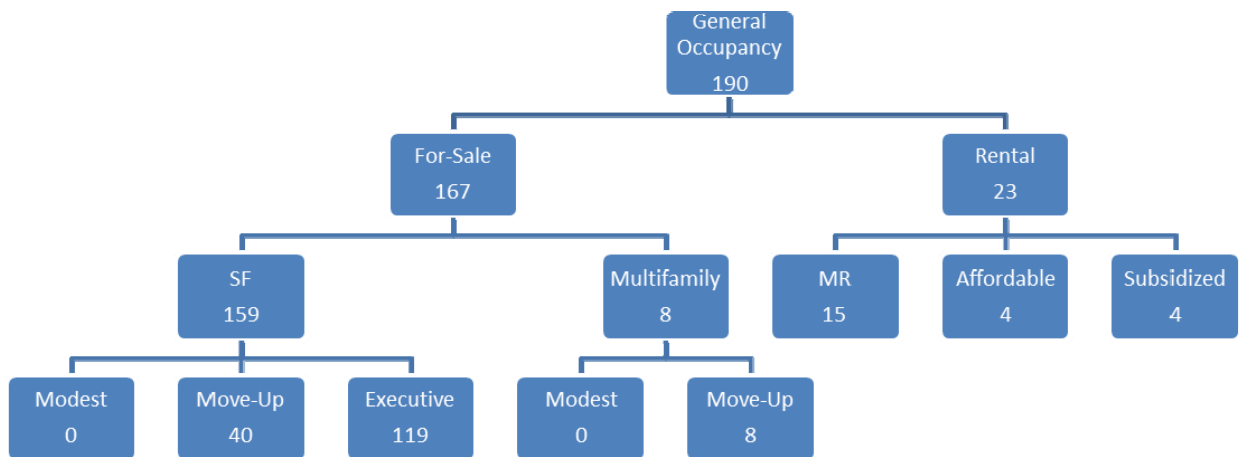
TABLE DMD-14 DIFFERENCE IN DEMAND FROM 2013 STUDY TO 2017 STUDY WASHINGTON COUNTY 2017												
	2016-2020*		2020-2030		2016-2030*		Difference					
	2013	2017	2013	2017	2013	2017	2016-2020		2020-2030		2016-2030	
	Study	Study	Study	Study	Study	Study	No.	Pct.	No.	Pct.	No.	Pct.
GENERAL OCCUPANCY												
Single-Family	10,303	3,359	9,879	5,503	20,182	8,862	-6,944	-67.4%	-4,376	-44.3%	-11,320	-56.1%
Multifamily	4,799	1,448	6,001	2,856	10,800	4,304	-3,351	-69.8%	-3,145	-52.4%	-6,496	-60.1%
Rental	3,828	2,055	4,080	2,786	7,908	4,841	-1,773	-46.3%	-1,294	-31.7%	-3,067	-38.8%
Market Rate	2,068	1,159	2,194	1,564	4,262	2,723	-909	-44.0%	-630	-28.7%	-1,539	-36.1%
Affordable	874	465	935	631	1,809	1,096	-409	-46.8%	-304	-32.5%	-713	-39.4%
Subsidized	886	431	951	591	1,837	1,022	-455	-51.4%	-360	-37.9%	-815	-44.4%
Total	18,930	6,862	19,960	11,145	38,890	18,007	-12,068	-63.8%	-8,815	-44.2%	-20,883	-53.7%
SENIOR												
Active Adult	2,018	1,304	2,663	1,767	4,681	3,071	-714	-35.4%	-896	-33.6%	-1,610	-34.4%
Subsidized	212	85	311	133	523	218	--	--	0	0.0%	-305	0.0%
Affordable	487	81	664	139	1,151	220	-406	-83.4%	-525	-79.1%	-931	-80.9%
Owner	455	527	580	667	1,035	1,194	72	15.8%	87	15.0%	159	15.4%
Rental	864	611	1,108	828	1,972	1,439	-253	-29.3%	-280	-25.3%	-533	-27.0%
Congregate	424	247	586	405	1,010	652	-177	-41.7%	-181	-30.9%	-358	-35.4%
Assisted Living	1,307	1,451	1,734	1,845	3,041	3,296	144	11.0%	111	6.4%	255	8.4%
Memory Care	215	329	322	567	537	896	114	53.0%	245	76.1%	359	66.9%
Total	3,964	3,331	5,305	4,584	9,269	7,915	-633	-16.0%	-721	-13.6%	-1,354	-14.6%
Combined Total	22,894	10,193	25,265	15,729	48,159	25,922	-12,701	-55.5%	-9,536	-37.7%	-22,237	-46.2%
* 2013 GO Demand was calculated over an extra 3 years when comparing to the 2017 demand .												
Sources: Maxfield Research & Consulting, LLC												

Northeast Recommendations

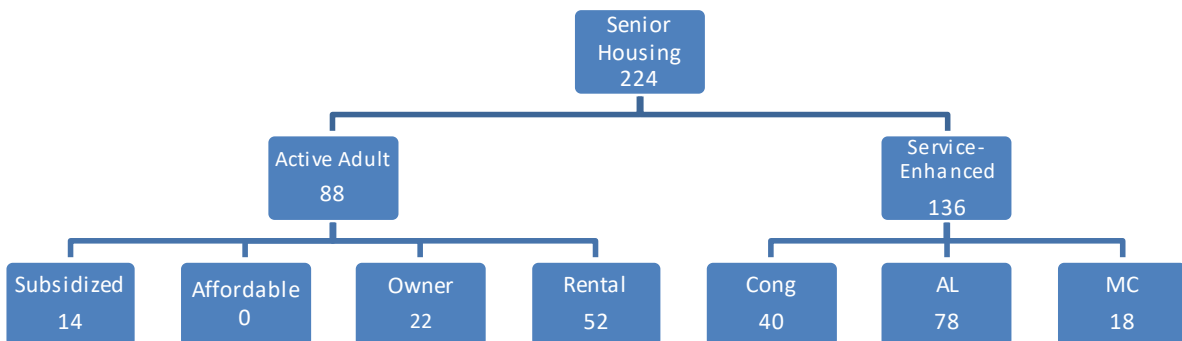
The Northeast submarket is expected to experience modest growth to 2030 and is predominantly low-density with some limited areas that could potentially accommodate medium-density units. An estimated 332 households are projected to be added between 2016 and 2020.

An estimated 84% of the general occupancy housing demand in the Northeast submarket between 2016 and 2020 is projected to be for single-family homes – or 159 of 190 total units. Most new residents are anticipated to have higher incomes and would be in search of single-family homes. There have been discussions however, that association-maintained housing products units are needed for older adult and senior households that want to remain in their local communities and are looking for smaller lots and a lower maintenance living situation. Detached villas and twinhomes may be able to be accommodated in medium-density areas.

Northeast Projected General Occupancy Demand, 2016 – 2020



Northeast Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: To meet the projected single-family home demand in the Northeast Submarket to 2020, a supply of about 160 lots will be needed to allow for adequate consumer choice. Like the Southeast Submarket, most of these lots will be created in several smaller, large-lot acreage developments. There are 62 vacant developed lots platted in the Northeast submarket and no future lots available or planned, although there have been some general discussions with developers that may bring proposed subdivisions forward. New lots may be needed to meet potential demand to 2020 if growth occurs as projected.

Rental Housing: There is demand for 23 rental units, but development may be challenged by high land costs and increasing construction costs. Assistance with development costs may be needed if this type of product were to be developed in the area. Existing households seeking rental housing are likely to consider other Washington County submarkets or may choose alternate rental housing products, such as rented single-family homes or rented owner-occupied townhomes.

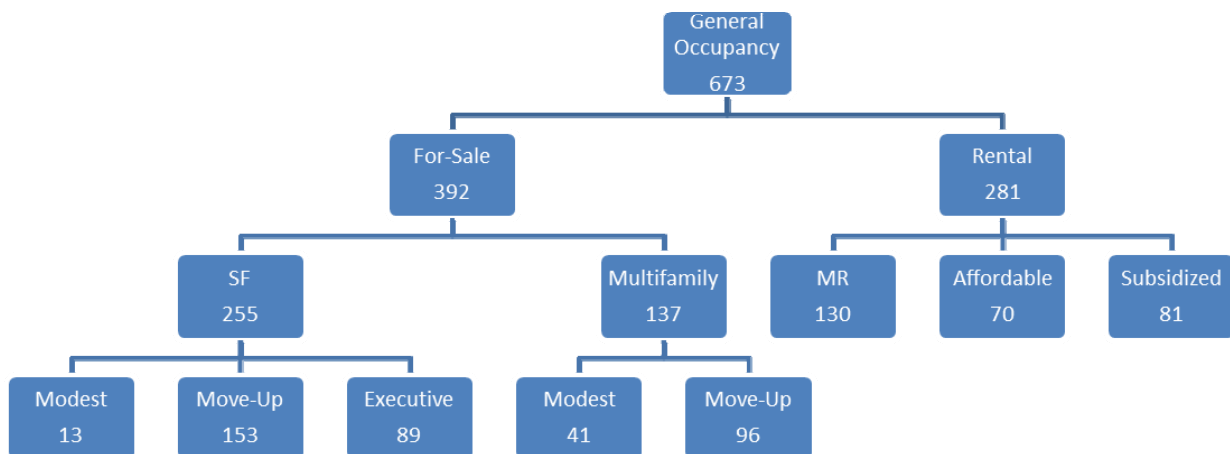
Senior Housing: By 2020, there will be demand for 214 senior units. Most of this demand will occur closer to 2020 as senior demand increases. Seniors in the Northeast Submarket will tend to be older than those closer to the Twin Cities core when they make the transition into age-restricted housing. The greatest demand is anticipated to be for active adult rental and service-based units. Products that offer greater flexibility for older adults to age in place are likely to be most attractive as are association-maintained products where exterior upkeep and maintenance are performed by a third-party.

Stillwater Recommendations

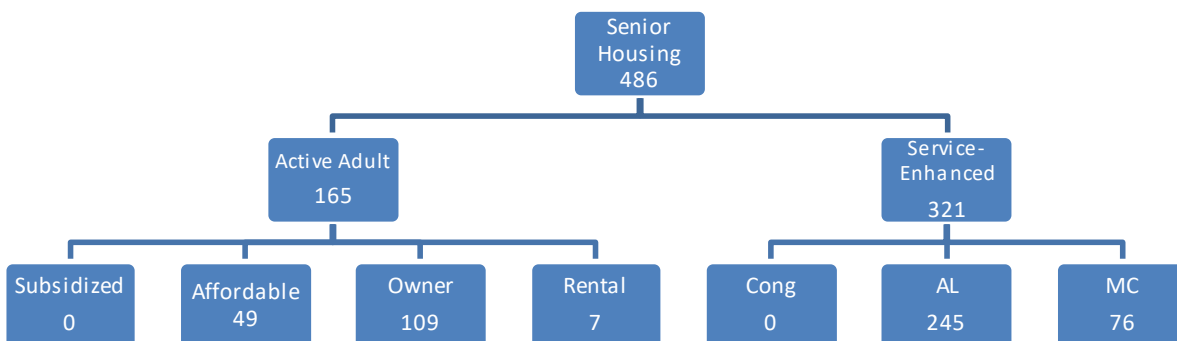
The Stillwater submarket has a limited supply of land for new development as much of the land in Stillwater and Baytown Townships are guided for low-density and large acreage. Thus, a significant portion of the housing added will be in the municipalities of Stillwater, Oak Park Heights and Bayport. Redevelopment sites made available to increase residential density can assist in meeting demand.

The Stillwater submarket is projected to add 993 households between 2016 and 2020. Approximately 38% of the general occupancy housing demand is projected to be for single-family homes, 20% for owner-occupied multifamily homes and 42% for rental units.

Stillwater Projected General Occupancy Demand, 2016 – 2020



Stillwater Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: To meet the projected single-family home demand in the Stillwater submarket to 2020, a supply of 255 lots will be needed to allow for adequate consumer choice. Currently, the supply is 216 vacant developed lots with 121 future lots in existing subdivisions. Therefore, some future lots would need to shift to the vacant developed lot inventory in the short-term to keep pace with demand. New single-family lots and detached villa lots are already underway in Stillwater and new single-family lots are pending approval in Oak Park Heights. Bayport has additional single-family lots available in the Inspiration subdivision which have received new approvals and are being remarketed.

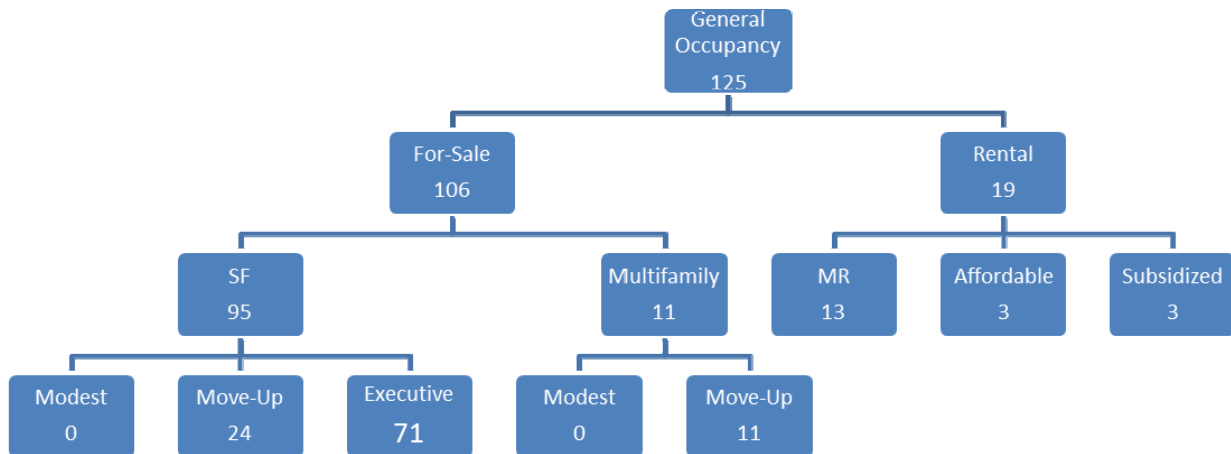
Rental Housing: A new market rate rental development has not been built for over ten years since *Curve Crest Villas*. There is sufficient demand for new market rate, affordable and subsidized, general occupancy rental housing and new rental units are needed in this submarket as vacancies in this submarket were found to be exceptionally low.

Senior Housing: The Stillwater submarket has an abundant supply of senior housing with Villa of Oak Park, Boutwell's Landing, Oak Park Senior Living, and Croixdale, among others. These buildings have been successful by drawing residents from a broad area and some of the facilities have already expanded in this submarket. We project demand from local seniors to continue between 2016 and 2020 such that another 165 units of active adult and 321 units of service-enhanced housing will be needed. The greatest need is anticipated to be for market rate (ownership and rental) active adult units. Assisted living demand is also identified as being high, but surveys of existing properties in the Stillwater submarket revealed that prospects are primarily seeking independent housing and preferring to add services as they need them.

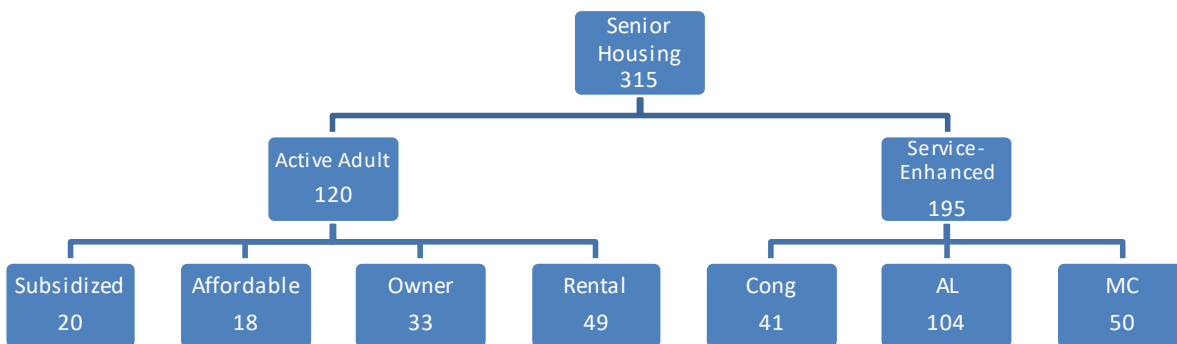
Southeast Recommendations

The Southeast submarket is projected to add 255 households between 2016 and 2020. An estimated 85% of the general occupancy demand will be for single-family homes on low-density sites due to the current land use and zoning restrictions for communities that comprise this submarket. Most new residents are anticipated to be higher-income households in search of single-family homes.

Southeast Projected General Occupancy Demand, 2016 – 2020



Southeast Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: The Southeast submarket currently has 34 vacant developed single-family lots; however, 95 lots are needed to meet the projected single-family home demand. Like the Northeast, most of these lots are likely to be created in several smaller, large-lot developments. There are 32 future lots in pending or proposed subdivisions. Thus, some additional lots may be needed to meet demand to 2020.

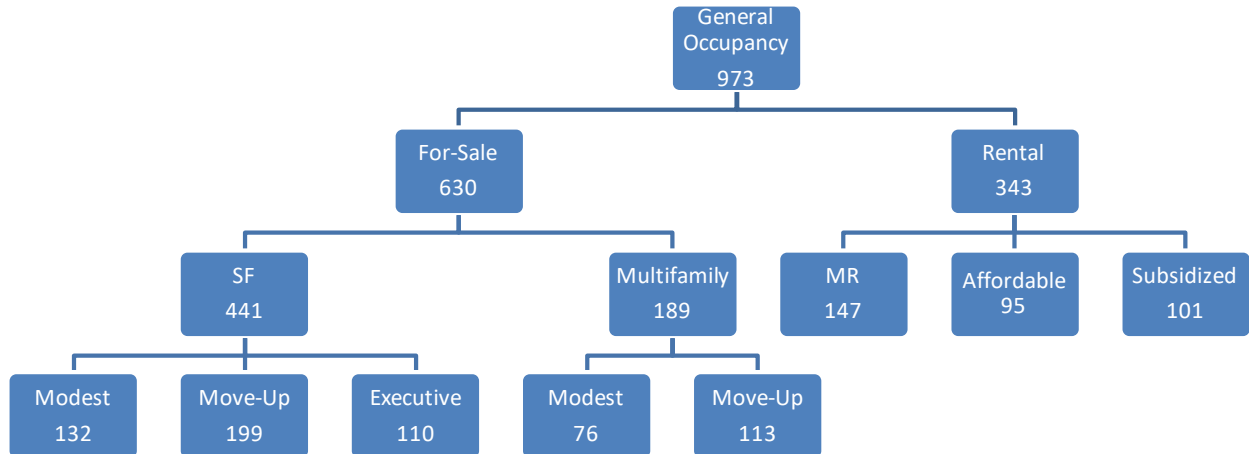
Rental Housing: Although there is demand for 19 rental units, it would be difficult to develop a rental property due to economies of scale and zoning restrictions in most of the communities that comprise the Southeast submarket. Much of the submarket communities have low-density zoning and do not have infrastructure that would be needed to support medium and high density rental housing.

Senior Housing: By 2020, demand is projected for 315 senior units across all service levels. Most of this demand is expected to be generated nearer 2020 when senior demand increases. Currently, there are no senior housing options for local residents and those that want senior housing would have to relocate outside of the submarket. The Southeast submarket could potentially support a market rate active adult development and a service-intensive senior housing development by 2020, albeit somewhat smaller in size. Adult family homes may be an alternate product to traditional large scale senior housing to may satisfy a portion of the demand for seniors that need assisted living and/or memory care services in this submarket.

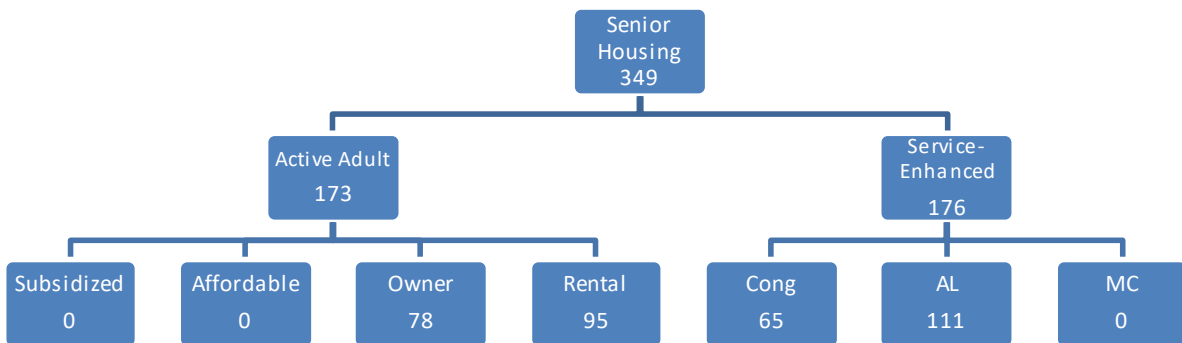
Forest Lake Recommendations

The Forest Lake submarket is poised to continue to grow as the urban fringe moves northward. Forest Lake is projected to add 1,180 households between 2016 and 2020. Approximately 65% of the general occupancy demand is projected to be for ownership housing and 35% for rental housing.

Forest Lake Projected General Occupancy Demand, 2016 – 2020



Forest Lake Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: Demand was calculated for 441 single-family homes between 2016 and 2020. Of the total single-family housing demand, we estimate that 30% will be for modest homes (priced at or less than \$350,000). First-time homebuyers may be attracted to the Forest Lake submarket as the price for a new home has been traditionally somewhat less than for other submarkets in Washington County. Land pricing and construction cost escalation may result in a portion of the demand for modest priced single-family homes shifting to townhome product and some of the upper end of the range for modest product may shift into the move-up segment. Forest Lake currently has a total of 164 vacant developed lots and 168 future lots for a total of 332 lots. At an estimated annual average of demand of 110 single-family homes, then the 332 lots would last for three-years, an adequate supply, with new lots needed as vacant lots are absorbed. Applications for new developments are occurring and we estimate that Forest Lake should be able to maintain an adequate supply of lots to meet future demand.

Rental Housing: Demand was calculated for 343 rental units between 2016 and 2020, of which market rate accounts for 147 units, 95 affordable and 101 subsidized units. Half of the short-term demand for market rate general occupancy rental housing will be absorbed by Arbor Ridge Apartments, which has 73 units and is expected to open Fall 2017. However, all of the units at Arbor Ridge have been absorbed due to significant pent-up demand. Therefore, additional market rate rental units are needed to support the calculated demand.

There are two proposed market rate rental developments in the pipeline that would absorb demand through 2020. Gateway Green is planned to start construction Spring 2018 and would have 82 units. The Gaughan Companies has proposed a 99-unit development on the old city hall location and is in the concept planning stage.

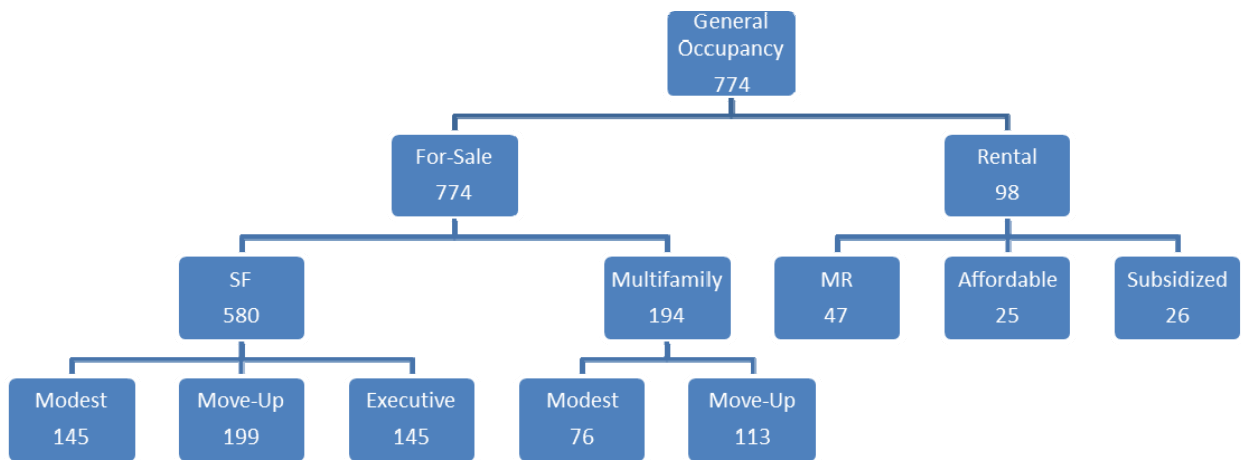
With projected job growth in the area and extremely low vacancies in existing rental buildings, we find that a new affordable rental development could also be supported.

Senior Housing: Cherrywood Pointe was completed in 2015 which added 70 congregate/assisted living units and 22 memory care units. Demand remains for additional congregate and assisted living housing in Forest Lake in addition to active adult ownership and rental.

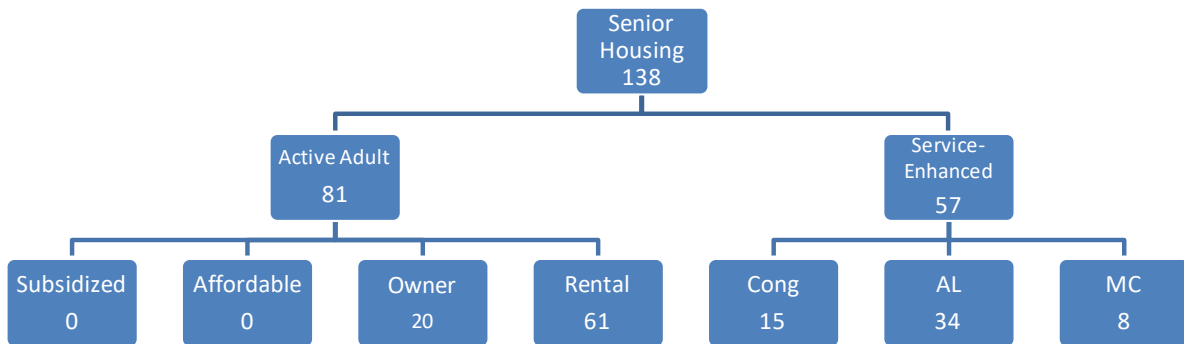
Hugo Recommendations

Hugo had strong growth in the early 2000s during the housing boom. However, new construction drastically slowed during the Great Recession and Hugo is expecting slower growth to 2020 than originally projected. Hugo has ample land availability, but pricing for new for-sale housing products continues to rival that of other submarkets. Additional land remaining in Victor Gardens may be re-platted for new single-family homes at the mid- to upper \$300,000s or association-maintained product.

Hugo Projected General Occupancy Demand, 2016 – 2020



Hugo Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: Hugo has 137 vacant developed and 20 future single-family lots at existing subdivisions. In addition, there are 118 vacant developed townhome lots. Projected demand for owned housing in Hugo to 2020 is estimated to be greater than the average number of permits issued annually over the past five years. In 2016, single-family permits issued rose substantially, potentially signaling that the market is responding to increased demand for housing in the community. If construction and absorption continue to remain strong, then additional single-family and multifamily owned lots will be needed to ensure a sufficient supply to meet the projected demand.

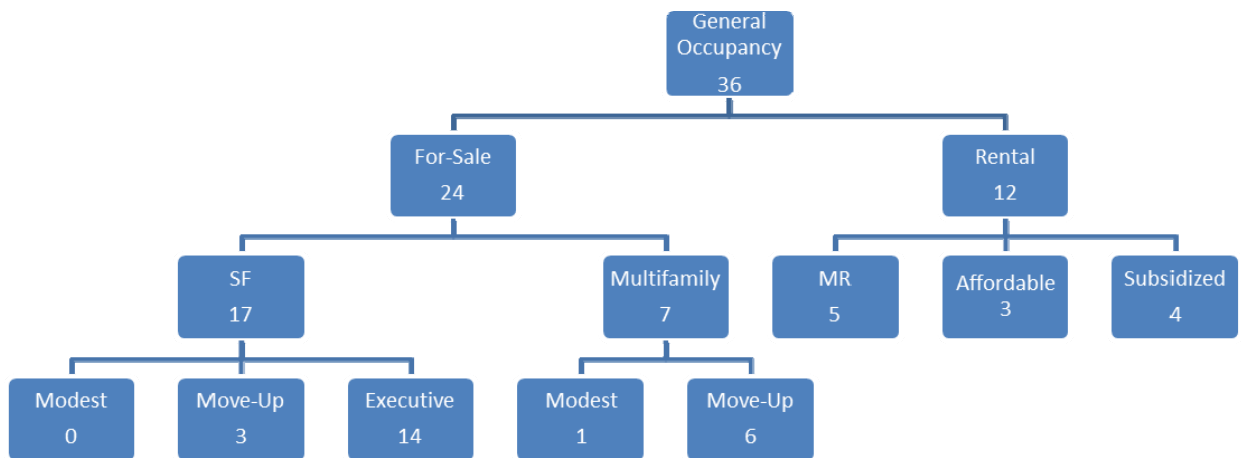
Rental Housing: Hugo has very few rental units. In the short-term, demand for for-sale product will exceed demand for rental product. As the area continues to grow however, rental demand will increase. We find support for a new market rate rental building with up to 98 units by 2020.

Senior Housing: Keystone Place at LaValle Fields opened in 2016 with 100 units, a mix of independent living, assisted living and memory care. There is one other senior property, a 24-unit assisted living/memory care facility and a 28-unit affordable/subsidized senior facility. Demand calculations identified limited additional demand for service-enhanced units in the short-term, but additional demand may be derived from empty-nesters that would prefer to have their parents closer to them. This could increase base demand over the next five to ten years as the baby boom group ages.

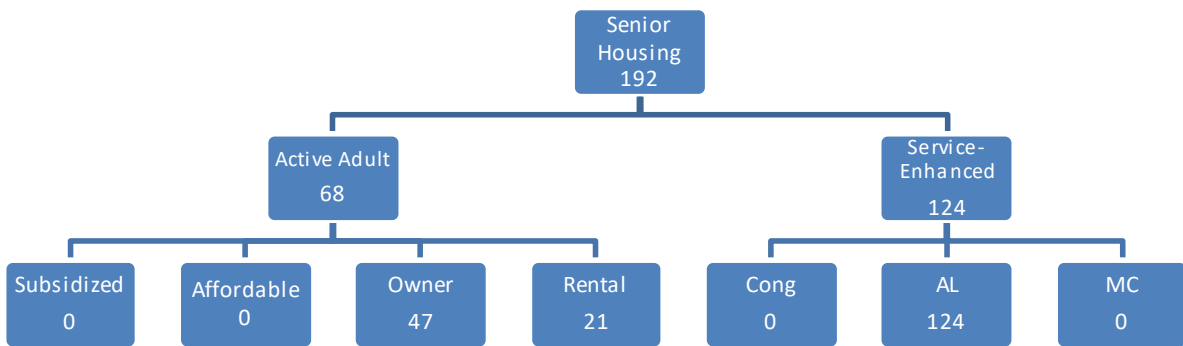
Mahtomedi Recommendations

The Mahtomedi submarket has land available in Grant; however, household growth in the submarket is expected to remain modest as most of the land in Grant is zoned for low-density housing. In-fill and redevelopment in Mahtomedi has increased the number of housing units in the community, primarily targeted to traditional rental and senior housing. The Mahtomedi submarket is projected to increase by 161 households to 2020, the lowest growth rate in the county. All of the growth is expected to occur in the 65+ population.

Mahtomedi Projected General Occupancy Demand, 2016 – 2020



Mahtomedi Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: The Mahtomedi submarket is estimated to need a supply of 50 lots to maintain adequate consumer choice based on recent building permit trends. We anticipate that the City of Mahtomedi will likely experience some tear-downs of existing single-family homes or potential lot splits. The City of Grant will likely accommodate most of the new single-family development in this submarket. There are six vacant developed lots in the submarket. If projected demand is realized, a three-year supply of an estimated 70 lots (mix of single-family and owned multifamily) would be needed to meet the short-term demand (2016-2020) projected for the submarket.

Rental Housing: Demand was calculated for 12 units in the Mahtomedi submarket. However, redevelopment of existing commercial sites in Mahtomedi could result in the development of a modest size rental building (up to about 36 units). Additional rental demand from local households unable to be satisfied in the community could be accommodated by other nearby communities, such as Oakdale. If land is made available in Mahtomedi through redevelopment, the community could likely capture demand from neighboring communities.

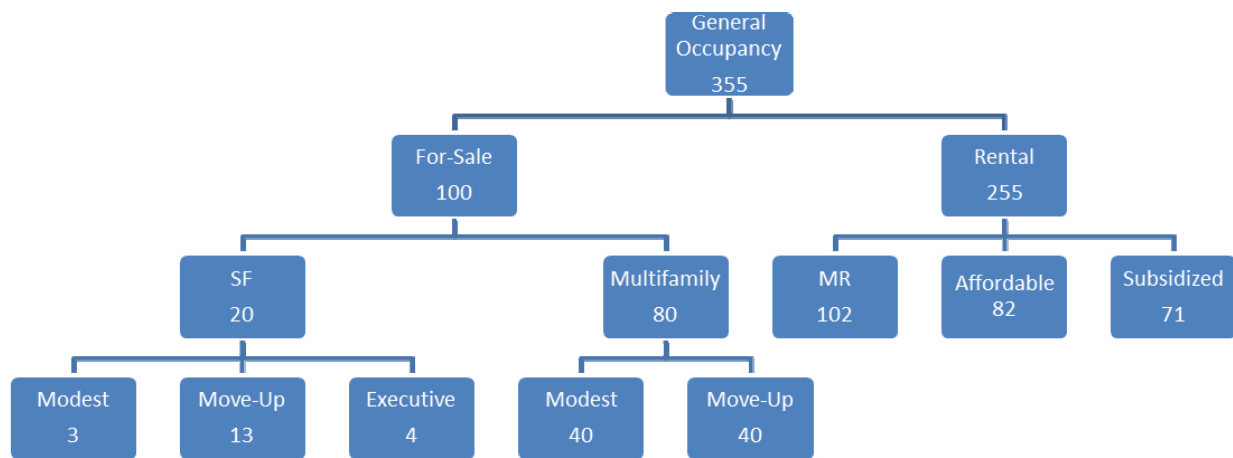
Senior Housing: Demand for congregate and memory care in the submarket is being satisfied. Demand remains high for additional assisted living units, although a portion of assisted living demand may be able to be satisfied through independent living that would offer residents services a-la-carte. However, the development of senior housing with the required features to offer services to residents typically necessitates a guaranteed rate structure to support the delivery of meals, housekeeping, laundry and personal care. Demand also exists for market rate active adult for-sale and rental housing.

The City of Mahtomedi and the Washington County CDA partnered on the affordable senior housing development “Piccadilly Square.” The development contains 79 units, affordable to senior households at or below 60% AMI. This development has satisfied the short-term demand for affordable senior rental housing in the submarket.

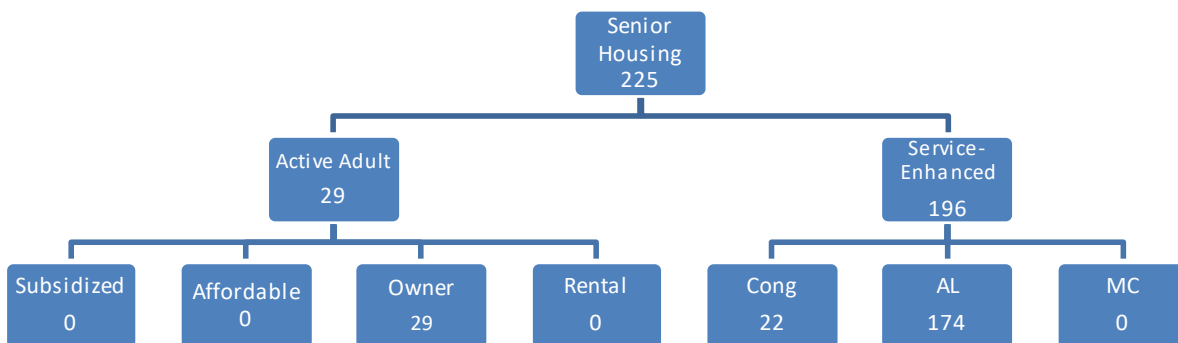
Oakdale Recommendations

Household growth in Oakdale will be driven by employment growth and the City’s close proximity to the Twin Cities core. Demand will continue for single family homes in Oakdale, but the community’s land supply to support low-density housing is limited. Thus, most new housing added in the community is likely to be multifamily, which would include medium-density townhomes or higher-density rental and senior housing. We estimate that between 2016 and 2020, 23% of the demand will be for for-sale multifamily, 72% for rental and 6% for single-family.

Oakdale Projected General Occupancy Demand, 2016 – 2020



Oakdale Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: Available land in Oakdale for new residential development is limited. Development of additional single-family and owned multifamily homes are expected to occur almost exclusively through redevelopment and infill. There are no vacant developed single-family lots in Oakdale and only four vacant developed multifamily owned lots. There are no applications for new owned residential construction in the pipeline at this time.

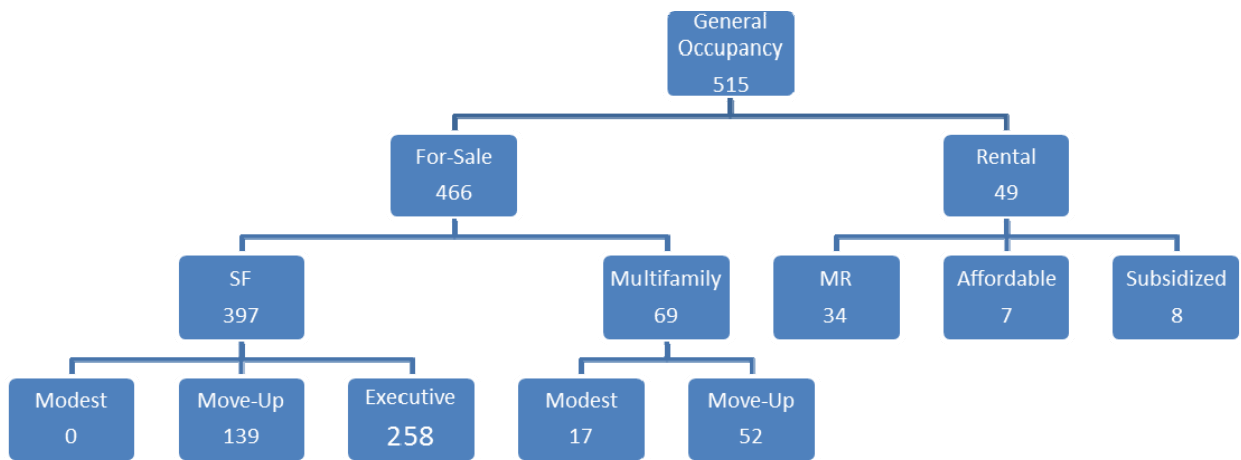
Rental Housing: We calculated demand for 102 market rate, 82 affordable and 71 subsidized rental units in Oakdale from 2016 to 2020. Due to the community's close proximity to jobs and the low vacancy rate among existing rental developments, market rate and affordable units could be developed in the next few years to meeting growing rental demand in Oakdale.

Senior Housing: The Waters of Oakdale (opened 2014) satisfied much of the demand for service based senior housing although demand was identified for assisted living units. A portion of the demand for assisted living senior housing is likely to be satisfied through the development of independent living units that would provide services to residents a-la-carte. However, the development of senior housing with the required features to offer services to residents typically necessitates a guaranteed rate structure to support the delivery of meals, housekeeping, laundry and personal care. New independent living units attached to continuum of care developments are typically at a higher rate structure to support access to services such as meals, housekeeping, emergency response and personal care options.

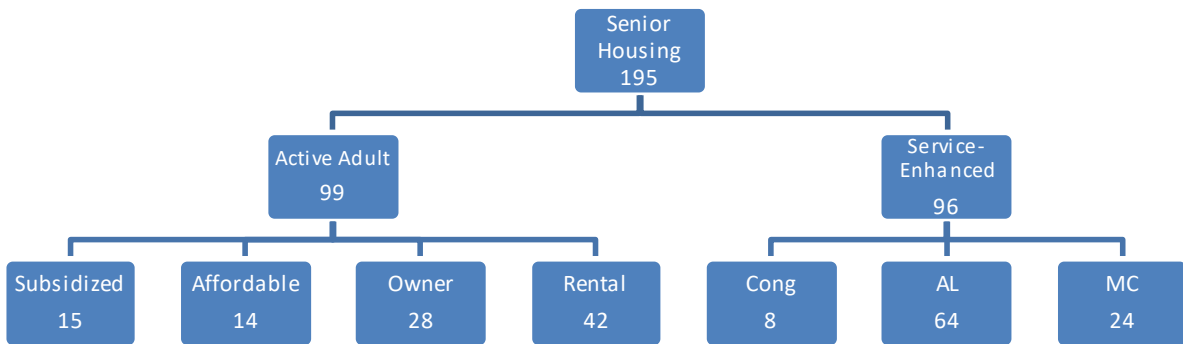
Lake Elmo Recommendations

In 2005, the Metropolitan Council and the City of Lake Elmo signed a memorandum of understanding requiring the Lake Elmo comprehensive plan to be consistent with the Metropolitan Council’s regional system plans. The understanding requires Lake Elmo to accept its share of the region’s projected growth. Lake Elmo is projected to add 1,040 households between 2016 and 2020. An estimated 85% of the general occupancy for-sale housing demand is anticipated to be for single-family homes.

Lake Elmo Projected General Occupancy Demand, 2016 – 2020



Lake Elmo Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: Based on an average demand in the short-term of 116 owned housing units, Lake Elmo would need a lot supply of approximately 300 to 320 lots (primarily single-family lots) to allow adequate consumer choice, enabling it to meet its projected demand for single-family and owned multifamily homes. Lake Elmo currently has 234 vacant developed lots and 1,325 future lots in existing and pending subdivisions. Demand for new homes is accelerating in Lake Elmo, but platting of new lots has also increased. At this time, applications for new subdivisions are keeping pace or even modestly exceeding projected demand.

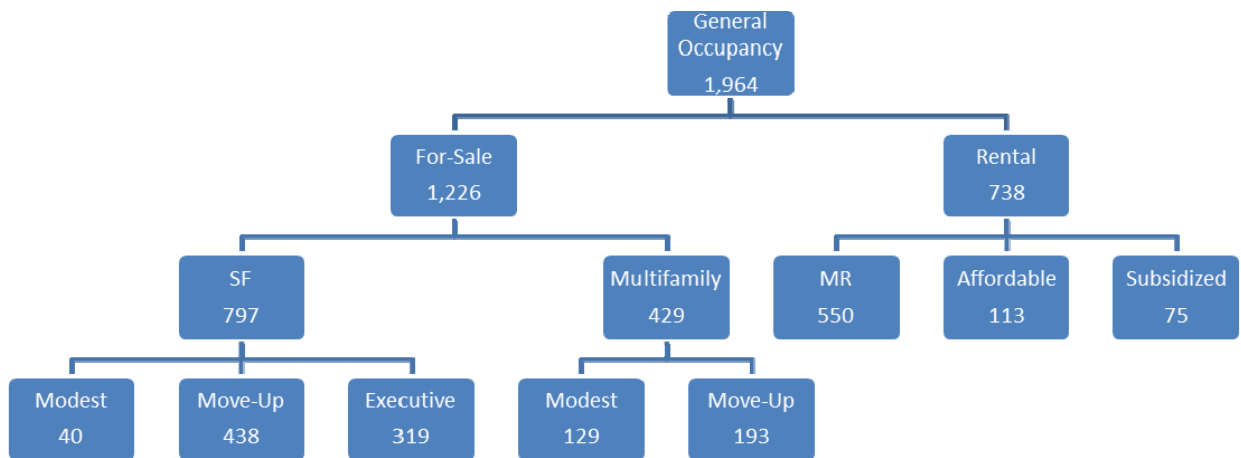
Rental Housing: Lake Elmo has a limited supply of rental housing; however, as the employment base continues to grow, demand for rental housing will increase. Lake Elmo could support a market rate rental property with between 80 and 100 units, but we recommend that it be built later this decade.

Senior Housing: There are no senior housing developments in Lake Elmo. There have been several speculative developments but nothing has moved forward. Currently, Frisbie Architects has proposed Arbor Glen, a continuum of care campus with a total of 84 units (31 IL, 29 AL, and 24 MC) and other developers are looking at Lake Elmo for active adult products. Demand will continue to grow to 2030 when the local senior population increases to higher numbers.

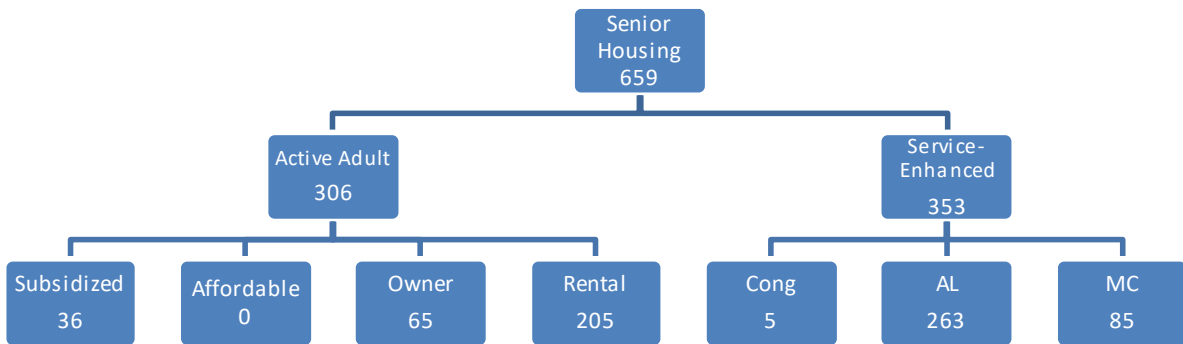
Woodbury Recommendations

Woodbury is the largest submarket in the county and is projected to maintain the largest population and household base to 2030. In addition to housing and population, Woodbury also has the largest employment base in Washington County. Demand will be driven by the expanding local employment base as well as the City’s close proximity to job centers in the Twin Cities core. Woodbury also has an ample supply of land on its east side available for new housing and the southwest sector of the City is also expanding residentially.

Woodbury Projected General Occupancy Demand, 2016 – 2020



Woodbury Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: To meet the projected single-family home demand, estimated at 300 units annually over the next four years, Woodbury would need an estimated supply of 900 lots to allow adequate consumer choice. Currently, Woodbury has 302 vacant developed lots and 635 future lots in existing and pending developments. Additional subdivisions are in the application and staff review process and based on current activity, it appears that Woodbury is on track to keep pace with demand for future ownership lots.

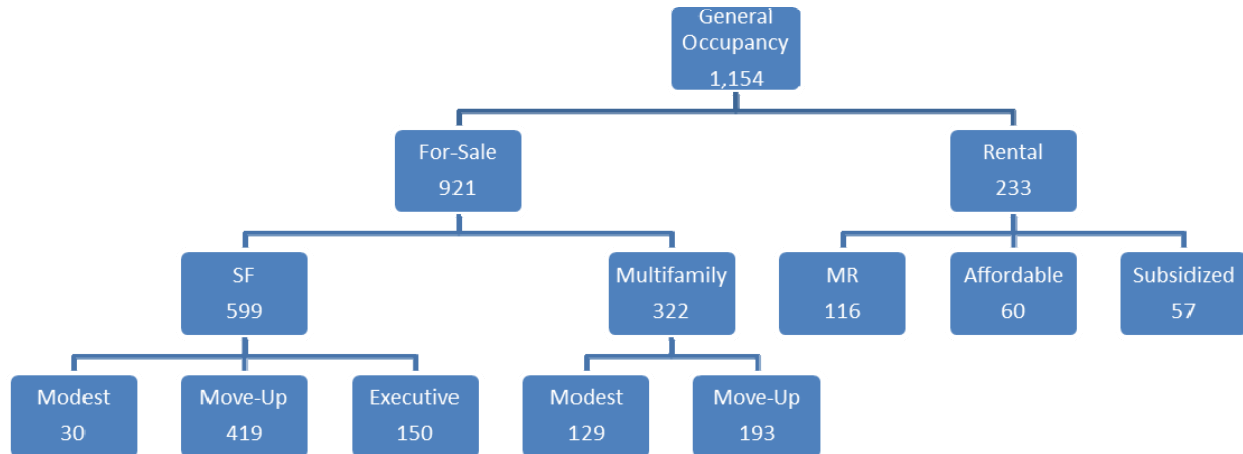
Rental Housing: There is demand for additional rental units in Woodbury and rents in Woodbury are among the highest in Washington County. About 74% of the general occupancy rental demand will be for market rate units. In addition to high rents, the vacancy rate in Woodbury was below market equilibrium at 2.6% as of 4th Quarter 2016, indicating some pent-up demand for rental units. Some of the newest rental properties however, are experiencing a temporary softness in occupancies.

Senior Housing: The majority of the senior housing developments in Woodbury are newer (built after 2000). However, demand for senior housing in Woodbury is projected to continue to grow to 2020. There is sufficient demand to support additional senior housing units in Woodbury. Demand was identified for 306 active adult (subsidized and market rate) units and 353 service-enhanced units by 2020 accounting for the new properties that recently opened and/or are under construction.

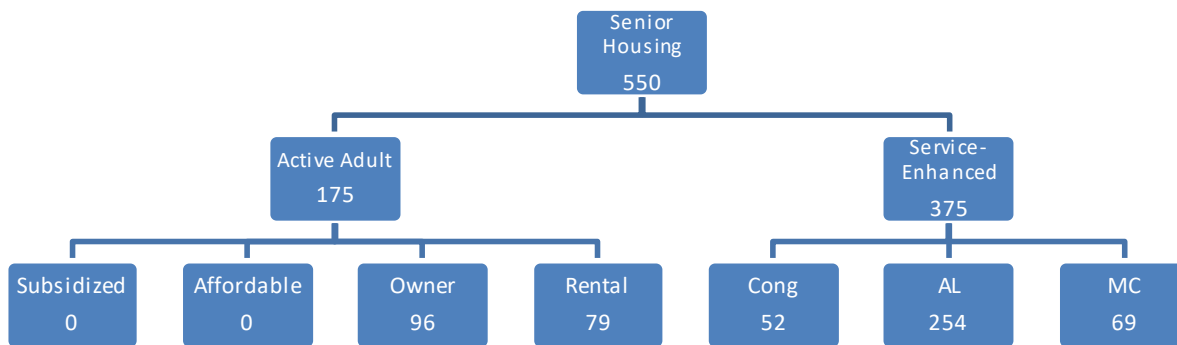
Cottage Grove Recommendations

Cottage Grove’s close proximity to jobs in Woodbury, combined with access to the remainder of the Twin Cities enhances demand for new housing in Cottage Grove and the surrounding adjacent communities of Newport and St. Paul Park. We project the Cottage Grove submarket will add about 670 owner from 2016 to 2020.

Cottage Grove Projected General Occupancy Demand, 2016 – 2020



Cottage Grove Projected Senior Demand, 2020



Note: Because households are mobile and are willing to seek out various housing products in adjacent communities, these demand figures may experience fluctuations.

DEMAND SUMMARY AND RECOMMENDATIONS

For-Sale Housing: Between 2016 and 2020, we project demand for roughly 600 single-family homes or 65% of the general occupancy housing demand and 322 owned multifamily units. The Cottage Grove submarket has a lot supply of 139 vacant developed lots and 675 future lots and 63 vacant developed and future owned multifamily lots. Virtually all of these are in the City of Cottage Grove. If demand occurs as projected, then additional lots would be needed to accommodate demand and maintain a three-year lot supply.

Rental Housing: There is demand for 233 rental units in the Cottage Grove submarket. Because of Cottage Grove's close proximity to higher paying jobs, we find that a significant portion of rental demand will be for market rate units (116 units by 2020). In addition, a rental development has not been built since *Hinton Heights* in 1993. A new market rate rental building would provide contemporary finishes and amenities. There is also significant pent-up demand for rental housing in Newport and St. Paul Park. Existing rental housing is older, primarily constructed in the 1960s and 1970s with rents that are very affordable. It may be difficult to develop new rental housing in these smaller communities without a public-private partnership. Small buildings with eight or fewer units may be able to be developed without assistance, providing contemporary features and amenities to satisfy some of the current demand.

Senior Housing: The newest senior property is *Norris Square* which was built in 2010 and has 86 congregate, 21 assisted living, and 18 memory care units. We find that Cottage Grove could also support additional senior units in the next few years. The greatest demand is for active adult rental and ownership units and assisted living units (up to 254 units). *Norris Square* is in the process of adding more independent living units to its existing campus, thereby satisfying some of the demand for active adult rentals as the new units are anticipated to be very low service.

APPENDIX

Definitions

Absorption Period – The period of time necessary for newly constructed or renovated properties to achieve the stabilized level of occupancy. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the stabilized level of occupancy has signed a lease.

Absorption Rate – The average number of units rented each month during the absorption period.

Active adult (or independent living without services available) – Active Adult properties are similar to a general-occupancy apartment building, in that they offer virtually no services but have age-restrictions (typically 55 or 62 or older). Organized activities and occasionally a transportation program are usually all that are available at these properties. Because of the lack of services, active adult properties typically do not command the rent premiums of more service-enriched senior housing.

Adjusted Gross Income “AGI” – Income from taxable sources (including wages, interest, capital gains, income from retirement accounts, etc.) adjusted to account for specific deductions (i.e. contributions to retirement accounts, unreimbursed business and medical expenses, alimony, etc.).

Affordable housing – The general definition of affordability is for a household to pay no more than 30% of their income for housing. For purposes of this study we define affordable housing that is income-restricted to households earning at or below 80% AMI, though individual properties can have income-restrictions set at 40%, 50%, 60% or 80% AMI. Rent is not based on income but instead is a contract amount that is affordable to households within the specific income restriction segment. It is essentially housing affordable to low or very low-income tenants.

Amenity – Tangible or intangible benefits offered to a tenant in the form of common area amenities or in-unit amenities. Typical in-unit amenities include dishwashers, washer/dryers, walk-in showers and closets and upgraded kitchen finishes. Typical common area amenities include detached or attached garage parking, community room, fitness center and an outdoor patio or grill/picnic area.

Area Median Income “AMI” – AMI is the midpoint in the income distribution within a specific geographic area. By definition, 50% of households earn less than the median income and 50% earn more. The U.S. Department of Housing and Urban Development (HUD) calculates AMI annually and adjustments are made for family size.

Assisted Living – Assisted Living properties come in a variety of forms, but the target market for most is generally the same: very frail seniors, typically age 80 or older (but can be much younger, depending on their particular health situation), who are in need of extensive support services and personal care assistance. Absent an assisted living option, these seniors would otherwise need to move to a nursing facility. At a minimum, assisted living properties include two meals per day and weekly housekeeping in the monthly fee, with the availability of a third meal and personal care (either included in the monthly fee or for an additional cost). Assisted living properties also have either staff on duty 24 hours per day or at least 24-hour emergency response.

Building Permit – Building permits track housing starts and the number of housing units authorized to be built by the local governing authority. Most jurisdictions require building permits for new construction, major renovations, as well as other building improvements. Building permits ensure that all the work meets applicable building and safety rules and is typically required to be completed by a licensed professional. Once the building is complete and meets the inspector's satisfaction, the jurisdiction will issue a "CO" or "Certificate of Occupancy." Building permits are a key barometer for the health of the housing market and are often a leading indicator in the rest of the economy as it has a major impact on consumer spending.

Capture Rate – The percentage of age, size, and income-qualified renter households in a given area or "Market Area" that the property must capture to fill the units. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size and income-qualified renter households in the designated area.

Comparable Property – A property that is representative of the rental housing choices of the designated area or "Market Area" that is similar in construction, size, amenities, location and/or age.

Concession – Discount or incentives given to a prospective tenant to induce signature of a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or free amenities, which are normally charged separately, such as parking.

Congregate (or independent living with services available) – Congregate properties offer support services such as meals and/or housekeeping, either on an optional basis or a limited amount included in the rents. These properties typically dedicate a larger share of the overall building area to common areas, in part, because the units are smaller than in adult housing and in part to encourage socialization among residents. Congregate properties attract a slightly older target market than adult housing, typically seniors age 75 or older. Rents are also above those of the active adult buildings, even excluding the services.

Contract Rent – The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease.

Demand – The total number of households that would potentially move into a proposed new or renovated housing project. These households must be of appropriate age, income, tenure and size for a specific proposed development. Components vary and can include, but are not limited to: turnover, people living in substandard conditions, rent over-burdened households, income-qualified households and age of householder. Demand is project specific.

Density – Number of units in a given area. Density is typically measured in dwelling units (DU) per acre – the larger the number of units permitted per acre the higher the density; the fewer units permitted results in lower density. Density is often presented in a gross and net format:

- **Gross Density** – The number of dwelling units per acre based on the gross site acreage.
Gross Density = Total residential units/total development area
- **Net Density** - The number of dwelling units per acre located on the site, but excludes public right-of-ways (ROW) such as streets, alleys, easements, open spaces, etc.
Net Density = Total residential units/total residential land area (excluding ROWs)

Detached housing – a freestanding dwelling unit, most often single-family homes, situated on its own lot.

Effective Rents – Contract rent less applicable concessions.

Elderly or Senior Housing – Housing where all the units in the property are restricted for occupancy by persons age 62 years or better, or at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or better and the housing is designed with amenities, facilities and services to meet the needs of senior citizens.

Extremely low-income – person or household with incomes below 30% of Area Median Income, adjusted for respective household size.

Fair Market Rent – Estimates established by HUD of the Gross Rents needed to obtain modest rental units in acceptable conditions in a specific geographic area. The amount of rental income a given property would command if it were open for leasing at any given moment and/or the amount derived based on market conditions that is needed to pay gross monthly rent at modest rental housing in a given area. This figure is used as a basis for determining the payment standard amount used to calculate the maximum monthly subsidy for families on at financially assisted housing.

Foreclosure – A legal process in which a lender or financial institute attempts to recover the balance of a loan from a borrower who has stopped making payments to the lender by using the sale of the house as collateral for the loan.

Gross Rent – The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease, plus the estimated cost of all utilities paid by tenants.

Household – All persons who occupy a housing unit, including occupants of a single-family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements.

Household Trends – Changes in the number of households for any particular areas over a measurable period of time, which is a function of new households formations, changes in average household size, and net migration.

Housing Choice Voucher Program – The federal government's major program for assisting very low-income families, the elderly, and the disabled to afford decent, safe, and sanitary housing in the private market. A family that is issued a housing voucher is responsible for finding a suitable housing unit of the family's choice where the owner agrees to rent under the program. Housing choice vouchers are administered locally by public housing agencies. They receive federal funds from the U.S. Department of Housing and Urban Development (HUD) to administer the voucher program. A housing subsidy is paid to the landlord directly by the public housing agency on behalf of the participating family. The family then pays the difference between the actual rent charged by the landlord and the amount subsidized by the program.

Housing unit – House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

HUD Project-Based Section 8 – A federal government program that provides rental housing for very low-income families, the elderly, and the disabled in privately owned and managed rental units. The owner reserves some or all of the units in a building in return for a Federal government guarantee to make up the difference between the tenant's contribution and the rent. A tenant who leaves a subsidized project will lose access to the project-based subsidy.

HUD Section 202 Program – Federal program that provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by elder household who have incomes not exceeding 50% of Area Median Income.

HUD Section 811 Program – Federal program that provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy of persons with disabilities who have incomes not exceeding 50% Area Median Income.

HUD Section 236 Program – Federal program that provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% Area Median Income who pay rent equal to the greater or market rate or 30% of their adjusted income.

Income limits – Maximum households income by a designed geographic area, adjusted for household size and expressed as a percentage of the Area Median Income, for the purpose of establishing an upper limit for eligibility for a specific housing program. See Income-qualifications.

Inflow/Outflow – The Inflow/Outflow Analysis generates results showing the count and characteristics of worker flows in to, out of, and within the defined geographic area.

Low-Income – Person or household with gross household incomes below 80% of Area Median Income, adjusted for household size.

Low-Income Housing Tax Credit – A program aimed to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and rents on these units be restricted accordingly.

Market analysis – The study of real estate market conditions for a specific type of property, geographic area or proposed (re)development.

Market rent – The rent that an apartment, without rent or income restrictions or rent subsidies, would command in a given area or “Market Area” considering its location, features and amenities.

Market study – A comprehensive study of a specific proposal including a review of the housing market in a defined market or geography. Project specific market studies are often used by developers, property managers or government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what house needs, if any, existing within a specific geography.

Market rate rental housing – Housing that does not have any income-restrictions. Some properties will have income guidelines, which are minimum annual incomes required in order to reside at the property.

Median Rent/Home Price – The median refers to the price point where half of the rents/homes are priced above the point, and half are priced below it. The median is a more accurate gauge of housing costs as averages tend to skew prices at the high and low end of the market.

Memory Care – Memory Care properties, designed specifically for persons suffering from Alzheimer’s disease or other dementias, is one of the newest trends in senior housing. Properties consist mostly of suite-style or studio units or occasionally one-bedroom apartment-style units, and large amounts of communal areas for activities and programming. In addition, staff typically undergoes specialized training in the care of this population. Because of the greater amount of individualized personal care required by residents, staffing ratios are much higher than traditional assisted living and thus, the costs of care are also higher. Unlike conventional assisted living, however, which deals almost exclusively with widows or widowers, a higher proportion of persons afflicted with Alzheimer’s disease are in two-person households. That means the decision to move a spouse into a memory care facility involves the caregiver’s

concern of incurring the costs of health care at a special facility while continuing to maintain their home.

Migration – The movement of households and/or people into or out of an area.

Mixed-income property – An apartment property contained either both income-restricted and unrestricted units or units restricted at two or more income limits.

Mobility – The ease at which people move from one location to another.

Moderate Income – Person or household with gross household income between 80% and 120% of the Area Median Income, adjusted for household size.

Multifamily – Properties and structures that contain more than two housing units.

Naturally Occurring Affordable Housing – Although affordable housing is typically associated with an income-restricted property, there are other housing units in communities that indirectly provide affordable housing. Housing units that were not developed or designated with income guidelines (i.e. assisted) yet are more affordable than other units in a community are considered “naturally-occurring” or “unsubsidized affordable” units. This rental supply is available through the private market, versus assisted housing programs through various governmental agencies. Property values on these units are lower based on a combination of factors, such as: age of structure/housing stock, location, condition, size, functionally obsolete, school district, etc.

Net Income – Income earned after payroll withholdings such as state and federal income taxes, social security, as well as retirement savings and health insurance.

Net Worth – The difference between assets and liabilities, or the total value of assets after the debt is subtracted.

Pent-up demand – A market in which there is a scarcity of supply and as such, vacancy rates are very low or non-existent.

Population – All people living in a geographic area.

Population Density – The population of an area divided by the number of square miles of land area.

Population Trends – Changes in population levels for a particular geographic area over a specific period of time – a function of the level of births, deaths, and in/out migration.

Project-Based rent assistance – Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment – The redesign, rehabilitation or expansion of existing properties.

Rent burden – gross rent divided by adjusted monthly household income.

Restricted rent – The rent charged under the restriction of a specific housing program or subsidy.

Saturation – The point at which there is no longer demand to support additional market rate, affordable/subsidized, rental, for-sale, or senior housing units. Saturation usually refers to a particular segment of a specific market.

Senior Housing – The term “senior housing” refers to any housing development that is restricted to people age 55 or older. Today, senior housing includes an entire spectrum of housing alternatives. Maxfield Research Inc. classifies senior housing into four categories based on the level of support services. The four categories are: Active Adult, Congregate, Assisted Living and Memory Care.

Short Sale – A sale of real estate in which the net proceeds from selling the property do not cover the sellers’ mortgage obligations. The difference is forgiven by the lender, or other arrangements are made with the lender to settle the remainder of the debt.

Single-family home – A dwelling unit, either attached or detached, designed for use by one household and with direct street access. It does not share heating facilities or other essential electrical, mechanical or building facilities with another dwelling.

Stabilized level of occupancy – The underwritten or actual number of occupied units that a property is expected to maintain after the initial lease-up period.

Subsidized housing – Housing that is income-restricted to households earning at or below 30% AMI. Rent is generally based on income, with the household contributing 30% of their adjusted gross income toward rent. Also referred to as extremely low income housing.

Subsidy – Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment’s contract/market rate rent and the amount paid by the tenant toward rent.

Substandard conditions – Housing conditions that are conventionally considered unacceptable and can be defined in terms of lacking plumbing facilities, one or more major mechanical or electrical system malfunctions, or overcrowded conditions.

Target population – The market segment or segments of the given population a development would appeal or cater to.

Tenant – One who rents real property from another individual or rental company.

Tenant-paid utilities – The cost of utilities, excluding cable, telephone, or internet necessary for the habitation of a dwelling unit, which are paid by said tenant.

Tenure – The distinction between owner-occupied and renter-occupied housing units.

Turnover – A measure of movement of residents into and out of a geographic location.

Turnover period – An estimate of the number of housing units in a geographic location as a percentage of the total house units that will likely change occupants in any one year.

Unrestricted units – Units that are not subject to any income or rent restrictions.

Vacancy period – The amount of time an apartment remains vacant and is available on the market for rent.

Workforce housing – Housing that is income-restricted to households earning between 80% and 120% AMI. Also referred to as moderate-income housing.

Zoning – Classification and regulation of land use by local governments according to use categories (zones); often also includes density designations and limitations.