

FAYETTE COUNTY, PENNSYLVANIA DEMOGRAPHIC & HOUSING OVERVIEW

SUMMER 2025



BOWEN
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RESEARCH

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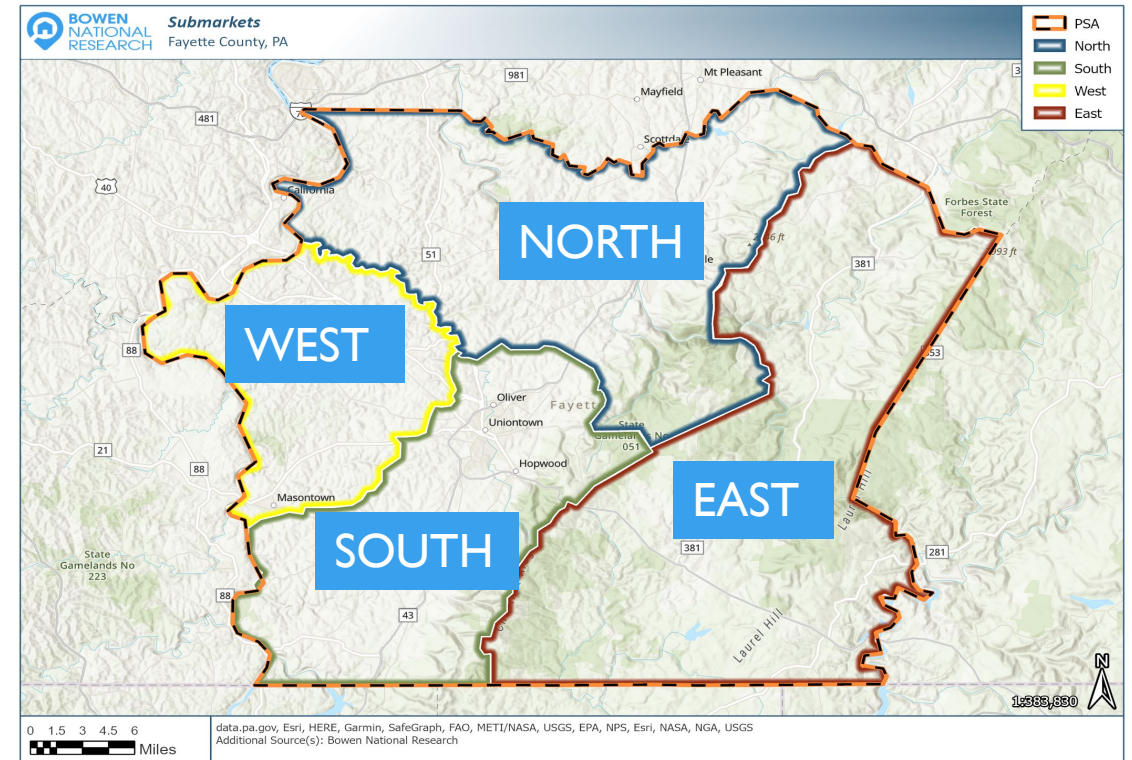
Study Areas and Scope of Work

ORIGINAL 2023 STUDY

- Demographic Characteristics and Trends
- Economic Conditions and Trends
- Existing Housing Stock
- Quantified Housing Gap Estimates
- Community Input (Stakeholders, Employers, Residents/Commuters and Developers/Builders)
- **Roughly 500 Points of Contact Made**
- Action Plan Recommendations

UPDATED 2025 SUMMARY

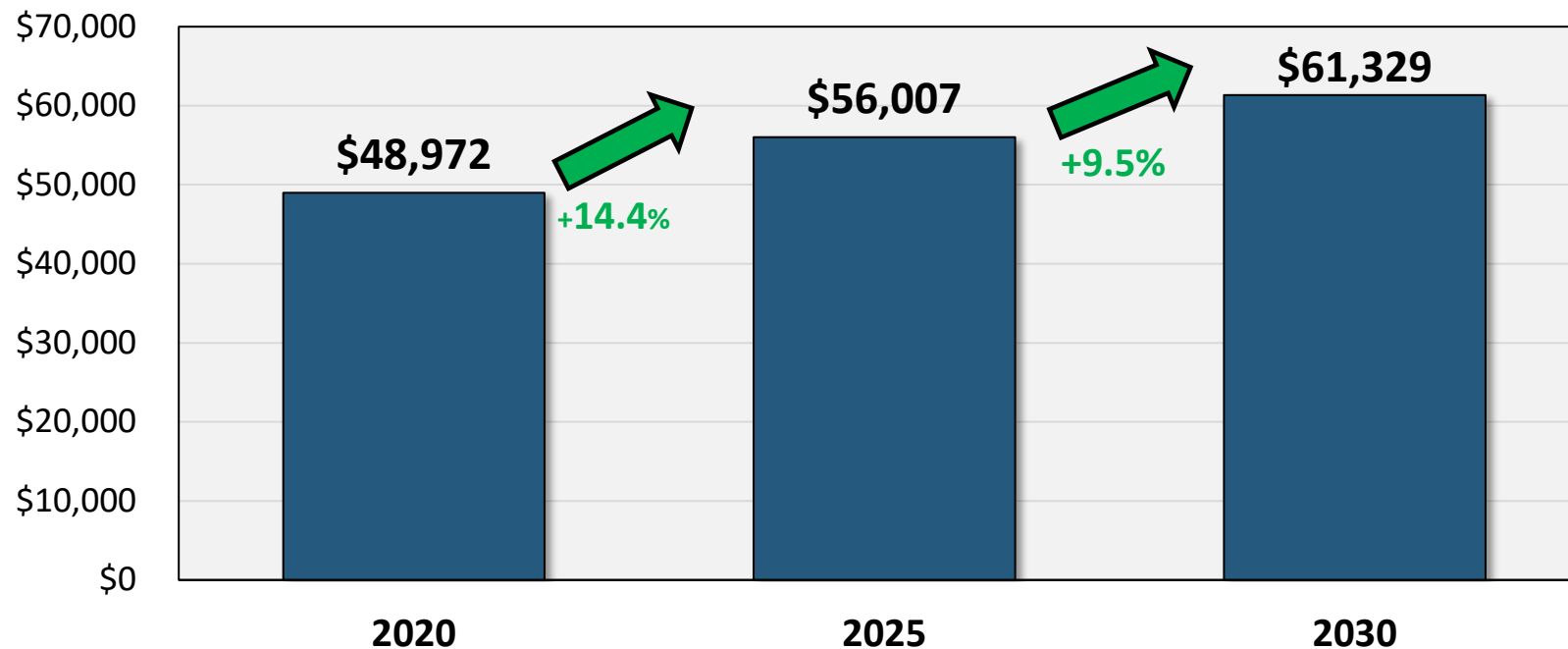
- Selected Demographics
- Commuter In-Flow Data
- Available For-Sale Housing Supply



Demographics – Household Trends

- While the overall number of households in the county declined between 2010 and 2025, **notable shifts** (including increases) are expected among some segments in the market over the next five years that will **affect future housing needs**.
- **Projected growth in median household income** will enable households to **spend more towards housing**.

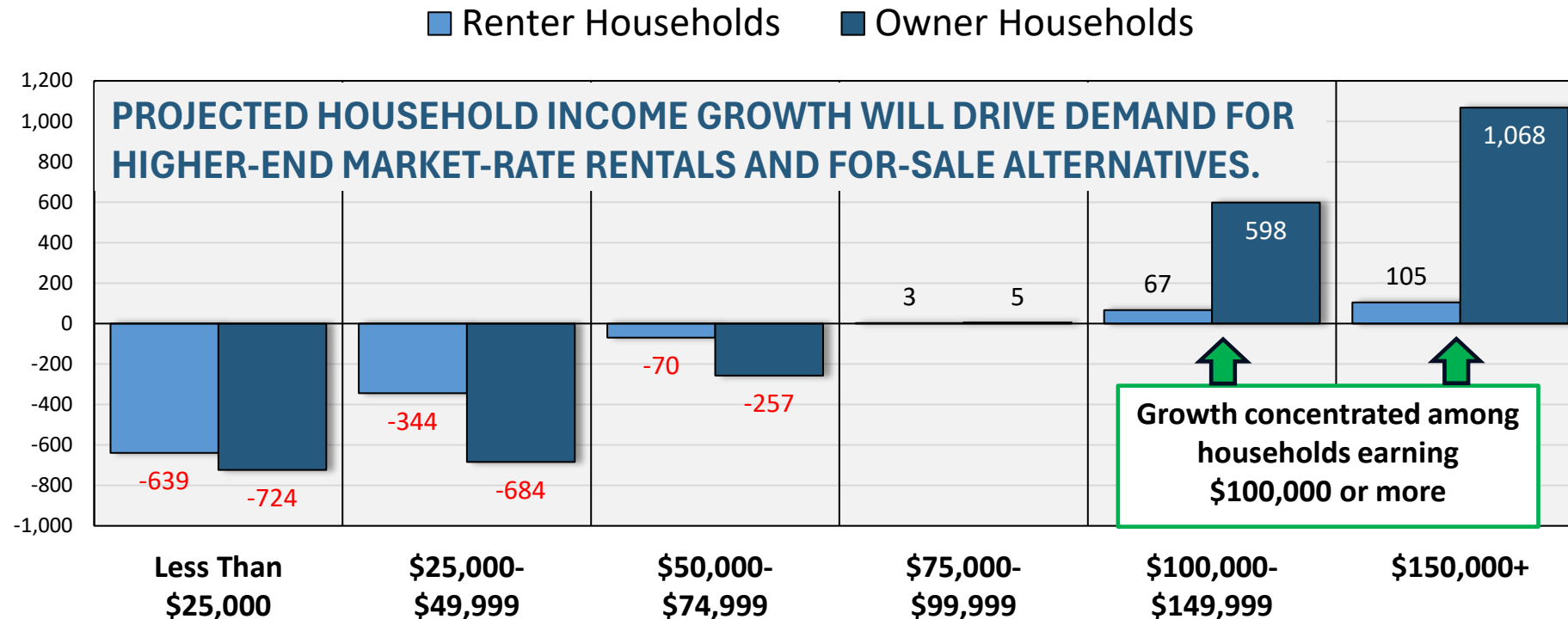
Median Household Income by Year (2020-2030)



Demographics – Households by Income and Tenure (Renters vs. Owners)

- Over 70% of renter households earn less than \$75,000 annually
- **All household growth** over the next five years is **projected** for those earning **\$75,000 or more**
- **Renter** households earning **\$100,000+** are projected to **increase by 172 households**
- **Owner** households earning **\$100,000+** are projected to **increase by over 1,600 households**

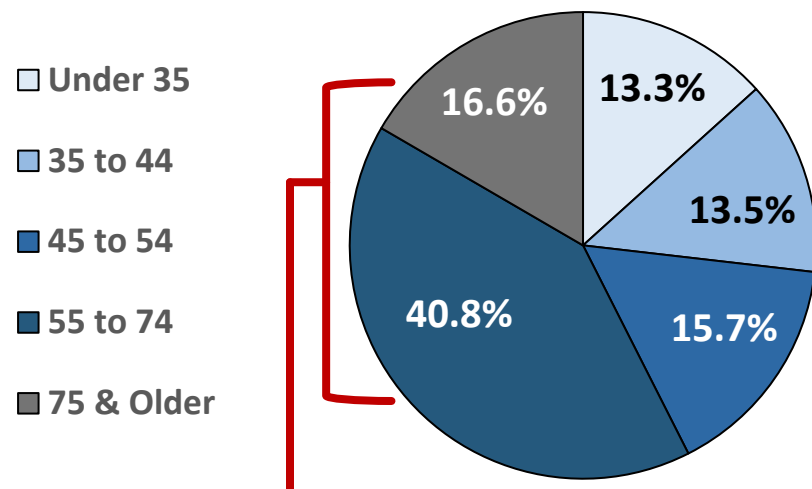
Projected Change in Households by Income by Tenure (2025-2030)



Demographics – Households by Age

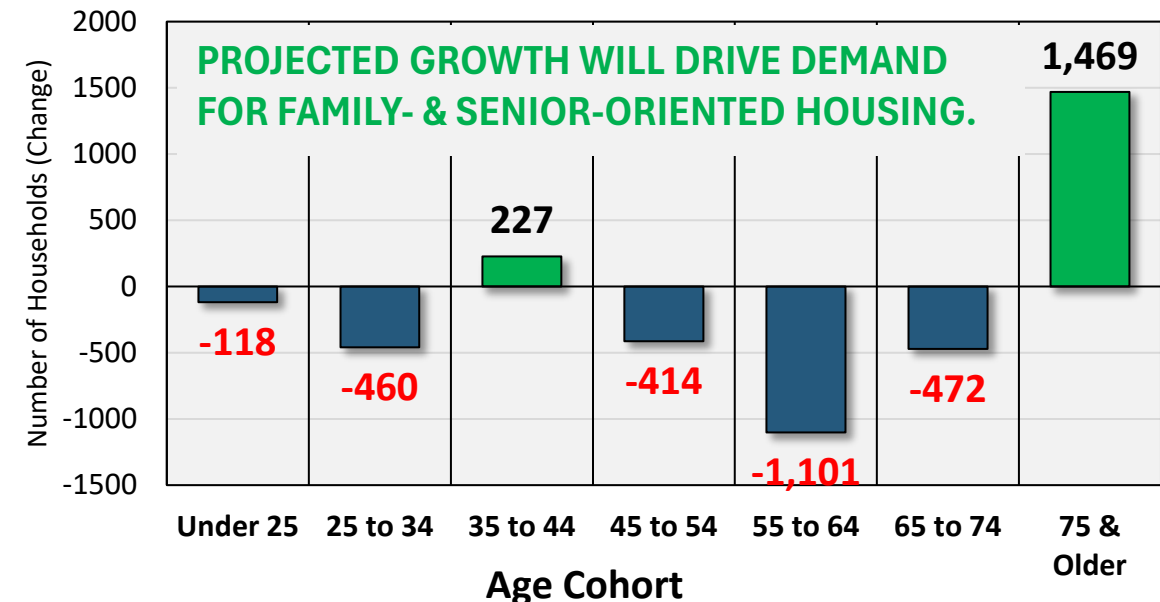
- Through 2030, the greatest growth of household heads by age is projected to be seniors aged 75 and older.
- Notable growth is projected among households ages 35 to 44.

Distribution of Households by Age (2025)



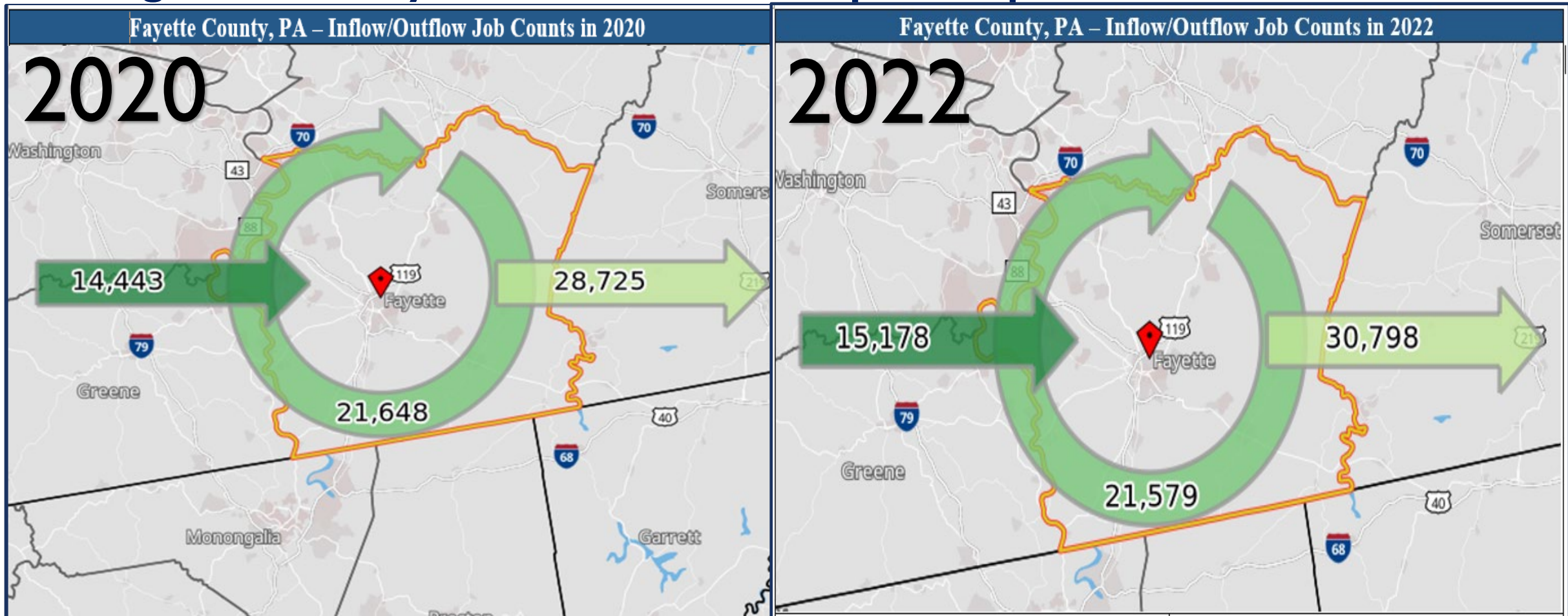
OLDER ADULTS & SENIORS (AGES 55+) COMPRISE THE MAJORITY OF COUNTY HOUSEHOLDS

Change in Number of Households by Age (2025-2030)



Potential Commuter Support

The **number of in-commuters** to Fayette County in 2022 was **15,178** people, representing a **notable increase (735, 5.1%)** of the people working in but not **living in the county**. These in-commuters represent **potential future residents**.



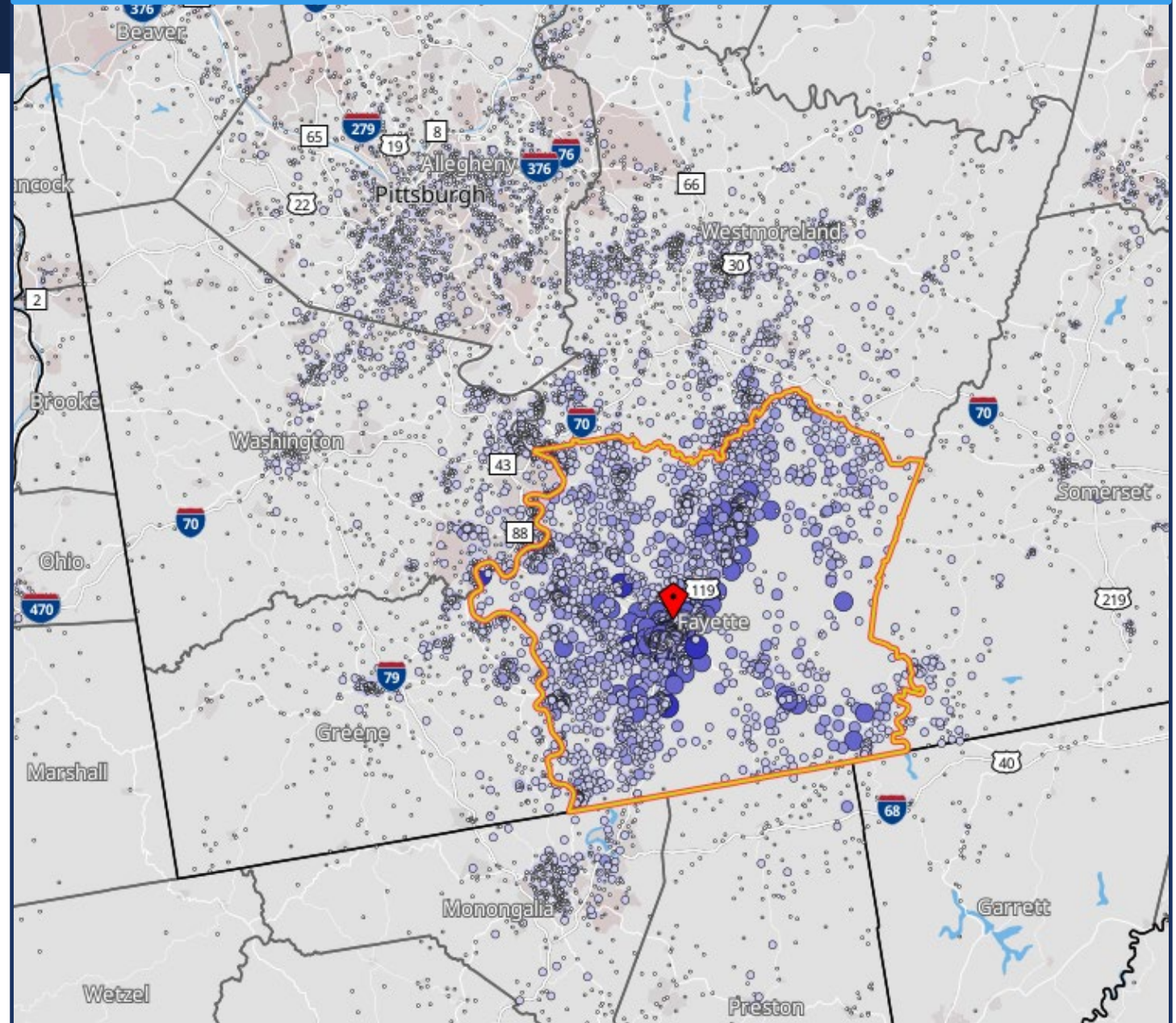
Potential Commuter Support

The **15,178 individuals** from surrounding areas that **commute into** Fayette County for employment **account for 41% of the people employed in Fayette County.**

4,883 people (13.3% of commuters) **commute more than 50 miles** (one way) into the county each day.

Over half (50.5%) of in-commuters are between the **ages of 30 & 54**, and **46.8% earn over \$40,000** annually.

Where do Fayette County workers live?



Housing Supply – Multifamily Rental Properties Summary

The demand for multifamily rentals was significant among all program types.

2023 Multifamily Survey

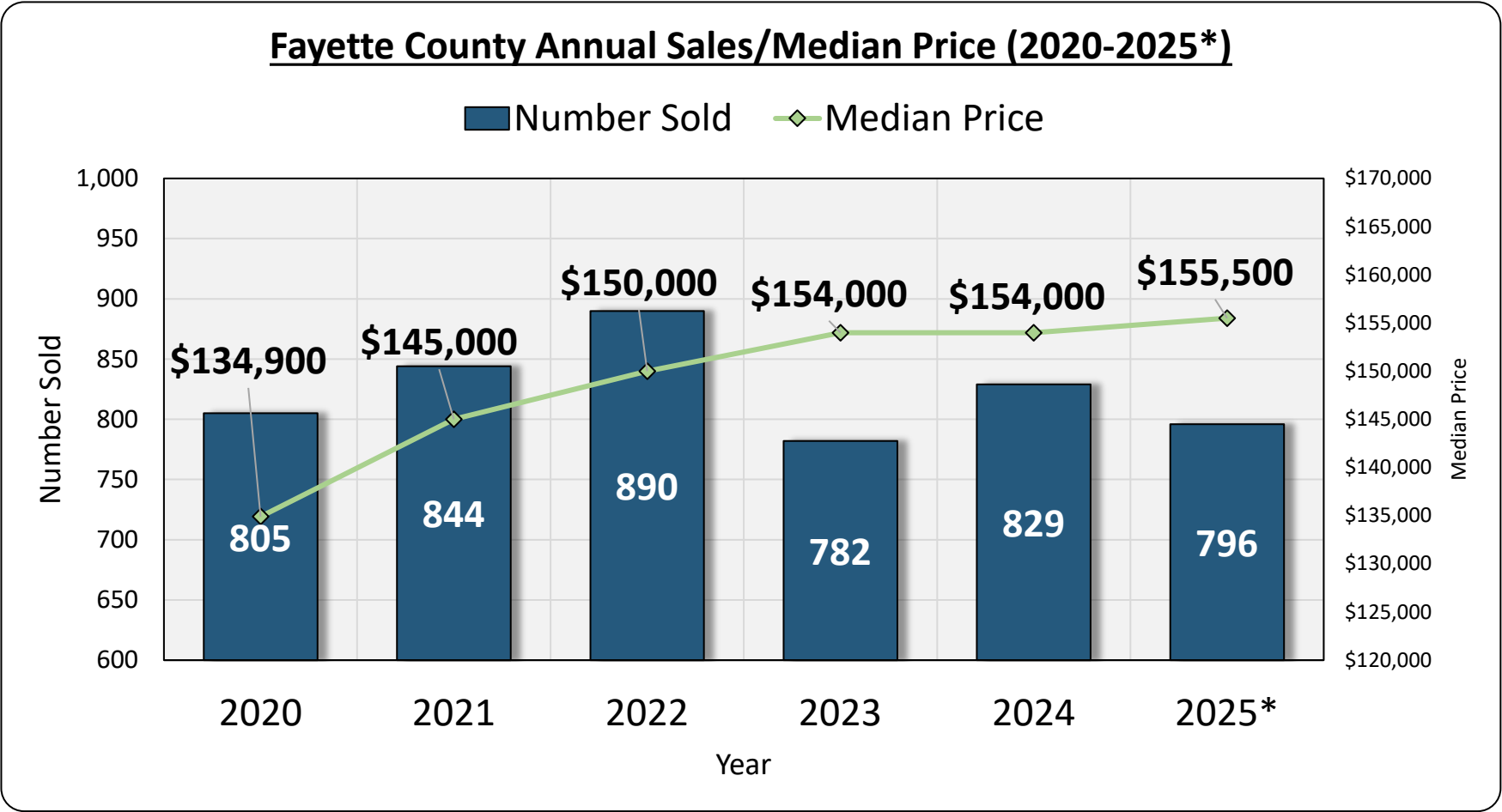
Surveyed Multifamily Rental Housing - Fayette County (PSA)				
Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	7	312	3	99.0%
Market-rate/Tax Credit	1	36	0	100.0%
Market-rate/Subsidized	1	110	0	100.0%
Tax Credit	6	241	4	98.3%
Tax Credit/Subsidized	5	199	0	100.0%
Government-Subsidized	19	1,520	2	99.9%
Total	39	2,418	9	99.6%

37 properties
in the county
maintain a
wait list

Healthy and well-balanced markets operate at occupancy rates of 94% to 96%

Housing Supply – Historical For-Sale Housing Trends

The annual median sales price of homes sold in the county leveled off between 2023 and 2025, though the median price appears to be rising again in 2025.



*Projected for full year based on sales as of July 31, 2025

HOUSING SUPPLY – AVAILABLE FOR-SALE HOUSING INVENTORY

Available Inventory is Shrinking



The number of **available for-sale homes** in Fayette County is **253**, **down (72 homes, 22.2%)** from the **325 available homes in 2023**.

Available Inventory is Limited

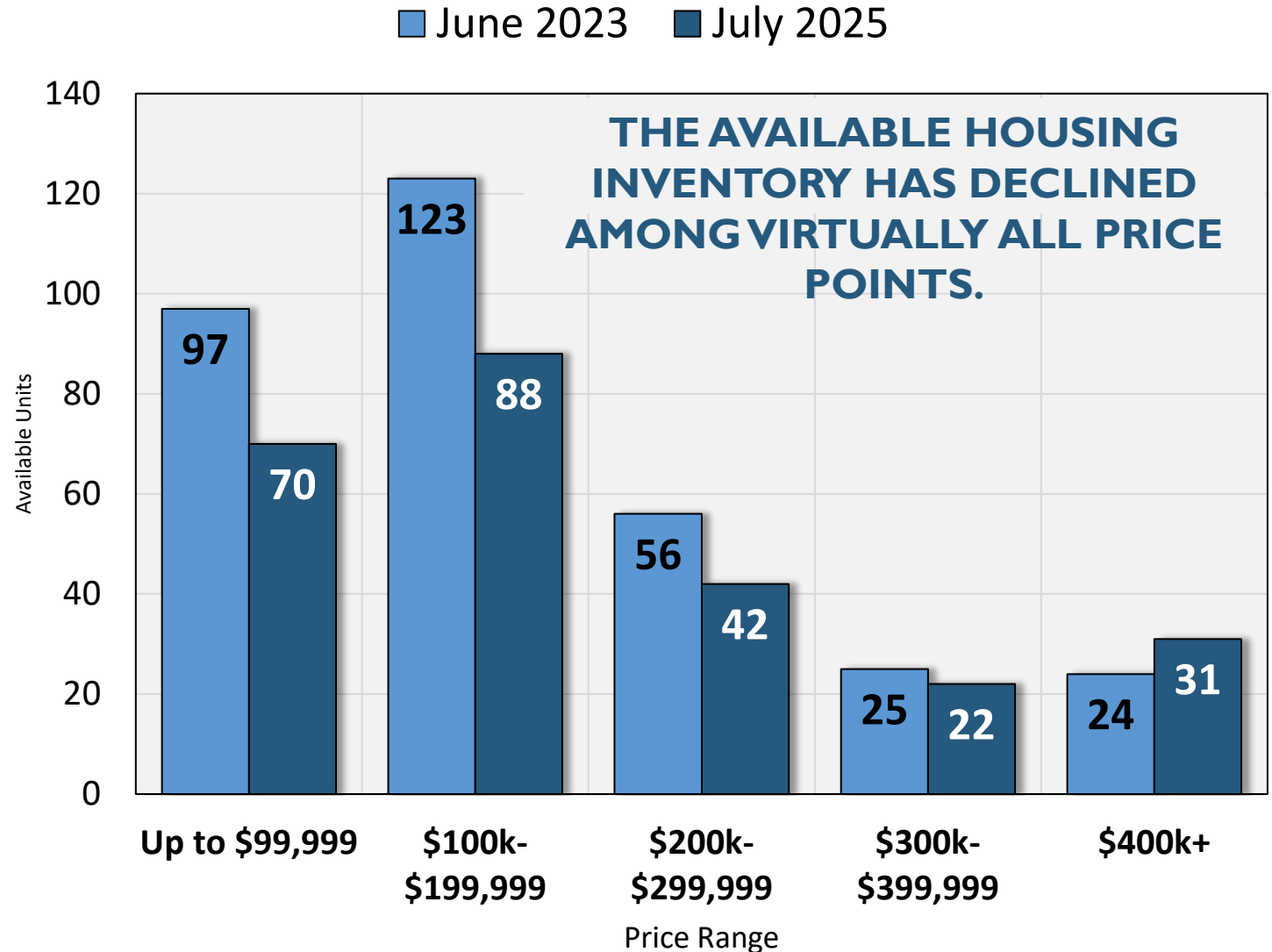


The current **available homes** result in an overall **availability rate of 0.7%** (less than typical healthy rates of 2% to 3%).

AVAILABLE FOR-SALE HOUSING

- **Nearly two-thirds** of the county's current available for-sale housing inventory product is **priced under \$200,000**.
- Most of the modern product (2000-present) is **priced well over \$375,000**, reflective of **price premiums for new product**.

Fayette County Available For-Sale Housing by Price by Year



Housing Gap Estimates

Fayette County has an **Overall Rental Housing Gap** of **Approximately 1,857 Residential Units** at a **Variety of Affordability Levels**.

	Fayette County, Pennsylvania			
	Rental Housing Gap Estimates (2022-2027)			
Percent of Median Income	≤ 50%	51%-80%	81%-120%	121%+
Household Income Range	≤\$50,200	\$50,201-\$80,320	\$80,321-\$123,120	\$123,121+
Monthly Rent Range	≤ \$1,255	\$1,256-\$2,008	\$2,009-\$3,078	\$3,079+
Overall Units Needed	294	672	499	392

Fayette County has an **Overall For-Sale Housing Gap** of **Approximately 2,622 Residential Units** at a **Variety of Affordability Levels**.

	Fayette County, Pennsylvania			
	For-Sale Housing Gap Estimates (2022-2027)			
Percent of Median Income	≤ 50%	51%-80%	81%-120%	121%+
Household Income Range	≤\$50,200	\$50,201-\$80,320	\$80,321-\$123,120	\$123,121+
Price Point	≤ \$167,333	\$167,334-\$267,733	\$267,734-\$410,400	\$410,401+
Overall Units Needed	-174	619	1,218	959

Community Input

Over 400 people participated in the online housing surveys conducted for the county.

Stakeholders (36) →

- Rentals <\$1,000 needed
- For-Sale \$150k-\$200k needed
- Ranch homes/2-story single-family homes
- Renovation costs, down payment assistance, affordability, and availability
- Barriers include costs and infrastructure

Employers (48) →

- Employees impacted by availability of housing
- Adversely impacting 25% employers
- Difficulty attracting/retaining workers
- Half would hire more if housing resolved

Residents (337) →

- Housing affordability and quality are issues
- Millennial and young family housing needed
- Ranch homes/2-story and move-in ready housing needed
- A third of non-residents would move to county (if housing was available)

Resources – Examples of Studies & Reports for Next Steps

2023 Fayette County Study



- <https://www.faypenn.org/housing/>

Local Housing Solutions



- <https://www.localhousingsolutions.org/>

Housing Supply Accelerator
Playbook



- <https://www.planning.org/publications>

Change Lab Solutions



- <https://www.changelabsolutions.org/housing>

Housing Solutions Coalition



- <https://housingsolutionscoalition.org/states/pennsylvania/>

HOUSING NEEDS ASSESSMENT

Fayette County,
Pennsylvania



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2023

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 - Addendum A – Field Survey of Conventional Rentals
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Note: For-Sale housing data provided upon request.

I. INTRODUCTION

A. PURPOSE

Fay-Penn Economic Development Council retained Bowen National Research in March of 2023 for the purpose of conducting a Housing Needs Assessment of Fayette County, Pennsylvania and its municipalities.

With changing demographic and employment characteristics and trends expected over the years ahead, it is important for the local government, stakeholders and its citizens to understand the current market conditions and projected changes that are anticipated to occur that will influence future housing needs. Toward that end, this report intends to:

- Provide an overview of present-day Fayette County.
- Present and evaluate past, current and projected detailed demographic characteristics.
- Present and evaluate employment characteristics and trends, as well as the economic drivers impacting the area.
- Determine current characteristics of major housing components within the market (for-sale/ownership and rental housing alternatives).
- Provide housing gap estimates by tenure (renter and owner) and income segment.
- Collect input from community members including area stakeholders, employers, residents/commuters, and developers/builders in the form of online surveys.

By accomplishing the study's objectives, government officials, area stakeholders, and area employers can: (1) better understand the county's evolving housing market, (2) establish housing priorities, (3) modify or expand local government housing policies, and (4) enhance and/or expand the county's housing market to meet current and future housing needs.

B. METHODOLOGIES

The following methods were used by Bowen National Research.

Study Area Delineation

The primary geographic scope of this study is Fayette County, Pennsylvania. Additionally, supplemental data and analysis is provided for the submarkets within Fayette County (North, East, South and West). A full description of all market areas and corresponding maps are included in Section III.

Demographic Information

Demographic data for population, households, and housing was secured from ESRI, the 2000, 2010 and 2020 U.S. Census, the U.S. Department of Commerce, and the American Community Survey. This data has been used in its primary form and by Bowen National Research for secondary calculations. All sources are referenced throughout the report and in Addendum E. Estimates and projections of key demographic data for 2022 and 2027 were also provided.

Employment Information

Employment information was obtained and evaluated for various geographic areas that were part of this overall study. This information included data related to wages by occupation, employment by job sector, total employment, unemployment rates, identification of top employers, and identification of large-scale job expansions or contractions. Most information was obtained through the U.S. Department of Labor, Bureau of Labor Statistics. Bowen National Research also conducted numerous interviews with local stakeholders familiar with the area's employment characteristics and trends.

Housing Component Definitions

This study focuses on rental and for-sale housing components. Rentals include multifamily apartments (generally five+ units per building) and non-conventional rentals (single-family homes, duplexes, units over storefronts, etc.). For-sale housing includes individual homes, mobile homes, and projects within subdivisions.

Housing Supply Documentation

Between June and September of 2023, Bowen National Research conducted telephone research, as well as online research, of the area's housing supply. Additionally, market analysts from Bowen National Research traveled to the area in September 2023, conducting research on the housing properties identified in this study, as well as obtaining other on-site information relative to this analysis.

The following data was collected on each multifamily rental property:

1. Property Information: Name, address, total units, and number of floors
2. Owner/Developer and/or Property Manager: Name and telephone number
3. Population Served (i.e., seniors vs. family, low-income vs. market-rate, etc.)
4. Available Amenities/Features: Both in-unit and within the overall project
5. Years Built and Renovated (if applicable)
6. Vacancy Rates
7. Distribution of Units by Bedroom Type
8. Square Feet and Number of Bathrooms by Bedroom Type
9. Gross Rents or Price Points by Bedroom Type
10. Property Type
11. Quality Ratings
12. GPS Locations

Non-Conventional rental information includes such things as collected and gross rent, bedroom types, square footage, price per square foot, and total available inventory.

For-sale housing data includes details on home price, year built, location, number of bedrooms/bathrooms, price per-square-foot, and other property attributes. Data was analyzed for both historical transactions and currently available residential units.

Housing Demand

Based on the demographic data for both 2022 and 2027 and taking into consideration the housing data from our field survey of area housing alternatives, we are able to project the potential number of new housing units Fayette County can support. The following summarizes the metrics used in our demand estimates.

- Rental Housing – We included renter household growth, the number of units required for a balanced market, the need for replacement housing, commuter/external market support, severe housing cost burdened households, and step-down support as the demand components in our estimates for new rental housing units. As part of this analysis, we accounted for vacancies reported among all rental alternatives. We concluded this analysis by providing the number of units that the market can support by different income segments and rent levels.

- For-Sale Housing – We considered potential demand from owner household growth, the number of units required for a balanced market, the need for replacement housing, commuter/external market support, severe housing cost burdened households, and step-down support in our estimates for new for-sale housing. As part of this analysis, we accounted for vacancies reported among all surveyed for-sale alternatives. We concluded this analysis by providing the number of units that the market can support by different income segments and price points.

Community Engagement

Bowen National Research conducted four separate online surveys to solicit input from area stakeholders, employers, residents/commuters and developers/builders in the county. Overall, 428 individuals participated in the surveys, providing valuable local insight on the housing challenges, issues and opportunities in Fayette County. The aggregate results from these surveys are presented and evaluated in this report in Section VIII.

C. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data for Fayette County, Pennsylvania. Bowen National Research relied on a variety of data sources to generate this report (see Addendum E). These data sources are not always verifiable; however, Bowen National Research makes a concerted effort to assure accuracy. While this is not always possible, we believe that our efforts provide an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

We have no present or prospective interest in any of the properties included in this report, and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event resulting from the analyses, opinions, or use of this study. Any reproduction or duplication of this study without the expressed approval of Fay-Penn Economic Development Council or Bowen National Research is strictly prohibited.

II. EXECUTIVE SUMMARY

The purpose of this report is to evaluate the housing needs of Fayette County, Pennsylvania and to recommend priorities and strategies to address such housing needs. To that end, we have conducted a comprehensive Housing Needs Assessment that considered the following:

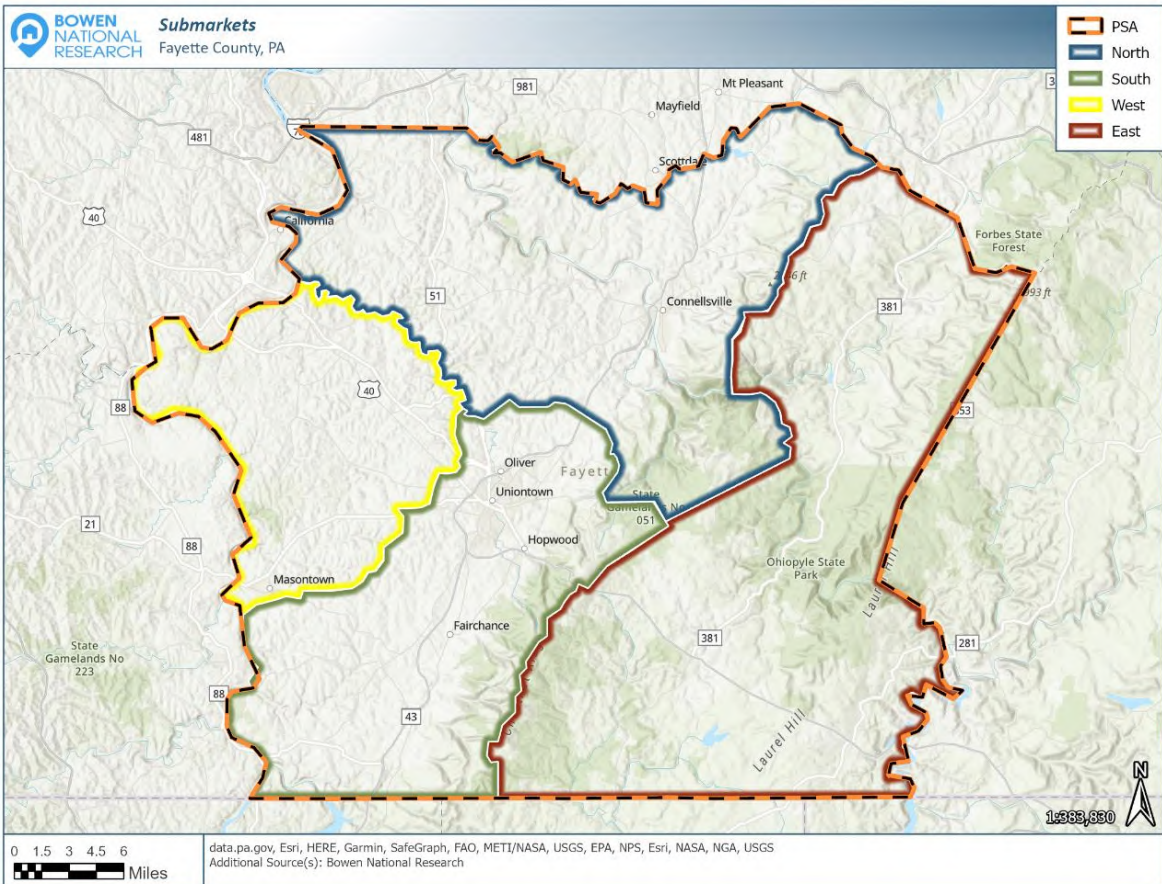
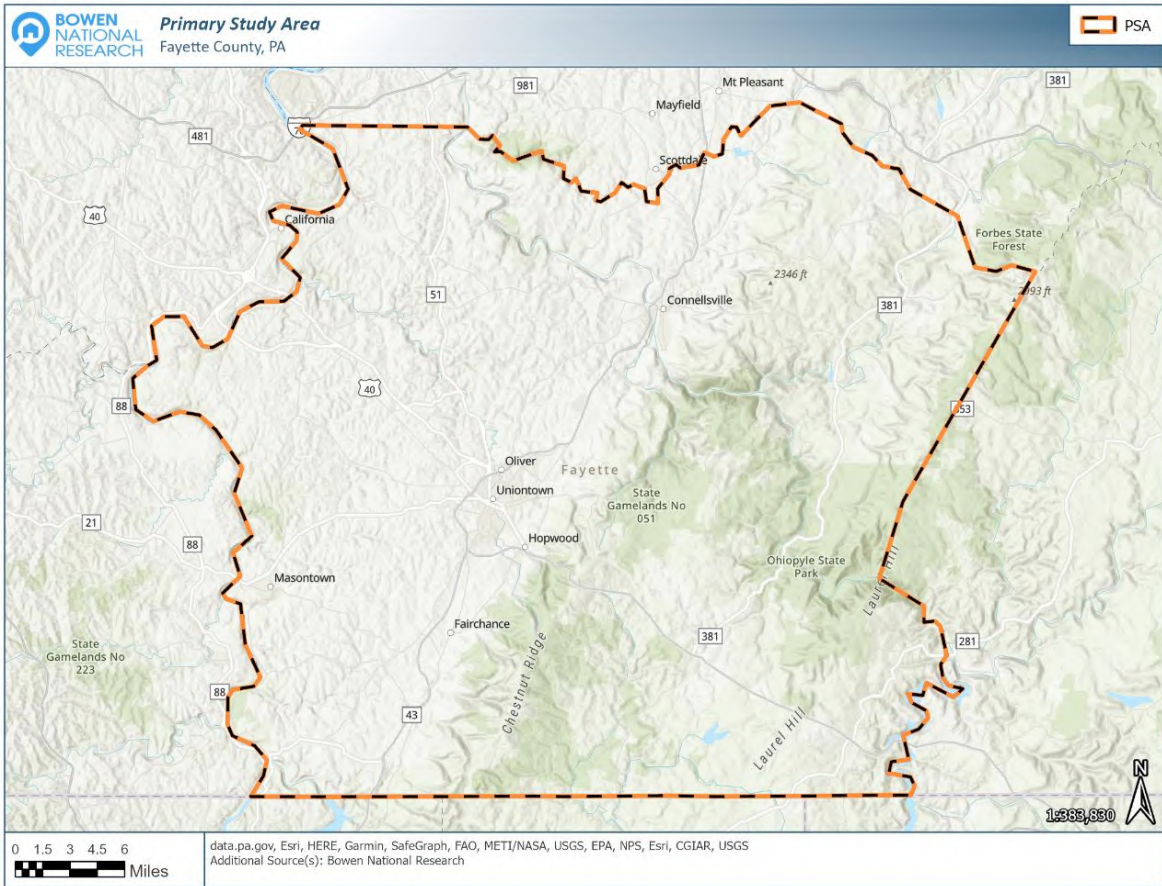
- Demographic Characteristics and Trends
- Economic Conditions and Initiatives
- Existing Housing Stock Costs, Performance, Conditions and Features
- Community Input (Survey of Stakeholders, Employers, Residents/Commuters and Developers/Builders)

Based on these metrics and input, we were able to identify housing needs by affordability and tenure (rental vs. ownership). Using these findings, we developed an outline of strategies that could be considered for implementation. This Executive Summary provides key findings and recommended strategies. Detailed data analysis is presented within the individual sections of this Housing Needs Assessment.

Geographic Study Areas

This report focuses on the Primary Study Area (PSA), which consists of Fayette County, Pennsylvania. Additionally, supplemental data and analysis is provided for the East, North, South and West submarkets within the county.

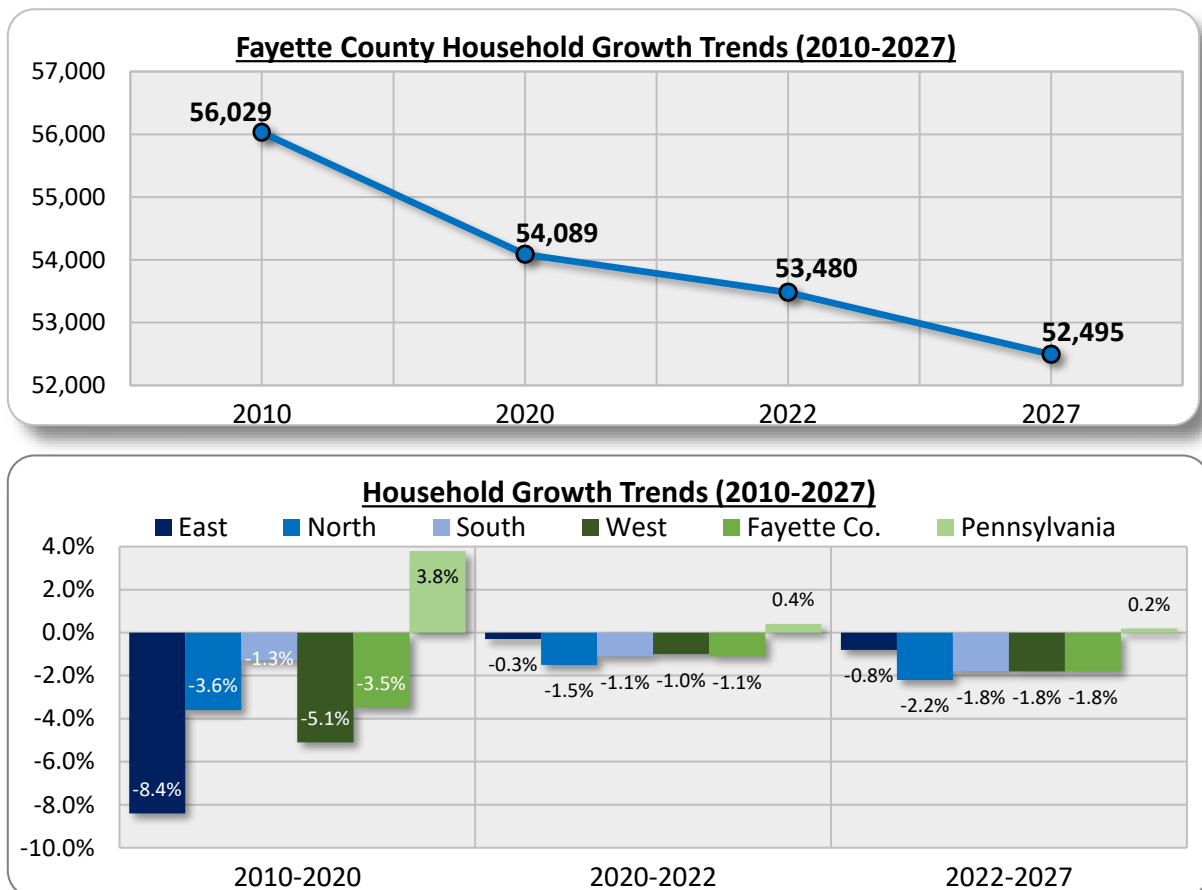
Maps of the various market areas used in this report are shown on the following page.



Demographics

Overall household growth in the PSA (Fayette County) has declined since 2010 and is projected to decline further through 2027. Between 2010 and 2020, the number of households within the PSA (Fayette County) decreased by 1,940 (3.5%). This contrasts with the 3.8% increase in the number of households for the state of Pennsylvania during this time period. The number of households in each submarket decreased during this time period, with individual decreases ranging between 1.3% (South Submarket) and 8.4% (East Submarket). In 2022, there is a total of 53,480 households in the PSA. Among the individual submarkets, the South (37.7%) and North (35.0%) submarkets comprise the largest shares of Fayette County households, while the East Submarket accounts for the smallest share (8.6%).

Between 2022 and 2027, the number of households in the PSA is projected to decrease by 985 (1.8%), which deviates from the projected 0.2% increase in households for the state over the next five years. While all four submarkets are projected to have declines in the number of households during this time period, the 2.2% decrease in households within the North Submarket represents the largest decrease among the PSA submarkets. It should be noted that household growth alone does not dictate the total housing needs of a market. Factors such as households living in substandard or cost-burdened housing, people commuting into the county for work, pent-up demand, availability of existing housing, and product in the development pipeline all affect housing needs.

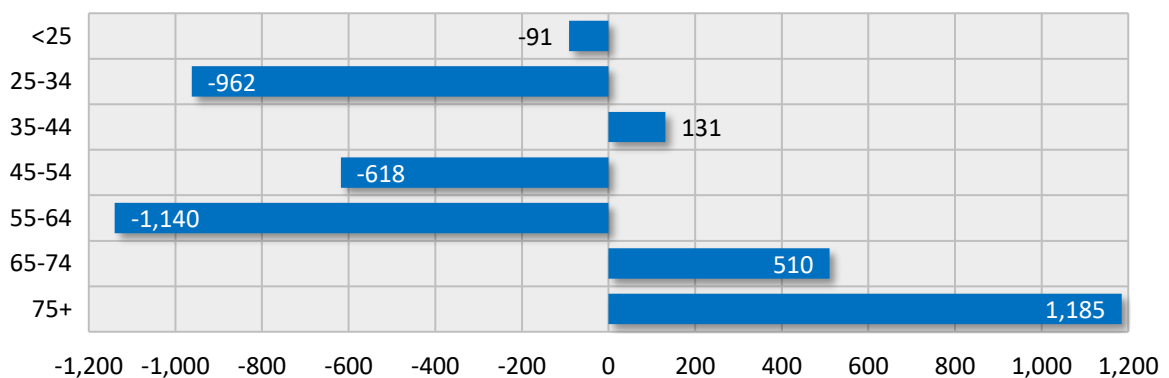


Fayette County has a large base of senior households that is expected to experience significant growth over the next several years, while smaller but notable growth is also projected for older millennial households (ages 35 to 44).

In 2022, household heads between the ages of 55 and 64 within the PSA (Fayette County) comprise the largest share (20.4%) of all households in the PSA, closely followed by households between the ages of 65 and 74 (20.3%). Overall, senior households (age 55 and older) constitute over one-half (56.4%) of all households within the PSA. This represents a larger share of senior households when compared to the share within the state (51.2%). Household heads under the age of 35, which are typically more likely to be renters or first-time homebuyers, comprise 13.9% of PSA households, while those between the ages of 35 and 54 account for 29.7% of Fayette County households. The distribution of households by age within each of the submarkets is generally consistent with the overall distribution in the PSA, with households ages 55 and older comprising between 54.1% (East Submarket) and 56.8% (South Submarket) in each submarket.

Between 2022 and 2027, projections indicate significant household growth in the PSA among household heads ages 75 and older (14.1%). Households between the ages of 35 and 44 and those between the ages of 65 and 74 are projected to increase by 1.8% and 4.7%, respectively. All other age cohorts are projected to experience declines of at least 7.2% during this time period, with the largest percentage decline projected for the age cohort of 25 to 34 (15.5%). Similarly, the most significant increase of households by age within each submarket over the next five years is projected to occur among households aged 75 and older. Households between the ages of 35 and 44 and 65 and 74 are also projected to increase in nearly every submarket during this time. The only exception is the 6.4% projected decrease among households between the ages of 35 and 44 in the East Submarket. The aforementioned changes in households by age in the PSA and submarkets will likely have an impact on the area housing market, particularly the demand for senior-oriented housing in the county.

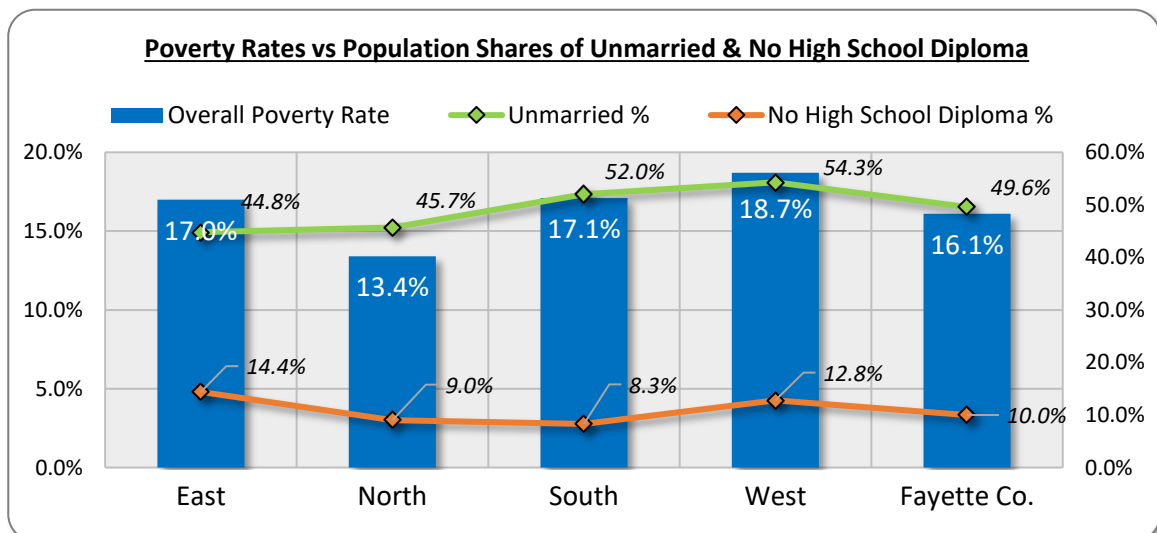
Fayette County Change in Household Heads by Age (2022-2027)



A higher poverty rate and a lower educational attainment rate within the PSA (Fayette County) likely creates more housing affordability challenges for area residents as compared to the state. Approximately 20,012 people, or a 16.1% share of the of the population within the PSA (Fayette County) suffer from poverty, which is a notably higher share compared to the share for the state of Pennsylvania (11.8%). In particular, more than one-fifth (22.1%) of the population under the age of 18 lives below the poverty level in Fayette County. Thus, over 5,000 children under the age of 18 live in poverty within the PSA. Additionally, 10.0% of adults in the PSA do not have a high school diploma, which is higher than the state share of 8.0% and the share of individuals in Fayette County with a college degree (29.1%) is notably less than the corresponding share in the state (43.7%). These population characteristics can play an important role in the overall housing affordability of an area as they may limit the earning potential of households. As a result, affordable housing options should continue to be a consideration for future housing developments in the county.

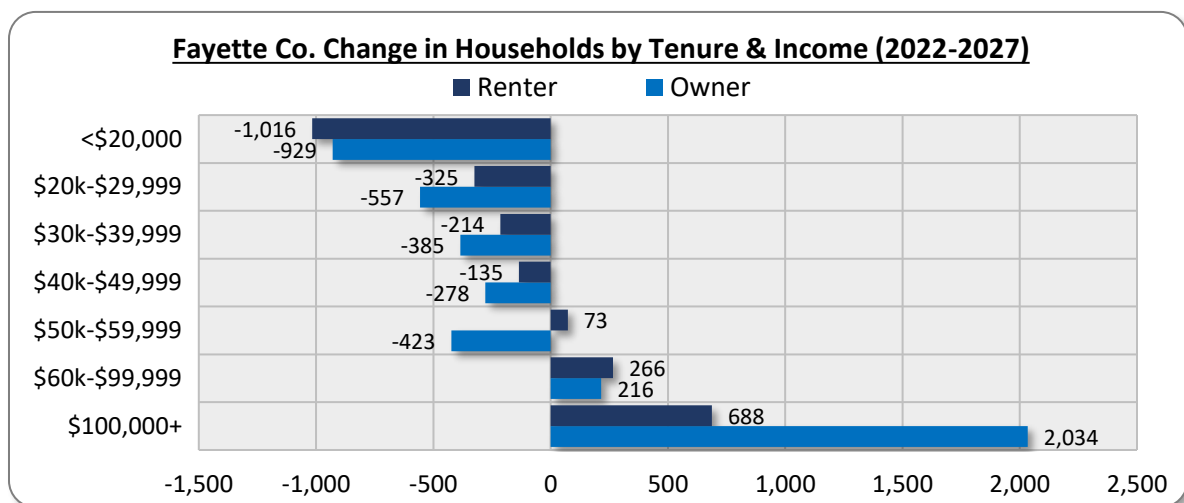
		Population Characteristics (Year)						
		Minority Population (2020)	Unmarried Population (2022)	No High School Diploma (2022)	College Degree (2022)	< 18 Years Below Poverty Level (2021)	Overall Below Poverty Level (2021)	Movership Rate (2021)
East	Number	523	4,484	1,272	2,467	232	1,926	1,429
	Percent	4.4%	44.8%	14.4%	27.8%	13.1%	17.0%	12.1%
North	Number	2,668	17,022	2,964	10,303	1,321	5,808	2,693
	Percent	6.0%	45.7%	9.0%	31.1%	16.6%	13.4%	6.2%
South	Number	5,877	20,796	2,923	10,719	2,264	7,908	4,745
	Percent	12.4%	52.0%	8.3%	30.3%	24.7%	17.1%	10.1%
West	Number	3,925	11,715	2,426	4,546	1,431	4,370	2,433
	Percent	15.5%	54.3%	12.8%	24.1%	29.8%	18.7%	9.4%
Fayette County	Number	12,993	54,017	9,586	28,033	5,249	20,012	11,300
	Percent	10.1%	49.6%	10.0%	29.1%	22.1%	16.1%	8.8%
Pennsylvania	Number	3,252,008	5,453,109	744,438	4,053,325	435,598	1,482,800	1,511,615
	Percent	25.0%	50.0%	8.0%	43.7%	16.4%	11.8%	11.8%

Source: U.S. Census Bureau; 2020 Census; 2017-2021 American Community Survey; ESRI; Urban Decision Group; Bowen National Research



Most renter and owner household growth in Fayette County is projected to occur among moderate- and higher-income households, while lower-income households (earning less than \$40,000 annually) will continue to comprise a relatively large share of area households. In 2022, over three-fifths (61.0%) of *renter* households within the PSA (Fayette County) earn less than \$40,000 annually. This is a significantly higher share of such households when compared to the state (47.1%). Approximately 15.1% of renter households in the PSA earn between \$40,000 and \$59,999 annually, while the remaining 23.9% of renter households earn \$60,000 or more annually. The overall distribution of renter households by income within the PSA is much more concentrated among the lower income cohorts as compared to the state, although a moderate degree of variation exists within individual submarkets. During this same time, over one-half (53.9%) of *owner* households in the PSA earn \$60,000 or more annually, which represents a much smaller share as compared to the state (66.7%). Nearly one-third (30.9%) of owner households in the PSA earn less than \$40,000, while the remaining 15.2% earn between \$40,000 and \$59,999. As such, the overall distribution of owner households by income in the PSA is much more heavily weighted toward the lower-income cohorts compared to that within the state.

Between 2022 and 2027, all renter household income cohorts earning less than \$50,000 in the PSA are projected to decrease, while all income cohorts earning more than \$50,000 are projected to increase. The largest increase (56.1%) of renter households by income in the PSA over the next five years is projected among those earning \$100,000 or more, although noteworthy increases are also projected for renter households earning between \$50,000 and \$59,999 (9.1%) and between \$60,000 and \$99,999 (12.3%). The projections for the PSA differ from statewide projections in that renter household growth at the state level is confined to households earning \$60,000 or more. Between 2022 and 2027, projected growth among owner households in the PSA is isolated to those earning \$60,000 or more annually, with households earning \$100,000 or more increasing by 18.5% in the PSA. All owner income cohorts earning less than \$60,000 are projected to decline in the PSA during this time, with the most notable decreases (between 19.3% and 20.4%) projected to occur in each cohort earning less than \$20,000 annually. Although the projections for owner households by income within the PSA are generally consistent with statewide projections over the next five years, some slight variation exists within individual submarkets. While the projected household growth among moderate and higher-income renter and owner households must be considered in future housing development, so too must the base of lower-income households. Thus, ongoing demand is expected for housing alternatives of various affordability levels within the PSA.



Additional demographic data and analysis are included in Section IV of this report.

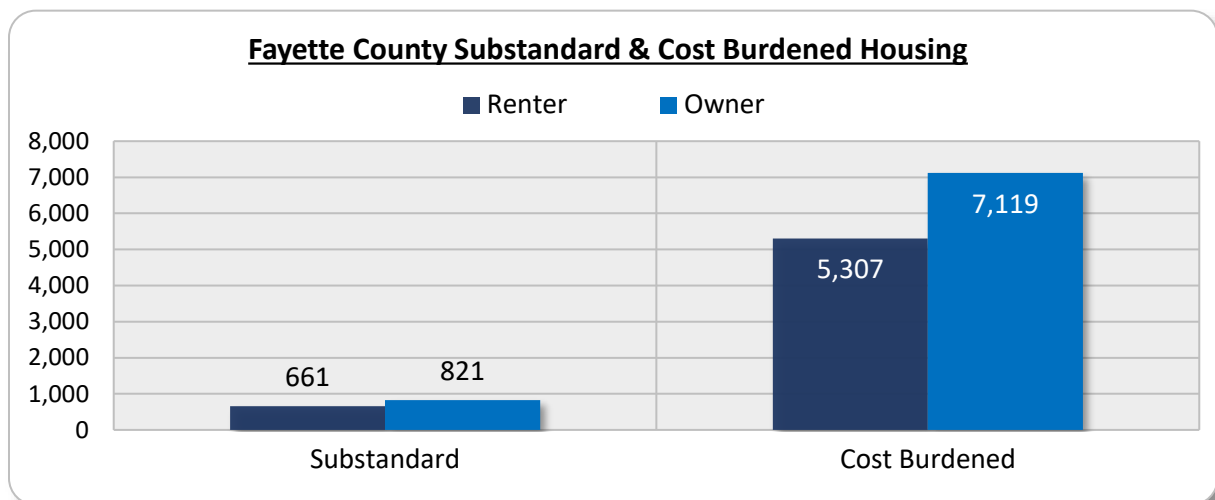
Economy & Workforce

While the Fayette County economy has been slow to recover from the COVID pandemic, several metrics have exhibited improvements in the past few years and the county appears to be well positioned for continued economic growth. The economy in the PSA (Fayette County) is heavily influenced by the accommodation and food services, health care and social services, and retail sectors, which account for 45.2% of the employment by sector and include four of the 10 largest employers within the county. Overall, wages within the PSA are slightly lower than wages at the state level and as a result, housing affordability is an issue for a significant share of individuals working within the most common occupations in the area. In addition, over 6,500 Fayette County residents commute 50 miles or more to their place of employment; however, the PSA has a well-established public transportation system to accommodate residents that lack personal transportation. Total employment in the PSA has recovered to 95.6% of the 2019 level, while in-place employment (people working in Fayette County) is at 93.7% of the pre-COVID level. As such, the economy in the PSA has been slow to recover following the COVID pandemic. The annual unemployment rate as of May 2023 in the PSA is 5.6%, which is the lowest recorded rate since 2013 and a positive sign of continuing improvement in the local economy. With economic development projects totaling approximately \$51 million and job creation of at least 1,092 new jobs, along with currently under construction or recently completed projects valued at nearly \$90 million, school improvement projects of \$529 million planned through 2025, and infrastructure improvements of over \$30 million either under construction or planned, the economy in Fayette County appears to be well positioned for future economic improvement and job growth. As such, it will be important that an adequate supply of income-appropriate housing is available in the PSA to maximize the potential economic benefits of the aforementioned projects.

Additional economic data and analysis is included in Section V of this report.

Housing Supply

Housing quality and affordability remain challenges for area households, as approximately 1,400 occupied housing units (renter and owner) in the PSA (Fayette County) are considered substandard and over 12,400 households are housing cost burdened. For the purposes of this analysis, substandard housing is considered overcrowded (1.01+ persons per room) or lacks complete indoor kitchens or bathroom plumbing. Based on American Community Survey estimates, approximately 661 rental units and 821 owner units in the PSA are considered substandard. Cost burdened households pay over 30% of income toward housing costs. Overall, there are lower shares of cost burdened renter (37.5%) and owner (18.1%) households in the PSA compared to the shares within the state (43.5% and 19.7%, respectively). Regardless, there is a combined total (renter and owner) of 12,426 cost burdened households. Of these, approximately 2,604 renter households and 3,028 owner households are *severe* housing cost burdened (paying 50% or more of their income toward housing costs). As a result, it is clear that many households are living in housing conditions that are considered to be below modern-day housing standards and/or unaffordable. Overall, this data illustrates the importance of good quality and affordable housing for Fayette County residents. Housing policies and strategies for the PSA should include efforts to remedy such housing quality and affordability issues.



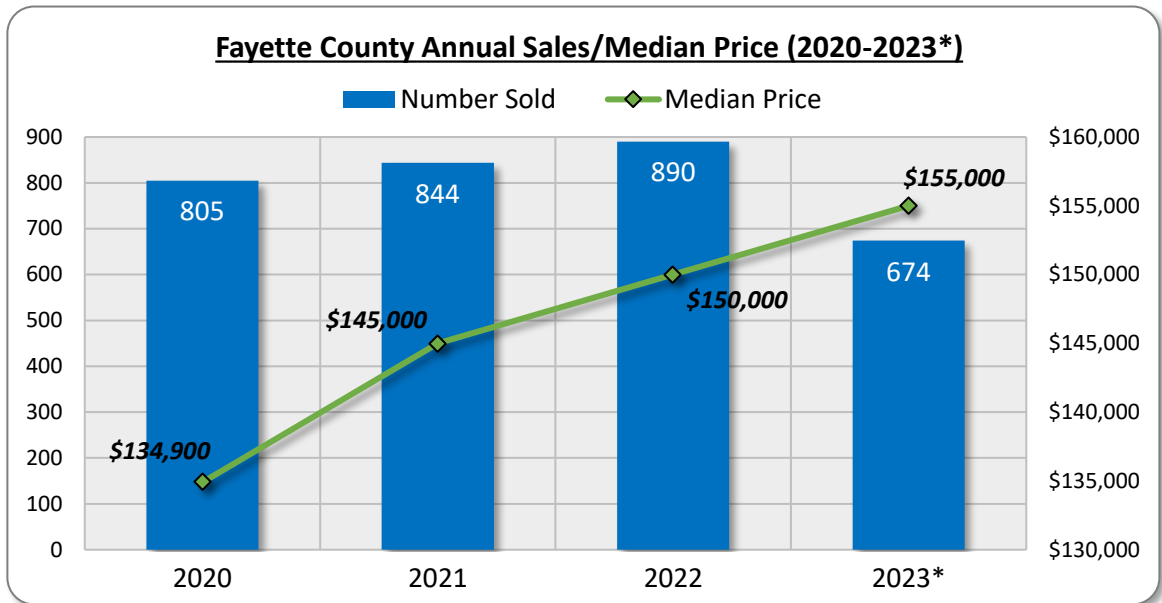
There is limited available inventory among multifamily rentals and greater pent-up demand for housing serving lower-income renter households. A total of 39 multifamily rental properties containing 2,418 units within Fayette County were surveyed. The surveyed rental properties within the PSA have an overall occupancy rate of 99.6%. Typically, healthy, well-balanced markets have rental housing occupancy rates generally between 94% and 96%. As such, the PSA's multifamily rental market is operating at a high occupancy level with very limited availability. Regardless of program type, there are ***only nine total vacancies*** among the surveyed multifamily projects in the PSA. While standalone market-rate projects are operating at an occupancy rate of 99.0%, projects with at least some units operating under an affordable housing program have occupancy levels of 98.3% or higher, with government-subsidized projects having occupancy rates of 99.9% or higher. The government-subsidized units comprise nearly three-fourths (72.0%) of all multifamily rentals in the PSA and only have two vacancies. This likely indicates there is a shortage of affordable multifamily rentals in Fayette County. In addition, a majority of properties maintain waiting lists which indicates that pent-up demand exists for all types of multifamily rental housing within Fayette County. Of the 39 properties surveyed within the PSA, 77.8% of market-rate properties, 100.0% of Tax Credit properties, and 84.0% of government-subsidized properties maintain wait lists. As such, this illustrates the importance of affordable housing options for low-income households in the PSA. Overall, it appears that the demand for multifamily rentals is strong. Fayette County has a relatively limited supply of available multifamily rentals, regardless of the level of affordability. The lack of available multifamily rental housing represents a development opportunity for such product.

Surveyed Multifamily Rental Housing - Fayette County (PSA)				
Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	7	312	3	99.0%
Market-rate/Tax Credit	1	36	0	100.0%
Market-rate/Government-Subsidized	1	110	0	100.0%
Tax Credit	6	241	4	98.3%
Tax Credit/Government-Subsidized	5	199	0	100.0%
Government-Subsidized	19	1,520	2	99.9%
Total	39	2,418	9	99.6%

Source: Bowen National Research

Non-conventional rentals, such as houses, duplexes and mobile homes comprise the majority of rental housing in the county, most of which is not affordable to most low-income households and has limited availability. Non-conventional rental housing, which is essentially any rental housing unit not in a multifamily apartment, comprises 80.1% of the rental housing stock in the PSA (Fayette County). This is a considerably larger share than the share of non-conventional rentals (63.8%) for the state of Pennsylvania. A total of 65 non-conventional housing units were identified in the county as *available* for rent. When compared to the overall non-conventional inventory of the PSA (11,417 units), these 65 units represent an overall vacancy rate of just 0.6%, which is considered very low. The available non-conventional rentals identified in the PSA have average rents ranging from approximately \$631 for a one-bedroom unit to \$3,000 for a four-bedroom unit. Two-bedroom units, which comprise the largest share (41.5%) of the available units in the county, have an average rent of \$812.07. When typical tenant utility costs (approximately \$200) are also considered, the inventoried non-conventional two-bedroom units have an average *gross* rent of approximately \$1,012, which is a much higher average rent compared to the median rent for an equivalent two-bedroom/one-bathroom market-rate (\$450) or Tax Credit (\$850) multifamily apartment in the PSA. As such, it is unlikely that low-income residents would be able to afford the typical non-conventional rental housing in the area. Based on this analysis, the inventory of available non-conventional rentals is extremely limited and typical rents for this product indicate that such housing is not a viable alternative for most lower income households.

The annual home sales activity (volume) has slowed recently while the annual median home sales price has been increasing each year in Fayette County. The median price of homes sold within the PSA (Fayette County) increased by \$15,100, or 11.2%, between 2020 and 2022. Through June 13, 2023, the median price of the 301 homes sold in the PSA in 2023 is \$155,000, or an increase of 3.3% over the median sales price in 2022. The 301 homes sold in the PSA through June 13, 2023, equates to an annualized projection of 674 homes in Fayette County for 2023. This represents a 24.3% decrease in the volume of home sales in the PSA from 2022. This may be attributed, in part, to a slowing level of demand due to rapidly rising home mortgage interest rates that occurred in 2022. Within the individual submarkets, increases of 25.0% or greater in the median sales price occurred in the East (28.1%) and West (27.8%) submarkets between 2020 and 2022, while the North (16.8%) and South (7.1%) submarkets experienced more moderate increases in the median sales price. The South (38.9%) and North (34.1%) submarkets account for the largest shares of sales volume in the PSA between 2020 and 2022. A combination of high mortgage rates and low available housing supply in Fayette County will likely keep housing sale volumes relatively low in 2023. The graph on the following page illustrates the volume and median sales price by year since 2020 in Fayette County.



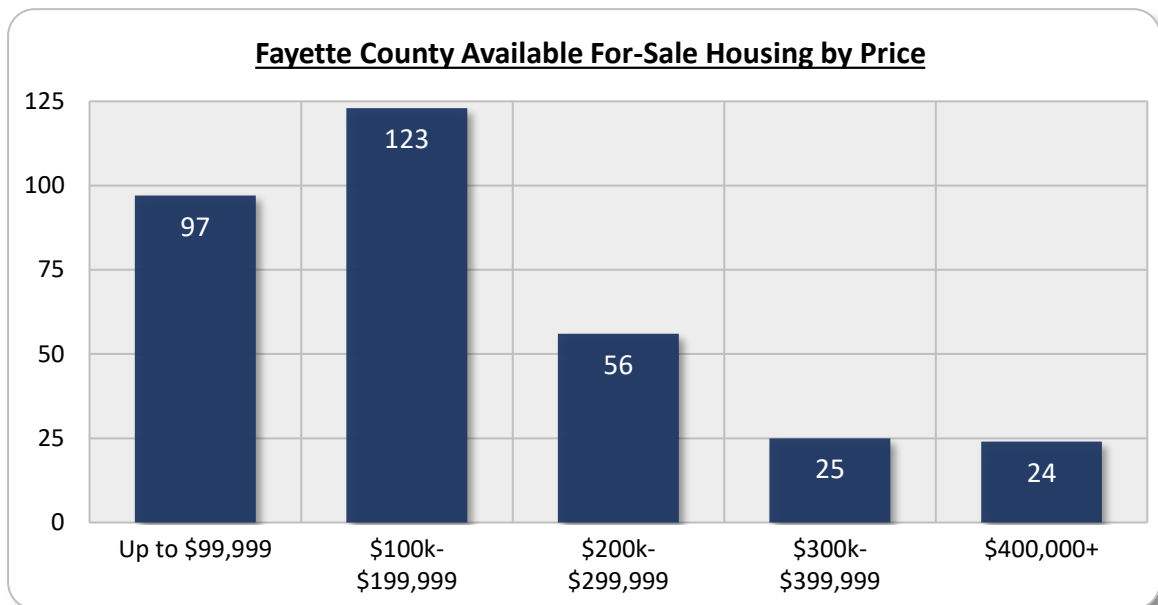
*2023 annualized projection based on sales volume through June 13, 2023

Overall, there is a relatively limited amount of good quality and affordable for-sale housing available for purchase in Fayette County. There are two inventory metrics most often used to evaluate the health of a for-sale housing market. These metrics include *Months Supply of Inventory* (MSI) and availability rate. Overall, based on the monthly absorption rate of 68.6 homes, the county's 325 homes listed as available for purchase represent about 4.7 months of supply. Typically, healthy and well-balanced markets have an available supply that should take about four to six months to absorb (if no other units are added to the market). Therefore, the PSA would appear to have a good base of available for-sale housing supply. However, when comparing the 325 available units with the overall inventory of 39,329 owner-occupied units, the PSA has a vacancy/availability rate of 0.8%, which is well below the normal range of 2.0% to 3.0% for a well-balanced for-sale/owner-occupied market. This is considered a relatively low rate and an indication that the market may have limited availability. As such, the PSA appears to have a disproportionately low number of housing units available to purchase and may represent a development opportunity. The following table illustrates the number of homes available to purchase by price point in the county.

Fayette County (PSA) Available For-Sale Housing by Price (As of June 13, 2023)		
List Price	Number Available	Percent of Supply
Up to \$99,999	97	29.8%
\$100,000 to \$199,999	123	37.8%
\$200,000 to \$299,999	56	17.2%
\$300,000 to \$399,999	25	7.7%
\$400,000+	24	7.4%
Total	325	100.0%

Source: MLS (Multiple Listing Service)

The overall median list price in the PSA (Fayette County) is \$149,900. The largest share (37.8%) of available housing units in the PSA is priced between \$100,000 and \$199,999, followed by homes priced below \$100,000 (29.8%). A total of 56 homes, or 17.2% of the available supply, are priced between \$200,000 and \$299,999, while only 15.1% of the available homes are priced at \$300,000 or higher. While a significant share of homes in the PSA are priced below \$200,000, a price point attractive to low-income households and many first-time homebuyers, the limited availability of homes priced at \$200,000 or higher likely limits the ability of the county to attract middle- and upper-income households. It is important to note that the typical age (pre-1960) and concentration of lower priced homes likely indicates a quality issue exists for much of the housing stock in Fayette County. Based on cursory online and on-site observations of lower-priced homes available for purchase in the county, many of these homes are in serious disrepair. These poor housing conditions likely make it difficult for households attempting to finance such homes through an FHA loan due to such housing not passing the home inspection process. Regardless of price point, the 0.8% availability rate for the PSA means there are limited options for prospective homebuyers to choose from, given the size of the market.



Additional housing supply information is included in Section VI.

Community Input

According to 428 respondents who participated in surveys, housing affordability and availability are primary challenges that are impacting many residents, employees and employers. To gain information, perspective and insight about Fayette County housing issues and the factors influencing housing decisions by its residents, developers and others, our firm conducted targeted surveys of area stakeholders, employers, residents/commuters and developers. Over 428 survey responses were received from a broad cross section of the community. Respondents identified the most needed types of housing needed by price point, various barriers to future development, and top priorities and potential solutions to housing needs.

Additional data and analysis are included in Section VIII of this report.

Housing Gap Estimates

Fayette County has an overall housing gap of 4,479 units for rental and for-sale product at a variety of affordability levels. It is projected that Fayette County has a five-year **rental housing gap of 1,857 units** and a **for-sale housing gap of 2,622 units**. While there are housing gaps among nearly all affordability levels of both rental and for-sale product, the rental housing gap is distributed most heavily among the product with rents between \$1,256 and \$2,008 and the for-sale housing gap is primarily for product priced between \$267,734 and \$410,400 and for product priced at \$410,401 and higher. Details of this analysis, including our methodology and assumptions, are included in Section VII.

The following table summarizes the approximate housing gap estimates in the PSA (Fayette County) over the next five years.

PSA (Fayette County) Housing Gap Estimates (2022 to 2027) - Number of Units Needed		
Housing Segment		Number of Units
Rentals	Very Low-Income Rental Housing (\leq \$1,255/Month Rent)	294
	Low-Income Rental Housing (\$1,256-\$2,008/Month Rent)	672
	Moderate-Income Rental Housing (\$2,009-\$3,078/Month Rent)	499
	High-Income Market-Rate Rental Housing (\$3,079+/Month Rent)	392
	TOTAL UNITS	1,857
For-Sale	Entry-Level For-Sale Homes (\leq \$167,333 Price Point)	-174
	Low-Income For-Sale Homes (\$167,334-\$267,733 Price Point)	619
	Moderate-Income For-Sale Homes (\$267,734-\$410,400 Price Point)	1,218
	High-Income Upscale For-Sale Housing (\$410,401+ Price Point)	959
	TOTAL UNITS	2,622

The preceding estimates are based on current government policies and incentives, recent and projected demographic trends, current and anticipated economic trends, and available and planned residential units. Numerous factors impact a market's ability to support new housing product. This is particularly true of individual housing projects or units. Certain design elements, pricing structures, target market segments (e.g., seniors, workforce, families, etc.), product quality and location all influence the

actual number of units that can be supported. Demand estimates could exceed those shown in the preceding table if the county or its municipalities change policies or offer incentives to encourage people to move into the market or for developers to develop new housing product.

Recommended Housing Strategies

The following summarizes key strategies for Fayette County that could be considered to address housing issues and needs of the market. These strategies do not need to be done concurrently, nor do all strategies need to be implemented to create an impact. Instead, the following housing strategies could be used as a guide by the local government, stakeholders, developers and residents to help inform housing decisions.

Develop next-steps plans. Using the findings and recommendations of this report, local government and stakeholders could begin to prioritize housing objectives and refine housing strategies that best fit the overarching goals of the county and its communities. Input from stakeholders and residents could be solicited. From these efforts a specific Action Plan could be put together with measurable goals and a timeline to follow.

Identify and designate a “housing champion” to lead efforts and consider capacity building that will expand the base of participants and resources that can be utilized to address housing issues. While Fayette County has a variety of housing advocates, organizations and government-supported entities that support local housing efforts, these groups primarily function with a narrow focus and with relatively limited resources. In order to make tangible progress on addressing broader local housing issues, Fayette County would likely benefit from someone (a person and/or organization) serving as a local “Housing Champion.” Local stakeholders and advocates should explore the level of interest of community leaders and local housing advocates on creating either a volunteer-based housing coalition or a more formal consortium/commission/task force. A HOME consortium/commission would be a collaboration between local governments that would be eligible to apply for Federal HOME Program funding and develop a county approach for housing (See: <https://www.hudexchange.info/resource/2426/establishing-and-managing-a-successful-home-consortium/>). Such a group would serve as the entity that would investigate and discuss housing issues and devise possible solutions and advise local government on potential housing initiatives. It is recommended that any group that is formed include both public and private sector groups from a variety of interests and geographies. Consideration should also be given to hiring/retaining a housing specialist that would be responsible for facilitating housing initiatives on a regular basis. This can be an individual working for a village, town or county government, or someone that works for a nonprofit group, the local housing authority, or other housing advocacy group. Private sector housing professionals could also be retained to serve in this capacity.

Set realistic/attainable short-term housing goals, outline long-term objectives and monitor progress. Using the housing needs estimates and recommendations provided in this report as a guide, the county could set realistic short-term (two to three years) housing development goals along with long-term (five years or longer) objectives to support housing. Short-term goals could focus on establishing an Action Plan that outlines priorities for the county, such as broad housing policies, initiatives, and incentives that support the preservation and development of residential units. The recommendations included in this section could serve as a guide for developing an Action Plan. Long-term objectives could include establishing a goal for the number of housing units that could be built or repaired and broadly outline the types of housing that could be considered, such as rentals and for-sale housing, as well as geographical locations (e.g., within walkable communities, along public transit corridors, selected neighborhoods, etc.). The goals could also broadly outline affordability (e.g., income levels) objectives and market segments (e.g., families, seniors, and disabled) that could be served. From such goals, the county could periodically collect key metrics (e.g., vacancy rates, changes in rents/prices, reassess cost burdened and overcrowded housing, evaluate housing cost increases relative to income/wage growth, etc.) so that they can monitor progress and adjust efforts to support stated goals.

Develop community- or submarket-specific and county-level housing plans. As shown throughout this report, the four selected submarkets in Fayette County each have unique demographic characteristics and trends (e.g., greater/lower shares of seniors, lower/higher income households etc.), along with different housing characteristics and challenges (e.g., more/less expensive housing, better/lower quality housing, greater influence from seasonal housing, etc.). Although some of these submarkets may have some more positive demographic and housing metrics, it is clear that some submarkets experience greater challenges with housing affordability and housing conditions. Consideration should be given to developing specific housing plans for targeted submarkets or the individual communities within them. It is also clear from this report that the various communities share many similar attributes and challenges as, along with an interdependence with, overall Fayette County. It will be important that Fayette County government works together with other municipalities and townships to address mutual housing issues whenever possible. This may be in the form of joint grant applications, agreements over infrastructure, holding joint strategic housing planning sessions and/or work groups, supporting capacity building through the pairing of community and county resources, and increasing the impact of development incentives through the use of complementary policy tools. Additional discussion and examples of such strategies can be found on the Local Housing Solutions website at:

www.Localhousingsolutions.org

Support Existing Housing Advocacy Organizations, Programs and Initiatives. Fayette County has a variety of housing advocates, organizations and government-supported entities that support local housing efforts, including the Redevelopment Authority of the County of Fayette, Fayette County Housing Authority, and Fayette County Community Action Agency, along with many others. Numerous programs are currently in place in Fayette County that support home repair/rehabilitation, weatherization/energy efficiency, modification and lead paint abatement efforts. The county also has various homeownership initiatives, including homebuyer education programs, downpayment and closing cost assistance and other financial assistance. The county has a land bank operated by the county's Redevelopment Authority, which has made notable progress in rehabilitating dozens of homes, demolishing over 40 blighted residential properties and helped in the development of affordable for-sale homes for first-time homebuyers. While this Housing Needs Assessment (HNA) did not involve identifying or inventorying residential blight, based on American Community Survey (ACS) data that indicated approximately 1,500 households live in "substandard housing" and based on our cursory in-market observations, it is clear that despite notable efforts and successes of addressing housing quality and affordability issues, a significant amount of work remains. As such, it is critical that ongoing housing efforts continue to be supported and that efforts to explore financial sources and expand existing funding (e.g., state/federal grants, nonprofit or philanthropic assistance, and local government assistance) be encouraged and supported.

Consider implementing/modifying public policies to encourage or support the development of new residential units and the preservation of existing housing, particularly housing that is affordable to lower income households. As shown throughout this study, the Fayette County market has several housing challenges associated with affordability, availability and quality. As a result, the county and municipalities should consider modifying or expanding housing policies that would encourage residential development and help with the preservation of the existing housing stock. In an effort to support the development and preservation of more affordable housing alternatives, local governments should consider supporting projects being developed with affordable housing development programs (e.g., Tax Credit and HUD programs), offering tax abatements and/or infrastructure assistance, providing pre-development financial assistance, waiving or lowering government permitting/development fees, consider creative housing regulatory provisions or incentives (e.g., density bonuses, inclusionary zoning, in-lieu fees, accessory dwelling units, lot splits, tiny homes, mixed-use and mixed-income projects, etc.), incentivizing land donations, or creating a housing trust fund. Overall, focus should be placed on housing efforts and programs that support low-income households (seniors and families), workforce households, and first-time homebuyers. Additional housing is needed in order to have a healthy housing market, which will ultimately contribute to the local economy, quality of life and overall prosperity of Fayette County. Additional discussion and examples of such policies and initiatives can be found on the Local Housing Solutions website at: www.Localhousingsolutions.org

Support efforts to develop residential units along or near primary transit corridors and/or within walkable communities/downtowns to accommodate the housing needs of seniors and workforce households, and to appeal to younger households.

The demographic analysis of Fayette County revealed that the county's base of younger households (under the age of 35) is diminishing while the base of seniors (ages 65 and older) is increasing (see page IV-16). Also shown in this report, there is pent-up demand for rental housing that is affordable to low- to moderate-income households that constitute a large portion of the local workforce, many of which are housing cost burdened. Although many factors contribute to a household's housing decisions, housing product type, location, and design aspects play roles in housing decisions made by certain household age cohorts. The development of multifamily housing near primary transit routes and/or within walkable downtowns or neighborhoods often serves to attract younger households and support the needs of senior households, while also accommodating the needs of much of the local workforce. Fayette Area Coordinated Transportation (FACT) is a fixed-route public transit system that serves Fayette County with seven routes that extend into several areas of the county. FACT also offers a Westmoreland County connector service and regional transit to downtown Pittsburgh. In terms of future residential development, particularly product that focuses on more affordable housing alternatives, it is recommended that residential projects be developed along or within reasonable walking distance (approximately 0.5 mile) of the existing public transit system routes and/or arterial roads. There may also be opportunities to build housing in or near some of the walkable downtowns of communities such as Uniontown, Connellsville, Brownsville and others. While the walkable areas of these cities and towns may be built out, leaving little or no vacant land to develop upon, there may be potential for adaptive-reuse opportunities (taking an old structure like an office building and converting it into housing) in these established downtowns. We believe multifamily projects, both apartments and condominiums, serving seniors, young professionals, lower income workforce households, and millennials, should be encouraged in these areas.

Formulate education and outreach campaign to help support housing initiatives.

Using both existing and newly created housing education initiatives, local stakeholders could develop an overarching education program with a more unified objective that ultimately supports local housing efforts. The program could, for example, include educating landlords on the Housing Choice Voucher program, informing potential homebuyers about homebuying requirements and assistance (credit repair, down payments, etc.), and advising existing homeowners on home repair assistance. Additional outreach efforts should involve both informing and engaging the county residents, elected officials, area employers and other stakeholders on the benefits of developing affordable housing. Such efforts could help to mitigate stigmas associated with affordable housing, illustrate the benefits such housing has on the local economy, and help to get the community to "buy in" on housing initiatives. Annual or other periodic housing forums, or workshops, preparing annual reports or preparing marketing material could be used to help communicate housing advocate messaging. Examples of marketing and outreach efforts can be provided upon request.

Market Fayette County's housing needs and opportunities to potential residential development partners, market the benefits of living in the county to prospective residents, and develop a centralized housing resource center. In an effort to encourage residential development, attract potential residents and assist citizens in securing or enhancing housing, housing advocates and interested parties could develop a marketing plan and provide information resources to assist both providers of housing (e.g., developers, investors and lenders) and consumers of housing (e.g., renters and homebuyers/homeowners). Some potential marketing strategies could include the following:

Develop a Marketing Plan to Promote Residential Development Opportunities –

Using a variety of sources, the county should attempt to identify and market itself to the residential developers (both for-profit and nonprofit), real estate investors, housing advocacy groups and others active in the region. Identification could be through trade associations, published lists of developers, real estate agents or brokers, and other real estate entities in the region. Marketing of the county through trade publications, direct mail or email solicitation and/or through public venues (e.g., housing and economic conferences) or hosting a “Developers’ Day” could be considered. The promotion of market data (including this Housing Needs Assessment), development opportunities, housing programs and incentives should be the focus of such efforts.

Develop a Marketing Plan to Attract Potential Residents – As shown in this report starting on page V-21, over 14,000 people commute into Fayette County for work on a daily basis, representing 40% of the total people that work in Fayette County. While a variety of reasons will ultimately impact why someone would choose to move to the same county in which they work, housing often has a significant influence on such decisions. Based on prior research conducted by our firm in dozens of markets in the country, around 40% of non-resident commuters indicate that they would consider moving to the county where they work if housing was affordable and available. We believe that the 14,000 people commuting into Fayette County represent a good base of potential support for future housing developed in the county. It is recommended that local stakeholders consider developing a marketing strategy to encourage non-resident workers to move to Fayette County. Given that a notable portion of Fayette County workers commute from other counties in the region (see page V-24), including the Pennsylvania counties of Westmoreland (3,481 commuters), Washington (1,917 commuters), and Allegheny (1,908 commuters), along with several other counties in southwest Pennsylvania and northern West Virginia, it is recommended that a regional marketing campaign effort be considered. While numerous marketing methods could be considered, it is recommended that some consideration be given to marketing through local employers, as many of their workers are likely commuting from outside of Fayette County (Note: Over 4,600 people commuting to Fayette County for work travel over 50 miles to work daily). Marketing efforts should promote various quality of life aspects (e.g., affordability/cost of living, parks and recreation opportunities, accessibility to various community services and assets, etc.) that advocates believe would encourage people to move to the county.

Create an Online Residential Resource Center – It is common for economic development organizations like the Fay-Penn Economic Development Council to have a website that educates potential developers of industrial, manufacturing or warehouse space on such things as potential development sites (like the Fayette County Business Park), profiles of the local workforce and workforce development efforts, local tax rates and other pertinent factors that may influence commercial/office building or investment decisions. This same approach can be used for promoting *residential* development and investment opportunities in Fayette County. The development of an online *residential* resource center should be considered that includes or directs people to development and housing resources such as:

Housing Assistance and Resources	
Resident Track	Developer Track
Housing Advocacy Contacts	Published Reports (Housing Study)
Renter and Homebuyer Education Information/Programs	Government Contacts (Planning, Zoning, etc.)
Fair Housing Information & Contacts	Building and Zoning Regulations
Housing Supply Inventory (Rental Listings, Realtors Listing, etc.)	Potential Development Sites
Renter & Homebuyer Financial Assistance	Infrastructure & Public Works Information
Supportive Service Contacts	Development Incentives

This website could be an addition to an existing government website or the creation of a new website through a housing or economic advocacy organization. While this recommendation focuses on a website, it is also possible that such resources be provided through a physical organization or staffed office.

III. COMMUNITY OVERVIEW AND STUDY AREAS

A. FAYETTE COUNTY, PENNSYLVANIA

This report focuses on the housing needs of Fayette County, Pennsylvania. Founded in 1783, Fayette County is approximately 798.72 square miles and is located in southwestern Pennsylvania. The county seat, the city of Uniontown, is approximately 45 miles southeast of Pittsburgh, Pennsylvania. The main thoroughfares that serve Fayette County include U.S. Highways 40 and 119, as well as State Routes 21, 43 and 51.

Fayette County has an estimated population of 126,853 in 2022, decreasing by 1,951 people, or 1.5% since 2020. The county's estimated population density is 158.8 persons per-square-mile in 2022, which is lower compared to the state of Pennsylvania (287.6 persons per-square-mile). The county's incorporated communities include the cities of Connellsville and Uniontown. There are also various villages, townships, and unincorporated areas within Fayette County. The city of Uniontown, which serves as the county seat, is home to the county courthouse, various commercial businesses, employment opportunities, and a hospital. Notable attractions within the county include numerous historic sites, as well as several county and state parks that offer various waterfalls and caves to explore. Some of the outdoor recreational opportunities in Fayette County include hiking, camping and skiing.

Based on 2022 estimates, 73.5% of the county's households are owner households. Nearly two-thirds (65.6%) of owner households are comprised of two or fewer persons, while 72.1% of renter households are comprised of two or fewer persons. A total of 80.1% of rental units are within structures of four or fewer units (including mobile homes), while nearly all (99.9%) of the owner-occupied units are within these smaller structures (primarily single-family homes). As shown in the supply section (Section VI) of this report, the housing market offers a variety of price points and rents, though availability is limited. Additional information regarding the county's demographic characteristics and trends, economic conditions, and housing supply are included throughout this report.

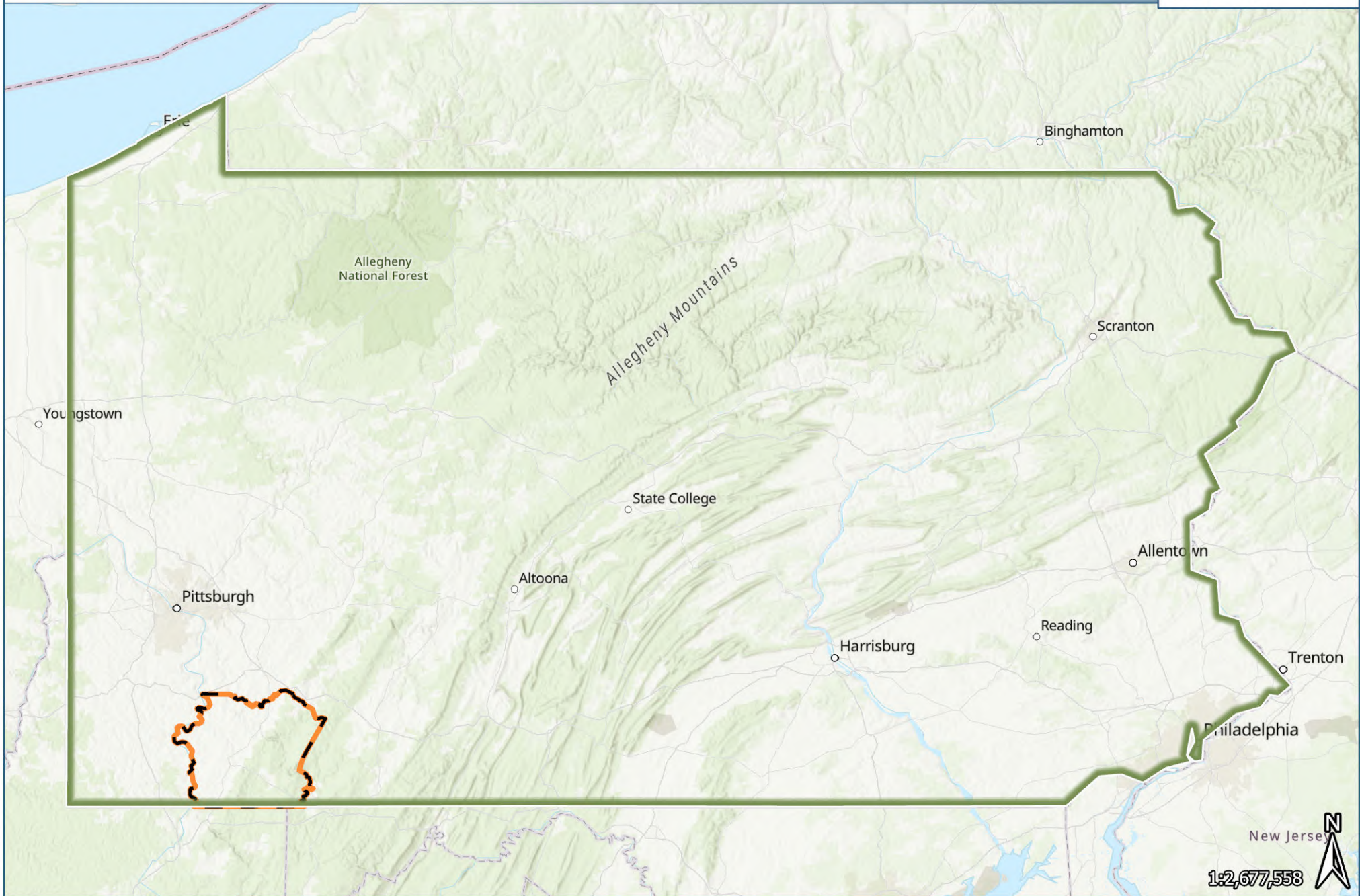
B. STUDY AREA DELINEATIONS

This report addresses the residential housing needs of Fayette County, Pennsylvania. To this end, we focused our evaluation on the demographic and economic characteristics, as well as the existing housing stock, of areas within Fayette County. Additionally, because of the unique characteristics that exist within certain areas of Fayette County, we provide supplemental data and analysis for four submarkets within the county limits to understand trends and attributes that affect these designated areas. As another base of comparison, data is also provided for the overall commonwealth of Pennsylvania for selected topics. The following summarizes the various study areas used in this analysis.

Primary Study Area – The Primary Study Area (PSA) includes all of Fayette County.


Submarkets – The PSA has been divided into four submarkets. The submarkets are subsequently referred to as the North Submarket, South Submarket, East Submarket, and West Submarket.

Maps illustrating the boundaries of the various study areas are shown on the following pages.

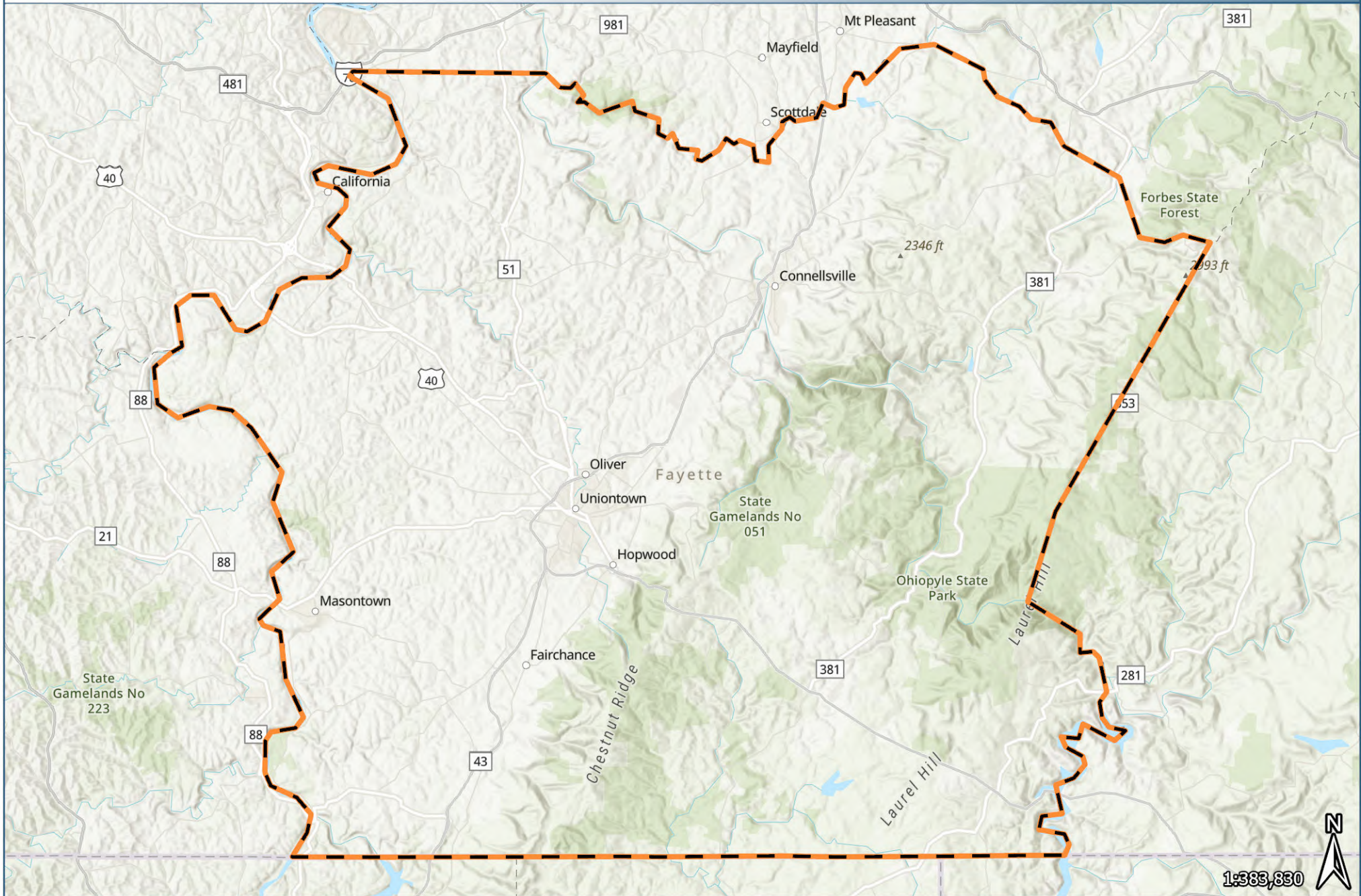


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Esri, USGS, Centre County Government, data.pa.gov, Esri, HERE, Garmin, FAO, NOAA, USGS, EPA, NPS
Additional Source(s): Bowen National Research



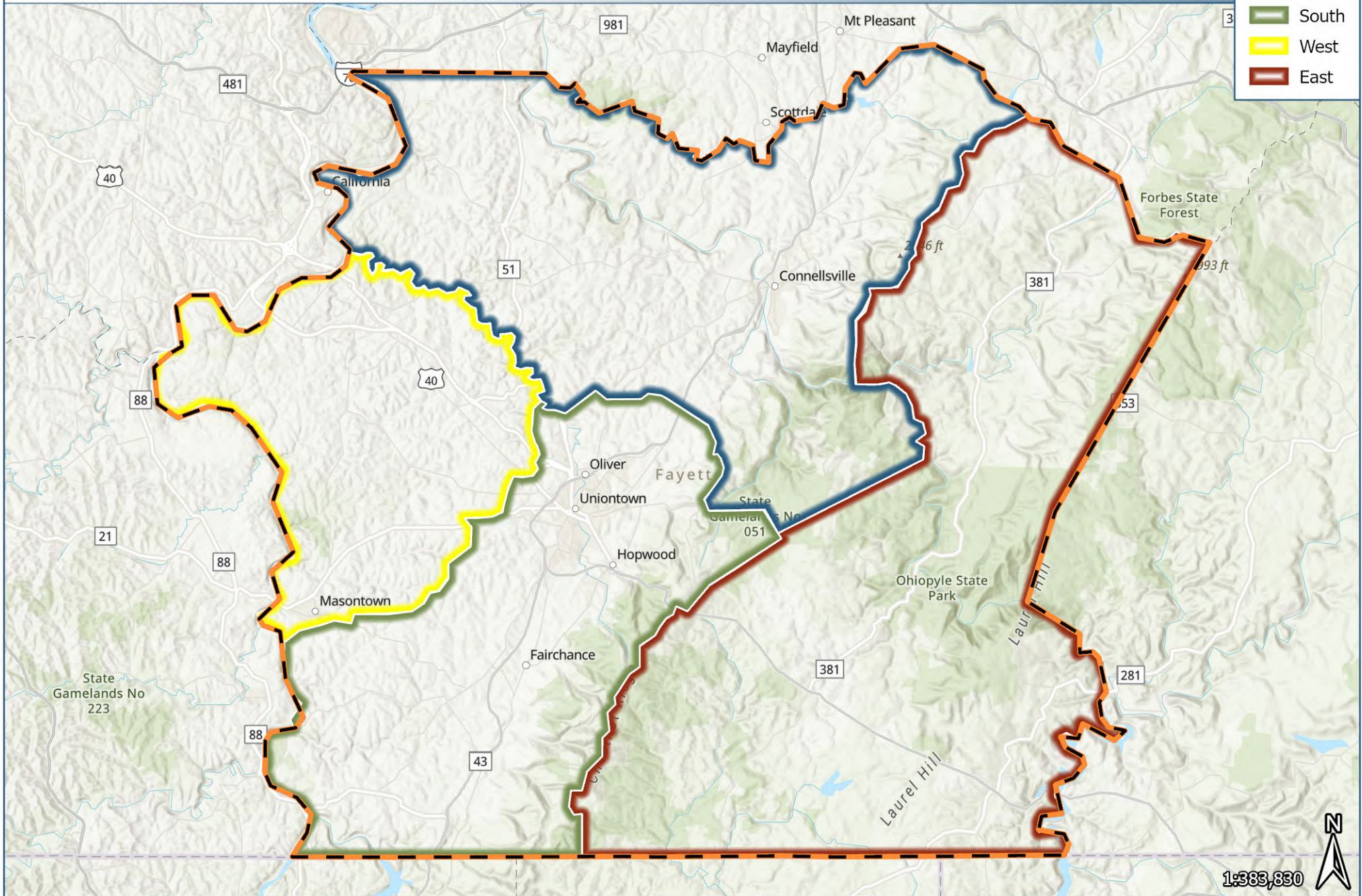


BOWEN
NATIONAL
RESEARCH

Submarkets

Fayette County, PA

- PSA
- North
- South
- West
- East



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Miles

data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research

IV. DEMOGRAPHIC ANALYSIS

A. INTRODUCTION

This section of the report evaluates key demographic characteristics for the Primary Study Area (PSA, Fayette County) and the four select submarkets of the county (East, North, South, and West). Through this analysis, unfolding trends and unique conditions are often revealed regarding populations and households residing in the selected geographic areas. Demographic comparisons between these geographies and the state of Pennsylvania provide insights into the human composition of housing markets. Critical questions, such as the following, can be answered with this information:

- Who lives in Fayette County and what are these people like?
- In what kinds of household groupings do Fayette County residents live?
- What share of people rent or own their Fayette County residence?
- Are the number of people and households living in Fayette County increasing or decreasing over time?
- How has migration contributed to the population changes within Fayette County in recent years, and what are these in-migrants like?
- How do Fayette County residents, submarket residents and residents of the state compare with each other?

This section is comprised of three major parts: population characteristics, household characteristics, and demographic theme maps. Population characteristics describe the qualities of individual people, while household characteristics describe the qualities of people living together in one residence. Demographic theme maps graphically show varying levels (low to high concentrations) of a demographic characteristic across a geographic region.

It is important to note that 2010 and 2020 demographics are based on U.S. Census data (actual count), while 2022 and 2027 data are based on calculated estimates provided by ESRI, a nationally recognized demography firm. These estimates and projections are adjusted using the most recent available data from the 2020 Census count, when available. The accuracy of these estimates depends on the realization of certain assumptions:

- Economic projections made by secondary sources materialize.
- Governmental policies with respect to residential development remain consistent.
- Availability of financing for residential development (i.e., mortgages, commercial loans, subsidies, Tax Credits, etc.) remains consistent.
- Sufficient housing and infrastructure are provided to support projected population and household growth.

Significant unforeseen changes or fluctuations among any of the preceding assumptions could have an impact on demographic estimates/projections.

B. POPULATION CHARACTERISTICS

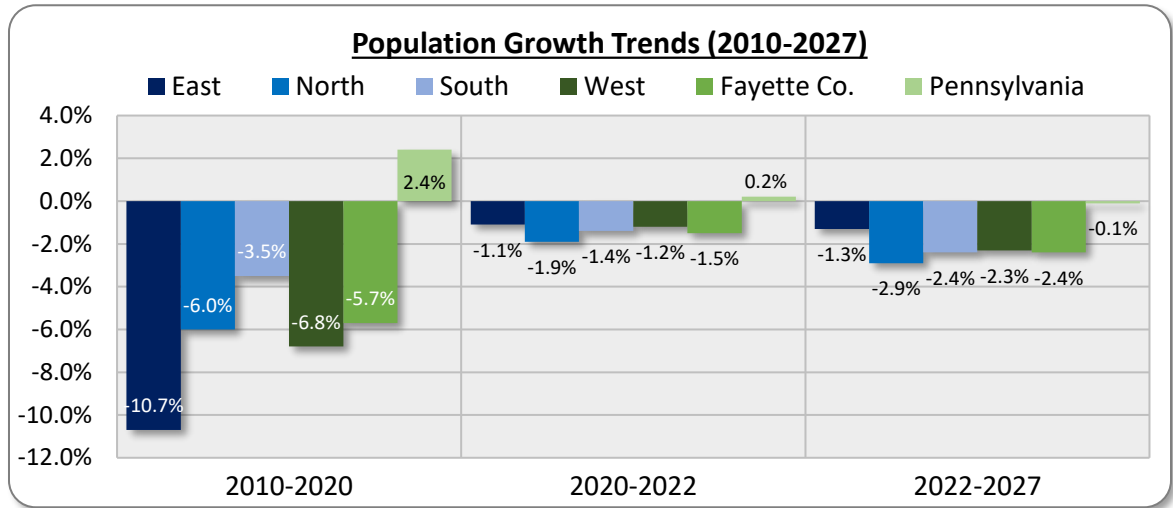
Population by numbers and percent change (growth or decline) for selected years is shown in the following table. It should be noted that some total numbers and percentages may not match the totals within or between tables in this section due to rounding. Positive changes between time periods in the following table are illustrated in **green**, while negative changes are illustrated in **red**.

	Total Population									
	2010 Census	2020 Census	Change 2010-2020		2022 Estimated	Change 2020-2022		2027 Projected	Change 2022-2027	
			Number	Percent		Number	Percent		Number	Percent
East	13,233	11,817	-1,416	-10.7%	11,682	-135	-1.1%	11,533	-149	-1.3%
North	46,937	44,136	-2,801	-6.0%	43,315	-821	-1.9%	42,062	-1,253	-2.9%
South	49,225	47,480	-1,745	-3.5%	46,801	-679	-1.4%	45,688	-1,113	-2.4%
West	27,234	25,371	-1,863	-6.8%	25,055	-316	-1.2%	24,478	-577	-2.3%
Fayette County	136,628	128,804	-7,824	-5.7%	126,853	-1,951	-1.5%	123,761	-3,092	-2.4%
Pennsylvania	12,702,308	13,002,616	300,308	2.4%	13,027,359	24,743	0.2%	13,011,062	-16,297	-0.1%

Source: 2010, 2020 Census; ESRI; Urban Decision Group; Bowen National Research

Between 2010 and 2020, the population within the PSA (Fayette County) decreased by 7,824 (5.7%), which contrasts with the increase (2.4%) within the state of Pennsylvania during this time period. While each submarket experienced a population decrease during this time, the most notable decrease occurred in the East Submarket (10.7%). In 2022, the total population of the PSA is 126,853. Among the individual submarkets, the South and North submarkets comprise the largest shares (36.9% and 34.1%, respectively) of the PSA population, while the East Submarket accounts for the smallest share (9.2%). Between 2022 and 2027, the population of the PSA is projected to decrease by an additional 2.4%, at which time the estimated total population of the PSA will be 123,761. The projected population decline within the PSA over the next five years is significantly greater than the 0.1% projected decline for the state during this time period. Each submarket in the PSA is projected to have population declines over the next five years, with individual declines ranging between 1.3% (East Submarket) and 2.9% (North Submarket). It is critical to point out that *household* changes, as opposed to population, are more material in assessing housing needs and opportunities. Historical and projected household changes for the PSA and submarkets are covered later in this section starting on page IV-13.

The following graph compares the percent change in population since 2010 and projected through 2027.



Population densities for selected years are shown in the following table:

		Population Densities			
		2010	2020	2022	2027
East	Population	13,233	11,817	11,682	11,533
	Area in Square Miles	294.93	294.93	294.93	294.93
	Density	44.9	40.1	39.6	39.1
North	Population	46,937	44,136	43,315	42,062
	Area in Square Miles	226.57	226.57	226.57	226.57
	Density	207.2	194.8	191.2	185.6
South	Population	49,225	47,480	46,801	45,688
	Area in Square Miles	165.14	165.14	165.14	165.14
	Density	298.1	287.5	283.4	276.7
West	Population	27,234	25,371	25,055	24,478
	Area in Square Miles	112.09	112.09	112.09	112.09
	Density	243.0	226.4	223.5	218.4
Fayette County	Population	136,628	128,804	126,853	123,761
	Area in Square Miles	798.72	798.72	798.72	798.72
	Density	171.1	161.3	158.8	154.9
Pennsylvania	Population	12,702,308	13,002,616	13,027,359	13,011,062
	Area in Square Miles	45,292.44	45,292.44	45,292.44	45,292.44
	Density	280.5	287.1	287.6	287.3

Source: 2010, 2020 Census; ESRI; Urban Decision Group; Bowen National Research

With a population density of 158.8 persons per square mile in 2022, the PSA (Fayette County) is less densely populated than the state (287.6 persons per square mile). The population density of the PSA decreased by 7.2% between 2010 and 2022, and it is projected that the density will decrease by an additional 2.5% over the next five years. Among the PSA submarkets, the population density is highest within the South Submarket (283.4 persons per square mile). Conversely, the population density within the East Submarket (39.6 persons per square mile) is notably less than the other PSA submarkets.

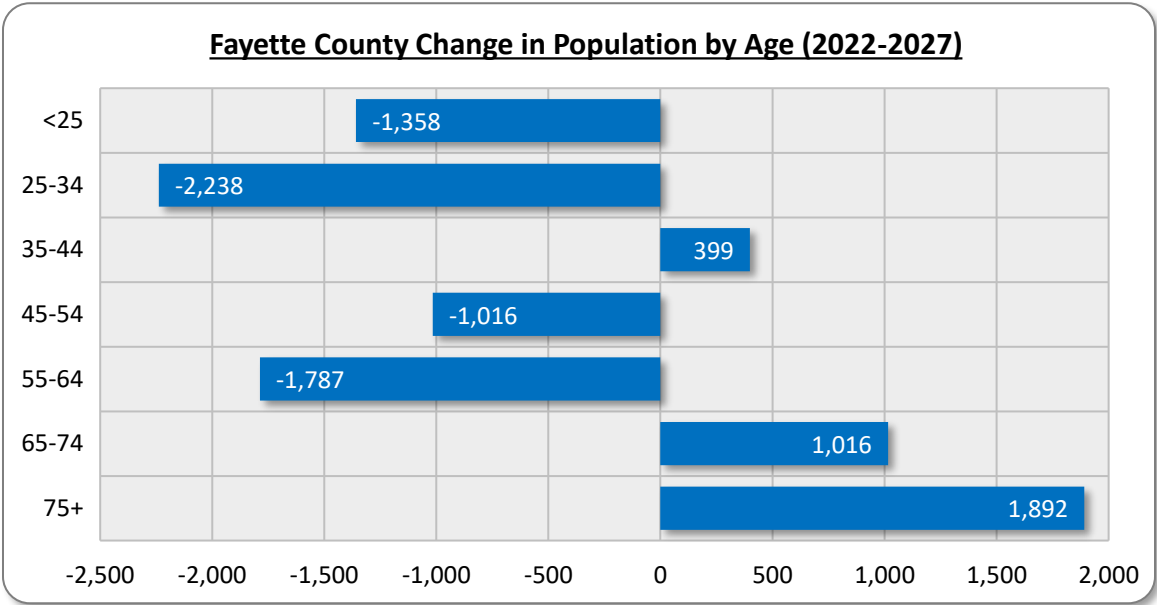
Population by age cohorts for selected years is shown in the following table. Note that five-year projected declines for each age cohort are in **red**, while increases are illustrated in **green**:

		Population by Age							Median Age
		<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+	
East	2010	3,754 (28.4%)	1,453 (11.0%)	1,823 (13.8%)	2,107 (15.9%)	1,953 (14.8%)	1,207 (9.1%)	936 (7.1%)	42.9
	2022	2,824 (24.2%)	1,352 (11.6%)	1,459 (12.5%)	1,634 (14.0%)	1,817 (15.6%)	1,544 (13.2%)	1,052 (9.0%)	46.3
	2027	2,709 (23.5%)	1,124 (9.7%)	1,386 (12.0%)	1,631 (14.1%)	1,726 (15.0%)	1,677 (14.5%)	1,280 (11.1%)	48.2
	Change 2022-2027	-115 (-4.1%)	-228 (-16.9%)	-73 (-5.0%)	-3 (-0.2%)	-91 (-5.0%)	133 (8.6%)	228 (21.7%)	N/A
North	2010	13,042 (27.8%)	4,806 (10.2%)	6,215 (13.2%)	7,474 (15.9%)	6,741 (14.4%)	4,453 (9.5%)	4,206 (9.0%)	44.1
	2022	10,203 (23.6%)	5,268 (12.2%)	4,997 (11.5%)	5,814 (13.4%)	6,765 (15.6%)	5,918 (13.7%)	4,350 (10.0%)	47.2
	2027	9,684 (23.0%)	4,504 (10.7%)	5,255 (12.5%)	5,231 (12.4%)	6,186 (14.7%)	6,303 (15.0%)	4,899 (11.6%)	48.2
	Change 2022-2027	-519 (-5.1%)	-764 (-14.5%)	258 (5.2%)	-583 (-10.0%)	-579 (-8.6%)	385 (6.5%)	549 (12.6%)	N/A
South	2010	13,800 (28.0%)	5,377 (10.9%)	6,117 (12.4%)	7,497 (15.2%)	7,193 (14.6%)	4,337 (8.8%)	4,904 (10.0%)	43.9
	2022	11,377 (24.3%)	5,552 (11.9%)	5,467 (11.7%)	5,895 (12.6%)	7,059 (15.1%)	6,479 (13.8%)	4,972 (10.6%)	46.8
	2027	10,871 (23.8%)	4,754 (10.4%)	5,595 (12.2%)	5,619 (12.3%)	6,368 (13.9%)	6,761 (14.8%)	5,720 (12.5%)	47.9
	Change 2022-2027	-506 (-4.4%)	-798 (-14.4%)	128 (2.3%)	-276 (-4.7%)	-691 (-9.8%)	282 (4.4%)	748 (15.0%)	N/A
West	2010	7,524 (27.6%)	3,389 (12.4%)	3,641 (13.4%)	4,199 (15.4%)	3,941 (14.5%)	2,203 (8.1%)	2,337 (8.6%)	42.5
	2022	6,156 (24.6%)	3,490 (13.9%)	3,134 (12.5%)	3,249 (13.0%)	3,563 (14.2%)	3,329 (13.3%)	2,134 (8.5%)	44.2
	2027	5,936 (24.3%)	3,044 (12.4%)	3,218 (13.1%)	3,096 (12.6%)	3,136 (12.8%)	3,546 (14.5%)	2,502 (10.2%)	45.1
	Change 2022-2027	-220 (-3.6%)	-446 (-12.8%)	84 (2.7%)	-153 (-4.7%)	-427 (-12.0%)	217 (6.5%)	368 (17.2%)	N/A
Fayette County	2010	38,119 (27.9%)	15,024 (11.0%)	17,796 (13.0%)	21,278 (15.6%)	19,828 (14.5%)	12,201 (8.9%)	12,382 (9.1%)	43.6
	2022	30,559 (24.1%)	15,663 (12.3%)	15,056 (11.9%)	16,592 (13.1%)	19,204 (15.1%)	17,270 (13.6%)	12,509 (9.9%)	46.3
	2027	29,201 (23.6%)	13,425 (10.8%)	15,455 (12.5%)	15,576 (12.6%)	17,417 (14.1%)	18,286 (14.8%)	14,401 (11.6%)	47.5
	Change 2022-2027	-1,358 (-4.4%)	-2,238 (-14.3%)	399 (2.7%)	-1,016 (-6.1%)	-1,787 (-9.3%)	1,016 (5.9%)	1,892 (15.1%)	N/A
Pennsylvania	2010	4,053,512 (31.9%)	1,511,110 (11.9%)	1,615,660 (12.7%)	1,940,395 (15.3%)	1,622,334 (12.8%)	979,534 (7.7%)	979,763 (7.7%)	40.1
	2022	3,743,422 (28.7%)	1,660,537 (12.7%)	1,576,806 (12.1%)	1,594,147 (12.2%)	1,822,364 (14.0%)	1,480,368 (11.4%)	1,149,715 (8.8%)	41.9
	2027	3,655,478 (28.1%)	1,546,452 (11.9%)	1,677,090 (12.9%)	1,529,427 (11.8%)	1,662,458 (12.8%)	1,601,925 (12.3%)	1,338,232 (10.3%)	42.7
	Change 2022-2027	-87,944 (-2.3%)	-114,085 (-6.9%)	100,284 (6.4%)	-64,720 (-4.1%)	-159,906 (-8.8%)	121,557 (8.2%)	188,517 (16.4%)	N/A

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, the median age for the population of the PSA (Fayette County) is 46.3 years, which represents an older median age when compared to the median age of 41.9 years for the state. Within the PSA, 36.4% of the PSA population is less than 35 years of age, 25.0% is between the ages of 35 and 54, and 38.6% is age 55 or older. Overall, the distribution of population by age within the PSA is more weighted toward the middle-age (ages 35 to 54) and senior (ages 55 and older) cohorts as compared to the distribution for the state. Among the individual submarkets, the West Submarket has the largest share (38.5%) of population less than 35 years of age, while the South and North submarkets have the largest shares (39.5% and 39.3%, respectively) of population 55 years of age and older. Between 2022 and 2027, noteworthy changes in the PSA population by age include: the 9.8% projected increase in the population aged 65 years and older, the 2.7% increase of population between the ages of 35 and 44, the 7.8% decrease in population under the age of 35, and 7.8% decrease of population between the ages of 45 and 64. The projected changes of population by age in the PSA are generally reflected in each of the submarkets. Overall, the projected changes of population by age within the PSA are largely consistent with the trends projected within the state over the next five years.

The following graph illustrates the projected change in population by age cohort between 2022 and 2027.



Noteworthy population characteristics for each area are illustrated in the following table. Note that data included within this table is derived from multiple sources (2020 Census, ESRI, American Community Survey) and is provided for the most recent time period available for the given source.

		Population Characteristics (Year)						
		Minority Population (2020)	Unmarried Population (2022)	No High School Diploma (2022)	College Degree (2022)	< 18 Years Below Poverty Level (2021)	Overall Below Poverty Level (2021)	Movership Rate (2021)
East	Number	523	4,484	1,272	2,467	232	1,926	1,429
	Percent	4.4%	44.8%	14.4%	27.8%	13.1%	17.0%	12.1%
North	Number	2,668	17,022	2,964	10,303	1,321	5,808	2,693
	Percent	6.0%	45.7%	9.0%	31.1%	16.6%	13.4%	6.2%
South	Number	5,877	20,796	2,923	10,719	2,264	7,908	4,745
	Percent	12.4%	52.0%	8.3%	30.3%	24.7%	17.1%	10.1%
West	Number	3,925	11,715	2,426	4,546	1,431	4,370	2,433
	Percent	15.5%	54.3%	12.8%	24.1%	29.8%	18.7%	9.4%
Fayette County	Number	12,993	54,017	9,586	28,033	5,249	20,012	11,300
	Percent	10.1%	49.6%	10.0%	29.1%	22.1%	16.1%	8.8%
Pennsylvania	Number	3,252,008	5,453,109	744,438	4,053,325	435,598	1,482,800	1,511,615
	Percent	25.0%	50.0%	8.0%	43.7%	16.4%	11.8%	11.8%

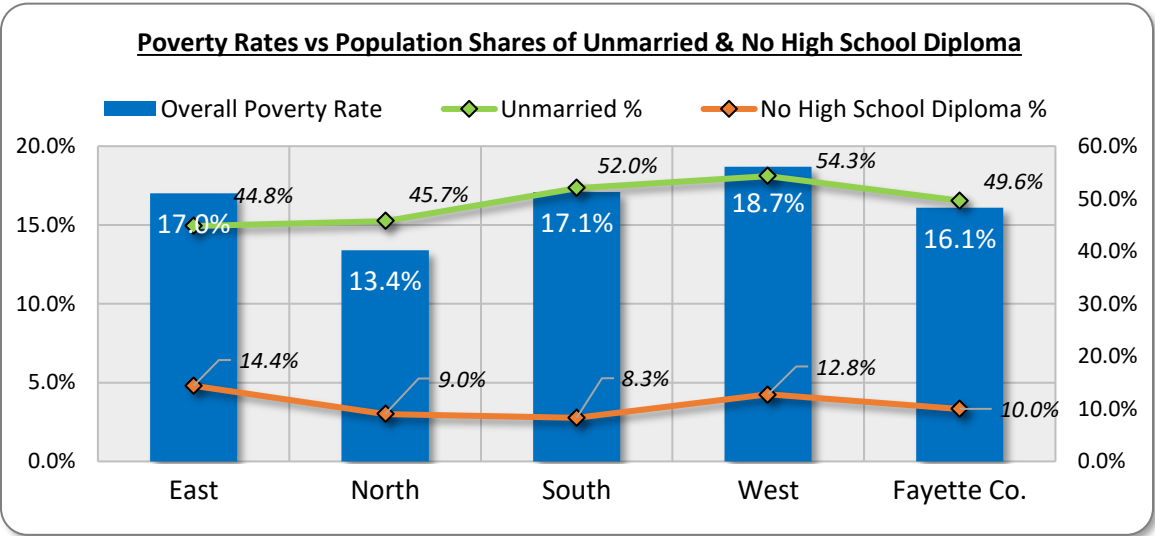
Source: U.S. Census Bureau; 2020 Census; 2017-2021 American Community Survey; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, minorities in the PSA (Fayette County) comprise a notably smaller share (10.1%) of the overall population as compared to the state (25.0%). Among the adult population of the PSA, 49.6% of the population is unmarried, which is a slightly smaller share than the state share (50.0%). The share of the adult population in the PSA that lacks a high school diploma (10.0%) is higher than the share within the state (8.0%), while the share of individuals in Fayette County with a college degree (29.1%) is notably less than the corresponding share in the state (43.7%). Overall, 16.1% of the population within the PSA lives in poverty, which is a much larger share as compared to the share for the state of Pennsylvania (11.8%). The share of children under the age of 18 years in the PSA living in poverty (22.1%) is also higher than the corresponding state share (16.4%). The movership rate (the share of the population moving within or to a given area year over year) of the PSA is 8.8%, which is less than the 11.8% rate reported within the state.

Among the individual submarkets in the PSA, the West Submarket has the highest share of minority population (15.5%), the largest share of unmarried population (54.3%), the lowest share of population with a college degree (24.1%), the highest overall poverty rate (18.7%), and the highest poverty rate among children under the age of 18 years (29.8%). The overall poverty rates within the South (17.1%) and East (17.0%) submarkets are also notably elevated, which may be due in large part to the high share of unmarried population (52.0%) in the South Submarket and the high share of population without a high school diploma (14.4%) in the East Submarket. The East

Submarket has the highest movership rate (12.1%) among the four submarkets, while the North Submarket has the lowest rate (6.2%). As marital status and educational attainment typically affect household income, these factors can play an important role in the overall housing affordability of an area.

The following graph compares the overall poverty rate for each study area and the shares of each population that is unmarried and that lacks a high school diploma.



While the analysis on the preceding pages illustrates recent population changes, future population projections, and population characteristics such as age, marital status, and educational attainment, the following addresses where people *move* to and from, referred to as migration patterns. For the purposes of this analysis, the Census Bureau’s Population Estimates Program (PEP) is considered the most reliable source for the total *volume* of domestic migration. To evaluate migration *flows* between counties and mobility patterns by age and income at the county level, we use the U.S. Census Bureau’s migration estimates published by the American Community Survey (ACS) for 2021 (latest year available). It is important to note that while county administrative boundaries are likely imperfect reflections of commuter sheds, moving across a county boundary is often an acceptable distance to make a meaningful difference in a person’s local housing and labor market environment. The data provided by the PEP is intended to provide general insight regarding the contributing factors of population change (natural increase, domestic migration, and international migration), and as such, gross population changes within this data should not be compared to other tables which may be derived from alternate data sources such as the Decennial Census or American Community Survey.

The following table illustrates the cumulative change in total population for the PSA (Fayette County) between April 2010 and July 2020.

Estimated Components of Population Change by County for the PSA (Fayette County) April 1, 2010 to July 1, 2020								
Area	Population		Change*		Components of Change			
	2010	2020	Number	Percent	Natural Increase	Domestic Migration	International Migration	Net Migration
Fayette County	136,589	128,126	-8,463	6.2%	-4,790	-4,076	510	-3,566

Source: U.S. Census Bureau, Population Division, October 2021

*Includes residual of (-107) representing the change that cannot be attributed to any specific demographic component

Based on the preceding data, the population decline within Fayette County from 2010 to 2020 was the result of a combination of natural decrease (more deaths than births) and domestic out-migration. While both factors significantly influenced the population decrease between 2010 and 2020 in the PSA, the largest contributing factor was natural decrease (-4,790), which accounts for approximately 56.6% of the overall decrease. However, negative domestic migration (-4,076) also heavily contributed to the recent population decline. In order for Fayette County to reduce population decline, it is important that an adequate supply of income-appropriate rental and for-sale housing is available to attract domestic and international migrants, and to retain young adults and families in the area, which contributes to natural increase of a population. Other factors such as job availability, wage competitiveness, and housing conditions can impact population change.

The following table details the *shares* of domestic in-migration by three select age cohorts for the PSA (Fayette County) from 2012 to 2021.

Fayette County, Pennsylvania Domestic County Population In-Migrants by Age, 2012 to 2021		
Age	2012-2016	2017-2021
1 to 34	55.8%	64.3%
35 to 54	25.6%	24.5%
55+	18.6%	11.2%
Median Age (In-state migrants)	32.4	30.0
Median Age (Out-of-state migrants)	29.0	27.9
Median Age (Fayette County)	44.8	45.4

Source: U.S. Census Bureau, 2016 & 2021 5-Year ACS Estimates (S0701); Bowen National Research

According to 2012-2016 American Community Survey estimates, 55.8% of domestic in-migrants to Fayette County were less than 35 years of age. Between 2017 and 2021, the share of in-migrants less than 35 years of age (64.3%) increased, while the share of in-migrants between the ages of 35 and 54 (24.5%) and those age 55 and older (11.2%) decreased. The median age of in-state migrants (originating from a different county in Pennsylvania) decreased from 32.4 years to 30.0 years between the two time periods, while the median age of out-of-state migrants decreased from 29.0 years to 27.9 years. Overall, the data suggests that a vast majority of recent domestic in-migrants to Fayette County are under the age of 35, with those between the ages of 35 and 54 also comprising nearly one-fourth of the total domestic in-migration. Based on the

population changes between 2010 and 2022 (page IV-4), most of the in-migrants less than 35 years of age are likely between the ages of 25 and 34. While out-of-state migrants are generally younger than in-state migrants, domestic in-migrants (both in-state and out-of-state) are typically much younger than the existing population of Fayette County.

The following table illustrates the top 10 gross migration counties (total combined inflow and outflow) for Fayette County with the resulting net migration (difference between inflow and outflow) for each. Note that counties which directly border the PSA (Fayette County) are illustrated in **red** text.

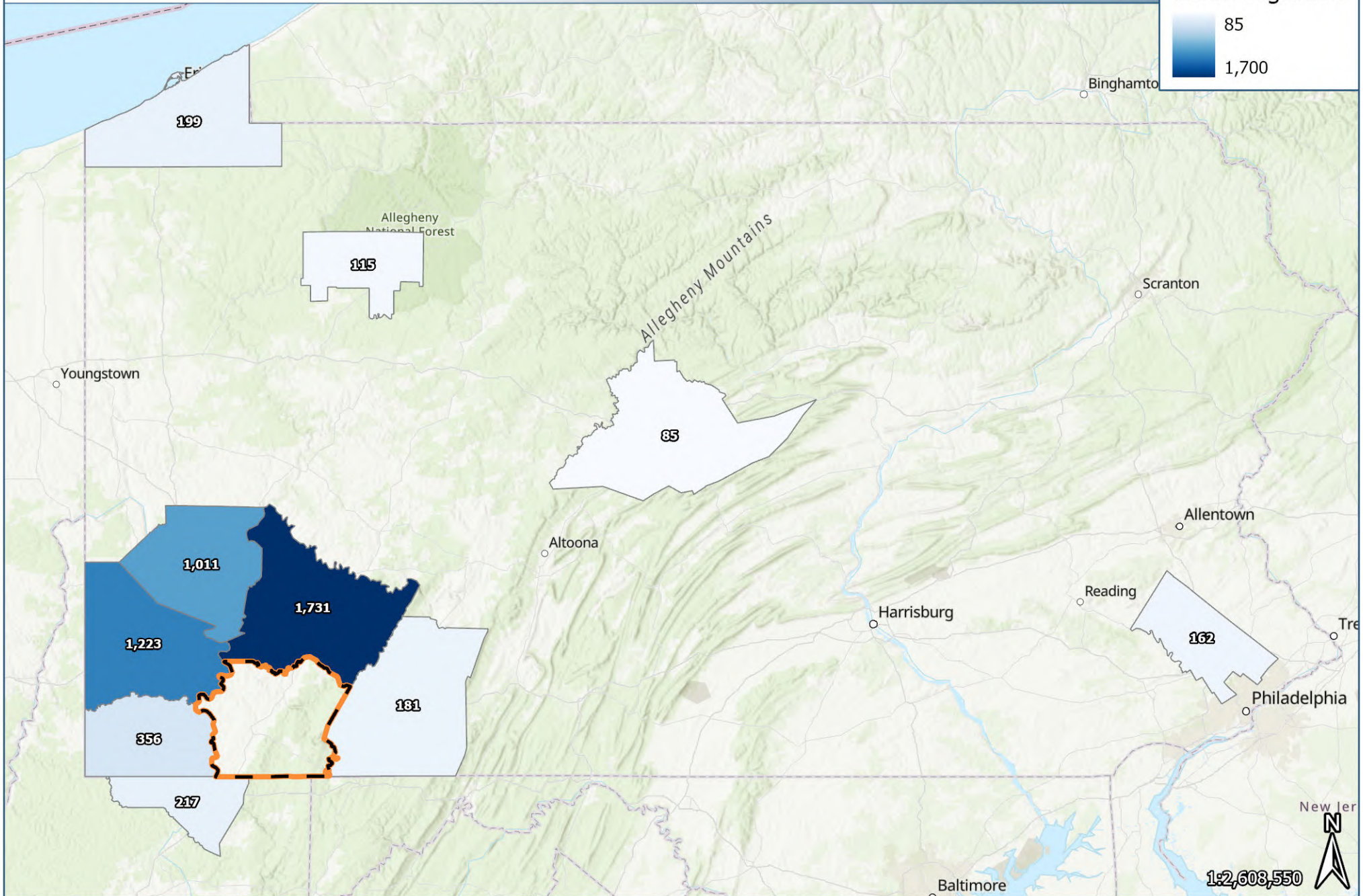
County-to-County Domestic Population Migration for Fayette County, PA Top 10 Gross Migration Counties*			
County	Gross Migration		Net Migration
	Number	Percent	
Westmoreland County, PA	1,731	19.3%	155
Washington County, PA	1,223	13.6%	337
Allegheny County, PA	1,011	11.3%	-359
Greene County, PA	356	4.0%	-32
Monongalia County, WV	217	2.4%	13
Erie County, PA	199	2.2%	-39
Somerset County, PA	181	2.0%	11
Montgomery County, PA	162	1.8%	74
Forest County, PA	115	1.3%	3
Centre County, PA	85	0.9%	-33
All Other Counties	3,684	41.1%	-248
Total Migration	8,964	100.00%	-118

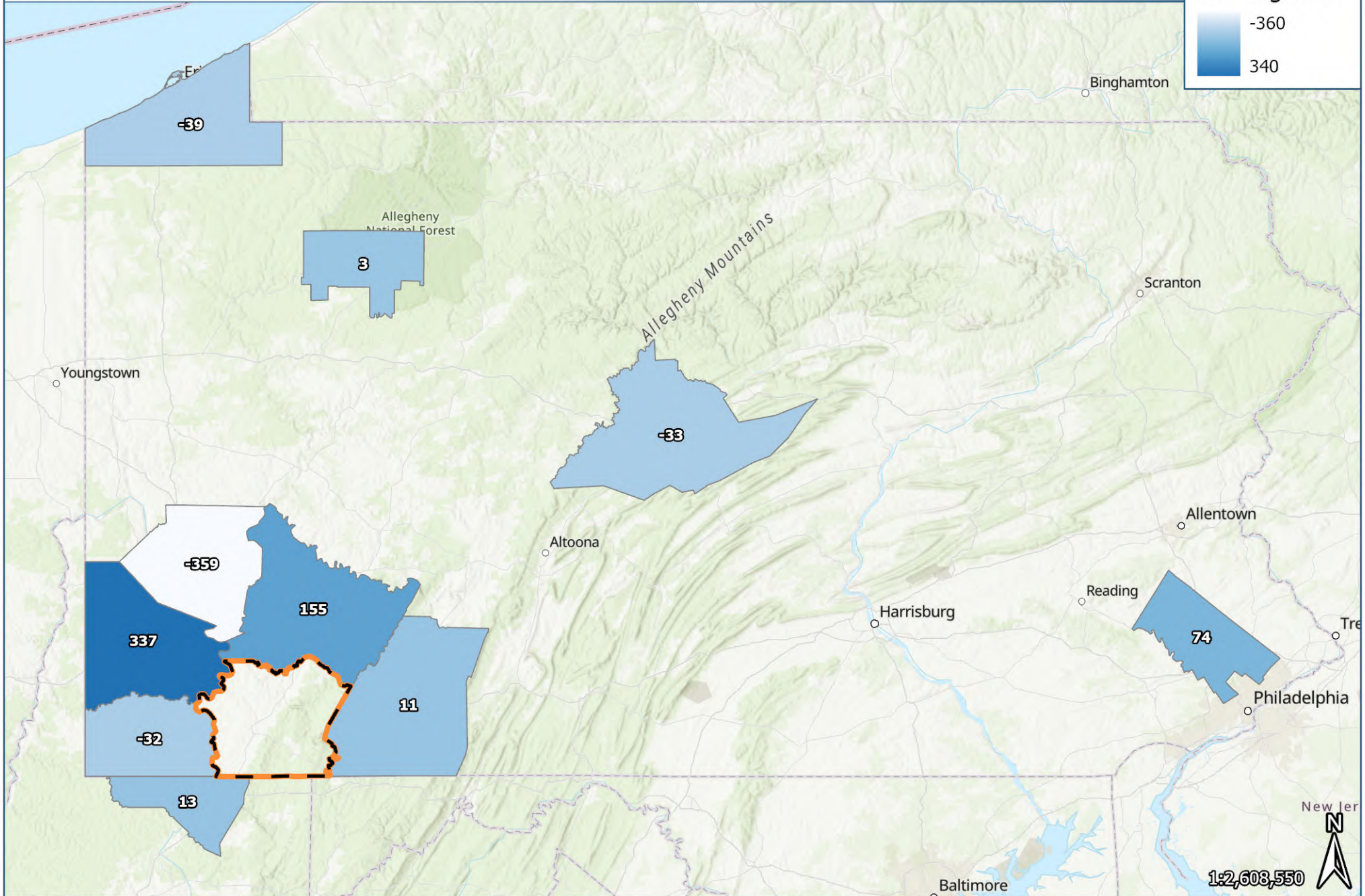
Source: U.S. Census Bureau, 2020 5-Year American Community Survey; Bowen National Research

*Top 10 list only includes counties within the state and bordering states

As the preceding table illustrates, five of the top 10 gross migration counties directly border the PSA (Fayette County) and comprise 41.3% of the total gross migration for the PSA. The five adjacent counties have an overall positive net-migration influence (484) on Fayette County. In total, nearly three-fifths (58.9%) of the gross migration for the PSA is among the top 10 counties listed. Among these counties, Washington County, Westmoreland County, and Montgomery County have the largest *positive* net-migration influence on the PSA. Conversely, Allegheny County (-359) has the largest overall *negative* net migration for the PSA. Given that Allegheny County encompasses the Pittsburgh metropolitan area, it is likely that many Fayette County residents, particularly younger individuals, relocate to this area seeking employment opportunities or the lifestyle that a larger metropolitan area offers. With the notable exception of Allegheny County, it appears that Fayette County has benefited from regional migration in recent years. Additionally, the County-to-County migration data (2016 to 2020) indicates that total annual net migration (-118), although still negative, has improved in recent years compared to data from the Components of Population Change table (2010 to 2020).

Maps illustrating the gross migration and net-migration between Fayette County and nearby regional counties for 2020 are shown on the following pages.





While the data contained in the previous pages illustrates the overall net migration trends for the PSA (Fayette County) and gives perspective about the general location where these individuals migrate to and from, it is also important to understand the income levels of in-migrants as it directly relates to affordability of housing. The following table illustrates the *per-person* income distribution by geographic mobility status for Fayette County in-migrants. Note that this data is provided for the county *population*, not households, ages 15 and above:

Fayette County: Income Distribution by Mobility Status for Population Age 15+ Years*						
2021 Inflation Adjusted Individual Income	Moved Within Same County		Moved From Different County, Same State		Moved From Different State	
	Number	Percent	Number	Percent	Number	Percent
<\$10,000	1,094	23.0%	490	29.8%	112	11.7%
\$10,000 to \$14,999	790	16.6%	130	7.9%	100	10.5%
\$15,000 to \$24,999	854	18.0%	282	17.1%	129	13.5%
\$25,000 to \$34,999	736	15.5%	240	14.6%	121	12.7%
\$35,000 to \$49,999	509	10.7%	225	13.7%	207	21.7%
\$50,000 to \$64,999	316	6.6%	54	3.3%	87	9.1%
\$65,000 to \$74,999	204	4.3%	103	6.3%	2	0.2%
\$75,000+	249	5.2%	122	7.4%	198	20.7%
Total	4,752	100.0%	1,646	100.0%	956	100.0%

Source: U.S. Census Bureau, 2021 5-Year American Community Survey (B07010); Bowen National Research

*Excludes population with no income

According to data provided by the 2021 American Community Survey, over one-half (54.8%) of the population that moved to Fayette County from a different county within Pennsylvania earned less than \$25,000 per year. This is a larger share of such individuals when compared to the share (35.7%) of individuals migrating from outside the state that earn less than \$25,000 per year. By comparison, the share of individuals earning \$50,000 or more per year is smaller for both in-migrants from a different county within Pennsylvania (17.0%) and those from outside the state (30.0%). Although it is likely that a significant share of the population earning less than \$25,000 per year consists of children and young adults considered to be dependents within a larger family, this illustrates that affordable housing options are likely important for a significant portion of in-migrants to Fayette County.

Based on our evaluation of the components of population change between 2010 and 2020, the population decrease during this time in Fayette County was due primarily to natural decrease and domestic out-migration. In-migrants to Fayette County are typically much younger, on average, than the existing population of the county, and a significant portion earn low to moderate wages. While net domestic migration has been historically negative in the PSA, data suggests that this trend has slowed in recent years, and the PSA has benefited from nearby regional migration. In order for the PSA to maximize migration potential, it is important that an adequate supply of income-appropriate housing is readily available in the future.

C. HOUSEHOLD CHARACTERISTICS

Households by numbers and percent change (growth or decline) for selected years are shown in the following table. Note that decreases are illustrated in **red** text, while increases are illustrated in **green** text:

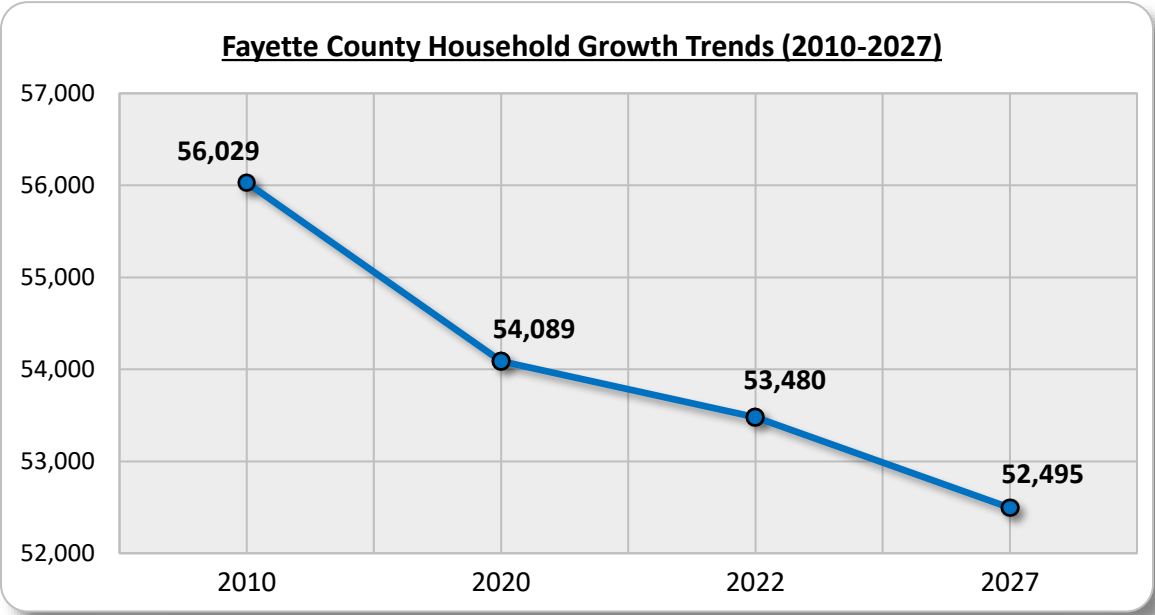
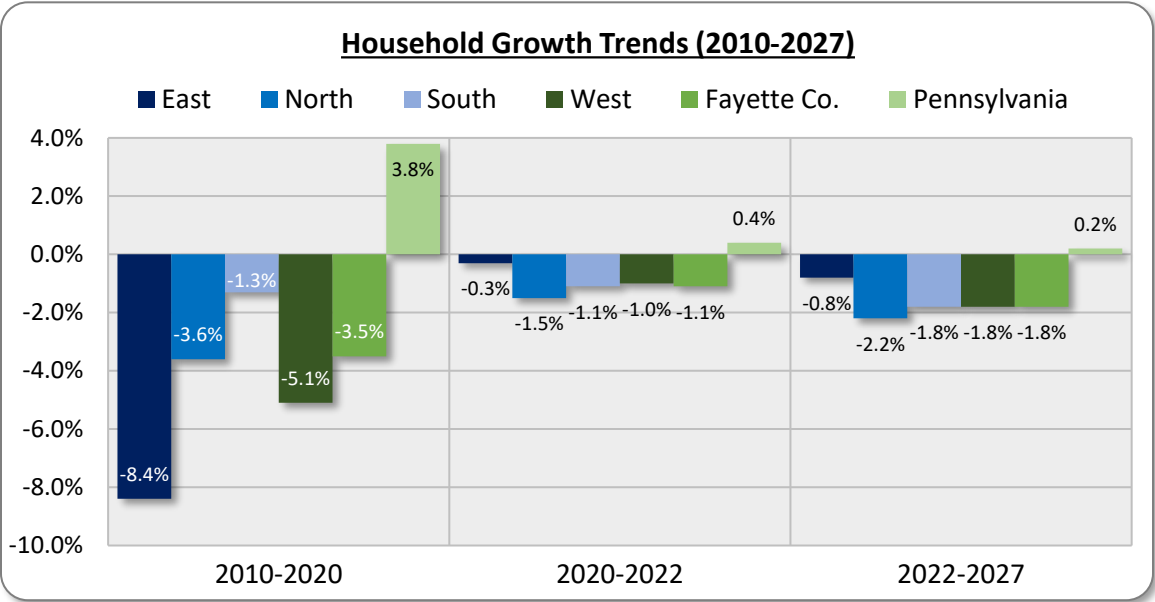
	Total Households									
	2010 Census	2020 Census	Change 2010-2020		2022 Estimated	Change 2020-2022		2027 Projected	Change 2022-2027	
			Number	Percent		Number	Percent		Number	Percent
East	5,064	4,641	-423	-8.4%	4,626	-15	-0.3%	4,591	-35	-0.8%
North	19,693	18,979	-714	-3.6%	18,703	-276	-1.5%	18,291	-412	-2.2%
South	20,653	20,392	-261	-1.3%	20,171	-221	-1.1%	19,811	-360	-1.8%
West	10,619	10,077	-542	-5.1%	9,980	-97	-1.0%	9,803	-177	-1.8%
Fayette County	56,029	54,089	-1,940	-3.5%	53,480	-609	-1.1%	52,495	-985	-1.8%
Pennsylvania	5,018,902	5,210,567	191,665	3.8%	5,232,753	22,186	0.4%	5,244,358	11,605	0.2%

Source: 2010, 2020 Census; ESRI; Urban Decision Group; Bowen National Research

Between 2010 and 2020, the number of households within the PSA (Fayette County) decreased by 1,940 (3.5%). This contrasts with the 3.8% increase in the number of households for the state of Pennsylvania during this time period. The number of households in each submarket decreased during this time period, with individual decreases ranging between 1.3% (South Submarket) and 8.4% (East Submarket). In 2022, there is a total of 53,480 households in the PSA. Among the individual submarkets, the South (37.7%) and North (35.0%) submarkets comprise the largest shares of Fayette County households, while the East Submarket accounts for the smallest share (8.6%). Between 2022 and 2027, the number of households in the PSA is projected to decrease by 985 (1.8%), which deviates from the projected 0.2% increase in households for the state over the next five years. While all four submarkets are projected to have declines in the number of households during this time period, the 2.2% decrease in households within the North Submarket represents the largest decrease among the PSA submarkets.

While the projected decrease in households within Fayette County will likely affect demand for housing in the market, household growth or decline alone does not dictate the total housing needs of a market. Other factors that affect housing needs, which are addressed throughout this report, include households living in substandard or cost-burdened housing, commuting patterns, pent-up demand, availability of existing housing, and product in the development pipeline.

The following graphs compare household growth between 2010 and 2027:



Household heads by age cohorts for selected years are shown in the following table. Note that five-year projected declines are in **red**, while increases are in **green**:

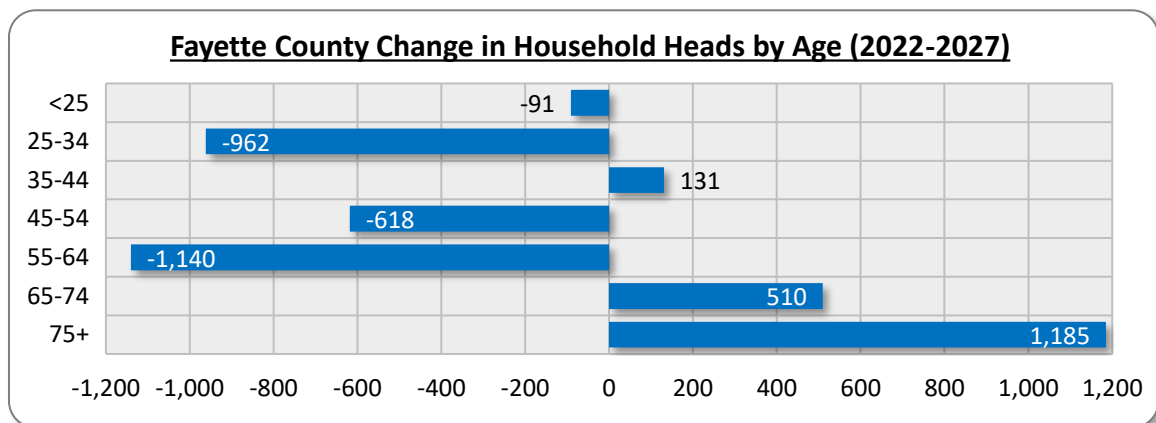
		Household Heads by Age						
		<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+
East	2010	136 (2.7%)	581 (11.5%)	904 (17.9%)	1,080 (21.3%)	1,068 (21.1%)	721 (14.2%)	574 (11.3%)
	2022	97 (2.1%)	534 (11.5%)	703 (15.2%)	791 (17.1%)	965 (20.9%)	942 (20.4%)	594 (12.8%)
	2027	91 (2.0%)	436 (9.5%)	658 (14.3%)	777 (16.9%)	899 (19.6%)	1,006 (21.9%)	724 (15.8%)
	Change 2022-2027	-6 (-6.2%)	-98 (-18.4%)	-45 (-6.4%)	-14 (-1.8%)	-66 (-6.8%)	64 (6.8%)	130 (21.9%)
North	2010	508 (2.6%)	2,015 (10.2%)	3,222 (16.4%)	4,121 (20.9%)	3,975 (20.2%)	2,850 (14.5%)	3,002 (15.2%)
	2022	360 (1.9%)	2,147 (11.5%)	2,536 (13.6%)	3,078 (16.5%)	3,872 (20.7%)	3,701 (19.8%)	3,009 (16.1%)
	2027	329 (1.8%)	1,828 (10.0%)	2,641 (14.4%)	2,738 (15.0%)	3,509 (19.2%)	3,894 (21.3%)	3,352 (18.3%)
	Change 2022-2027	-31 (-8.6%)	-319 (-14.9%)	105 (4.1%)	-340 (-11.0%)	-363 (-9.4%)	193 (5.2%)	343 (11.4%)
South	2010	608 (2.9%)	2,372 (11.5%)	3,147 (15.2%)	4,143 (20.1%)	4,325 (20.9%)	2,831 (13.7%)	3,227 (15.6%)
	2022	476 (2.4%)	2,347 (11.6%)	2,730 (13.5%)	3,149 (15.6%)	4,061 (20.1%)	4,118 (20.4%)	3,290 (16.3%)
	2027	446 (2.3%)	1,999 (10.1%)	2,763 (13.9%)	2,975 (15.0%)	3,617 (18.3%)	4,250 (21.5%)	3,761 (19.0%)
	Change 2022-2027	-30 (-6.3%)	-348 (-14.8%)	33 (1.2%)	-174 (-5.5%)	-444 (-10.9%)	132 (3.2%)	471 (14.3%)
West	2010	377 (3.6%)	1,148 (10.8%)	1,634 (15.4%)	2,102 (19.8%)	2,242 (21.1%)	1,437 (13.5%)	1,677 (15.8%)
	2022	291 (2.9%)	1,192 (11.9%)	1,337 (13.4%)	1,535 (15.4%)	2,014 (20.2%)	2,114 (21.2%)	1,497 (15.0%)
	2027	269 (2.7%)	994 (10.1%)	1,374 (14.0%)	1,446 (14.8%)	1,748 (17.8%)	2,235 (22.8%)	1,737 (17.7%)
	Change 2022-2027	-22 (-7.6%)	-198 (-16.6%)	37 (2.8%)	-89 (-5.8%)	-266 (-13.2%)	121 (5.7%)	240 (16.0%)
Fayette County	2010	1,630 (2.9%)	6,115 (10.9%)	8,912 (15.9%)	11,448 (20.4%)	11,610 (20.7%)	7,836 (14.0%)	8,478 (15.1%)
	2022	1,225 (2.3%)	6,219 (11.6%)	7,305 (13.7%)	8,553 (16.0%)	10,913 (20.4%)	10,875 (20.3%)	8,390 (15.7%)
	2027	1,134 (2.2%)	5,257 (10.0%)	7,436 (14.2%)	7,935 (15.1%)	9,773 (18.6%)	11,385 (21.7%)	9,575 (18.2%)
	Change 2022-2027	-91 (-7.4%)	-962 (-15.5%)	131 (1.8%)	-618 (-7.2%)	-1,140 (-10.4%)	510 (4.7%)	1,185 (14.1%)
Pennsylvania	2010	199,377 (4.0%)	673,750 (13.4%)	843,476 (16.8%)	1,078,037 (21.5%)	957,835 (19.1%)	613,827 (12.2%)	652,600 (13.0%)
	2022	169,344 (3.2%)	715,762 (13.7%)	808,584 (15.5%)	857,895 (16.4%)	1,041,285 (19.9%)	900,172 (17.2%)	739,711 (14.1%)
	2027	164,084 (3.1%)	663,174 (12.6%)	849,442 (16.2%)	815,984 (15.6%)	938,819 (17.9%)	961,600 (18.3%)	851,255 (16.2%)
	Change 2022-2027	-5,260 (-3.1%)	-52,588 (-7.3%)	40,858 (5.1%)	-41,911 (-4.9%)	-102,466 (-9.8%)	61,428 (6.8%)	111,544 (15.1%)

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, household heads between the ages of 55 and 64 within the PSA (Fayette County) comprise the largest share (20.4%) of all households in the PSA, closely followed by households between the ages of 65 and 74 (20.3%). Overall, senior households (age 55 and older) constitute over one-half (56.4%) of all households within the PSA. This represents a larger share of senior households when compared to the share within the state (51.2%). Household heads under the age of 35, which are typically more likely to be renters or first-time homebuyers, comprise 13.9% of PSA households, while those between the ages of 35 and 54 account for 29.7% of Fayette County households. The distribution of households by age within each of the submarkets is generally consistent with the overall distribution in the PSA, with households ages 55 and older comprising between 54.1% (East Submarket) and 56.8% (South Submarket) in each submarket.

Between 2022 and 2027, projections indicate significant household growth in the PSA among household heads ages 75 and older (14.1%). Households between the ages of 35 and 44 and those between the ages of 65 and 74 are projected to increase by 1.8% and 4.7%, respectively. All other age cohorts are projected to experience declines of at least 7.2% during this time period, with the largest percentage decline projected for the age cohort of 25 to 34 (15.5%). Similarly, the most significant increase of households by age within each submarket over the next five years is projected to occur among households aged 75 and older, with individual increases ranging between 11.4% (North Submarket) and 21.9% (East Submarket). Households between the ages of 35 and 44 and 65 and 74 are also projected to increase in nearly every submarket during this time. The only exception is the 6.4% projected decrease among households between the ages of 35 and 44 in the East Submarket. Overall, the projected changes in households by age cohort in each submarket are generally consistent with projections for the PSA and the state of Pennsylvania over the next five years. The aforementioned changes in households by age in the PSA and submarkets will likely have an impact on the area housing market, particularly the demand for senior-oriented housing in the county.

The following graph illustrates the projected change in households by age.



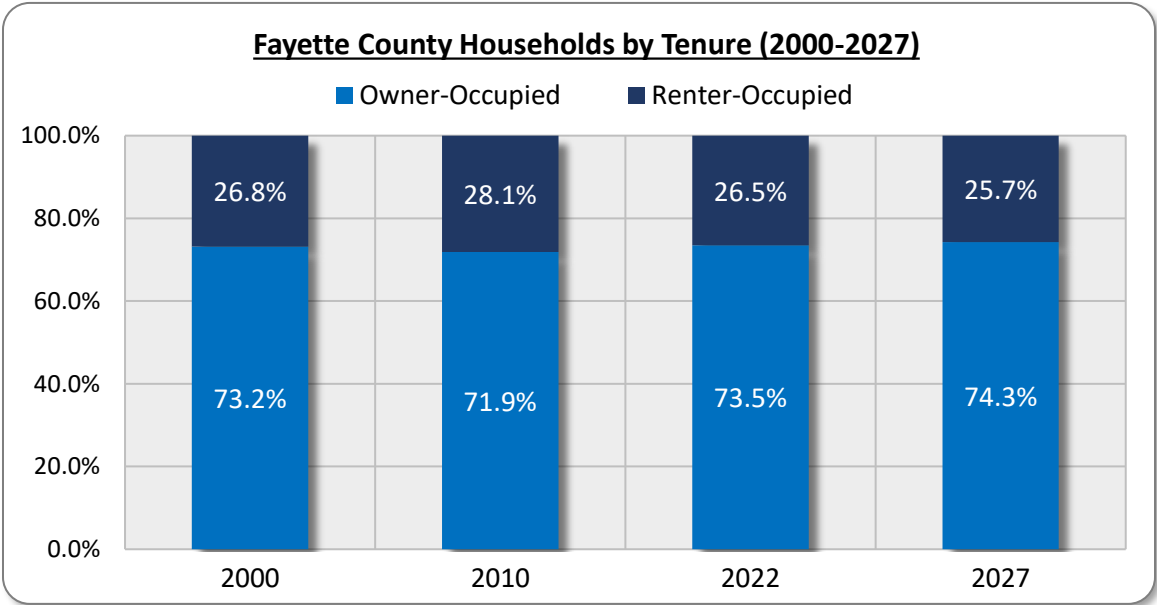
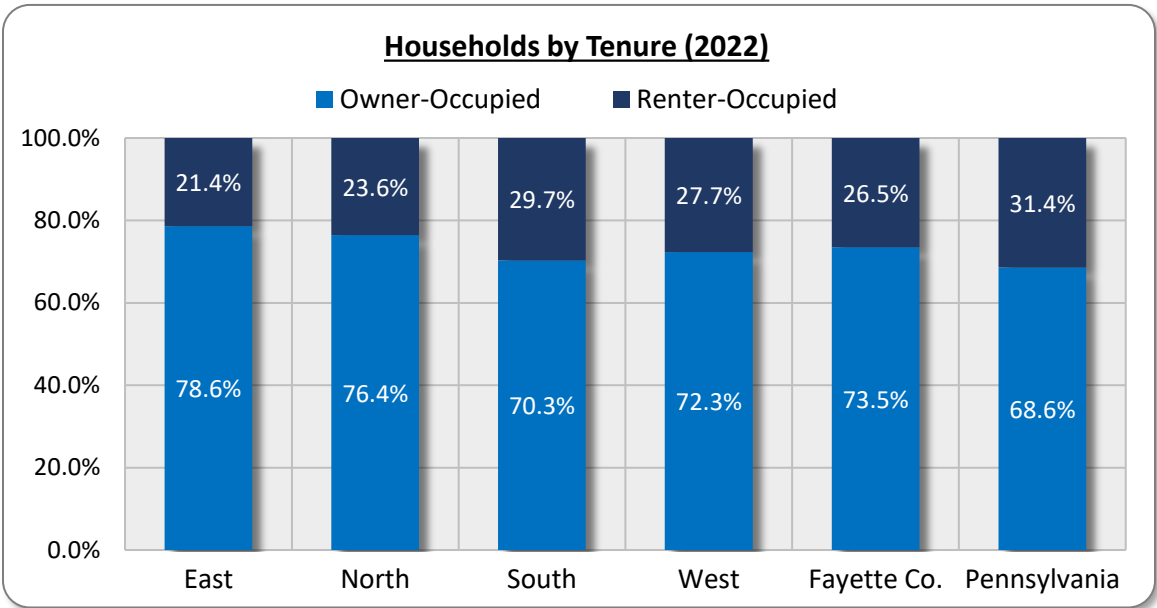
Households by tenure (renters and owners) for selected years are shown in the following table. Note that 2027 numbers which represent a decrease from 2022 are illustrated in **red** text, while increases are illustrated in **green** text.

		Households by Tenure							
Household Type		2000		2010		2022		2027	
		Number	Percent	Number	Percent	Number	Percent	Number	Percent
East	Owner-Occupied	4,121	81.6%	3,978	78.6%	3,637	78.6%	3,640	79.3%
	Renter-Occupied	932	18.4%	1,086	21.4%	989	21.4%	951	20.7%
	Total	5,053	100.0%	5,064	100.0%	4,626	100.0%	4,591	100.0%
North	Owner-Occupied	15,983	75.2%	14,598	74.1%	14,297	76.4%	14,095	77.1%
	Renter-Occupied	5,257	24.8%	5,095	25.9%	4,406	23.6%	4,196	22.9%
	Total	21,240	100.0%	19,693	100.0%	18,703	100.0%	18,291	100.0%
South	Owner-Occupied	15,160	68.5%	13,948	67.5%	14,175	70.3%	14,085	71.1%
	Renter-Occupied	6,986	31.5%	6,705	32.5%	5,996	29.7%	5,725	28.9%
	Total	22,146	100.0%	20,653	100.0%	20,171	100.0%	19,810	100.0%
West	Owner-Occupied	8,639	74.7%	7,749	73.0%	7,219	72.3%	7,184	73.3%
	Renter-Occupied	2,922	25.3%	2,869	27.0%	2,760	27.7%	2,619	26.7%
	Total	11,561	100.0%	10,618	100.0%	9,979	100.0%	9,803	100.0%
Fayette County	Owner-Occupied	43,903	73.2%	40,274	71.9%	39,329	73.5%	39,004	74.3%
	Renter-Occupied	16,097	26.8%	15,755	28.1%	14,151	26.5%	13,491	25.7%
	Total	60,000	100.0%	56,029	100.0%	53,480	100.0%	52,495	100.0%
Pennsylvania	Owner-Occupied	3,405,953	71.3%	3,491,722	69.6%	3,590,107	68.6%	3,625,873	69.1%
	Renter-Occupied	1,370,396	28.7%	1,527,180	30.4%	1,642,646	31.4%	1,618,485	30.9%
	Total	4,776,349	100.0%	5,018,902	100.0%	5,232,753	100.0%	5,244,358	100.0%

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, there is a 73.5% share of *owner* households and a 26.5% share of *renter* households in the PSA (Fayette County). This represents a one-and-six-tenths percentage point increase in share of owner households in the PSA between 2010 and 2022. Owner households in the PSA comprise a notably higher share of the total households as compared to the corresponding share in the state (68.6%). While the share of owner households in each submarket is higher than the state share, the largest individual share of owner households is within the East Submarket (78.6%). Conversely, the largest respective share of renter households is within the South Submarket (29.7%). Between 2022 and 2027, the number of households in the PSA is projected to decrease, regardless of tenure. During this time period, owner households in the PSA are projected to decline by 0.8% (325 households), while renter households are projected to decline by 4.7% (660 households). Aside from the marginal increase (0.1%) of owner households in the East Submarket, both owner and renter households are projected to decline in each submarket over the next five years. Among the largest projected declines *by percentage* are the 1.4% decline in owner households in the North Submarket (202 households) and the 5.1% decline in renter households in the West Submarket (141 households). Although these tenure projections will likely have an impact on the local housing market, recent changes in home mortgage interest rates and home construction costs, which have increased significantly, can greatly influence tenure projections.

The following graphs illustrate households by tenure for the various submarkets for 2022 and the households by tenure for the entirety of Fayette County from 2000 and projected to 2027:



Renter households by size for selected years are shown in the following table for the PSA (Fayette County) and the state of Pennsylvania.

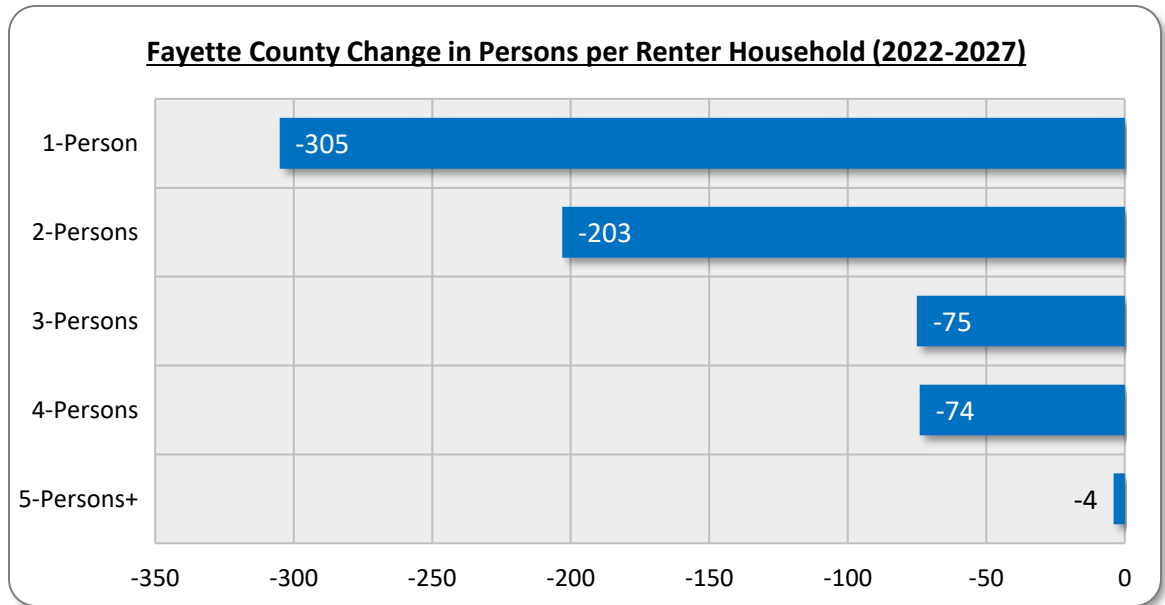
		Persons Per Renter Household						Average H.H. Size
		1-Person	2-Person	3-Person	4-Person	5-Person+	Total	
East	2010	546 (50.3%)	196 (18.1%)	208 (19.1%)	109 (10.0%)	27 (2.5%)	1,086 (100.0%)	1.96
	2022	261 (26.4%)	301 (30.4%)	179 (18.1%)	175 (17.7%)	73 (7.4%)	989 (100.0%)	2.49
	2027	215 (22.6%)	260 (27.4%)	233 (24.5%)	163 (17.1%)	80 (8.4%)	951 (100.0%)	2.62
North	2010	2,045 (40.1%)	1,560 (30.6%)	697 (13.7%)	476 (9.3%)	317 (6.2%)	5,095 (100.0%)	2.11
	2022	1,989 (45.2%)	1,243 (28.2%)	627 (14.2%)	341 (7.8%)	205 (4.7%)	4,406 (100.0%)	1.99
	2027	1,850 (44.1%)	1,198 (28.6%)	652 (15.5%)	306 (7.3%)	190 (4.5%)	4,196 (100.0%)	2.00
South	2010	2,791 (41.6%)	1,876 (28.0%)	953 (14.2%)	654 (9.8%)	431 (6.4%)	6,705 (100.0%)	2.11
	2022	3,376 (56.3%)	1,230 (20.5%)	434 (7.2%)	493 (8.2%)	462 (7.7%)	5,996 (100.0%)	1.91
	2027	3,197 (55.8%)	1,107 (19.3%)	369 (6.4%)	458 (8.0%)	594 (10.4%)	5,725 (100.0%)	1.98
West	2010	1,073 (37.4%)	923 (32.2%)	314 (11.0%)	303 (10.6%)	255 (8.9%)	2,869 (100.0%)	2.21
	2022	997 (36.1%)	845 (30.6%)	364 (13.2%)	340 (12.3%)	215 (7.8%)	2,760 (100.0%)	2.25
	2027	957 (36.5%)	781 (29.8%)	346 (13.2%)	322 (12.3%)	214 (8.2%)	2,619 (100.0%)	2.26
Fayette County	2010	6,453 (41.0%)	4,555 (28.9%)	2,171 (13.8%)	1,544 (9.8%)	1,032 (6.5%)	15,755 (100.0%)	2.12
	2022	6,558 (46.3%)	3,651 (25.8%)	1,633 (11.5%)	1,360 (9.6%)	950 (6.7%)	14,151 (100.0%)	2.05
	2027	6,253 (46.4%)	3,448 (25.6%)	1,558 (11.5%)	1,286 (9.5%)	946 (7.0%)	13,491 (100.0%)	2.05
Pennsylvania	2010	685,246 (44.9%)	404,855 (26.5%)	203,115 (13.3%)	134,392 (8.8%)	99,572 (6.5%)	1,527,180 (100.0%)	2.06
	2022	730,485 (44.5%)	453,370 (27.6%)	209,437 (12.7%)	138,147 (8.4%)	111,207 (6.8%)	1,642,646 (100.0%)	2.05
	2027	722,821 (44.7%)	448,697 (27.7%)	203,674 (12.6%)	134,239 (8.3%)	109,054 (6.7%)	1,618,485 (100.0%)	2.05

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

With an average renter household size of 2.05 in 2022, one- and two-person households comprise nearly three-fourths (72.1%) of all renter households within the PSA (Fayette County). This is an identical share of such households compared to those within the state overall (72.1%), which also has an average renter household size of 2.05 persons. Conversely, only 16.3% of renter households in the PSA consist of four- and five-person or larger households, which is a slightly larger share of such households as compared to the state (15.2%). While the number of renter households for each size cohort in the PSA is projected to decrease over the next five years, the largest decrease in terms

of *number* of households is projected to occur among one-person households (305 households, or 4.7%). However, the largest decrease in terms of *percentage* is projected to occur among two-person households (5.6%, or 203 households). Despite the overall projected decrease in renter households in the PSA, there are a few instances of projected growth among specific household sizes at the submarket level. These include the projected increase of three-person households in the East (30.2%) and North (4.0%) submarkets and the increase of five-person or larger renter households in the East (9.6%) and South (28.6%) submarkets.

The following graph shows the projected change in persons per *renter* household between 2022 and 2027:



Owner households by size for the PSA (Fayette County) and the state of Pennsylvania for selected years are shown in the following table.

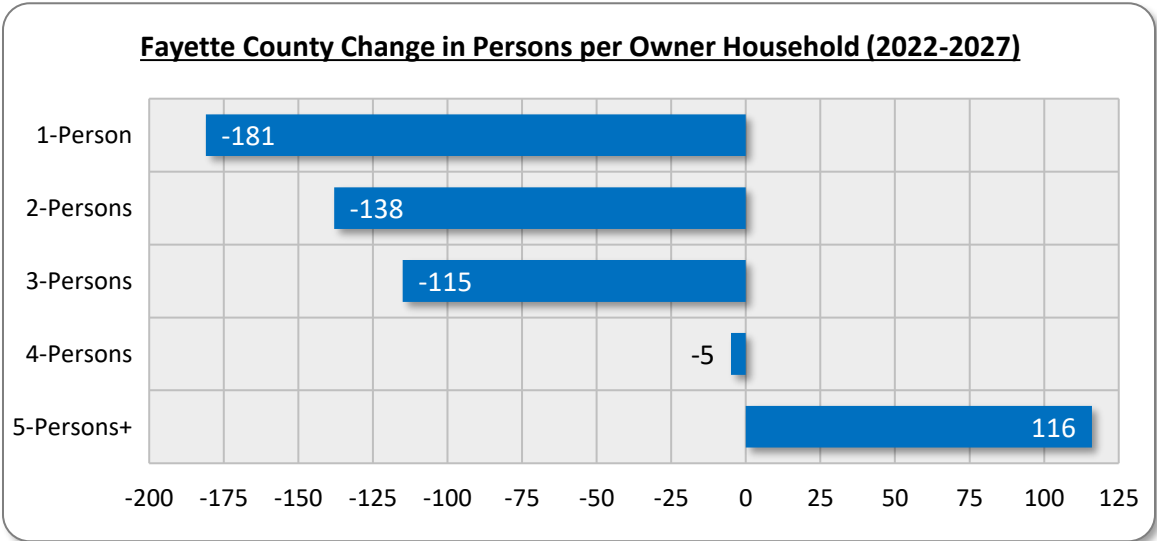
		Persons Per Owner Household						Average H.H. Size
		1-Person	2-Person	3-Person	4-Person	5-Person+	Total	
East	2010	815 (20.5%)	1,736 (43.6%)	651 (16.4%)	481 (12.1%)	294 (7.4%)	3,978 (100.0%)	2.42
	2022	978 (26.9%)	1,505 (41.4%)	476 (13.1%)	482 (13.3%)	195 (5.4%)	3,637 (100.0%)	2.29
	2027	987 (27.1%)	1,479 (40.6%)	485 (13.3%)	493 (13.5%)	196 (5.4%)	3,640 (100.0%)	2.29
North	2010	3,722 (25.5%)	5,642 (38.7%)	2,530 (17.3%)	1,692 (11.6%)	1,012 (6.9%)	14,598 (100.0%)	2.36
	2022	3,542 (24.8%)	5,730 (40.1%)	2,228 (15.6%)	1,832 (12.8%)	968 (6.8%)	14,301 (100.0%)	2.37
	2027	3,489 (24.7%)	5,689 (40.4%)	2,143 (15.2%)	1,803 (12.8%)	973 (6.9%)	14,097 (100.0%)	2.37
South	2010	3,200 (22.9%)	5,399 (38.7%)	2,493 (17.9%)	1,870 (13.4%)	986 (7.1%)	13,948 (100.0%)	2.43
	2022	3,949 (27.9%)	5,317 (37.5%)	1,773 (12.5%)	1,983 (14.0%)	1,152 (8.1%)	14,175 (100.0%)	2.37
	2027	3,860 (27.4%)	5,245 (37.2%)	1,689 (12.0%)	2,068 (14.7%)	1,223 (8.7%)	14,085 (100.0%)	2.40
West	2010	2,187 (28.2%)	3,070 (39.6%)	1,071 (13.8%)	972 (12.6%)	449 (5.8%)	7,749 (100.0%)	2.28
	2022	1,879 (26.0%)	2,917 (40.4%)	1,111 (15.4%)	659 (9.1%)	654 (9.1%)	7,220 (100.0%)	2.35
	2027	1,802 (25.1%)	2,893 (40.3%)	1,159 (16.1%)	614 (8.5%)	718 (10.0%)	7,186 (100.0%)	2.38
Fayette County	2010	9,936 (24.7%)	15,844 (39.3%)	6,742 (16.7%)	5,006 (12.4%)	2,747 (6.8%)	40,274 (100.0%)	2.37
	2022	10,351 (26.3%)	15,460 (39.3%)	5,577 (14.2%)	4,975 (12.6%)	2,965 (7.5%)	39,329 (100.0%)	2.36
	2027	10,170 (26.1%)	15,322 (39.3%)	5,462 (14.0%)	4,970 (12.7%)	3,081 (7.9%)	39,004 (100.0%)	2.37
Pennsylvania	2010	791,923 (22.7%)	1,318,474 (37.8%)	582,419 (16.7%)	497,221 (14.2%)	301,685 (8.6%)	3,491,722 (100.0%)	2.48
	2022	846,547 (23.6%)	1,366,754 (38.1%)	582,674 (16.2%)	486,819 (13.6%)	307,313 (8.6%)	3,590,107 (100.0%)	2.45
	2027	856,829 (23.6%)	1,380,031 (38.1%)	586,931 (16.2%)	490,683 (13.5%)	311,398 (8.6%)	3,625,873 (100.0%)	2.45

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

With an average owner household size of 2.36 in 2022, one- and two-person households comprise nearly two-thirds (65.6%) of all owner households within the PSA (Fayette County). This is a larger share of such households compared to those within the state overall (61.7%), which has an average owner household size of 2.45 persons. Although the total number of owner households in the PSA is projected to decrease by 0.8% over the next five years, the number of five-person or larger owner households is projected to increase by 3.9% (116 households). The largest projected decrease in terms of *number* of households is among one-person owner households (181 households, or 1.7%), while the

largest decrease in terms of *percentage* is among three-person households (2.1%, or 115 households). Among the individual submarkets, the East Submarket is the only submarket with a projected increase in the *total* number of owner households between 2022 and 2027. During this time period, all owner household sizes, except for two-person households, are projected to experience moderate increases (between 0.5% and 2.3%) in the East Submarket. In addition, increases are projected among five-person or larger owner households in each PSA submarket, and four-person owner households are projected to increase in the South Submarket over the next five years. Overall, these projected changes in owner households by size in the PSA will likely shift demand in the market toward for-sale product with a larger number of bedrooms between 2022 and 2027.

The following graph illustrates the projected change in persons per *owner* household between 2022 and 2027:



Median household income for selected years is shown in the following table:

	Median Household Income				
	2010 Census	2022 Estimated	% Change 2010-2022	2027 Projected	% Change 2022-2027
East	\$35,975	\$60,366	67.8%	\$70,523	16.8%
North	\$35,373	\$58,501	65.4%	\$68,196	16.6%
South	\$31,271	\$49,555	58.5%	\$60,261	21.6%
West	\$34,447	\$48,071	39.6%	\$59,702	24.2%
Fayette County	\$33,879	\$53,579	58.1%	\$64,337	20.1%
Pennsylvania	\$49,537	\$70,402	42.1%	\$82,116	16.6%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, the median household income for the PSA (Fayette County) in 2022 is \$53,579, which represents an increase of 58.1% over the median household income in 2010. The estimated median household income in the PSA in 2022 is approximately 23.9% lower than the median income for the state (\$70,402). Among the individual submarkets, the median household incomes are highest within the East (\$60,366) and North (\$58,501) submarkets, while the median household incomes in the South (\$49,555) and West (\$48,071) submarkets are substantially lower. Between 2022 and 2027, it is projected that the median household income in the PSA will increase by 20.1%, at which time the median household income in the PSA will be \$64,337. Projected increases within the submarkets range between 16.6% (North Submarket) and 24.2% (West Submarket). Although these increases are equal to, or greater than, the 16.6% projected increase in median household income for the state during this time period, the overall median household income for the PSA and each submarket is expected to remain well below that of the state through 2027.

The distribution of *renter* households by income is illustrated in the following table. Note that declines between 2022 and 2027 are in **red**, while increases are in **green**:

		Renter Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
East	2010	184 (16.9%)	334 (30.8%)	224 (20.6%)	115 (10.6%)	83 (7.6%)	48 (4.5%)	85 (7.8%)	14 (1.2%)
	2022	133 (13.5%)	195 (19.7%)	133 (13.5%)	106 (10.8%)	89 (9.0%)	66 (6.7%)	176 (17.8%)	89 (9.0%)
	2027	101 (10.6%)	149 (15.6%)	104 (10.9%)	90 (9.5%)	86 (9.0%)	73 (7.7%)	204 (21.4%)	144 (15.2%)
	Change 2022-2027	-32 (-24.1%)	-46 (-23.6%)	-29 (-21.8%)	-16 (-15.1%)	-3 (-3.4%)	7 (10.6%)	28 (15.9%)	55 (61.8%)
North	2010	895 (17.6%)	1,605 (31.5%)	989 (19.4%)	494 (9.7%)	369 (7.2%)	233 (4.6%)	441 (8.7%)	70 (1.4%)
	2022	569 (12.9%)	869 (19.7%)	609 (13.8%)	492 (11.2%)	422 (9.6%)	284 (6.5%)	751 (17.1%)	409 (9.3%)
	2027	447 (10.7%)	654 (15.6%)	457 (10.9%)	419 (10.0%)	399 (9.5%)	322 (7.7%)	852 (20.3%)	645 (15.4%)
	Change 2022-2027	-122 (-21.4%)	-215 (-24.7%)	-152 (-25.0%)	-73 (-14.8%)	-23 (-5.5%)	38 (13.4%)	101 (13.4%)	236 (57.7%)
South	2010	1,330 (19.8%)	2,233 (33.3%)	1,268 (18.9%)	562 (8.4%)	387 (5.8%)	270 (4.0%)	532 (7.9%)	123 (1.8%)
	2022	841 (14.0%)	1,264 (21.1%)	905 (15.1%)	708 (11.8%)	593 (9.9%)	313 (5.2%)	862 (14.4%)	511 (8.5%)
	2027	655 (11.4%)	1,034 (18.1%)	814 (14.2%)	625 (10.9%)	517 (9.0%)	333 (5.8%)	965 (16.9%)	782 (13.7%)
	Change 2022-2027	-186 (-22.1%)	-230 (-18.2%)	-91 (-10.1%)	-83 (-11.7%)	-76 (-12.8%)	20 (6.4%)	103 (11.9%)	271 (53.0%)
West	2010	563 (19.6%)	902 (31.4%)	531 (18.5%)	272 (9.5%)	197 (6.9%)	127 (4.4%)	238 (8.3%)	39 (1.3%)
	2022	477 (17.3%)	616 (22.3%)	401 (14.5%)	310 (11.2%)	237 (8.6%)	134 (4.9%)	367 (13.3%)	217 (7.9%)
	2027	390 (14.9%)	518 (19.8%)	348 (13.3%)	268 (10.2%)	205 (7.8%)	143 (5.5%)	402 (15.3%)	344 (13.2%)
	Change 2022-2027	-87 (-18.2%)	-98 (-15.9%)	-53 (-13.2%)	-42 (-13.5%)	-32 (-13.5%)	9 (6.7%)	35 (9.5%)	127 (58.5%)
Fayette County	2010	2,971 (18.9%)	5,074 (32.2%)	3,012 (19.1%)	1,443 (9.2%)	1,037 (6.6%)	679 (4.3%)	1,295 (8.2%)	245 (1.6%)
	2022	2,020 (14.3%)	2,944 (20.8%)	2,048 (14.5%)	1,617 (11.4%)	1,341 (9.5%)	798 (5.6%)	2,157 (15.2%)	1,227 (8.7%)
	2027	1,593 (11.8%)	2,355 (17.5%)	1,723 (12.8%)	1,403 (10.4%)	1,206 (8.9%)	871 (6.5%)	2,423 (18.0%)	1,915 (14.2%)
	Change 2022-2027	-427 (-21.1%)	-589 (-20.0%)	-325 (-15.9%)	-214 (-13.2%)	-135 (-10.1%)	73 (9.1%)	266 (12.3%)	688 (56.1%)
Pennsylvania	2010	231,169 (15.1%)	320,775 (21.0%)	246,347 (16.1%)	187,112 (12.3%)	151,830 (9.9%)	100,847 (6.6%)	213,620 (14.0%)	75,480 (4.9%)
	2022	166,592 (10.1%)	227,393 (13.8%)	199,360 (12.1%)	183,085 (11.1%)	161,624 (9.8%)	126,013 (7.7%)	348,015 (21.2%)	230,564 (14.0%)
	2027	132,126 (8.2%)	179,811 (11.1%)	167,660 (10.4%)	163,693 (10.1%)	147,820 (9.1%)	124,763 (7.7%)	389,065 (24.0%)	313,547 (19.4%)
	Change 2022-2027	-34,466 (-20.7%)	-47,582 (-20.9%)	-31,700 (-15.9%)	-19,392 (-10.6%)	-13,804 (-8.5%)	-1,250 (-1.0%)	41,050 (11.8%)	82,983 (36.0%)

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, over three-fifths (61.0%) of *renter* households within the PSA (Fayette County) earn less than \$40,000 annually. This is a significantly higher share of such households when compared to the state (47.1%). Approximately 15.1% of renter households in the PSA earn between \$40,000 and \$59,999 annually, while the remaining 23.9% of renter households earn \$60,000 or more annually. This represents a notably smaller share of higher income renter households (earning \$60,000 or more annually) than the share within the state (35.2%). Within the submarkets of the PSA, the share of renter households earning less than \$40,000 annually is highest within the West Submarket (65.3%). Conversely, the shares of renter households earning \$60,000 or more are highest within the East (26.8%) and North (26.4%) submarkets. The share of middle-income renter households (earning between \$40,000 and \$60,000) in each submarket ranges between 13.5% (West Submarket) and 16.1% (North Submarket). The overall distribution of renter households by income within the PSA is much more concentrated among the lower income cohorts as compared to the state, although a moderate degree of variation exists within individual submarkets.

Between 2022 and 2027, all renter household income cohorts earning less than \$50,000 in the PSA are projected to decrease, while all income cohorts earning more than \$50,000 are projected to increase. The largest increase (56.1%) of renter households by income in the PSA over the next five years is projected among those earning \$100,000 or more, although noteworthy increases are also projected for renter households earning between \$50,000 and \$59,999 (9.1%) and between \$60,000 and \$99,999 (12.3%). The projected changes of renter households by income within each submarket are similar, with household growth occurring among the higher income cohorts. The projections for the PSA differ from statewide projections in that renter household growth at the state level is confined to households earning \$60,000 or more. While the increase among higher earning renter households in the PSA and each submarket over the next five years likely indicates an increase in demand for premium rental product, it is critical to understand that over half (52.5%) of renter households in the PSA will continue to earn less than \$40,000 annually. As such, the need for affordable rental alternatives will persist within Fayette County.

The following table shows the distribution of *owner* households by income. Note that declines between 2022 and 2027 are in **red**, while increases are in **green**:

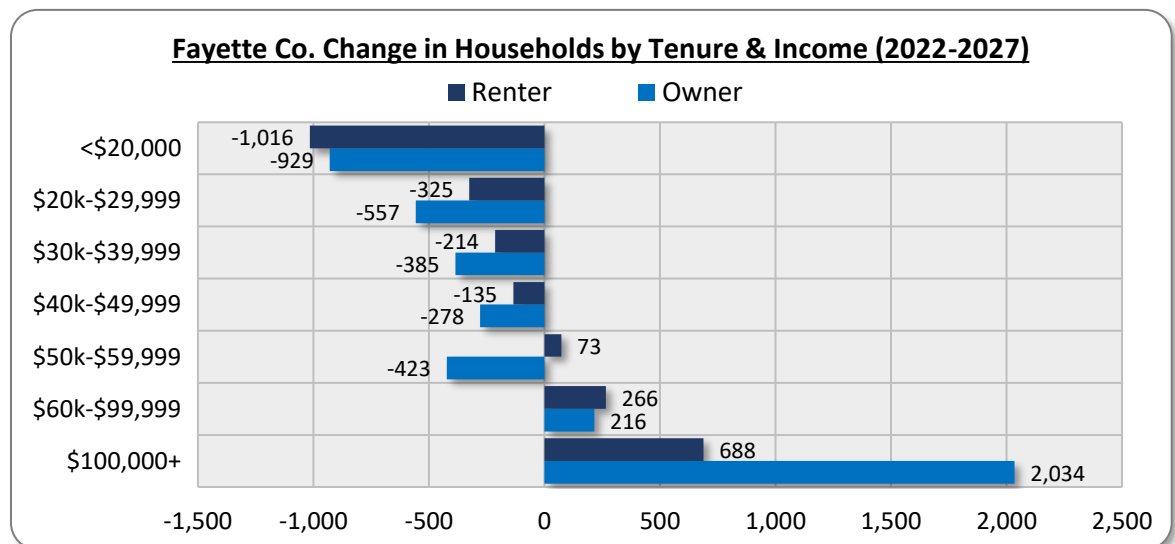
		Owner Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
East	2010	235 (5.9%)	542 (13.6%)	630 (15.8%)	526 (13.2%)	443 (11.1%)	413 (10.4%)	837 (21.1%)	351 (8.8%)
	2022	135 (3.7%)	257 (7.1%)	305 (8.4%)	324 (8.9%)	291 (8.0%)	266 (7.3%)	1,041 (28.6%)	1,020 (28.0%)
	2027	104 (2.9%)	194 (5.3%)	240 (6.6%)	285 (7.8%)	281 (7.7%)	223 (6.1%)	1,117 (30.7%)	1,196 (32.8%)
	Change 2022-2027	-31 (-23.0%)	-63 (-24.5%)	-65 (-21.3%)	-39 (-12.0%)	-10 (-3.4%)	-43 (-16.2%)	76 (7.3%)	176 (17.3%)
North	2010	917 (6.3%)	2,062 (14.1%)	2,176 (14.9%)	1,744 (11.9%)	1,520 (10.4%)	1,506 (10.3%)	3,393 (23.2%)	1,279 (8.8%)
	2022	511 (3.6%)	1,016 (7.1%)	1,233 (8.6%)	1,322 (9.2%)	1,213 (8.5%)	1,007 (7.0%)	3,907 (27.3%)	4,093 (28.6%)
	2027	409 (2.9%)	759 (5.4%)	935 (6.6%)	1,163 (8.2%)	1,156 (8.2%)	866 (6.1%)	3,880 (27.5%)	4,930 (35.0%)
	Change 2022-2027	-102 (-20.0%)	-257 (-25.3%)	-298 (-24.2%)	-159 (-12.0%)	-57 (-4.7%)	-141 (-14.0%)	-27 (-0.7%)	837 (20.4%)
South	2010	1,016 (7.3%)	2,141 (15.4%)	2,079 (14.9%)	1,479 (10.6%)	1,187 (8.5%)	1,302 (9.3%)	3,078 (22.1%)	1,666 (11.9%)
	2022	574 (4.1%)	1,124 (7.9%)	1,399 (9.9%)	1,458 (10.3%)	1,304 (9.2%)	851 (6.0%)	3,512 (24.8%)	3,952 (27.9%)
	2027	463 (3.3%)	930 (6.6%)	1,293 (9.2%)	1,349 (9.6%)	1,166 (8.3%)	694 (4.9%)	3,677 (26.1%)	4,513 (32.0%)
	Change 2022-2027	-111 (-19.3%)	-194 (-17.3%)	-106 (-7.6%)	-109 (-7.5%)	-138 (-10.6%)	-157 (-18.4%)	165 (4.7%)	561 (14.2%)
West	2010	553 (7.1%)	1,112 (14.4%)	1,117 (14.4%)	921 (11.9%)	777 (10.0%)	784 (10.1%)	1,749 (22.6%)	735 (9.5%)
	2022	385 (5.3%)	645 (8.9%)	728 (10.1%)	746 (10.3%)	608 (8.4%)	427 (5.9%)	1,735 (24.0%)	1,947 (27.0%)
	2027	320 (4.5%)	539 (7.5%)	640 (8.9%)	668 (9.3%)	534 (7.4%)	344 (4.8%)	1,736 (24.2%)	2,406 (33.5%)
	Change 2022-2027	-65 (-16.9%)	-106 (-16.4%)	-88 (-12.1%)	-78 (-10.5%)	-74 (-12.2%)	-83 (-19.4%)	1 (0.1%)	459 (23.6%)
Fayette County	2010	2,722 (6.8%)	5,857 (14.5%)	6,002 (14.9%)	4,670 (11.6%)	3,926 (9.7%)	4,004 (9.9%)	9,058 (22.5%)	4,032 (10.0%)
	2022	1,605 (4.1%)	3,042 (7.7%)	3,665 (9.3%)	3,849 (9.8%)	3,416 (8.7%)	2,550 (6.5%)	10,194 (25.9%)	11,011 (28.0%)
	2027	1,296 (3.3%)	2,422 (6.2%)	3,108 (8.0%)	3,464 (8.9%)	3,138 (8.0%)	2,127 (5.5%)	10,410 (26.7%)	13,045 (33.4%)
	Change 2022-2027	-309 (-19.3%)	-620 (-20.4%)	-557 (-15.2%)	-385 (-10.0%)	-278 (-8.1%)	-423 (-16.6%)	216 (2.1%)	2,034 (18.5%)
Pennsylvania	2010	141,603 (4.1%)	269,419 (7.7%)	327,881 (9.4%)	335,917 (9.6%)	319,191 (9.1%)	330,816 (9.5%)	908,226 (26.0%)	858,669 (24.6%)
	2022	93,336 (2.6%)	163,936 (4.6%)	207,186 (5.8%)	238,255 (6.6%)	235,083 (6.5%)	258,314 (7.2%)	881,572 (24.6%)	1,512,425 (42.1%)
	2027	76,600 (2.1%)	130,673 (3.6%)	170,006 (4.7%)	201,649 (5.6%)	199,872 (5.5%)	226,800 (6.3%)	841,463 (23.2%)	1,778,810 (49.1%)
	Change 2022-2027	-16,736 (-17.9%)	-33,263 (-20.3%)	-37,180 (-17.9%)	-36,606 (-15.4%)	-35,211 (-15.0%)	-31,514 (-12.2%)	-40,109 (-4.5%)	266,385 (17.6%)

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, over one-half (53.9%) of *owner* households in the PSA (Fayette County) earn \$60,000 or more annually, which represents a much smaller share as compared to the state (66.7%). Nearly one-third (30.9%) of owner households in the PSA earn less than \$40,000, while the remaining 15.2% earn between \$40,000 and \$59,999. As such, the overall distribution of owner households by income in the PSA is much more heavily weighted toward the lower-income cohorts compared to that within the state. Within the individual submarkets of the PSA, the respective shares of owner households earning \$60,000 or more annually are highest within the East (56.6%) and North (55.9%) submarkets. Conversely, the West and South submarkets have the largest shares (34.6% and 32.2%, respectively) of owner households earning less than \$40,000. The individual shares of owner households earning between \$40,000 and \$59,999 in each submarket range between 14.3% (West Submarket) and 15.5% (North Submarket).

Between 2022 and 2027, projected growth among owner households in the PSA is isolated to those earning \$60,000 or more annually, with households earning \$100,000 or more increasing by 18.5% in the PSA. All owner income cohorts earning less than \$60,000 are projected to decline in the PSA during this time, with the most notable decreases (between 19.3% and 20.4%) projected to occur in each cohort earning less than \$20,000 annually. Although the projections for owner households by income within the PSA are generally consistent with statewide projections over the next five years, some slight variation exists within individual submarkets. With the overall number of owner households in the PSA projected to decrease by 0.8% between 2022 and 2027 and a notable shift in the distribution of owner households by income toward the higher earning cohorts, these projected changes should be considered when evaluating the for-sale housing market in Fayette County.

The following graph illustrates household income growth by tenure between 2022 and 2027.

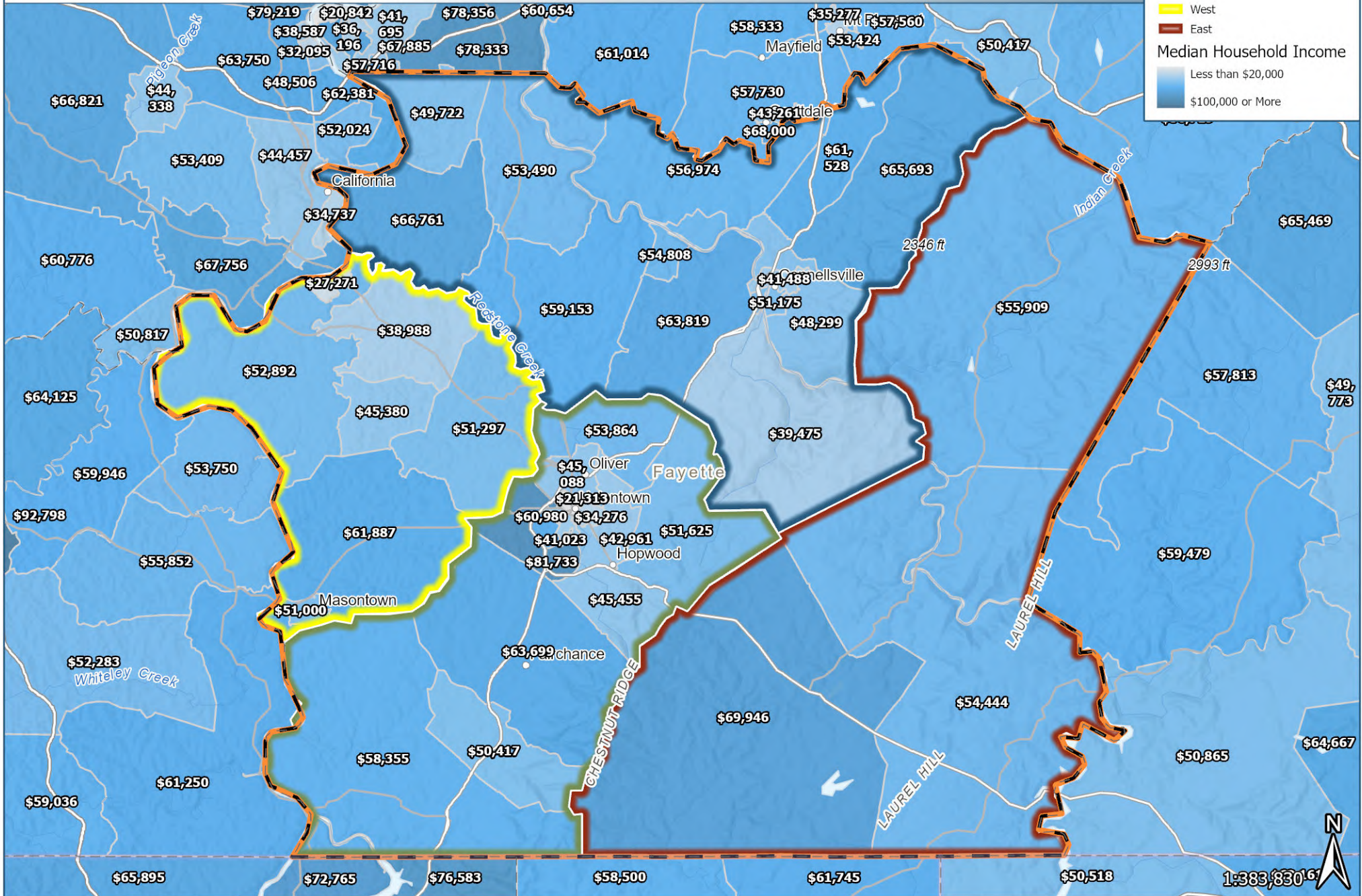


D. DEMOGRAPHIC THEME MAPS

The following demographic theme maps for the study area are presented after this page:

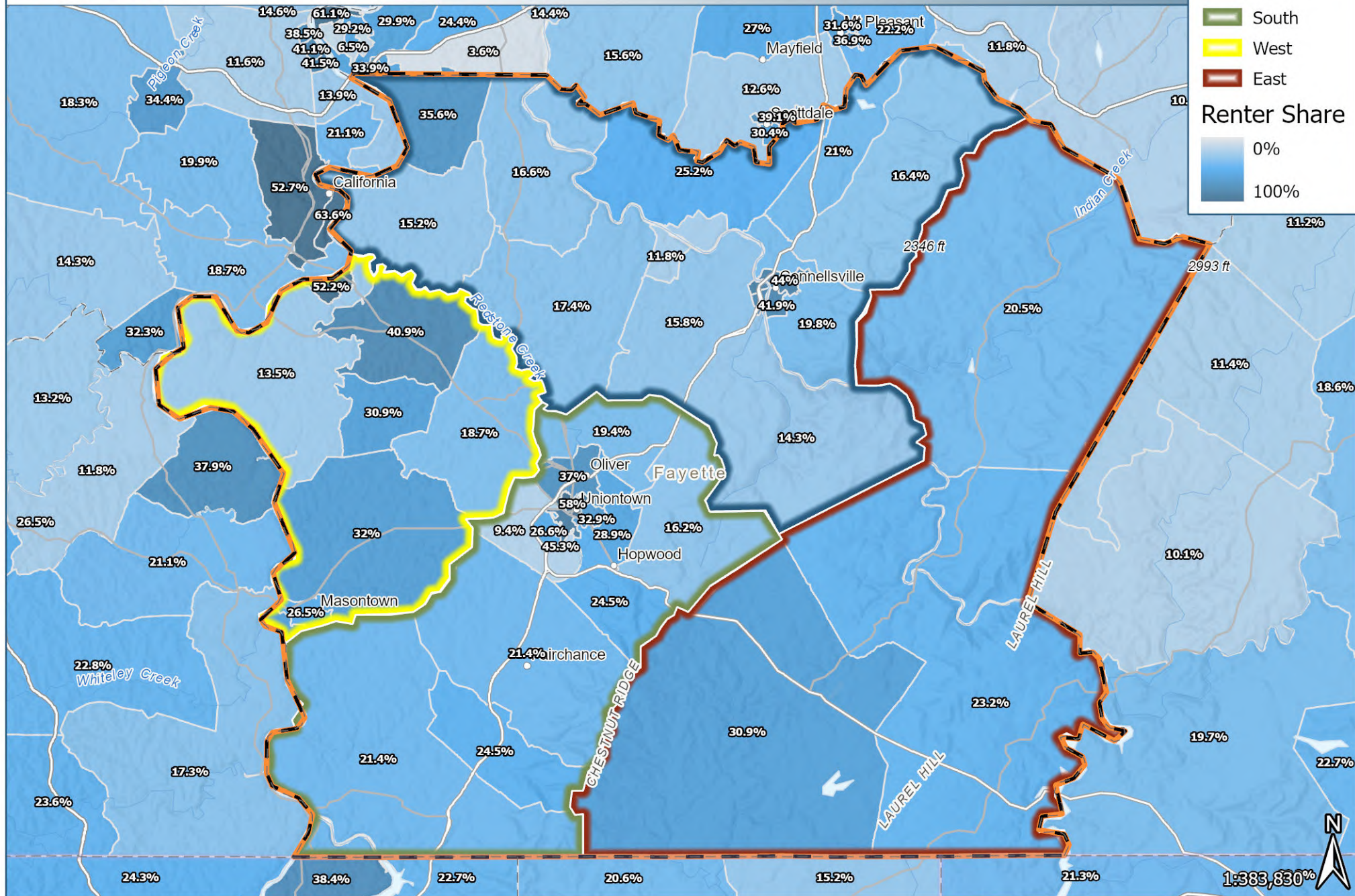
- Median Household Income
- Renter Household Share
- Owner Household Share
- Older Adult Population Share (55 + years)
- Younger Adult Population Share (20 to 34 years)
- Population Density

The demographic data used in these maps is based on U.S. Census, American Community Survey (ACS) and ESRI data sets.



-  PSA
-  North
-  South
-  West
-  East

Renter Share



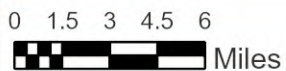
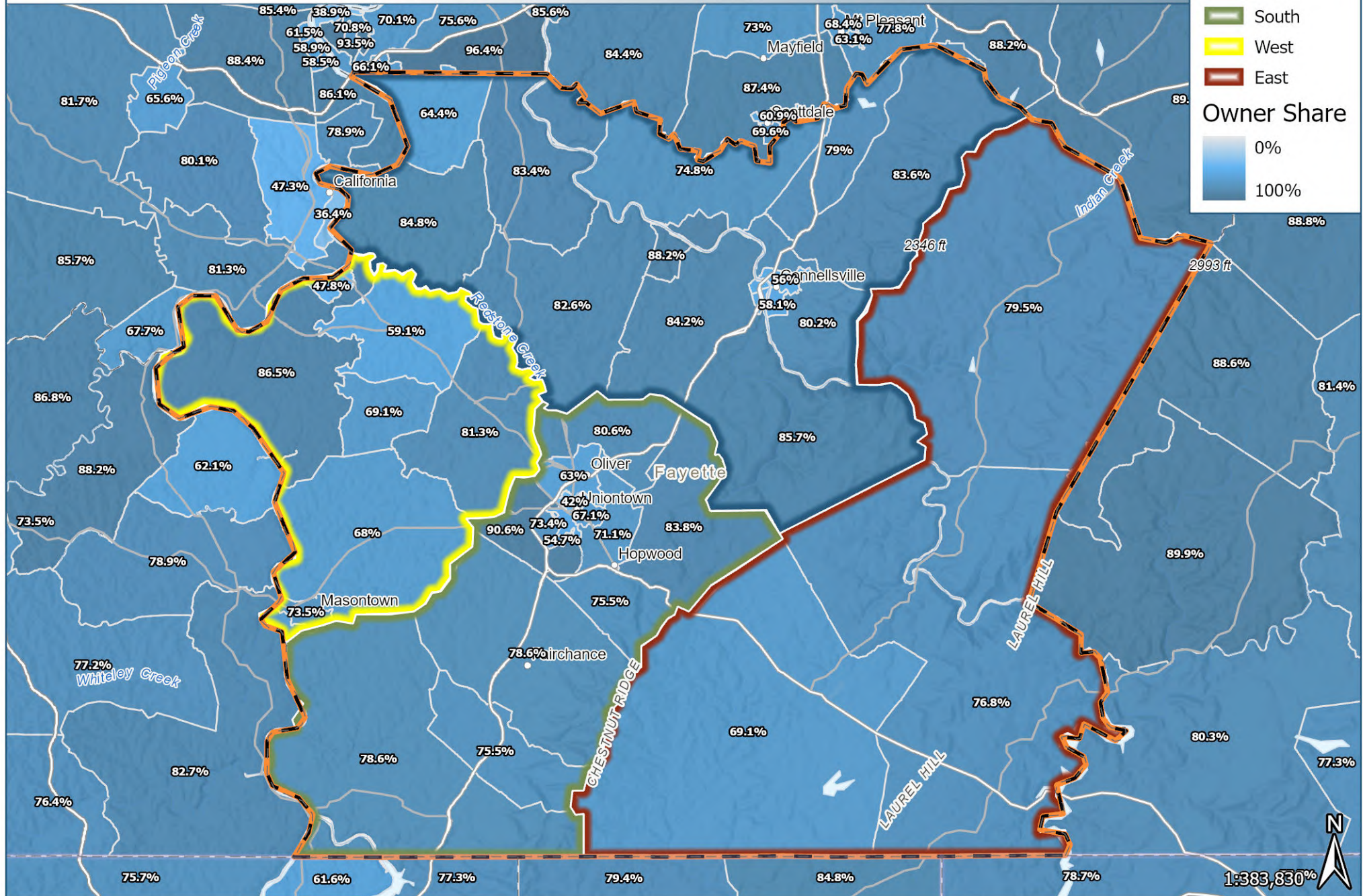
0 1.5 3 4.5 6
Miles

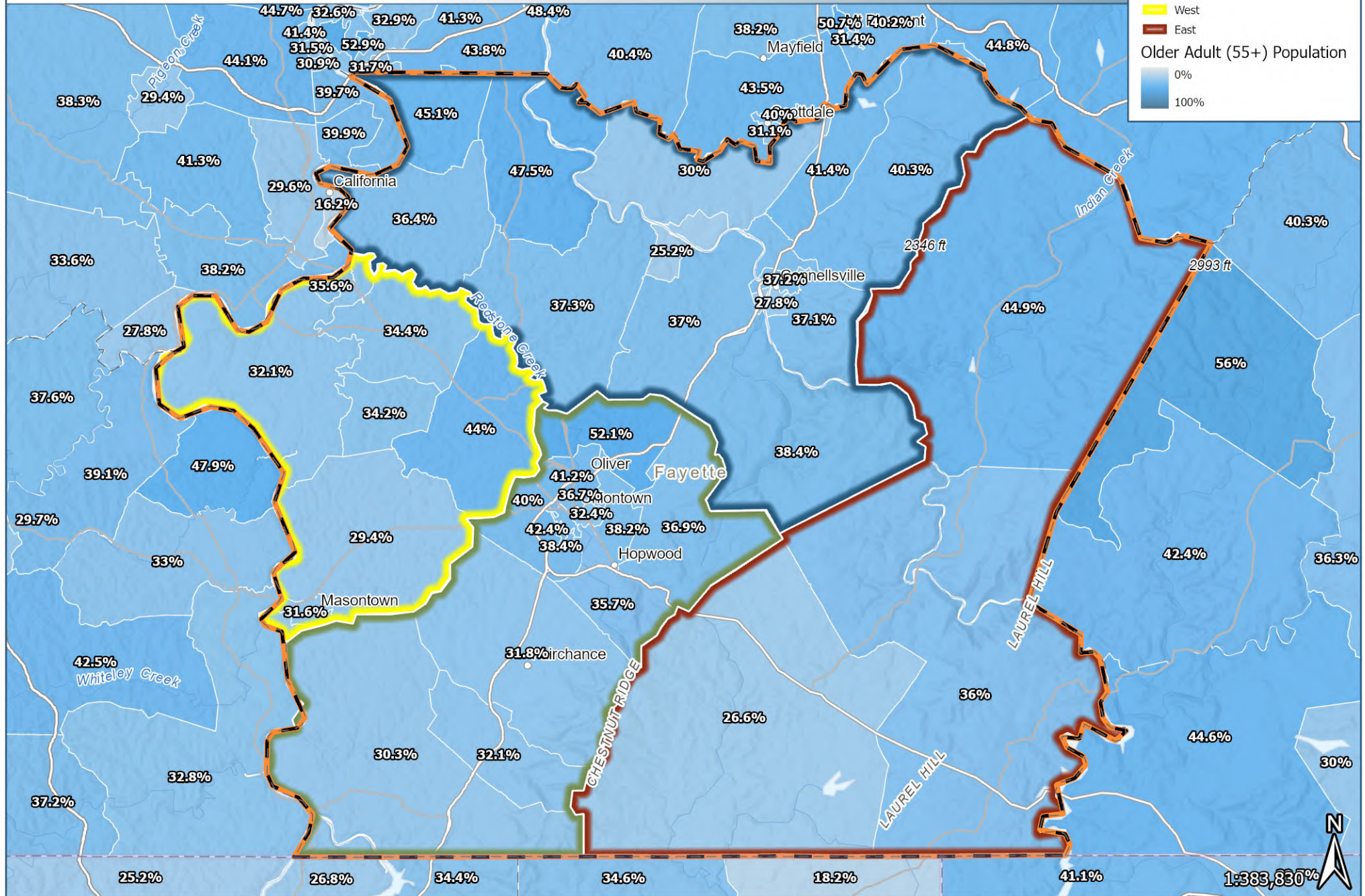
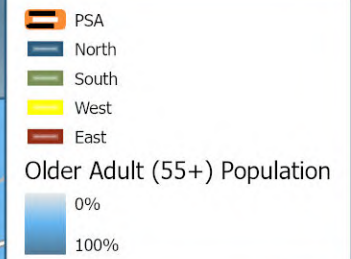
data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, CGIAR, USGS
Additional Source(s): Bowen National Research

1:383,830

-  PSA
-  North
-  South
-  West
-  East

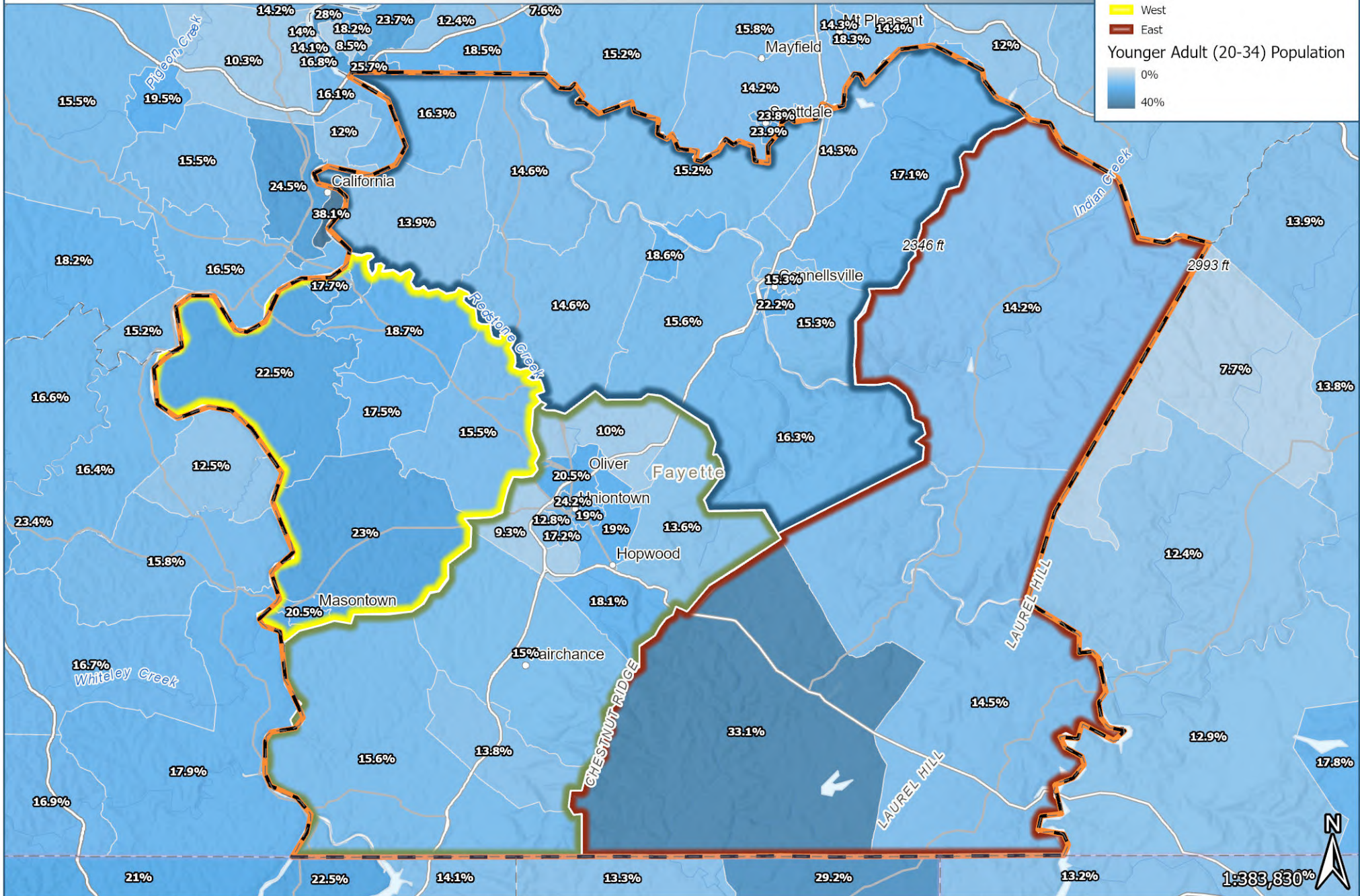
Owner Share



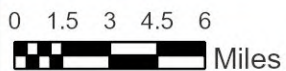
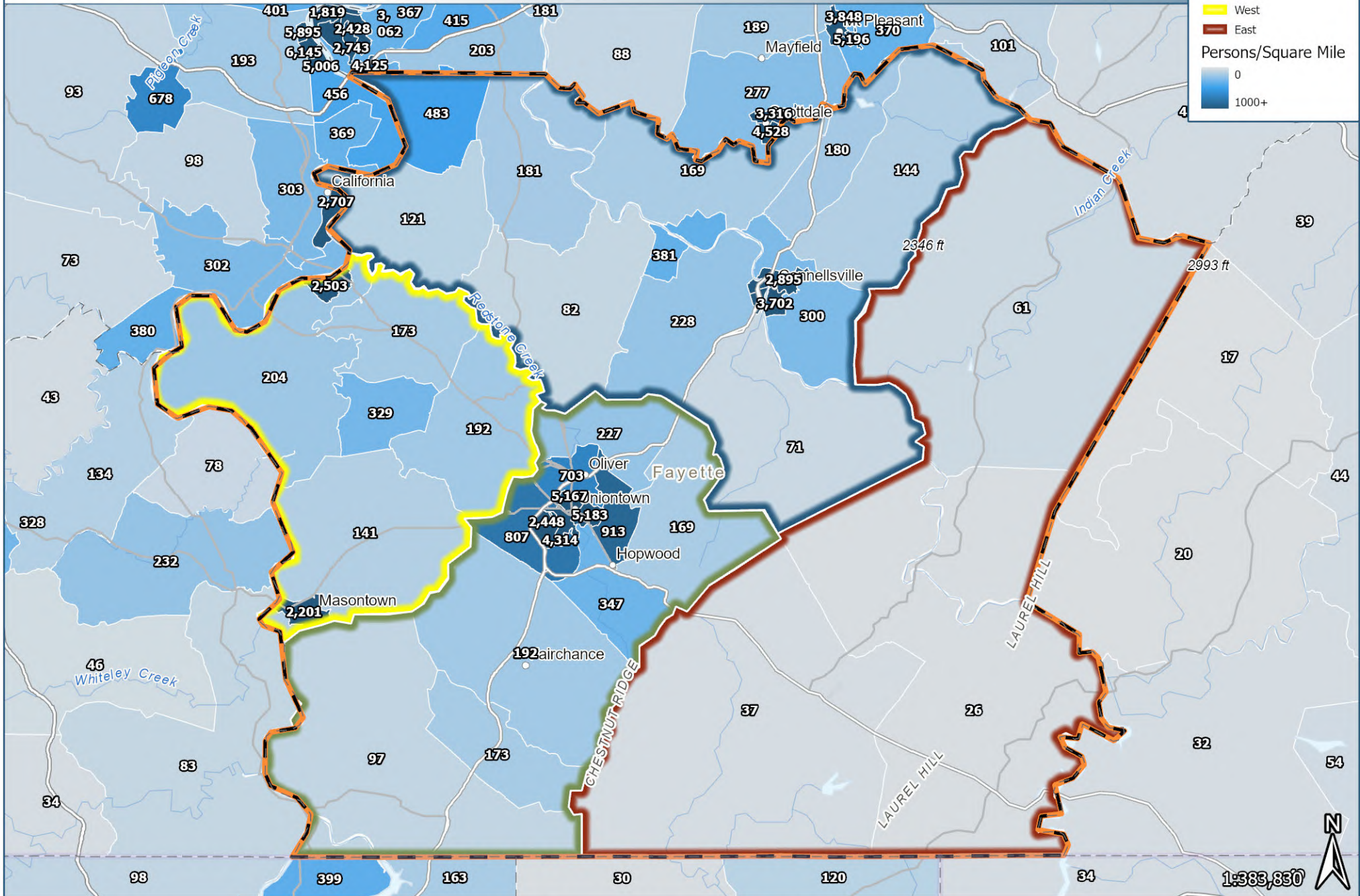




Fayette County, PA



data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research



V. ECONOMIC ANALYSIS

A. INTRODUCTION

The need for housing within a given geographic area is influenced by the number of households choosing to live there. Although the number of households in the subject area at any given time is a function of many factors, one of the primary reasons for residency is job availability. In this section, the workforce and employment trends that affect the PSA (Fayette County) and the PSA submarkets are examined and compared to the state of Pennsylvania and the United States.

An overview of the Fayette County workforce is provided through several overall metrics: employment by industry, wages by occupation, total employment, unemployment rates and in-place employment trends. We also evaluated the area's largest employers, economic and infrastructure developments, and the potential for significant closures or layoffs in the area (WARN notices). In addition, commuting patterns for the PSA, which include commuting modes, times, and county-to-county commuter flows are analyzed.

B. WORKFORCE ANALYSIS

The PSA has an employment base comprised of individuals within a broad range of employment sectors. The primary industries of significance within the PSA include accommodation and food services, health care and social assistance, retail trade, public administration, and educational services. Each industry within the PSA requires employees of varying skills and education levels. There is a broad range of typical wages within the PSA based on occupation. The following evaluates key economic metrics within Fayette County. It should be noted that based on the availability of various economic data metrics, some information is presented only for select geographic areas, which may include the PSA (Fayette County), the four PSA submarkets, the Pittsburgh Metropolitan Statistical Area (MSA), and/or the state of Pennsylvania, depending upon the availability of such data.

Employment by Industry

The following tables illustrate the distribution of employment by industry sector for the various study areas (note that the top five industry groups by employment for each area are illustrated in **red** text).

NAICS Group	Employment by Industry					
	East		North		South	
	Employees	Percent	Employees	Percent	Employees	Percent
Agriculture, Forestry, Fishing & Hunting	12	0.2%	37	0.3%	155	0.7%
Mining	32	0.6%	18	0.2%	166	0.7%
Utilities	15	0.3%	15	0.1%	28	0.1%
Construction	133	2.4%	603	5.1%	776	3.3%
Manufacturing	298	5.5%	863	7.3%	651	2.8%
Wholesale Trade	29	0.5%	431	3.6%	1,064	4.5%
Retail Trade	231	4.3%	2,005	17.0%	3,493	14.9%
Transportation & Warehousing	120	2.2%	1,060	9.0%	404	1.7%
Information	70	1.3%	71	0.6%	205	0.9%
Finance & Insurance	46	0.8%	223	1.9%	896	3.8%
Real Estate & Rental & Leasing	32	0.6%	176	1.5%	251	1.1%
Professional, Scientific & Technical Services	76	1.4%	400	3.4%	821	3.5%
Management of Companies & Enterprises	0	0.0%	0	0.0%	9	0.0%
Administrative, Support, Waste Management & Remediation Services	226	4.2%	176	1.5%	231	1.0%
Educational Services	223	4.1%	1,344	11.4%	1,581	6.7%
Health Care & Social Assistance	186	3.4%	1,324	11.2%	4,858	20.7%
Arts, Entertainment & Recreation	644	11.9%	188	1.6%	222	0.9%
Accommodation & Food Services	2,570	47.3%	1,393	11.8%	2,895	12.3%
Other Services (Except Public Administration)	354	6.5%	790	6.7%	1,749	7.4%
Public Administration	128	2.4%	661	5.6%	2,800	11.9%
Non-classifiable	5	0.1%	39	0.3%	251	1.1%
Total	5,430	100.0%	11,817	100.0%	23,506	100.0%

NAICS Group	Employment by Industry					
	West		Fayette County		Pennsylvania	
	Employees	Percent	Employees	Percent	Employees	Percent
Agriculture, Forestry, Fishing & Hunting	60	1.0%	264	0.6%	20,936	0.3%
Mining	64	1.1%	280	0.6%	13,275	0.2%
Utilities	26	0.4%	84	0.2%	18,133	0.3%
Construction	347	5.8%	1,860	4.0%	287,125	4.6%
Manufacturing	323	5.4%	2,134	4.6%	544,064	8.7%
Wholesale Trade	115	1.9%	1,640	3.5%	244,596	3.9%
Retail Trade	939	15.6%	6,669	14.3%	759,856	12.1%
Transportation & Warehousing	245	4.1%	1,830	3.9%	165,816	2.6%
Information	20	0.3%	366	0.8%	154,998	2.5%
Finance & Insurance	99	1.6%	1,264	2.7%	252,270	4.0%
Real Estate & Rental & Leasing	26	0.4%	485	1.0%	150,143	2.4%
Professional, Scientific & Technical Services	277	4.6%	1,574	3.4%	445,395	7.1%
Management of Companies & Enterprises	0	0.0%	9	0.0%	18,649	0.3%
Administrative, Support, Waste Management & Remediation Services	83	1.4%	716	1.5%	143,366	2.3%
Educational Services	744	12.4%	3,893	8.3%	491,297	7.8%
Health Care & Social Assistance	552	9.2%	6,920	14.8%	1,161,810	18.5%
Arts, Entertainment & Recreation	44	0.7%	1,098	2.3%	130,224	2.1%
Accommodation & Food Services	803	13.3%	7,662	16.4%	493,811	7.9%
Other Services (Except Public Administration)	375	6.2%	3,268	7.0%	402,659	6.4%
Public Administration	865	14.4%	4,454	9.5%	339,038	5.4%
Non-classifiable	13	0.2%	308	0.7%	38,863	0.6%
Total	6,020	100.0%	46,778	100.0%	6,276,324	100.0%

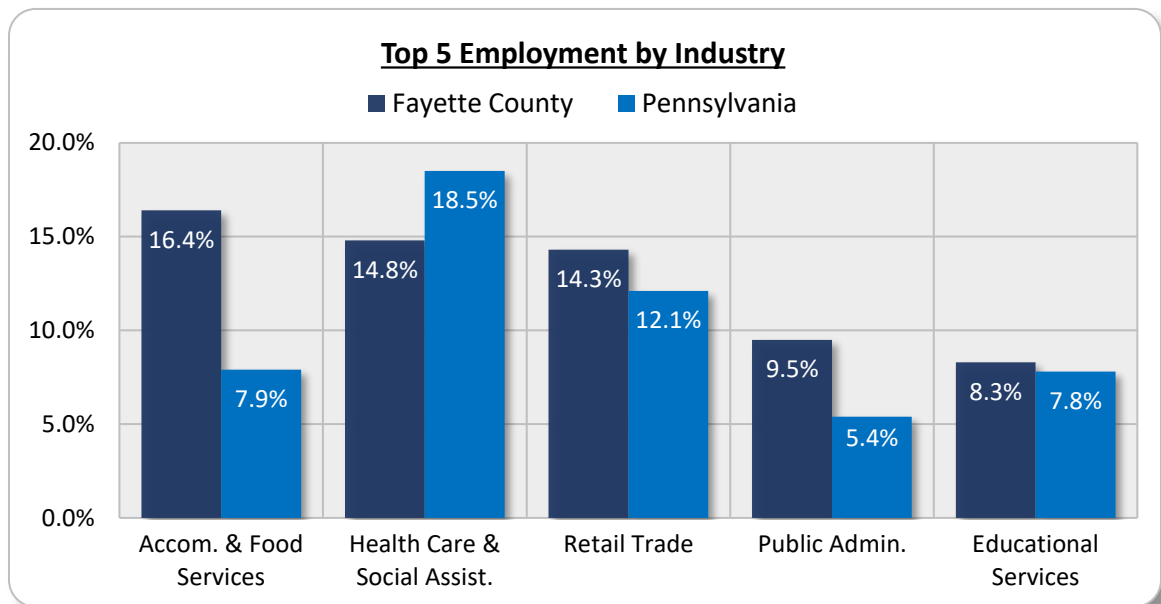
Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within each market. These employees, however, are included in our labor force calculations because their places of employment are located within each market.

The labor force within the PSA (Fayette County) is based primarily in five sectors: Accommodation & Food Services (16.4%), Health Care & Social Assistance (14.8%), Retail Trade (14.3%), Public Administration (9.5%), and Educational Services (8.3%). Combined, these five job sectors represent nearly two-thirds (63.3%) of the PSA employment base. This represents a greater concentration of employment within the top five sectors compared to the top five sectors in the state (55.0%). Areas with a heavy concentration of employment within a limited number of industries can be more vulnerable to economic downturns with greater fluctuations in unemployment rates and total employment. With a slightly greater concentration of employment and two of the top sectors in the PSA (accommodation and food services and retail trade) being typically more vulnerable to downturns, the economy within Fayette County is likely less insulated from economic fluctuations as compared to the state, overall. It is also important to note that many occupations within the top industries of the PSA typically have lower average wages which can contribute to demand for affordable housing options.

Among the individual submarkets in the PSA, there is a significant degree of variation among the top employment sector in each respective area. Within the North and West submarkets, Retail Trade comprises the largest share (17.0% and 15.6%, respectively) of employment in each area. Health Care & Social Assistance (20.7%) is the top sector in the South Submarket, while Accommodation & Food Services (47.3%) accounts for the largest share of employment in the East Submarket and represents a remarkably high share of the total employment within the East Submarket. Although many of the top five largest sectors of employment in the PSA are also among the top sectors in each submarket, some notable exceptions include: Arts, Entertainment & Recreation (11.9%) and Manufacturing (5.5%) in the East Submarket, and Transportation & Warehousing (9.0%) in the North Submarket. Among the four submarkets, the South (50.3%) and North (25.3%) submarkets account for the largest individual shares of total employment in the PSA. It is worth noting that much of the concentration of jobs in the South Submarket is influenced by employers in the Uniontown area, which is the county seat of Fayette County.

The following graph illustrates the distribution of employment by job sector for the five largest employment sectors in the PSA (Fayette County) and the state of Pennsylvania:



Employment Characteristics and Trends

Fayette County is in the Pittsburgh Metropolitan Statistical Area (MSA). Typical wages by job category for the Pittsburgh Metropolitan Statistical Area are compared with those of Pennsylvania in the following table:

Typical Wage by Occupation Type		
Occupation Type	Pittsburgh MSA	Pennsylvania
Management Occupations	\$123,240	\$126,450
Business and Financial Occupations	\$79,240	\$80,280
Computer and Mathematical Occupations	\$91,210	\$94,730
Architecture and Engineering Occupations	\$92,290	\$89,330
Community and Social Service Occupations	\$51,310	\$51,980
Art, Design, Entertainment and Sports Medicine Occupations	\$59,760	\$59,420
Healthcare Practitioners and Technical Occupations	\$83,730	\$89,820
Healthcare Support Occupations	\$33,170	\$33,120
Protective Service Occupations	\$51,010	\$52,870
Food Preparation and Serving Related Occupations	\$28,780	\$29,460
Building and Grounds Cleaning and Maintenance Occupations	\$34,420	\$34,860
Personal Care and Service Occupations	\$32,670	\$33,020
Sales and Related Occupations	\$45,780	\$47,010
Office and Administrative Support Occupations	\$44,110	\$44,850
Construction and Extraction Occupations	\$60,600	\$59,770
Installation, Maintenance and Repair Occupations	\$54,740	\$55,080
Production Occupations	\$46,840	\$45,620
Transportation and Moving Occupations	\$41,710	\$42,490

Source: U.S. Department of Labor, Bureau of Statistics

Most annual blue-collar salaries range from \$28,780 to \$60,600 within the Pittsburgh MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$93,942. Average wages within the area are typically 1.5% lower than the overall average state wages. White-collar professions in the study area typically earn 2.3% less than those within Pennsylvania, while blue-collar wages are typically 0.8% less than the average state wages. Within the MSA, wages by occupation vary widely and are reflective of a diverse job base that covers a wide range of industry sectors and job skills, as well as diverse levels of education and experience. Because employment is distributed among a variety of professions with diverse income levels, there are likely a variety of housing needs by affordability level. As a significant share of the labor force within Fayette County is contained within accommodation and food services, healthcare, and retail trade, many workers in the area have typical wages ranging between approximately \$30,000 and \$40,000 annually, likely contributing to the need for lower priced housing product in the county. It is important to point out that the wages cited above are by single wage-earning households. Multiple wage-earning households often have a greater capacity to spend earnings toward housing than single wage earners. Households by income data is included starting on page IV-24.

In an effort to better understand how area wages by occupation affect housing affordability, wages for the top 30 occupations by share of total employment within the Pittsburgh Metropolitan Statistical Area (MSA) were analyzed. While this data does not include every possible occupation and wage within each sector, and is not specific to Fayette County, the occupations included in this table represent over two-fifths (42.7%) of the total employment in the MSA in 2022 and provide a general overview of housing affordability for some of the most common occupations in the region. Based on the annual wages at the lower quartile (bottom 25%) and median levels, the maximum affordable monthly rent and home price (at 30% of income) for each occupation was calculated. It is important to note that calculations based on the median annual wage mean that half of the individuals employed in this occupation earn less than the stated amount. It is equally important to understand that the supplied data is based on *individual* income. As such, affordability levels will proportionally increase for households with multiple income sources at a rate dependent on the additional income. Affordable rents and home prices for each occupation presented in this analysis that are **below** the two-bedroom Fair Market Rent (\$1,090) or the median list price (\$149,900) of the available for-sale inventory in the PSA (Fayette County) as of June 13, 2023, are shown in **red** text, indicating that certain lower-wage earning occupations cannot reasonably afford a typical housing unit in the market.

The following table illustrates the wages (lower quartile and median) and housing affordability levels for the top 30 occupations in the Pittsburgh Metropolitan Statistical Area (MSA).

Wages and Housing Affordability for Top 30 Occupations by Share of Labor Force Pittsburgh Metropolitan Statistical Area (MSA)								
Occupation Sector, Title & Wages*					Housing Affordability**			
Sector Group (Code)	Labor Force Share	Occupation Title	Annual Wages		Max. Monthly Rent		Max. Purchase Price	
			Lower Quartile	Median	Lower Quartile	Median	Lower Quartile	Median
Sales & Related Occupations (41)	2.5%	Retail Salespersons	\$23,080	\$28,790	\$577	\$720	\$76,933	\$95,967
	2.0%	Cashiers	\$22,260	\$23,870	\$557	\$597	\$74,200	\$79,567
	0.8%	Sales Reps, Wholesale/Mfg.	\$50,620	\$70,620	\$1,266	\$1,766	\$168,733	\$235,400
	0.8%	First-Line Supervisors, Retail	\$34,230	\$44,610	\$856	\$1,115	\$114,100	\$148,700
Food Preparation/ Serving (35)	2.6%	Fast Food and Counter Workers	\$20,750	\$23,090	\$519	\$577	\$69,167	\$76,967
	1.5%	Waiters/Waitresses	\$21,350	\$28,820	\$534	\$721	\$71,167	\$96,067
	1.0%	Cooks, Restaurant	\$27,390	\$29,590	\$685	\$740	\$91,300	\$98,633
	0.8%	First-Line Supervisors, Food Prep	\$31,630	\$35,140	\$791	\$879	\$105,433	\$117,133
Office and Administrative Support (43)	2.3%	Customer Services Reps.	\$33,010	\$36,990	\$825	\$925	\$110,033	\$123,300
	2.1%	Office Clerks, General	\$31,610	\$38,210	\$790	\$955	\$105,367	\$127,367
	1.4%	Secretaries/Administrative Assts.	\$33,490	\$39,020	\$837	\$976	\$111,633	\$130,067
	1.2%	First-Line Supervisors, Office	\$47,460	\$59,900	\$1,187	\$1,498	\$158,200	\$199,667
	1.0%	Bookkeeping/Accounting Clerks	\$36,110	\$42,760	\$903	\$1,069	\$120,367	\$142,533
Transportation Material Moving (53)	1.8%	Laborers/Stock/Material Movers	\$31,700	\$36,450	\$793	\$911	\$105,667	\$121,500
	1.6%	Stockers/Order Fillers	\$27,260	\$31,750	\$682	\$794	\$90,867	\$105,833
	1.4%	Heavy/Tractor-Trailer Drivers	\$45,850	\$50,790	\$1,146	\$1,270	\$152,833	\$169,300
	0.7%	Light Truck Drivers	\$28,740	\$38,580	\$719	\$965	\$95,800	\$128,600
Production Occupations (51)	0.7%	Misc. Assemblers/Fabricators	\$31,270	\$36,740	\$782	\$919	\$104,233	\$122,467
Education, Training, & Library (25)	0.9%	Elementary School Teachers	\$59,860	\$61,700	\$1,497	\$1,543	\$199,533	\$205,667
	0.7%	Secondary School Teachers	\$61,600	\$79,570	\$1,540	\$1,989	\$205,333	\$265,233
Healthcare (29, 31)	3.1%	Home Health/Personal Aides	\$24,500	\$28,070	\$613	\$702	\$81,667	\$93,567
	2.6%	Registered Nurses	\$64,020	\$76,520	\$1,601	\$1,913	\$213,400	\$255,067
	1.1%	Nursing Assistants	\$35,140	\$36,470	\$879	\$912	\$117,133	\$121,567
Management/ Business (11,13)	2.3%	General/Operations Managers	\$62,970	\$97,070	\$1,574	\$2,427	\$209,900	\$323,567
	1.0%	Accountants/Auditors	\$57,700	\$70,860	\$1,443	\$1,772	\$192,333	\$236,200
Computers/Math (15)	0.7%	Software Developers	\$81,490	\$104,350	\$2,037	\$2,609	\$271,633	\$347,833
Protective Services (33)	0.8%	Security Guards	\$27,320	\$30,320	\$683	\$758	\$91,067	\$101,067
Construction, Installation/ Maintenance/ Repair (47, 49)	0.9%	Maintenance/Repair Workers	\$36,120	\$45,380	\$903	\$1,135	\$120,400	\$151,267
	0.9%	Construction Laborers	\$38,690	\$48,580	\$967	\$1,215	\$128,967	\$161,933
Bldg./Grounds Maintenance (37)	1.5%	Janitors/Cleaners	\$27,670	\$31,620	\$692	\$791	\$92,233	\$105,400

Source: U.S. Bureau of Labor Statistics, May 2022 Occupational Employment and Wage Statistics (OEWS)

*Annual wages listed are at the lower 25th percentile (quartile) and median level for each occupation

**Housing Affordability is the maximum monthly rent or total for-sale home price a household can reasonably afford based on stated wages.

In order to reasonably afford a two-bedroom rental at the Fair Market Rent of \$1,090, an individual would need to earn at least \$43,600 per year. As such, the *lower quartile* of wage earners within 21 of the 30 occupations listed in the previous table do not have sufficient wages to afford a typical rental. Many of these occupations, particularly those within the food services industry and support positions within various sectors, earn significantly less than the amount required to afford a typical rental in the market. When wages for each occupation are increased to their respective *median* levels, 18 occupations still do not have the income necessary to afford a typical rental. While a share of these individuals likely lives in multiple-income households, this illustrates the reasonable conclusion that a significant portion of households with a single income earned in a variety of occupations in the PSA are likely housing cost burdened.

Housing affordability issues among the listed occupations are equally prevalent when home ownership is considered. In order to afford the purchase of a typical for-sale home in the PSA at the median list price of \$149,900, an individual would have to earn at least \$44,970 per year. Therefore, the lower quartile of wage earners within 21 of the 30 occupations listed in the previous table do not have sufficient wages to afford the typical for-sale home in the PSA. When wages for each occupation are increased to their respective median levels, 19 occupations still do not have the income necessary to purchase a typical home in Fayette County. As previously stated, it is likely that many of these individuals are part of multiple-income households. However, this illustrates that home ownership is not affordable for a significant share of single-income workers in the most common occupations in the PSA. It is also important to understand that the median list price of available for-sale homes increases significantly as the number of bedrooms increases and in select submarkets of the PSA. This can create additional affordability challenges for larger households or individuals seeking housing in particular areas of the PSA that are closer to their place of employment.

A full analysis of the area housing supply, which includes multifamily apartments, current and historical for-sale product, and non-conventional rentals (typically four units or less within a structure), is included in Section VI of this report. A lack of affordable workforce housing in a market can limit the ability of employers to retain and attract new employees, which can affect the performance of specific industries, the local economy, and household growth within an area.

Employment Base and Unemployment Rates

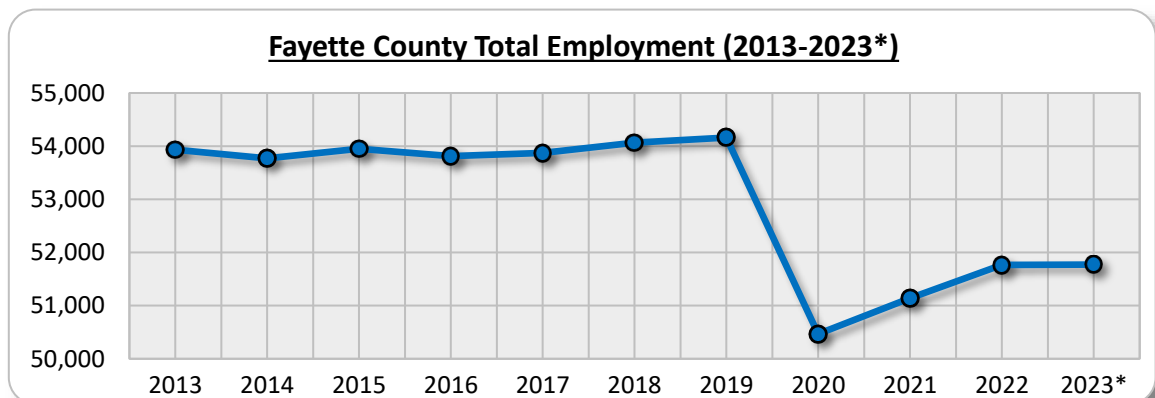
Total employment reflects the number of employed persons who live within an area regardless of where they work. The following illustrates the total employment base for Fayette County, the state of Pennsylvania, and the United States.

Year	Total Employment					
	Fayette County		Pennsylvania		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	53,934	-	5,962,130	-	144,904,568	-
2014	53,772	-0.3%	6,010,075	0.8%	147,293,817	1.6%
2015	53,952	0.3%	6,076,402	1.1%	149,540,791	1.5%
2016	53,815	-0.3%	6,114,644	0.6%	151,934,228	1.6%
2017	53,873	0.1%	6,161,913	0.8%	154,721,780	1.8%
2018	54,067	0.4%	6,222,004	1.0%	156,709,676	1.3%
2019	54,161	0.2%	6,287,804	1.1%	158,806,261	1.3%
2020	50,467	-6.8%	5,933,182	-5.6%	149,462,904	-5.9%
2021	51,139	1.3%	6,058,976	2.1%	154,624,092	3.5%
2022	51,763	1.2%	6,196,385	2.3%	159,884,649	3.4%
2023*	51,773	0.0%	6,232,113	0.6%	161,366,622	0.9%

Source: Department of Labor; Bureau of Labor Statistics

*Through May

From 2013 to 2019, total employment in the PSA (Fayette County) increased by 0.4%, or 227 employees, which represents a much smaller rate increase than the state (5.5%) and nation (9.6%) during this time period. In 2020, total employment in the PSA decreased by 6.8%, which reflects a rate of *reduction* above that for the state (5.6%) and nation (5.9%) during that year. This reduction in total employment during 2020 is largely attributed to the economic impacts related to the COVID-19 pandemic. Following the end of many of the restrictions associated with the pandemic, total employment in the PSA increased by 1.3% in 2021 and 1.2% in 2022, which are below the statewide increases (2.1% and 2.3%) for these two years, respectively. Through May 2023, total employment in the PSA remains at 95.6% of the 2019 level. This represents a recovery rate well below that of the state (99.1%) and the nation (101.6%).



*Through May

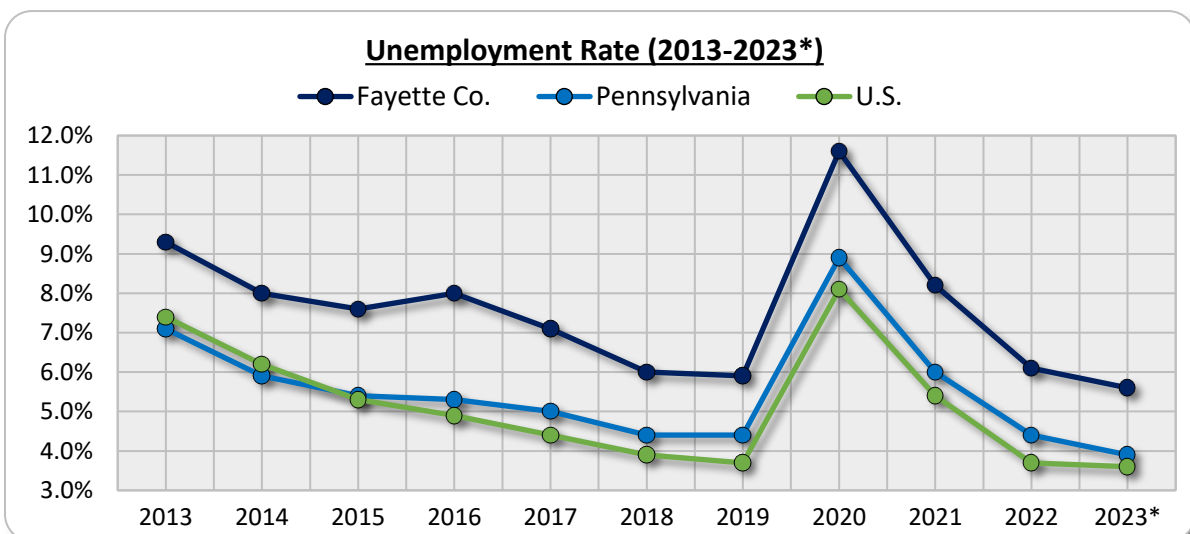
Unemployment rates for Fayette County, the state of Pennsylvania and the United States are illustrated as follows:

Year	Unemployment Rate		
	Fayette County	Pennsylvania	United States
2013	9.3%	7.1%	7.4%
2014	8.0%	5.9%	6.2%
2015	7.6%	5.4%	5.3%
2016	8.0%	5.3%	4.9%
2017	7.1%	5.0%	4.4%
2018	6.0%	4.4%	3.9%
2019	5.9%	4.4%	3.7%
2020	11.6%	8.9%	8.1%
2021	8.2%	6.0%	5.4%
2022	6.1%	4.4%	3.7%
2023*	5.6%	3.9%	3.6%

Source: Department of Labor, Bureau of Labor Statistics

*Through May

Between 2013 and 2019, unemployment rates in the county generally decreased year over year, from a high of 9.3% in 2013 to a low of 5.9% in 2019. It is noteworthy that the unemployment rates in the PSA were at least one-and-one-half (1.5) of a percentage point higher than the corresponding rates in the state each year between 2013 and 2019. In 2020, the unemployment rate increased to 11.6% in the PSA, largely due to the impacts of the pandemic, which represents a much higher rate than the state (8.9%) and nation (8.1%) at this time. The unemployment rate within the county has declined since and is currently averaging 5.6% through May 2023, which is lower than the pre-pandemic annual rate (5.9%) in 2019. This is a positive indicator for the local economy, however, other metrics such as total employment and in-place employment should also be considered when evaluating the overall health of the economy in Fayette County.



*Through May

We evaluated monthly unemployment rates in order to get a better sense of the initial impact the COVID-19 pandemic had on the local economy and the subsequent recovery. The following table illustrates the monthly unemployment rates from January 2020 to May 2023 for the PSA:

Fayette County - Monthly Unemployment Rate				
Month	2020	2021	2022	2023
January	7.7%	10.7%	7.4%	6.9%
February	7.3%	10.3%	7.1%	6.8%
March	8.4%	9.4%	6.3%	5.5%
April	19.4%	8.6%	5.4%	4.2%
May	16.0%	8.2%	5.4%	4.4%
June	13.9%	8.9%	6.4%	
July	13.9%	8.6%	6.7%	
August	11.7%	8.8%	7.2%	
September	10.9%	6.9%	5.1%	
October	9.3%	6.5%	5.1%	
November	9.6%	6.0%	5.4%	
December	10.9%	5.7%	5.8%	

Source: Department of Labor, Bureau of Labor Statistics

Prior to April 2020, which was the month when COVID-19 stay-at-home orders began to impact many non-essential businesses, the monthly unemployment rate in the PSA (Fayette County) ranged between 7.3% and 8.4% in early 2020. In April 2020, the rate increased sharply to 19.4%. While the monthly unemployment rate steadily declined in the PSA since this time, it remained historically high well into 2021. However, the monthly unemployment rates in April (4.2%) and May (4.4%) of 2023 are the lowest rates recorded for the PSA since January 2020 and is likely an indication of the area's improving economy.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Fayette County:

In-Place Employment Fayette County			
Year	Employment	Change	Percent Change
2012	40,176	-	-
2013	40,072	-104	-0.3%
2014	39,992	-80	-0.2%
2015	40,040	48	0.1%
2016	39,259	-781	-2.0%
2017	39,108	-151	-0.4%
2018	39,224	116	0.3%
2019	39,653	429	1.1%
2020	36,365	-3,288	-8.3%
2021	36,714	349	1.0%
2022	37,145	431	1.2%

Source: Department of Labor, Bureau of Labor Statistics

The preceding table illustrates in-place employment (people working within Fayette County) decreased by 1.3%, or 523 jobs, from 2012 to 2019. While a significant year over year decrease occurred in 2016 (2.0%, or 781 jobs), the largest decrease over the past decade occurred in 2020 (8.3%, or 3,288 jobs), which can be largely attributed to the COVID-19 pandemic. In 2021, in-place employment in the PSA increased by 1.0% year over year, followed by an increase of 1.2% in 2022. Overall, in-place employment within the county has recovered to 93.7% of the 2019 level. While this indicates that challenges in the local economy persist from the pandemic, these effects are likely compounded, to a degree, by pre-existing economic factors that were present in the area prior to 2020.

Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in Fayette County to be 71.8% of the total Fayette County employment. This means that, *at a minimum*, approximately 14,600 Fayette County residents were employed outside the county for work (daytime employment) in 2022. A significant number of residents seeking employment outside a subject area, particularly those with lengthy commutes, can increase the likelihood of residents relocating outside the county. Detailed commuting data, which includes modes, times, and an inflow/outflow analysis, is included later in this section.

Based on the preceding analysis, the economy in the PSA continues to recover since the pandemic in 2020. Total employment remains at 95.6% of the 2019 level, the county's *annual* unemployment rate is currently averaging 5.6% (through May 2023), the current *monthly* unemployment rate is 4.4% and in-place employment has recovered to 93.7% of the 2019 level. While the current unemployment rate within the county is comparable to the 2019 rate, total employment and in-place employment within the PSA appear to be the two primary economic challenges that persist for Fayette County.

C. EMPLOYMENT OUTLOOK

WARN (layoff notices):

The Worker Adjustment and Retraining Notification (WARN) Act requires advance notice of qualified plant closings and mass layoffs. WARN notices were reviewed on October 3, 2023. According to the Pennsylvania Department of Labor & Industry, there have been no WARN notices reported for Fayette County over the past 12 months.

The 10 largest employers within the Fayette County area are summarized in the following table:

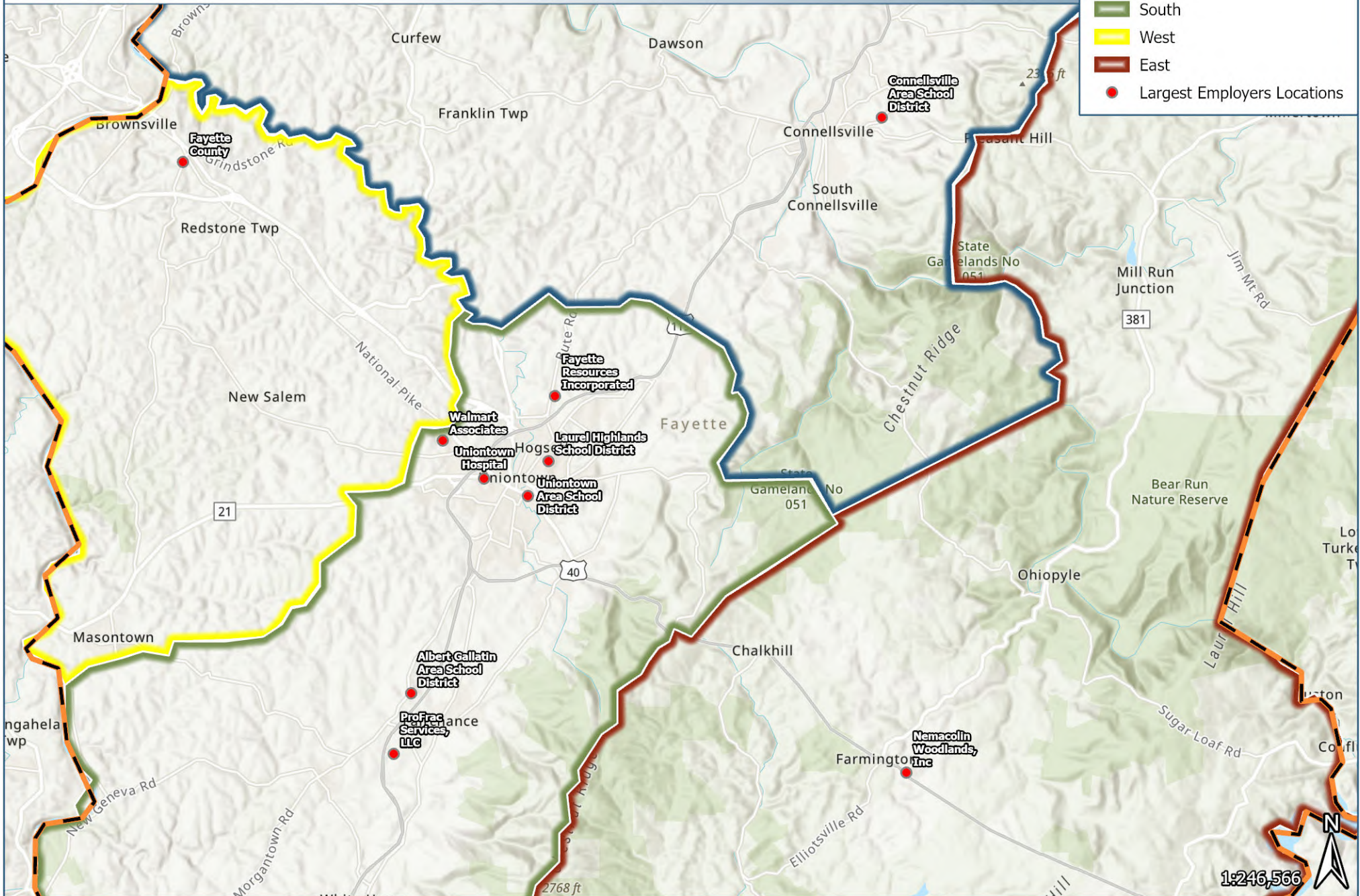
Employer Name	Business Type
The Uniontown Hospital	Healthcare
Nemacolin Woodlands, Incorporated	Entertainment
Walmart Associates, Incorporated	Retail/Grocery
Connellsville Area School District	Education
Fayette County	Government
ProFrac Services, LLC	Manufacturing
Fayette Resources Incorporated	Healthcare
Albert Gallatin Area School District	Education
Uniontown Area School District	Education
Laurel Highlands School District	Education

Source: Quarterly Census of Employment and Wages; August 2023

Major employers in the area are primarily engaged in healthcare, education, entertainment, retail, government, and manufacturing. In total, six of the 10 largest employers are involved in either healthcare or education. These two sectors, along with government, are generally considered critical services and contribute to economic stability within an area. However, many of the support positions in these industries typically have below average wages which contributes to demand for affordable housing alternatives. Conversely, entertainment, retail, and manufacturing can be comparably more susceptible to economic downturns.

A map delineating the location of the area's largest employers is included on the following page.

-  PSA
-  North
-  South
-  West
-  East
-  Largest Employers Locations



0 1 2 3 4
Miles

data.pa.gov, Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA, Esri, CGIAR, USGS
Additional Source(s): Bowen National Research

Economic Development

Economic development can improve the economic well-being and quality of life for a region or community by building local wealth, diversifying the economy, and creating and retaining jobs. Local perspective on the economy as well as notable developments in the area are summarized in this section.

According to a representative of the Fay-Penn Economic Development Council, the Fayette County economy is slowly improving.

In 2015, the Fayette County Local Share Account (LSA) was established ensuring 2% of the gross terminal revenue from Lady Luck Casino at the Nemaquin Resort in Wharton Township was allotted for economic development and community projects. In 2022, approximately 22 community projects were approved and 10 were funded through the program.

The following summarizes some recent and/or ongoing economic development projects within the Fayette County area as of the time of this analysis.

Economic Development Activity – Fayette County			
Project Name	Investment	Job Creation	Scope of Work/Details
Excela Square Connellsville	\$14 million	92	Under Construction: Will offer clinical services and diagnostic testing; ECD 10/2023
Fayette Business Park Smithfield	\$7.5 million	N/A	Under Construction: Montgomery Medical Incorporated and Frontier Clinical Research are two tenants with availability for a third; Facility will be 18,346 square feet
South Union Township Indoor Sports Complex South Union Township	\$5 million	N/A	Under Construction: ECD late 2023
Meadow Bridge School Meadow Bridge	\$20 million	N/A	Under Construction: Pre-K to 5 th grade portion still under construction; High School portion opened in 2023
Armstrong Connellsville	\$1 million+	N/A	Under Construction: New 3,600 square-foot warehouse; Existing 6,000 square-foot building being remodeled for staff office space
Business Park Development North Union Township	\$3.5 million+	1,000	Under Construction: An 85-acre business park to offer medical, educational, commercial, and residential developments
Menards South Union Township	N/A	150	Planned: Fayette County Redevelopment Authority approved sale of 80 acres for \$1.76 million; The store will consist of 200,000 square feet
The Beeson Townhomes Development Uniontown	\$13 million	N/A	Planned: Scattered site affordable housing development; Site is being prepped for construction
Fayette County Career & Technical Institute Uniontown	\$2.3 million	N/A	Planned: Received a \$1.5 million grant in 2023 to construct a new 6,000 square foot health sciences workforce development center
Wisteria Farmington	N/A	N/A	Completed: Includes 33 patio homes, grocery store, recreational center; Homes are for employees of Nemaquin

ECD – Estimated Completion Date

N/A- Not Available

(Continued)

Economic Development Activity – Fayette County			
Project Name	Investment	Job Creation	Scope of Work/Details
Washington Township Police Department and tax collector's office Washington Township	\$2 million	N/A	Completed: 12,120 square feet
Fayette County Prison Project Uniontown	\$52 million	N/A	Completed: The 114,500 square-foot facility has 330 beds; Potential expansion of additional 68 cells and 132 beds
Fay-Penn Economic Development Council Dunbar Township, University Business Park, and Georges Township	\$35 million	325	Completed: Three business parks completed construction; Tenants include Argon ST (Boeing), Johnson Matthey, Hunter Panels, Advanced Acoustic Concepts, Oriden and others

ECD – Estimated Completion Date

N/A- Not Available

Infrastructure:

The following table summarizes some recent and/or ongoing infrastructure projects within Fayette County as of the time of this analysis:

Infrastructure Projects – Fayette County			
Project Name	Scope of Work	Status	Investment
Water Upgrade Project Menallen Township	Water and wastewater system upgrade consisting of 4,500 feet of new water main to improve service and for fire protection between U.S. 40 and Duck Hollow Road and Haddenville Road; ECD unknown	Under construction	\$1.2 million
Route 40 Bridge South Union Township	Preservation work to begin fall 2023	Under construction; ECD late 2023	\$2.4 million
Main Street Improvement Project Masontown Borough	Streetscape improvements to be done in two phases; Plans include new curbs, sidewalks, ADA-accessible ramps, crosswalks, trees, benches, lighting and more	Under construction	\$2.5 million
PA 711 Crawford Avenue Bridge Connellsville	Replacement of bridge that runs over Youghiogheny River	Work to begin in 2024	\$11 million
Route 21 Bridge German Township	Bridge replacement Route 21 (Roy E. Furman Highway)	Completed in summer 2023	\$8.2 million
SR 2003 Bridge Replacement Wharton Township	Deciding who to award project to	Planned	N/A
SR 3008 Bridge Replacement Nicholson Township	Deciding who to award project to	Planned	N/A
Moyer Road Bridges Bullskin Township	Deciding who to award project to	Planned	N/A
Cast Iron Bridge Replacement Brownsville Borough	Bids due 12/2023	Planned	N/A
SR 0653-01M Springfield Township	Bridge replacement over Indian Creek	Proposed	\$1 million to \$5 million

ECD – Estimated Completion Date

N/A – Not available

In summer 2023, a second round of loans was awarded from the Fayette County Infrastructure Bank totaling \$5.6 million. The following table shows some of the funding recipients:

Infrastructure Projects funded by Fayette County Infrastructure Bank			
Project Name	Scope of Work	Status	Investment
Southside Enhancements & Improvements Brownsville Borough	Establish an Infrastructure Information Management System; Coordinate with public utility companies to prevent overlapping and redundant construction activities; Pave all streets, alleys and roadways as needed; Upgrade public works office/warehouse facilities	Timeframe between 2023 and 2027	\$1.5 million
Bridge Replacement Project Brownsville Township	Replacement of the Brownsville Road bridge that extends over the Neshaminy Creek	Construction to begin summer 2024; Two years to complete	\$30,000
Water/Sewer Upgrades Connellsville Township	Projects along Hawthorne Street including water/sewer and sidewalk improvements along Francis Avenue and Schultz Street	N/A	\$473,187

N/A – Not available

D. PERSONAL MOBILITY

The ability of a person or household to travel easily, quickly, safely, and affordably throughout a market influences the desirability of a housing market. If traffic jams create long commuting times or public transit service is not available for carless people, their quality of life is diminished. Factors that lower resident satisfaction weaken housing markets. Typically, people travel frequently outside of their residences for three reasons: 1) to commute to work, 2) to run errands or 3) to recreate.

Commuting Mode and Time

The following tables show commuting pattern attributes for each study area:

		Commuting Mode						
		Drove Alone	Carpooled	Public Transit	Walked	Other Means	Worked at Home	Total
East	Number	3,941	456	408	51	35	160	5,051
	Percent	78.0%	9.0%	8.1%	1.0%	0.7%	3.2%	100.0%
North	Number	15,789	1,461	20	395	179	1,340	19,184
	Percent	82.3%	7.6%	0.1%	2.1%	0.9%	7.0%	100.0%
South	Number	16,580	2,001	85	214	181	964	20,025
	Percent	82.8%	10.0%	0.4%	1.1%	0.9%	4.8%	100.0%
West	Number	7,563	771	86	169	184	277	9,050
	Percent	83.6%	8.5%	1.0%	1.9%	2.0%	3.1%	100.0%
Fayette County	Number	43,873	4,690	599	829	579	2,741	53,311
	Percent	82.3%	8.8%	1.1%	1.6%	1.1%	5.1%	100.0%
Pennsylvania	Number	4,484,116	490,814	289,938	206,976	99,174	602,626	6,173,644
	Percent	72.6%	8.0%	4.7%	3.4%	1.6%	9.8%	100.0%

Source: U.S. Census Bureau, 2017-2021 American Community Survey

		Commuting Time						
		Less Than 15 Minutes	15 to 29 Minutes	30 to 44 Minutes	45 to 59 Minutes	60 or More Minutes	Worked at Home	Total
East	Number	1,525	1,407	983	316	660	160	5,051
	Percent	30.2%	27.9%	19.5%	6.3%	13.1%	3.2%	100.0%
North	Number	4,833	5,594	3,350	1,927	2,139	1,340	19,183
	Percent	25.2%	29.2%	17.5%	10.0%	11.2%	7.0%	100.0%
South	Number	7,270	5,763	2,982	1,450	1,599	964	20,028
	Percent	36.3%	28.8%	14.9%	7.2%	8.0%	4.8%	100.0%
West	Number	2,310	3,349	1,657	585	873	277	9,051
	Percent	25.5%	37.0%	18.3%	6.5%	9.6%	3.1%	100.0%
Fayette County	Number	15,937	16,111	8,972	4,279	5,271	2,741	53,311
	Percent	29.9%	30.2%	16.8%	8.0%	9.9%	5.1%	100.0%
Pennsylvania	Number	1,459,141	1,985,060	1,149,393	485,807	491,617	602,626	6,173,644
	Percent	23.6%	32.2%	18.6%	7.9%	8.0%	9.8%	100.0%

Source: U.S. Census Bureau, 2017-2021 American Community Survey

Noteworthy observations from the preceding tables follow:

- Within the PSA (Fayette County), 91.1% of commuters either drive alone or carpool to work. This represents a much higher share of such commuting modes when compared to the state of Pennsylvania (80.6%). As such, the shares of PSA commuters that utilize public transit (1.1%), walk to work (1.6%), or work from home (5.1%) are notably less than the corresponding shares for the state. Among the individual submarkets, the share of commuters that utilize public transit (8.1%) in the East Submarket is exceptionally high compared to the PSA (1.1%) and state (4.7%). While less than the corresponding share for the state, the share of individuals that work from home (7.0%) within the North Submarket is the highest among the four PSA submarkets.
- Well over one-fourth (29.9%) of commuters in Fayette County have commute times of less than 15 minutes, representing a larger share of very short commute times compared to the state (23.6%). Overall, 60.1% of PSA workers have commute times less than 30 minutes to work, which is a larger than the share statewide (55.8%). On a submarket level, the South Submarket has the largest share (65.1%) of individuals with commute times of under 30 minutes, while the East and North submarkets have the largest shares (13.1% and 11.2%, respectively) of commuters with drive times of 60 minutes or more.

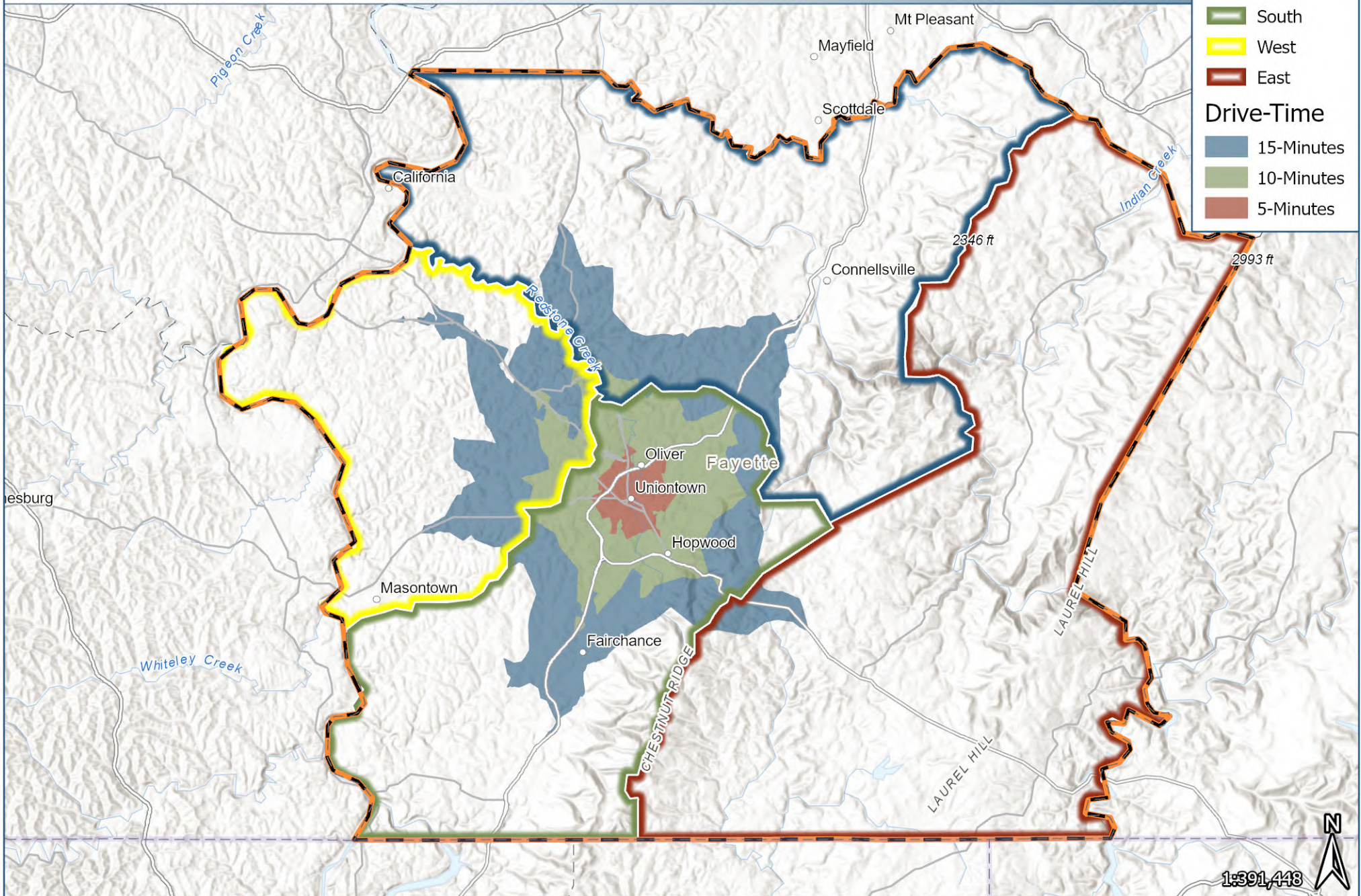
Based on the preceding analysis, a vast majority of PSA commuters utilize their own vehicles or carpool to work, but notable variation exists within some of the submarkets. Overall, a majority of individuals have very short commute times in the PSA, however, there is a notable share of commuters with commute times of 60 minutes or more within the county.

A drive-time map illustrating travel times from the center of Uniontown, which is the county seat, is included on the following page.

-  PSA
-  North
-  South
-  West
-  East

Drive-Time

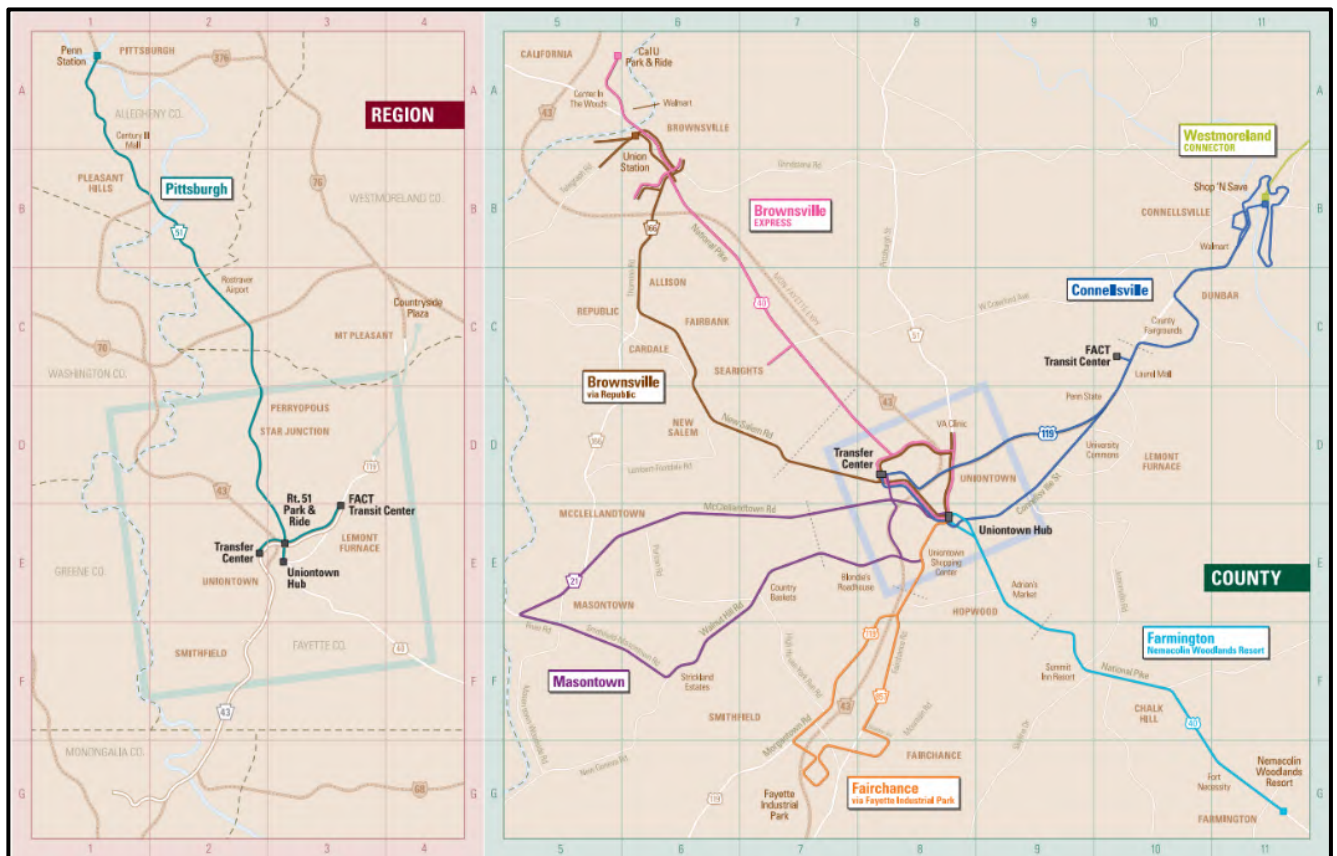
-  15-Minutes
-  10-Minutes
-  5-Minutes



Transportation Analysis

Public transit, including its accessibility, geographic reach, and rider fees can affect the connectivity of a community and influence housing decisions. As a result, we evaluated the public transportation that serves Fayette County.

Fayette Area Coordinated Transportation (FACT) is a fixed-route bus service that serves the general public within Fayette County. Overall, FACT operates seven fixed routes within the county limits and close surrounding areas. FACT also provides regional transportation services to the Pittsburgh area. Transportation operating hours vary significantly depending on the route but run generally from 6:30 a.m. to 9:30 p.m. Monday through Friday and 8:00 a.m. to 6:00 p.m. on Saturday. The service area is shown in the picture below.



Source: <https://www.fayettecountypa.org/168/Fayette-Area-Coordinated-Transportation->

One-way fares within Fayette County are generally low and range between \$0.75 and \$3.50 per ride. Discounted rates for eligible seniors and persons with a disability are also available. FACT basic fares are summarized in the following table.

FACT Basic Fares	
Fayette County	
Children 12 years and under accompanied by an adult	Free
Seniors 65 years and older with senior ID card	Free
Adult (No Lines Crossed)	\$1.50
Adult (One Line Crossed)	\$2.00
Adult (Two Lines Crossed)	\$3.50
Adult Monthly Pass	\$45.00
Persons with a Disability or Students (No Lines Crossed)	\$0.75
Persons with a Disability or Students (One Line Crossed)	\$1.00
Persons with a Disability or Students (Two Lines Crossed)	\$1.75
Persons with a Disability or Students Monthly Pass	\$22.50
Pittsburgh Region Route Fares	
Adult (One Ride)	\$2.00 to \$8.00
Adult 10-Ride Pass	\$45.00
Persons with a Disability or Students (One Ride)	\$1.00 to \$4.00
Persons with a Disability or Students 10-Ride Pass	\$22.50

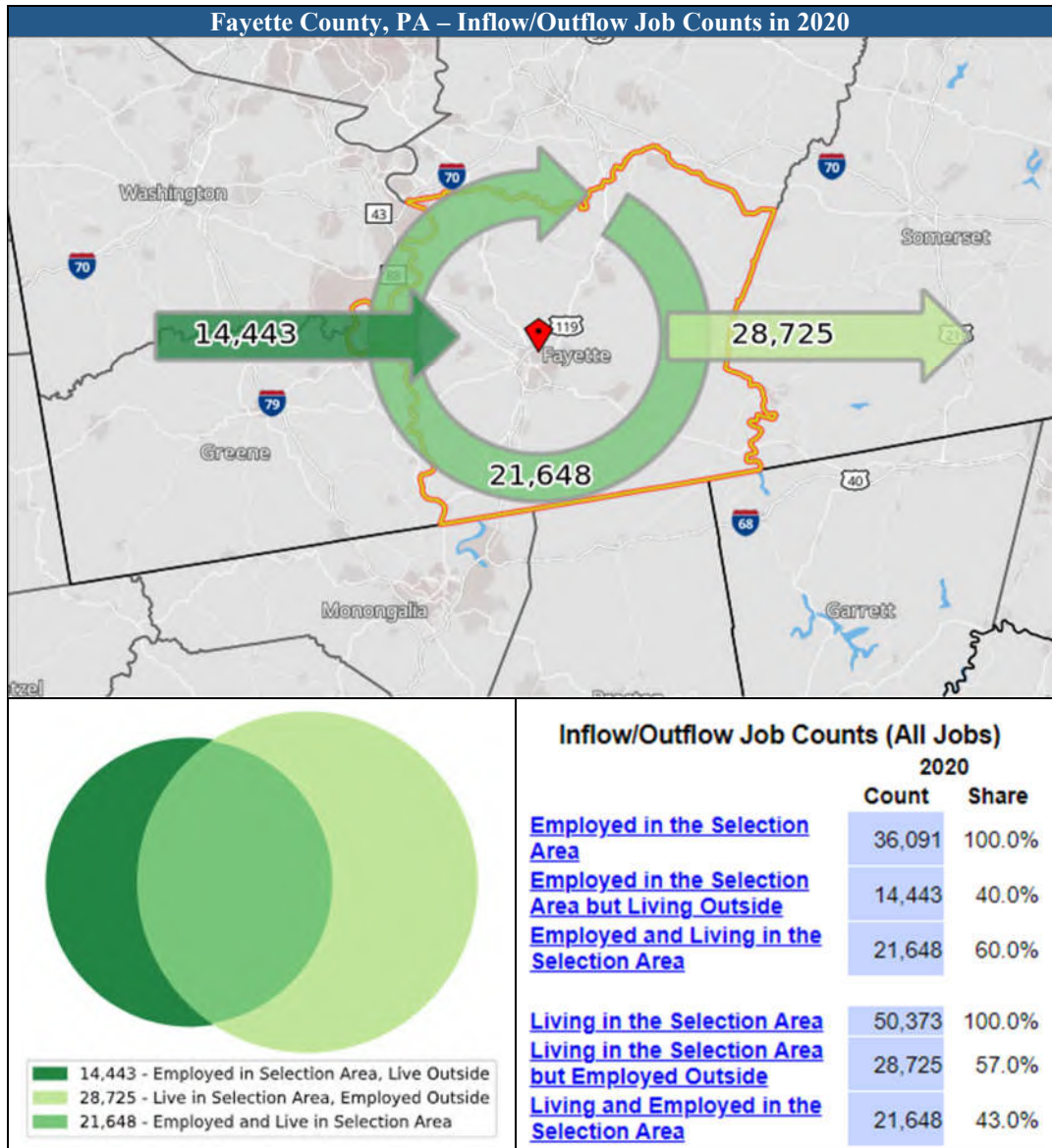
FACT provides an ADA complementary paratransit service. It is available to persons with a disability and offers curb-to-curb service for people within three-fourths of a mile of the bus route who cannot ride the regular route buses. The hours of service are the same as FACT public transit. People using the service must make reservations at least one day in advance.

In addition to the FACT transportation service, the Fayette County Office of Human and Community Services provides the Senior Citizen Shared Ride Program. The service hours are generally 7:00 a.m. to 5:00 p.m. Monday through Saturday and 7:00 a.m. to 1:00 p.m. on Sunday within Fayette County. Additional trips are provided to Allegheny County and to Morgantown, West Virginia. Residents aged 65 and older pay 15% of the basic FACT fare for rides to a grocery store, church, or other general stop or pay 5% of the basic FACT fare for medical appointments. Rides must be scheduled at least one day in advance.

For PSA residents without reliable access to a personal vehicle, public transportation may be required based on proximity to community services and other necessities. Given that the rider fees are relatively low and stop at or near major neighborhood services and amenities, FACT is accessible to most PSA residents.

Commuting Inflow/Outflow

According to 2020 U.S. Census Longitudinal Origin-Destination Employment Statistics (LODES), of the 50,373 employed residents of Fayette County, 28,725 (57.0%) are employed outside the county, while the remaining 21,648 (43.0%) are employed within Fayette County. In addition, 14,443 people commute into Fayette County from surrounding areas for employment. These 14,443 non-residents account for two-fifths (40.0%) of the people employed in the county and represent a notable base of potential support for future residential development. The following illustrates the number of jobs filled by in-commuters and residents, as well as the number of resident out-commuters.



Source: U.S. Census, Longitudinal Origin-Destination Employment Statistics (LODES)

Characteristics of the Fayette County commuting flow in 2020 are illustrated in the following table.

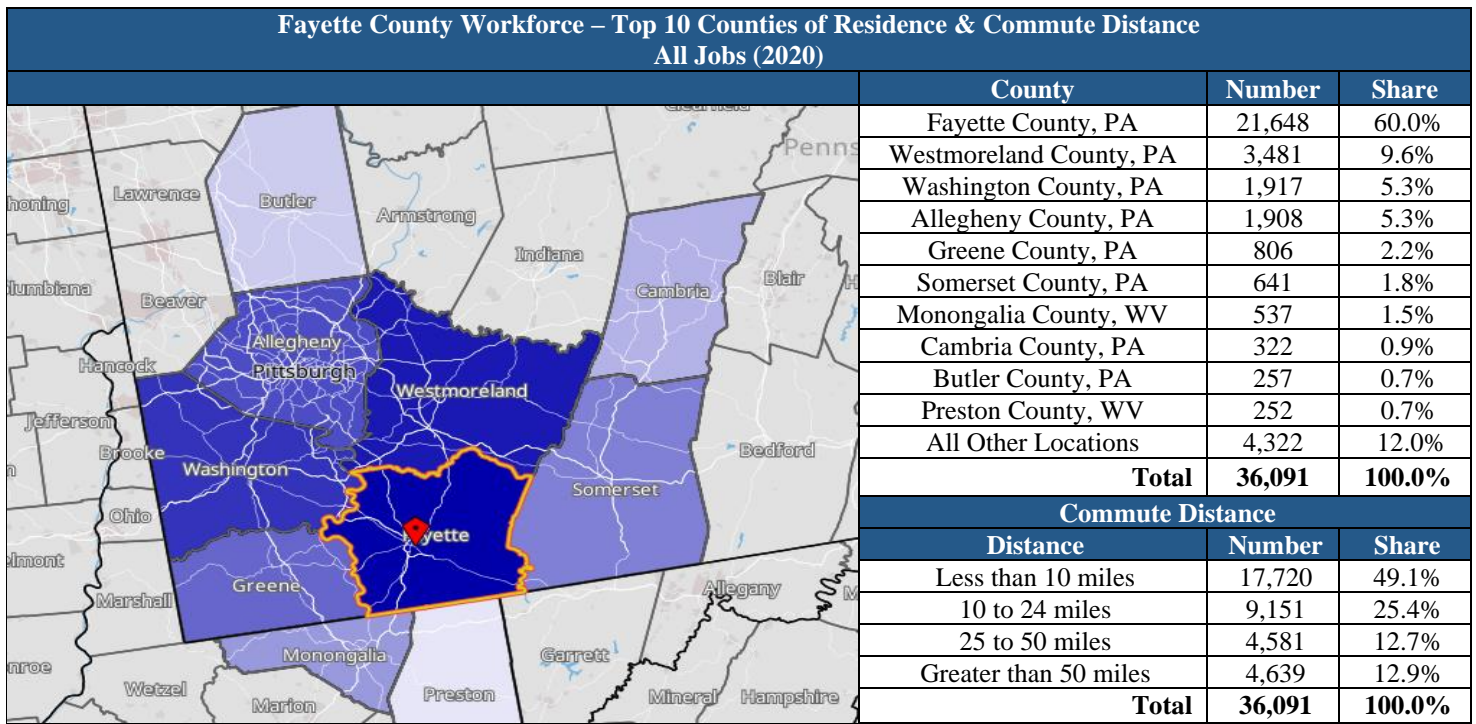
Fayette County, PA: Commuting <i>Flow</i> Analysis by Earnings, Age and Industry Group (2020, All Jobs)						
Worker Characteristics	Resident Outflow		Workers Inflow		Resident Workers	
	Number	Share	Number	Share	Number	Share
Ages 29 or younger	6,449	22.5%	3,233	22.4%	4,469	20.6%
Ages 30 to 54	15,244	53.1%	7,619	52.8%	10,999	50.8%
Ages 55 or older	7,032	24.5%	3,591	24.9%	6,180	28.5%
<i>Earning <\$1,250 per month</i>	6,559	22.8%	3,561	24.7%	5,980	27.6%
<i>Earning \$1,251 to \$3,333</i>	8,840	30.8%	4,467	30.9%	8,159	37.7%
<i>Earning \$3,333+ per month</i>	13,326	46.4%	6,415	44.4%	7,509	34.7%
Goods Producing Industries	5,959	20.7%	2,336	16.2%	3,874	17.9%
Trade, Transportation, Utilities	6,951	24.2%	3,991	27.6%	3,719	17.2%
All Other Services Industries	15,815	55.1%	8,116	56.2%	14,055	64.9%
Total Worker Flow	28,725	100.0%	14,443	100.0%	21,648	100.0%

Source: U.S. Census, Longitudinal Origin-Destination Employment Statistics (LODES)

Note: Figures do not include contract employees and self-employed workers

Specifically, of the county's 14,443 in-commuters, over one-half (52.8%) are between the ages of 30 and 54 years, over two-fifths (44.4%) earn \$3,333 or more per month (\$40,000 or more annually), and over one-half (56.2%) work in the other services industries. Resident outflow workers, by comparison, are similarly aged to inflow workers, earn higher wages, and are more likely than inflow workers to work in the goods producing industries. Regardless, given the diversity of incomes, ages, and occupation types of the approximately 14,000 people commuting into the area for work each day, a variety of housing product types could be developed to potentially attract these commuters to live in Fayette County. A detailed analysis of the area housing market, which includes availability, costs, and product mixture is included in Section VI of this report. It is important to understand that the overall health of the local housing market can influence the probability of in-commuters relocating to the area.

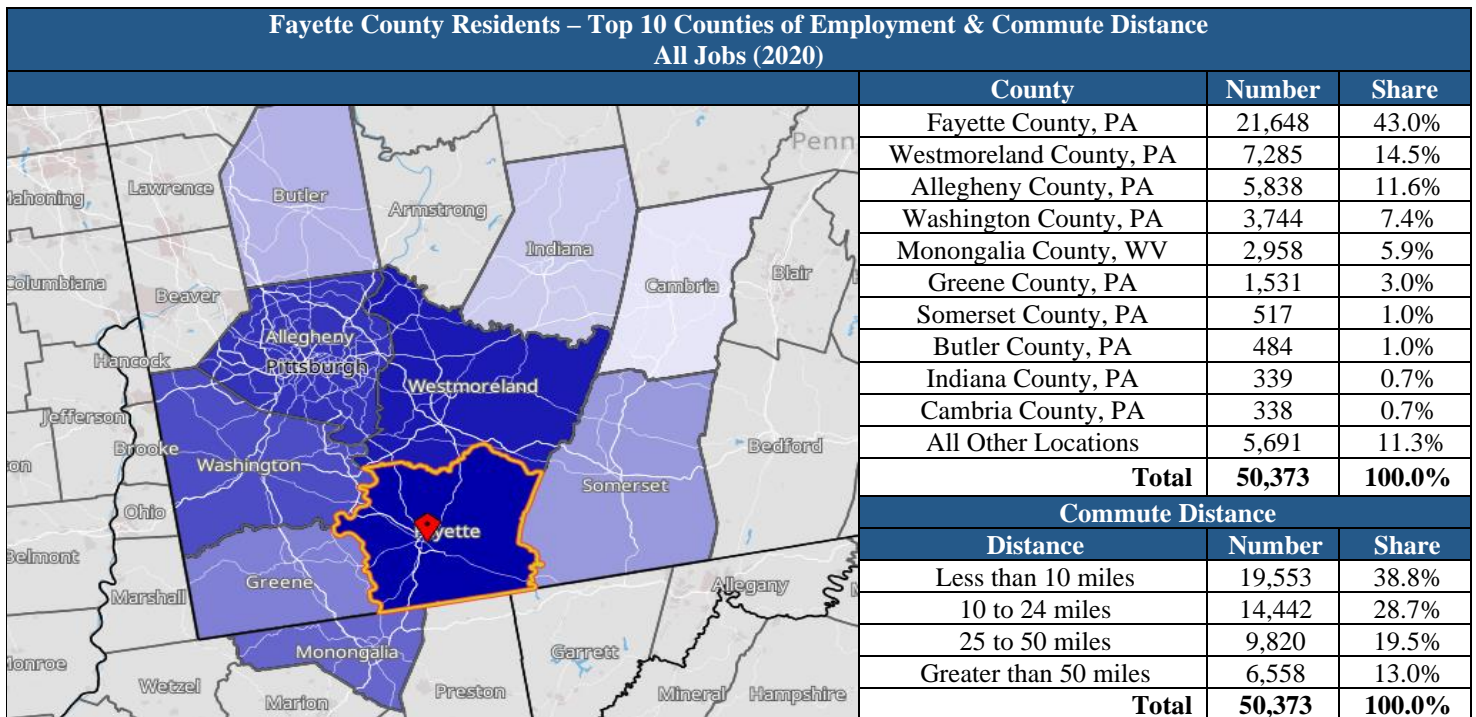
The following map and corresponding tables illustrate the physical *home* location (county) of people *working in* Fayette County, as well as the distribution of commute distances for the Fayette County workforce.



Source: U.S. Census, Longitudinal Origin-Destination Employment Statistics (LODES)

Statistics provided by LODES indicate that three-fifths (60.0%) of the Fayette County workforce are residents of the county. The counties of Westmoreland (9.6%), Washington (5.3%), and Allegheny (5.3%) contribute the next largest shares of people that work in Fayette County. In total, 86.4% of the Fayette County workforce originates from either within the county or from an adjacent county, and only 12.0% of the labor force originates from outside of the top 10 counties listed. As such, the Fayette County workforce is mostly regional-based with nearly three-fourths (74.5%) of individuals commuting less than 25 miles. Inflow workers with commute distances of more than 50 miles comprise 12.9% of the total Fayette County workforce. These 4,639 inflow workers with lengthy commutes, as well as those with shorter commutes from outside the county, represent a base of potential support for future residential development in Fayette County.

The following map and corresponding tables illustrate the physical *work* location (county) of Fayette County residents, as well as the commute distances for these workers.



Source: U.S. Census, Longitudinal Origin-Destination Employment Statistics (LODES)

Of the 50,373 employed residents of Fayette County, two-fifths (43.0%) are employed within Fayette County. It is noteworthy that approximately one-third (33.5%) of Fayette County residents commute to the counties of Allegheny, Washington, or Westmoreland daily for employment. In total, 43.4% of Fayette County residents commute to adjacent counties for employment. Over two-thirds (67.5%) of Fayette County residents have commutes less than 25 miles, which illustrates the relatively short commute distances for most employed residents. However, it is worth pointing out that approximately 6,600 (13.0%) Fayette County residents have commutes of more than 50 miles. Although a number of factors contribute to where an individual chooses to reside, lengthy commute times can increase the likelihood of relocation if improved housing options are present closer to an individual's place of employment.

E. CONCLUSIONS

The economy in the PSA (Fayette County) is heavily influenced by the accommodation and food services, health care and social services, and retail sectors, which account for 45.2% of the employment by sector and include four of the 10 largest employers within the county. Overall, wages within the PSA are slightly lower than wages at the state level, and housing affordability is an issue for a significant share of individuals working within the most common occupations in the area. In addition, over 6,500 Fayette County residents commute 50 miles or more to their place of employment; however, the PSA has a well-established public transportation system to accommodate residents that lack personal transportation. Total employment in the PSA has recovered to 95.6% of the 2019 level, while in-place employment is at 93.7% of the pre-COVID level. As such, the economy in the PSA has been slow to recover following the COVID pandemic. The annual unemployment rate as of May 2023 in the PSA is 5.6%, which is the lowest recorded rate since 2013 and a positive sign of continuing improvement in the local economy. With economic development projects totaling approximately \$51 million and job creation of at least 1,092 new jobs, along with currently under construction or recently completed projects valued at nearly \$90 million, school improvement projects of \$529 million planned through 2025, and infrastructure improvements of over \$30 million either under construction or planned, the economy in Fayette County appears to be well positioned for future economic improvement and job growth. As such, it will be important that an adequate supply of income-appropriate housing is available in the PSA to maximize the potential economic benefits of the aforementioned projects.

VI. HOUSING SUPPLY ANALYSIS

This housing supply analysis includes a variety of housing alternatives. Understanding the historical trends, market performance, characteristics, composition, and current housing choices provide critical information as to current market conditions and future housing potential. The housing data presented and analyzed in this section includes primary data collected directly by Bowen National Research and secondary data sources including American Community Survey (ACS), U.S. Census housing information, and data provided by various government entities and real estate professionals.

While there are a variety of housing options offered in the Primary Study Area (PSA, Fayette County), we focused our analysis on the most common housing alternatives. The housing structures included in this analysis are:

- **Rental Housing** – Rental properties consisting of multifamily apartments (generally with five or more units within a structure) were identified and surveyed. An analysis of non-conventional rentals (typically with four or less units within a structure) was also conducted.
- **For-Sale Housing** – For-sale housing alternatives, both recent sales activity and currently available supply, were inventoried. This data includes single-family homes, condominiums, mobile homes, and other traditional housing alternatives. It includes stand-alone product as well as homes within planned developments or projects.

For the purposes of this analysis, the housing supply information is presented for the Primary Study Area (PSA, Fayette County), the four PSA submarkets, and the state of Pennsylvania, when available.

Maps illustrating the location of various housing types are included throughout this section.

A. OVERALL HOUSING SUPPLY (SECONDARY DATA)

This section of analysis on the area housing supply is based on secondary data sources such as the U.S. Census, American Community Survey and ESRI, and is provided for the PSA (Fayette County), the four select submarkets, and the state of Pennsylvania, when applicable. When possible, data from the 2020 Census is used in conjunction with ESRI estimates to provide the most up-to-date data. Note that some small variation of total numbers and percentages within tables may exist due to rounding.

Housing Characteristics

The estimated distribution of the area housing stock by tenure (renter and owner) within the PSA (Fayette County) and the state of Pennsylvania for 2022 is summarized in the following table:

		Occupied and Vacant Housing Units by Tenure 2022 Estimates				
		Total Occupied	Owner Occupied	Renter Occupied	Vacant	Total
East	Number	4,626	3,637	989	1,580	6,206
	Percent	74.5%	78.6%	21.4%	25.5%	100.0%
North	Number	18,703	14,297	4,406	2,528	21,231
	Percent	88.1%	76.4%	23.6%	11.9%	100.0%
South	Number	20,171	14,175	5,996	2,629	22,800
	Percent	88.5%	70.3%	29.7%	11.5%	100.0%
West	Number	9,980	7,219	2,760	1,478	11,458
	Percent	87.1%	72.3%	27.7%	12.9%	100.0%
Fayette County	Number	53,480	39,329	14,151	8,215	61,695
	Percent	86.7%	73.5%	26.5%	13.3%	100.0%
Pennsylvania	Number	5,232,753	3,590,107	1,642,646	548,085	5,780,838
	Percent	90.5%	68.6%	31.4%	9.5%	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2022, there is an estimated total of 61,695 housing units within the PSA (Fayette County). Based on ESRI estimates, of the 53,480 total occupied housing units in the PSA, 73.5% are owner occupied, while slightly over one-fourth (26.5%) are renter occupied. This distribution of product by tenure within the PSA is more weighted toward owner-occupied housing than the state of Pennsylvania (73.5% versus 68.6%), although owner-occupied housing represents a large majority in both the county and the state. Approximately 13.3% of the total housing units within the PSA are classified as vacant. Vacant units are comprised of a variety of units including abandoned properties, rentals, for-sale, and seasonal housing units. Among the individual submarkets of the PSA, the South Submarket accounts for the largest share (37.7%) of all occupied housing units in the PSA, followed by the North Submarket (35.0%). The East Submarket has the largest respective share (78.6%) of owner-occupied housing units, while the South Submarket has the largest share (29.7%) of renter-occupied housing units. The share of vacant housing units in the East

Submarket (25.5%) is notably higher than the corresponding shares for the remaining submarkets (between 11.5% and 12.9%) and the state (9.5%). The high vacancy rate within the East Submarket is primarily due to the number of seasonal/recreational units and/or short-term rentals present in the market, which accounts for 55.1% of the vacant units in the submarket. This is not unusual in an area with tourist attractions such as hiking trails, ski and snowmobile trails, and whitewater rafting.

The following table compares key housing age and conditions of Fayette County and the state based on 2017-2021 American Community Survey (ACS) data. Housing units built over 50 years ago (pre-1970), overcrowded housing (1.01+ persons per room), or housing that lacks complete kitchens or bathroom plumbing are illustrated for the PSA and state by tenure. It is important to note that some occupied housing units may have more than one housing issue.

	Housing Age and Conditions											
	Pre-1970 Product				Overcrowded				Incomplete Plumbing or Kitchen			
	Renter		Owner		Renter		Owner		Renter		Owner	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
East	537	50.1%	1,483	42.4%	10	0.9%	38	1.1%	0	0.0%	114	3.3%
North	3,161	67.7%	8,821	60.6%	29	0.6%	93	0.6%	118	2.5%	87	0.6%
South	3,479	61.7%	9,273	62.3%	199	3.5%	171	1.1%	199	3.5%	143	1.0%
West	1,920	67.1%	4,978	71.9%	57	2.0%	77	1.1%	49	1.7%	98	1.4%
Fayette County	9,098	63.9%	24,555	61.6%	295	2.1%	379	1.0%	366	2.6%	442	1.1%
Pennsylvania	924,836	58.3%	1,946,870	54.7%	46,892	3.0%	28,336	0.8%	41,649	2.6%	24,990	0.7%

Source: American Community Survey (2017-2021); ESRI; Urban Decision Group; Bowen National Research

Within the PSA (Fayette County), nearly two-thirds (63.9%) of renter-occupied housing and 61.6% of owner-occupied housing was built prior to 1970. This represents an older housing stock as compared to the shares for the state of Pennsylvania (58.3% and 54.7%). The share of renter-occupied housing within the PSA experiencing overcrowding (2.1%) is lower than the state share (3.0%), while the share of owner-occupied housing with this issue in the PSA (1.0%) is only slightly higher than the state share (0.8%). The share of renter-occupied housing units (2.6%) with incomplete plumbing or kitchens in the PSA is higher than the corresponding share for owner-occupied units (1.1%); however, both shares are generally comparable to the shares for the state (2.6% and 0.7%, respectively). Within the individual submarkets, the West Submarket has a notably high share (71.9%) of owner-occupied housing built prior to 1970, while the South Submarket has the highest share (3.5%) of overcrowded renter-occupied housing units. Renter households in the South Submarket (3.5%) are more likely to have incomplete plumbing or kitchens, while owner households in the East Submarket (3.3%) are the most likely to experience this issue. Overall, as many as 1,500 households (some may live in housing with more than one issue) in the county that live in substandard housing conditions (overcrowded or lacking complete kitchens or indoor plumbing). As such, housing conditions remain a challenge for a notable number of households within Fayette County.

The following table compares key household income, housing cost, and housing affordability metrics of the PSA (Fayette County) and the state. Cost burdened households are defined as those paying over 30% of their income toward housing costs, while severe cost burdened households pay over 50% of their income toward housing.

	Household Income, Housing Costs and Affordability							
	2022 Households	Median Household Income	Estimated Median Home Value	Average Gross Rent	Share of Cost Burdened Households*		Share of Severe Cost Burdened Households**	
					Renter	Owner	Renter	Owner
East	4,626	\$60,366	\$173,810	\$808	16.3%	21.2%	11.4%	11.4%
North	18,703	\$58,501	\$139,351	\$682	35.7%	16.4%	15.2%	7.0%
South	20,171	\$49,555	\$143,328	\$731	42.4%	20.7%	20.9%	8.3%
West	9,980	\$48,071	\$117,535	\$787	38.9%	14.5%	21.5%	6.3%
Fayette County	53,480	\$53,579	\$139,992	\$731	37.5%	18.1%	18.4%	7.7%
Pennsylvania	5,232,753	\$70,402	\$232,971	\$1,112	43.5%	19.7%	22.1%	7.8%

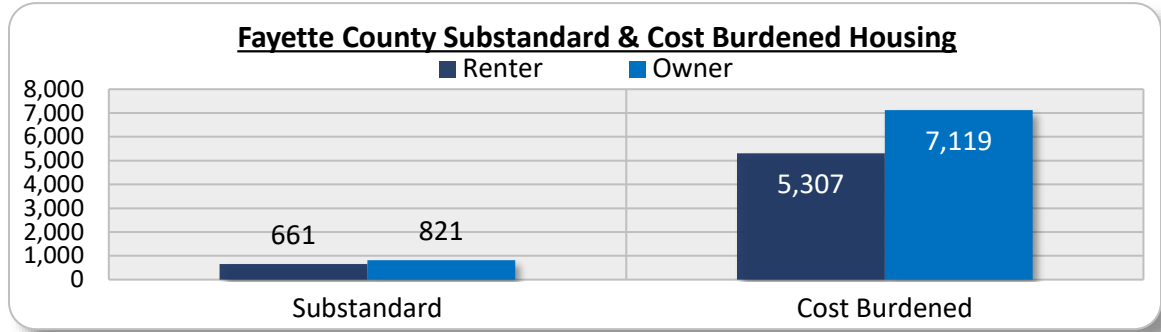
Source: American Community Survey (2017-2021); ESRI; Urban Decision Group; Bowen National Research

*Paying more than 30% of income toward housing costs

**Paying more than 50% of income toward housing costs

The PSA's (Fayette County) median home value of \$139,992 is 39.9% lower than the state's estimated median home value of \$232,971. The average gross rent of \$731 in the PSA is approximately 34.3% lower than the state's average gross rent of \$1,112. The median household income for the PSA (\$53,579) is 23.9% lower than that for the state. While incomes in the PSA are significantly lower than those at the state level, the much lower median home value and average rent result in a lower share of cost burdened renter (37.5%) and owner (18.1%) households in the PSA compared to the shares within the state (43.5% and 19.7%, respectively). Regardless, there are approximately 5,307 renter households and 7,119 owner households in the PSA that are housing cost burdened. Of these, approximately 2,604 renter households and 3,028 owner households are *severe* housing cost burdened (paying 50% or more of their income toward housing costs). While the largest share (21.2%) of cost burdened owners is in the East Submarket, the largest share (42.4%) of cost burdened renters is within the South Submarket. Despite the South Submarket having the largest share of cost burdened renters, the largest share (21.5%) of *severe* cost burdened renters is within the West Submarket. While a smaller share of households within the PSA are cost burdened as compared to the state, approximately 12,400 households within the county are housing cost burdened, which illustrates the importance of affordable rental and for-sale housing options for the residents of Fayette County.

The following graph illustrates substandard housing and cost burdened households.



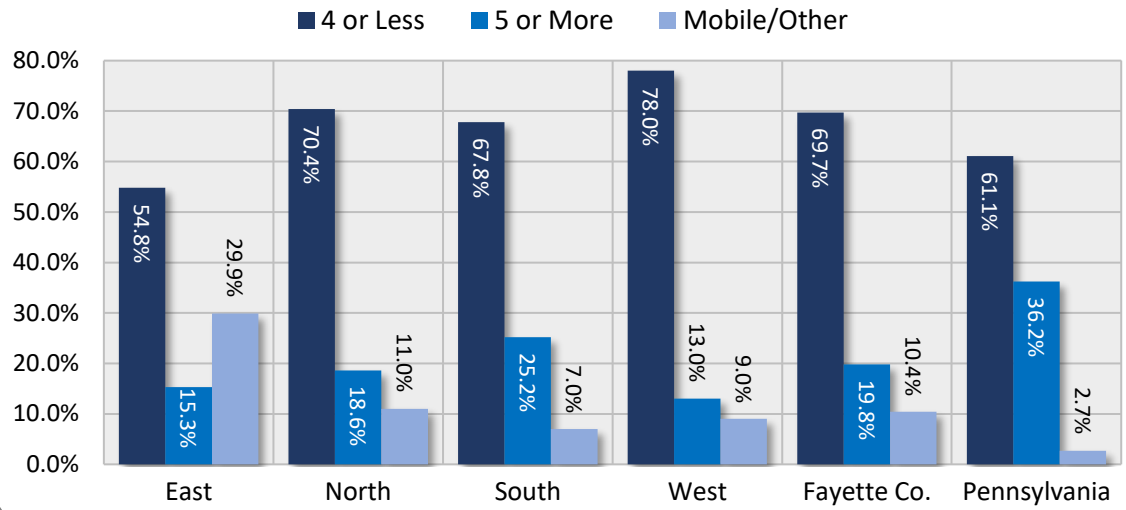
Based on the 2017-2021 American Community Survey (ACS) data, the following is a distribution of all occupied housing by units in structure by tenure (renter or owner) for the PSA and the state.

		Renter-Occupied Housing by Units in Structure				Owner-Occupied Housing by Units in Structure			
		4 Units or Less	5 Units or More	Mobile Home/ Other	Total	4 Units or Less	5 Units or More	Mobile Home/ Other	Total
East	Number	587	164	321	1,072	2,798	0	702	3,500
	Percent	54.8%	15.3%	29.9%	100.0%	79.9%	0.0%	20.1%	100.0%
North	Number	3,288	869	513	4,670	13,275	24	1,255	14,554
	Percent	70.4%	18.6%	11.0%	100.0%	91.2%	0.2%	8.6%	100.0%
South	Number	3,825	1,419	395	5,639	13,127	0	1,754	14,881
	Percent	67.8%	25.2%	7.0%	100.0%	88.2%	0.0%	11.8%	100.0%
West	Number	2,233	372	257	2,862	6,416	0	506	6,922
	Percent	78.0%	13.0%	9.0%	100.0%	92.7%	0.0%	7.3%	100.0%
Fayette County	Number	9,932	2,824	1,485	14,241	35,615	24	4,217	39,856
	Percent	69.7%	19.8%	10.4%	100.0%	89.4%	0.1%	10.6%	100.0%
Pennsylvania	Number	969,650	575,037	42,173	1,586,860	3,381,578	50,675	128,642	3,560,895
	Percent	61.1%	36.2%	2.7%	100.0%	95.0%	1.4%	3.6%	100.0%

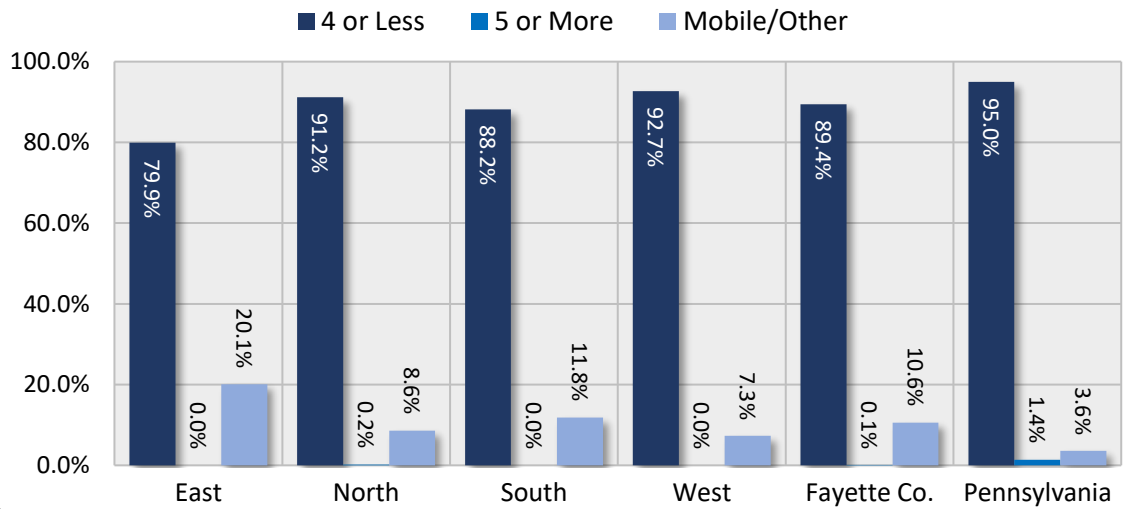
Source: American Community Survey (2017-2021); ESRI; Urban Decision Group; Bowen National Research

Over two-thirds (69.7%) of the *rental* units in the PSA (Fayette County) are within structures of four units or less, with mobile homes comprising an additional 10.4% of the PSA rental units. The combined share of these two types of structures (80.1%) is notably higher when compared to that of the state (63.8%). The 10.4% share of renter-occupied mobile homes in the PSA is significantly higher than the share within the state (2.7%), and it is noteworthy that 29.9% of the total rental units in the East Submarket are mobile homes. The PSA has a much lower share (19.8%) of multifamily rental housing (units within structures comprising five or more units) when compared to the state (36.2%). Approximately one-half (50.2%) of the multifamily rental housing units are located within the South Submarket. Among *owner*-occupied units, there is also a higher share mobile homes in the PSA (10.6%) compared to the state (3.6%). A vast majority (71.4%) of owner-occupied mobile homes in the PSA are located within the North and South submarkets.

Renter-Occupied Housing by Units in Structure (2017-2021)



Owner-Occupied Housing by Units in Structure (2017-2021)



B. HOUSING SUPPLY ANALYSIS (BOWEN NATIONAL SURVEY)

1. Introduction

Bowen National Research conducted research and analysis of various housing alternatives within the PSA (Fayette County). This analysis includes rental housing (multifamily and non-conventional) and for-sale and owner-occupied housing.

2. Multifamily Rental Housing

Between June and September of 2023, Bowen National Research surveyed (both by telephone and in-person) a total of 39 multifamily rental housing properties within Fayette County. While this survey does not include all properties in the county, it does include a majority of the larger properties. The overall survey is considered representative of the performance, conditions and trends of multifamily rental housing in the county. Projects identified, inventoried, and surveyed operate as market-rate and under a number of affordable housing programs including the Low-Income Housing Tax Credit (LIHTC) program and various HUD programs. Definitions of each housing program are included in *Addendum D: Glossary*.

Property managers and leasing agents for each project were surveyed to collect a variety of property information including vacancies, rental rates, unit mixes, year built and other features. Most properties were personally visited by staff of Bowen National Research and were also rated based on general exterior quality and upkeep, and each property was mapped as part of this survey.

The distribution of surveyed multifamily rental housing supply by project type is illustrated in the following table.

Surveyed Multifamily Rental Housing - Fayette County (PSA)				
Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	7	312	3	99.0%
Market-rate/Tax Credit	1	36	0	100.0%
Market-rate/Government-Subsidized	1	110	0	100.0%
Tax Credit	6	241	4	98.3%
Tax Credit/Government-Subsidized	5	199	0	100.0%
Government-Subsidized	19	1,520	2	99.9%
Total	39	2,418	9	99.6%

Source: Bowen National Research

Typically, in healthy and well-balanced markets, multifamily rentals operate at an overall 94% to 96% occupancy rate. As the preceding table illustrates, the surveyed multifamily rental properties in the PSA are operating at a high overall occupancy rate of 99.6%. Regardless of program type, there are only nine total vacancies among the surveyed multifamily projects in the PSA. While standalone market-rate projects are operating at

an occupancy rate of 99.0%, projects with at least some units operating under an affordable housing program have occupancy levels of 98.3% or higher, with government-subsidized projects having occupancy rates of 99.9% or higher. In addition, as summarized later in this section, a majority of properties maintain waiting lists which indicates that pent-up demand exists for all types of multifamily rental housing within Fayette County.

The following table illustrates the distribution of units and occupancy levels by the *different housing programs* in each study area.

Overall Market Performance by Program Type by Area					
Data Set	East	North	South	West	Fayette County (PSA)
Market-Rate					
Projects	0	1	8	0	9
Total Units	0	118	254	0	372
Vacant Units	-	0	3	-	3
Occupancy Rate	-	100.0%	98.8%	-	99.2%
Tax Credit (Non-Subsidized)					
Projects	0	1	6	2	9
Total Units	0	11	258	36	305
Vacant Units	-	0	0	4	4
Occupancy Rate	-	100.0%	100.0%	88.9%	98.7%
Government-Subsidized					
Projects	0	4	13	8	25
Total Units	0	377	779	585	1,741
Vacant Units	-	0	2	0	2
Occupancy Rate	-	100.0%	99.7%	100.0%	99.9%

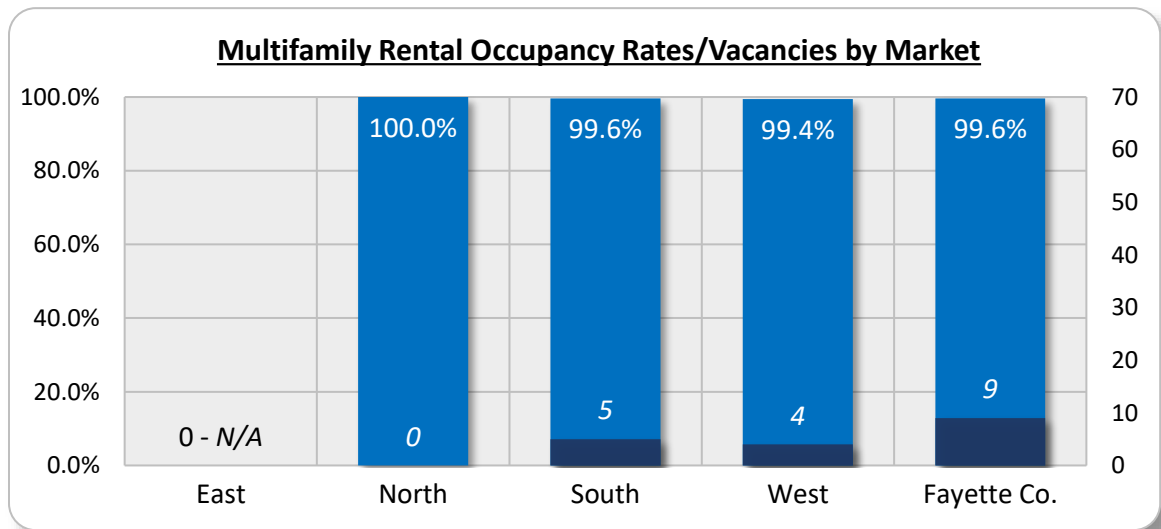
Source: Bowen National Research

As previously stated, healthy, well-balanced rental housing markets have occupancy levels generally between 94% and 96%. Typically, a market occupancy level over 97% is an indication of a possible housing shortage, which can lead to housing problems such as unusually rapid rent increases, people forced to live in substandard housing, households living in rent overburdened situations, and residents leaving the area to seek housing elsewhere. Conversely, occupancy rates below 94% may indicate some softness or weakness in a market, which may be the result of a saturated or overbuilt market, or one that is going through a decline due to economic downturns and corresponding demographic declines.

The surveyed *market-rate* units in the PSA (Fayette County) are operating at an overall occupancy rate of 99.2%, which is considered a very high occupancy rate. A vast majority (68.3%) of the surveyed market-rate units are located within the South Submarket, which has an occupancy rate of 98.8%. *Non-subsidized Tax Credit* units, which comprise only 12.6% of the multifamily supply in the PSA, are operating at an occupancy rate of 98.7%. While this represents the lowest occupancy rate among the project types in the PSA, this is still considered a high occupancy rate for multifamily rentals. Over four-fifths (84.6%) of the Tax Credit units are located within

the South Submarket, and the Tax Credit units in this submarket are fully occupied. *Government-subsidized* units, which comprise nearly three-fourths (72.0%) of all multifamily rentals in the PSA, are operating at an occupancy rate of 99.9%, with only two vacancies. This is an exceptionally high occupancy rate, which likely indicates there is a shortage of affordable multifamily rentals in Fayette County. While the South Submarket contains the largest individual share (44.7%) of government-subsidized units in the PSA and has an occupancy rate of 99.7%, units operating under this program type in the North and West submarkets are fully occupied. Overall, it appears that the demand for multifamily rentals is strong within the PSA, particularly within the North and South submarkets. Additionally, occupancy rates are high regardless of program type, which indicates there is significant demand for multifamily rentals at a variety of affordability levels. As such, this may represent an opportunity to develop additional multifamily rental product in Fayette County.

The following graph illustrates the occupancy rates and total number of vacancies by submarket and the overall PSA.



The following table summarizes the number of properties that maintain wait lists, and the length of their wait lists, within each of the PSA's established submarkets. Note that some wait lists may be representative of households on multiple wait lists.

	Property Wait List Information by Property Type				
	East	North	South	West	Fayette County (PSA)
Market-Rate					
Properties w/ Wait List	0	1	6	0	7
Total Properties	0	1	8	0	9
Share of Properties	0.0%	100.0%	75.0%	0.0%	77.8%
# Households	-	100	6-87	-	6-100
# Months	-	-	-	-	-
Tax Credit (Non-Subsidized)					
Properties w/ Wait List	0	1	6	2	9
Total Properties	0	1	6	2	9
Share of Properties	0.0%	100.0%	100.0%	100.0%	100.0%
# Households	-	16	3-37	3-18	3-37
# Months	-	-	24	-	24
Government-Subsidized					
Properties w/ Wait List	0	4	11	6	21
Total Properties	0	4	13	8	25
Share of Properties	0.0%	100.0%	84.6%	75.0%	84.0%
# Households	-	12-293	9-168	2-95	2-293
# Months	-	1-12	24	-	1-24

Source: Bowen National Research

Of the 39 properties surveyed within the PSA, 77.8% of market-rate properties, 100.0% of Tax Credit properties, and 84.0% of government-subsidized properties maintain wait lists. Although wait lists exist among all housing program types, the most significant wait lists, in terms of the number of households, exist within the government-subsidized projects. Wait lists of up to 293 households are maintained for this program type. While notably shorter than the wait lists among the government-subsidized projects, significant wait lists are also maintained for the market-rate (up to 100 households) and Tax Credit (up to 37 households) projects. The number and length of these wait lists indicates a very strong level of pent-up demand for rental housing in the PSA, particularly among the government-subsidized projects.

The following table summarizes the units by bedroom/bathroom type and by program type for the PSA (Fayette County).

Multifamily Rentals by Program Type and Bedroom/Bathroom - Fayette County (PSA)						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
Market-Rate						
Studio	1.0	14	3.8%	0	0.0%	\$738
One-Bedroom	1.0	82	22.0%	2	2.4%	\$689
Two-Bedroom	1.0	148	39.8%	1	0.7%	\$450
Two-Bedroom	1.5	65	17.5%	0	0.0%	\$1,085
Two-Bedroom	2.0	6	1.6%	0	0.0%	\$1,235
Three-Bedroom	1.0	49	13.2%	0	0.0%	\$500
Three-Bedroom	2.5	8	2.2%	0	0.0%	\$1,150
Total Market-Rate		372	100.0%	3	0.8%	-
Tax Credit (Non-Subsidized)						
One-Bedroom	1.0	146	47.9%	3	2.1%	\$700
Two-Bedroom	1.0	98	32.1%	0	0.0%	\$850
Two-Bedroom	2.0	21	6.9%	1	4.8%	\$691
Three-Bedroom	1.0	3	1.0%	0	0.0%	\$486
Three-Bedroom	1.5	3	1.0%	0	0.0%	\$1,151
Three-Bedroom	2.0	15	4.9%	0	0.0%	\$790
Four-Bedroom	2.0	19	6.2%	0	0.0%	\$915
Total Tax Credit		305	100.0%	4	1.3%	-
Subsidized Tax Credit						
Studio	1.0	18	10.7%	0	0.0%	-
One-Bedroom	1.0	122	72.6%	0	0.0%	-
Two-Bedroom	1.0	11	6.5%	0	0.0%	-
Three-Bedroom	1.5	14	8.3%	0	0.0%	-
Four-Bedroom	2.0	3	1.8%	0	0.0%	-
Total Tax Credit		168	100.0%	0	0.0%	-
Government-Subsidized						
Studio	1.0	70	4.5%	1	1.4%	-
One-Bedroom	1.0	621	39.5%	1	0.2%	-
Two-Bedroom	1.0	572	36.4%	0	0.0%	-
Three-Bedroom	1.0	189	12.0%	0	0.0%	-
Three-Bedroom	2.0	49	3.1%	0	0.0%	-
Four-Bedroom	1.0	22	1.4%	0	0.0%	-
Four-Bedroom	2.0	46	2.9%	0	0.0%	-
Five-Bedroom	2.0	4	0.3%	0	0.0%	-
Total Tax Credit		1,573	100.0%	2	0.1%	-

Source: Bowen National Research

Within the PSA (Fayette County), two-bedroom units comprise nearly three-fifths (58.9%) of the total *market-rate* supply. Most collected rents among this bedroom type are below \$1,100. Most one-bedroom market-rate units, which comprise 22.0% of the market-rate supply, have collected rents below \$700. Three-bedroom units account for 15.4% of the market-rate units and most have collected rents below \$1,150. It should be noted that the lower limits of the median collected rent range for the market-rate units in the PSA are much lower than the typical rents in most markets we have studied. This can be primarily attributed to one market-rate property (118

units) that operates as a nonprofit community and offers very limited amenities and does not include appliances. Nearly one-half (47.9%) of the surveyed *non-subsidized Tax Credit* units in the county are one-bedroom units and have a median collected rent of \$700. Two-bedroom non-subsidized Tax Credit units, which comprise 39.0% of the total non-subsidized Tax Credit supply, have median collected rents ranging between \$691 and \$850. Overall, approximately four-fifths (79.1%) of the *subsidized Tax Credit* units and 75.9% of the *government-subsidized* (non-Tax Credit) units are one- or two-bedroom units.

There are few vacancies among the multifamily rentals in the PSA, regardless of bedroom or program type. Additionally, there are currently no vacancies among the three-bedroom or larger units for any program type. The high overall occupancy rate, and the comparably limited inventory of three-bedroom or larger units in the PSA may indicate a future development opportunity for multifamily rentals. Regardless, there appears to be a current shortage of affordable multifamily rentals in the PSA.

The following is a distribution of multifamily rental product surveyed by year built and by program type for the PSA (Fayette County):

Multifamily Rental Housing by Year Built - Fayette County (PSA)									
Year Built	Market-Rate			Tax Credit (Non-Subsidized)			Government-Subsidized		
	Projects	Units	Vacancy Rate	Projects	Units	Vacancy Rate	Projects	Units	Vacancy Rate
Before 1970	2	148	0.0%	0	0	0.0%	10	768	0.3%
1970 to 1979	1	57	0.0%	0	0	0.0%	5	370	0.0%
1980 to 1989	1	14	0.0%	0	0	0.0%	7	498	0.0%
1990 to 1999	1	65	0.0%	2	23	0.0%	1	34	0.0%
2000 to 2009	0	0	0.0%	4	189	0.0%	2	71	0.0%
2010 to 2019	4	88	3.4%	2	57	7.0%	0	0	0.0%
2020 to 2023*	0	0	0.0%	1	36	0.0%	0	0	0.0%

Source: Bowen National Research

*As of September

Among the market-rate product in the PSA (Fayette County), 39.8% of the supply was built prior to 1970, 36.6% was built between 1970 and 1999, and 23.7% was built since 2000. This represents a relatively balanced inventory of market-rate multifamily product by development period in the PSA. By comparison, over nine-tenths (92.5%) of the Tax Credit supply in the PSA was built since 2000. However, it should be noted that the Low-Income Housing Tax Credit program was established in 1986, so unless an older project was rehabilitated under this program, it is reasonable to expect that most Tax Credit product would be developed well after 1986. With 94.0% of the government-subsidized product in the PSA having been built prior to 1990, and 44.1% of the units having been built prior to 1970, the government-subsidized multifamily product in the PSA is considerably older than the market-rate and Tax Credit products in the county, which is

typical of most markets. Vacancies are generally low among the various development periods and product types, indicating that demand is high for multifamily rentals regardless of age.

Representatives of Bowen National Research personally visited the surveyed rental projects within the overall county and rated the exterior quality of each property on a scale of "A" (highest) through "F" (lowest). All properties were rated based on quality and overall appearance (i.e., aesthetic appeal, building appearance, landscaping and grounds appearance). The following is a distribution of the surveyed multifamily rental housing supply by quality rating.

Multifamily Rental Housing by Quality Level - Fayette County (PSA)									
Quality Rating	Market-Rate			Tax Credit (Non-Subsidized)			Government-Subsidized		
	Projects	Total Units	Vacancy Rate	Projects	Total Units	Vacancy Rate	Projects	Total Units	Vacancy Rate
A-	-	-	-	1	30	0.0%	-	-	-
B+	1	3	0.0%	3	132	0.0%	2	90	0.0%
B	5	164	1.8%	5	143	2.8%	9	602	0.3%
B-	2	87	0.0%	-	-	-	11	837	0.0%
C+	1	118	0.0%	-	-	-	1	45	0.0%
C	-	-	-	-	-	-	2	167	0.0%

Source: Bowen National Research

As the preceding illustrates, all Tax Credit properties in the PSA (Fayette County) consist of product with a quality level of "B" or higher, and nearly 90% of the market-rate and government-subsidized properties have quality ratings of "B-" or higher. As such, a vast majority of the multifamily supply in the PSA is in good condition and the limited number of vacancies do not appear to be correlated to quality issues. This further illustrates the exceptionally high level of demand for multifamily rentals in Fayette County.

The following summarizes key attributes for the surveyed market-rate properties within the PSA (Fayette County):

Surveyed Market-Rate Projects – Fayette County (PSA)						
Map I.D.	Project Name	Year Built	Quality Rating	Units	Occupancy Rate	Waiting List
5	Cedarwood Townhouses	1998	B	65	100.0%	45 HH
8	Craig School Apts.	1900 / 2015	B	17	100.0%	None
9	Danea Manor Townhouses	1987	B	14	100.0%	6 HH
13	Fayette Building	1901 / 2012	B	48 + 7^	93.8%	None
16	Greenwood Heights	1954 / 2005	C+	118	100.0%	100 HH
21	Maple Gardens	2011	B+	3*	100.0%	12 HH
26	MountainView Townhouses	2013	B	20	100.0%	50 HH
27	Mt. Vernon Towers	1972 / 2000	B-	57*	100.0%	87 HH
30	Oliver Heights	1952	B-	30	100.0%	40 HH

Source: Bowen National Research; *Market-rate units only, ^Units under construction, HH - Households

The nine market-rate properties have a combined total of 372 units with an overall occupancy rate of 99.2%. All market-rate properties, except for Fayette Building (Map I.D. 13), are fully occupied and seven properties currently maintain wait lists.

The collected rents and unit mixes for the surveyed market-rate properties in the PSA (Fayette County) are listed in the following table:

Map I.D.	Project Name	Collected Rent (Total Units)			
		Studio	One-Br.	Two-Br.	Three-Br.
5	Cedarwood Townhouses	-	-	\$975-\$1,100 (65)	-
8	Craig School Apts.	-	\$450 (1)	\$750 (16)	-
9	Danea Manor Townhouses	-	-	\$950 (6)	\$1,150 (8)
13	Fayette Building	\$725-\$750 (14)	\$820-\$850 (26)	\$920-\$950 (8)	-
16	Greenwood Heights	-	\$400 (5)	\$450 (70)	\$500 (43)
21	Maple Gardens	-	-	\$848 (3)	-
26	MountainView Townhouses	-	-	\$950-\$1,235 (20)	-
27	Mt. Vernon Towers	-	\$689 (44)	\$817 (13)	-
30	Oliver Heights	-	\$361 (6)	\$420 (18)	\$485 (6)

Source: Bowen National Research

As the preceding illustrates, one-bedroom market-rate units (22.0% of the supply) have rents between \$361 and \$850. Two-bedroom units, which comprise a majority (58.9%) of the market-rate supply, have rents that range between \$420 and \$1,235. Three-bedroom units, which account for 15.4% of the market-rate supply, have rents between \$485 and \$1,150.

The unit sizes (square footage) and number of bathrooms for the surveyed market-rate units in the PSA (Fayette County) are illustrated in the following tables:

Map I.D.	Project Name	Square Footage				Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.	Studio	One-Br.	Two-Br.	Three-Br.
5	Cedarwood Townhouses	-	-	1,200 - 2,063	-	-	-	1.0 - 1.5	-
8	Craig School Apts.	-	500	900	-	-	1.0	1.0	-
9	Danea Manor Townhouses	-	-	800	1,200	-	-	1.5	2.5
13	Fayette Building	350 - 690	450 - 1,050	760 - 1,350	-	1.0	1.0	1.0	-
16	Greenwood Heights	-	530	719	928	-	1.0	1.0	1.0
21	Maple Gardens	-	-	856	-	-	-	1.0	-
26	Mountain View Townhouses	-	-	1,300 - 1,508	-	-	-	1.0 - 2.0	-
27	Mt. Vernon Towers	-	700	750	-	-	1.0	1.0	-
30	Oliver Heights	-	650	850	1,100	-	1.0	1.0	1.0

Source: Bowen National Research

Among the most common market-rate multifamily rentals, the size of the two-bedroom units in the PSA range between 719 square feet and 2,063 square feet. While most properties offer a two-bedroom, one-bathroom configuration, some properties offer one-and-one-half-bathroom and two-bathroom configurations within this bedroom type. These larger units with additional bathrooms generally align with higher collected rents, while the smaller units with only one bathroom typically have the lowest collected rents in the PSA. One-bedroom market-rate units in the PSA range in size from 450 square feet to 1,050 square feet and are limited to a one-bathroom configuration. This data, in addition to collected rents, for the existing market-rate units in the PSA may be useful in evaluating future market-rate developments in the county.

Note that 12 surveyed properties in Fayette County operate under the Low-Income Housing Tax Credit (LIHTC) program. Rents for projects operating under federal programs or the LIHTC program are limited to the percent of Area Median Household Income (AMHI) to which the units are specifically restricted. For the purposes of this analysis, we illustrated programmatic rent limits at 50% of AMHI (typical federal program restrictions) and 80% of AMHI (maximum LIHTC program restrictions) in the following table. All rents are shown as *gross rents*, meaning they include tenant-paid rents and tenant-paid utilities.

Maximum Allowable AMHI Gross Rents (2023) Fayette County, Pennsylvania					
Percent of AMHI	Studio	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
50%	\$878	\$941	\$1,130	\$1,305	\$1,456
80%	\$1,406	\$1,507	\$1,808	\$2,089	\$2,330

Source: Novogradac & Company LLP; Bowen National Research

Maximum allowable rents are subject to change on an annual basis and are only *achievable* if the project with such rents is marketable. As a result, the preceding rent table should be used as a guide for setting maximum rents under the Tax Credit program, and achievable rents should be determined by using individual market data from this report or a separate site-specific market feasibility study.

Projects can be developed under federal programs that use Fair Market Rents or the HOME Program rents. The following tables illustrate the 2023 Fair Market Rents and Low HOME and High HOME rents for Fayette County.

Fayette County				
Studio	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
Fair Market Rents (2023)				
\$862	\$904	\$1,090	\$1,386	\$1,515
Low/High HOME Rent (2023)				
\$862 / \$862	\$904 / \$904	\$1,090 / \$1,090	\$1,305 / \$1,386	\$1,456 / \$1,515

Source: Novogradac & Company LLP; Bowen National Research

The preceding rents, which are updated annually, can be used by developers as a guide for the possible rent structures incorporated at their projects within Fayette County.

The Fair Market Rents for one-, two-, and three-bedroom units are higher than the corresponding market-rate and Tax Credit *median* rents at the surveyed properties in the county. While this indicates that Housing Choice Voucher (HCV) holders may be able to secure a market-rate or Tax Credit unit with an HCV if the property accepts vouchers, the limited availability of multifamily rental units in the county suggests most residents must choose from non-conventional rental alternatives, which are evaluated in the next section of this report.

According to a representative with the Fayette County Housing Authority, there are approximately 865 Housing Choice Vouchers currently issued within the housing authority's jurisdiction. However, housing authority representatives indicated that approximately 201 of the issued vouchers are currently going unused. Some of the common reasons cited for unused vouchers include: the inability to find available housing, recent illness or death of voucher holders, voucher holders vacating without notice, and lease termination. There is a total of 337 households currently on the waiting list for additional vouchers, and the waiting list is currently open. Annual turnover within the voucher program is estimated at 108 households. Overall, this reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance.

We also evaluated the potential number of existing subsidized affordable housing units that are at risk of losing their affordable status. A total of 12 properties in the PSA (Fayette County) operate as subsidized projects under a current HUD contract. Because these contracts have a designated renewal date, it is important to understand if these projects are at risk of an expiring contract in the near future that could result in the reduction of affordable rental housing stock (Note: Properties with HUD contract renewal or expiration dates within five years are shown in red).

Expiring HUD Contracts Fayette County, Pennsylvania					
Property Name	Total Units	Assisted Units	Expiration Date	Program Type	Target Population
Beeson Court	50	49	5/6/2034	202/8 NC	Senior
Confer Vista	36	36	3/24/2033	202/8 NC	Senior
Connellsville Towers	111	110	4/24/2032	Sec 8 NC	Family
Poplar Lane Court	50	49	12/31/2023	PRAC/202	Family
Gallatin Apartments	38	38	4/9/2031	Sec 8 SR	Family
Harris Gardens	108	72	8/31/2034	LMSA	Family
Enrico Palazzo aka Mt. Vernon Tower/Beeson Square	190	133	12/31/2035	LMSA	Family
Simpson Manor/Hunter's Ridge	126	126	9/30/2037	HFDA/8 NC	Family
Surrey Hill Apartments	70	69	2/27/2031	Sec 8 NC	Family
Union Gardens	95	94	2/14/2033	HFDA/8 NC	Family
Village of Searights	142	140	12/31/2039	LMSA	Family
Rose Square Apartments	9	2	11/30/2036	811 PRA DEMO	Other

Source: HUDUser.gov Assistance & Section 8 Contracts Database (Updated 7.31.23); Bowen National Research

While all HUD supported projects are subject to annual appropriations by the federal government, it appears that one out of the 12 total projects in Fayette County has a renewal date within the next five years and is at a *potential* risk of losing government assistance in the near future. Given the high occupancy rates and wait lists among the market's surveyed subsidized properties, it will be important for the area's low-income residents that the project with a pending expiring HUD contract be preserved in order to continue to house some of the market's most economically vulnerable residents.

A map illustrating the location of all multifamily apartments surveyed within the market is included on the following page.



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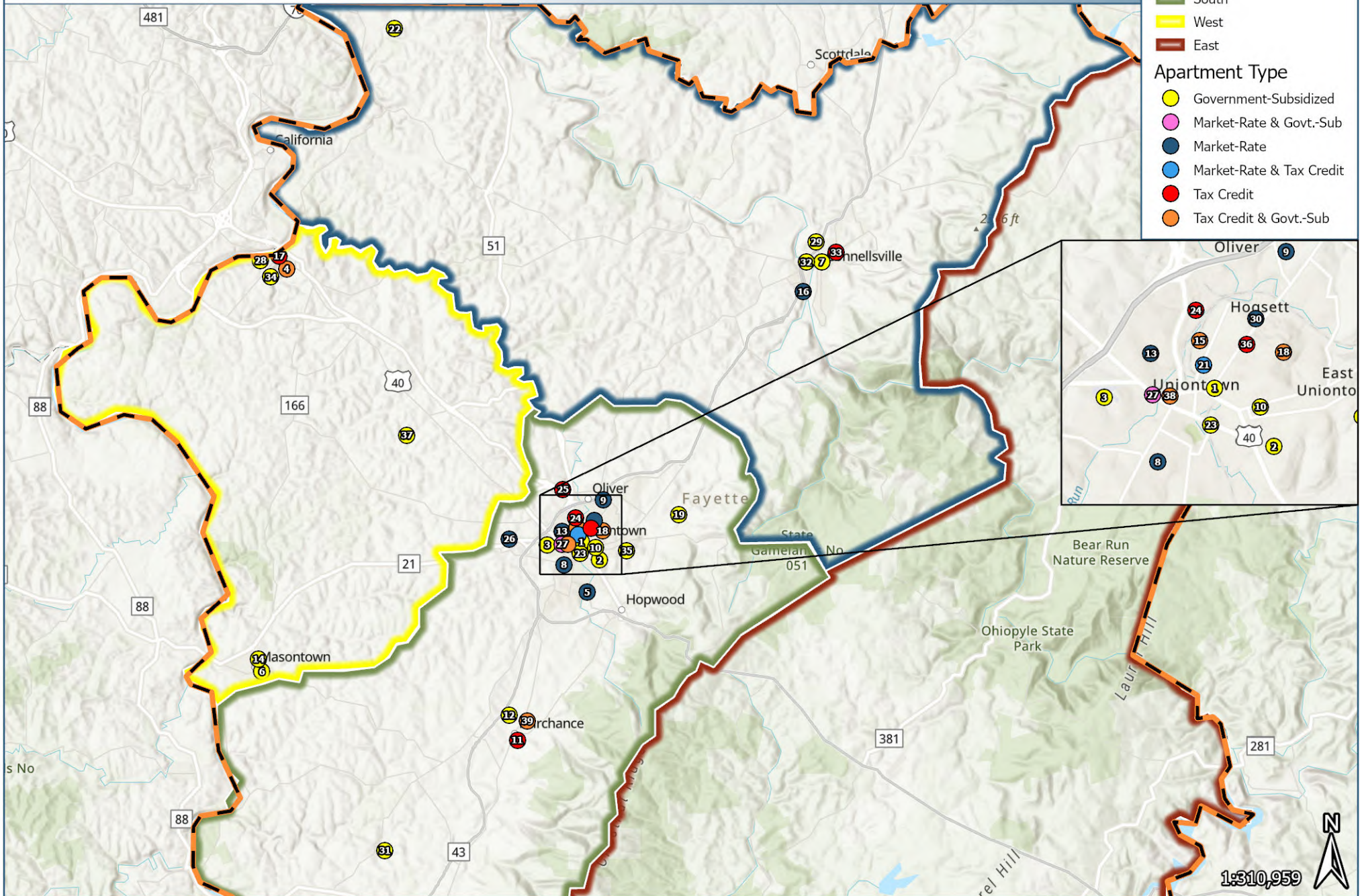
Surveyed Apartments

Fayette County, PA

- PSA
- North
- South
- West
- East

Apartment Type

- Government-Subsidized
- Market-Rate & Govt.-Sub
- Market-Rate
- Market-Rate & Tax Credit
- Tax Credit
- Tax Credit & Govt.-Sub



0 1.5 3 4.5 6
Miles

data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS, Esri, CGIAR, USGS, data.pa.gov, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA
Additional Source(s): Bowen National Research

3. Non-Conventional Rental Housing

Non-conventional rentals are generally considered rental units consisting of single-family homes, duplexes, units over store fronts, mobile homes, etc. Typically, these rentals are older, offer few amenities, and lack on-site management and maintenance. For the purposes of this analysis, we have assumed that rental properties consisting of four or less units within a structure are non-conventional rentals. Based on data from the American Community Survey (2017-2021), the number and share of units within renter-occupied structures is summarized in the following table:

		Renter-Occupied Housing by Units in Structure			
		1 to 4 Units	5 Units or More	Mobile Home/ Other	Total
East	Number	587	164	321	1,072
	Percent	54.8%	15.3%	29.9%	100.0%
North	Number	3,288	869	513	4,670
	Percent	70.4%	18.6%	11.0%	100.0%
South	Number	3,825	1,419	395	5,639
	Percent	67.8%	25.2%	7.0%	100.0%
West	Number	2,233	372	257	2,862
	Percent	78.0%	13.0%	9.0%	100.0%
Fayette County	Number	9,932	2,824	1,485	14,241
	Percent	69.7%	19.8%	10.4%	100.0%
Pennsylvania	Number	969,650	575,037	42,173	1,586,860
	Percent	61.1%	36.2%	2.7%	100.0%

Source: American Community Survey (2017-2021); ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, non-conventional rentals with four or fewer units per structure and mobile homes comprise a vast majority of the local rental housing market, as they represent approximately four-fifths (80.1%) of rental units in the PSA (Fayette County). This is a considerably larger share than the share of non-conventional rentals (63.8%) for the state of Pennsylvania. The share of mobile homes in the PSA (10.4%), specifically, is notably higher than the corresponding share (2.7%) within the state. While the share of non-conventional rentals in each submarket is larger than the state share, the largest shares of non-conventional rentals are within the West (87.0%) and East (84.7%) submarkets. The exceptionally high share of mobile home rentals in the East Submarket (29.9%) is also noteworthy.

The following table summarizes monthly gross rents (per unit) for area rental alternatives within the PSA and the state of Pennsylvania, based on ACS data. While this data encompasses all rental units, which includes multifamily apartments, a substantial majority (80.1%) of the local market's rental supply consists of non-conventional rentals. Therefore, it is reasonable to conclude that the following provides insight into the overall distribution of rents among the non-conventional rental housing units. It should be noted, gross rents include tenant-paid rents and tenant-paid utilities.

		Estimated Monthly Gross Rents by Market								
		<\$300	\$300 - \$500	\$500 - \$750	\$750 - \$1,000	\$1,000 - \$1,500	\$1,500 - \$2,000	\$2,000+	No Cash Rent	Total
East	Number	7	48	338	142	143	15	0	378	1,071
	Percent	0.7%	4.5%	31.6%	13.3%	13.4%	1.4%	0.0%	35.3%	100.0%
North	Number	375	666	1,421	1,026	381	24	0	778	4,671
	Percent	8.0%	14.3%	30.4%	22.0%	8.2%	0.5%	0.0%	16.7%	100.0%
South	Number	548	590	1,747	1,495	595	111	49	504	5,639
	Percent	9.7%	10.5%	31.0%	26.5%	10.6%	2.0%	0.9%	8.9%	100.0%
West	Number	185	257	770	550	583	38	0	478	2,861
	Percent	6.5%	9.0%	26.9%	19.2%	20.4%	1.3%	0.0%	16.7%	100.0%
Fayette County	Number	1,115	1,561	4,276	3,212	1,702	188	49	2,138	14,241
	Percent	7.8%	11.0%	30.0%	22.6%	12.0%	1.3%	0.3%	15.0%	100.0%
Pennsylvania	Number	68,483	91,182	232,314	342,868	487,402	181,142	97,767	85,702	1,586,860
	Percent	4.3%	5.7%	14.6%	21.6%	30.7%	11.4%	6.2%	5.4%	100.0%

Source: American Community Survey (2017-2021); ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, the largest share (30.0%) of PSA (Fayette County) rental units has rents between \$500 and \$750, followed by units with rents between \$750 and \$1,000 (22.6%). Collectively, units with gross rents below \$1,000 account for 71.4% of all PSA rentals, which is a notably larger share of such units when compared to the state (46.2%). Overall, this demonstrates the prevalence of the lower priced product among the non-conventional rental units in the market. The South Submarket has the largest share (77.7%) of rental units with rents less than \$1,000, followed by the North Submarket (74.7%). Conversely, the share of rental units with rents of \$1,000 or more is highest within the West Submarket (21.7%). Overall, 1.6% of rental units in the PSA have rents of \$1,500 or more. While limited, these units provide some alternatives to home ownership for higher income earning residents in the PSA and demonstrate rent premiums are achievable within the market.

From August through early October 2023, Bowen National Research identified 65 non-conventional rentals that were listed as *available* for rent in the PSA (Fayette County). These properties were identified through a variety of online sources. Through this extensive research, we believe that we have identified most vacant non-conventional rentals in the PSA. While these rentals do not represent all non-conventional rentals, they are representative of common characteristics of the various non-conventional

rental alternatives available in the market. As a result, these available rentals provide a good baseline to compare the rental rates, number of bedrooms, number of bathrooms, and other features of non-conventional rentals. When compared to the overall non-conventional inventory of the PSA (11,417 units), these 65 units represent an overall vacancy rate of just 0.6%, which is considered very low. The available non-conventional rentals identified in the county are summarized in the following table.

Available Non-Conventional Rentals							
Bedroom Type	Units	Average Number of Baths	Average Year Built	Average Square Feet	Rent Range	Average Rent	Average Rent Per Square Foot
Studio	2	1.0	1908	-	\$500 - \$1,000	\$750.00	-
One-Bedroom	12	1.0	1930	917	\$475 - \$750	\$630.83	\$0.83
Two-Bedroom	27	1.0	1923	956	\$606 - \$1,500	\$812.07	\$0.88
Three-Bedroom	23	1.4	1947	1,254	\$750 - \$1,400	\$1,027.39	\$0.89
Four-Bedroom	1	2.5	1968	2,980	\$3,000 - \$3,000	\$3,000.00	\$1.01

Source: Zillow, Facebook, Trulia, Realtor.com, Homes.com, Hotpads

The available non-conventional rentals identified in the PSA (Fayette County) have average rents ranging from approximately \$631 for a one-bedroom unit to \$3,000 for a four-bedroom unit. Two-bedroom units, which comprise the largest share (41.5%) of the available units in the county, have an average rent of \$812.07. When typical tenant utility costs (approximately \$200) are also considered, the inventoried non-conventional two-bedroom units have an average *gross* rent of approximately \$1,012, which is a much higher average rent compared to the median rent for an equivalent two-bedroom/one-bathroom market-rate (\$450) or Tax Credit (\$850) multifamily apartment in the PSA. As such, it is unlikely that low-income residents would be able to afford the typical non-conventional rental housing in the area. Based on this analysis, the inventory of available non-conventional rentals is extremely limited and typical rents for this product indicate that such housing is not a viable alternative for most lower income households.

Available Non-Conventional Rentals by Area								
Submarket	Units	Share	Average Number of Bedrooms	Average Number of Baths	Average Year Built	Average Square Feet	Average Rent	Average Rent Per Square Foot
East	1	1.5%	3.0	1.0	-	-	\$750.00	-
North	18	27.7%	2.1	1.2	1943	1,175	\$892.22	\$0.87
South	29	44.6%	2.1	1.2	1934	1,269	\$943.62	\$0.86
West	17	26.2%	2.1	1.1	1923	906	\$791.24	\$0.92
Fayette County (PSA)	65	100.0%	2.1	1.2	1932	1,133	\$886.55	\$0.88

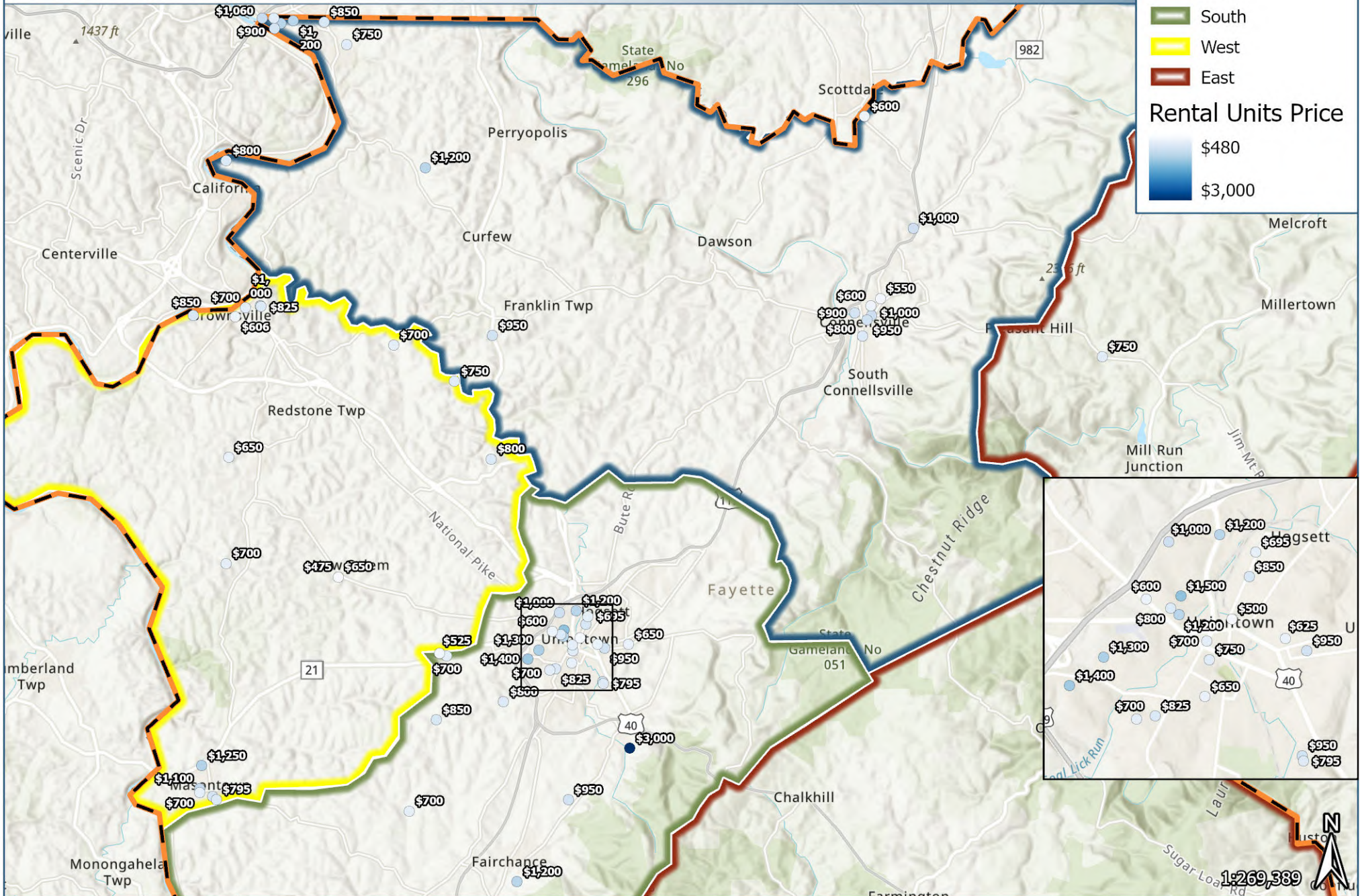
Source: Zillow, Facebook, Trulia, Realtor.com, Homes.com, Hotpads

As the preceding illustrates, the South Submarket comprises the largest share (44.6%) of available non-conventional rentals in the PSA. The non-conventional rentals in this submarket also have the highest average rent (\$943.62) and the largest average square footage (1,269 square feet) among the four PSA submarkets. While the North and West submarkets account for similar shares (27.7% and 26.2%, respectively) of the available non-conventional rentals in the PSA, only one available non-conventional rental was identified in the East Submarket (1.5%). Regardless of submarket, it appears there is limited availability of non-conventional rentals within the PSA, and based on the average age of the inventory in each submarket, it is reasonable to conclude that quality issues may also exist within the market.

A map illustrating the location of identified non-conventional rentals currently available to rent in Fayette County is included on the following page.

-  PSA
-  North
-  South
-  West
-  East

Rental Units Price



C. FOR-SALE HOUSING SUPPLY

1. Introduction

Bowen National Research obtained for-sale housing data from the local Multiple Listing Service provider for the PSA (Fayette County). The *historical* and *available* for-sale data which we collected and analyzed includes the distribution of housing by number of bedrooms, price point, and year built. While this sales/listing data does not include all for-sale residential transactions or supply in Fayette County, it does consist of the majority of such product and therefore, it is representative of market norms for for-sale housing product in the county.

The following table summarizes the available and recently sold homes for Fayette County:

Fayette County Available/Sold For-Sale Housing Supply		
Status	Number of Homes	Median Price
Available*	325	\$149,900
Sold**	2,840	\$145,000

Source: MLS (Multiple Listing Service)

*As of June 13, 2023

**Sales from January 1, 2020 to June 13, 2023

Within the PSA (Fayette County), 2,840 homes were sold between January 1, 2020 and June 13, 2023 at a median price of \$145,000. This equates to an average of approximately 69 homes sold per month, or an annualized average of around 828 homes sold during this time. The for-sale housing stock *available* as of June 13, 2023 within the PSA consists of 325 units with a median list price of \$149,900.

2. Historical For-Sale Analysis

The following table illustrates the annual sales activity from January 1, 2020 to June 13, 2023 by study area.

Sales History by Year (January 1, 2020 to June 13, 2023)						
		2020	2021	2022	2023*	% Change 2020-2023*
East	Number Sold	87	69	64	28 / (63)	(-1.5%)
	Median Price	\$187,000	\$231,500	\$239,500	\$210,363	-12.2%
North	Number Sold	275	290	300	106 / (237)	(-21.0%)
	Median Price	\$125,000	\$142,000	\$146,000	\$143,650	-1.6%
South	Number Sold	315	331	341	106 / (237)	(-30.5%)
	Median Price	\$140,000	\$147,500	\$150,000	\$164,950	10.0%
West	Number Sold	128	154	185	61 / (137)	(-25.9%)
	Median Price	\$113,500	\$116,750	\$145,000	\$140,000	-3.4%
Fayette County (PSA)	Number Sold	805	844	890	301 / (674)	(-24.3%)
	Median Price	\$134,900	\$145,000	\$150,000	\$155,000	3.3%

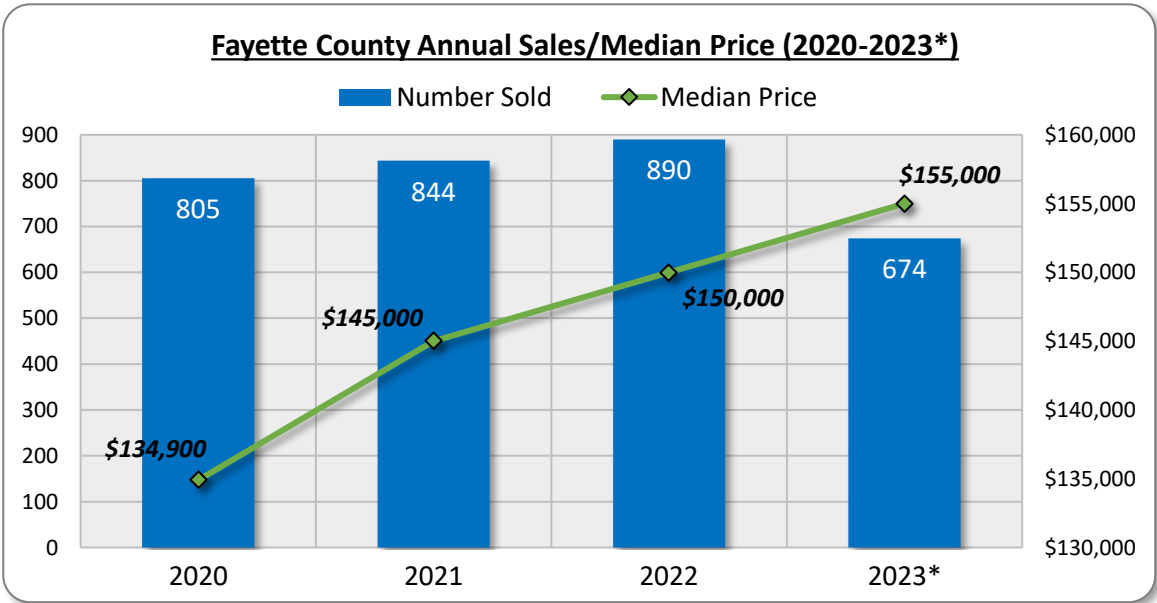
Source: MLS (Multiple Listing Service)

*As of June 13, 2023; Numbers in parenthesis for 2023 illustrate annualized projection

As the preceding table illustrates, the median price of homes sold within the PSA (Fayette County) increased by \$15,100, or 11.2%, between 2020 and 2022. Through June 13, 2023, the median price of the 301 homes sold in the PSA in 2023 is \$155,000, or an increase of 3.3% over the median sales price in 2022. Within the individual submarkets, increases of 25.0% or greater in the median sales price occurred in the East (28.1%) and West (27.8%) submarkets between 2020 and 2022, while the North (16.8%) and South (7.1%) submarkets experienced more moderate increases in the median sales price.

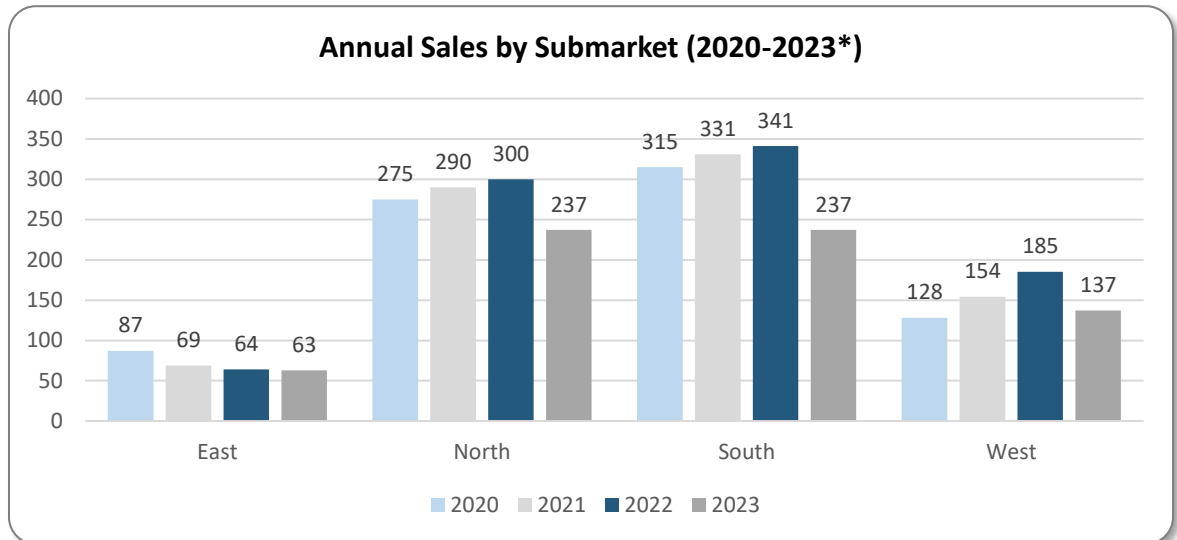
Between 2020 and 2022, the overall volume of home sales increased in the PSA by 10.6%. During this time period, the East Submarket is the only submarket that experienced a *decline* (26.4%) in sales volume. Among the submarkets, the South (38.9%) and North (34.1%) submarkets account for the largest shares of sales volume in the PSA between 2020 and 2022. The 301 homes sold in the PSA through June 13, 2023, equates to an annualized projection of 674 homes in Fayette County for 2023. This represents a 24.3% decrease in the volume of home sales in the PSA from 2022, which is likely due to a combination of high mortgage rates and low housing supply in the PSA.

The following graph illustrates the annual sales activity for the PSA (Fayette County) from 2020 to 2023.

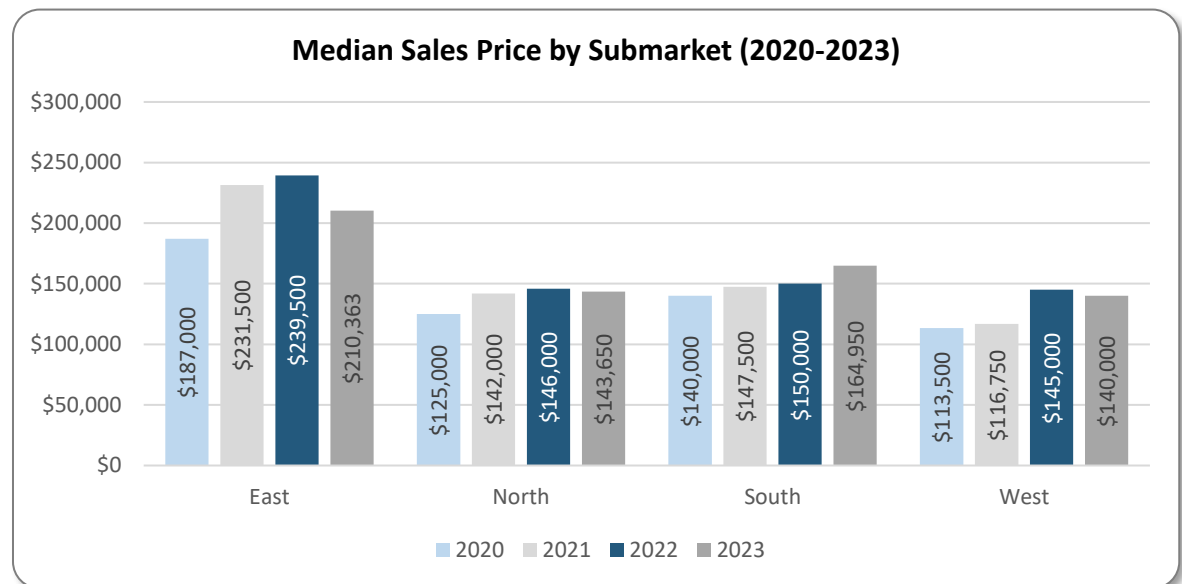


*2023 annualized projection based on sales volume through June 13, 2023

The following graphs illustrate the annual sales activity (*volume* and *median price*) for each submarket of the PSA (Fayette County) from January 1, 2020 to June 13, 2023.



*2023 annualized projection based on sales volume through June 13, 2023



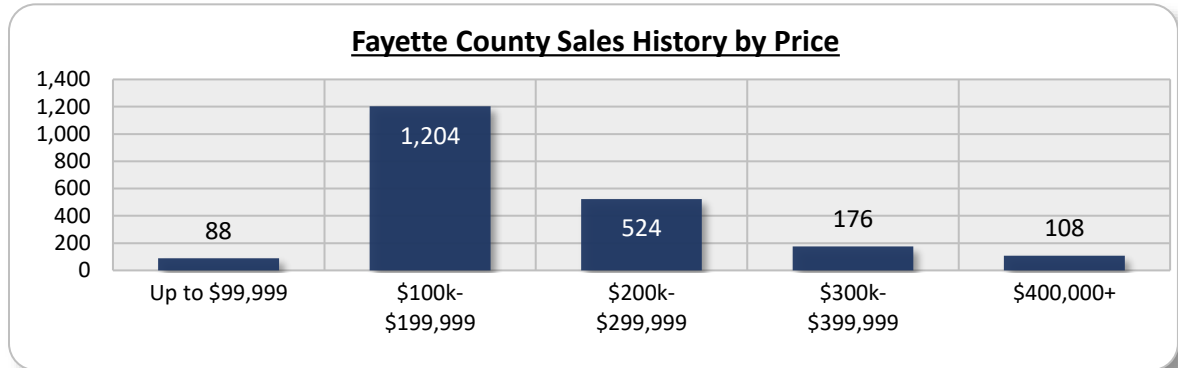
The distribution of homes sold between January 1, 2020 and June 13, 2023 by *price point* is summarized in the following table.

Sales History by Price (January 1, 2020 to June 13, 2023)						
Data	Up to \$99,999	\$100,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000+	Total
East						
Number Sold	26	88	74	26	34	248
Percent of Supply	10.5%	35.5%	29.8%	10.5%	13.7%	100.0%
North						
Number Sold	305	445	156	47	18	971
Percent of Supply	31.4%	45.8%	16.1%	4.8%	1.9%	100.0%
South						
Number Sold	286	470	229	73	35	1,093
Percent of Supply	26.2%	43.0%	21.0%	6.7%	3.2%	100.0%
West						
Number Sold	211	201	65	30	21	528
Percent of Supply	40.0%	38.1%	12.3%	5.7%	4.0%	100.0%
Fayette County (PSA)						
Number Sold	828	1,204	524	176	108	2,840
Percent of Supply	29.2%	42.4%	18.5%	6.2%	3.8%	100.0%

Source: MLS (Multiple Listing Service)

As the preceding table illustrates, 71.6% of homes sold in the PSA (Fayette County) between January 1, 2020 and June 13, 2023 were priced below \$200,000, with nearly three-tenths (29.2%) of all home sales priced below \$100,000. Nearly one-fifth (18.5%) of home sales during this time period sold between \$200,000 and \$299,999 and 10.0% sold at \$300,000 or more, which are price points popular with most middle- and upper-class homebuyers. Among the submarkets, the West (78.1%) and North (77.2%) submarkets have the largest shares of homes with sales prices of less than \$200,000, which is a price point affordable to many lower-income households and first-time homebuyers. The largest share (29.8%) of homes with sales prices between \$200,000 and \$299,999 is within the East Submarket, and nearly one-fourth (24.2%) of home sales in this submarket were homes with sales prices of \$300,000 or more. Aside from the East Submarket, which has a relatively balanced distribution of home sales by price point during this time period, recent home sales in the PSA have been generally concentrated among the lower price points.

The distribution of recent home sales by *price point* for the PSA (Fayette County) is shown in the following graph.



The following table illustrates recent home sales for the study areas by *bedroom type*.

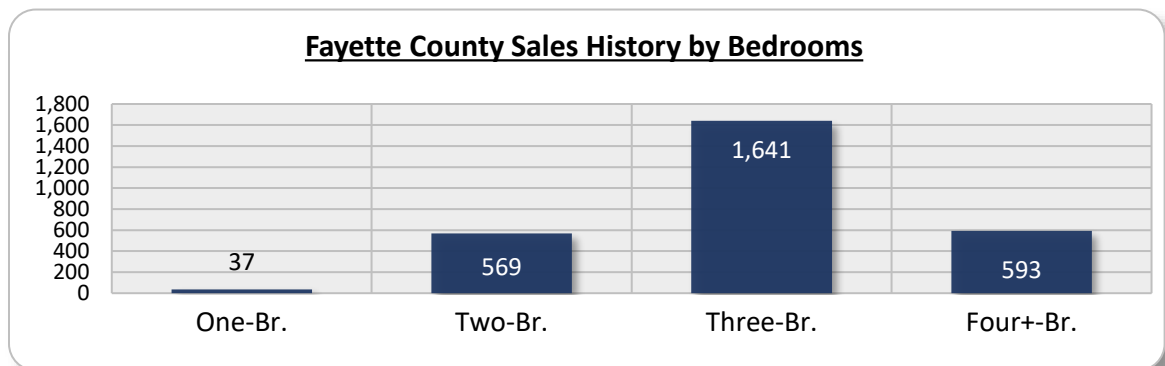
Sales History by Bedroom Type (January 1, 2020 to June 13, 2023)					
Bedrooms	Number Sold	Average Year Built*	Price Range	Median Sales Price	Average Sales Price
East					
One-Br.	17	1969	\$11,500 - \$481,000	\$145,000	\$156,935
Two-Br.	50	1963	\$32,000 - \$750,000	\$169,500	\$193,187
Three-Br.	118	1975	\$52,500 - \$790,000	\$202,000	\$244,205
Four+-Br.	63	1962	\$35,050 - \$1,450,000	\$272,000	\$342,097
Total	248	1969	\$11,500 - \$1,450,000	\$213,300	\$252,804
North					
One-Br.	7	1957	\$35,000 - \$145,000	\$62,500	\$76,786
Two-Br.	207	1936	\$5,600 - \$383,356	\$91,000	\$96,443
Three-Br.	566	1949	\$7,900 - \$575,000	\$149,900	\$157,892
Four+-Br.	191	1938	\$5,900 - \$799,900	\$159,000	\$180,120
Total	971	1944	\$5,600 - \$799,900	\$137,000	\$148,579
South					
One-Br.	8	1958	\$32,000 - \$122,100	\$45,500	\$57,388
Two-Br.	213	1942	\$4,500 - \$350,000	\$102,001	\$106,922
Three-Br.	631	1958	\$3,000 - \$475,000	\$157,250	\$168,244
Four+-Br.	241	1952	\$5,500 - \$530,000	\$192,000	\$217,451
Total	1,093	1953	\$3,000 - \$530,000	\$150,000	\$166,332
West					
One-Br.	5	1923	\$30,000 - \$50,000	\$46,200	\$43,140
Two-Br.	99	1933	\$2,500 - \$297,000	\$60,000	\$72,347
Three-Br.	326	1956	\$10,000 - \$610,000	\$147,500	\$165,665
Four+-Br.	98	1934	\$6,500 - \$535,000	\$144,500	\$160,961
Total	528	1948	\$2,500 - \$610,000	\$125,000	\$146,134
Fayette County (PSA)					
One-Br.	37	1958	\$11,500 - \$481,000	\$71,000	\$104,870
Two-Br.	569	1940	\$2,500 - \$750,000	\$92,000	\$104,675
Three-Br.	1,641	1956	\$3,000 - \$790,000	\$155,000	\$169,623
Four+-Br.	593	1945	\$5,500 - \$1,450,000	\$180,000	\$209,334
Total	2,840	1950	\$2,500 - \$1,450,000	\$145,000	\$164,059

Source: MLS (Multiple Listing Service)

*Excludes 72 listings with no year built information

The largest share (57.8%) of homes sold by bedroom type in the PSA (Fayette County) consists of three-bedroom housing units, followed by four-bedroom or larger units (20.9%) and two-bedroom units (20.0%). Among the most common bedroom type, the typical three-bedroom unit has an average year built of 1956 and a median sales price of \$155,000. Four-bedroom or larger units, which comprise the second largest share of home sales in the PSA, have an average year built of 1945 and a median sales price of \$180,000. An analysis of the distribution within the individual submarkets reveals that the East Submarket has the largest respective combined share of one- and two-bedroom units (27.0%), the West Submarket has the largest share of three-bedroom units (61.7%), and the East Submarket has the largest share of four-bedroom and larger units (25.4%). Among three-bedroom homes, the median sales price in the PSA submarkets ranges between \$147,500 (West Submarket) and \$202,000 (East Submarket). Overall, the distribution of home sales by bedroom type within the PSA is considered typical of most housing markets.

The distribution of recent home sales by bedroom type within the PSA (Fayette County) is shown in the following graph.



Recent home sales by *year built* in the PSA (Fayette County) are illustrated in the following table:

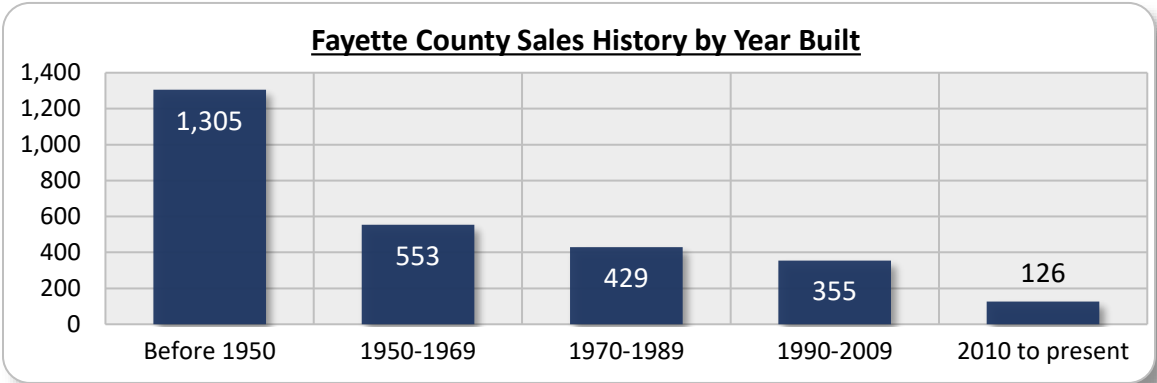
Fayette County (PSA) Sales History by Year Built (January 1, 2020 to June 13, 2023)				
Year Built	Number Sold*	Price Range	Median Sales Price	Average Sales Price
Before 1950	1,305	\$2,500 - \$735,000	\$109,000	\$113,639
1950 to 1969	553	\$6,500 - \$825,000	\$150,000	\$158,498
1970 to 1989	429	\$15,000 - \$1,400,000	\$205,000	\$223,214
1990 to 2009	355	\$13,500 - \$1,450,000	\$235,000	\$252,404
2010 to present	126	\$70,000 - \$1,072,500	\$283,982	\$283,288
Total	2,768	\$2,500 - \$1,450,000	\$145,000	\$165,103

Source: MLS (Multiple Listing Service)

*Excludes 72 listings with no year built information

As the preceding illustrates, over two-thirds (67.1%) of the housing product sold in the PSA (Fayette County) was built prior to 1970, and nearly one-half (47.1%) was built prior to 1950. Collectively, less than one-fifth (17.4%) of sales in the PSA have been homes built since 1990. As the preceding table illustrates, there is a clear relationship between the age of the product and median sales price. The pre-1950 product has the lowest median sales price (\$109,000), and there is a linear increase of median price for each successive development period, with the newest product (built between 2010 and present) having the highest median sales price (\$283,982). Overall, recent home sales in the PSA have been heavily concentrated among older product (pre-1970). While the typical home within these development periods is likely affordable to many households in the area, these older homes typically require costly repairs and updates, such as weatherization. These additional costs can create affordability challenges for households despite relatively low sales prices and can also contribute to quality deterioration of the local housing stock.






The distribution of recent home sales by *year built* and *median sales price* in the PSA (Fayette County) is shown in the following graph:

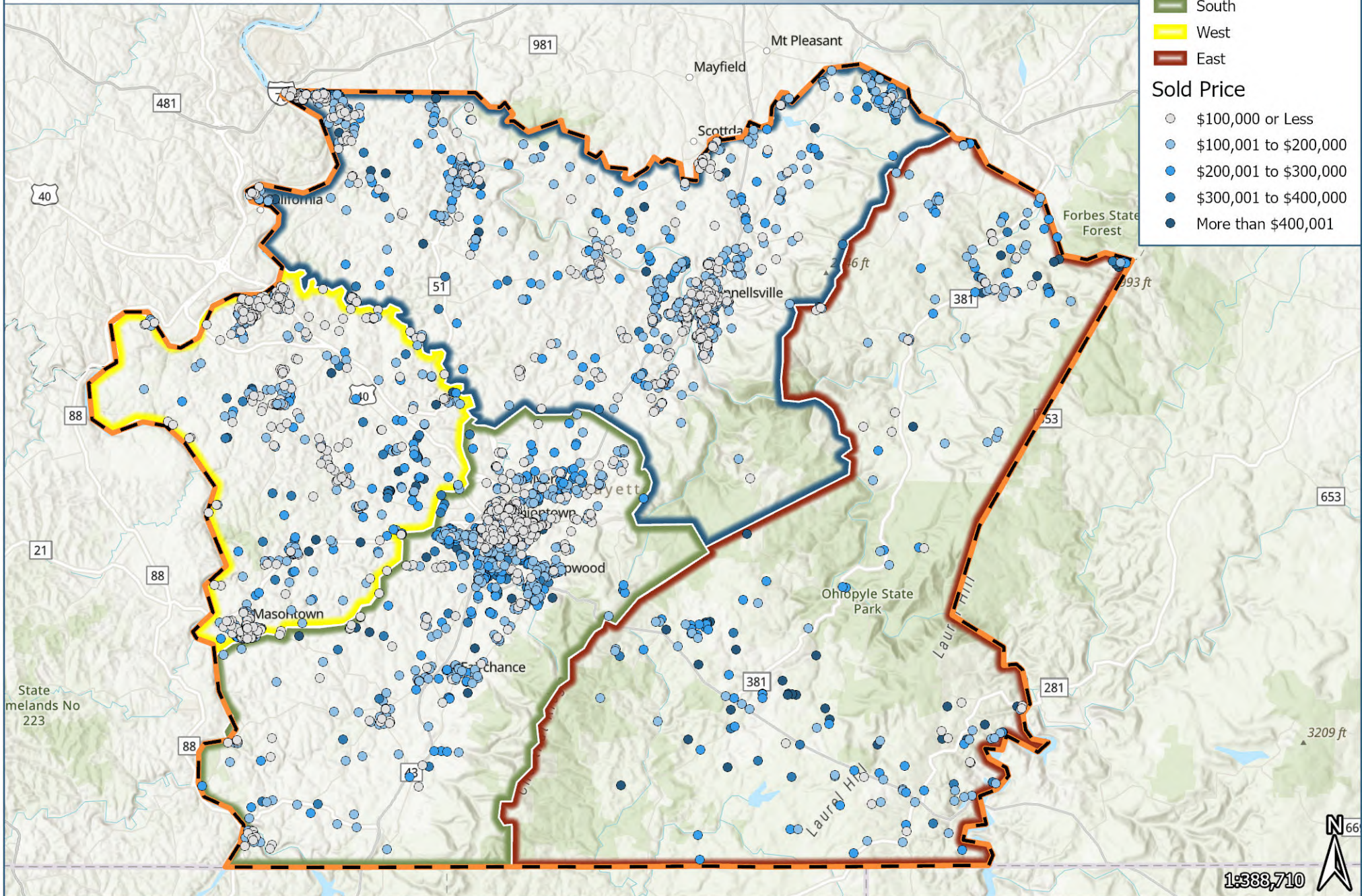


A map illustrating the location of all homes sold between January 1, 2020 and June 13, 2023 within the PSA (Fayette County) is included on the following page.

-  PSA
-  North
-  South
-  West
-  East

Sold Price

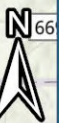
-  \$100,000 or Less
-  \$100,001 to \$200,000
-  \$200,001 to \$300,000
-  \$300,001 to \$400,000
-  More than \$400,001



0 1.5 3 4.5 6
Miles

data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research

1:388,710



3. Available For-Sale Housing Supply

Based on information provided by the local Multiple Listing Service provider for the PSA (Fayette County), we identified 325 housing units within the county that were listed as *available* for purchase as of June 13, 2023. While there are likely additional for-sale residential units available for purchase, such homes were not identified during our research due to the method of advertisement or simply because the product was not actively marketed. Regardless, the available inventory of for-sale product identified in this analysis provides a good baseline for evaluating the for-sale housing alternatives offered in Fayette County.

There are two inventory metrics most often used to evaluate the health of a for-sale housing market. These metrics include *Months Supply of Inventory* (MSI) and availability rate. The MSI for the PSA was calculated based on sales history occurring between January 1, 2020 and June 13, 2023, which equates to an overall absorption rate of approximately 68.6 homes per month. Overall, based on the monthly absorption rate of 68.6 homes, the county's 325 homes listed as available for purchase represent about 4.7 months of supply. Typically, healthy and well-balanced markets have an available supply that should take about four to six months to absorb (if no other units are added to the market). Therefore, the PSA would appear to have a good base of available for-sale housing supply. However, when comparing the 325 available units with the overall inventory of 39,329 owner-occupied units, the PSA has a vacancy/availability rate of 0.8%, which is well below the normal range of 2.0% to 3.0% for a well-balanced for-sale/owner-occupied market. This is considered a relatively low rate and an indication that the market may have limited availability. To get a better understanding of housing availability in the PSA, we have conducted a more refined analysis of available supply by price point, bedroom type, and year built.

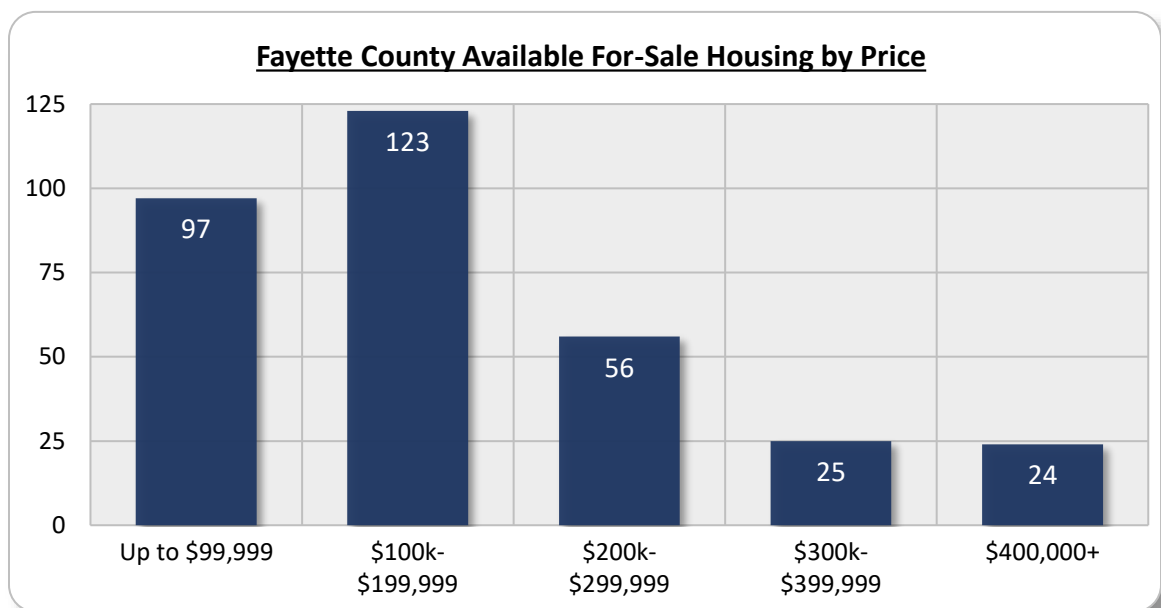
The following table summarizes the distribution of available for-sale residential units by *price point* for the PSA (Fayette County).

Fayette County (PSA) Available For-Sale Housing by Price (As of June 13, 2023)		
List Price	Number Available	Percent of Supply
Up to \$99,999	97	29.8%
\$100,000 to \$199,999	123	37.8%
\$200,000 to \$299,999	56	17.2%
\$300,000 to \$399,999	25	7.7%
\$400,000+	24	7.4%
Total	325	100.0%

Source: MLS (Multiple Listing Service)

The overall median list price in the PSA (Fayette County) is \$149,900. The largest share (37.8%) of available housing units in the PSA is priced between \$100,000 and \$199,999, followed by homes priced below \$100,000 (29.8%). A total of 56 homes, or 17.2% of the available supply, are priced between \$200,000 and \$299,999, while only 15.1% of the available homes are priced at \$300,000 or higher. While a significant share of homes in the PSA are priced below \$200,000, a price point attractive to low-income households and many first-time homebuyers, the limited availability of homes priced at \$200,000 or higher likely limits the ability of the county to attract middle- and upper-income households. Regardless of price point, the 0.8% availability rate for the PSA means there are limited options for prospective homebuyers to choose from, given the size of the market. Additionally, the typical age (pre-1960) and concentration of lower priced homes likely indicates a quality issue exists for much of the housing stock in Fayette County.

The distribution of available homes in the PSA by *price point* is illustrated in the following graph:



The available for-sale housing by *bedroom type* in the PSA (Fayette County) is summarized in the following table.

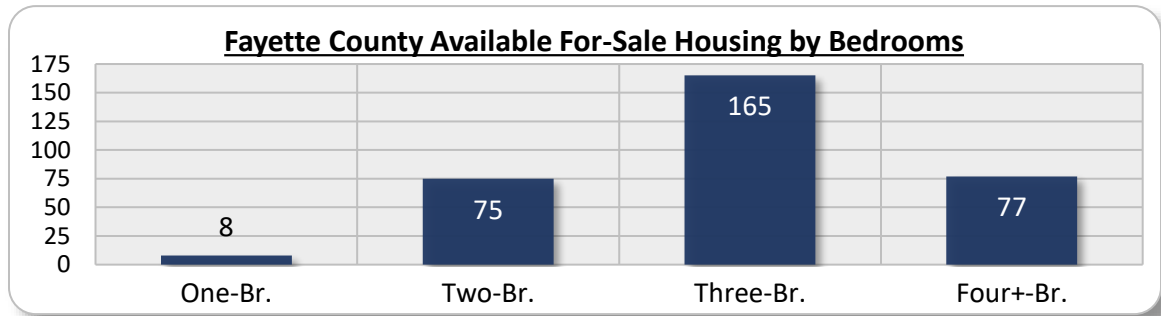
Available For-Sale Housing by Bedroom Type (As of June 13, 2023)					
Bedrooms	Number Available	Average Year Built	Price Range	Median List Price	Average List Price
East					
One-Br.	2	1962	\$149,000 - \$165,000	\$157,000	\$157,000
Two-Br.	10	1968	\$149,000 - \$409,900	\$239,500	\$258,770
Three-Br.	18	1974	\$125,000 - \$615,000	\$254,950	\$289,444
Four+-Br.	7	1971	\$179,900 - \$1,690,000	\$359,000	\$592,371
Total	37	1971	\$125,000 - \$1,690,000	\$275,000	\$331,305
North					
One-Br.	3	1907	\$49,000 - \$75,000	\$69,500	\$64,500
Two-Br.	20	1933	\$24,000 - \$599,000	\$77,450	\$126,849
Three-Br.	35	1944	\$35,000 - \$457,000	\$129,900	\$166,667
Four+-Br.	25	1939	\$32,500 - \$550,000	\$230,000	\$237,949
Total	83	1938	\$24,000 - \$599,000	\$125,000	\$174,850
South					
One-Br.	3	1940	\$33,000 - \$99,900	\$42,000	\$58,300
Two-Br.	29	1954	\$21,000 - \$250,000	\$118,000	\$118,931
Three-Br.	73	1947	\$20,000 - \$597,000	\$165,000	\$180,707
Four+-Br.	34	1944	\$45,000 - \$975,000	\$192,450	\$233,721
Total	139	1948	\$20,000 - \$975,000	\$155,000	\$178,144
West					
Two-Br.	16	1931	\$22,900 - \$649,000	\$85,000	\$127,113
Three-Br.	39	1945	\$10,000 - \$484,500	\$119,900	\$137,619
Four+-Br.	11	1910	\$13,000 - \$565,000	\$109,900	\$178,200
Total	66	1936	\$10,000 - \$649,000	\$114,900	\$141,836
Fayette County (PSA)					
One-Br.	8	1933	\$33,000 - \$165,000	\$72,250	\$85,300
Two-Br.	75	1945	\$21,000 - \$649,000	\$118,000	\$141,433
Three-Br.	165	1949	\$10,000 - \$615,000	\$153,450	\$179,407
Four+-Br.	77	1940	\$13,000 - \$1,690,000	\$199,900	\$259,767
Total	325	1946	\$10,000 - \$1,690,000	\$149,900	\$187,366

Source: MLS (Multiple Listing Service)

The available for-sale supply in the PSA (Fayette County) consists of 325 units with an average year built of 1946 and median list price of \$149,900. Three-bedroom (50.8%) units comprise the largest individual share of available units by bedroom type, followed by four-bedroom or larger (23.7%) and two-bedroom (23.1%) units. Among the most common bedroom type, the three-bedroom units have an average year built of 1949 and a median list price of \$153,450. Over two-fifths (42.8%) of the available for-sale supply are located within the South Submarket, representing an availability rate of 1.0%. The available supply within this submarket has a median list price of \$155,000 and an average year built of 1948. With a median list price of \$114,900, the West Submarket has the lowest median list price of available homes in the PSA, but also has the oldest average year built (1936). Among the four submarkets, the North Submarket has the lowest availability rate (0.6%), while the East and South submarkets have the highest availability rates (1.0%, each). The highest median list price

(\$275,000) is within the East Submarket, which also has the newest inventory of the four submarkets in the PSA with an average year built of 1971. Overall, it appears that Fayette County is challenged by limited availability and an inventory of older for-sale product.

The distribution of available homes by *bedroom type* in the PSA (Fayette County) is shown in the following graph:



The distribution of available homes by *year built* for the PSA (Fayette County) is summarized in the following table.

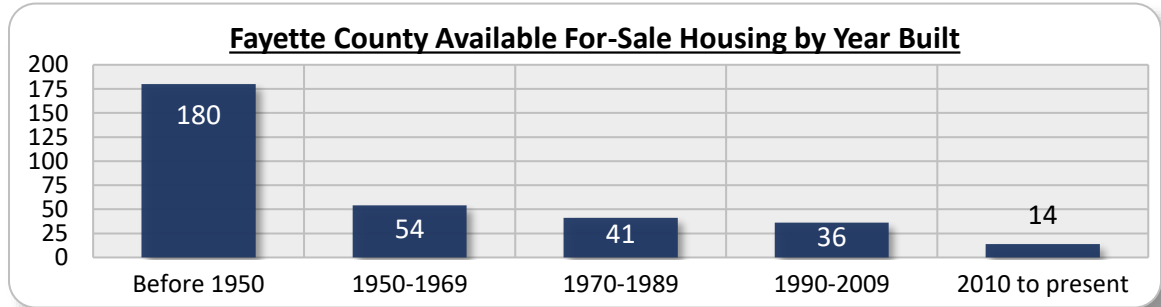
Fayette County (PSA) Available For-Sale Housing by Year Built (As of June 13, 2023)				
Year Built	Number Available	Price Range	Median List Price	Average List Price
Before 1950	180	\$10,000 - \$597,000	\$112,450	\$127,545
1950 to 1969	54	\$44,900 - \$400,000	\$197,450	\$199,920
1970 to 1989	41	\$21,000 - \$975,000	\$249,000	\$249,998
1990 to 2009	36	\$79,000 - \$1,690,000	\$246,450	\$335,639
2010 to present	14	\$79,999 - \$610,000	\$374,000	\$343,379
Total	325	\$10,000 - \$1,690,000	\$149,900	\$187,366

Source: MLS (Multiple Listing Service)

As shown in the preceding table, nearly three-fourths (72.0%) of the available for-sale housing product in the PSA was built prior to 1970, and over one-half (55.4%) was built prior to 1950. Homes built prior to 1950, which comprise the largest individual share of homes by development period, have a median list price of \$112,450. While approximately 64.6% of households in the PSA have adequate income (at least \$33,735 annually) to afford the typical home built during this development period, these older homes likely require significant repairs and/or modernization. It should be noted that FHA and USDA loans, which are attractive options for low-income households due to the low interest rates, low down payments, low closing costs, and more flexible credit qualifications compared to most conventional mortgages, also have minimum property standards that must be satisfied in order to qualify for these programs. As a significant share of these older homes (pre-1950) with very low list prices likely have electrical, roofing, or structural deficiencies that require correction to qualify for these loan programs, this can create an additional barrier to home ownership for many low-income households in the area. Only 4.3% (14 homes) of the

available for-sale supply in the PSA was built since 2010. Additionally, these homes have a notably higher median list price (\$374,000) compared to all other development periods, which is unaffordable to low-income households and many first-time homebuyers. Overall, there is limited available for-sale product in the county, and a vast majority of the product was built prior to 1970.

The distribution of available homes in the PSA (Fayette County) by *year built* and *median list price* is shown in the following graph:



The following table summarizes key information for the available for-sale supply by submarket.

Available For-Sale Housing by Submarket (As of June 13, 2023)						
Submarket	Available Homes	Availability Rate	Share of Available Homes	Average Year Built	Median List Price	Average List Price
East	37	1.0%	11.4%	1971	\$275,000	\$331,305
North	83	0.6%	25.5%	1938	\$125,000	\$174,850
South	139	1.0%	42.8%	1948	\$155,000	\$178,144
West	66	0.9%	20.3%	1936	\$114,900	\$141,836
Fayette County (PSA)	325	0.8%	100.0%	1946	\$149,900	\$187,366

Source: MLS (Multiple Listing Service)

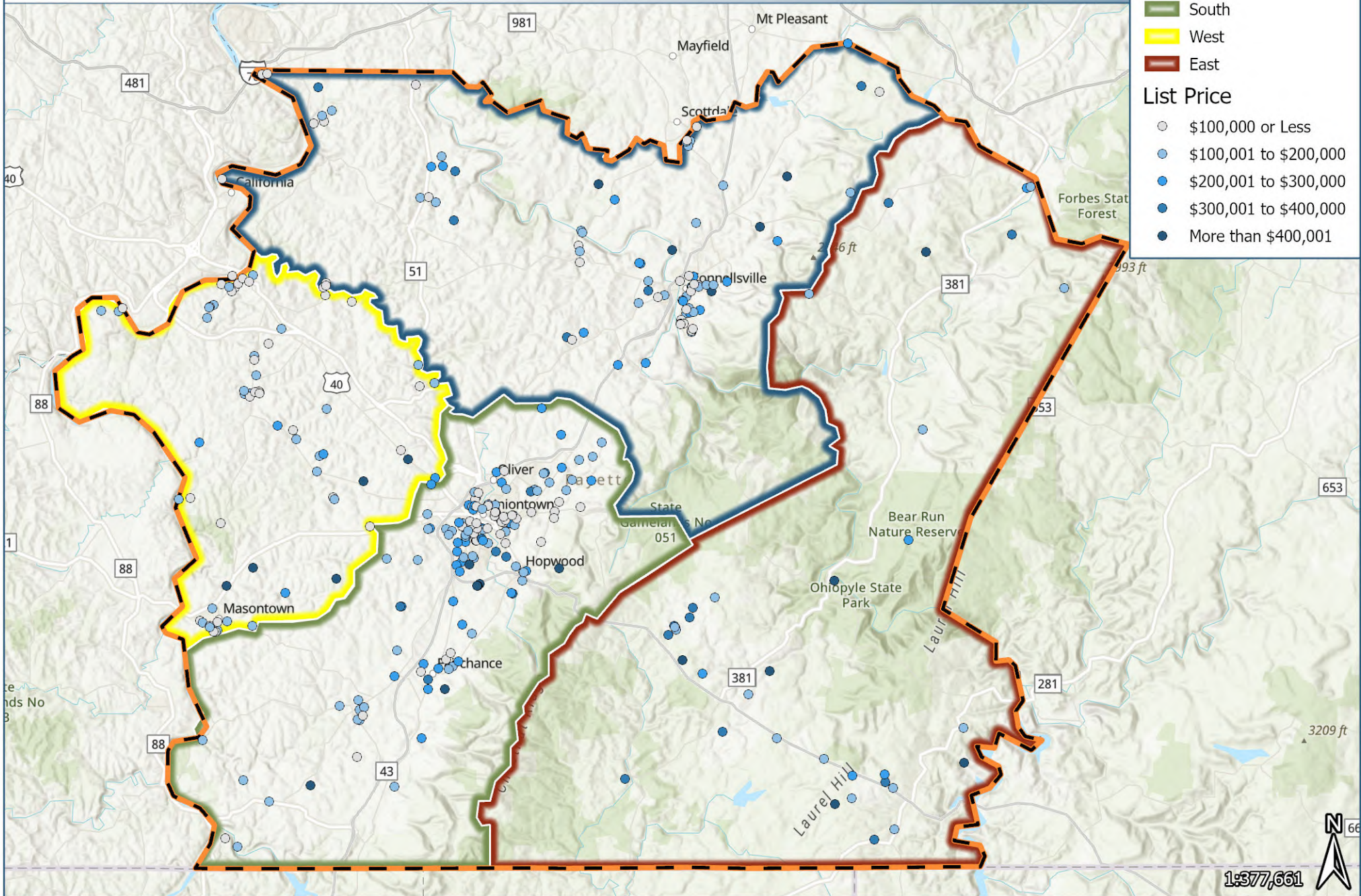
As the preceding illustrates, the South Submarket comprises the largest share (42.8%) of available homes in the PSA (Fayette County), while the East Submarket has the smallest share (11.4%). In regard to availability rate, the East and South submarkets have the highest availability rates (1.0%), while the North Submarket has the lowest (0.6%). The available homes in the East Submarket are, on average, the newest (average year built of 1971), while available homes in the West Submarket are the oldest (average year built of 1936). The East Submarket has the highest median list price (\$275,000) of available homes in the PSA, while the West Submarket has the lowest (\$114,900). Although there appears to be some variation of for-sale product among the PSA submarkets, low availability and the overall age of available product appears to be common issues throughout Fayette County.

A map illustrating the location of available for-sale homes in the PSA (Fayette County) as of June 13, 2023 is included on the following page.

- PSA
- North
- South
- West
- East

List Price

- \$100,000 or Less
- \$100,001 to \$200,000
- \$200,001 to \$300,000
- \$300,001 to \$400,000
- More than \$400,001



0 1.5 3 4.5 6
Miles

data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research

D. PLANNED & PROPOSED

In order to assess housing development potential, we evaluated recent residential building permit activity and identified residential projects in the development pipeline within the PSA (Fayette County). Understanding the number of residential units and the type of housing being considered for development in the market can assist in determining how these projects are expected to meet the housing needs of the market.

The following table illustrates single-family and multifamily building permits issued within Fayette County for the past 10 years:

Housing Unit Building Permits for Fayette County, PA:										
Permits	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Multifamily Permits	0	0	19	0	82	0	8	2	0	76
Single-Family Permits	222	193	145	165	171	163	155	185	235	212
Total Units	222	193	164	165	253	163	163	187	235	288

Source: SOCDS Building Permits Database at <http://socds.huduser.org/permits/index.html>

A total of 2,033 residential building permits were issued in Fayette County between 2013 and 2022. Of these, 90.8% (1,846 permits) were single-family building permits. Approximately 203 total permits, on average, were issued in the county each year during this time. The total number of permits issued annually has been relatively consistent since 2013, with the largest number of permits (288) issued in any given year occurring in 2022. It is also noteworthy that approximately two-fifths (40.6%, or 76 permits) of the total multifamily permits issued since 2013 were issued in 2022. The recent increase in multifamily and single-family permits in Fayette County may be an indication of improving interest to develop within the area.

We conducted interviews with representatives of area building and permitting departments and conducted extensive online research to identify residential projects either planned for development or currently under construction within Fayette County. Note that additional projects may have been introduced into the pipeline and/or the status of existing projects may have changed since the time interviews and research were completed.

Multifamily Rental Housing

Based on interviews with local planning/building representatives and our online research it was determined there are two rental projects currently in the development pipeline within the PSA (Fayette County). The known details of these projects are in the following table.

Multifamily Rental Housing Development				
Project Name & Address	Type	Units	Developer	Status/Details
Beeson Townhomes Near North Gallatin Avenue Uniontown	Tax Credit	37	City of Uniontown Redevelopment Authority	Planned: Allocated 2021; Scattered site development; Plans include 26 one- and two-bedroom apartments, two two-bedroom townhomes, and 11 single-family homes
Campbell Estates 151 Gibson Terrace Connellsville	Tax Credit	32	FAMI Development, LLC	Under Construction: Allocated 2022; Former public Housing Gibson Terrace demolished; ECD 2024

ECD- Estimated completion date

For-Sale Housing

There is currently one for-sale housing project under construction in the PSA (Fayette County). This project is summarized in the table that follows.

For-Sale Housing Development				
Project Name & Address	Type	Units/Lots	Developer	Status/Details
Marian Woodlands Gardenia Drive Belle Vernon	Single-family	23	Maronda Homes	Under Construction: Three- and four-bedrooms; Homes from \$345,000 to \$423,000; Square footage from 1,520 to 2,817; Other phases planned

Senior Living

There are no senior rental housing projects planned in the area.

Based on the preceding tables, there are two multifamily rental projects and one for-sale housing project within some level of planning or development within Fayette County. Some of these units have been considered in the housing gap estimates included in Section VII of this report.

VII. HOUSING GAP ESTIMATES

INTRODUCTION

This section of our report provides five-year housing gap estimates for both rental and for-sale housing within the PSA (Fayette County). The assessment includes demand from a variety of sources and focuses on the housing demand potential of Fayette County, though consideration is given to potential support that may originate from outside the county.

Housing to meet the needs of both current and future households in the market will most likely involve multifamily, duplex, and single-family housing alternatives. There are a variety of financing mechanisms that can support the development of housing alternatives such as federal and state government programs, as well as conventional financing through private lending institutions. These different financing alternatives often have specific income and rent/price restrictions, which affect the market they target.

We evaluated the market's ability to support rental and for-sale housing based on four levels of income/affordability. While there may be overlap among these levels due to program targeting and rent/price levels charged, we have established specific income stratifications that are exclusive of each other in order to eliminate double counting demand. We used HUD's published income and rent limits for Fayette County.

The following table summarizes the income and housing affordability segments used in this analysis to estimate potential housing demand.

Household Income/Wage & Affordability Levels				
Percent AMHI	Income Range*	Hourly Wage**	Affordable Rents***	Affordable Prices^
≤ 50%	≤ \$50,200	≤ \$24.13	≤ \$1,255	≤ \$167,333
51%-80%	\$50,201-\$80,320	\$24.14-\$38.62	\$1,256-\$2,008	\$167,334-\$267,733
81%-120%	\$80,321-\$123,120	\$38.63-\$58.19	\$2,009-\$3,078	\$267,734-\$410,400
121%+	\$123,121+	\$58.20+	\$3,079+	\$410,401+

AMHI – Area Median Household Income

*Based on HUD limits for the Pittsburgh, PA HUD Metro FMR Area (4-person limit)

**Assumes full-time employment 2,080 hours/year (Assumes one wage earner household)

***Based on assumption tenants pay up to 30% of income toward rent

^Based on assumption homebuyer can afford to purchase home priced three times annual income after 10% down payment

While different state and federal housing programs establish income and rent restrictions for their respective programs, in reality, there is potential overlap between windows of affordability between the programs. Further, those who respond to a certain product or program type vary. This is because housing markets are highly dynamic, with households entering and exiting by tenure and economic profile. Further, qualifying policies of property owners and management impact the households that may respond to specific project types. As such, while a household may prefer a certain product, ownership/management

qualifying procedures (i.e., review of credit history, current income verification, criminal background checks, etc.) may affect housing choices that are available to households.

Regardless, we have used the preceding income segmentations as the ranges that a typical project or lending institution would use to qualify residents, based on their household income. Ultimately, any new product added to the market will be influenced by many decisions made by the developer and management. This includes eligibility requirements, design type, location, rents/prices, amenities, and other features. As such, our estimates assume that the rents/prices, quality, location, design, and features of new housing product are marketable and will appeal to most renters and homebuyers.

1. Rental Housing Gap Estimates

The primary sources of demand for new rental housing include the following:

- Household Growth
- Units Required for a Balanced Market
- Replacement of Substandard Housing
- External (Outside County) Commuter Support
- Severe Cost Burdened Households
- Step-Down Support

Since the focus of this report is on the specific housing needs of Fayette County, we have focused the rental housing demand estimates on the metrics that only impact the PSA (Fayette County).

New Renter Household Growth

The first source of demand is generally easily quantifiable and includes the net change in renter households between the baseline year of 2022 and the projection year of 2027.

Units Required for a Balanced Market

The second demand component considers the number of units a market requires to offer balanced market conditions, including some level of vacancies. Healthy markets require approximately 4% to 6% of the rental market to be available in order to allow for inner-market mobility and encourage competitive rental rates. Markets with vacancy rates below a healthy rate often suffer from rapid rent increases, minimal tenant turnover (which may result in deferred maintenance), and residents being forced into housing situations that do not meet their housing needs. Markets with low vacancy rates often require additional units, while markets with high vacancy rates often indicate a surplus of rental housing. The vacancy rates by program

type and/or affordability level used to determine if there is a deficit or surplus of rental units are based on our survey of area rental alternatives. We used a vacancy rate of 5% to establish balanced market conditions.

Replacement of Substandard Housing

Demand for new units as replacement housing takes into consideration that while some properties are adequately maintained and periodically updated, a portion of the existing stock reaches a point of functional obsolescence over time and needs to be replaced. This comes in the form of either units that are substandard (lacking complete plumbing and/or are overcrowded) or units expected to be removed from the housing stock through demolitions. Based on demographic data included in this report, approximately 2.6% of renter households in Fayette County are living in substandard housing (e.g., lacking complete plumbing or are overcrowded). Lower income households more often live in substandard housing conditions than higher income households, which we have accounted for in our gap estimates.

External Commuter Support

Market support can originate from households not currently living in the market. This is particularly true for people who work in Fayette County but commute from outside of the county and would consider moving to Fayette County, if adequate and affordable housing that met residents' specific needs was offered. Currently, there are few *available* rental housing options in the market. As such, external market support will likely be created if new housing product is developed in Fayette County.

Based on our experience in evaluating rental housing in markets throughout the country, it is not uncommon for new product to attract as much as 50% of its support from outside the county limits. As a result, we have assumed that a portion of the demand for new housing will originate from the 14,443 commuters traveling into the PSA (Fayette County) from areas outside of the county. For the purposes of this analysis, we have used a conservative demand ratio of up to 10% to estimate the demand that could originate from outside of Fayette County.

Severe Cost Burdened Households

HUD defines severe cost burdened households as those paying 50% or more of their household income toward housing costs. While such households are housed, the disproportionately high share of their income being utilized for housing costs is considered excessive and often leaves little money for impacted households to pay for other essentials such as healthy foods, transportation, medical/healthcare, and education. Therefore, households meeting these criteria were included in our estimates.

Step-down Support

It is not uncommon for households of a certain income level (typically higher income households) to rent a unit at a lower rent despite the fact they can afford a higher rent unit. Using housing cost and income data reported by American Community Survey (ACS), we have applied a portion of this step-down support to lower income demand estimates.

Note: In terms of the development pipeline, we only included residential rental units that are confirmed as planned or under construction. Conversely, we have excluded projects that have not secured financing, are under preliminary review, or have not established a specific project concept (e.g., number of units, rents, target market, etc.). Any vacant housing units are accounted for in the “Balanced Market” portion of our demand estimates.

The following table summarizes the rental housing gaps for Fayette County by affordability level.

	Fayette County, Pennsylvania			
	Rental Housing Gap Estimates (2022-2027)			
Percent of Median Income	≤ 50%	51%-80%	81%-120%	121%+
Household Income Range	≤\$50,200	\$50,201-\$80,320	\$80,321-\$123,120	\$123,121+
Monthly Rent Range	≤ \$1,255	\$1,256-\$2,008	\$2,009-\$3,078	\$3,079+
Household Growth	-1,692	355	88	589
Balanced Market*	468	0	59	38
Replacement Housing**	517	59	15	5
External Market Support^	269	61	32	20
Severe Cost Burdened^^	625	313	104	0
Step-Down Support	158	-98	201	-260
Less Pipeline Units	-51	-18	0	0
Overall Units Needed	294	672	499	392

*Based on Bowen National Research’s survey of area rentals

**Based on ESRI/ACS estimates of units lacking complete indoor plumbing or are overcrowded

^Based on Bowen National Research proprietary research and ACS migration patterns for Fayette County

^^Based on ESRI/ACS estimates of households paying 50% or more of income toward housing

Based on the preceding demand estimates, it is clear that there is some level of rental housing demand among all household income levels within Fayette County over the five-year projection period. Overall, there is a housing need for 1,857 additional rental units in the county over the next five years. The greatest rental housing gap is for units with rents between \$1,256 and \$2,008 for households generally earning between \$50,000 and \$80,000 annually. Without the addition of new rental product similar to the numbers cited in the preceding table, the area will not meet the growing and changing housing needs of the market.

Based on the demographics of the market, including projected household growth estimates and projected changes in household compositions (e.g., household size, ages, etc.), it appears that approximately one-third of the demand for new rental housing could be specifically targeted to meet the needs of area seniors, though a project could be built to meet the housing needs of both seniors and families concurrently. For general-occupancy projects, a unit mix of around 25% to 35% one-bedroom units, 40% to 50% two-bedroom units, and 15% to 25% three-bedroom units should be the general goal for future rental housing. Senior-oriented projects should consider unit mixes closer to 50% for both one- and two-bedroom units each. Additional details of the area's rental housing supply are included in Section VI and may serve as a guide for future rental housing development design decisions.

While limited available land, along with topographical challenges and access to infrastructure (e.g., water and sewer) may limit where and how much housing product can be added to the market, we believe high-density multifamily product would do well in this market, particularly on sites closer to some of the more walkable areas in or close to the downtowns of the various municipalities in the county. However, such multifamily product would also likely do well in areas outside of the municipalities, as long as the sites have convenient access to primary thoroughfares. Some lower density, single-story duplexes and four-plexes would also be well received, particularly among seniors seeking to downsize from large units, as well as homeowners seeking a more maintenance-free residence.

It is critical to understand that these estimates represent potential units of demand by targeted income level. The actual number of rental units that can be supported will ultimately be contingent upon a variety of factors including the location of a project, proposed features (i.e., rents, amenities, bedroom type, unit mix, square footage, etc.), product quality, design (i.e., townhouse, single-family homes, or garden-style units), management and marketing efforts. As such, each targeted segment outlined in the previous table may be able to support more or less than the number of units shown in the table. The potential number of units of support should be considered a general guideline to residential development planning.

2. For-Sale Housing Gap Estimates

This section of the report addresses the gap for for-sale housing alternatives in the PSA (Fayette County). Like the rental housing demand analysis, the for-sale housing analysis considers individual household income segments and corresponding housing price ranges.

Naturally, there are cases where a household can afford a higher down payment to purchase a more expensive home. There are also cases in which a household purchases a less expensive home although they could afford a higher purchase price. The actual support for new housing will ultimately be based on a variety of product factors such as price points, square footage, amenities, design, quality of finishes, and location. Considering these variations, this broad analysis provides the basis in which to estimate the *potential* demand of new for-sale housing within the PSA (Fayette County).

There are a variety of market factors that impact the demand for new homes within an area. In particular, area and neighborhood perceptions, quality of school districts, socioeconomic characteristics, mobility patterns, demolition and revitalization efforts, and availability of existing homes all play a role in generating new home sales. Support can be both internal (households moving within the market) and external (households new to the market).

Overall, we have considered the following specific sources of demand for new for-sale housing in the PSA (Fayette County).

- Household Growth
- Units Required for a Balanced Market
- Replacement of Substandard Housing
- External (Outside County) Commuter Support
- Severe Cost Burdened Households
- Step-Down Support

New Household Growth

In this report, owner household growth projections from 2022 to 2027 are based on ESRI estimates. This projected growth was evaluated for each of the targeted income segments. It should be noted that changes in the number of households within a specific income segment do not necessarily mean that households are coming to or leaving the market, but instead, many of these households are likely to experience income growth or loss that would move them into a higher or lower income segment. Furthermore, should additional for-sale housing become available, either through new construction or conversion of rental units, demand for new for-sale housing could increase.

Units Required for a Balanced Market

Typically, a healthy for-sale housing market should have approximately 2% to 3% of its inventory vacant. Such vacancies allow for inner-market mobility, such as households upsizing or downsizing due to changes in family composition or income, and for people to move into the market. When markets have too few vacancies, housing prices often escalate at an abnormal rate, homes can get neglected, and potential homebuyers can leave the market. Conversely, an excess of homes can lead to stagnant or declining home prices, property neglect, or lead to such homes being converted to rentals. For the purposes of this analysis, we have assumed up to a 3.0% vacancy rate for a balanced market and accounted for for-sale housing units currently available for purchase in the market.

Replacement of Substandard Housing

Demand for new units as replacement housing takes into consideration that while some properties are adequately maintained and periodically updated, a portion of the existing stock reaches a point of functional obsolescence over time and needs to be replaced. This comes in the form of either units that are substandard (lacking complete plumbing or are overcrowded) or units expected to be removed from the housing stock through demolitions. Based on demographic data included in this report, approximately 1.1% of owner households in Fayette County live in substandard housing (e.g., lack complete indoor plumbing or are overcrowded). This share has been adjusted among lower and higher income households.

External Market Support

Market support can originate from households *not* currently living in the market but that commute into it for work on a regular basis. As shown in Section V of this report, approximately 14,443 people commute into Fayette County. These people represent potential future residents that may move to the county if adequate, desirable, and marketable housing was developed in the county. For the purposes of this analysis, we have used a conservative demand ratio of up to 15% to estimate the demand that could originate from outside of Fayette County.

Severe Cost Burdened Households

HUD defines severe cost burdened households as those paying 50% or more of their household income toward housing costs. While such households are housed, the disproportionately high share of their income being utilized for housing costs is considered excessive and often leaves little money for impacted households to pay for other essentials such as healthy foods, transportation, medical/healthcare, and education. Therefore, households meeting these criteria were included in our estimates.

Step-Down Support

It is not uncommon for households of a certain income level (typically higher income households) to purchase a home at a lower price point despite the fact they can afford a higher priced home. Using housing cost and income data reported by American Community Survey (ACS), we have applied a portion of this step-down support to lower income demand estimates.

Note: In terms of the development pipeline, we only included for-sale residential units currently in the development pipeline that are planned or under construction and do not have a confirmed buyer, such as a condominium unit or a spec home, in our demand estimates. Conversely, we have excluded single-family home lots that may have been platted or are being developed, as such lots do not represent actual housing *units* that are available for purchase. Any vacant housing units are accounted for in the “Balanced Market” portion of our demand estimates.

The following table summarizes the for-sale housing gaps for Fayette County by affordability level.

	Fayette County, Pennsylvania			
	For-Sale Housing Gap Estimates (2022-2027)			
Percent of Median Income	≤ 50%	51%-80%	81%-120%	121%+
Household Income Range	≤\$50,200	\$50,201-\$80,320	\$80,321-\$123,120	\$123,121+
Price Point	≤ \$167,333	\$167,334-\$267,733	\$267,734-\$410,400	\$410,401+
Household Growth	-2,148	-584	1,042	1,365
Balanced Market*	282	154	222	180
Replacement Housing**	344	86	50	18
External Market Support^	634	212	123	36
Severe Cost Burdened^^	364	182	60	0
Step-Down Support	350	569	-279	-640
Less Pipeline Units	0	0	0	0
Overall Units Needed	-174	619	1,218	959

*Based on MLS inventory of available homes

**Based on ESRI/ACS estimates of units lacking complete indoor plumbing or are overcrowded

^Based on Bowen National Research proprietary research and ACS migration patterns for Fayette County

^^Based on ESRI/ACS estimates of households paying 50% or more of income toward housing

The overall for-sale housing gap in the county is approximately 2,622 units over the five-year projection period. The greatest gaps appear to be for housing priced between \$267,734 and \$410,400 (1,218 units) and housing priced at \$410,401 and higher (959 units). The relatively limited supply of product at most price levels will increase demand for lower priced units, as many buyers may “step down” to a lower price point. This will place greater pressure on the market’s lower priced product and create greater challenges for lower income households and first-time homebuyers who already have limited housing alternatives that are affordable to them. It is important to note that the negative housing gap for product priced under \$167,333 is primarily attributed to the negative projected household growth of lower income households and the relatively large number of homes available to purchase

that are affordable to these lower income households. While there is an abundance of lower priced homes available to purchase, many of these homes are well over 50 years old and likely consist of lower quality housing units that require additional investment to repair and modernize such housing. As such, there is likely some level of need for this lower priced housing product.

In most markets, if there is support for new housing at a particular price point or concept and such product is not offered in a specific area, households may leave the area and seek this housing alternative elsewhere, defer their purchase decision, or seek another housing alternative. Additionally, households considering relocation to the PSA (Fayette County) may not move to the PSA if the housing product offered does not meet their needs in terms of pricing, quality, product design, or location. As such, the PSA housing stock may not be able to meet current or future demand, which may limit the market's ability to serve many of the households seeking to purchase a home in the PSA, particularly lower and moderate-income households. Regardless, we believe opportunities exist to develop a variety of product types at a variety of price points. The addition of such housing will better enable the PSA to attract and retain residents (including local employees), as well as seniors, families, and younger adults.

In terms of product design, we believe a variety of product could be successful in Fayette County. Based on current and projected demographics, as well as the available inventory of for-sale housing, we believe a combination of one- and two-bedroom condominium units could be successful, particularly if they are located in or near the more walkable areas of the various municipalities in the county. Such product could be in the form of townhome or rowhouse product. Additionally, detached or attached single-story cottage-style condominium product, primarily consisting of two-bedroom units, could be successful in attracting/serving area seniors, particularly those seeking to downsize from their single-family homes. Smaller detached units or duplexes may be a product to develop in some of the smaller infill lots within the various municipalities. Larger, traditional detached single-family homes catering to families could be successful in this market, particularly product serving moderate- and higher-income households. Such product should primarily consist of three-bedroom units, with a smaller share of four-bedroom units. The for-sale housing supply of Fayette County is summarized in Section VI and can provide additional details of project concept considerations for future for-sale product in the county.

Overall, there is potential support for a variety of residential development alternatives in the PSA (Fayette County). It is important to understand that the housing demand estimates shown in this report assume no major changes occur in the local economy and that the demographic trends and projections provided in this report materialize. As such, our demand estimates should be considered conservative and serve as a baseline for development potential. Should new product be developed, it is reasonable to believe that people will consider moving to Fayette County, assuming the housing is aggressively marketed throughout the region.

VIII. COMMUNITY INPUT RESULTS AND ANALYSIS

A. INTRODUCTION

To gain information, perspective and insight about Fayette County housing issues and the factors influencing housing decisions by its residents, developers and others, Bowen National Research conducted targeted surveys of four specific groups: Stakeholders, Employers, Residents/Commuters and Developers/Builders. These surveys were conducted during August and September of 2023 and questions were customized to solicit specific information relative to each segment of the market that was surveyed.

The surveys were conducted through the SurveyMonkey.com website. In total, 428 survey responses were received from a broad cross section of the community. The following is a summary of the four surveys conducted by our firm.

Stakeholder Survey – A total of 36 respondents representing community leaders (stakeholders) from a broad field of expertise participated in a survey that inquired about common housing issues, housing needs, barriers to development, and possible solutions or initiatives that could be considered to address housing on a local level.

Employer Survey – A total of 48 respondents representing some of the area's largest employers participated in a survey that inquired about general employee composition, housing situations and housing needs. The survey also identified housing issues and the degree housing impacts local employers.

Resident/Commuter Survey – A total of 337 respondents participated in a survey that inquired about current housing conditions and needs, the overall housing market of Fayette County, and factors that influence the interest level of non-residents to move to Fayette County. Respondents included Fayette County residents and non-resident commuters.

Developers/Builders Survey – A total of seven respondents participated in a survey that inquired about the type of developments they are currently involved in or would be interested in pursuing, the current barriers that exist for residential development in Fayette County, and possible priorities for the county that would encourage future residential development.

It should be noted that the overall total number of respondents summarized for each survey indicates the number of individuals that responded to at least one survey question. In some instances, the number of actual respondents to a *specific* survey question may be less than these stated numbers.

Key findings from the surveys are included on the following pages.

B. STAKEHOLDER SURVEY RESULTS

A total of 36 area stakeholders from a broad range of organization types participated in the housing survey, with the following results (note that percentages may not add up to 100.0% due to rounding or because respondents were able to select more than one answer).

Stakeholder respondents were asked to provide the type of organization they represent. Note that respondents were able to select more than one type of organization. A total of 36 respondents provided input to this question with the following distribution:

Stakeholder Respondents by Organization Type		
Type	Number of Respondents	Share of Respondents
Elected Official/Municipal Contact/Local Government	12	33.3%
Realtor (Association/Board of Realtors/Etc.)	11	30.6%
Nonprofit Organization	5	13.9%
Business/Employer/Private Sector	3	8.3%
Economic Development Organization	2	5.6%
Landlord/Property Management	2	5.6%
Community Action Agency	1	2.8%
Other	5	13.9%

Stakeholder respondents were asked to provide the degree that certain housing types are needed by price point within the county. A total of 32 respondents provided feedback to this question with the following results:

Housing Needs by Price Point			
Housing Type (Price Point)	Weighted Score*	Housing Type (Price Point)	Weighted Score*
For-Sale Housing (\$150,000-\$199,999)	83.6	For-Sale Housing (\$250,000-\$349,999)	54.0
Rental Housing (\$500-\$999/month)	77.4	Rental Housing (\$1,000-\$1,499/month)	52.4
Senior Care (incomes/assets <\$25,000)	76.7	For-Sale Housing (\$350,000 or more)	41.9
Senior Care (incomes/assets >\$25,000)	75.0	Rental Housing (\$1,500 or more/month)	29.8
For-Sale Housing (\$200,000-\$249,999)	66.4		

*High Need = 100.0, Moderate Need = 50.0, Minimal Need = 25.0

Stakeholder respondents were asked to provide the need for housing for specific populations within the county. A total of 33 respondents provided insight to this question with the following results:

Housing Needs by Population Served			
Population	Weighted Score*	Population	Weighted Score*
Family Housing (2+ Bedrooms)	81.8	Housing for Millennials (Ages 25 to 39)	70.3
Senior Living (Independent Living)	81.5	Higher Income Workforce (\$60,000+)	57.8
Senior Living (Assisted Living, Nursing Care)	77.4	Single-Person (Studio/One-Bedroom)	54.7
Moderate Workforce (\$30,000-\$60,000)	75.0	Rentals that Accept Housing Choice Voucher Holders	54.7
Low-Income Workforce (<\$30,000)	71.1		

*High Need = 100.0, Moderate Need = 50.0, Minimal Need = 25.0

Stakeholder respondents were asked to provide the level of demand for specific housing styles in the county. A total of 34 respondents provided feedback to this question with the following results:

Housing Needs by Style			
Housing Style	Weighted Score*	Housing Style	Weighted Score*
Ranch Homes/Single Floor Plan Units	84.8	Mixed-Use/Units Above Retail (Downtown Housing)	51.6
Traditional Two-Story Single-Family Homes	72.7	Multifamily Apartments	48.4
Duplex/Triplex/Townhomes	54.7	Manufactured/Mobile Homes	39.8
Low Cost Fixer-Uppers (Single-Family Homes)	53.0	Single-Room Occupancy (SRO)	33.6
Condominiums	51.6		

*High Need = 100.0, Moderate Need = 50.0, Minimal Need = 25.0

Stakeholder respondents were asked to what extent specific housing issues are experienced in the county. A total of 33 respondents provided insight to this question with the following distribution:

Housing Issues Experienced	
Issue	Weighted Score*
High Cost of Renovation	85.5
Lack of Down Payment for Purchase	84.4
Home Purchase Affordability	82.3
Limited Availability	81.3
High Cost of Maintenance/Upkeep	80.6
Substandard Housing (quality/condition)	79.0
Absentee Landlords	77.4
Rent Affordability	75.9
Failed Background Checks	73.3
Lack of Rental Deposit (or First/Last Month Rent)	72.6
Foreclosure	65.6
Lack of Access to Public Transportation	64.5
Investors Buying Properties and Increasing Rents/Prices	64.5
Overcrowded Housing	48.3

*Often = 100.0, Somewhat = 50.0, Not At All = 0.0

Stakeholder respondents were asked to rank the priority that should be given to specific housing construction types in the county. A total of 34 respondents provided insight to this question with the following results:

Priority of Housing Construction Types	
Construction Type	Weighted Score*
Clear Blighted/Unused Structures to Create Land for New Development	83.3
New Construction	81.3
Repair/Renovation/Revitalization of Existing Housing	77.9
Mixed-Use	54.7
Adaptive Reuse (i.e., Warehouse Conversion to Residential)	42.2

*High Priority = 100.0, Moderate Priority = 50.0, Low Priority = 25.0

Stakeholder respondents were asked to rank the priority that should be given to certain funding types for housing development or preservation. A total of 33 respondents provided insight to this question with the following results:

Priority of Funding Types	
Funding Type	Weighted Score*
Home Repair/Loan	87.5
Homebuyer Assistance	86.4
Tax Credit Financing	70.2
Project-Based Rental Subsidy	59.7
Housing Choice Vouchers	55.6

*High Priority = 100.0, Moderate Priority = 50.0, Low Priority = 25.0

In addition to the answers listed in the previous table, six respondents provided reasons for their answers and/or suggestions for other housing funding types that should be considered through an open-ended response, which include:

- *Homebuyer assistance programs and moderate update/repair financing needed with no or low down payment and interest rate subsidy.*
- *Focus should be working toward home ownership.*
- *Interest rates and lack of inventory are restricting home ownership in the area.*
- *Grants and municipal support for revitalization organizations would help.*

Stakeholder respondents were asked to identify common barriers or obstacles (all that apply) that exist in the county that limit residential development. A total of 34 respondents provided feedback to this question. The following is a list of the most commonly cited barriers per stakeholder respondents:

Common Barriers/Obstacles to Residential Development		
Barrier/Obstacle	Number of Respondents	Share of Respondents
Cost of Infrastructure	24	70.6%
Cost of Labor/Materials	23	67.7%
Development Costs	23	67.7%
Cost of Land	21	61.8%
Financing	19	55.9%
Lack of Infrastructure	19	55.9%
Neighborhood Blight	19	55.9%
Availability of Land	16	47.1%
Lack of Buildable Sites	13	38.2%
Community Support	11	32.4%
Land/Zoning Regulations	11	32.4%
Local Government Regulations ("red tape")	11	32.4%
Crime/Perception of Crime	10	29.4%
Lack of Public Transportation	9	26.5%

In addition to the answers listed in the previous table, five respondents noted other barriers/obstacles that limit residential development within the county through an open-ended response that includes *inability to recover high cost of building, property taxes in some communities, lack of builder interest in constructing for middle-class homeowners, high crime rates, and lack of job opportunities.*

Stakeholder respondents were asked to identify up to five initiatives that they believe represent the best options to reduce or eliminate the area's greatest barriers to residential development. A total of 34 respondents provided insight into this question. The following represents the most commonly cited responses by stakeholders.

Best Options to Reduce Barriers/Obstacles to Residential Development		
Initiatives to Reduce Barriers/Obstacles	Number of Respondents	Share of Respondents
Tax Credits	16	47.1%
Collaboration Between Public and Private Sectors	14	41.2%
Establish Rental Inspection Program	13	38.2%
Government Assistance with Infrastructure	12	35.3%
Expanding Grant Seeking Efforts	10	29.4%
Support/Expand Code Enforcement	10	29.4%
Educate the Public on the Importance of Different Types of Housing	9	26.5%
Waiving/Lowering Development Fees	9	26.5%
Establish Rental Registry	8	23.5%
Housing Gap/Bridge Financing	7	20.6%
Tax Abatements	7	20.6%

Stakeholder respondents were given a list of initiatives and asked to identify three that should be areas of focus for the county. A total of 34 respondents provided insight to this question with the following results:

Top Areas of Focus for the Market		
Initiatives	Number of Respondents	Share of Respondents
Developing New Housing	20	58.8%
Removal/Mitigation of Residential Blight	18	52.9%
Addressing Crime	17	50.0%
Renovating/Repurposing Buildings for Housing	13	38.2%
Accessibility to Key Community Services (e.g., Healthcare, Childcare, Etc.)	9	26.5%
Critical Home Repair	9	26.5%
Accessibility to Recreational Amenities	5	14.7%
Improving Public Transportation	5	14.7%
Unit Modifications to Allow Aging in Place	3	8.8%
Addressing Parking	2	5.9%

In addition to the answers listed in the previous table, four respondents noted through an open-ended response that there is a *need to address education, programs targeting the workforce and seniors, and improve safety and quality of rentals.*

Stakeholder respondents were asked to approximate the degree that housing negatively impacts local residents. A total of 34 respondents provided insight to this question with the following results:

Housing Impacts on Local Residents	
Impact	Weighted Score*
Prevents Seniors from Living in Housing that Fits their Needs	86.4
Causes People to Live in Unsafe Housing or Neighborhoods	78.8
Causes People to Live in Substandard Housing	78.1
Limits the Ability of Families to Grow/Thrive	75.8
Causes People to Live in Housing they Cannot Afford	56.1

*Significant Impact = 100.0, Minor Impact = 50.0, No Impact = 0.0

Stakeholder respondents were asked in what ways, if any, second homebuyers and/or vacation rentals are adversely impacting the local housing market (all that apply). A total of 31 respondents provided insight to this question with the following results:

Housing Impacts from Second Homebuyers and/or Vacation Rentals		
Impact	Number of Respondents	Share of Respondents
Diminishing Inventory Available to Permanent Residents	21	67.7%
Increasing Home Prices	17	54.8%
Increasing Rents	14	45.2%
Causing People to Convert Housing to Seasonal Housing	13	41.9%
Encouraging Homeowners to Sell to Investors	11	35.5%
Causing Neighborhoods/Towns to Lose Character	7	22.6%

Four respondents provided an open-ended response to the previous question. Responses included: *they do not believe this is a major concern in the area, that tourism and vacation rentals have a positive impact on the economy, and this reduces earned income tax to local municipalities and school districts.*

Stakeholders were asked to identify priorities to assist *renters* in the area. A total of 33 respondents provided feedback to this question. The following table summarizes the top responses from stakeholders. Note that respondents could select up to five answers.

Top Priorities to Assist Renters		
Assistance Type	Number of Respondents	Share of Respondents
Properties that Meet Code/Life Safety Compliance	21	63.6%
Credit Repair Assistance	15	45.5%
Rental Housing Inspection Program	15	45.5%
Rental Registry	13	39.4%
Landlord/Tenant Conflict Resolution	11	33.3%
Housing Resource Center	9	27.3%
Background Check Resolution	8	24.2%
Housing Counselor	8	24.2%

Stakeholder respondents were asked to identify priorities to assist *homeowners* or buyers in the area. A total of 34 respondents provided feedback to this question. The following table summarizes the top responses from stakeholders. Note that respondents could select up to five answers.

Top Priorities to Assist Homeowners		
Assistance Type	Number of Respondents	Share of Respondents
Home Repair Assistance	24	70.6%
Homebuyer Downpayment Assistance	22	64.7%
Credit Repair Assistance	15	44.1%
Home Weatherization Assistance	15	44.1%
Property Maintenance Education	15	44.1%
Homebuyer/Homeowner Education	13	38.2%
Home Modification Assistance	12	35.3%
Foreclosure Avoidance Education	11	32.4%

Stakeholder respondents were asked to provide any additional information about housing challenges in the county in the form of an open-ended response. A total of 15 respondents provided additional insight. Some key points from the responses are summarized below.

- Too much tourism can discourage full-time residents and produce low-paying jobs with limited job security.
- Blighted buildings represent good development opportunities in the area.
- There is a need for down payment assistance and property reduction/rebate programs.
- There is a lack of housing for younger households with modern amenities and very limited options for retirees to downsize.
- Many sellers in the area do not have the necessary funds to make repairs to homes that are required for certain government assisted buyer programs (USDA, FHA, PFHA, VA, etc.).
- There needs to be more collaboration between local governments to solve housing issues.
- Expansion of code enforcement to ensure safety and quality of rentals.
- Local school district performance and wages are notable barriers to attracting residents.

Stakeholder Survey Conclusions

Based on the feedback provided by area stakeholders, it appears that Fayette County is most in need of moderately priced rental (\$500 to \$999/month) and for-sale housing (\$150,000 to \$199,999) oriented toward families (two or more bedrooms) with low to moderate incomes (less than \$60,000 annually). In addition, it appears that there is a considerable need for senior-oriented housing, regardless of income or assets. In regard to specific housing types, respondents consider ranch style or single floor plan units among the top need within the county. The high cost of renovations, lack of down payment, and purchase affordability rated as the most common housing issues experienced in Fayette County. While the cost of infrastructure, labor, and materials were the most commonly cited barriers to residential development, the clearing of blighted properties, new construction, the availability of home repair loans, and the quality and safety of rental units were considered to be some of the top priorities by stakeholder respondents. Overall, the consensus of respondents is that the aforementioned housing issues prevent seniors from living in housing that suits their needs and causes residents to live in unsafe housing and neighborhoods. While not as prevalent as some areas with a notable tourism base, a majority of respondents believe second homes and short-term vacation rentals result in a diminishing inventory of available homes and increase home purchase prices in the area.

The following table summarizes the top stakeholder responses to critical questions contained within this survey.

**Fayette County, Pennsylvania
Summary of Stakeholder Survey Results**

Category	Top Needs / Issues	Consensus
Housing Needs by Price Point	<ul style="list-style-type: none"> For-Sale Housing (\$150,000-\$199,999) Rental Housing (\$500-\$999/Month) Senior Care (Income/Assets <\$25,000) Senior Care (Income/Assets >\$25,000) For-Sale Housing (\$200,000-\$249,999) 	83.6* 77.4* 76.7* 75.0* 66.4*
Housing Needs by Population Served	<ul style="list-style-type: none"> Family Housing (2+ Bedrooms) Senior Living (Independent Living) Senior Living (Assisted Living, Nursing Care) Moderate Workforce (\$30,000-\$60,000) Low-Income Workforce (<\$30,000) 	81.8* 81.5* 77.4* 75.0* 71.1*
Housing Needs by Style	<ul style="list-style-type: none"> Ranch Homes/Single Floor Plan Units Traditional Two-Story Single-Family Homes Duplex/Triplex/Townhomes 	84.8* 72.7* 54.7*
Housing Issues Experienced	<ul style="list-style-type: none"> High Cost of Renovation Lack of Down Payment for Purchase Home Purchase Affordability Limited Availability High Cost of Maintenance/Upkeep 	85.5* 84.4* 82.3* 81.3* 80.6*
Priority by Construction Type	<ul style="list-style-type: none"> Clear Blighted/Unused Structures to Create Land for New Development New Construction Repair/Renovation/Revitalization of Existing Housing 	83.3* 81.3* 77.9*
Priority by Funding Types	<ul style="list-style-type: none"> Home Repair/Loan Homebuyer Assistance Tax Credit Financing 	87.5* 86.4* 70.2*
Common Residential Barriers	<ul style="list-style-type: none"> Cost of Infrastructure Cost of Labor/Materials Development Costs Cost of Land 	70.6% 67.7% 67.7% 61.8%
Reduction of Barriers	<ul style="list-style-type: none"> Tax Credits Collaboration Between Public and Private Sectors Establish Rental Inspection Program Government Assistance with Infrastructure 	47.1% 41.2% 38.2% 35.3%
Top Areas of Focus	<ul style="list-style-type: none"> Developing New Housing Removal/Mitigation of Residential Blight Addressing Crime 	58.8% 52.9% 50.0%
Housing Impact on Residents	<ul style="list-style-type: none"> Prevents Seniors from Living in Housing that Fits Their Needs Causes People to Live in Unsafe Housing or Neighborhoods Causes People to Live in Substandard Housing 	86.4* 78.8* 78.1*
Impacts of Second Home and/or Vacation Rentals	<ul style="list-style-type: none"> Diminishing Inventory Available to Permanent Residents Increasing Home Prices Increasing Rents 	67.7% 54.8% 45.2%
Renter Assistance Priorities	<ul style="list-style-type: none"> Properties That Meet Code/Life Safety Compliance Credit Repair Assistance Rental Housing Inspection Program 	63.6% 45.5% 45.5%
Homeowner Assistance Priorities	<ul style="list-style-type: none"> Home Repair Assistance Homebuyer Downpayment Assistance Credit Repair Assistance Home Weatherization Assistance Property Maintenance Education 	70.6% 64.7% 44.1% 44.1% 44.1%

*Denotes weighted score

C. EMPLOYER SURVEY RESULTS

A total of 48 representatives from area employers responded to the housing survey. Note that percentages may not add up to 100.0% due to rounding or because respondents were able to select more than one answer.

Employer respondents were asked to describe the primary business activity of their company. A total of 46 respondents provided feedback to this question with the following distribution of responses:

Employer Respondents by Business Type					
Type	Number	Share	Type	Number	Share
Manufacturing	9	19.6%	Industrial	2	4.4%
Healthcare	6	13.0%	Tourism/Hospitality	2	4.4%
Professional (Accounting, Legal, Etc.)	4	8.7%	Retail	1	2.2%
Construction	4	8.7%	Hospitality/Lodging	1	2.2%
Nonprofit	4	8.7%	Restaurant	1	2.2%
Public/Government	3	6.5%	Recreation	1	2.2%
Technology	3	6.5%	Other	5	10.9%

Employer respondents were asked to approximate the number of people they employ locally (within the county). A total of 48 respondents provided feedback to this question. Based on the survey responses, approximately 5,824 individuals are employed by these companies with the following distribution of firms by number of employees:

- 1 to 25 Employees: **26 (54.2%)**
- 26 to 50 Employees: **7 (14.6%)**
- 51 to 100 Employees: **7 (14.6%)**
- 101 to 250 Employees: **3 (6.3%)**
- 250+ Employees: **5 (10.4%)**

Employer respondents were asked to approximate the number of employees by employment status (part-time, full-time, seasonal). A total of 48 respondents provided feedback to this question with the following distribution:

- Part-Time: **18.4%**
- Full-Time: **74.8%**
- Seasonal: **6.8%**

Employer respondents were asked to approximate the percentage of their employees who reside in Fayette County. A total of 48 respondents provided feedback to this question with the following distribution:

Share of Employees That Live Within County		
Response	Number of Respondents	Share of Respondents
Less than 10%	1	2.1%
Between 10% and 25%	2	4.2%
Between 26% and 50%	4	8.3%
Between 51% and 75%	7	14.6%
More than 75%	34	70.8%

Employer respondents were asked to estimate the number of *new jobs by annual wages* that their company expects to create over the next three years. A total of 45 respondents provided insight to this question. The following table summarizes the employer responses and provides the estimated total number of new jobs by annual salary.

Estimated New Jobs Created by Employers by Annual Salary (Next Three Years)	
Annual Salary	Estimated Total Number of New Jobs (Share)
Less than \$25,000	238 (24.6%)
\$25,000 to \$50,000	535 (55.4%)
\$51,000 to \$75,000	103 (10.7%)
\$76,000 to \$100,000	68 (7.0%)
Over \$100,000	22 (2.3%)
Estimated Total of New Jobs Created by Employers	966 (100.0%)

As the preceding table illustrates, employer respondents estimate job creation over the next three years of approximately 966 new jobs. Over one-half (55.4%, 535 jobs) of the estimated new jobs in the county are expected to pay annual salaries of between \$25,000 and \$50,000, while nearly one-fourth (24.6%, 238 jobs) are expected to pay salaries of less than \$25,000. However, approximately one-fifth (20.0%, 193 jobs) of the estimated new jobs are expected to have salaries of \$50,000 or more. It is important to note that these are estimates provided by respondents based on current economic conditions, and these estimates can change for a variety of reasons at any point in time.

Employer respondents were asked if they have had difficulty attracting or retaining employees due to housing related issues in the past couple of years. A total of 48 respondents provided feedback to this question with the following distribution:

- Yes: **12 (25.0%)**
- No: **18 (37.5%)**
- Unknown: **18 (37.5%)**

Employer respondents were asked to identify the three most common housing issues/challenges experienced by their employees. Employers could select options from a list of common housing issues that was provided. A total of 46 respondents provided feedback to this question. The following table illustrates the top responses:

Top Housing Issues Experienced by Employees	
Issue	Share of Respondents
Lack of Available Housing	47.8%
Lack of Quality Housing	43.5%
Unaffordable Rental Housing	28.3%
Unaffordable For-Sale Housing	26.1%
Difficulty Accessing Financing/Credit	23.9%
Lack of Deposit/Down Payment	23.9%
Housing is Far From Work	21.7%
Renovation/Repair Costs	21.7%

Employer respondents were then asked how the housing issues that their employees or prospective employees experience are impacting the company. Employers could select from a list of impact options that was provided. A total of 47 respondents provided feedback to this question. The following table illustrates the distribution of responses:

Impacts for Employers Resulting from Housing Issues	
Response	Share of Respondents
Difficulty Attracting Employees	42.6%
Unknown	42.6%
Difficulty Retaining Employees	29.8%
Limits Hours of Operation	19.2%
Adversely Impacts Company Morale	17.0%
Adds to Company Costs	12.8%
Adversely Impacts Productivity	12.8%
Unable to Grow/Expand Business	10.6%
Other	6.4%
Difficult to Stay In Business	2.1%

Employer respondents were then asked if additional housing was provided in Fayette County that adequately served the needs of employees, to what degree would this increase the likelihood that their company would employ more people over the next three years. A total of 47 respondents supplied answers to this question with the following distribution:

- Much More Likely: **13 (27.7%)**
- Somewhat Likely: **10 (21.3%)**
- Not Likely/No Impact: **10 (21.3%)**
- Unknown: **14 (29.8%)**

Employer respondents were also asked if housing was not an issue, how many additional employees would their company hire in the next three years. A total of 46 respondents provided insight to this question. Although five of the 29 respondents (63.0%) indicated that they “did not know” the effect, and six respondents (13.0%) indicated they would not hire any additional employees, 11 respondents (23.9%) indicated that they would hire more staff, totaling up to **394 additional employees**.

Employer respondents were asked if their company currently provides any type of housing assistance to employees and to specify the type provided. A total of 47 respondents provided feedback to this question with the following insight:

- **41 of the 47** respondents (**87.2%**) indicated that they do not provide any type of housing assistance.
- **6 of the 47** respondents (**12.8%**) indicated that they offer some type of housing assistance. Assistance types cited include *housing counseling, relocation assistance, employer provided housing, transportation assistance (bus passes), and informational resources (non-financial)*.

Employer respondents were then asked what type of assistance, if any, they would consider providing to their employees to assist with housing. Note that respondents could select more than one type of program. A total of 47 respondents provided insight to this question with the following distribution:

Potential Employer Provided Housing Assistance Programs	
Program	Share*
Housing Relocation Services/Assistance	21.3%
Housing Counseling/Placement Services	14.9%
Housing Relocation Reimbursement	14.9%
Partnering In/Developing Employee Housing	14.9%
Homebuyer Downpayment Assistance	10.6%
Rental Security Deposit Assistance	8.5%
Rental Assistance/Subsidy	2.1%
None	53.2%

*Share of employer respondents that indicated they would consider providing the program.

Employer respondents were asked to indicate the level of importance of future government housing programs, policies or incentives that could be implemented to assist employees with housing or addressing the market's housing issues. A total of 47 respondents provided feedback to this question. The following table provides a weighted summary of the responses:

Housing Programs, Policies, and Initiatives by Degree of Importance	
Program	Weighted Score*
New Housing Development/Redevelopment	58.0
Homebuyer Assistance	53.7
Renter Assistance	51.1
Direct Government Investment in Land for Workforce Housing (Land Banking)	35.6
Housing Assistance for Public Employees (Police, Fire, Teachers, Etc.)	34.6
Development of More Public Housing	33.0

*Most Important = 100.0, Somewhat Important = 50.0, Least Important = 25.0

Employer respondents were asked, in terms of product pricing, what are the three most needed housing price points for their employees. Employers could select from a list of pricing options that was provided. A total of 46 respondents provided feedback to this question, with the results illustrated in the following table:

Most Needed Housing Price Points for Employees	
Type of Housing Product (Price)	Share of Respondents
Entry Level/Workforce For-Sale Housing (Below \$200,000)	82.6%
Affordable Rental Housing (Under \$750/month)	65.2%
Moderate Market-Rate Rental Housing (\$750-\$1,250/month)	54.4%
Moderate For-Sale Housing (\$200,000-\$300,000)	32.6%
Higher-End Market-Rate Rental Housing (Above \$1,250/month)	6.5%
Higher-End For-Sale Housing (Above \$300,000)	0.0%

Employer respondents were then asked, in terms of product type, what are the most needed types of housing for their employees. Employers could select from a list of housing product types that was provided. A total of 45 respondents provided feedback to this question, with the results illustrated below:

Most Needed Housing Types for Employees	
Type of Housing Product	Share of Respondents
Single-Family Homes (Owner)	82.2%
Single-Family Homes (Rental)	53.3%
Multifamily Apartments	33.3%
Duplex/Townhome (Rental)	33.3%
Duplex/Townhome (Owner)	22.2%
Condominiums (Owner)	20.0%
Condominiums (Rental)	17.8%
Mobile Homes	6.7%
Short-Term/Seasonal Housing	6.7%
Dormitories/Shared Living	2.2%

Employer respondents were asked to provide any additional comments regarding housing issues and needs that impact employees within Fayette County. A total of 22 respondents provided feedback in the form of an open-ended response. Relevant feedback from respondents included topics related to *the need for affordable housing to attract new residents to the area, new and renovated homes are needed and can be used as incentives for employers to attract and retain employees, the need for skilled employees, the need for additional rental options in the more rural areas, the need for housing combined with transportation, improved quality of housing at a variety of price points, the limited availability of new homes/condos to rent or buy, more short term rentals are needed, and the need for smaller homes for single-person households (less than 750 square feet).*

Employer Survey Conclusions

Based on the feedback provided by area employers, it appears that a notable share of employers in the county have experienced staffing issues as a result of housing. Overall, the lack of available housing and lack of quality housing are the top issues for employees in the area. This has primarily resulted in difficulty attracting employees for approximately two-fifths (42.6%) of the employer respondents, while 29.8% of respondents have had issues retaining employees. Nearly one-half (49.0%) of employer respondents indicated that they would be at least “somewhat” more likely to hire new employees if adequate housing were available in the county, with up to 394 additional employees expected to be hired as a result. Despite the issues that housing can create for employers, it is noteworthy that 87.2% of the surveyed employers currently do not provide any type of housing assistance, and over one-half (53.2%) would not consider providing such programs in the future. Among various future government housing programs and initiatives, employer respondents consider new housing development/redevelopment, homebuyer assistance, and renter assistance to be the most important. Overall, the consensus among area employers is that Fayette County is most in need of entry level/workforce for-sale housing (below \$200,000) and affordable rental housing (under \$750 per month). Among product types, it appears that employers consider single-family homes (both rental and for-sale) to be the most critical need in the area.

The following table summarizes the top employer responses to critical questions contained within this survey.

Fayette County, Pennsylvania Summary of Employer Survey Results		
Category	Top Needs / Issues	Consensus
Difficulty Attracting/Retaining Employees Due to Housing	<ul style="list-style-type: none"> • Yes • No • Unknown 	25.0% 37.5% 37.5%
Housing Issues for Employees	<ul style="list-style-type: none"> • Lack of Available Housing • Lack of Quality Housing 	47.8% 43.5%
Impacts for Employers	<ul style="list-style-type: none"> • Difficulty Attracting Employees • Difficulty Retaining Employees 	42.6% 29.8%
Effects of Adequate Housing Supply	<ul style="list-style-type: none"> • Somewhat/Much More Likely to Hire New Employees • Additional Employees Hired 	49.0% Up to 394
Employer Housing Assistance	<ul style="list-style-type: none"> • Do Not Currently Provide Housing Assistance to Employees 	87.2%
Housing Assistance Program Consideration	<ul style="list-style-type: none"> • Housing Relocation Services/Assistance • Housing Counseling/Placement Services • Housing Relocation Reimbursement • Partnering In/Developing Employee Housing 	21.3% 14.9% 14.9% 14.9%
Housing Program or Policy Importance	<ul style="list-style-type: none"> • New Housing Development/Redevelopment • Homebuyer Assistance • Renter Assistance 	58.0* 53.7* 51.1*
Housing Needs by Price	<ul style="list-style-type: none"> • Entry Level/Workforce For-Sale Housing (Below \$200,000) • Affordable Rental Housing (Under \$750/month) • Moderate Market-Rate Rental Housing (\$750-\$1,250/month) 	82.6% 65.2% 54.4%
Housing Needs by Product Type	<ul style="list-style-type: none"> • Single-Family Homes (Owner) • Single-Family Homes (Rental) • Multifamily Apartments • Duplex/Townhome (Rental) 	82.2% 53.3% 33.3% 33.3%

*Denotes weighted score

D. RESIDENT/COMMUTER SURVEY RESULTS

A total of 337 individuals responded to the housing survey with the following results. Note that percentages may not add up to 100.0% due to rounding or because respondents were able to select more than one answer.

Commuting Status

Respondents were asked if they live in Fayette County. A total of 337 respondents provided feedback to this question with the following distribution:

Fayette County Resident		
Response	Number of Respondents	Share of Respondents
Yes	294	87.2%
No	43	12.8%

Resident respondents were asked if they work in Fayette County. A total of 291 residents of Fayette County provided feedback to this question with the following distribution:

Residents Employed in Fayette County		
Response	Number of Respondents	Share of Respondents
Yes	274	94.2%
No	17	5.8%

Respondents were asked to provide the ZIP code of their residence. A total of 299 respondents provided feedback to this question with the following distribution:

Respondents by ZIP Code (Area) of Residence		
ZIP Code (Area)	Number of Respondents	Share of Respondents
15401 (Uniontown, PA)	118	39.5%
15425 (Connellsville, PA)	26	8.7%
15478 (Smithfield, PA)	13	4.3%
15461 (Masontown, PA)	10	3.3%
15445 (Hopwood, PA)	8	2.7%
15458 (McClellandtown, PA)	8	2.7%
15436 (Fairchance, PA)	7	2.3%
15431 (Dunbar, PA)	6	2.0%
15480 (Smock, PA)	6	2.0%
All Other Zip Codes	97	32.4%

Non-resident respondents were asked if they *commute* to Fayette County for work. A total of 42 non-residents provided feedback to this question with the following distribution:

Non-resident Commuting to Fayette County		
Response	Number of Respondents	Share of Respondents
Yes	34	81.0%
No	8	19.0%

Respondents were asked to estimate the length of their typical commute to work (one way). A total of 283 respondents that are employed in Fayette County provided feedback to this question with the following distribution:

Respondents by Commute Time (One Way)				
Time	Residents		Non-Resident Commuters	
	Number of Respondents	Share of Respondents	Number of Respondents	Share of Respondents
Less than 15 minutes	155	62.2%	1	2.9%
15 to 30 minutes	72	28.9%	9	26.5%
31 to 45 minutes	9	3.6%	14	41.2%
46 to 60 minutes	1	0.4%	6	17.6%
More than 60 minutes	1	0.4%	4	11.8%
Work from home	11	4.4%	0	0.0%

Current Housing Situation

Resident respondents were asked if they rent or own their place of residence. A total of 23 *Fayette County residents* responded to this question with the following distribution:

Resident Respondents by Tenure		
Tenure	Number of Respondents	Share of Respondents
Own	16	69.6%
Rent	5	21.7%
Live With Family/Friends	2	8.7%
Caretaker (Does Not Pay Rent)	0	0.0%
Other	0	0.0%

Resident respondents were asked to identify the type of housing that describes their current residence. A total of 23 *Fayette County residents* responded to this question with the following distribution:

Resident Respondents by Housing Type		
Housing Type	Number of Respondents	Share of Respondents
Single-Family Home	17	73.9%
Duplex/Triplex/Townhome	3	13.0%
Mobile Home	2	8.7%
Apartment Building	1	4.4%

Resident respondents were asked how many people (including the respondent) live in their current residence. A total of 22 *Fayette County residents* responded to this question with the following distribution:

Resident Respondents by Household Size		
Housing Size	Number of Respondents	Share of Respondents
One-Person	6	27.3%
Two-Person	6	27.3%
Three-Person	7	31.8%
Four-Person	2	9.1%
Five-Person+	1	4.6%

Resident respondents were asked to approximate their total monthly housing expenses (including rent/mortgage costs, utilities, taxes, insurance, etc.). A total of 22 *Fayette County residents* provided insight to this question with the following distribution:

Resident Respondents by Monthly Housing Expenses		
Total Monthly Housing Expenses	Number of Respondents	Share of Respondents
\$0 (No Expense)	0	0.0%
Up to \$250	0	0.0%
\$251 to \$500	0	0.0%
\$501 to \$750	2	9.1%
\$751 to \$1,000	2	9.1%
\$1,001 to \$1,250	3	13.6%
\$1,251 to \$1,500	3	13.6%
\$1,501 to \$1,750	4	18.2%
\$1,751 to \$2,000	1	4.6%
Over \$2,000	7	31.8%

A list of common housing issues was supplied and *resident* respondents were asked to specify whether they have experienced, or are currently experiencing, any of the issues as they relate to their place of residence. A total of 23 *Fayette County residents* provided feedback to this question with the following distribution:

Resident Respondents Housing Issues Experienced		
Housing Issue	Number of Respondents	Share of Respondents
Cost Burdened (Paying More Than 30% of Income Toward Housing Cost)	6	26.1%
Did Not Have Sufficient Deposit or Down Payment	4	17.4%
Had To Move in With Family and/or Friends	3	13.0%
Credit Score Was Not High Enough for a Lease and/or Mortgage	2	8.7%
Substandard Housing (I Couldn't Afford to Maintain)	1	4.4%
Expiring Lease or Eviction	1	4.4%
Homelessness	1	4.4%
None	16	69.6%

Current Housing Market

Respondents were asked how they would describe the overall housing market in Fayette County. A total of 129 respondents (96 residents, 33 non-residents) provided feedback to this question with the following distribution:

Overall Housing Market Rating		
Rating	Number of Respondents	Share of Respondents
Good, No Issues	3	2.3%
Fair, Some Issues	36	27.9%
Poor, Many Issues	60	46.5%
No Opinion	30	23.3%

Respondents were asked to identify, in their opinion, the top three issues that negatively impact the Fayette County housing market. Respondents could select options from a list and/or provide an open-ended response. A total of 129 respondents provided feedback to this question. The following table illustrates the top issues cited by respondents:

Top Issues Negatively Impacting the Fayette County Housing Market		
Issue	Number of Respondents	Share of Respondents
High Prices or Rents	55	42.6%
Neglected/Blighted Properties/Neighborhood (Poor Condition)	53	41.1%
Excessive/Rising Utility Costs	25	19.4%
Property/Income Taxes	23	17.8%
Not Enough Housing/Rental Options (Few Vacancies)	23	17.8%
High Crime	23	17.8%
Owners Unable to Afford Home Maintenance/Upkeep	22	17.1%
Mismatch Between Local Jobs/Wages and Housing Costs	17	13.2%
No Opinion	16	12.4%
Lack of Features/Amenities (Playground, Street Trees, Well-Maintained Sidewalks, Etc.)	15	11.6%
Unwelcoming Environment	14	10.9%
Lack Of Quality Schools	13	10.1%

Respondents were given an opportunity to provide open-ended feedback to the previous question. A total of 11 respondents provided feedback related to issues negatively impacting the local housing market. Topics included *the need for more single-story/ranch style single-family homes for retirees, the need to focus on restoration of existing housing and to develop in existing residential areas, quality/condition of rental housing, the need for additional Tax Credit properties, and issues related to drugs/crime.*

Respondents were asked if they believe it is difficult for people to find suitable housing in Fayette County. A total of 128 respondents provided feedback to this question with the following distribution:

Level of Difficulty Locating Suitable Housing in Fayette County		
Rating	Number of Respondents	Share of Respondents
Yes	54	42.2%
Somewhat	42	32.8%
No	9	7.0%
I Don't Know	23	18.0%

Respondents were then asked to provide the reason they believe it is difficult for people to find suitable housing in Fayette County. Respondents were given a list of reasons to choose from and/or given the option to provide an open-ended response. A total of 103 respondents provided insight to this question with the following distribution of responses:

Reasons for Difficulty in Locating Suitable Housing in Fayette County		
Reason	Number of Respondents	Share of Respondents
Housing Not Affordable	69	67.0%
Poor Quality of Housing	56	54.4%
Undesirable Location/Neighborhood	51	49.5%
Not Enough Housing (Limited Availability)	37	35.9%
Age of Housing (Too Old)	28	27.2%
Lack of Housing to Meet Specific Needs (e.g., Number of Bedrooms)	27	26.2%
Lack of Down Payment or Rental Deposit	21	20.4%
Other (Please Specify)	11	10.7%
Previous Record of Felony/Incarceration/Eviction	8	7.8%
Lack of Advertising/Resources to Find Available Housing	7	6.8%
Landlords Not Accepting Housing Choice Vouchers	5	4.9%
Discrimination	3	2.9%

Among the respondents that selected “Other” and provided an open-ended response, reasons cited by the respondents included the topics of *poor credit history, the need for “turnkey” homes and amenities, safe and walkable neighborhoods, development of Tax Credit and/or senior housing that allows for dependents, the presence of crime and drugs in a number of areas, pet-friendly housing, and quality of schools.*

Respondents were asked to rate the degree of need (High, Minimal, No Need) for certain *housing types* in Fayette County. A total of 124 respondents provided insight to this question. The following table provides a *weighted* summary of respondent feedback.

Degree of Need for Housing Types in Fayette County			
Housing Type	Weighted Score*	Housing Type	Weighted Score*
Family Housing (2+ Bedrooms)	78.2	Rental Housing (\$500-\$1,000/month)	55.8
Housing for Ages 25-40	73.9	Senior Condominiums (For-Sale Housing)	54.8
Rental Housing (Less than \$500/month)	72.3	Rentals that Accept Housing Choice Vouchers	43.1
For-Sale Housing (Less than \$100,000)	72.2	For-Sale Housing (\$200,001-\$300,000)	27.5
Senior Apartments (Independent Living)	66.3	Rental Housing (\$1,001-\$1,500/month)	22.8
Senior Care Facilities (Assisted Living/Nursing Care)	60.8	Communal Housing (Shared Living Space)	21.3
Single-Person (Studio/One-Bedroom)	58.3	For-Sale Housing (Over \$300,000)	15.1
For-Sale Housing (\$100,000-\$200,000)	57.0	Rental Housing (Over \$1,500/month)	10.4

*High Need = 100.0, Minimal Need = 25.0, No Need = 0.0

Respondents were asked to rate the degree of need (High, Minimal, No Need) for certain *housing styles* in Fayette County. A total of 124 respondents provided feedback to this question. The following table provides a *weighted* summary of respondent feedback.

Degree of Need for Housing Styles in Fayette County	
Housing Style	Weighted Score*
Ranch Homes/Single Floor Plan Units	77.9
Modern Move-In Ready Single-Family Homes	76.9
Duplex/Triplex/Townhomes	62.7
Apartments	62.5
Low Cost Fixer-Uppers (Single-Family Homes)	57.1
Condominiums	46.6
Accessory Dwelling Unit (Above Garage, Income Suite, Etc.)	35.1
Single-Room Occupancy (SRO)	34.3

*High Need = 100.0, Minimal Need = 25.0, No Need = 0.0

Respondents were asked, in their opinion, what the most significant housing issue is within Fayette County today. A total of 86 respondents provided additional feedback in the form of an open-ended response. Topics cited by respondents included *general affordability, the lack of senior housing, the lack of jobs in the area, the lack of property maintenance and maintenance by municipalities creating a negative perception, the quality of rental properties, the mismatch of housing costs and incomes, the lack of for-sale housing between \$100,000 and \$200,000, the lack of amenities in downtown areas (maintained parks, public transportation, etc.), and the cost of property and taxes compared to nearby areas in West Virginia.*

Respondents were asked to share any other comments or concerns about housing in Fayette County. A total of 31 respondents provided additional feedback in the form of an open-ended response. While many of the topics of the responses were cited in previous questions, some additional comments and concerns were mentioned. Such topics included *the lack of security deposits/down payments, much of the affordable housing in the area is not eligible for FHA, USDA, or other low down payment financing, investors purchasing available properties, the large share of renter-occupied housing in the county, the cost of utilities, the need for more jobs with competitive wages, better education and job training, the lack of advertising for available rentals, and the location of housing in relation to employment centers.*

Interest in Living in Fayette County

Respondents that do not currently live in Fayette County were asked if they would have any interest in living in Fayette County should housing be available. A total of 37 *non-resident* respondents provided feedback to this question with the following distribution:

Non-Resident Interest in Relocating to Fayette County		
Response	Number of Respondents	Share of Respondents
Yes	12	32.4%
No	25	67.6%
Total	37	100.0%

Non-resident respondents were then asked what style of housing they would be interested in living in within Fayette County. A total of 12 *non-resident* respondents provided feedback with the following distribution. Note that respondents could select more than one type of housing style.

Preferred Housing Style (Per Non-Resident Respondents)		
Housing Style	Number of Respondents	Share of Respondents
Modern, Move-In Ready Single-Family Home	8	66.7%
Ranch Homes or Single Floor Plan Unit	6	50.0%
Low-Cost Fixer-Upper	3	25.0%
Senior Living	2	16.7%
Apartment	1	8.3%
Duplex/Triplex/Townhome	1	8.3%
Accessory Dwelling Unit (income suite)	1	8.3%

Non-resident respondents were then asked how many bedrooms they would require if they moved to Fayette County. A total of 12 *non-resident* respondents provided insight to this question with the following results.

Bedrooms Required (Per Non-Resident Respondents)		
Number of Bedrooms	Number of Respondents	Share of Respondents
Studio	0	0.0%
One-Bedroom	0	0.0%
Two-Bedroom	8	66.7%
Three-Bedroom	4	33.3%
Four-Bedroom+	0	0.0%

Non-resident respondents were then asked what they would be willing to pay per month, including all utility costs, to live in Fayette County. A total of 12 respondents provided feedback to this question with the following distribution.

Monthly Housing Expenses Willing to Pay (Per Non-Resident Respondents)		
Total Housing Expenses	Number of Respondents	Share of Respondents
No Expense	0	0.0%
Up to \$500	1	8.3%
\$501 - \$750	3	25.0%
\$751 - \$1,000	1	8.3%
\$1,001 - \$1,250	3	25.0%
\$1,251 - \$1,500	1	8.3%
\$1,501 - \$2,000	3	25.0%
Over \$2,000	0	0.0%

Non-residents of Fayette County were then asked if anything, besides housing, could be addressed, added, or changed in Fayette County to increase the likelihood of them locating to Fayette County. A total of eight respondents provided feedback and responses included *more outdoor recreational activities (trails, splash pads, parks, etc.)*, *improved school systems*, *emergency animal hospital*, *inclusion of maintenance in housing*, *more employment opportunities with higher wages*, and *reduction of violent crime*.

Demographic Distribution

Respondents were asked to provide their age. A total of 125 respondents provided feedback to this question. The distribution of responses is illustrated in the following table.

Survey Respondent Age Distribution		
Age Range	Number of Respondents	Share of Respondents
17 years or less	1	0.8%
18 to 22 years	4	3.2%
23 to 29 years	16	12.8%
30 to 39 years	20	16.0%
40 to 49 years	24	19.2%
50 to 59 years	37	29.6%
60 to 75 years	21	16.8%
76 years or older	0	0.0%
Declined To Answer	2	1.6%

Respondents were asked to provide their ethnicity. A total of 125 respondents provided feedback to this question with the following distribution of responses.

Survey Respondent Ethnicity Distribution		
Ethnicity	Number of Respondents	Share of Respondents
American Indian/Alaskan Native	1	0.8%
Asian/Pacific Islander	1	0.8%
Black/African American	3	2.4%
Hispanic/Latino	0	0.0%
White/Caucasian	111	88.8%
Declined to Answer	8	6.4%
Other	1	0.8%

Respondents were asked to estimate the gross annual income of all residents living in their household. A total of 125 respondents provided feedback to this question with the following distribution of responses.

Survey Respondent Household Income Distribution		
Income Range	Number of Respondents	Share of Respondents
Less than \$15,000	0	0.0%
\$15,000-\$24,999	1	0.8%
\$25,000-\$39,999	11	8.8%
\$40,000-\$59,999	29	23.2%
\$60,000-\$74,999	9	7.2%
\$75,000-\$99,999	22	17.6%
\$100,000-\$149,999	22	17.6%
\$150,000-\$199,999	13	10.4%
\$200,000 or more	8	6.4%
Declined to Answer	10	8.0%

Resident/Commuter Survey Conclusions

Based on the feedback provided by area residents and commuters, it appears that housing cost burden (paying 30% or more of income toward housing costs) is the most common housing issue experienced by residents in the county, followed by not having a sufficient deposit or down payment and having to move in with family or friends. The high cost of housing (for-sale and rental), neglected or blighted properties, and utility costs are the top issues negatively impacting the local housing market. Overall, these issues result in nearly one-half (46.5%) of respondents rating the local housing market as “Poor” and 42.2% of respondents indicating that they believe it is difficult to find suitable housing within the county. The affordability and quality of housing are among the top reasons that create difficulty for households to locate suitable housing, while an undesirable location, an overall lack of housing, and the age and suitability of housing for specific needs were cited to a slightly lesser extent. While a variety of housing types and styles appear to be in moderate to high need within the county, family housing (2+ bedrooms), housing for individuals between 25 and 40 years of age, affordable rental housing (less than

\$500 per month) and for-sale housing (less than \$100,000), and independent living for seniors were cited as the top needs by respondents. It is interesting to note that nearly one-third (32.4%) of non-residents respondents indicated that they would be interested in living in Fayette County if appropriate housing were available.

Resident/Commuter Summary

Fayette County, Pennsylvania Summary of Resident/Commuter Survey Results		
Category	Top Needs / Issues	Consensus
Top Housing Issues Experienced	<ul style="list-style-type: none"> • Cost Burdened (Paying 30% or More of Income Toward Housing Costs) • Did Not Have Sufficient Deposit or Down Payment • Had to Move In with Family and/or Friends 	26.1% 17.4% 13.0%
Housing Market Rating	<ul style="list-style-type: none"> • Poor, Many Issues • Fair, Some Issues • Good, No Issues 	46.5% 27.9% 2.3%
Top Issues Negatively Impacting Housing Market	<ul style="list-style-type: none"> • High Prices or Rents • Neglected/Blighted Properties/Neighborhood (Poor Condition) • Excessive/Rising Utility Costs 	42.6% 41.1% 19.4%
Difficulty Locating Suitable Housing	<ul style="list-style-type: none"> • Yes • Somewhat • No 	42.2% 32.8% 7.0%
Top Reasons for Difficulty Finding Housing	<ul style="list-style-type: none"> • Housing Not Affordable • Poor Quality of Housing • Undesirable Location/Neighborhood • Not Enough Housing (Limited Availability) • Age of Housing (Too Old) • Lack of Housing to Meet Specific Needs (Such as Number of Bedrooms) 	67.0% 54.4% 49.5% 35.9% 27.2% 26.2%
Top Housing Types Needed	<ul style="list-style-type: none"> • Family Housing (2+ Bedrooms) • Housing for Ages 25 to 40 • Rental Housing (Less than \$500/Month) • For-Sale Housing (Less than \$100,000) • Senior Apartments (Independent Living) 	78.2* 73.9* 72.3* 72.2* 66.3*
Top Housing Styles Needed	<ul style="list-style-type: none"> • Ranch Homes/Single Floor Plan Units • Modern Move-In Ready Single-Family Homes • Duplex/Triplex/Townhomes • Apartments 	77.9* 76.9* 62.7* 62.5*
Non-Resident Interest in Relocating to Fayette County	<ul style="list-style-type: none"> • Yes • No 	32.4% 67.6%

*Denotes a weighted score

E. DEVELOPERS/BUILDERS SURVEY RESULTS

A total of seven developers/builders responded to the housing survey with the following results. Note that percentages may not add up to 100.0% due to rounding or because respondents were able to select more than one answer.

Respondents were asked what type of organization they represent. A total of seven respondents provided feedback with the following results:

Respondents by Organization Type		
Type	Number of Respondents	Share of Respondents
For-Profit	5	71.4%
Nonprofit	1	14.3%
Local Government	1	14.3%

Respondents were asked to identify their company's primary type of development activity. A total of six respondents provided feedback to this question with the following distribution:

Respondents by Primary Development Activity		
Development Activity	Number of Respondents	Share of Respondents
Residential	1	16.7%
Commercial	0	0.0%
Both Residential and Commercial	3	50.0%
Neither, Have Interest in Residential Development	1	16.7%
Neither, Do Not Have Interest in Residential Development	1	16.7%

Respondents were asked what type of residential product they typically develop or would have interest in developing (all that apply). Four respondents provided feedback to this question with the following results. Note that respondents could select more than one answer.

Respondents by Residential Product Developed/Interested in Developing		
Product Type	Number of Respondents	Share of Respondents
Multifamily Rental (Apartment)	3	75.0%
Condominium (For-Sale)	2	50.0%
Single-Family Home (Detached) Rental	2	50.0%
Attached Townhome/Duplex/Etc. Rental	2	50.0%
Attached Townhome/Duplex/Etc. For-Sale	2	50.0%
Single-Family Home (Detached) For-Sale	2	50.0%
Mobile Home/Manufactured Housing	2	50.0%
Mixed-Use Product with Commercial and Residential	3	75.0%

Respondents were asked what market segment their product typically targets, or what market segment they would seek to develop. Respondents could select more than one answer. Four respondents provided feedback to this question with the following results:

Respondents by Market Segment		
Market Segment	Number of Respondents	Share of Respondents
Low-Income (Incomes Of <\$50,000)	1	25.0%
Moderate/Affordable (Incomes Between \$50,000-\$75,000)	3	75.0%
Higher-End Market-Rate (Incomes Between \$75,000-\$100,000)	3	75.0%
Luxury (Incomes Above \$100,000)	2	50.0%
Mixed-Income	3	75.0%

Respondents were asked what population their product typically serves/attracts and could select all that apply. Four respondents provided feedback to this question with the following results:

Respondents by Population Served		
Population	Number of Respondents	Share of Respondents
Young Adults (Under Age 25)	2	50.0%
Millennials (Ages 25 to 44)	3	75.0%
Middle Age (Ages 45 to 54)	4	100.0%
Older Adults (Ages 55+)	4	100.0%
Seniors (Ages 65+)	3	75.0%

Respondents were asked to identify the most common barriers to residential development in Fayette County that they typically experience and to select all that apply. Four respondents provided feedback to this question with the following results:

Most Common Barriers to Residential Development		
Barrier	Number of Respondents	Share of Respondents
Availability of Land/Lack of Buildable Sites	3	75.0%
Cost of Infrastructure	2	50.0%
Cost of Labor/Materials	2	50.0%
Land/Zoning Regulations	2	50.0%
Local Government Regulations ("red tape")	2	50.0%
Cost of Land	1	25.0%
Financing	1	25.0%
Government Fees	1	25.0%
Inconsistencies Between Government Entities	1	25.0%
Lack of Community Support	1	25.0%
Lack of Infrastructure	1	25.0%
Lack of Local Government Support	1	25.0%

Respondents that selected “financing” as a barrier in the previous question were asked to elaborate as to how this is a barrier and how it impacts their company. One respondent noted that *the cost of construction versus estimated rents and access/cost to access public utilities impacts financing for them.*

Respondents were asked what incentives, initiatives, or changes should be priorities for the local communities to encourage residential development in the areas they actively develop. Four respondents provided feedback to this question with the following results:

Priorities to Encourage Residential Development		
Priority	Number of Respondents	Share of Respondents
Government Assistance with Infrastructure	3	75.0%
Tax Abatements/Credits	3	75.0%
Establish Centralized Developer/Builder Resource Center	2	50.0%
Revisiting/Modifying Zoning (e.g., Density, Setbacks, Etc.)	2	50.0%
Collaboration Between Public and Private Sectors	1	25.0%
Expedited/Streamlined Permitting Process	1	25.0%
Government Sale of Public Land/Buildings at Discount or Donated	1	25.0%
Inform/Educate Development Community on Local Opportunities	1	25.0%
Support/Change Code Enforcement	1	25.0%
Waiving/Lowering Development Fees	1	25.0%

Respondents were asked what their level of interest is in partnering with certain groups to develop residential units in the county. Four respondents provided feedback to this question with the follow results:

Significant Interest in Partnering with Specific Groups		
Group	Number of Respondents	Share of Respondents
Public Entity	3	75.0%
Nonprofit Group	3	75.0%
Local Employer	3	75.0%

Respondents were asked if there are lending policies or procedures that could be implemented to support residential development projects in the area. Two respondents provided feedback through an open-ended response. Feedback from the respondents included *extending the loan term to 30 years on multifamily housing and low interest loans for property purchases*.

Respondents were asked to provide any additional input regarding challenges or possible solutions related to residential development. Three respondents provided open-ended responses to this question. Topics cited by respondents included *government grants to help establish utilities throughout the region which would increase the number of buildable lots, promotion of local businesses, and the revitalization of older neighborhoods*.

Respondents were asked to give examples of policies, incentives, or approaches that may serve as a model to support and encourage residential development in the county. One respondent cited *the sale and refurbishing of abandoned/blighted buildings to improve the economy of the community* as an example.

Developer/Builder Survey Conclusions

Based on survey results, over four-fifths (83.4%) of developer and builder respondents indicated that they are currently involved in some type of residential development activities or have an interest in performing residential development activities. While respondents are currently involved in, or interested in developing, a variety of residential product types, 75.0% of respondents chose multifamily rental apartments and mixed-use products (commercial and residential) as products they are currently involved in developing or interested in developing in the future. The most commonly targeted market segments cited by developers include moderate/affordable and higher-end market-rate products for households with incomes between \$50,000 and \$100,000 and mixed-income developments. Middle-aged individuals (ages 45 to 54) and seniors (age 55 and older) were cited as the most commonly served populations for their respective developments. Although a variety of barriers appear to affect developers and builders, the availability of land and lack of buildable sites were rated as the top barriers by respondents. According to respondents, government assistance with infrastructure and tax abatement or credits should be top priorities to encourage future residential development. In addition, it appears that a majority of developers have significant interest in partnering with third-party groups such as public entities, nonprofit organizations, and local employers to develop residential units within the county.

ADDENDUM A:

FIELD SURVEY OF
CONVENTIONAL RENTALS



**BOWEN
NATIONAL
RESEARCH**

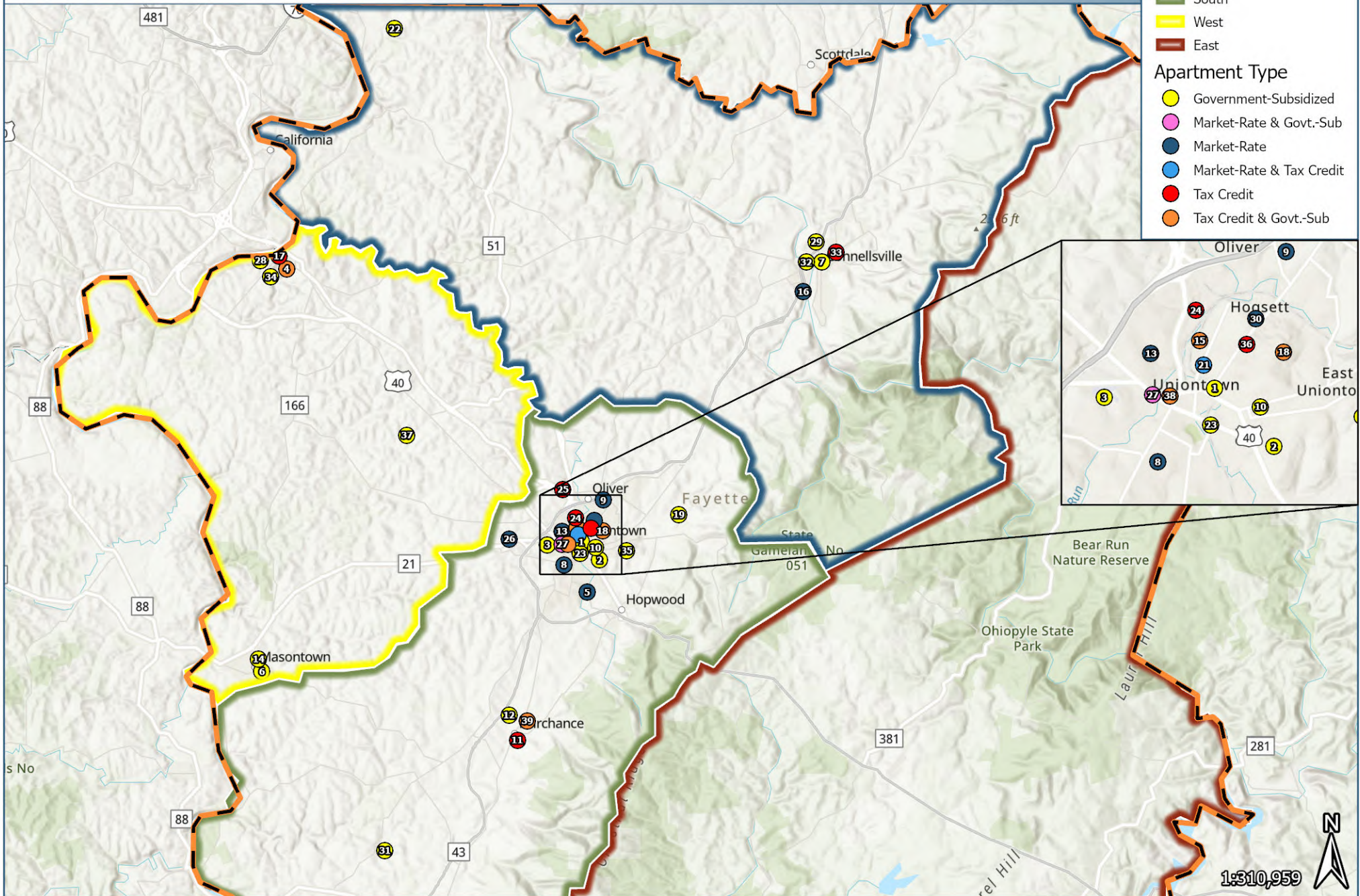
Surveyed Apartments

Fayette County, PA

- PSA
- North
- South
- West
- East

Apartment Type

- Government-Subsidized
- Market-Rate & Govt.-Sub
- Market-Rate
- Market-Rate & Tax Credit
- Tax Credit
- Tax Credit & Govt.-Sub



0 1.5 3 4.5 6
Miles






data.pa.gov, Esri, HERE, Garmin, SafeGraph, FAO, METI/NASA, USGS, EPA, NPS, Esri, NASA, NGA, USGS, Esri, CGIAR, USGS, data.pa.gov, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA
Additional Source(s): Bowen National Research


















Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate
1	Beeson Court	GSS	B	1965	50	2	96.0%
2	Beeson Square	GSS	B-	1970	79	0	100.0%
3	Bierer Wood Acres	GSS	B-	1943	86	0	100.0%
4	Brownsville House Apts.	TGS	B	1996	34	0	100.0%
5	Cedarwood Townhouses	MRR	B	1998	65	0	100.0%
6	Clarence Hess Terrace	GSS	B-	1977	50	0	100.0%
7	Connellsville Towers	GSS	B-	1981	110	0	100.0%
8	Craig School Apts.	MRR	B	1900	17	0	100.0%
9	Danea Manor Townhouses	MRR	B	1987	14	0	100.0%
10	East View Terrace	GSS	B-	1964	100	0	100.0%
11	Fairchance Senior Housing	TAX	B	2020	36	0	100.0%
12	Fairchance Site	GSS	B	1984	28	0	100.0%
13	Fayette Building	MRR	B	1901	48	3	93.8%
14	Fort Mason Village	GSS	B-	1952	100	0	100.0%
15	Gallatin School Living Center	TGS	B	1910	30	0	100.0%
16	Greenwood Heights	MRR	C+	1954	118	0	100.0%
17	Iron Bridge Crossings	TAX	B	2016	24	4	83.3%
18	Laurel Estates	TGS	B+	2008	56	0	100.0%
19	Lemont Heights	GSS	B-	1986	24	0	100.0%
20	Little Wood Acres	GSS	B	1952	150	0	100.0%
21	Maple Gardens	MRT	B+	2011	36	0	100.0%
22	Marion Villa	GSS	C	1959	77	0	100.0%
23	Marshall Manor	GSS	B	1972	98	0	100.0%
24	Meadow Heights	TAX	B	2002	60	0	100.0%
25	Meridian Point Senior	TAX	B+	2000	80	0	100.0%
26	MountainView Townhouses	MRR	B	2013	20	0	100.0%
27	Mt. Vernon Towers	MRG	B-	1972	110	0	100.0%
28	Mulligan Manor	GSS	B+	1980	53	0	100.0%
29	North Manor Apts.	GSS	B-	1951	100	0	100.0%
30	Oliver Heights	MRR	B-	1952	30	0	100.0%
31	Outcrop I & II	GSS	B	1986	52	0	100.0%
32	Riverview Apts.	GSS	C	1971	90	0	100.0%
33	Rose Square Apts.	TAX	B	1995	11	0	100.0%
34	Snowden Terrace	GSS	B-	1962	42	0	100.0%
35	Union Gardens & Woodview Terrace	GSS	B-	1982	93	0	100.0%
36	Uniontown Family Homes	TAX	A-	2009	30	0	100.0%






✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
■ (MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
■ (MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
■ (MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
■ (MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	


















Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate
37	Village of Searights	GSS	B	1907	138	0	100.0%
38	White Swan Apts.	TGS	C+	1920	45	0	100.0%
39	Wynnwood Commons	TGS	B	1984	34	0	100.0%






✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

1	Beeson Court 125 E Main St., Uniontown, PA 15401	Contact: Shawnie Phone: (724) 438-6630
	Total Units: 50 UC: 0 Occupancy: 96.0% Stories: 6 w/Elevator Year Built: 1965 BR: 0, 1 Vacant Units: 2 Waitlist: None AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: Keeps a WL - 0 HH	
2	Beeson Square 114 Pershing Ct., Uniontown, PA 15401	Contact: Linnea Phone: (724) 439-1680
	Total Units: 79 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1970 BR: 2, 3 Vacant Units: 0 Waitlist: 168 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	
3	Bierer Wood Acres 1 Pershing Ter, Uniontown, PA 15401	Contact: Stephanie Phone: (724) 437-0779
	Total Units: 86 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1943 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: 2002 Rent Special: None Notes: Public Housing	
4	Brownsville House Apts. 310 Calwallader St., Brownsville, PA 15417	Contact: Justina Phone: (724) 785-5391
	Total Units: 34 UC: 0 Occupancy: 100.0% Stories: 2,3 w/Elevator Year Built: 1996 BR: 1 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: Tax Credit; RD 515, has RA (30 units)	
5	Cedarwood Townhouses 219 Long Site Dr., Uniontown, PA 15401	Contact: Rice Phone: (724) 970-3800
	Total Units: 65 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1998 BR: 2 Vacant Units: 0 Waitlist: 45 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	






 Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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6	Clarence Hess Terrace 99 Fort Mason Village, Masontown, PA 15461	Contact: John Phone: (724) 583-9338
	Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1,5,2 Year Built: 1977 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family, Senior Yr Renovated: Rent Special: None Notes: Public Housing	
7	Connellsville Towers 120 E. Peach St., Connellsville, PA 15425	Contact: Garrett Phone: (724) 628-5650
	Total Units: 110 UC: 0 Occupancy: 100.0% Stories: 8 w/Elevator Year Built: 1981 BR: 1, 2 Vacant Units: 0 Waitlist: 103 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	
8	Craig School Apts. 54 W Craig St, Uniontown, PA 15401	Contact: Kim Phone: (412) 738-5948
	Total Units: 17 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1900 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: 2015 Target Population: Family Yr Renovated: Rent Special: None Notes:	
9	Danea Manor Townhouses 114 Danea Ln, Uniontown, PA 15401	Contact: Debbie Phone: (724) 437-2421
	Total Units: 14 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1987 BR: 2, 3 Vacant Units: 0 Waitlist: 6 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: All townhomes built at different times between 1987 and 1992	
10	East View Terrace 92 Mifflin Ave, Uniontown, PA 15401	Contact: Angela Corolla Phone: (724) 437-6180
	Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1964 BR: 1, 2, 3, 4, 5 Vacant Units: 0 Waitlist: 13 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	






 Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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11	Fairchance Senior Housing 120 Fair St, Fairchance, PA 15436	Contact: Brenda Phone: (724) 564-8016
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2020 BR: 1, 2 Vacant Units: 0 Waitlist: 37 HH AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing info UNK; Stabilized occupancy 11/2020	
12	Fairchance Site Sheldon Ave & Christy Ln, Fairchance, PA 15436	Contact: Andrea Phone: (724) 569-0981
	Total Units: 28 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1984 BR: 2, 3 Vacant Units: 0 Waitlist: 16 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
13	Fayette Building 52 W. Main St., Uniontown, PA 15401	Contact: Santiago Phone: (412) 626-6111
	Total Units: 48 UC: 7 Occupancy: 93.8% Stories: 11 w/Elevator Year Built: 1901 BR: 0, 1, 2 Vacant Units: 3 Waitlist: None AR Year: 2012 Target Population: Family Yr Renovated: Rent Special: None Notes: 7 units under renovation	
14	Fort Mason Village 17 Fort Mason Village, Masontown, PA 15461	Contact: John Phone: (724) 583-9338
	Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1952 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: Yes - WL through HA AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
15	Gallatin School Living Center 155 N. Gallatin Ave., Uniontown, PA 15401	Contact: Debbie Phone: (724) 439-0201
	Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 2.5 w/Elevator Year Built: 1910 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: 1, 2, & 3-br; 18 HH AR Year: Target Population: Homeless Yr Renovated: 1997 Rent Special: None Notes: Tax Credit (12 units); Tax Credit & PBV/PBRA (18 units); Transition housing for homeless	






✓ Comparable Property ♦ Senior Restricted ■ (MRR) Market-Rate ■ (MRT) Market-Rate & Tax Credit ■ (MRG) Market-Rate & Government-Subsidized ■ (MIN) Market-Rate & Income-Restricted (not LIHTC)	■ (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized ■ (TAX) Tax Credit ■ (TGS) Tax Credit & Government-Subsidized ■ (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) ■ (TIN) Tax Credit & Income-Restricted (not LIHTC) ■ (TMG) Tax Credit, Market-Rate & Government-Subsidized	■ (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized ■ (INR) Income-Restricted (not LIHTC) ■ (ING) Income-Restricted (not LIHTC) & Government-Subsidized ■ (GSS) Government-Subsidized ■ (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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






16	Greenwood Heights Duke St. & Greenwood Blvd., Connellsville, PA 15425	Contact: Gina Phone: (724) 628-4500
	Total Units: 118 UC: 0 Occupancy: 100.0% Stories: 2,2.5 Year Built: 1954 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 100 HH AR Year: Target Population: Family Yr Renovated: 2005 Rent Special: None Notes: Offer month to month leases	
17	Iron Bridge Crossings 5 Market St, Brownsville, PA 15417	Contact: Heidi Phone: (724) 602-0083
	Total Units: 24 UC: 0 Occupancy: 83.3% Stories: 5 w/Elevator Year Built: 2016 BR: 1, 2 Vacant Units: 4 Waitlist: 20% & 50% AMHI only; 3 HH AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit	
18	Laurel Estates 71 Greenpoint Cir. & Madison Ave., Uniontown, PA 15401	Contact: Tina Phone: (724) 437-3587
	Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2008 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 24 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (19 units); Public Housing & Tax Credit (37 units)	
19	Lemont Heights Kira Dr, Lemont Furnace, PA 15456	Contact: Angela Corolla Phone: (724) 437-1795
	Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1986 BR: 3 Vacant Units: 0 Waitlist: 9 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
20	Little Wood Acres 315-345 Provins Ave, Masontown, PA 15461	Contact: John Phone: (724) 583-9338
	Total Units: 150 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1952 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	






 Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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






21	Maple Gardens 114 N Gallatin Ave, Uniontown, PA 15401	Contact: Brenda Phone: (724) 550-4143
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2011 BR: 1, 2 Vacant Units: 0 Waitlist: 12 HH AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Market-rate (3 units); Tax Credit (33 units)	
22	Marion Villa 1 Marion Villa, Belle Vernon, PA 15012	Contact: Edie Phone: (724) 929-6838
	Total Units: 77 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1959 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 12 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
23	Marshall Manor 112 E Main St, Uniontown, PA 15401	Contact: Angela Corolla Phone: (724) 437-1795
	Total Units: 98 UC: 0 Occupancy: 100.0% Stories: 12 w/Elevator Year Built: 1972 BR: 0, 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Senior 50+ Yr Renovated: Rent Special: None Notes: Public Housing	
24	Meadow Heights 144 N. Beeson Blvd., Uniontown, PA 15401	Contact: Mayanna Phone: (724) 438-3089
	Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2002 BR: 1, 2 Vacant Units: 0 Waitlist: 3 HH AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: None Notes: Tax Credit	
25	Meridian Point Senior 112 Confer Vista Rd., Uniontown, PA 15401	Contact: Angela Phone: (724) 430-7353
	Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2000 BR: 1, 2 Vacant Units: 0 Waitlist: 4 HH AR Year: Target Population: Family, Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit	





 Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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26	MountainView Townhouses 360 McClellandtown Rd, Uniontown, PA 15401	Contact: Shirias Phone: (724) 970-3800
	Total Units: 20 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2013 BR: 2 Vacant Units: 0 Waitlist: 50 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
27	Mt. Vernon Towers 177 W Main St., Uniontown, PA 15401	Contact: Linnea Phone: (724) 438-3948
	Total Units: 110 UC: 0 Occupancy: 100.0% Stories: 10 w/Elevator Year Built: 1972 BR: 1, 2 Vacant Units: 0 Waitlist: 87 HH AR Year: Target Population: Family Yr Renovated: 2000 Rent Special: None Notes: Market- rate (57 units); HUD Section 8 (53 units)	
28	Mulligan Manor 700 2nd St, Brownsville, PA 15417	Contact: Edie Phone: (724) 785-2081
	Total Units: 53 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 1980 BR: 1 Vacant Units: 0 Waitlist: None AR Year: Target Population: Senior 50+ Yr Renovated: Rent Special: None Notes: Public Housing; Keeps a WL - 0 HH	
29	North Manor Apts. 5 Connell Avenue, Connellsville, PA 15425	Contact: Jamie Phone: (724) 628-4500
	Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1951 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 293 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
30	Oliver Heights 8 Oliver Heights, Uniontown, PA 15401	Contact: Angela Corolla Phone: (724) 437-0779
	Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1952 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 40 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	

 Comparable Property	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income-Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Government-Subsidized	 (ING) Income-Restricted (not LIHTC) & Government-Subsidized
 (MRT) Market-Rate & Tax Credit	 (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	 (GSS) Government-Subsidized
 (MRG) Market-Rate & Government-Subsidized	 (TIN) Tax Credit & Income-Restricted (not LIHTC)	 (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
 (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (TMG) Tax Credit, Market-Rate & Government-Subsidized	

31	Outcrop I & II 100 Mark Dr, Smithfield, PA 15478	Contact: Andrea Phone: (724) 569-0981
	Total Units: 52 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1986 BR: 1, 2 Vacant Units: 0 Waitlist: 34 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
32	Riverview Apts. 315 N. Arch St., Connellsville, PA 15425	Contact: Gina Phone: (724) 628-4500
	Total Units: 90 UC: 10 Occupancy: 100.0% Stories: 11 w/Elevator Year Built: 1971 BR: 1 Vacant Units: 0 Waitlist: 1-12 mos AR Year: Target Population: Senior 50+ Yr Renovated: Rent Special: None Notes: Public Housing	
33	Rose Square Apts. 504 McCormick Ave., Connellsville, PA 15425	Contact: Marla Phone: (724) 626-8876
	Total Units: 11 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1995 BR: 1, 2 Vacant Units: 0 Waitlist: 16 HH AR Year: Target Population: Other Yr Renovated: Rent Special: None Notes: Tax Credit	
34	Snowden Terrace 431 Clover St, Brownsville, PA 15417	Contact: Angela Phone: (724) 785-3030
	Total Units: 42 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1962 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 10 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing	
35	Union Gardens & Woodview Terrace 500 Woodview Terr., Uniontown, PA 15401	Contact: Mark Phone: (724) 438-4133
	Total Units: 93 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1982 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 1 & 3-br; 37 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	

 Comparable Property	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income-Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Government-Subsidized	 (ING) Income-Restricted (not LIHTC) & Government-Subsidized
 (MRT) Market-Rate & Tax Credit	 (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	 (GSS) Government-Subsidized
 (MRG) Market-Rate & Government-Subsidized	 (TIN) Tax Credit & Income-Restricted (not LIHTC)	 (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
 (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (TMG) Tax Credit, Market-Rate & Government-Subsidized	

36	Uniontown Family Homes 8 Diamond St., Uniontown, PA 15401	Contact: Debbie Phone: (724) 550-4029
	Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2009 BR: 3, 4 Vacant Units: 0 Waitlist: 29 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	
37	Village of Searights 301 Village of Searights, Uniontown, PA 15401	Contact: Kristy Phone: (724) 245-2339
	Total Units: 138 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1907 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 95 HH AR Year: 1980 Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	
38	White Swan Apts. 117 W Main St, Uniontown, PA 15401	Contact: Tina Phone: (724) 912-6633
	Total Units: 45 UC: 0 Occupancy: 100.0% Stories: 7 w/Elevator Year Built: 1920 BR: 1 Vacant Units: 0 Waitlist: 27 HH AR Year: 1968 Target Population: Senior 62+ Yr Renovated: 2018 Rent Special: None Notes: Tax Credit & Public Housing (23 units); PBV/ PBRA & Tax Credit (22 units)	
39	Wynnwood Commons 100 Fair St., Fairchance, PA 16512	Contact: Donna Phone: (724) 564-1492
	Total Units: 34 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 1984 BR: 1 Vacant Units: 0 Waitlist: 17 HH AR Year: 2001 Target Population: Senior 62+ Yr Renovated: 2019 Rent Special: None Notes: Tax Credit; RD 515, has RA (34 units)	

✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

ADDENDUM B:
NON-CONVENTIONAL RENTAL SURVEY

Address	City	Type	Price	Square Feet	Price Per Square Foot	Bed	Bath	Year Built	Source
616 F A Cassin Junior Drive	Newell	Single-family	\$800	1,100	\$0.73	3	1	1900	Trulia
228 Cadwallader Street	Brownsville	Single-family	\$606	1,101	\$0.74	2	1	1900	Trulia
326 Pittsburgh Street	Uniontown	Single-family	\$1,200	1,102	\$0.75	3	1	1925	Trulia
32 Thomas Street	Uniontown	Single-family	\$950	1,103	\$0.76	3	1	1920	Trulia
24 West Wine Street	Uniontown	Single-family	\$1,000	1,104	\$0.77	2	1	1940	Trulia
426 East Murphy Avenue	Connellsville	Apartment	\$600	1,105	\$0.78	1	1	1930	Zillow
109 North Prospect Street	Connellsville	Apartment	\$950	1,106	\$0.79	2	1	N/A	Zillow
210 Oliphant Road	Uniontown	Single-family	\$950	1,107	\$0.80	3	1.5	1991	Zillow
302 West Main Street	Belle Vernon	Single-family	\$900	1,108	\$0.81	2	1	1940	Zillow
52 Kensington Street	Uniontown	Apartment	\$1,200	1,109	\$0.82	3	1	1952	Zillow
346 Brown Street	Everson	Apartment	\$600	1,110	\$0.83	1	1	N/A	Zillow
45 Union Street	Uniontown	Apartment	\$750	1,111	\$0.84	1	1	1920	Zillow
125 Trailer Court Road	Merrittstown	Apartment	\$650	1,112	\$0.85	2	1	1996	Zillow
721 2nd Street	Smock	Townhome	\$750	1,113	\$0.86	2	1	1900	Zillow
27 Grant Street	New Salem	Apartment	\$650	1,114	\$0.87	2	1	1900	Zillow
88 Albion Street	Uniontown	Apartment	\$700	1,115	\$0.88	2	1	1920	Zillow
27 Grant Street	New Salem	Apartment	\$475	1,116	\$0.89	1	1	1900	Zillow
300 Perry Avenue	Belle Vernon	Apartment	\$750	1,117	\$0.90	1	1	1970	Homes.com
439 Coolspring Street	Uniontown	Apartment	\$650	1,118	\$0.91	2	1	1920	Zillow
76 Ben Lomond Street	Uniontown	Apartment	\$800	1,119	\$0.92	2	1	1890	Homes.com
417 Shaffner Avenue	Brownsville	Single-family	\$1,000	1,120	\$0.93	3	1	1920	Homes.com
13 Via Milano	Smock	Mobile Home	\$800	1,121	\$0.94	3	2	N/A	Realtor.com
41 Morgantown Street	Uniontown	Apartment	\$700	1,122	\$0.95	1	1	N/A	Homes.com
509 Short Street	Belle Vernon	Apartment	\$750	1,123	\$0.96	2	1	1900	Realtor.com
17 Via Milano	Belle Vernon	Single-family	\$1,060	1,124	\$0.97	3	2	N/A	Realtor.com

N/A – Not Available

(Continued)

Address	City	Type	Price	Square Feet	Price Per Square Foot	Bed	Bath	Year Built	Source
137 Greenwood Avenue	Belle Vernon	Apartment	\$850	1,125	\$0.98	2	1	1980	Realtor.com
2344 Pittsburgh Road	Smock	Single-family	\$950	1,126	\$0.99	3	2	2000	Facebook
398 Walnut Hill Road	Uniontown	Single-family	\$800	1,127	\$0.10	2	1	1900	Realtor.com
352 North Arch Street	Connellsville	Apartment	\$900	1,128	\$0.10	2	1	1920	Facebook
Ogden Avenue	Connellsville	Apartment	\$1,000	1,129	\$0.10	0	1	N/A	Facebook
109 Poundstone Road	Uniontown	Apartment	\$525	1,130	\$0.10	1	1	1965	Realtor.com
414 Shaffner Avenue	Brownsville	Single-family	\$825	1,131	\$0.10	2	1	1915	Facebook
152 Bottom Street	Uniontown	Apartment	\$850	1,132	\$0.11	2	1	1920	Facebook
867 Quaker Church Road	Perryopolis	Single-family	\$1,200	1,133	\$0.11	3	1	1960	Zillow
69 Lawn Avenue	Uniontown	Apartment	\$650	1,134	\$0.11	2	1	1920	Facebook
Gilmore Street	Uniontown	Single-family	\$1,500	1,135	\$0.11	2	1	N/A	Facebook
304 South Water Street	Masontown	Single-family	\$795	1,136	\$0.11	3	1	1910	Zillow
19 Eggleston Street	Uniontown	Single-family	\$1,400	1,137	\$0.11	3	1	1962	Zillow
301 West Church Avenue	Masontown	Apartment	\$700	1,138	\$0.11	1	1	1925	Zillow
13 Ashley Street	Uniontown	Mobile Home	\$950	1,139	\$0.11	3	2	N/A	Zillow
58 High Street	Fairchance	Single-family	\$1,200	1,140	\$0.11	3	2	1996	Trulia
30 Acton Road	Masontown	Single-family	\$1,100	1,141	\$0.11	2	1	1950	Trulia
21 Columbus Street	Belle Vernon	Single-family	\$1,200	1,142	\$0.12	3	2	1960	Trulia
16 Shellie Street	Uniontown	Single-family	\$795	1,143	\$0.12	2	1	N/A	Trulia
914 West Penn Street	Uniontown	Townhome	\$700	1,144	\$0.12	2	1	N/A	Zillow
166 Smiley Road	Uniontown	Apartment	\$700	1,145	\$0.12	2	1	N/A	Zillow
2533 Moyer Road	Connellsville	Apartment	\$1,000	1,146	\$0.12	3	1	1946	Zillow
397 Braddock Avenue	Uniontown	Townhome	\$825	1,147	\$0.12	3	1	N/A	Zillow
303 South Main Street	Masontown	Single-family	\$900	1,148	\$0.12	2	1	1920	Facebook

N/A – Not Available

(Continued)

Address	City	Type	Price	Square Feet	Price Per Square Foot	Bed	Bath	Year Built	Source
Ralph Road	German	Duplex	\$700	1,149	\$0.12	2	1	N/A	Facebook
Nicholas Drive	Uniontown	Single-family	\$1,300	1,150	\$0.12	3	2	N/A	Facebook
331 Market Street	Belle Vernon	Duplex	\$1,200	1,151	\$0.12	3	2	1940	Facebook
186 North Gallatin Avenue	Uniontown	Apartment	\$850	1,152	\$0.13	3	1	N/A	Facebook
600 South Pittsburgh Street	Connellsville	Apartment	\$800	1,153	\$0.13	3	1	1908	Facebook
3358 3rd Street	Grindstone	Duplex	\$700	1,154	\$0.13	2	1	1900	Facebook
74 Frick Street	Brownsville	Single-family	\$850	1,155	\$0.13	2	1	1920	Facebook
269 North Gallatin Avenue	Uniontown	Apartment	\$695	1,156	\$0.13	1	1	1920	Facebook
310 West Main Street	Uniontown	Apartment	\$600	1,157	\$0.13	1	1	1923	Facebook
Springfield Pike	Connellsville	Single-family	\$750	1,158	\$0.13	3	1	N/A	Facebook
69 Evans Street	Uniontown	Apartment	\$625	1,159	\$0.13	1	1	1920	Facebook
East Crawford Avenue	Connellsville	Apartment	\$550	1,160	\$0.13	1	1	N/A	Facebook
141 Locust Street	Hopwood	Single-family	\$3,000	1,161	\$0.13	4	2.5	1968	Trulia
163 Brashear Street	Brownsville	Apartment	\$700	1,162	\$0.14	2	1	1929	Facebook
30 North Gallatin Avenue	Uniontown	Apartment	\$500	1,163	\$0.14	0	1	1908	Facebook
116 Harbison Avenue	Masontown	Single-family	\$1,250	1,164	\$0.14	3	2	1960	Hotpads

N/A – Not Available

ADDENDUM C: QUALIFICATIONS

The Company

Bowen National Research employs an expert staff to ensure that each market study includes the highest standards. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has national experience and knowledge to assist in evaluating a variety of product types and markets.

Primary Contact and Report Author



Patrick Bowen, President of Bowen National Research, has conducted numerous housing needs assessments and provided consulting services to city, county and state development entities as it relates to residential development, including affordable and market-rate housing, for both rental and for-sale housing, and retail development opportunities. He has also prepared and supervised thousands of market feasibility studies for all types of real estate products, including housing, retail, office, industrial and mixed-use developments, since 1996. Mr. Bowen has worked closely with many state and federal housing

agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida and currently serves as Vice Chair and Trustee of the National Council of Housing Market Analysts (NCHMA).

Housing Needs Assessment Experience		
Location	Client	Completion Year
Dublin, GA	City of Dublin Purchasing Departments	2018
Evansville, IN	City of Evansville, IN - Department of Metropolitan Development	2018
Beaufort County, SC	Beaufort County	2018
Burke County, NC	Burke County Board of REALTORS	2018
Ottawa County, MI	HOUSING NEXT	2018
Bowling Green, KY	City of Bowling Green Kentucky	2019
Evansville, IN	City of Evansville, IN - Department of Metropolitan Development	2019
Zanesville, OH	City of Zanesville Department of Community Development	2019
Buncombe County, NC	City of Asheville Community and Economic Development Department	2019
Cleveland County, NC	Cleveland County Government	2019
Frankstown Twp., PA	Woda Cooper Companies, Inc.	2019
Taylor County, WV	Taylor County Development Authority	2019
Lac Courte Oreilles Reservation, WI	Lac Courte Oreilles Ojibwa Community College	2019
Owensboro, KY	City of Owensboro	2019
Asheville, NC	City of Asheville Community and Economic Development Department	2020
Evansville, IN	City of Evansville, IN - Department of Metropolitan Development	2020

(continued)

Housing Needs Assessment Experience		
Location	Client	Completion Year
Youngstown, OH	Youngstown Neighborhood Development Corporation (YNDC)	2020
Richlands, VA	Town of Richlands, Virginia	2020
Elkin, NC	Elkin Economic Development Department	2020
Grand Rapids, MI	Grand Rapids Area Chamber of Commerce	2020
Morgantown, WV	City of Morgantown	2020
Erwin, TN	Unicoi County Economic Development Board	2020
Ferrum, VA	County of Franklin (Virginia)	2020
Charleston, WV	Charleston Area Alliance	2020
Wilkes County, NC	Wilkes Economic Development Corporation	2020
Oxford, OH	City of Oxford - Community Development Department	2020
New Hanover County, NC	New Hanover County Finance Department	2020
Ann Arbor, MI	Smith Group, Inc.	2020
Austin, IN	Austin Redevelopment Commission	2020
Evansville, IN	City of Evansville, IN - Department of Metropolitan Development	2021
Giddings, TX	Giddings Economic Development Corporation	2021
Georgetown County, SC	Georgetown County	2021
Western North Carolina (18 Counties)	Dogwood Health Trust	2021
Carteret County, NC	Carteret County Economic Development Foundation	2021
Ottawa County, MI	HOUSING NEXT	2021
Dayton, OH	Miami Valley Nonprofit Housing Collaborative	2021
High Country, NC (4 Counties)	NC REALTORS	2022
Evansville, IN	City of Evansville, IN - Department of Metropolitan Development	2022
Barren County, KY	The Barren County Economic Authority	2022
Kirksville, MO	City of Kirksville	2022
Rutherfordton, NC	Town of Rutherfordton	2022
Spindale, NC	Town of Spindale	2022
Wood County, WV	Wood County Development Authority & Parkersburg-Wood County Area Development Corporation	2022
Yancey County, NC	Yancey County	2022
Cherokee County, NC	Economic and Workforce Development, Tri-County Community College	2022
Rowan County, KY	Morehead-Rowan County Economic Development Council	2022
Avery County, NC	Avery County	2022
Muskegon, MI	City of Muskegon	2023
Firelands Region, OH	Firelands Forward	2023
Marshall County, WV	Marshall County Commission	2023
Lebanon County, PA	Lebanon County Coalition to End Homelessness	2023
Northern, MI	Housing North	2023
Muskegon County, MI	Community Foundation for Muskegon County	2023
Mason County, MI	Mason County Chamber Alliance	2023
Oceana County, MI	Dogwood Community Development	2023
Allegan County, MI	Allegan County Community Foundation	2023
Bowling Green, KY	City of Bowling Green	2023

The following individuals provided research and analysis assistance:

Christopher Bunch, Market Analyst, has more than a decade of experience in conducting both site-specific market feasibility studies and broader housing needs assessments. He has conducted on-site market research of a variety of housing product, conducted stakeholder interviews and completed specialized research on housing market attributes including the impact of military personnel, heirs and estates and other unique factors that impact housing needs.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. Ms. Johnson also coordinates and oversees research staff and activities. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Pat McDavid, Research Specialist, has conducted housing research for housing needs assessments completed throughout the country. Additionally, he is experienced in analyzing demographic and economic data in rural, suburban and metropolitan communities. Mr. McDavid has been a part of the development of market strategies, operational and fiscal performance analysis, and commercial, industrial and government (local, state, and federal) client consultation within the construction and manufacturing industries. He holds a bachelor's degree in Secondary Earth Science from Western Governors University.

Jody LaCava, Research Specialist, has nearly a decade of real estate research experience. She has extensive experience in surveying a variety of housing alternatives, including rental, for-sale, and senior housing. She has experience in conducting on-site research of real estate, evaluating existing housing properties, conducting interviews, and evaluating community services. She has been involved in industry leading case studies, door-to-door resident surveys and special needs housing research.

In-House Researchers – Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices and chambers of commerce, housing authorities and residents.

No subconsultants were used as part of this assessment.

ADDENDUM D: GLOSSARY

Various key terms associated with issues and topics evaluated in this report are used throughout this document. The following provides a summary of the definitions for these key terms. It is important to note that the definitions cited below include the source of the definition, when applicable. Those definitions that were not cited originated from the National Council of Housing Market Analysts (NCHMA).

Area Median Household Income (AMHI) is the median income for families in metropolitan and non-metropolitan areas, used to calculate income limits for eligibility in a variety of housing programs. HUD estimates the median family income for an area in the current year and adjusts that amount for different family sizes so that family incomes may be expressed as a percentage of the area median income. For example, a family's income may equal 80% of the area median income, a common maximum income level for participation in HUD programs. (Bowen National Research, Various Sources)

Available rental housing is any rental product that is currently available for rent. This includes any units identified through Bowen National Research survey of affordable rental properties identified in the study areas, published listings of available rentals, and rentals disclosed by local realtors or management companies.

Basic Rent is the minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and the HUD Section 223 (d) (3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Contract Rent is (1) 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 (HUD & RD) or (2) the monthly rent agreed to between a tenant and a landlord (Census).

Cost overburdened households are households that pay more than 30% or 35% (depending upon source) of their annual household income toward housing costs. Typically, such households will choose a comparable property (including new affordable housing product) if it is less of a cost burden.

Elderly Person is a person who is at least 62 years of age as defined by HUD.

Elderly or Senior Housing is housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) 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 older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely low-income is a person or household with income below 30% of Area Median Income adjusted for household size.

Fair Market Rent (FMR) are the estimates established by HUD of the gross rents (contract rent plus tenant paid utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40% of the rental units have rents below the FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Frail Elderly is a person who is at least 62 years of age and is unable to perform at least three “activities of daily living” comprising of eating, bathing, grooming, dressing or home management activities as defined by HUD.

Garden apartments are apartments in low-rise buildings (typically two to four stories) that feature low density, ample open space around buildings, and on-site parking.

Gross Rent is the monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all tenant paid utilities.

Household is one or more people who occupy a housing unit as their usual place of residence.

Housing Choice Voucher (Section 8 Program) is a federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant’s contribution of 30% of adjusted gross income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenant’s income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

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

HUD Section 8 Program is a federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenants’ adjusted income.

HUD Section 202 Program is a federal program, which provides direct capital assistance (i.e., grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of the Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

HUD Section 236 Program is a federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of Area Median Income who pay rent equal to the greater of Basic Rent or 30% of their adjusted income. All rents are capped at a HUD approved market rent.

HUD Section 811 Program is a federal program, which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

Income Limits are the Maximum Household Income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income (AMI) for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI.

Low-Income Household is a person or household with gross household income between 50% and 80% of Area Median Income adjusted for household size.

Low-Income Housing Tax Credit is a program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 80% or less of Area Median Income, and that the rents on these units be restricted accordingly.

Market vacancy rate (physical) is the average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage. Bowen National Research considers only these vacant units in its rental housing survey.

Mixed income property is an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e., low-income Tax Credit property with income limits of 30%, 50% and 60%).

Moderate Income is a person or household with gross household income between 40% and 60% of Area Median Income adjusted for household size.

Multifamily are structures that contain more than two housing units.

New owner-occupied household growth within a market is a primary demand component for new for-sale housing. For the purposes of this analysis, we have evaluated growth between 2022 and 2027. The 2022 households by income level are based on ESRI estimates that account for 2020 Census counts of total households for each study area. The 2022 and 2027 estimates are also based on growth projections by income level by ESRI. The difference between the two household estimates represents the new owner-occupied households that are projected to be added to a study area between 2022 and 2027. These estimates of growth are provided by each income level and corresponding price point that can be afforded.

Non-Conventional Rentals are structures with four or fewer rental units.

Overcrowded housing is often considered housing units with 1.01 or more persons per room. These units are often occupied by multi-generational families or large families that are in need of more appropriately sized and affordable housing units. For the purposes of this analysis, we have used the share of overcrowded housing from the American Community Survey.

Pipeline housing is housing that is currently under construction or is planned or proposed for development. We identified pipeline housing during our telephone interviews with local and county planning departments and through a review of published listings from housing finance entities such as NCHFA, HUD and USDA.

Population trends are changes in population levels for a particular area over a specific period of time which is a function of the level of births, deaths, and net migration.

Potential support is the equivalent to the *housing gap* referenced in this report. The *housing gap* is the total demand from eligible households that live in certain housing conditions (described in Section VII of this report) less the available or planned housing stock that was inventoried within each study area.

Project-based rent assistance is 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.

Public Housing or Low-Income Conventional Public Housing is a HUD program administered by local (or regional) Housing Authorities which serves Low- and Very Low-Income households with rent based on the same formula used for HUD Section 8 assistance.

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

Rent burdened households are households with rent burden above the level determined by the lender, investor, or public program to be an acceptable rent-to-income ratio.

Replacement of functionally obsolete housing is a demand consideration in most established markets. Given the limited development of new housing units in the study area, homebuyers are often limited to choosing from the established housing stock, much of which is considered old and/or often in disrepair and/or functionally obsolete. There are a variety of ways to measure functionally obsolete housing and to determine the number of units that should be replaced. For the purposes of this analysis, we have applied the highest share of any of the following three metrics: cost burdened households, units lacking complete plumbing facilities, and overcrowded units. This resulting housing replacement ratio is then applied to the existing (2022) owner-occupied housing stock to estimate the number of for-sale units that should be replaced in the study areas.

Restricted rent is the rent charged under the restrictions of a specific housing program or subsidy.

Single-Family Housing is a dwelling unit, either attached or detached, designed for use by one household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

Standard Condition: A housing unit that meets HUD's Section 8 Housing Quality Standards.

Subsidized Housing is housing that operates with a government subsidy often requiring tenants to pay up to 30% of their adjusted gross income toward rent and often limiting eligibility to households with incomes of up to 50% or 80% of the Area Median Household Income. (Bowen National Research)

Subsidy is monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's contract rent and the amount paid by the tenant toward rent.

Substandard housing is typically considered product that lacks complete indoor plumbing facilities. Such housing is often considered to be of such poor quality and in disrepair that it should be replaced. For the purposes of this analysis, we have used the share of households living in substandard housing from the American Community Survey.

Substandard conditions are housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Tenant is one who rents real property from another.

Tenant paid utilities are the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

Tenure is the distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House) is a single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.

Vacancy Rate – Economic Vacancy Rate (physical) is the maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Very Low-Income Household is a person or household with gross household income between 30% and 50% of Area Median Income adjusted for household size.

Windshield Survey references an on-site observation of a physical property or area that considers only the perspective viewed from the "windshield" of a vehicle. Such a survey does not include interior inspections or evaluations of physical structures.

ADDENDUM E: SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources include the following:

- 2000 and 2010 U.S. Census
- American Community Survey
- Apartments.com
- ESRI Demographics
- Fayette Area Coordinated Transportation
- Fayette County Housing Authority
- HUDUser.gov Assistance & Section 8 Contracts Database
- Loopnet.com
- Management for each property included in the survey
- Medicare.com
- Multiple Listing Service
- Novogradac & Company LLP
- Pennsylvania Department of Labor & Industry
- Pennsylvania Housing Finance Agency
- Planning Representatives
- Priced Out - Technical Assistance Collaborative
- Quarterly Census of Employment and Wages
- Realtor.com
- Ribbon Demographics HISTA Data
- SOCDS Building Permits Database
- Trulia.com
- U.S. Census Longitudinal Origin-Destination Employment Statistics
- U.S. Department of Housing and Urban Development (HUD)
- U.S. Department of Labor, Bureau of Labor Statistics
- Urban Decision Group (UDG)
- Various Stakeholders
- WalkScore.com
- Zillow.com