

czb





czbLLC 2014





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A photograph of a street scene with trees and buildings. The text 'S>D' is overlaid in the center.

S>D

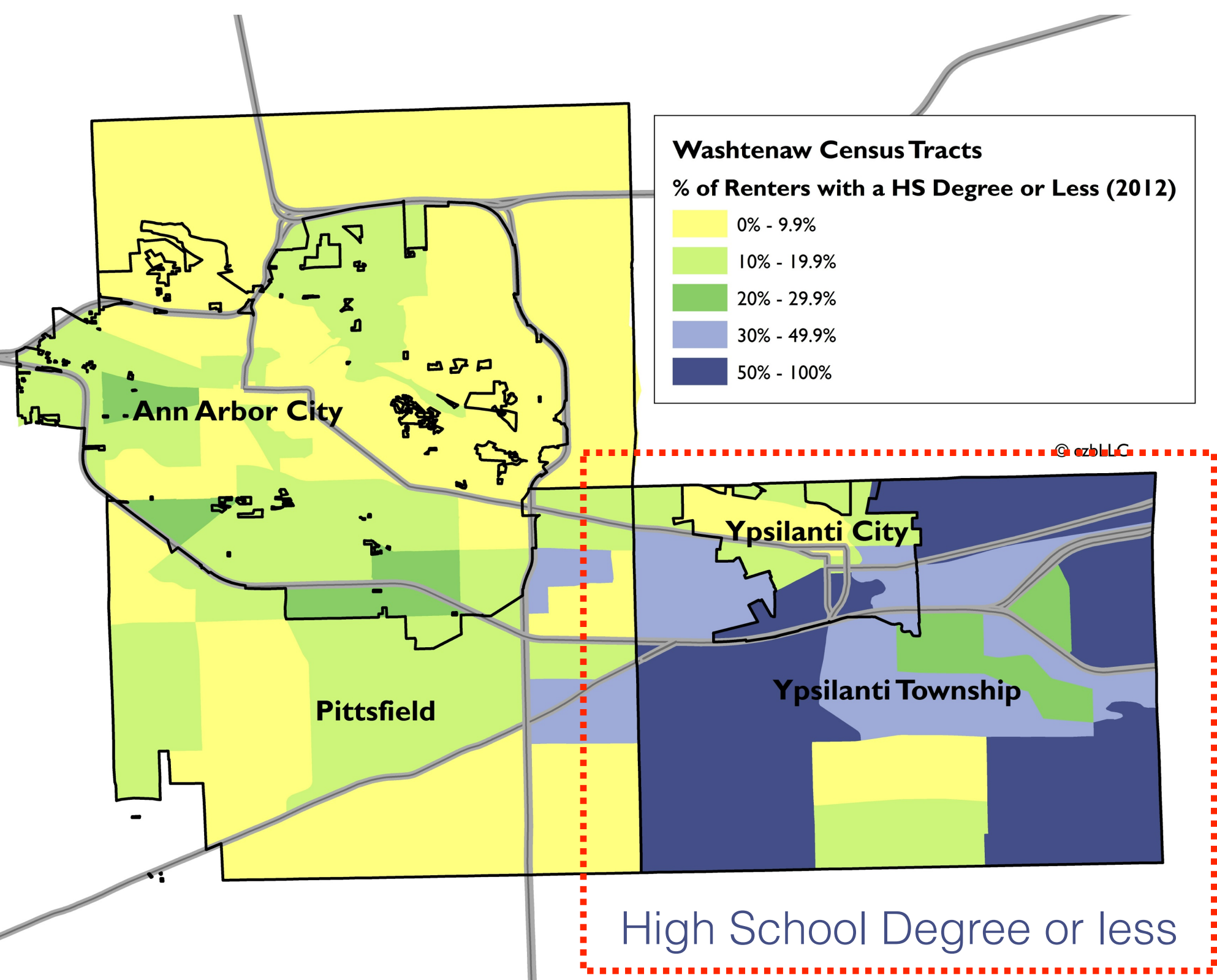


# Findings



Two Markets

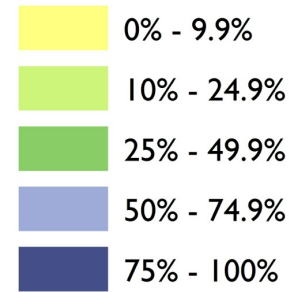






## Washtenaw Census Tracts

### % of Renters with a Bachelor's or More (2012)



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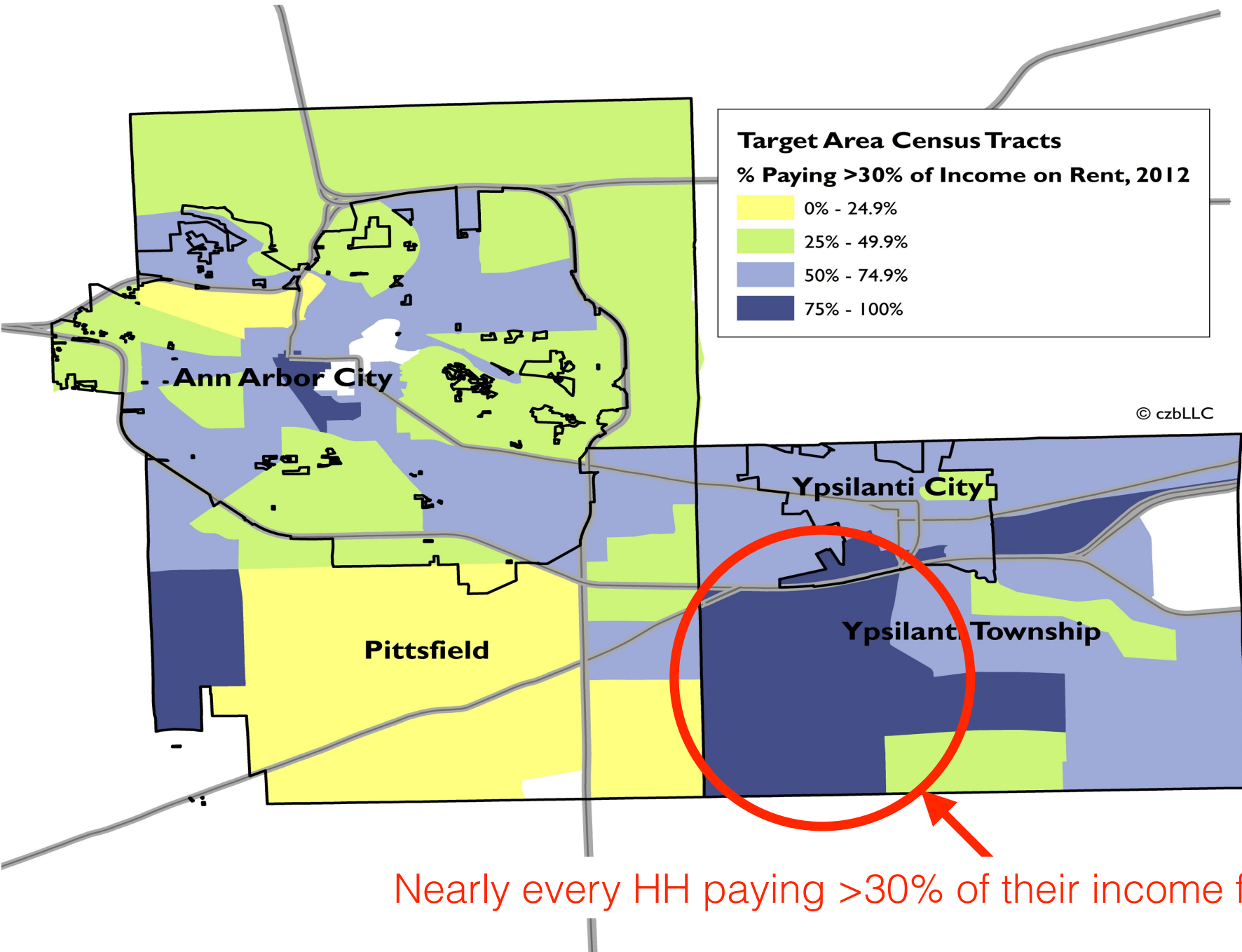
College Degree or More



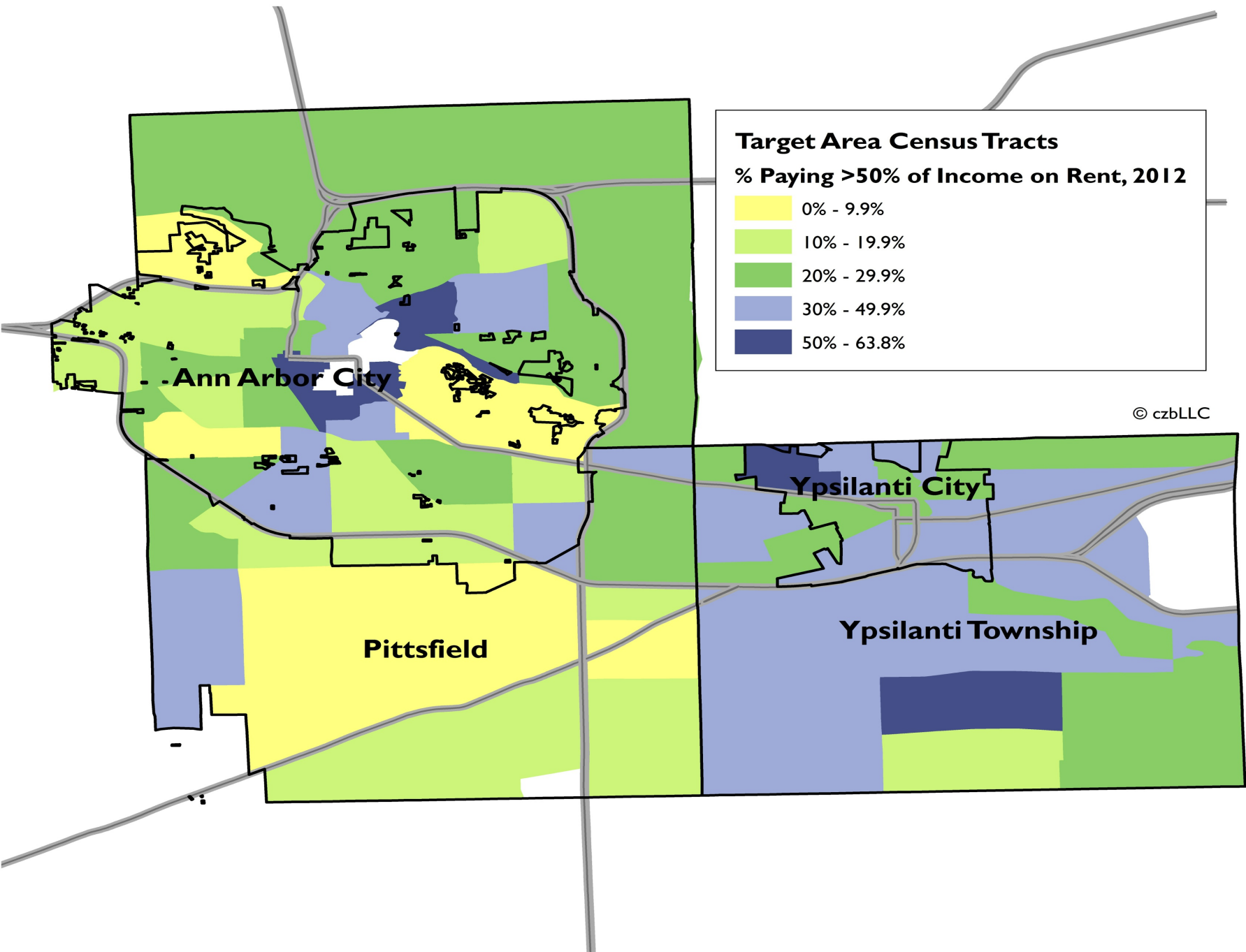
Affordability Challenges Throughout



**UNAFFORDABILITY:** 56% of all renters pay more than 30% of their income on housing

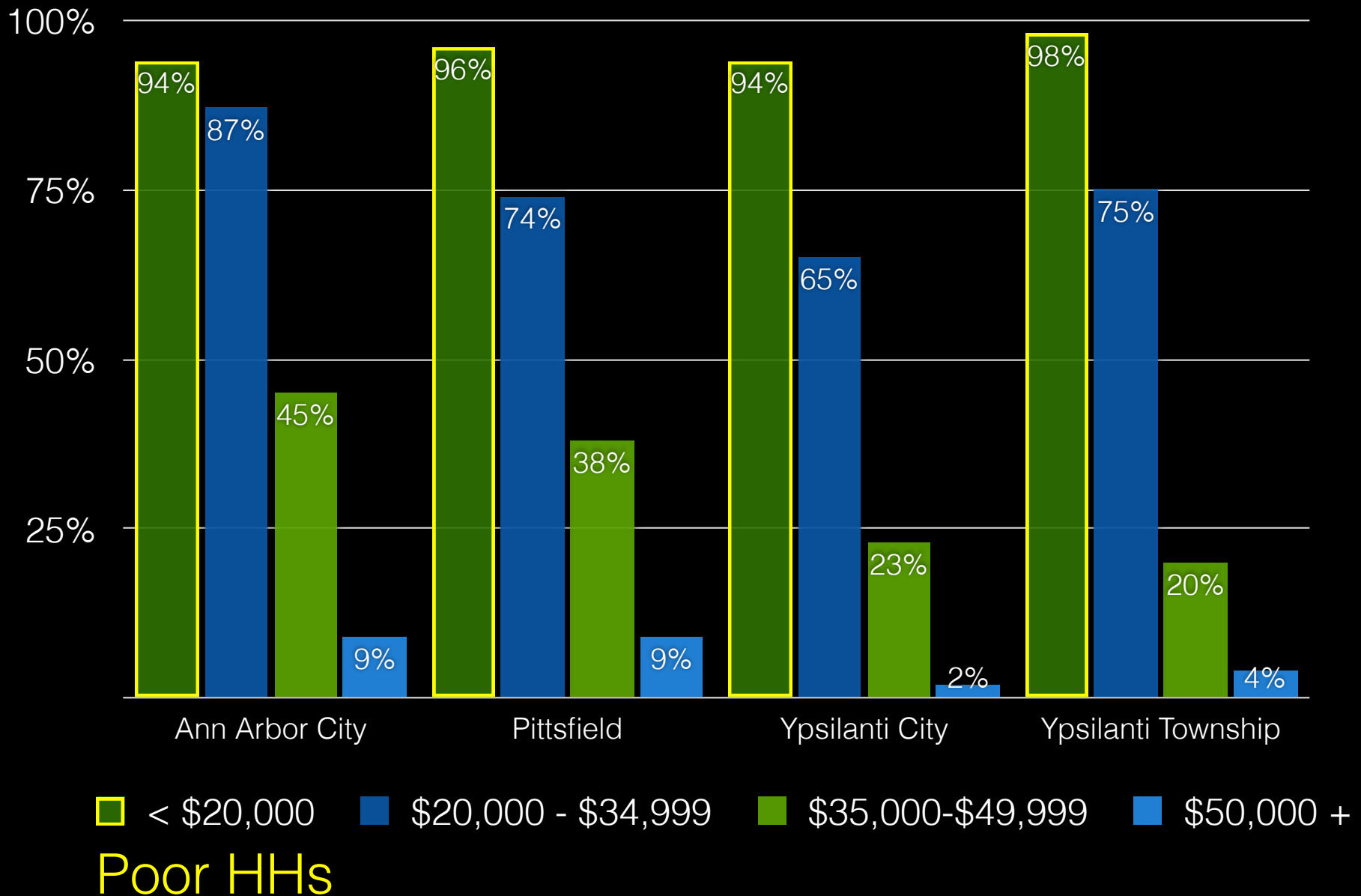


UNAFFORDABILITY: 32% of all renters pay more than 50% of their income on housing



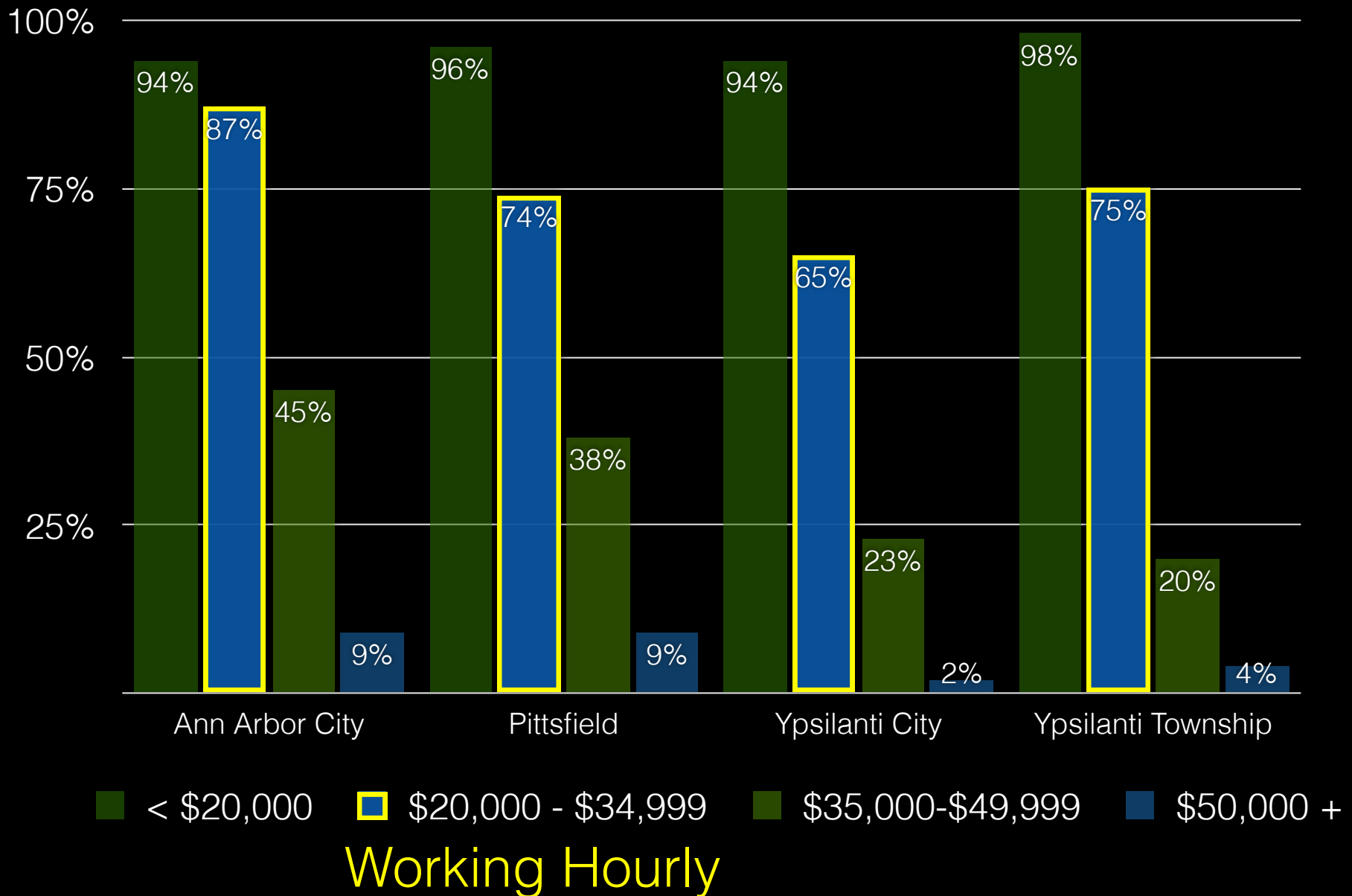


# Unaffordability: % paying >30% of income for housing

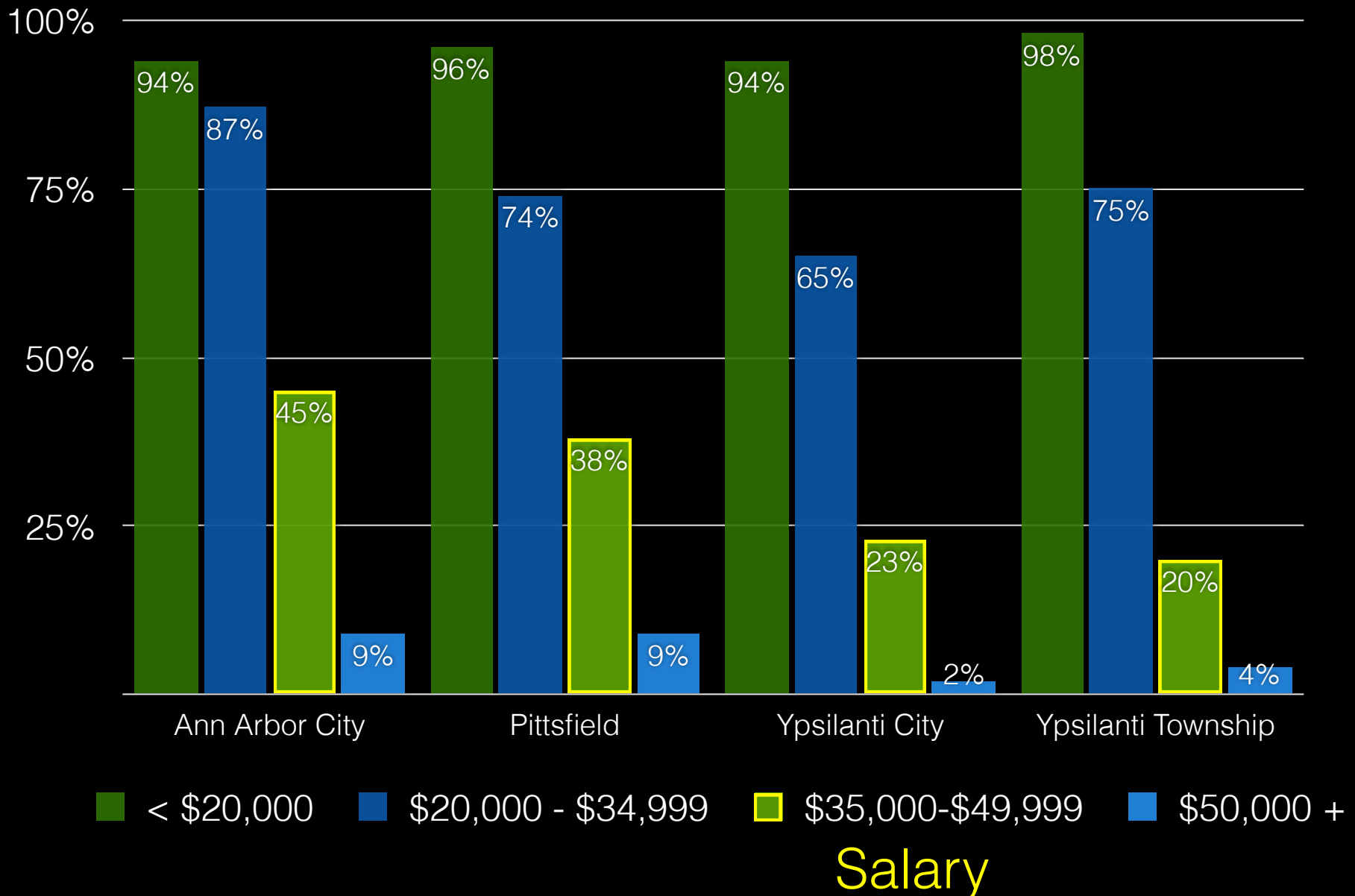




# Non Student working HHs earning \$9-\$16/hr paying > 30% of income for housing

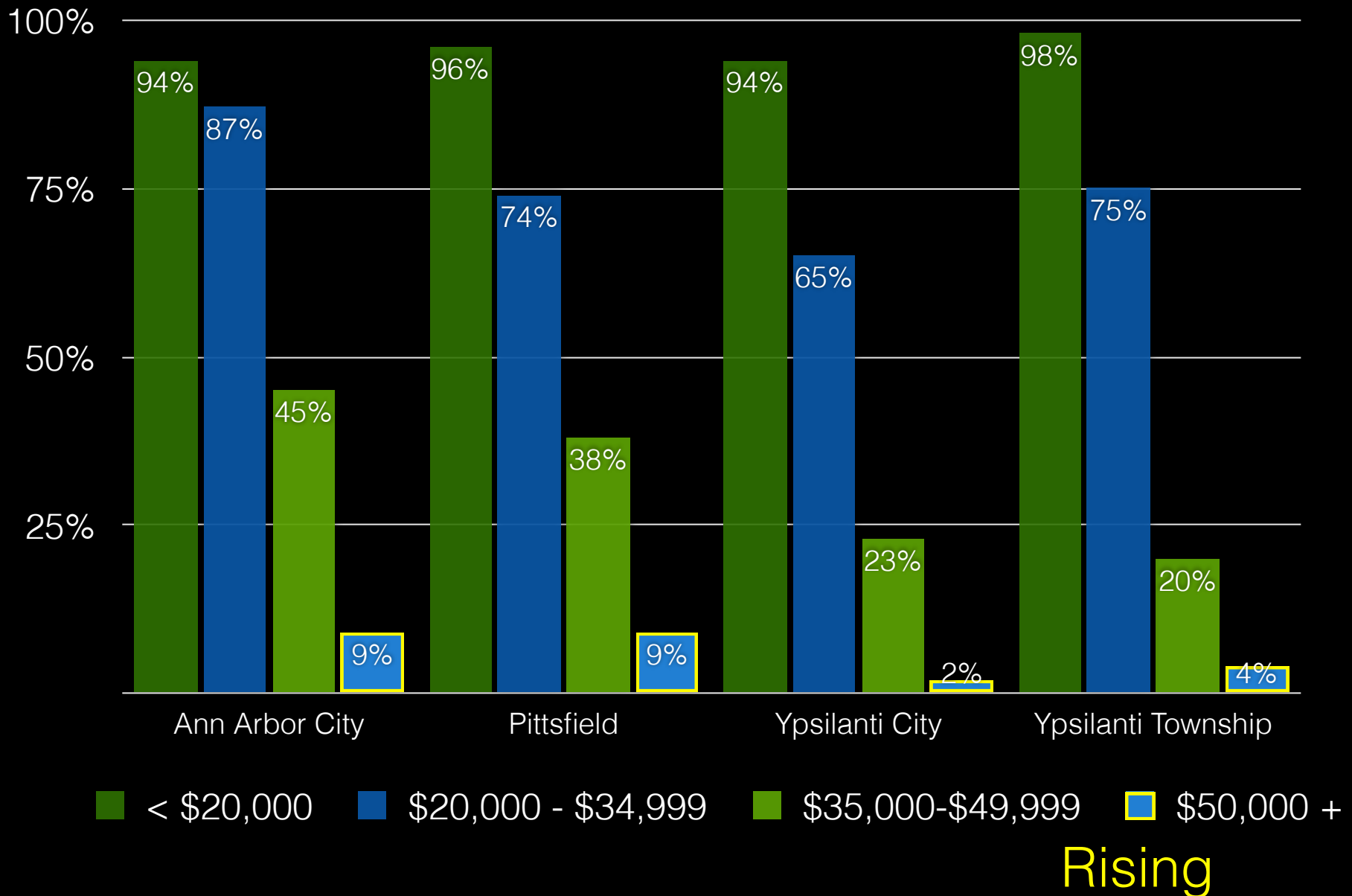


# Unaffordability: % paying >30% of income for housing





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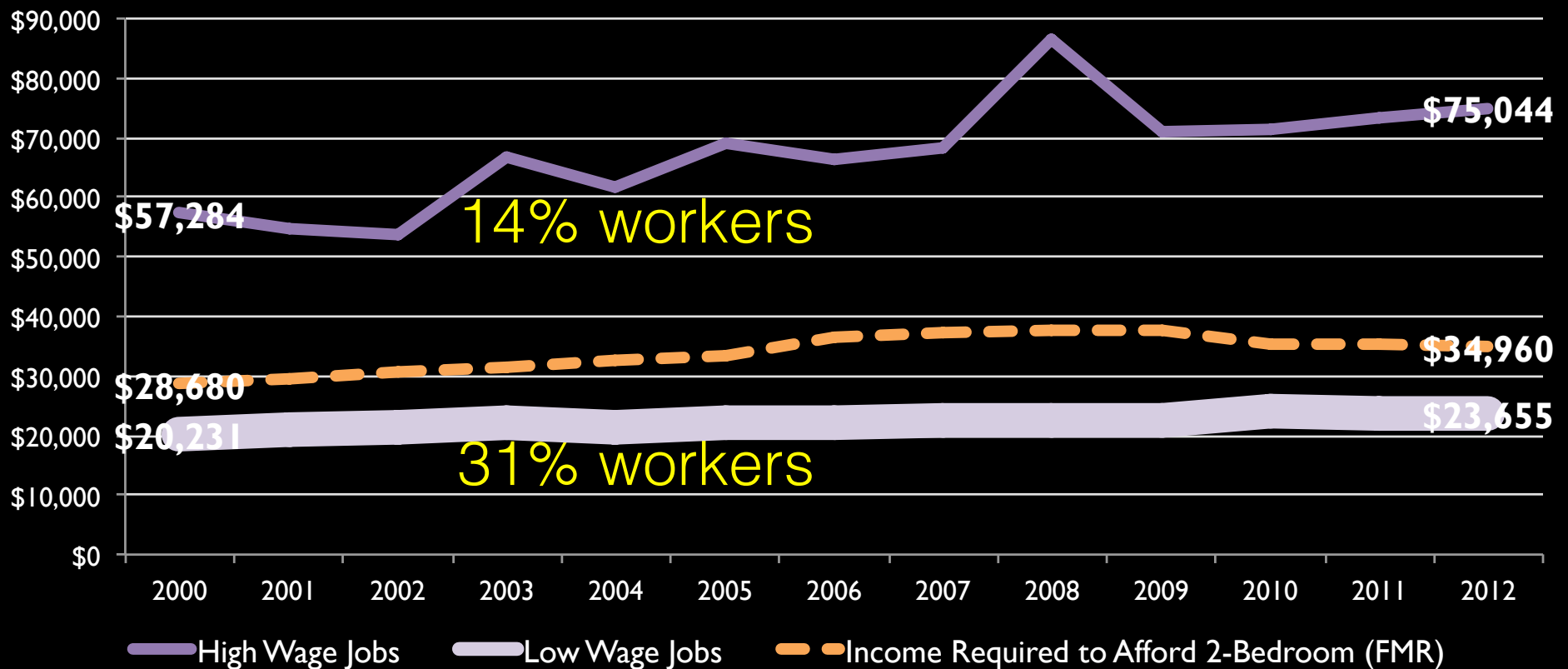


1 in 3 Jobs Pay Too Little to Keep Pace With Housing Costs



# Differing Recoveries: Pay Differential High/Low Wage

**Trends in Average Pay for High-Wage and Low-Wage Work in Washtenaw County, 2000-2012**



So who are we talking about?

JOB	County Wage	Hourly	Max Rent	Max Buy
Dishwasher; Mani Osteria Restaurant	15,342	7.67	426	46,026
Receptionist, Zengenuity Design	19,809	9.90	550	59,427
Cost Plus World Market Supervisor	25,203	12.60	700	75,609
Ann Arbor Substitute Teacher	27,037	13.52	751	81,111
Assistant Principal Huron Valley Catholic	28,448	14.22	790	85,344
Assistant Trainer Eastern Michigan Univ	33,149	16.57	921	99,447



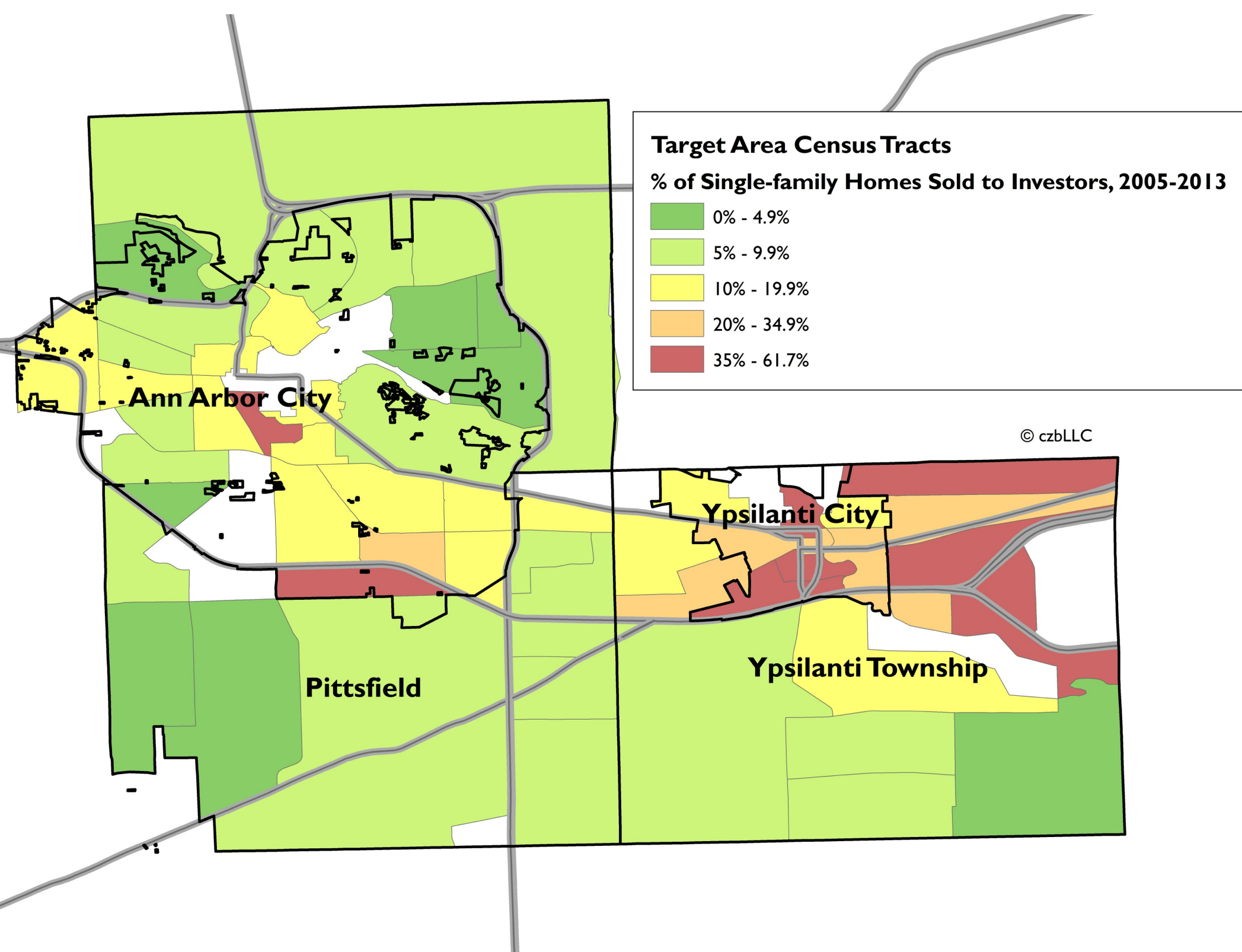
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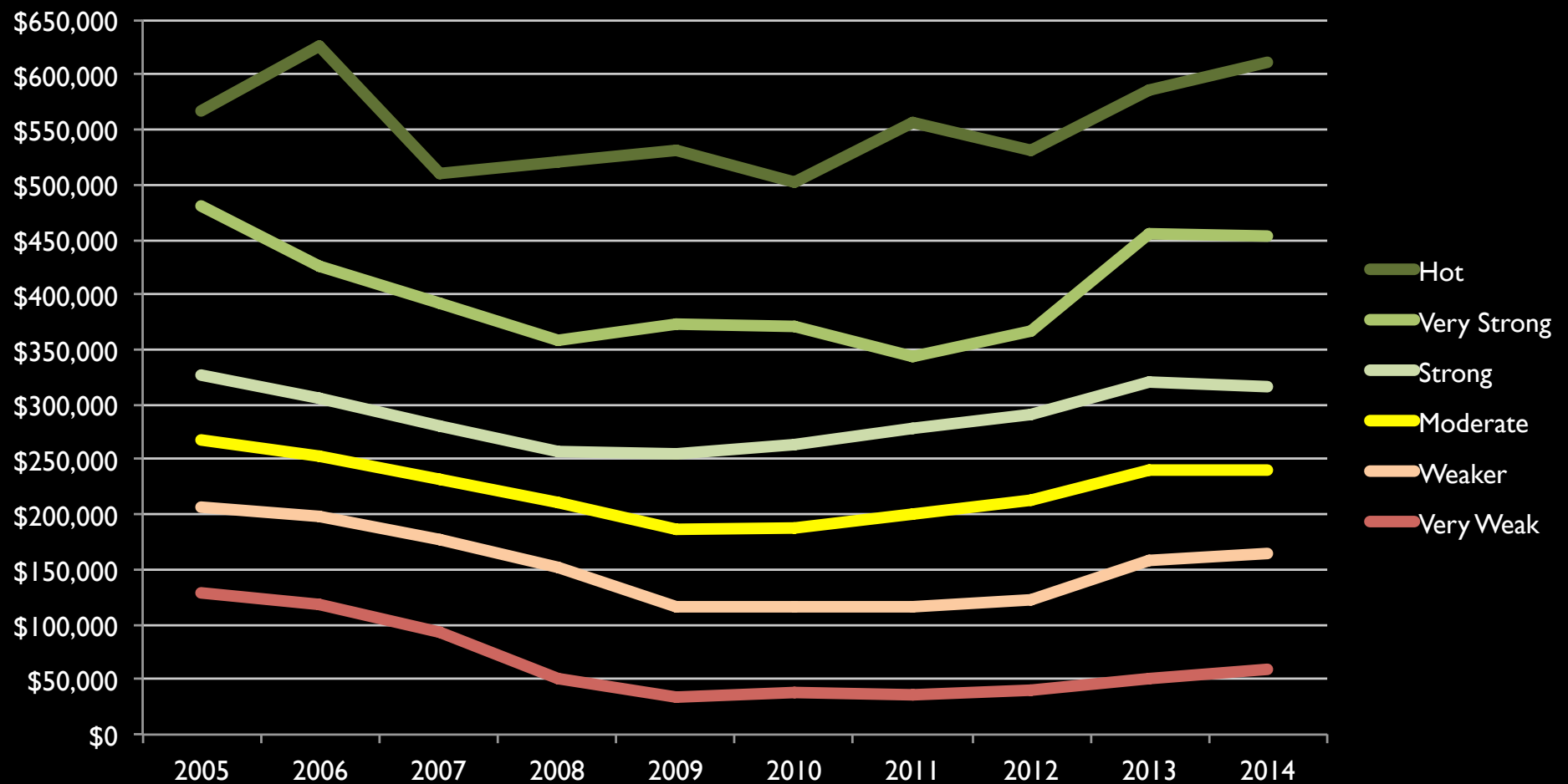
**31% OF YOUR WORKFORCE**

Serious Imbalance in Your Markets



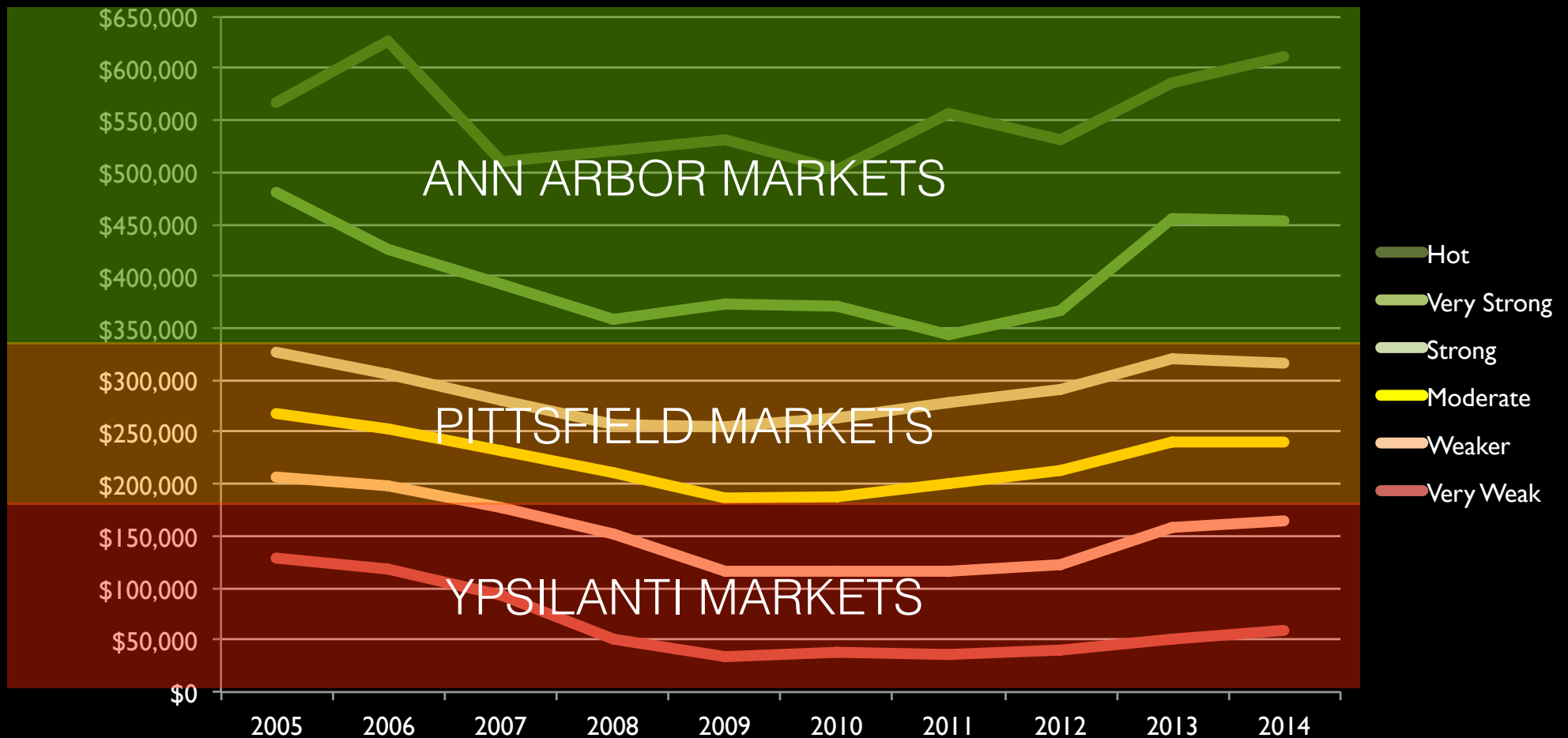


# Resulting Market Trends: Sale Price SF Homes

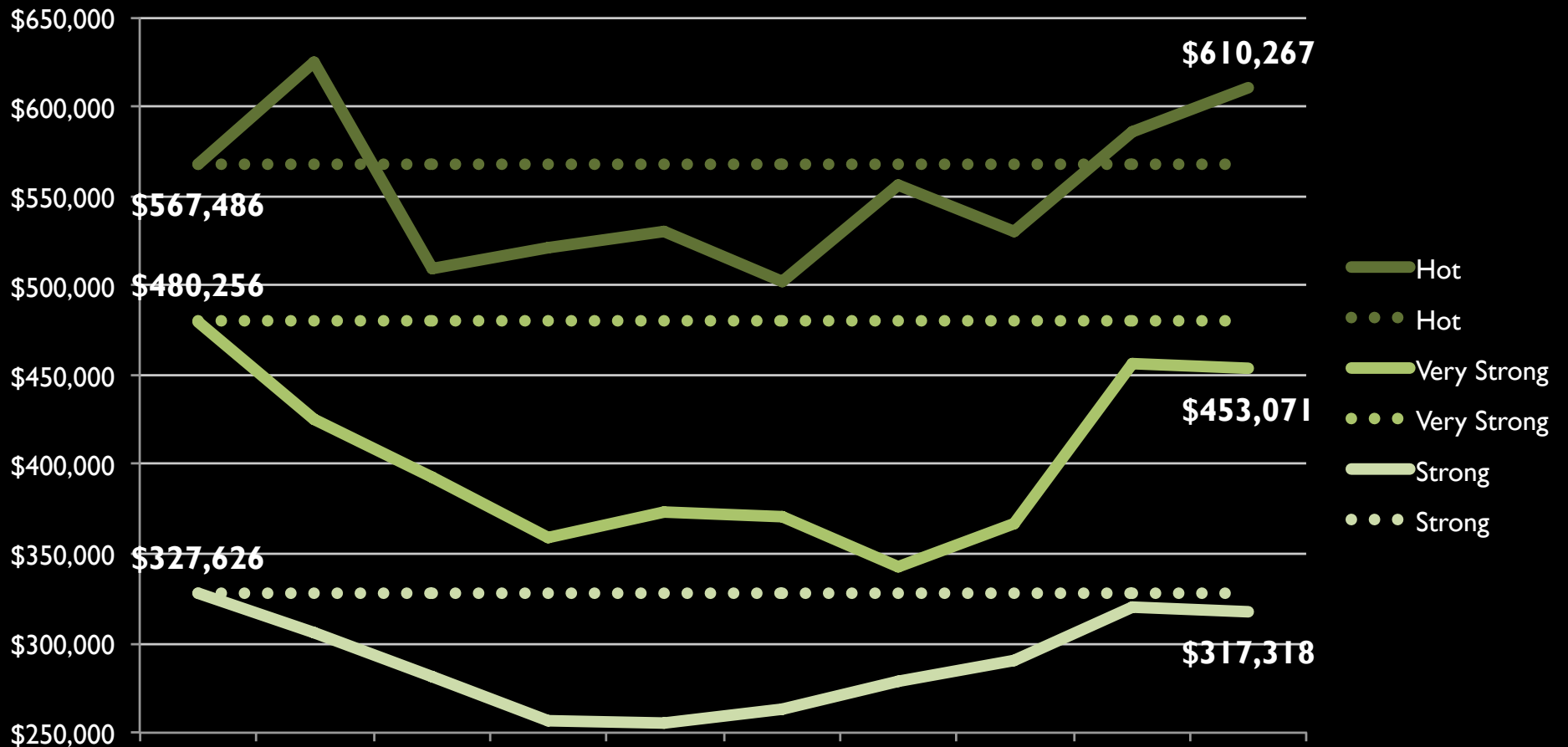




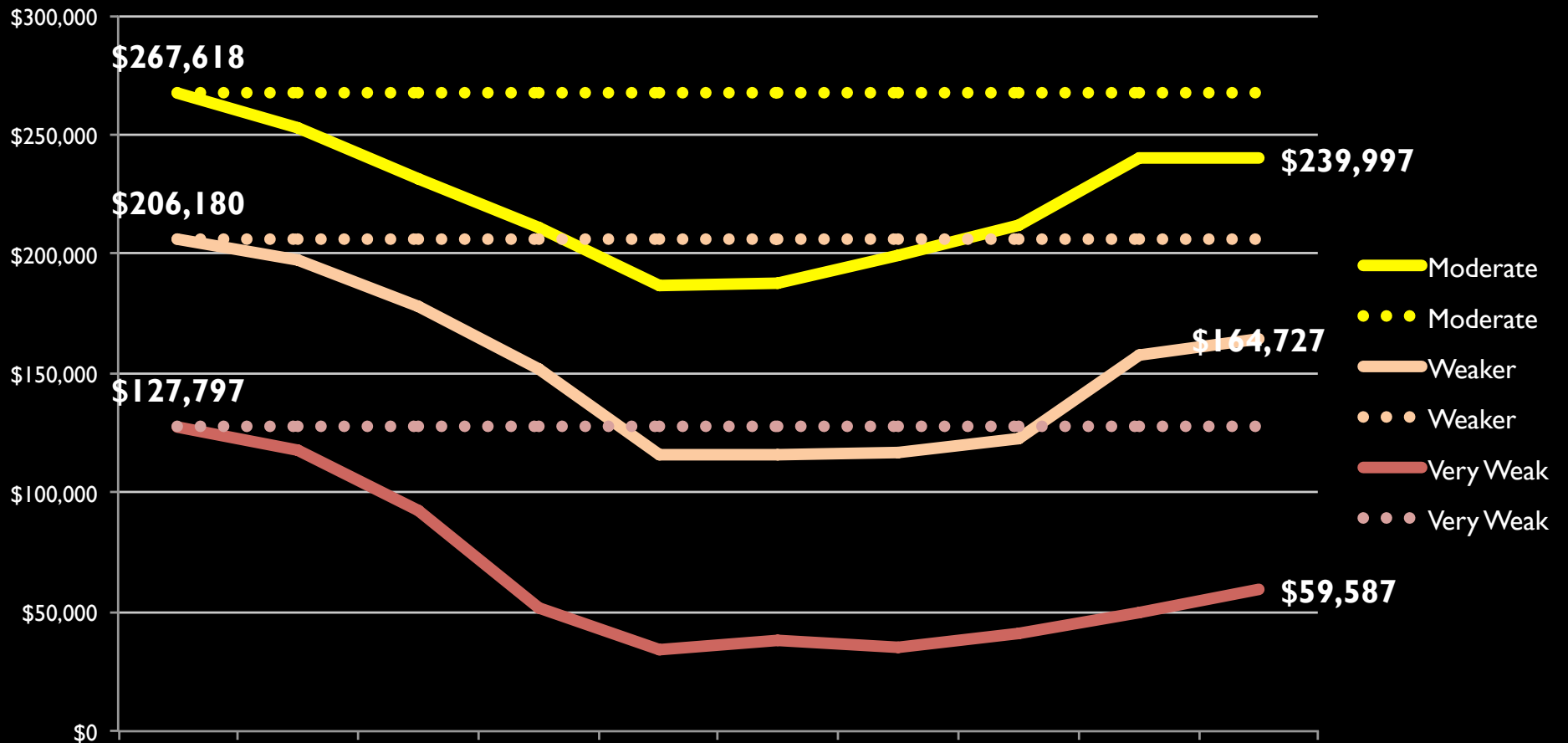
# Resulting Market Trends: Sale Price SF Homes



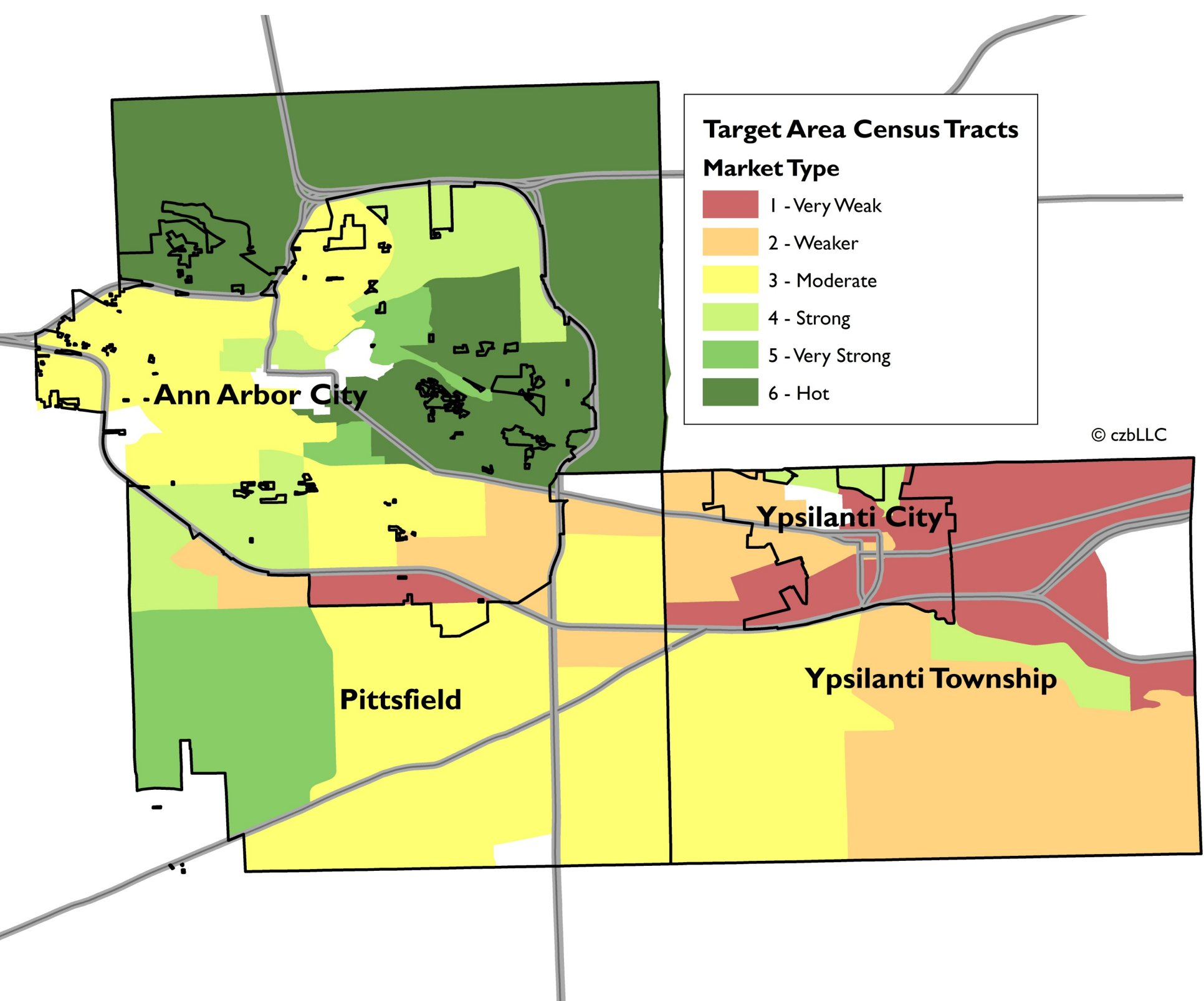
# Differing Recoveries Indeed: Strong Market SF Prices



# Differing Recoveries Indeed: Weak Market SF Prices







SHORTHAND WAY TO THINK ABOUT ALL THIS

# TWO MARKETS



Ann Arbor, MI							Need \$17/hr annual income to rent in Ann Arbor
Wage (hourly)	Income (Annual)	Max Rent	Max Buy	Income/ Median	Gap to Buy	Gap to Rent	
7.40	14,800	411	44,400	30%	180,600.00	-616.89	
10	20,000	556	60,000	40%	165,000.00	-472.44	
12	25,000	694	75,000	50%	150,000.00	-333.56	
14	30,000	833	90,000	60%	135,000.00	-194.67	
17	35,000	972	105,000	70%	120,000.00	-55.78	
19	40,000	1,111	120,000	80%	105,000.00		
21	45,000	1,250	135,000	90%	90,000.00		
24	50,000	1,389	150,000	100%	75,000.00		
29	60,000	1,667	180,000	120%	45,000.00		
36	75,000	2,083	225,000	150%	0.00		
48	100,000	2,778	300,000	200%			
60	125,000	3,472	375,000	250%			
71	150,000	4,167	450,000	300%			
95	200,000	5,556	600,000	400%			
119	250,000	6,944	750,000	500%			

Need \$75,000  
annual  
income to buy  
in Ann Arbor

Ypsilanti, MI							Need \$12/hr annual income to rent in Ypsilanti
Wage (hourly)	Income (Annual)	Max Rent	Max Buy	Income/ Median	Gap to Buy	Gap to Rent	
7.40	14,800	411	44,400	47%	87,900.00	-295.89	
10	20,000	556	60,000	64%	72,300.00	-151.44	
12	25,200	700	75,600	80%	56,700.00	-7.00	
14	29,400	817	88,200	93%	44,100.00		
17	35,700	992	107,100	113%	25,200.00		
19	39,900	1,108	119,700	127%	12,600.00		
21	44,100	1,225	132,300	140%	0.00		
24	50,400	1,400	151,200	160%			
29	60,900	1,692	182,700	194%			
36	75,600	2,100	226,800	240%			
48	100,800	2,800	302,400	320%			
60	126,000	3,500	378,000	400%			
71	149,100	4,142	447,300	474%			
95	199,500	5,542	598,500	634%			
119	249,900	6,942	749,700	794%			

Need \$44,000  
annual  
income to buy  
in Ypsilanti

Need  
\$75,000  
annual

Ann Arbor, MI						
Wage (hourly)	Income (Annual)	Max Rent	Max Buy	Income/ Median	Gap to Buy	Gap to Rent
7.40	14,800	411	44,400	30%	100,000.00	-616.89
10	20,000	556	60,000	40%	105,000.00	-472.44
12	25,000	684	75,000	50%	150,000.00	-333.56
14	30,000	833	90,000	60%	135,000.00	-184.67
17	35,000	972	105,000	70%	120,000.00	-55.78
19	40,000	1,111	120,000	80%	105,000.00	
21	45,000	1,250	135,000	90%	90,000.00	
24	50,000	1,389	150,000	100%	75,000.00	
28	60,000	1,667	180,000	120%	45,000.00	
35	75,000	2,083	225,000	150%	0.00	
48	100,000	2,778	300,000	200%		
60	125,000	3,472	375,000	250%		
71	150,000	4,167	450,000	300%		
95	200,000	5,556	600,000	400%		
119	250,000	6,944	750,000	500%		

Need \$17/  
hr annual  
income to

Need  
\$44,000  
annual

Ypsilanti, MI						
Wage (hourly)	Income (Annual)	Max Rent	Max Buy	Income/ Median	Gap to Buy	Gap to Rent
7.40	14,800	411	44,400	42%	87,900.00	-236.69
10	20,000	556	60,000	54%	72,900.00	-151.44
12	25,000	700	75,000	66%	56,900.00	-70.00
14	29,400	817	88,200	83%	44,100.00	
17	35,700	992	107,100	113%	25,200.00	
19	39,900	1,108	119,700	122%	12,600.00	
21	44,100	1,225	132,300	148%	0.00	
24	50,400	1,400	151,200	160%		
28	60,900	1,689	182,700	194%		
35	75,000	2,100	220,000	240%		
48	100,800	2,800	302,400	300%		
60	126,000	3,500	378,000	400%		
71	163,100	4,142	467,300	474%		
95	199,200	5,542	586,500	634%		
119	249,900	6,942	749,700	784%		

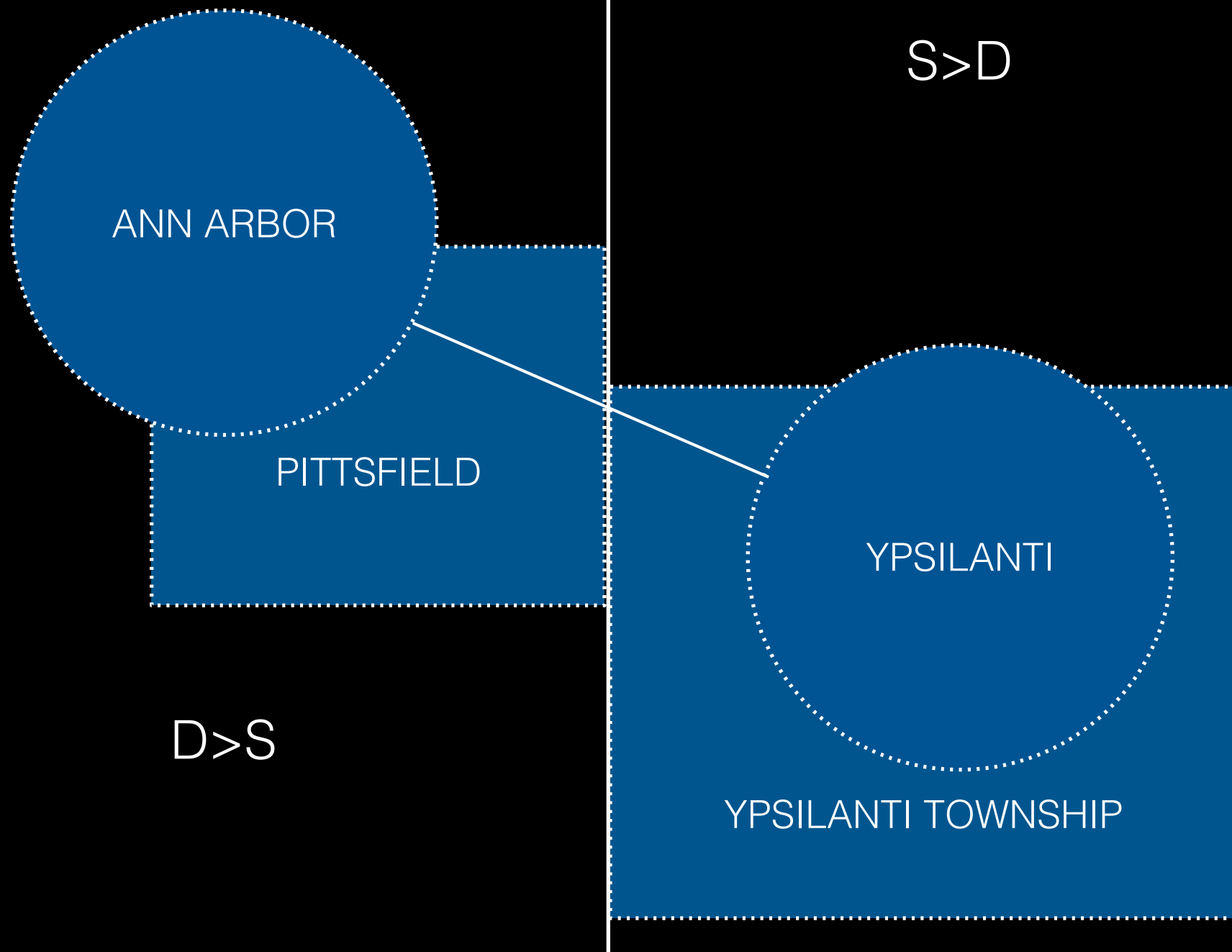
Need \$12/  
hr annual  
income to





ANN ARBOR

YPSILANTI



ANN ARBOR

PITTSFIELD

$S > D$

YPSILANTI

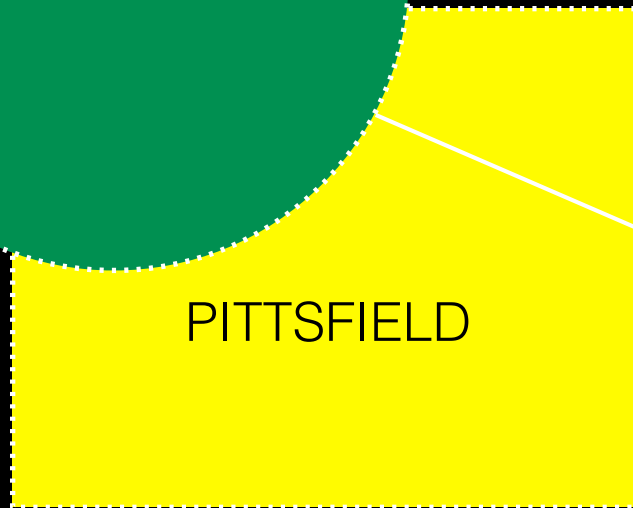
$D > S$

YPSILANTI TOWNSHIP

## Present Day Status Quo



ANN ARBOR

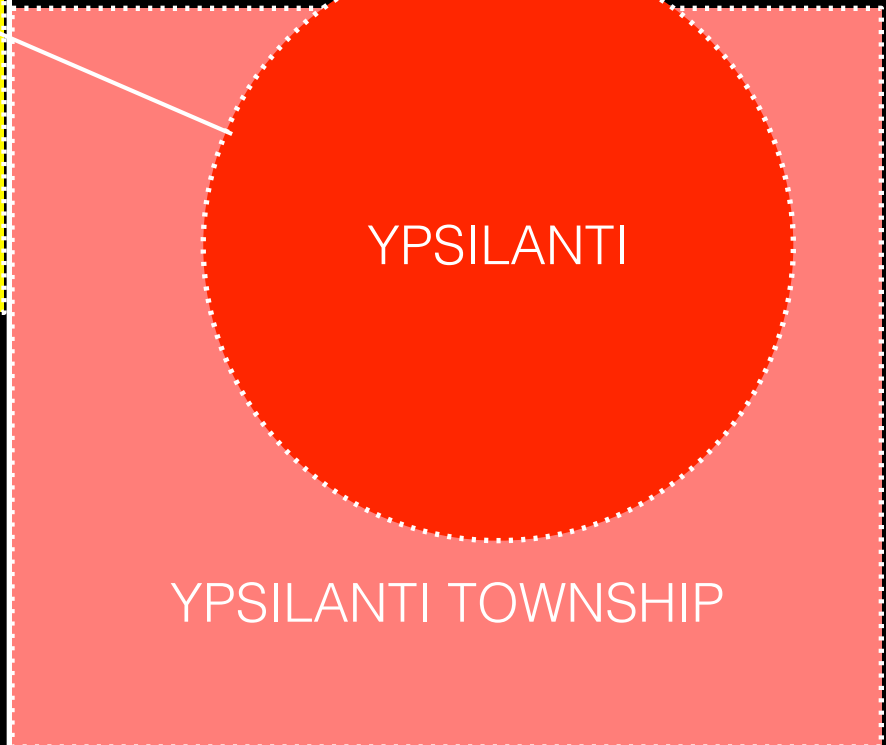


PITTSFIELD

- Weak and Flat Demand
- Falling Values and Increasing Affordability
- Decreasing Fiscal Capacity
- Lower Quality Amenities
- Lower Levels of Public Service



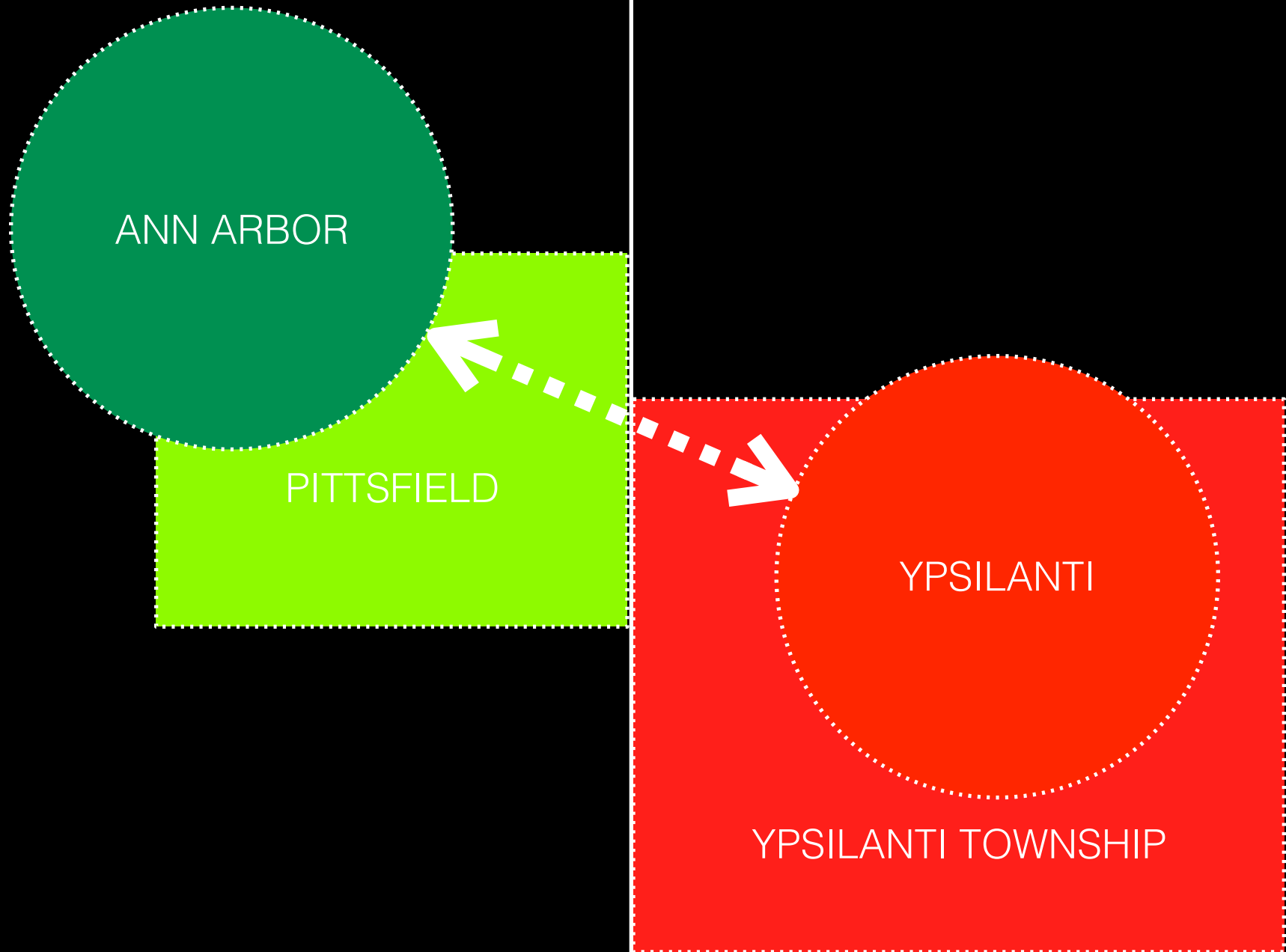
YPSILANTI



YPSILANTI TOWNSHIP

- Strong and Rising Demand
- Rising Values and Decreasing Affordability
- Increasing Fiscal Capacity
- Higher Quality Amenities
- Higher Levels of Public Service

# Business As Usual Future





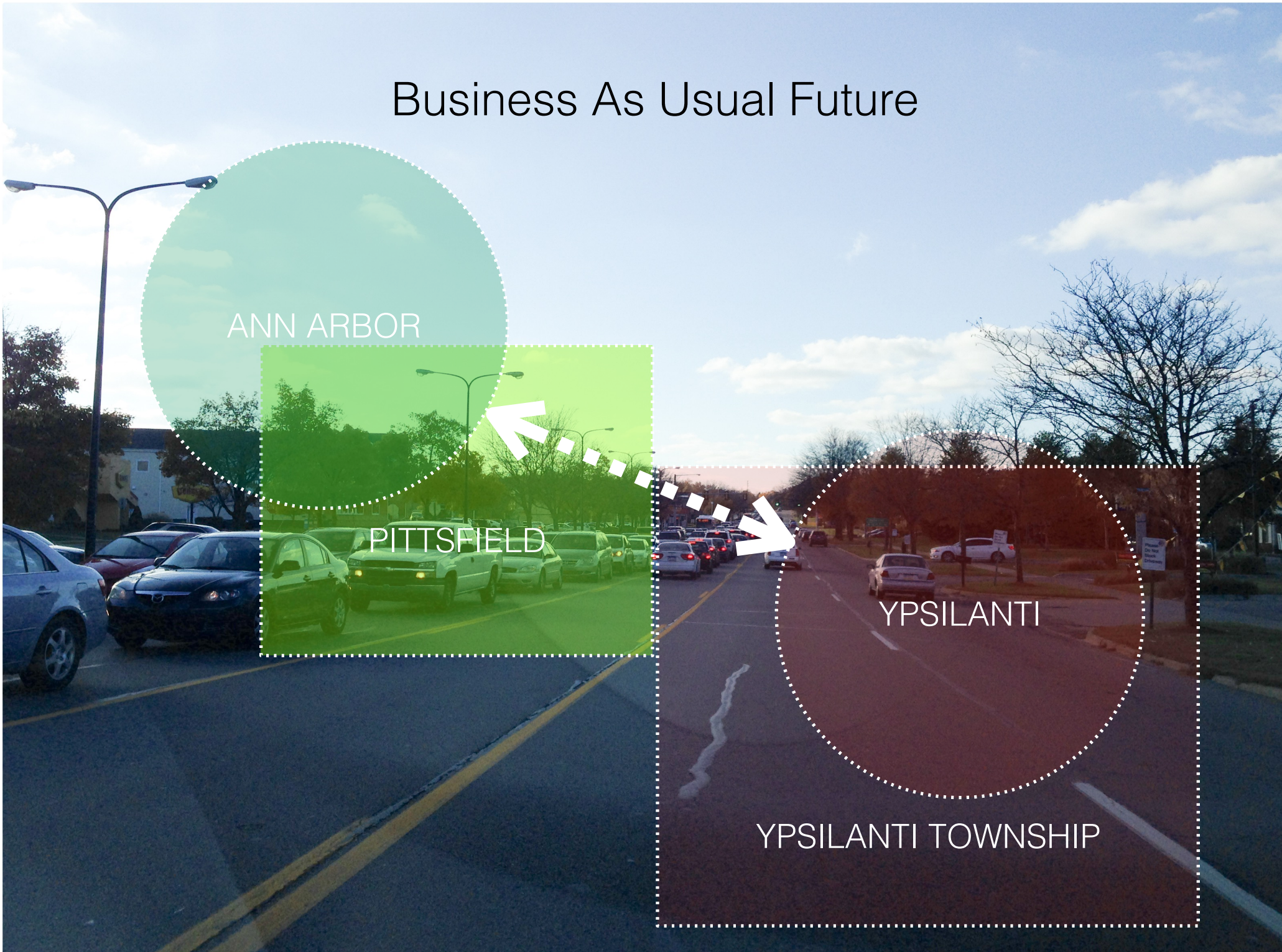
# Business As Usual Future

ANN ARBOR

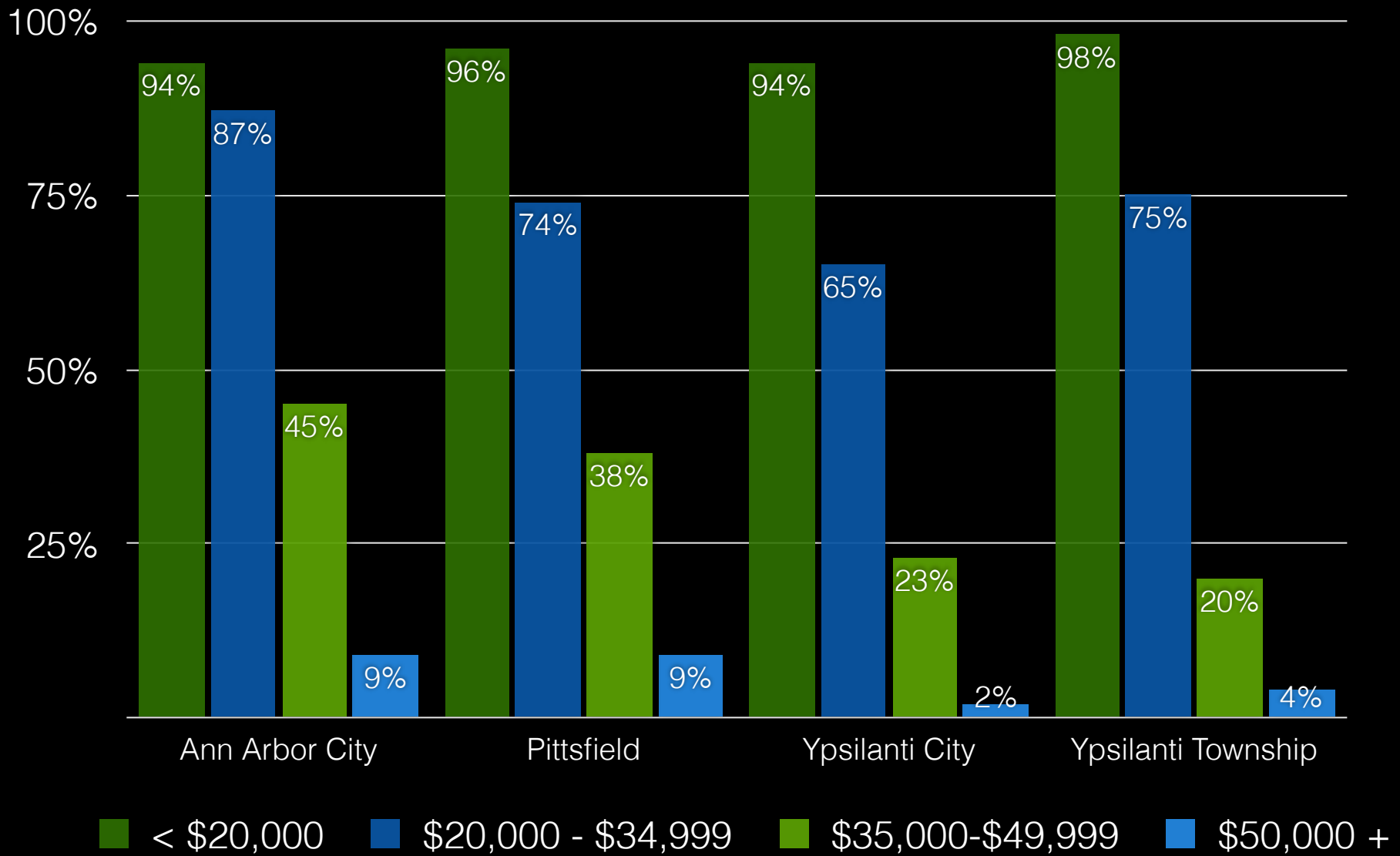
PITTSFIELD

YPSILANTI

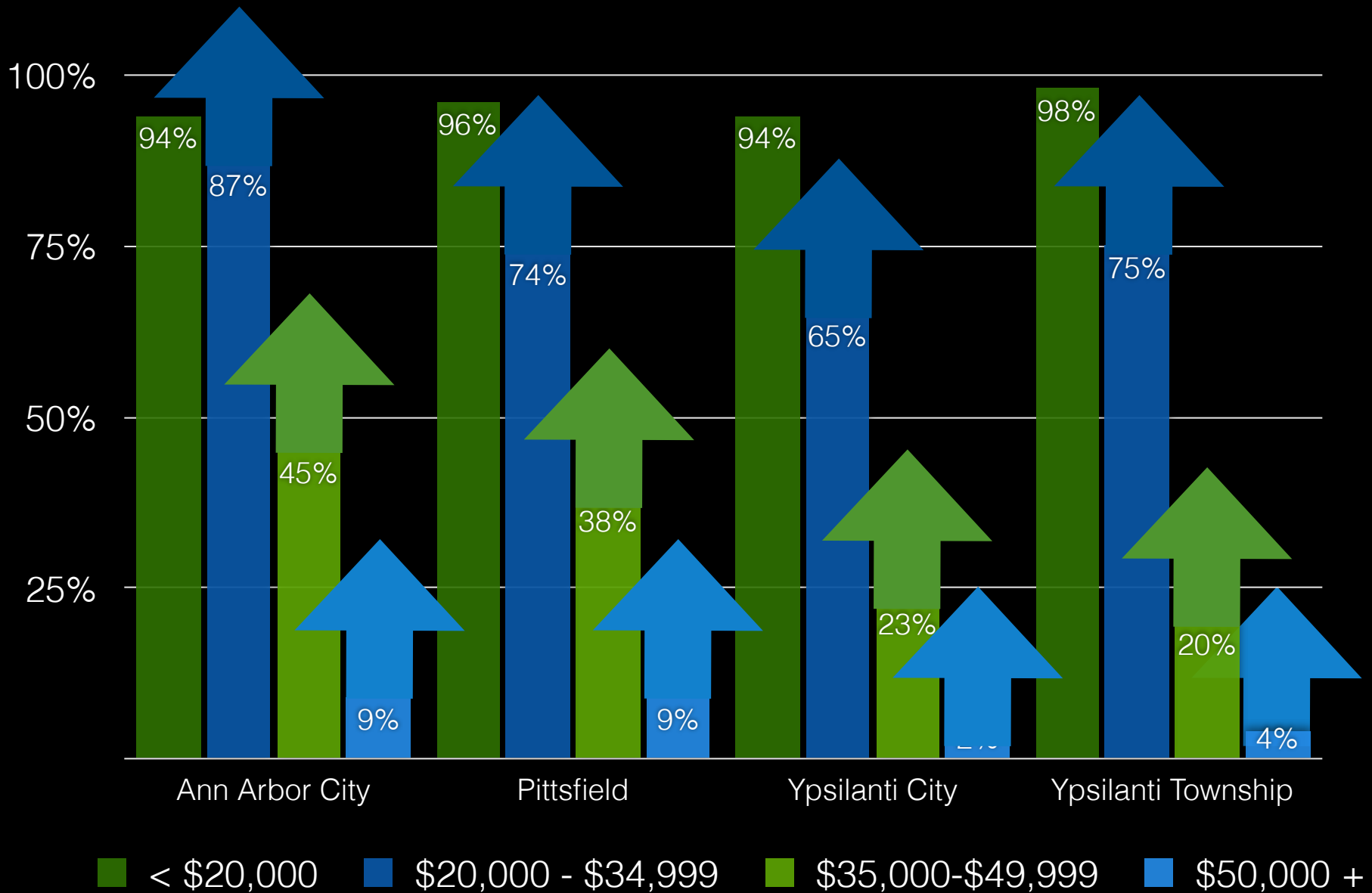
YPSILANTI TOWNSHIP



# Present Day Status Quo



# Business As Usual Future



# Rebalancing As A Way to Think About Progress

+ 2,787 Units of  
Workforce Housing  
Needed

+ 350 Units of  
Workforce Housing  
Needed

**3,137**

**4,178**

Demand by BA+ HHs  
for +1,383 Units

Demand by BA+ HHs  
for +2,795 Units



So.....

- You are the group that needs to advocate for a different way forward
- Wise to stitch together elements of what's worked elsewhere
  - S: Austin, Seattle, Alexandria, Boulder, NYC
  - D: Pittsburgh, Denver, Philadelphia
- You want to be thinking
  - Annual measures
  - More S in Ann arbor and Pittsfield (resources and zoning)
  - More D in Ypsilanti City and Ypsilanti Township (resources and zoning)

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