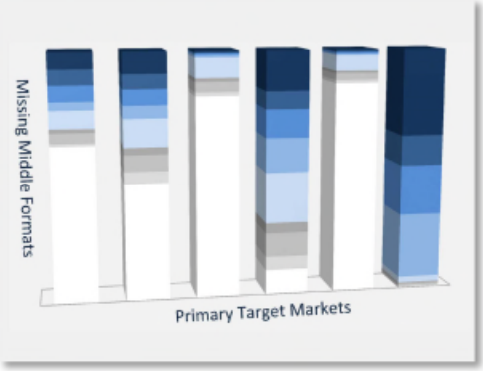
Target Market Analysis

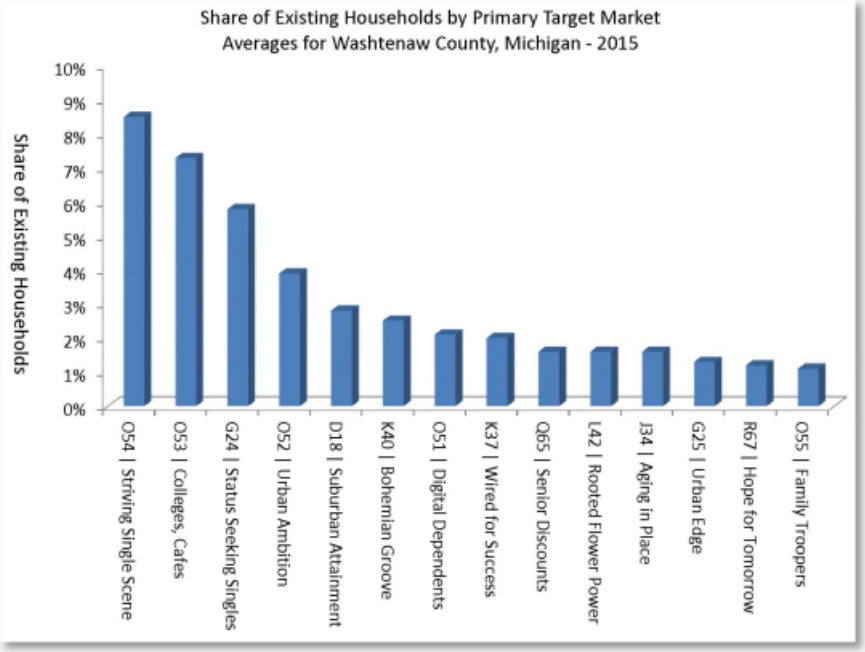
Washtenaw Co., Michigan

Supply-Demand Workbook

November 1, 2015



Sections K - P



Prepared for
4 Partner Communities:
The City of Dexter
The City of Saline
The City of Chelsea
The City of Ypsilanti

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MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY

Prepared By:

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Growing home design

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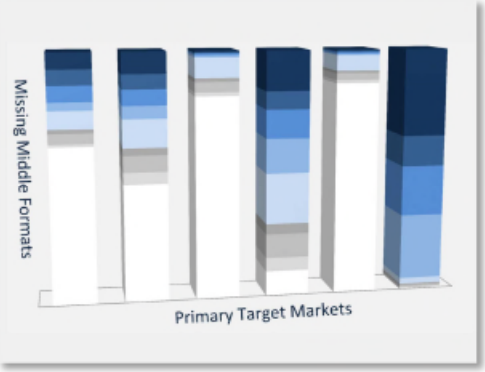

TMA Team

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The City of Saline
The City of Chelsea
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Supply and Demand

Considerable qualitative research analysis has been included with this Target Market Analysis, and results are detailed in this Supply-Demand Workbook. Section A provides a catalogue of investment opportunities in the four cities, and the Supply-Demand Workbook with the following highlights:

Section K *Reference Maps* – Reference maps document the Michigan Prosperity Regions, as well as regional setting maps relative to Ann Arbor and Washtenaw County boundaries. This section also includes the proposed future land use maps from the city's comprehensive and master Plans.

Section O *Community Size* – The City of Ypsilanti is the largest city in the TMA study and had 8,026 households based on the 2010 decennial census. The American Community Survey suggests that the city experienced a minor net loss (about -340 households) through 2013, but the Southeast Michigan Council of Governments' forecasts gains, with the household count reaching 8,873 by the year 2020.

Section O *Household Gains* – The City of Saline is the second largest city among the group and has about 4,000 households, followed by Chelsea (about 2,400 households) and Dexter (about 1,800 households). All four of the cities are expected to gain households over the next five years. Through 2020, Ypsilanti will gain about 86 households each year; Saline will gain about 65; Dexter will gain about 40; and Chelsea will gain about 25 households each year.

Section P *Demographic Profiles* – Market parameters, forecasts, and demographic information for each of the four cities and Washtenaw County. These profiles also show labor force and occupation data, and daytime demographics. Included in this information are maps that show regional settings for each community, as well as municipal boundaries. It is interesting to note the unemployment rates for each area.

Washtenaw County and the four cities all have a lower unemployment rates than the State of Michigan's rate of 5.4% (Bureau of Labor Statistics, April 2015). Washtenaw County's rate is at 3.4% (Exhibit P.1); and is only exceeded by the City of Ypsilanti with a rate of 4.5% (Exhibit P.17).

Section P *Daytime Population* – The following table provides some perspective on net inflow and outflow of daytime workers for each city, with comparisons to Ann Arbor and Washtenaw County. Although the City of Chelsea has a small total population, it also has significant import of daytime workers. The net worker inflow of +39% daytime workers suggests that there may be a need to improve choices among housing choices for those employees.

Table 21
Comparison of Daytime Workers and Net Worker Inflow / Outflow
Five Cities in Washtenaw County, Michigan - 2013

City Name	Daytime[1] Employees	2013[2] Population	Population[2] Ages 18+	Net Inflow (+)[3] Outflow (-)
Dexter	4,000	4,119	3,486	+13%
Saline	8,400	8,913	7,805	+7%
Chelsea	7,300	4,999	4,461	+39%
Ypsilanti	6,500	19,647	18,197	-64%
Ann Arbor	105,200	115,331	106,774	-1%
Washtenaw Co.	208,900	348,560	311,939	-33%

[1] The daytime population figures are provided by Applied Geographic Solutions (AGS).
[2] The 2013 population is based on the ACS with 5-year estimates (2008-2013).
[3] The Net Outflow basis is pop. Ages 18+; and Net Inflow basis is daytime employees.

Section O *Household Income* – Although Ypsilanti is the largest of the four cities, it also has the most moderate household incomes. With some generalization, Ypsilanti has a median household income of about $35,000, which is low compared to the average of $60,000 for Washtenaw County and may be somewhat influenced students of Eastern Michigan University (students tend to have low incomes).

In comparison, the other cities have significantly higher median household incomes, or about $55,000 for Chelsea; $65,000 for Saline; and $75,000 for Dexter. The rate of income growth in Dexter is out-pacing the other cities, and the city is forecast to have a median household income approaching $85,000 by the year 2020.

Section O *Renter Tenure* – Nearly 70% of the Ypsilanti's existing households are living in renter-occupied units, which far surpasses Dexter and Chelsea (40%); and Saline (30%). Again, it is easy to deduce that Easter Michigan University's 24,000 students are influencing the data for Ypsilanti.

Section O *Contract Rents and Home Values* – In many of Michigan's northern counties, it is common for the smaller communities to be more affordable than the larger cities, and contract rents and home values are usually significantly lower. For example, home values in Kalkaska are half that of Traverse City; and home values in Escanaba are half that of Marquette.

On the basis of monthly rent, the cities of Dexter, Saline, and Chelsea have prices that seem to rival the averages for Washtenaw County. Based on the American Community Survey (with 5-year estimates for 2008 – 2013), median contract rents in Dexter and Chelsea are exceeding $900 (compared to $825 for the county); and median home values in all three cities begin at $175,000 (compared to $200,000 for the county). Rents and home values in Ypsilanti are more moderate and in-line with its relatively lower household incomes.

Section M *Peak Rents* – We also completed a more detailed analysis of existing housing choices in each market, with a focus on attached units only. Among the four cities, the most expensive choice is Burwyck Park Condos in Saline, where a 3-bedroom unit with nearly 1,600 square feet can be rented for about $2,250 / month (See Table 21).

In Chelsea, downtown lofts located at Clocktower Commons, above the former police station, and on the block with the Wellington Flintoff building are reported to be capturing rents of about $2,000 /month. In Ypsilanti the peak of the market is a 3-bedroom unit with 1,450 square feet can be rented for $1,650 / month. And in Dexter, the most expensive unit is two-bedrooms with 1,370 square feet, which can be rented for $1,600 / month

Section M *Rents per Square Foot* – When rents are compared to the unit sizes, the City of Dexter is pricey compared to the other markets (see Exhibit M.1). However, the price per square foot for all four of the cities is competitive relative to the City of Ann Arbor (see Exhibit M.2). This supports the general hypothesis that housing costs tend to be lower in smaller communities compared to “big city” choices like Ann Arbor.

Section N *Peak Values* – We also collected an inventory of owner-occupied units, again with a focus only on attached products. In the smaller cities of Dexter, Saline, and Chelsea, the values of attached condos is approaching a peak of $300,000 for 1,300 to 1,400 square feet (see Table 22 on the following page).

In comparison, the most expensive condo in Ypsilanti is at Rosewood Village, with 2-bedroom units and 1,600 square feet available for $130,000 to $165,000. Overall, the values for attached units appear to be highest in Chelsea and Saline, and relatively affordable in Chelsea. Values for attached condos in Ann Arbor can easily be double.

Section P *Existing Housing Stock by Format* – Within Washtenaw County, nearly 70% of the existing housing stock is among single units (either detached or attached); and about 30% of the housing stock is among attached units with at least 2 units per building. This is in sharp contrast to the market potential, with at least 90% of the migrating households seeking attached units, and reinforces the need for more choices among Missing Middle Housing formats.

Table 22
Comparison of Peak Rents over $999 per Month – Attached Units Only
The Cities of Dexter, Saline, Chelsea, and Ypsilanti, Michigan – 2015

City of Dexter	City of Saline	City of Chelsea	City of Ypsilanti
--	$2,250	--	--
--	--	$2,000	--
--	--	$2,000	--
--	$1,700	--	$1,650
$1,600	--	--	$1,610
$1,425	--	$1,400	$1,450
--	$1,300	$1,350	$1,350
$1,100	--	--	$1,200
--	--	--	$1,150
$1,075	--	--	$1,100

Table 23
Peak Values Over $199,999 – Owner-Occupied Attached Units
The Cities of Dexter, Saline, Chelsea, and Ypsilanti, Michigan - 2015

Owner-Occupied Values Attached Units Only	City Name	For-Sale Price (Forecast) Low End	High End
Huron Farms Homes	Dexter	$250,000	$330,000
Eaton Court Condos	Dexter	$280,000	$290,000
Victoria Condos (u/c)	Dexter	$160,000	$240,000
Burwyck Park Condos	Saline	$200,000	$280,000
Woodcreek Condos	Saline	$225,000	$280,000
Wildwood Commons	Saline	$270,000	$275,000
Mill Pond Park Condos	Saline	$200,000	$230,000
Bridgetown Condos	Chelsea	$200,000	$300,000
Pierce Lake Village	Chelsea	$245,000	$260,000
Bristol Drive Condos	Chelsea	--	$200,000

TMA Terminology

At LandUse|USA, we provide our TMA clients with complete transparency in the data, analytic approach, and target market descriptions and criteria. We do not transform, encrypt, rename, or otherwise modify the underlying Mosaic|USA lifestyle cluster data used in this TMA. This means that you can replicate, test, or update the data by purchasing it directly from Sites|USA.

This section of the TMA report includes a list of terminology and serves as a general guide to the methodological approach. The topics below begin with an explanation of the conventional supply-demand approaches to conducting housing studies, and an explanation of how gaps and opportunities are typically measured.

This is followed by explanations of flaws in the supply-demand rationale; methodological benefits to the TMA approach, and additional terminology explaining the importance of migration, movership rates, and propensities of households to choose attached housing formats in urban places. Definitions of the Missing Middle Housing and Urban to Rural Transect are also provided.

Market Supply and Demand – Conventional approaches to housing studies involve direct comparisons of supply and demand within the existing local market. Demand is traditionally based on the attributes of households currently living within the market. These studies usually make some adjustments for movership rates that can vary considerably by income bracket, head of householder's age, and tenure (owner v. renter).

It has also been traditional to assume that the form and style of current supply is a good indicator of what new buyers and renters will want. In other words, it is assumed that developers have accurately gauged market preferences and that what is built (and sold or rented) is an accurate reflection of what households want. This approach is advocated by lending institutions, which often require local market comparables as evidence of a proposed project's appropriateness for the market.

Market Gap – A direct comparison of demand with supply is made to gauge market gaps, where Gap = (Demand) – (Supply). Market gap is usually measured by a) the number of units by tenure; b) size range (square feet); and c) price range (value or rent). The results are usually qualified by tenure (renter v. owner) and differentiated by "single-family" and "multi-family" units. They might be qualified for building styles or form, but almost always based on the attributes of current supply, and seldom based on household preferences for products that might be missing from the market.

Limitations of the Conventional Approach – Housing market studies have traditionally used conventional measures of supply and demand in local markets, and based on the choices that existing residents have already made among existing housing products. This approach is flawed because it fails to consider that residents would make other choices if they were available. It can also contribute to redundancy in the housing market, and blandness in neighborhoods and communities.

Target Market Analysis – The alternative TMA approach relies on measuring demand based on the migration of populations that have a clear preference for choosing attached housing in small and large urban places, and in downtown settings. The approach also involves a study of the lifestyle characteristics of households that are on the move, and of the types of housing that they are choosing in other markets throughout the Upper Midwest.

Target Market Analysis an analytic methodology or approach to consumer research that involves a detailed study of lifestyle preferences to identify appropriate products, and in this case that product is residential units. Many other industries apply similar target market methodologies for other consumer products, including store merchandise, television advertising, distribution of store catalogues, and new car models.

Within the housing industry, the target market analysis approach is designed to identify the housing formats that migrating households are seeking, so they can be intercepted and retained with new and refurbished units. It is also designed to attract households that are migrating throughout the region, and that are showing a propensity to migrate into Michigan's urban communities. Adding unique styles and forms of housing can significantly improve a market's ability to compete and intercept households who are on the move.

Migration – Under the TMA approach, in-migration and internal migration are at the foundation of measuring the market potential for new and rehabbed units. Each household that moves in any given year is a candidate for renting or buying a new or refurbished unit. If their preferences in housing units are not met, then they will simply shuffle among the existing choices – or leave the market altogether.

Migration patterns are tracked at county and local levels of geography, and include a combination of 1) internal migration within; 2) in-migration from beyond; and 3) out-migration. Net migration is the difference between in-migration, and out-migration. In-migration and internal migration have both been integrated into the model to measure the market potential for the Cities of Dexter, Saline, Chelsea, and Ypsilanti. Stakeholders are encouraged to study the materials in Section CC of the TMA Workbook for an overview of local in-migration and total migration patterns.

Movership Rates - The share (or percent) of population that is likely to make a change in address during any given year is referred to as a movership rate. In general, movership rates tend to be higher among young renters with relatively low incomes.

- Movership rates are almost always higher among renters, and lower for home owners.
- Movership rates are almost always higher among lower-income households.
- Movership rates are almost always higher among younger populations.
- After adjusting for incomes, movership rates tend to be higher for larger families.

Annual Market Potential – The target market analysis measures the market potential for one year, and that it can be forecast as an annual market potential over the next five years. However, if the potential is not met with new or rehabbed units, then it does not roll-over or accumulate with subsequent years. Instead, the target markets will occupy the status quo housing stock; choose alternative locations within surrounding communities; bypass the market for another; or leave the community and migrate elsewhere.

On the other hand, regardless of whether the market potential is served within any given year, it is also replenished with new households (and target markets) that are moving in each subsequent year. The table below is intended to demonstrate three different timelines and assuming that the first project breaks ground 1) in 2016; 2) is delayed until 2017; or 3) is delayed until 2018.

Table 24
Non-Cumulative Annual Market Potential
Hypothetical Examples with 100 Units per Year

Hypothetical Examples	2016 Year 1	2017 Year 2	2018 Year 3	2019 Year 4	2020 Year 5	Total Potential
Timeline 1	100	100	100	100	100	500
Timeline 2	--	100	100	100	100	400
Timeline 3	--	--	100	100	100	300

Conservative v. Aggressive Scenarios – LandUse|USA always includes two distinct components of migration, including: a) in-migration from beyond the market; and b) internal migration within the local market. In-migration is used to forecast a conservative scenario for annual market potential; and internal migration is added to forecast a more aggressive scenario. Neither scenario is adjusted for out-migration or net migration.

Summary of Scenarios	Market Potential	Basis (market parameter)
Conservative	Minimum	In-Migration Only
Aggressive	Maximum	Plus Migration Within

Mosaic Lifestyle Clusters – Based on definitions provided by Experian Decision Analytics (the vendor of demographic data used in this study), there are 71 possible lifestyle clusters (Mosaics) located across the United States. Experian's definitions of the lifestyle clusters are based primarily on a) geographic region in the United States; b) household density; c) household income; d) tenure (owner and renter-occupancy); d) consumer behavior (credit and debt); and e) a wide variety of socio-economic variables – of which ethnicity is just one factor. Many of these variables also have direct correlations. For example, renter-occupancy rates tend to be higher among lower-income households.

Sorted by Income – Experian Decision Analytics has assigned codes to the 71 Mosaic lifestyle clusters based on income, generally with the highest income cluster getting a code of A01, and the lowest income cluster being assigned a code of S71. However, there are some variances within the list, and these variances tend to be more pronounced within smaller places than national averages.

Target Markets – When lifestyle clusters are identified as candidates for attached housing in urban places, then they became target markets for new and rehabbed residential units. The target markets are selected from among the 71 lifestyle clusters based on their known propensity to choose attached housing formats in small and large urban places, communities, and/or downtown settings. They also tend to be young singles and renters with high movership rates, but can also include empty-nesters, early retirees, active seniors, and singles of all ages.

Moderate Target Markets – The TMA approach involves identifying between 8 and 12 moderate target markets, which represent the near-term market potential through 2020, and are based on lifestyle clusters that have already demonstrated a clear propensity to live in the subject market(s). Relatively lower-income lifestyle clusters tend to be more prominent in moderate markets, and the moderate target markets tend to be similarly moderate. In most cases, the vast majority of the moderate targets are also seeking renter-occupied choices rather than owner-occupied units.

Upscale Target Markets – In most TMA's we also test local markets for an additional 4 to 8 upscale target markets, lifestyle clusters with a small propensity to live in the subject market(s), but with high movership rates and tendency to choose attached housing units in urban places. Upscale targets tend to have better incomes, so are more likely to afford market-rate prices and above. The upscale targets represent good goals for the community, employers, and developers to aspire for longer-term.

Neighborhood Target Markets – In some TMA's we also test for neighborhood target markets that are prevalent in the market and likely to choose urban neighborhoods surrounding downtown districts. The majority of households in each of the neighborhood targets will choose detached houses on small lots with small setbacks, and at least 5% will choose duplexes (side-by-side or stacked), triplexes, fourplexes, or townhomes.

Urban-to-Rural Transect – "The Transect is a master planning tool that guides the placement and form of buildings and landscape, allocates uses and densities, and appropriately details civic spaces, including the selection of tree types and lighting poles for thoroughfares. A model Transect, depicted below, is included in the SmartCode. For simplicity it is divided into six zones, nicknamed "T-Zones", which increase in intensity of development towards the higher T-zones (T5 and T6) and decrease to the agrarian and untouched natural conditions (T2 and T1). Many human settlements are organized this way, in which the walkable neighborhood with a center and an edge provides the natural gradient." – *Duany-Plater Zyberk & Co.*

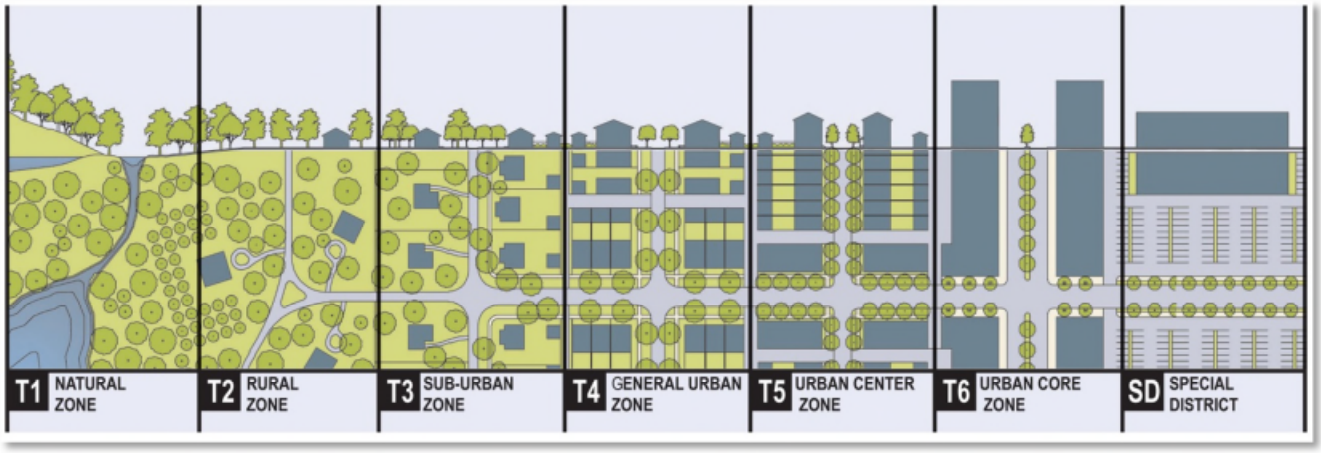
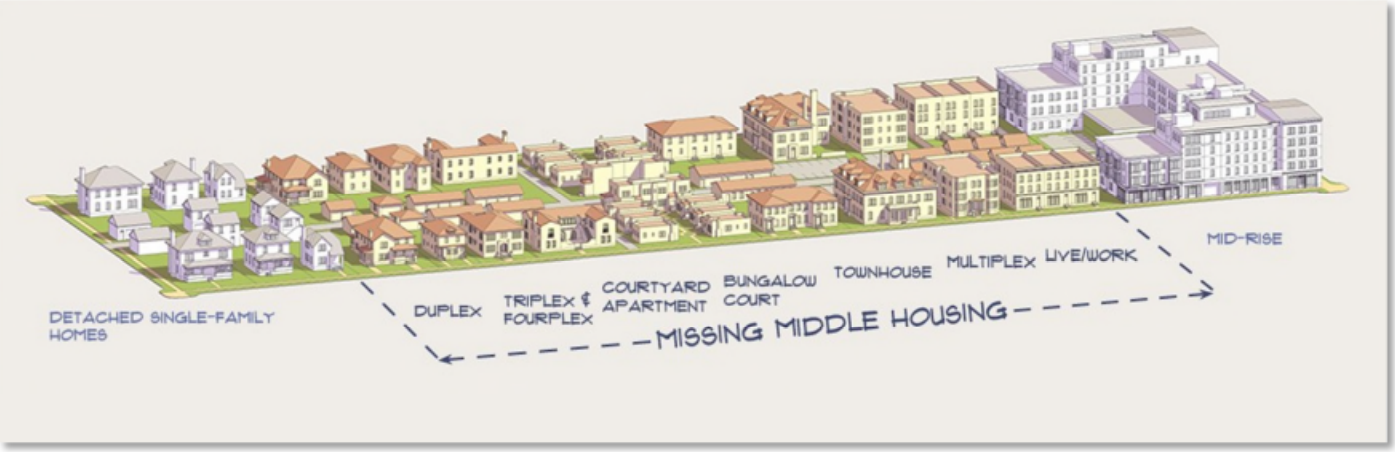


Image: Current (post-2008) Transect diagram with six normative Transect Zones (T-zones) used for the zoning of urban areas as well as natural lands. Credit: Duany Plater-Zyberk & Company.
Note: See the attached Exhibit B_1.13 for a larger image.

Building Formats – Conventional housing studies often use the terms "single-family" and "multi-family" units, and this nomenclature is reinforced by the tracking of building permit data, and by the lending industry. The Target Market Analysis approach focuses on differentiating "detached" houses from other products with attached units. These products may vary considerably in form, and may include duplexes, triplexes, fourplexes, townhouses (including some live/work units), courtyard apartments, other multiplexes, and midrise buildings.

Missing Middle Housing – Results of the TMA are used to identify Missing Middle Housing products for developers and to encourage the development of unique products to fill those missing categories. The emphasis is usually on the building format rather than the unit format. The term Missing Middle Housing is credited to Daniel Parolek of Opticos Design, Inc. (Also see the attached Exhibit B_1.10 for a larger image.)

By matching unique housing formats with the preferences of the target markets, the Michigan's markets can benefit through population retention and growth. We have carefully aligned the housing formats with the propensity for each of the target markets to choose attached, renter-occupied, and multi-unit buildings. We also focused on target markets that show a high propensity for choosing to live in urban places, and to live in higher-density areas (v. low-density suburban places).



Missing Middle Housing Types; credit: Daniel Parolek, Opticos Design, Inc.

Missing Middle Typologies – The typologies are shown in the diagram above, and additional information on each is also provided in Section B_1 of this report, as follows:

Typology	Exhibit B_1.*n*	Similar or Commonly Interchanged Terms
Mansion Style Detached	Exhibit B_1.16	Carriage-Style; Accessory Dwelling Unit (ADU)
Duplex, Triplex	Exhibit B_1.17	Fourplex; may be side-by-side or stacked
Townhouse (Side-by-Side)	Exhibit B_1.18	Row House; Brownstone
Townhouse (Stacked)	Exhibit B_1.19	Row House; Brownstone
Multiplex: Small	Exhibit B_1.20	Multiplex: Large
Midrise: Small	Exhibit B_1.16	Lowrise; Low-rise; Mid-rise
Midrise: Large	Exhibit B_1.17	Highrise; High-rise
Over Commercial	Exhibit B_1.18	Live-Work; buildings may vary in size

Missing Middle Housing Design Competition – In 2015, AIA Michigan, the Michigan State Housing Development Authority, Michigan State University's Land Policy Institute, Michigan Municipal League, and the Michigan Chapter for the Congress of New Urbanism collectively sponsored a design competition on Missing Middle Housing formats. Renderings from the top three winners are shown in attached Exhibit $B_1$1.24, and images from the Grand Prize Winner are also shown below, and provide just one example of the types of "Missing Middle Housing" that are needed throughout Michigan's cities, and in both large and small urban places.

Results of the Missing Middle Housing Design Competition.
1st Place Winner: Tiula Architects (left); 2nd Place by Hamilton Anderson Assoc. (right).

Unit Formats – Terms referring to unit formats and building formats are often used interchangeably or together. However, there are some distinctions. For example, apartments, lofts, flats, patio homes, and condominiums could be integrated among a variety of building formats. Apartments might be located within duplex buildings, and also in high-rise towers. Condominiums and patio homes can be attached in townhouses, or share walls among fourplexes. Similarly, lofts and flats and can be integrated into duplexes, triplexes, and live/work units.

Building Sizes – When attached units are recommended as a mix of duplexes, triplexes, fourplexes, or townhomes, it almost always recommended that building have no more than 6 units in a row, distinct façade articulation, and private entrances. Similarly, stacked flats or lofts should usually have no more than 6 units along the side of any given building regardless of the building format, but they may have shared entrances.

Qualifying the Formats – Product type may be refined by the developers and builders as needed for local context and place, with the urban transect as a general guide. However, when considering missing middle housing products, developers should avoid labeling projects or buildings as "affordable", "subsidized", "senior", "student" or "worker". Projects should be described according to their format and function, which will help diversify developer risk, optimize the market potential, and support socio-economic diversity within the community. Here are a few qualifiers:

- Single-use, mixed-use, and live/work, including residential units above retail, civic, and/or office space.
- Tenure, including renter, owner, lease-to-own, and mixed tenure.
- Building scale, including multiplex, mid-rise, low-rise, and units per building.
- Building format and style (attached, detached, townhouse, stacked flats, courtyard apartments, cottages, lofts, etc.)

Carriage Style Formats – Flats or lofts above garages, and cottages added behind existing houses generally referred to as Carriage homes. In zoning nomenclature, these are often referred to as Accessory Dwelling Units (ADU). Two examples are provided in the photos below.

Source: Carriage style typologies provided by Opticos Design.

Courtyards and Public Spaces – Wherever possible, new multiplexes should include shared courtyards or other common areas with open green space and seating. This format is also referred to as Courtyard Apartments among the Missing Middle Housing typologies. If there is a market potential for new, detached units (i.e., new-builds), then they should include Bungalow Courts or cottage-style houses that face onto a shared courtyard. In mixed-use projects and downtown districts, street-level courtyards should be designed as part of the public realm. In some special cases, pocket parks and town squares could serve as public courtyards.

Examples of courtyards and public spaces from the Michigan Missing Middle Housing Design Competition. 1st Place - Tiula Architects (left image) and 3rd Place - Settle Architects (right).

Attached Unit Layout – In the individual units, some of the floor area can be traded for unique amenities, quality construction, and modern interior treatments. However, every bedroom must have a full private bath, and 2-bedroom units must have a ½ bath near the entrance. Ideally, kitchens will be centrally located and facing outward onto an open floor plan, with bedrooms on opposite ends (i.e., not sharing common walls.) All units should have balconies or patios that can accommodate at least two chairs. This anticipates that the markets are likely to include young renters, including singles, couples, and/or have unrelated roommates.

Ideally, kitchens will be centrally located and facing outward onto an open floor plan, with bedrooms on opposite ends (i.e., not sharing common walls.) All units should have balconies or patios that can accommodate at least two chairs. Attached products may include a combination of hard lofts (with exposed ductwork, etc.) and soft lofts that are relatively more finished.

Urbanicity Index –The target market criteria includes household propensity to choose urban places, which is deduced from the urbanicity index. The urbanicity index is actually a density index, and is a measure of the likelihood that households will live in a high-density neighborhood rather than a low-density neighborhood. The average density across the nation is 1.00, so target markets with an index of 1.10 are 10 percent more likely to live in a high-density neighborhood. Lifestyle clusters with indexes of at least 0.80 have a high propensity to choose urban places, and clusters with indexes less than 0.80 tend to live in relatively suburban and rural settings.

The PlaceScore™ Criteria

Placemaking is a key ingredient for implementing the optimal market strategy and achieving each community's full housing potential, and particularly under the aggressive or maximum scenario. To gauge local progress with placemaking, we conduct extensive internet research to evaluate placemaking criteria, and the scores are then tallied for a possible 30 total points. Below is a summary of the criteria by general topic:

- *Local Planning Documents* – Availability of master plans and zoning ordinance, with extra credit for considering a form-based code. (3 points possible).
- *Downtown Planning Documents* – Evidence of an established Downtown Development Authority (DDA), subareas plans, streetscape and transportation improvement plans, retail and residential market strategies, Tax Increment Financing (TIF) plans, and façade improvement programs. (7 points possible).
- *Downtown Organization and Marketing* – Accreditation as a Michigan Cool City or active participation in the Michigan Main Street program, and extra credit for any of the cities that follow the National Main Street Center's 4-point approach (even if they are not Main Street members). (3 points possible).
- *Online Listings of Merchants and Amenities* – Credit for actively promoting business listings on various websites, such as the city or village's main website, DDA/BID website, and Chamber of Commerce or Convention and Visitor's Bureau (CVB) website, with extra credit for Facebook pages. (4 points possible).
- *Unique Downtown Amenities* – Evidence of downtown cinemas, theaters, playhouses, waterfront access, established farmers' markets, summer music in the park, and national or other major festivals. (5 points possible).
- *Downtown Street and Environment* – Credit for any evidence of angle parking in front of storefronts, a higher than average WalkScore, free off-street parking, balanced downtown scale with 2-level buildings on both sides of the street, pedestrian crosswalks that are marked and signaled, and two-way traffic flow. (8 points possible).

Note: The PlaceScore™ term, iterations of the term (such as "Place Scores"), and methodology are trademarked by LandUse|USA as-of January 2014.

If the PlaceScore criteria are not readily evident or available online, then we considered them to be less effective and more difficult to discover by visitors and households on the move. So, they are not given a point or credit toward the total score. The analysis is imperfect, and any errors or omissions are unintentional. Stakeholder requests for corrections will be verified and may be incorporated into the updated or final report.

There tends to be a correlation between PlaceScore and the market size in population. If the scores are adjusted for the market size (or calculated based on the score per 1,000 residents), then the results reveal an inverse logarithmic relationship. Smaller markets may have lower scores, but their points per 1,000 residents tend to be higher. Larger markets have higher scores, but their points per 1,000 residents tend to be lower.

Advisory Report

This section of our report provides a list of action-specific recommendations for distributing the TMA study results and ensuring that it is used to create new investment and tangible projects. For communities that received a matching grant for the TMA through MSHDA's Place-Based Planning Program, they should strive to demonstrate measureable progress with at least one new project over the next three years. The following recommendations are written to help communities identify strategies for achieving that goal.

Housing Task Force – Continue meeting as a project steering committee and collectively work toward these goals. Create a Housing Task Force and identify a clear mission or vision statement. Invite your committee members to hold a seat on the Task Force and invite other stakeholders as needed and based on individual interest and ability to support the mission.

City Council and Planning Commission – Invite the TMA consultant present the study results before the city councils, DDA boards, and/or planning commissions. Afterwards, have a local ambassador meet with the local planning department to discuss ways that the TMA recommendations can be integrated into local planning documents.

Master Plans and Zoning Ordinances – Integrate the TMA recommendations into master plan updates and reflect the recommendations in applicable zoning ordinances. Consider form-based planning tools (such as form based codes), and ensure that the plan can accommodate mixed-use projects; downtown housing; and Missing Middle Housing formats in higher densities than typically found among detached houses. Consider allowing or permitting accessory dwelling units.

Department Collaboration – It is recommended that cross-disciplinary departments within the cities and village collaborate closely on shared initiatives. In particularly, community development divisions should look for new opportunities to contribute to local planning efforts. In turn, municipal planners and consultants should actively seek input from community development staff in the planning process. Both divisions should be proactive in collaborating on common goals and objectives for community and economic growth.

Redevelopment Ready Community (RRC) Program – The Michigan Economic Development Corporation offers a wealth of information and guides for becoming redevelopment ready. Regardless of whether they are seeking full certification in the program, local communities should follow the Redevelopment Ready Community (RRC) process, and with some self-initiative. Following RRC steps will help demonstrate that appropriate due-diligence tasks are being completed to ease the real estate development process.

Volunteer Recruitment – Recruit new volunteers to help as needed. In addition to the tasks listed above, related objectives could include making sites shovel ready, pursuing grants and funding, and commissioning developer bids through an RFP process. Follow the Michigan Main Street Center's 4-point approach for recruiting and organizing volunteers, and addressing placemaking in the downtown.

Email Outreach – Gather and review existing email lists of local stakeholders, committee members, local staff, elected officials, developers, real estate brokers, and property owners. Email the TMA report to the stakeholders as a .pdf electronic file, and invite them to contact the TMA consultant with any questions.

Media Outreach – To ensure thorough and accurate coverage of the TMA results and stakeholder engagement process, write news releases and event invitations internally, and ask the media to print the articles as written (i.e., with minimal creative edits).

Internet and World Wide Web – Post a .pdf electronic copy of the TMA on local websites, including city planning and economic development departments, downtown development authorities (or similar downtown associations), chambers of commerce, and neighborhood associations.

Social Media Outreach – Announce and promote the TMA results on social media websites, and particularly Facebook and Twitter. Designate a staff person to steer conversation in a positive manner, and to keep the content current and relevant.

Public Open Houses – Facilitate public open houses for the general public and/or special interest groups. Elements could include presentations, charrettes, workshops, focus groups, and interactive surveys. Related tools could include phone interviews, intercept surveys, mail surveys, etc.

Developer Outreach – In addition to public open houses, host one or more Developer Summits for local investors, real estate brokers, and lending institutions. Initiate and facilitate one-on-one meetings with developers to review the TMA results, implications, and next-steps. Give them the TMA consultant's contact information.

MSHDA and MEDC Outreach – Meet with the Michigan State Housing and Development Authority's (MSHDA) Community Development Specialist; plus the CATeam representative from the Michigan Economic Development Corporation. Review the TMA results and discuss agency programs and funding sources, and the process for seeking assistance with site-specific projects that align with the TMA recommendations. Among developers with competitive projects, encourage them to talk with grant specialists in MSHDA's Community Development Division.

Other State Resources – Leverage other state programs, such as the Michigan Main Street Communities program; MEDC's Redevelopment Ready Communities (RCC) program; and PlacePlans programs underway by the Michigan Municipal League (MML) and MSU's Land Policy Institute (LPI). If timing and context is appropriate, use the marketing materials to link the TMA with these other initiatives.

Marketing Plan – Retain the services of a local and professional marketing firm to prepare a cost-effective marketing plan. Focus on reinvestment opportunities and catalyst projects in the downtown and urban neighborhoods, with an emphasis on mixed-use projects, attached residential units, and Missing Middle housing formats. (Note: Property listings by real estate brokers can help, but are not a substitute for effective and aggressive marketing strategies.)

Stakeholder Engagement – Ensure that at least one local staff person is trained and certified by the National Charrette Institute (NCI) to facilitate the stakeholder engagement process. Alternatively, retain the services of an urban planning firm (or town planners) with NCI-certified professionals to assist with the process.

Professional Planning Services – Retain the professional services of a local urban planner, town planner, or landscape architect to prepare preliminary site plans or artist renderings for site-specific projects. Strive to accurately convey the TMA recommendations relative to those projects and locations. Then, integrate the results into marketing brochures.

Marketing Brochures – Work with the marketing firm to summarize the TMA results into glossy brochures, flyers, or other promotional materials. Create a website page that promotes the site-specific investment opportunities.

Hard and Soft Incentives – Based on input during the developer forums and open houses, evaluate and solidify the financial (hard) and soft incentives, and ensure that they are clearly conveyed on local websites. Hard incentives may include tax credits, loans and other financial tools (revolving funds, bond programs, tax increment financing, etc.). Soft incentives may include flexible terms, infrastructure, brownfield remediation, collaborative marketing, land bank assistance, etc.

Financial Institutions – Ask for financial institutions to consider low-interest loans (or negotiable terms) for any developers and investors that create projects in alignment with the TMA recommendations. Ask the lenders to announce public open houses and other events on their electronic news boards.

Conference Outreach – Sponsor conferences in Michigan and cities like Chicago, Milwaukee, Indianapolis, Toledo, Columbus, Cleveland, etc. Host a booth that markets the community as an attractive place for investment, and offer brochures on site-specific projects. Sponsor Michigan conferences hosted by the organizations and associations listed in the following table.

Table 25
National and State Organizations and Associations
United States and the State of Michigan – 2015

Organizations and Associations	Acronym
Michigan State Housing Development Authority	MSHDA
Michigan Economic Development Corporation	MEDC
Community Economic Development Association of Michigan	CEDAM
Congress of New Urbanism (Detroit 2016)	CNU
Michigan Economic Developers Association	MEDA
American Planning Association – Michigan Chapter	MAP
Urban Land Institute – Michigan Chapter	ULI
Michigan Community Development Association	MCDA
Michigan Local Government Managers Association	MLGMA
Michigan Downtown Association	MDA
International Council of Shopping Centers	ICSC

Contact Information

Questions regarding the Target Market Analysis process may be addressed to Michelle Aniol, the steering committee chair for the project. Questions regarding local investment opportunities, city planning, and next-steps can be addressed to the local ambassador for each respective community, as listed below:

Michelle Aniol
Community Development Manager
8140 Main Street
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Christine Linfield
City Engineer
305 S. Main Street; Ste. 100
The City of Chelsea, MI 48118
clinfield@city-chelsea.org
734-475-1771 x210

Kathy Corfman
Business Ambassador
100 North Harris Street
The City of Saline, MI 48176
kcorfman@cityofsaline.org
(734) 944-4146

Bonnie Wessler
City Planner
One South Huron Street
The City of Ypsilanti, MI 48197
wesslerb@cityofypsilanti.com
(734) 483-9646

Questions regarding this target market analysis, work approach, analytic results, and strategy recommendations can be directed to Sharon Woods at LandUse|USA.

Sharon M. Woods, CRE
Principal, TMA Team Leader
LandUse|USA, LLC
www.LandUseUSA.com
sharonwoods@landuseusa.com
(517) 290-5531 direct

Ryan E. Griffith, CFM
Principal, TMA Consultant
Growing Home Design
www.growinghomedesign.com
growinghomedesign@gmail.com
(717) 215-7541 direct

Supply-Demand Workbook

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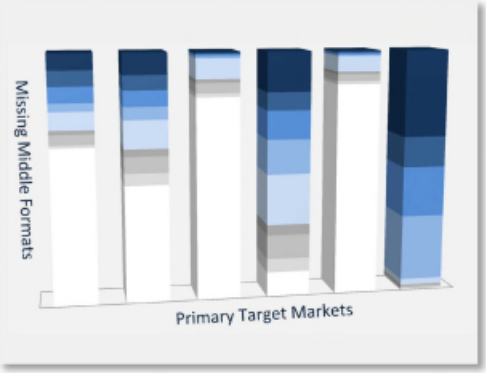

TOC

Investing in People. Investing in Places.
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Supply-Demand Workbook
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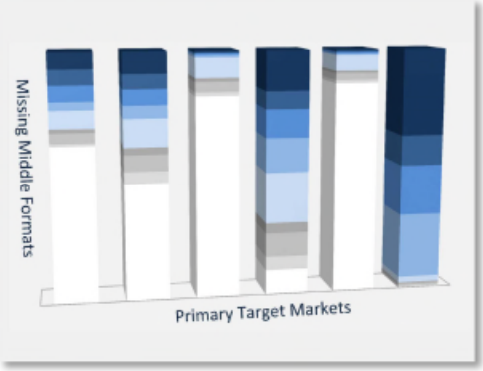
Reference Maps

November 1, 2015



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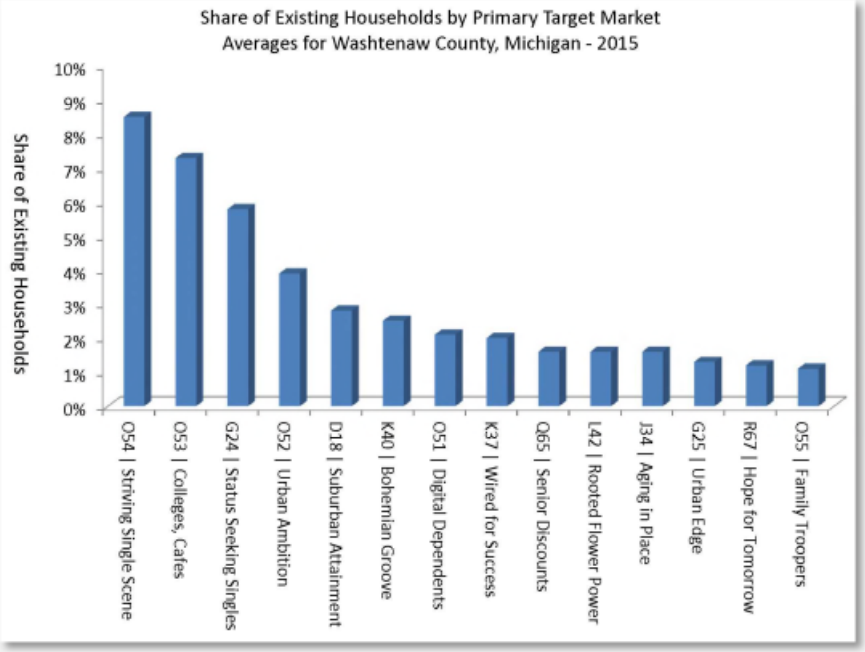

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The City of Saline
The City of Chelsea
The City of Ypsilanti

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Aerial Photo with Geographic Overview
Four Partner Cities in Washtenaw County, Michigan - 2015

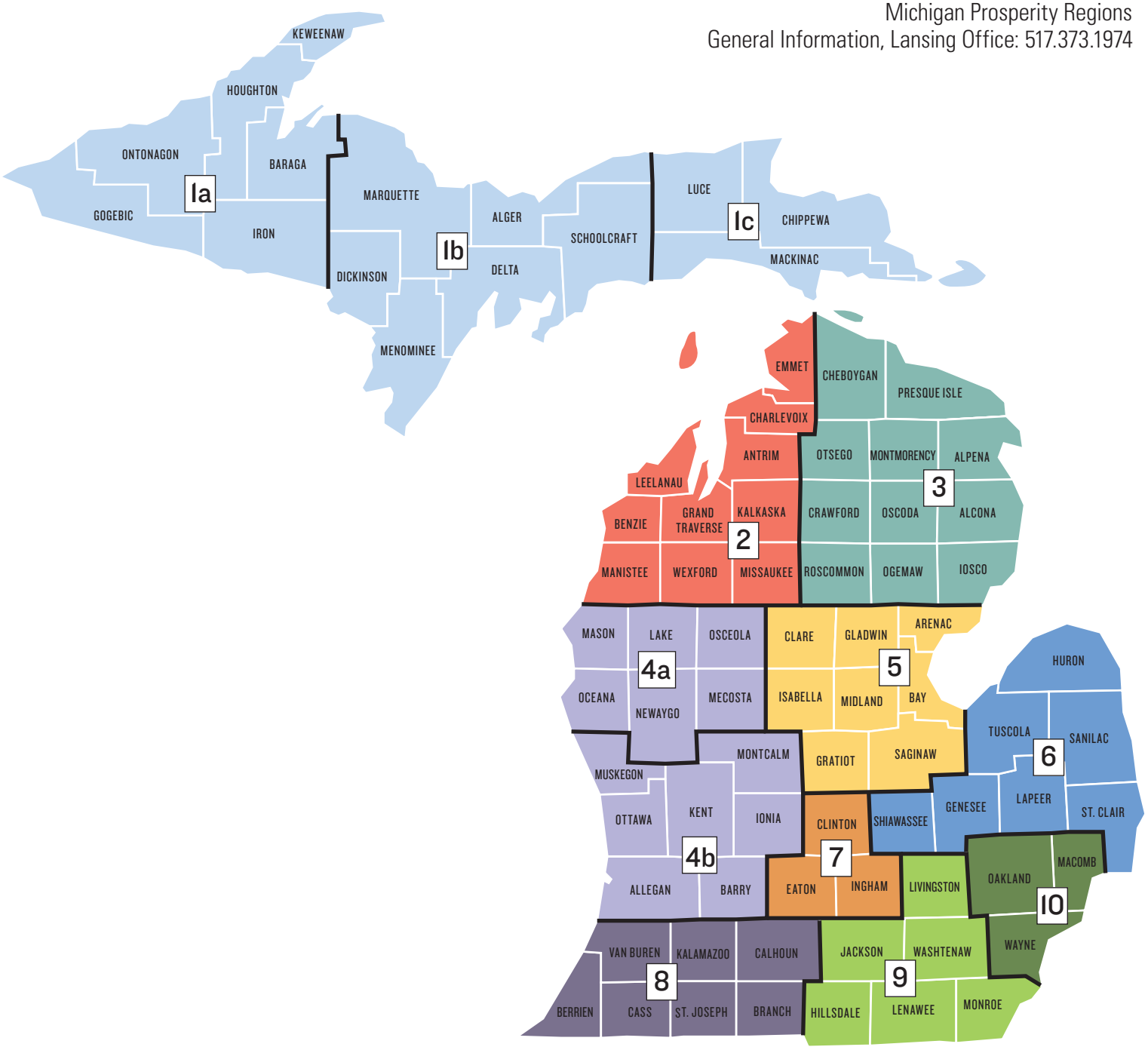
Exhibit K.1

Underlying Google maps licensed to LandUse|USA through Sites|USA; 2015.

Exhibit K.2

Michigan Prosperity Regions (Prepared for Region 9)
MSHDA Community Development Division

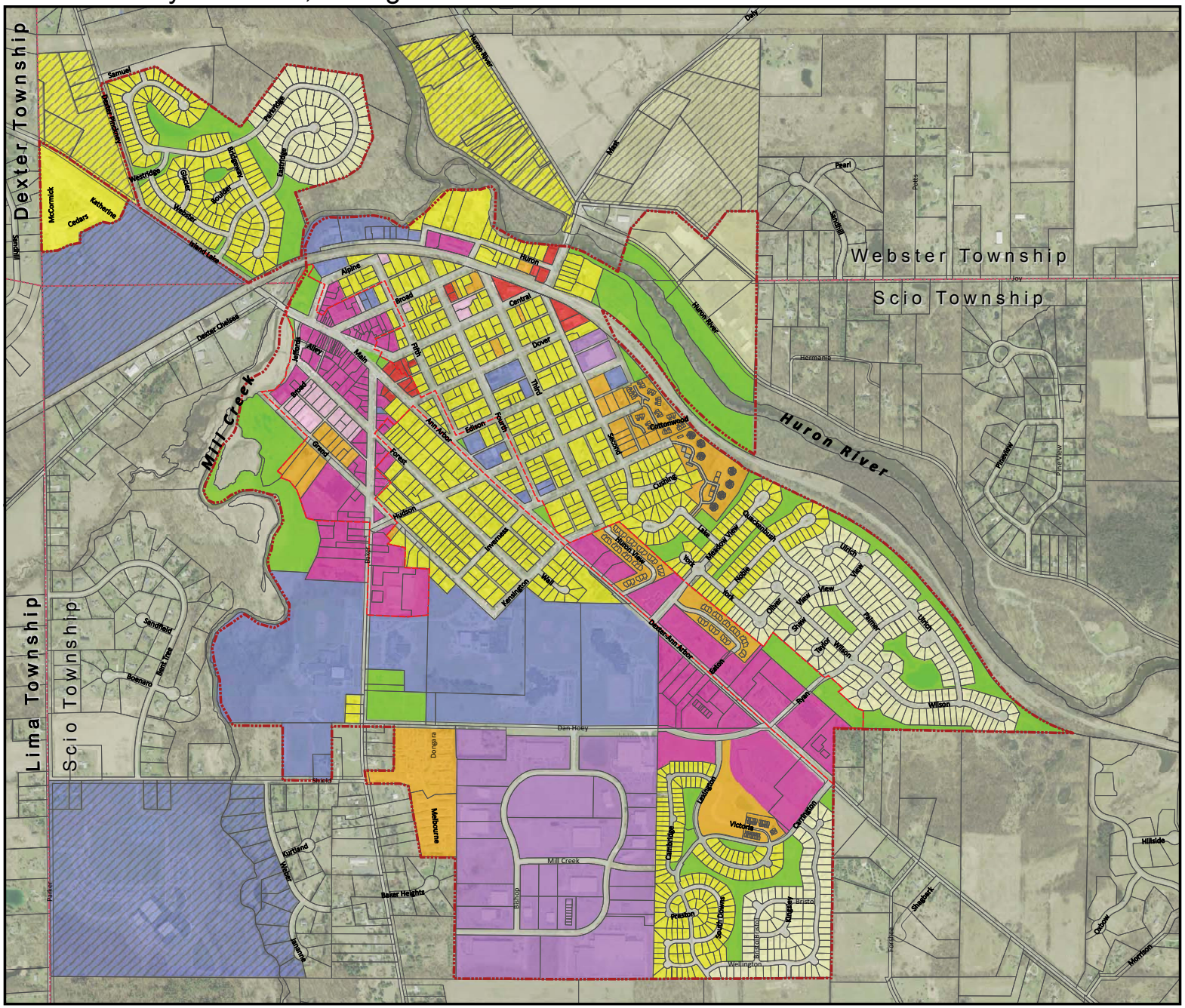
Michigan Prosperity Regions
General Information, Lansing Office: 517.373.1974



Source: Michigan State Housing Development Authority; 2015.

Future Land Use Map
The City of Dexter, Michigan - 2012

Exhibit K.3



- Low Density Residential
- Village Residential
- Multi Family Residential
- Mixed Use
- Village Commercial
- Commercial
- Area under Property Transfer Agreement
- Light Industrial
- Research Development
- Public/Semi-Public
- Open Space/Recreation
- DDA boundary
- Village Limits

Figure 6

FUTURE LAND USE

Village of Dexter
Washtenaw County, Michigan

N

0 500 1,000 1,500 2,000 Feet

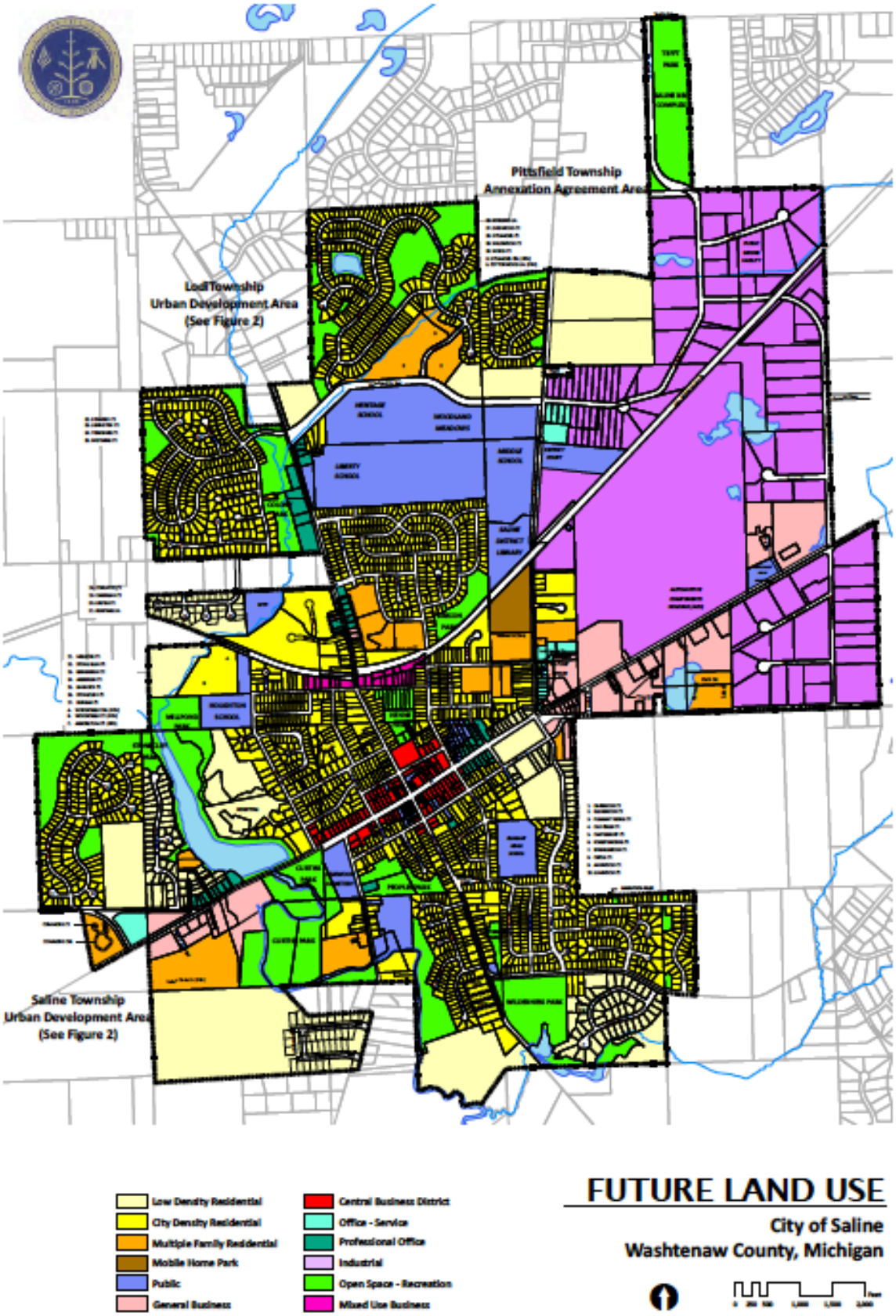
Source: Washtenaw County Data

7-9-2012

Carlisle/Wortman Associates, Inc.
Ann Arbor, Michigan

Future Land Use Map
The City of Saline, Michigan - 2011

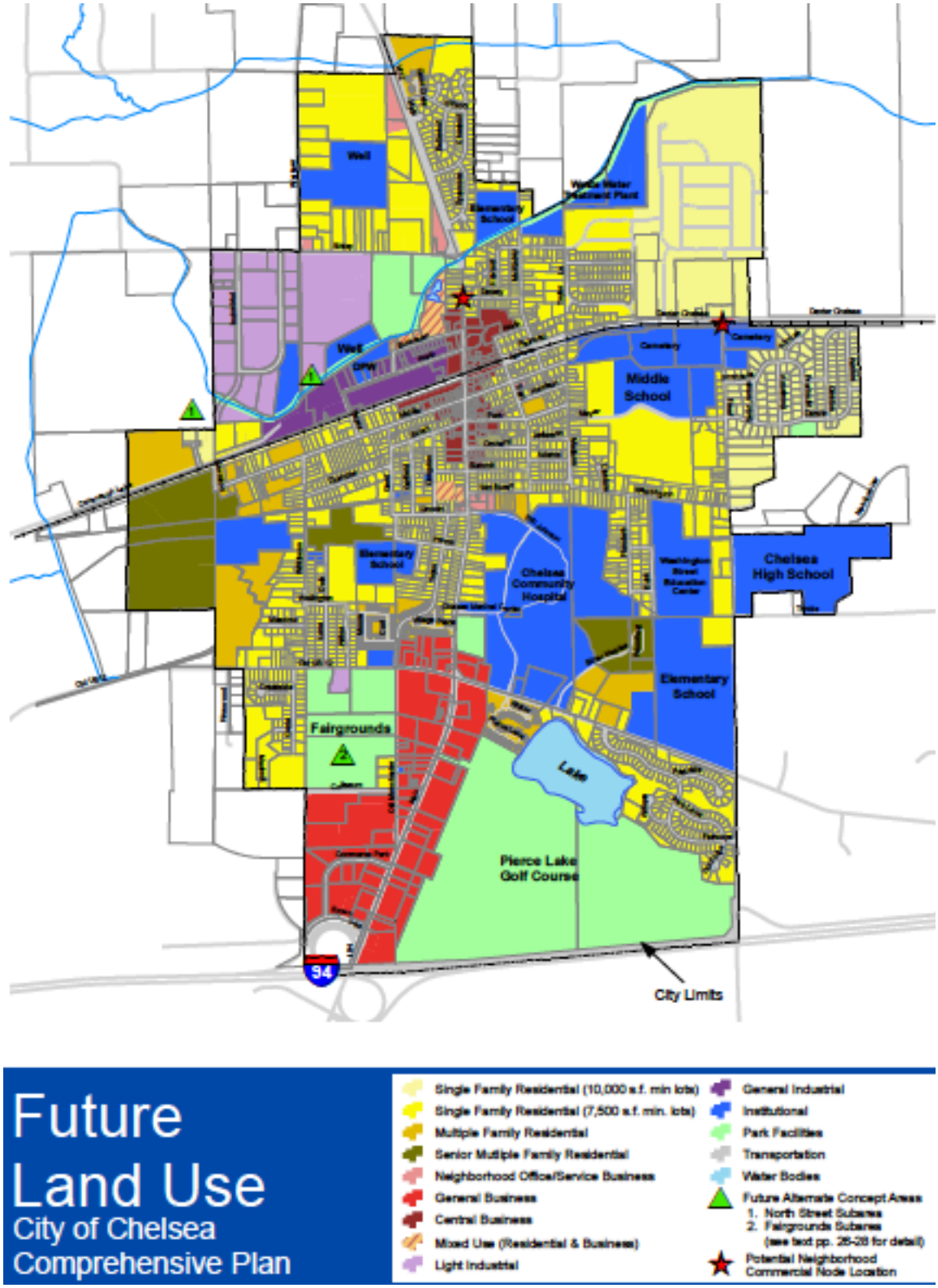
Exhibit K.4



Source: The City of Saline Master Plan, 2011.

Future Land Use Map
The City of Chelsea, Michigan - 2008

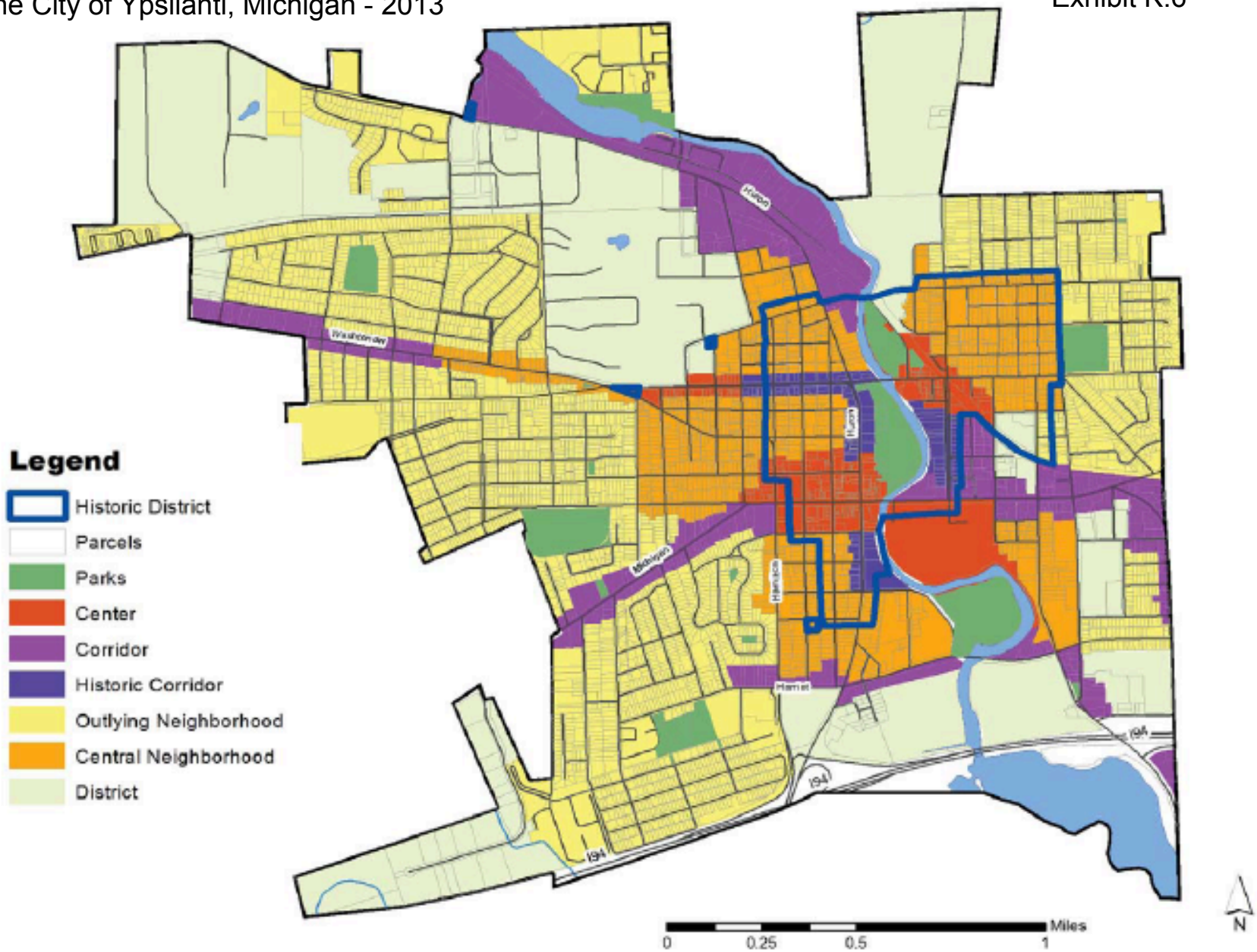
Exhibit K.5



Source: The City of Chelsea Comprehensive Plan, 2008.

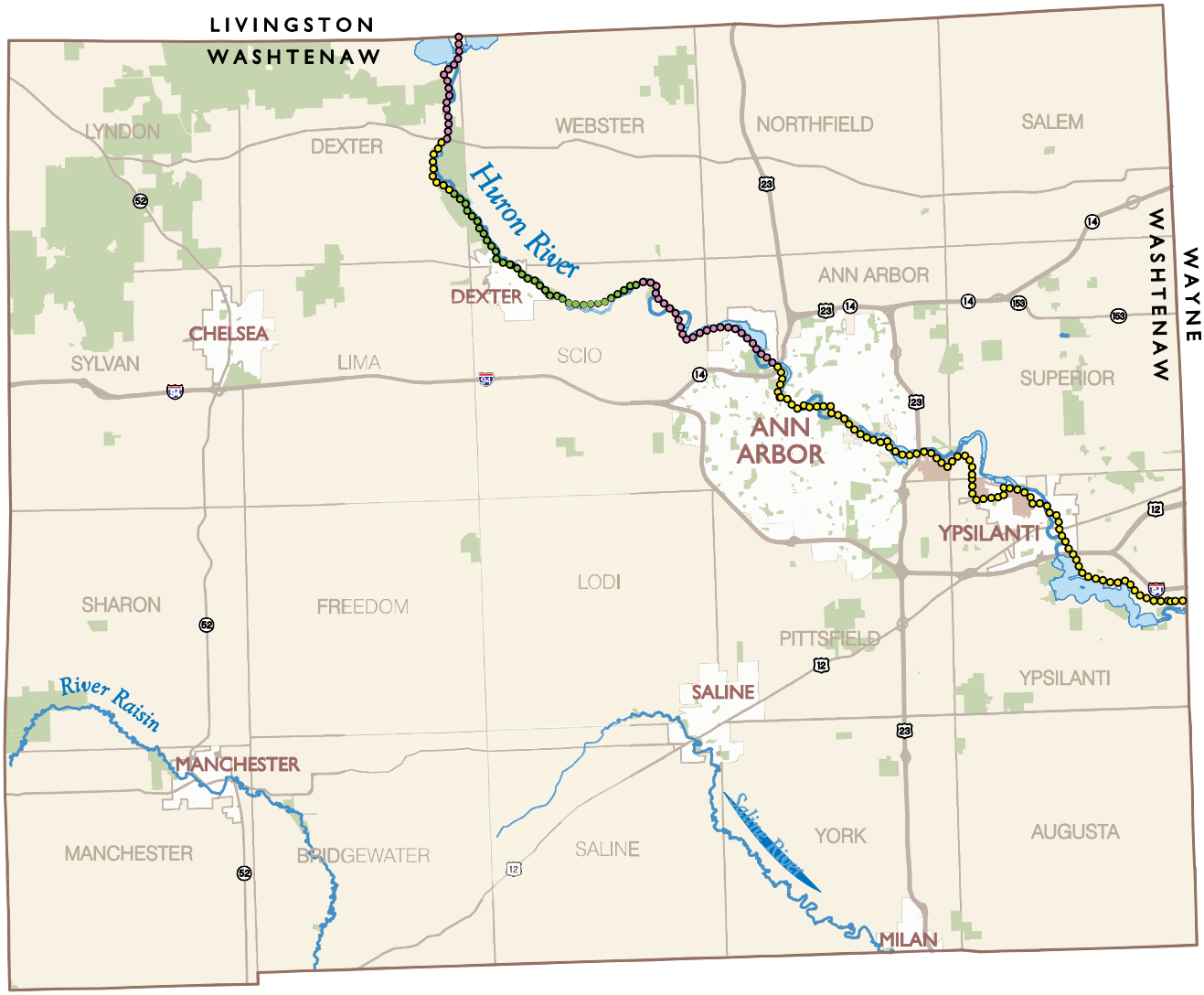
Exisiting Framework Map
The City of Ypsilanti, Michigan - 2013

Exhibit K.6



Source: Shape Ypsilanti Master Plan, Adopted 2013.

The Border-to-Border (B2B) Trail Along the Huron River Exhibit K.7
Washtenaw County, Michigan



Key Project Elements:

- completion of 35+/- mile paved shared-use path across Washtenaw County
- conservation of the Huron River corridor
- provide opportunities for transportation, recreation, river access, and links to neighboring counties
- distinctive signage system creates a unique identity for the B2B while helping users navigate the trail

Legend

Existing B2B Route
paved shared-use path, unpaved path, bike lanes, road, trail signs

Planned Trail
planning and/or design documents have been developed

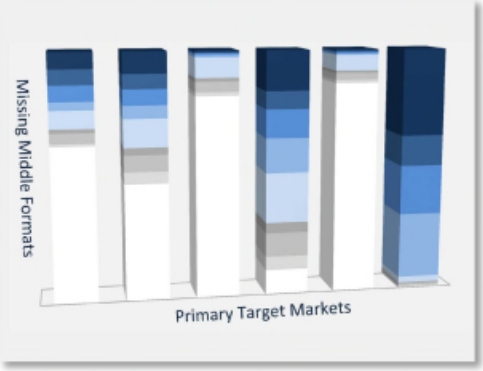
Conceptual

Map Source: Washtenaw County, 2015.

Supply-Demand Workbook
Washtenaw Co., Michigan

Placemaking

November 1, 2015



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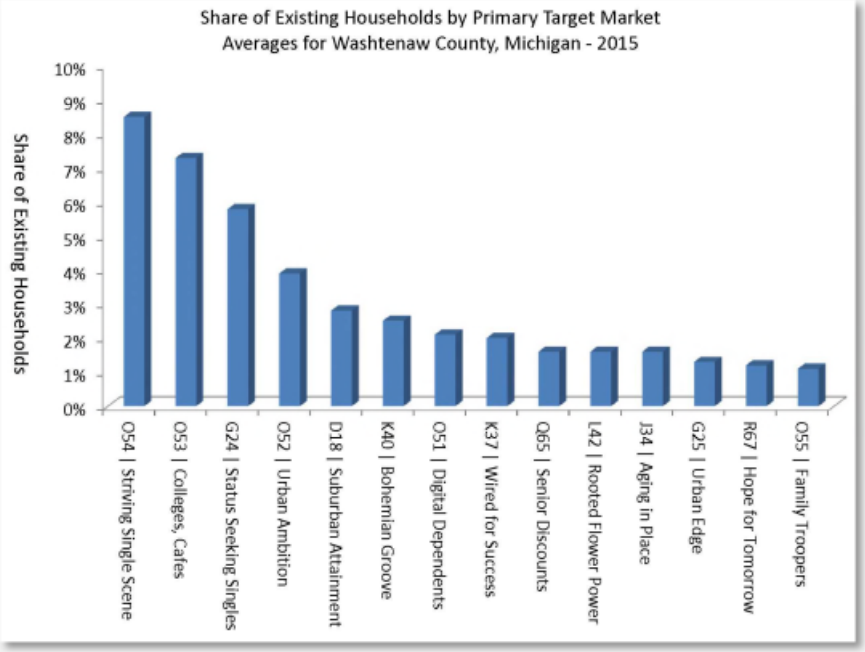

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PLACE SCORES™ - Local Placemaking Initiatives and Amenities

Exhibit L.1

(As evident through Online Search Engines)

Selected Communities Within Michigan's Counties - 2015

	Primary County	Washtenaw	Washtenaw	Washtenaw	Washtenaw	Washtenaw
	Jurisdiction Name	City of Dexter	City of Saline	City of Chelsea	City of Ann Arbor	City of Ypsilanti
2010 Population (Decennial Census)		3,873	8,744	4,875	115,204	20,191
2013 Population (ACS 2008-13 Estimate)		4,119	8,913	4,999	115,331	19,647
City/Village-Wide Planning Documents						
1	City-Wide Master Plan (not county)	1	1	1	1	1
2	Has a Zoning Ordinance Online	1	1	1	1	1
3	Considering a Form Based Code	0	1	0	1	1
4	Parks & Rec. Plan and/or Commission	1	1	1	1	1
Downtown Planning Documents						
5	Established DDA, BID, or Similar	1	1	1	1	1
6	DT Master Plan, Subarea Plan	1	1	1	1	1
7	Streetscape, Transp. Improvmt. Plan	1	1	0	1	1
8	Retail Market Study or Strategy	1	1	0	0	1
9	Residential Market Study, Strategy	1	1	1	0	1
10	Façade Improvement Program	1	1	1	1	1
Downtown Organization and Marketing						
11	Designation as a Michigan Cool City	0	1	0	1	1
12	Member of Michigan Main Street	0	1	0	0	1
13	Main Street 4-Point Approach	0	1	0	0	0
14	Facebook Page	1	1	1	1	1
Listing or Map of Merchants and Amenities						
15	City/Village Main Website	0	0	0	0	0
16	DDA, BID, or Main Street Website	0	0	1	1	1
17	Chamber or CVB Website	1	1	1	1	1
Subtotal Place Score (17 points possible)		11	15	10	12	15

The assessment is based only on internet research, and have not been field verified.

Desk-top analysis and qualitative assessment by LandUse|USA and Growing Home Design; © 2015 with all rights reserved.

If a community's amenities and resources are not listed, then the challenge is to improve marking efforts,
and ensure that the resources are available and easy to find through mainstream online search engines.

The PlaceScore term and methodology is trademarked by LandUse|USA as-of January 2014, with all rights reserved.

PLACE SCORES™ - Local Placemaking Initiatives and Amenities
(As evident through Online Search Engines)
Selected Communities Within Michigan's Counties - 2015

Exhibit L.2

	Primary County	Washtenaw	Washtenaw	Washtenaw	Washtenaw	Washtenaw
	Jurisdiction Name	City of Dexter	City of Saline	City of Chelsea	City of Ann Arbor	City of Ypsilanti
2010 Population (Decennial Census)		3,873	8,744	4,875	115,204	20,191
2013 Population (ACS 2008-13 Estimate)		4,119	8,913	4,999	115,331	19,647
Unique Downtown Amenities						
1	Cinema/Theater, Playhouse	1	1	1	1	1
2	Waterfront Access/Parks	1	1	1	1	1
3	Established Farmer's Market	1	1	1	1	1
4	Summer Music in the Park	1	1	1	1	0
5	National or Other Major Festival	1	1	0	1	1
Downtown Street and Environment						
6	Angle Storefront Parking (not parallel)	1	0	0	1	0
7	Reported Walk Score is 50+	1	1	1	1	1
8	Walk Score/1,000 Pop is 40+	0	0	0	0	0
9	Off Street Parking is Evident	1	1	1	1	1
10	2-Level Scale of Historic Buildings	1	1	1	1	1
11	Balanced Scale 2 Sides of Street	1	1	1	1	1
12	Pedestrian Crosswalks, Signaled	1	1	1	1	1
13	Two-way Traffic Flow	1	1	1	1	1
Subtotal Place Score (13 points possible)		12	11	10	12	10
Total Place Score (30 Points Possible)		23	26	20	24	25
Total Place Score per 1,000 Population		6	3	4	0	1
Reported Walk Score (avg. = 42)		51	55	53	93	87
Walk Score per 1,000 Population		12	6	11	1	4

The assessment is based only on internet research, and have not been field verified.
Desk-top analysis and qualitative assessment by LandUse|USA and Growing Home Design; © 2015 with all rights reserved.
If a community's amenities and resources are not listed, then the challenge is to improve marking efforts,
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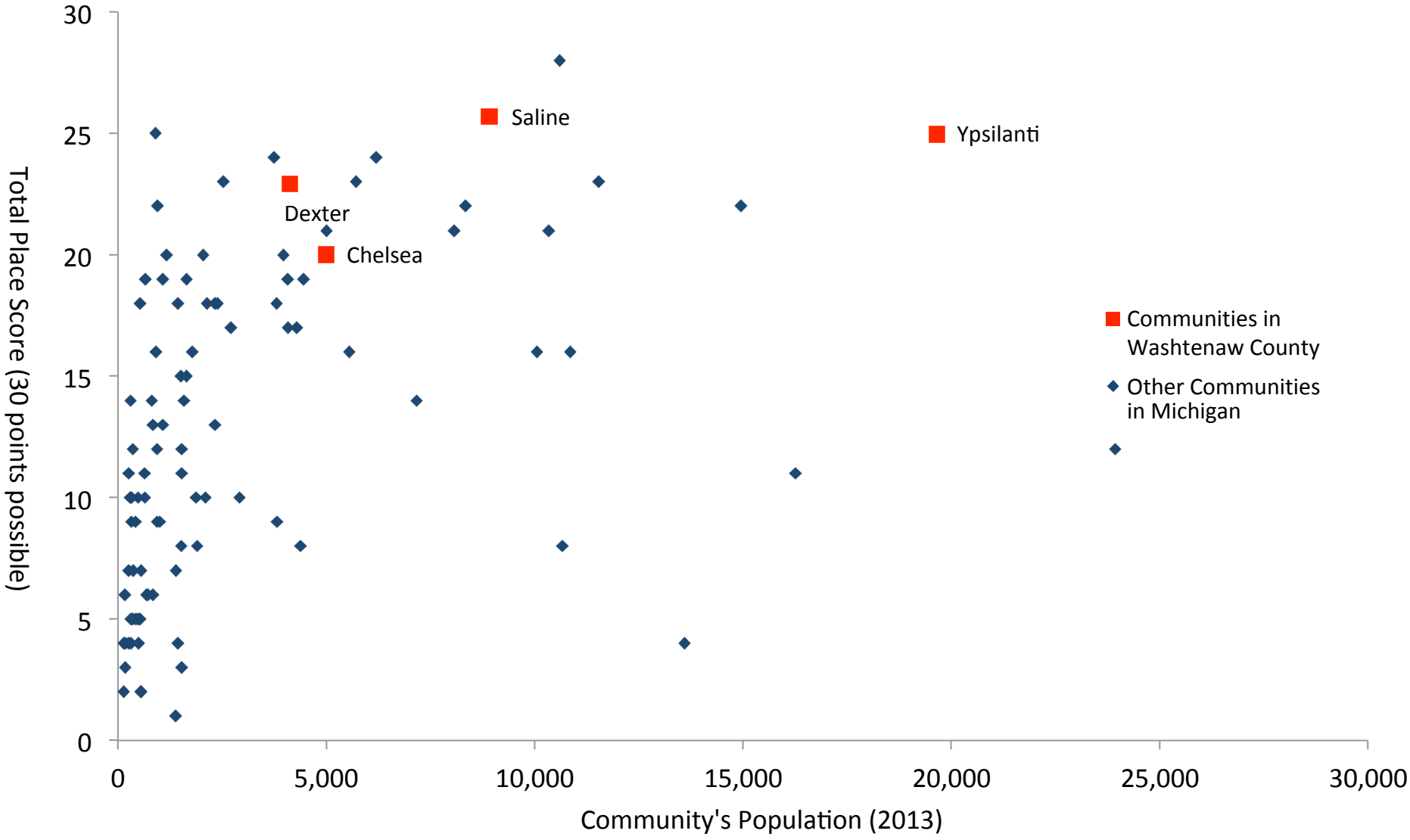
Exhibit L.3

Total Place Score™
Relative to Each Community's Respective Population
Communities in Washtenaw County v. Others in Michigan



Source: Based on a subjective analysis of 30 Placemaking criteria, using internet research only. 2015 Place scores have not been field-verified. Analysis by Growing Home Design in collaboration with LandUse|USA, 2015. Population is ACS 5-year estimates for 2008-13.
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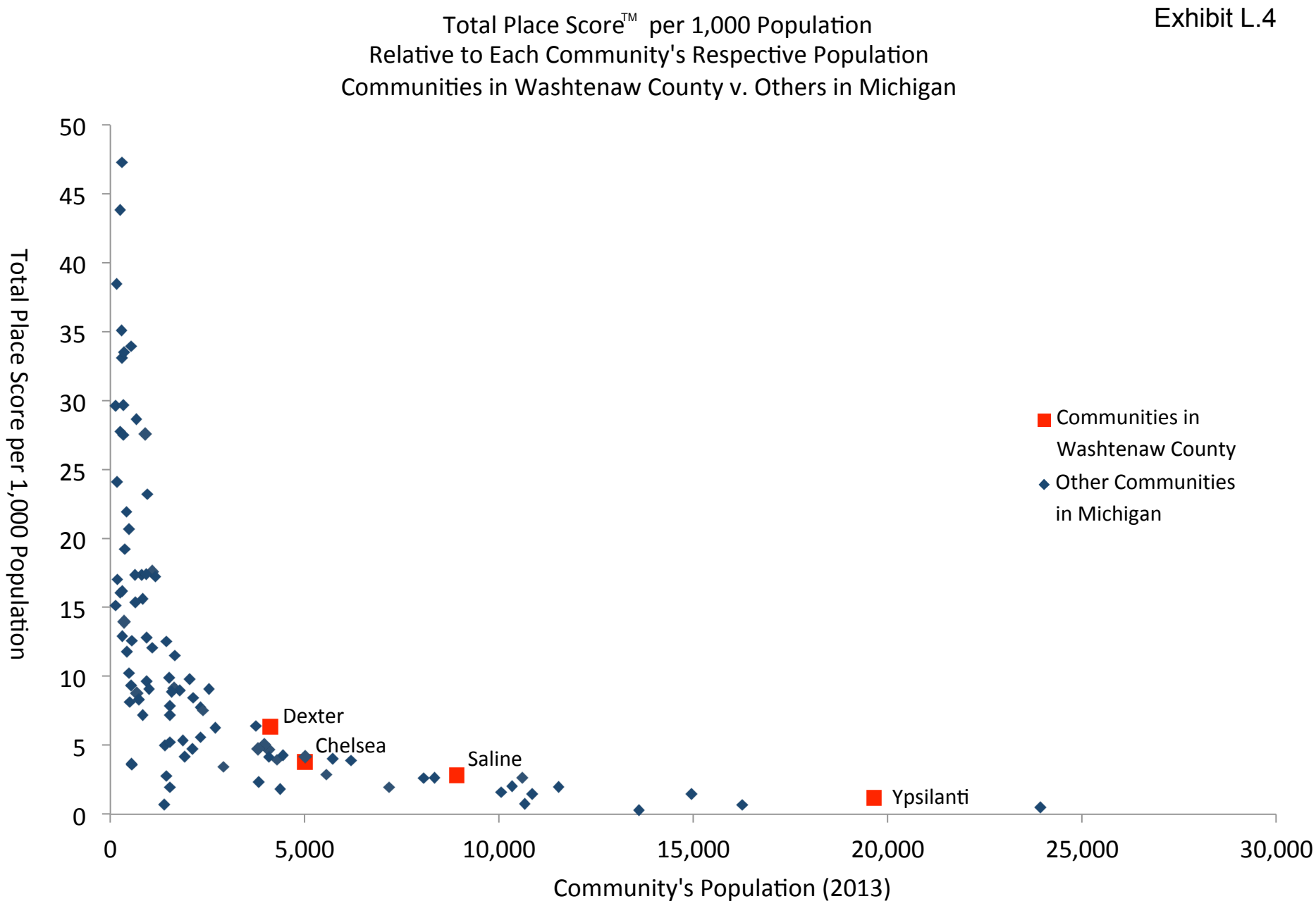
Exhibit L.4



Source: Based on a subjective analysis of 30 Placemaking criteria, using internet research only. 2015 Place scores have not been field-verified. Analysis by Growing Home Design in collaboration with LandUse|USA, 2015. Population is ACS 5-year estimates for 2008-13.

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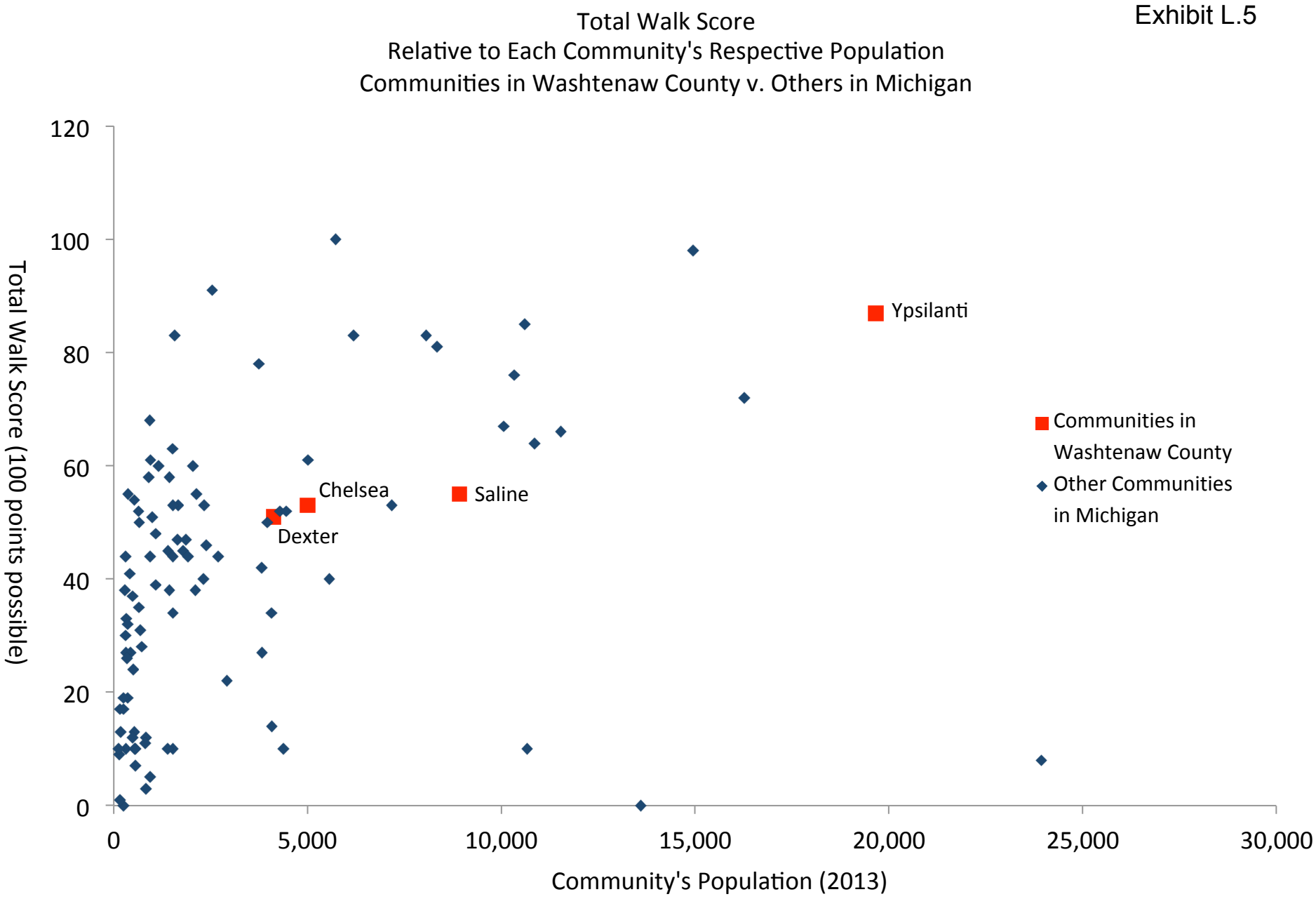
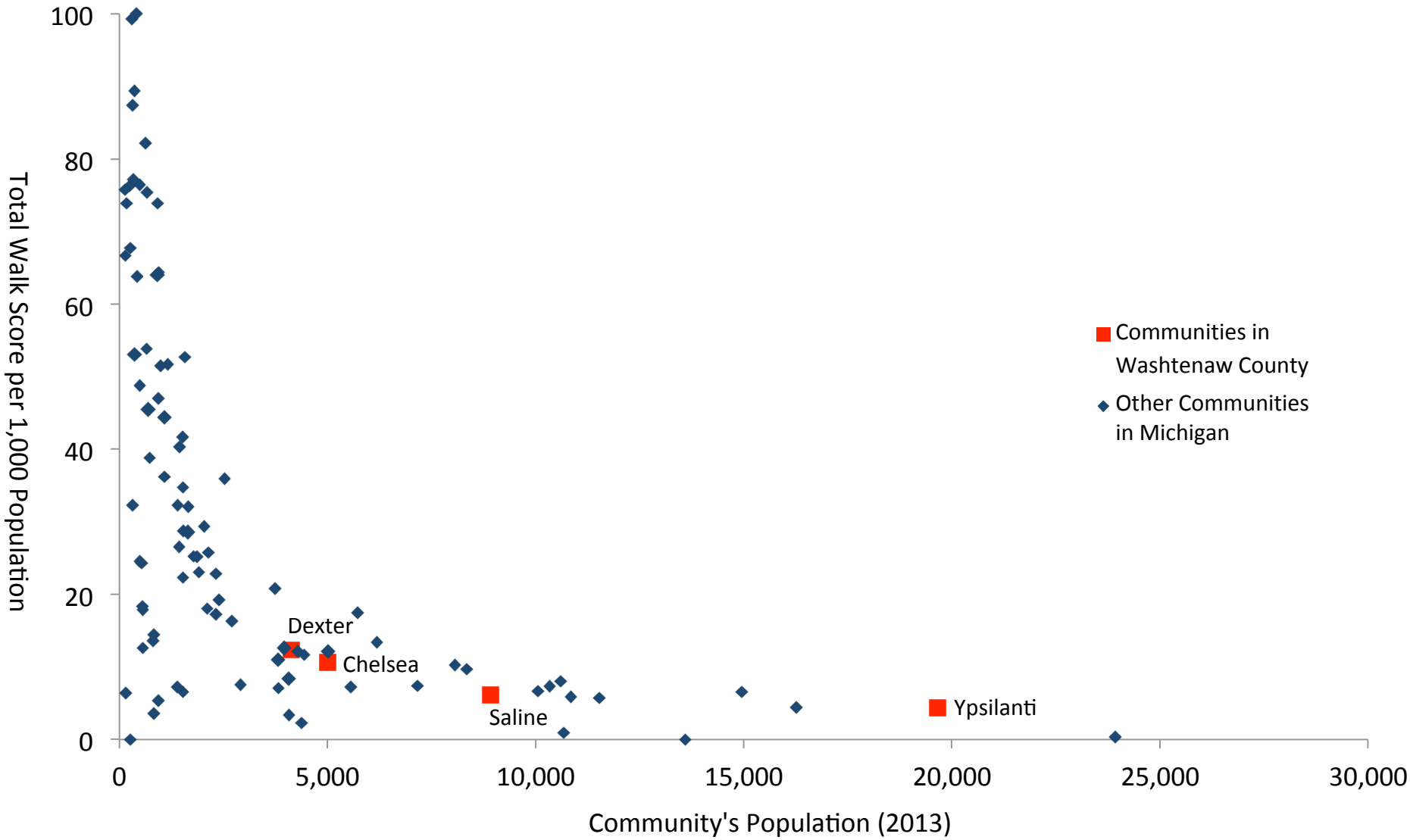
Exhibit L.5



Source: Based on a subjective analysis of 30 Placemaking criteria, using internet research only. 2015 Place scores have not been field-verified. Analysis by Growing Home Design in collaboration with LandUse|USA, 2015. Population is ACS 5-year estimates for 2008-13.

Exhibit L.6

Total Walk Score per 1,000 Population
Relative to Each Community's Respective Population
Communities in Washtenaw County v. Others in Michigan



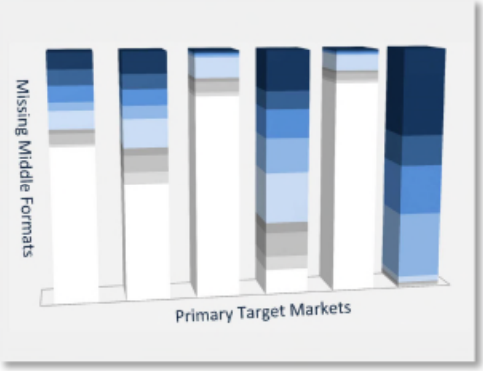
Source: Based on a subjective analysis of 30 Placemaking criteria, using internet research only. 2015 Place scores have not been field-verified. Analysis by Growing Home Design in collaboration with LandUse|USA, 2015. Population is ACS 5-year estimates for 2008-13.

Supply-Demand Workbook

Washtenaw Co., Michigan

Renter Choices

November 1, 2015



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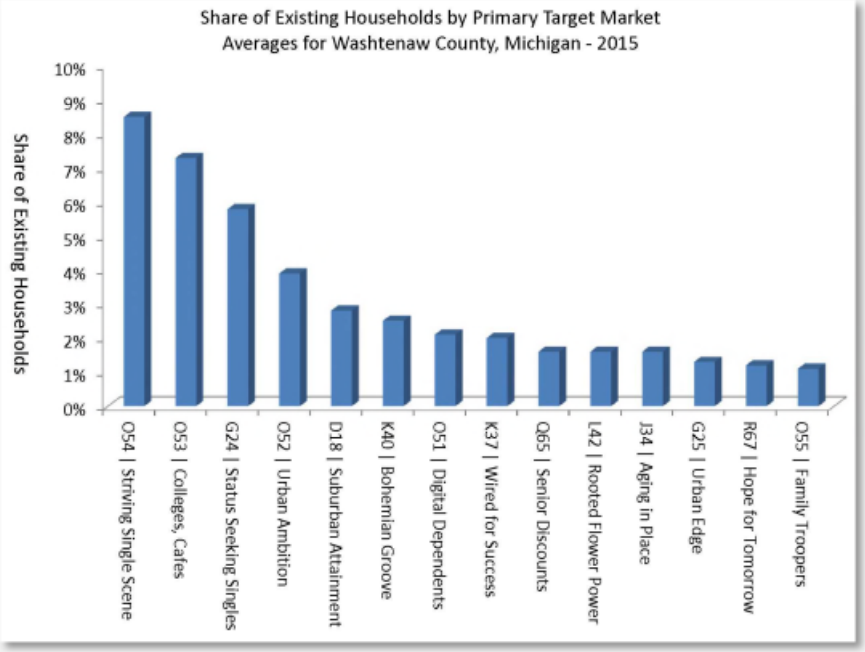

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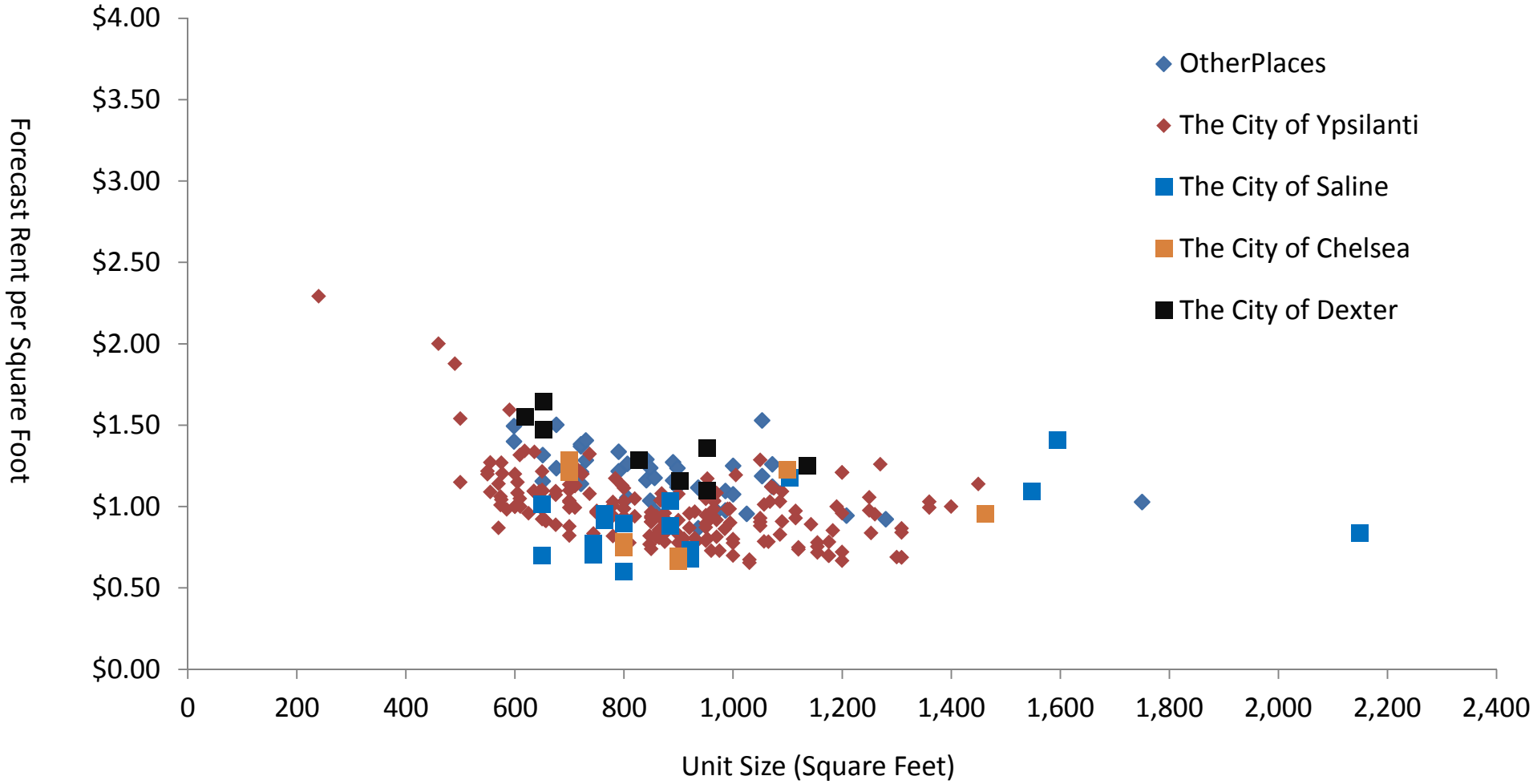
Exhibit M.1

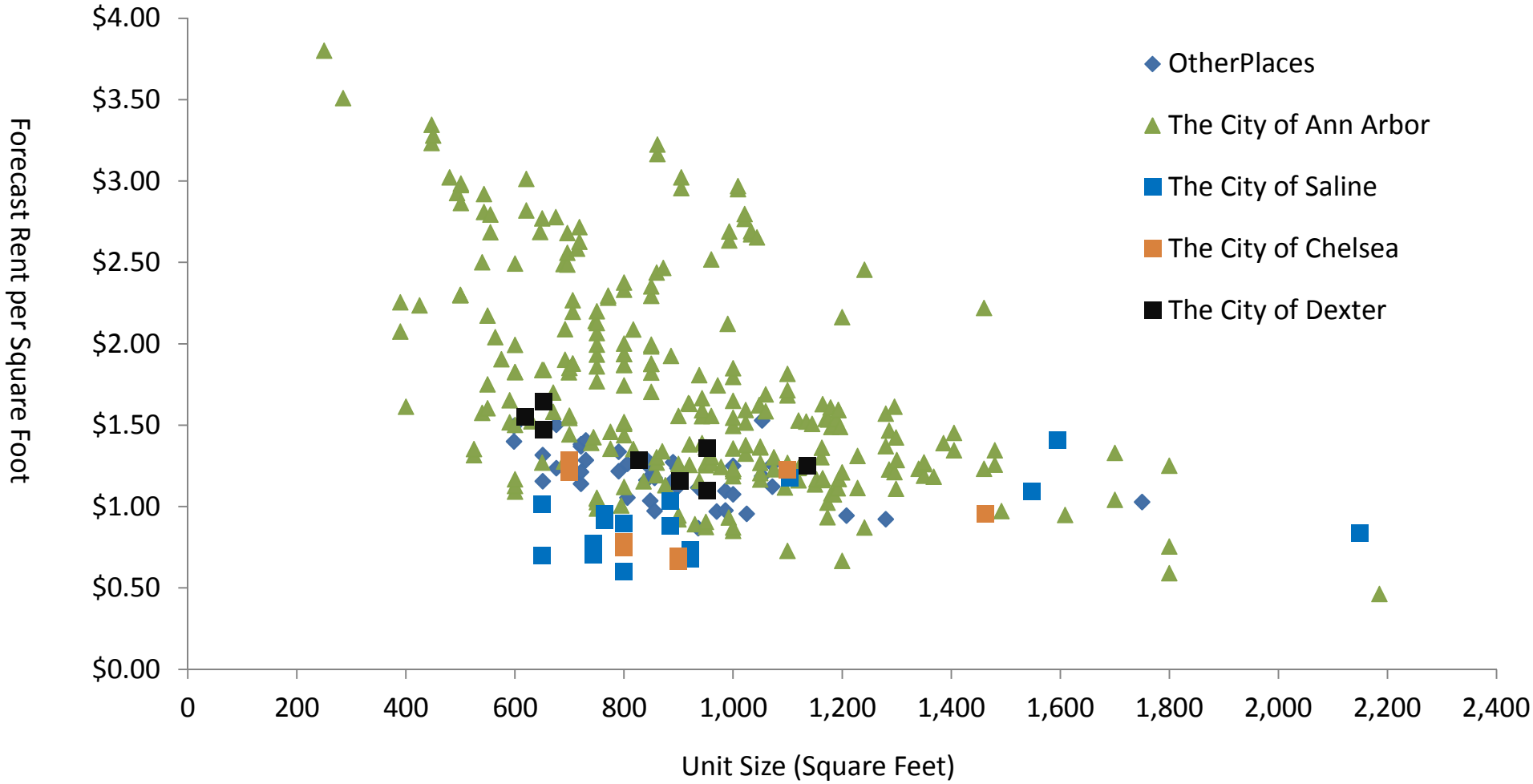
Forecast Cash Rents per Square Foot v. Unit Size
Attached Renter-Occupied Units Only
Selected Communities in Washtenaw County, Michigan - 2015



Data collectiona and analysis based on field work and field observations by LandUse|USA and Growing Home Design; 2015.

Exhibit M.2

Forecast Cash Rents per Square Foot v. Unit Size
Attached Renter-Occupied Units Only
Selected Communities in Washtenaw County, Michigan - 2015



Data collectiona and analysis based on field work and field observations by LandUse|USA and Growing Home Design; 2015.

Exhibit M.3

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Dexter, Michigan - 2015

Count	Name and Address	Units in Building	Bed-Rooms	Bath-Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
1	Cottonwood Condos 7717 Cottonwood Lane	--	2	2	1,370	$1,600
2	Walkabout Creek 2230 Melbourne Ave (converting from Sec. 8 to 100% market rate)	--	1 2 2 3	1 1.5 2 2	620 - 650 900 - 950 825 1,140	$960-$1,075 $1,040-$1,300 $1,065 $1,425
3	Dexter Flats Apartments 7676 Hudson Court	--	--	--	--	$825-$1,100 none avail.
4	2913 Baker Avenue 6-Plex	--	--	--	--	none available
5	Huron Village 8043 Huron Street Apts.	--	--	--	--	--
6	7994 Grand Apartments	--	--	--	--	--
7	Cedars of Dexter Island Lake Rd & Katherine Way Retirement Community Continuum of Care	--	--	--	--	--
8	Alpine Apartments 3242 Broad and 5th Street	--	--	--	--	--

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Saline, Michigan - 2015

Count	Name and Address	Units in Building	Bed-Rooms	Bath-Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
1	Burwyck Park Condos	--	2	2.5	2,149	$1,800
	174-175 Burwyck Park Dr		3	2.5	1,595	$2,250
2	Echo Court Apartments	--	3	2	1,548	$1,700
	543 Echo Court					
3	The Austin Commons	--	2	2	1,104	$1,300
	212 Commons Court					
4	Six Trails Apartments	294	1	1	765	$700-$730
	801 Valley Circle Drive		2	1	885	$780-$920
5	Clark Lane Apartments	120	1	1	744	$525-$575
	266-274 Clark St		2	1	922	$625-$675
6	Maple Heights Apts.	48	1	1	650	$455-$660
	260 N Maple Road		2	1	800	$480 - $720
7	Mill Pond Manor Asst. Living		--	--	--	Affordable
	460 W Russell St					Low Income
8	Grossman Law Building at	6-7	--	--	--	--
	108 S. Ann Arbor St & Henry					
	Downtown Saline					
9	Merchant Square Plaza	12-15	--	--	--	--
	Pentad Bld., Downtown					
	109-141 E. Michigan Ave					
10	100 S Ann Arbor Street	2	--	--	--	--
	Above Bennito's Pizza					
	Downtown Saline					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit M.5

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Chelsea Michigan - 2015

Count	Name and Address	Units in Building	Bed-Rooms	Bath-Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
1	Clocktower Place Upscale condos (upper levels) Downtown Chelsea	--	--	--	--	$2,000
2	Former Police Station 104 Middle St. (upper levels) Downtown Chelsea	4	--	--	--	$2,000
3	Wellington Flintoff Building Downtown Chelsea (upper level)	1	--	--	--	$2,000
4	1241 Meadow Condos Chelsea, MI 48118	--	2	2	1,450	$1,400
5	115 1/2 S Main St Chelsea, MI 48118	3	2	2	1,100	$1,350
6	Bushnell Apartments 657 Middle Ct Chelsea, MI 48118	30	2	1	700	$850 - $900
7	216 Harrison Street Chelsea, MI 48118	32	2	1	--	$795
8	Village Apartments 250 Wilkinson Street Chelsea, MI 48118	--	2	1	800 - 900	$600 - $625

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Chelsea Michigan - 2015

Count	Name and Address	Units in Building	Bed-Rooms	Bath-Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
9	Seitz Old Time Tavern Flowers and Gifts Downtown Chelsea	4	--	--	--	--
10	Chelsea Retirement Community Duplexes Cleveland & Middle Sts.	--	--	--	--	not comparable
11	Schoolhouse Aptmts. 215 Park and East	--	--	--	--	--
12	Hillcrest Apartments Planned	--	--	--	--	tbd
13	Sharon Anne Manor	--	--	--	--	--
14	Warren Apartments 705 W. Middle Street	--	--	--	--	none available
15	Van Buren Apartments East and 8th Streets	--	--	--	--	income limited
16	Silver Maple Indep. Living 100 Silver Maples Dr	--	1 2	1 2	550 1,315	not comparable

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
1	Enclave of Cloverlane	--	3	2.5	1,450	$1,650
	3904 Cloverlane Drive					
2	201 N Huron St	--	3	2	1,270	$1,600
	Ypsilanti, MI 48197					
3	Hamptons Of Cloverlane	440	2	2	1,055	$1,250-$1,610
	4685 Hunt Club Drive		2	2	1,072	$1,205-$1,350
	Pittsfield Township, MI 48197		2	2	1,000	$1,075-$1,250
			1	1	890	$1,035-$1,135
			2	1	900	$1,005-$1,110
			1	1	840	$980-$1,090
			1	1	790	$970-$1,060
			1	1	730	$940-$1,030
			2	1	850	$880-$1,050
			1	1	675	$840-$1,015
4	Lake Shore Apts.	--	3	2	1,360	$1,350-$1,400
	2500 Lake Shore Blvd		3	2	1,250	$1,220-$1,320
	Ypsilanti, MI 48198		2	2	1,115	$1,035-$1,085
			1	1	965-970	$950-$1,050
			2	2	1,086	$900-$1,120
			2	2	1,060	$830-$1,070
			1	1	820	$770-$860
			1	1	800	$750-$890
			1	1	700-710	$695-$805
			0	1	555	$605-$705
5	6379 Conifer Dr	--	2	2	1,200	$1,450
	Ypsilanti, MI 48197					
6	Rosewood Village Condos	--	2	2	1,200	$1,450
	6379 Conifer Dr					
	Ypsilanti, MI 48197					
7	Arcade Street Condos	--	3	2	1,400	$1,400
	217 Arcade Street					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
8	6379 Conifer Dr	--	2	2	1,200	$1,450
	Ypsilanti, MI 48197					
9	Rosewood Village Condos	--	2	2	1,200	$1,450
	6379 Conifer Dr					
	Ypsilanti, MI 48197					
10	Arcade Street Condos	--	3	2	1,400	$1,400
	217 Arcade Street					
11	Summit Street Townhouse	6	3	1	1,050	$1,350
	238 Summit Street					
12	Eagles Circle Apartments	--	3	3	1,070	$1,200
	2504 Eagles Circle					
13	College Heights Condos	--	2	1	1,005	$1,200
	1632-1742 Washtenaw Rd		1	1.5	1,000	$800
14	Washtenaw Rd. Condos	--	3	1.5	1,260	$1,200
	1614 Washtenaw Rd					
15	University Green Apts.	--	3	1.5	1,075	$1,195
	and Townhomes (UGA)		3	1	965	$995
	799 Green Road		2	1	870	$799
	Ypsilanti, MI 48198		1	1	700	$725
			2	1	860-865	$699
			2	1.5	1,000	$699
			1	1	575-675	$599
16	Golfside Lake Apts	--	2	1-1.5	960-1,090	$900-$1,190
	2345 Woodridge Way		1	1	650-700	$790-$850
			0	1	500	$770
17	Schooner Cover Apts.	--	3	2	1,190	$1,190
	5050 Schooner Cove Blvd.		2	1-2	950-1,050	$750-$950
			1	1	750-850	$720-$790
			0	1	600	$600-$720

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit M.9

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
18	The Pines Of Cloverlane	--	2	1	855	$835-$1,010
	4907 Cloverlane Drive		1	1	720	$825-$1,000
	Pittsfield Twp., MI 48197		2	1	935	$815-$1,045
			2	1	985	$965-$1,085
			1	1	805	$850-$1,020
			1	1	600	$840-$895
			0	1	575	$800-$900
			1	1	650	$755-$860
19	River Rain Apartments	120	3	2	1,200	$1,150
	1130 N. Huron River Dr.		2	2	1,200	$800-$865
20	Huron Heights & Ridge	--	3	2	1,309	$900-$1,135
	669 Woburn Dr					
21	Hamilton Crossing	--	3	1.5	955	$765-$1,120
	596 South Hamilton St		2	1	610-780	$640-$805
	Ypsilanti, MI 48197					
22	Huron Ridge Apartments	262	3	2	1,309	$900-$1,100
	1490 Concord Drive					
23	Arbor Knoll	--	2	2	1,090-1,255	$990-$1,050
	5825 Plum Hollow Dr		1	1	870-995	$940-$980
	Ypsilanti, MI 48197		1	1	780-800	$900-$920
			1	1	710-725	$870-$880
			1	1	620-700	$830-$850
24	Touchdown Court	--	2	2	1,068	$1,100
	2292 Touchdown Court					
25	509 W Forest Ave	--	2	1	950	$995
	Ypsilanti, MI 48197		2	1	867	$900
26	Eagles Nest Apartments	31	2	1	1,050	$925-$975
	326-334 Jarvis		2	1	960	$900
			1	1	960	$700

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
27	324 W Forest Ave	--	2	1	737	$975
	Ypsilanti, MI 48197		1	1	737	$795
28	712-913 Washtenaw Rd	--	2	2	590	$940
	Ypsilanti, MI 48197		2	1	460-490	$920
			1	1		$695
29	Clark Road Apartments	84	2	2	960	$895-$930
	2973 Clark Road					
30	Oak Ridge Apartments	--	3	2	1,176	$920
	1326 Holmes Street		2	2	1,176	$820
31	Bayview Apartments	--	2	1	930	$900
	9663 Bayview					
32	River Drive Apartments	--	2	1	875-995	$840-$900
	1420 Gregory St		1	1	575-675	$700-$740
33	Arbor Circle	--	2	1	1,155	$870-$900
	2277 South Grove Rd		1	1	900	$745
34	Perrin Street Apartments	23	1	1	703	$895
	119 Perrin Street					
35	Covington Apartments	86	3	1.5	1,300	$895
	1926 Washtenaw Ave		2	1.5	1,000	$775
	Ypsilanti, MI 48197		1	1	500	$575
36	The Villas Apt. Homes	--	2	1-2	860-970	$810-$890
	2911 Bynan		1	1	575-800	$730-790
37	Huron View Apartments	168	3	1.5	1,120	$840-$860
	855 Green Road		2	1.5	1,030	$675-$700
	Ypsilanti, MI 48198		2	1.5	850	$650
38	The Meadows Apartments	--	1	2	--	$860
	1714 Meadow Woods		1	1	--	$670

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
39	Arbor Circle	--	2	2	950-990	$850-$975
	2830-3076 Roundtree Blvd.		1	1	850	$770-$820
	Ypsilanti, MI 48197		2	1.5	880	$750
40	Ballard Street Condos	--	2	1	985	$850
	207 Ballard Street					
41	Aspen Chase Apartments	--	2	1	700-800	$760-$840
	2960 International Drive		1	1	550	$660-$670
	Ypsilanti, MI 48197		1	1	650	$710
42	Golfview Manor	--	2	1	900	$825
	2811 Golfside Drive		1	1	750	$725
43	Eastern Lofts	47	2	1.5	1,175	$820
	1266 Leforge Road					
44	Village Grove Apartments	--	3	1	1,065	$835
	1428 Village Ln		2	1	655-975	$600-$710
	Ypsilanti, MI 48198		1	1	585-700	$575
45	Brookwood Apartments	--	2	1	950	$829
	8990 Brookwood Ave		1	1	750	$729
46	404 W Forest Ave	--	2	1	710	$800
	Ypsilanti, MI 48197		1	1	635	$695
47	Country Meadows Apts.	267	2	1	800	$825
	212 Stevens Drive		2	1	780	$735-$785
	Ypsilanti, MI 48197		1	1	605	$655-$695
			1	1	650	$715
48	Maplewood Apartments	178	2	1-1.5	875	$685-$810
	1450 Chestnut Drive					
49	Park Hill Apartments		2	2	980	$750
	932 Washtenaw Ave					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit M.12

Existing Choices Among Renter-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Cash Rent (Range)
50	Camelot Apartments	--	2	1	910	$730
	2982 Washtenaw Ave		1	1	810	$630
	Ypsilanti, MI 48197					
51	760 Jenness Street	35	1	1	750	$725
52	Red Lion Apartments	--	2	1	930	$720-$750
	159 South Grove		1	1	847	$650-$695
	Ypsilanti, MI 48198		1	1	610-745	$610-$620
53	The Ranches of Rosebrook	302	2	1	650	$600-$650
	204 S. Harris					
54	Towne Centre Place	--	1	1	570	$495-$650
	401 W. Michigan Ave					Not
	Senior Apartments					Comparable
55	Holmes Road Flats	--	2	1	700	$615
	1236 Holmes Road					
56	Peninsular Place	--	2	2	930	per person
	N. Green Road		3	3	1,200	not
	planned student hsg.		4	4	1,350	comparable
57	Oakwood Park Apts.	--	1	1	574	$580-$610
	1712 Timberidge		2	1	864	$700-$730
	Ypsilanti, MI 48198		2	2	864	$710-$740
58	121 N Normal Street	4	1	1	240	$550
	Ypsilanti, MI 48197					
59	Mansion Apartments	6	--	--	--	No Units
	N. Grove & High Streets					Available
60	Riverwalk Commons	80	--	--	--	80% of Units
	Water Street Trail (planned)					at Market Rate
61	Cross St Village Sr. Living	--	--	--	--	Not
	210 W. Cross Street					Comparable
	(former Ypsilanti School)					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit M.13

Market Parameters - Contract and Gross Rents
Selected Communities in Washtenaw County - 2013

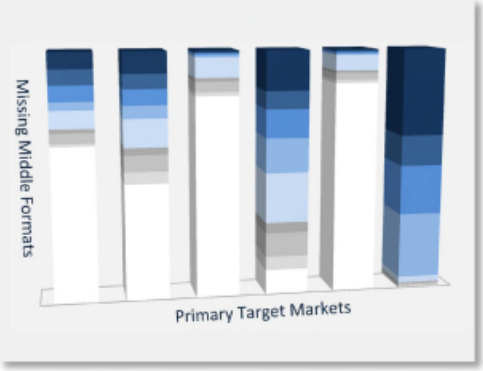
	Name	Median Gross Rent as a Share of Income	Median Gross Rent	Median Contract Rent	Utilities and Fees	Fees as a Share of Gross Income
1	Washtenaw County	32.9%	$910	$800	$110	12.1%
2	The City of Dexter	31.5%	$998	$873	$125	12.5%
3	The City of Saline	34.3%	$792	$687	$105	13.3%
4	The City of Chelsea	36.1%	$1,002	$902	$100	10.0%
5	The City of Ann Arbor	32.6%	$1,008	$927	$81	8.0%
6	The City of Ypsilanti	37.0%	$720	$631	$89	12.4%

Source: US Census and American Community Survey 5-year estimates (2009 - 2013); analysis and exhibit prepared by Growing Home Design and LandUse|USA; 2015. Contract rents typically align with advertised rents and may not include utilities, deposits, and fees for pets, cleaning, security, parking, storage units, meals, on-call nurse services, meals, party rooms, fitness centers, and other memberships.

Supply-Demand Workbook
Washtenaw Co., Michigan

Owner Choices

November 1, 2015



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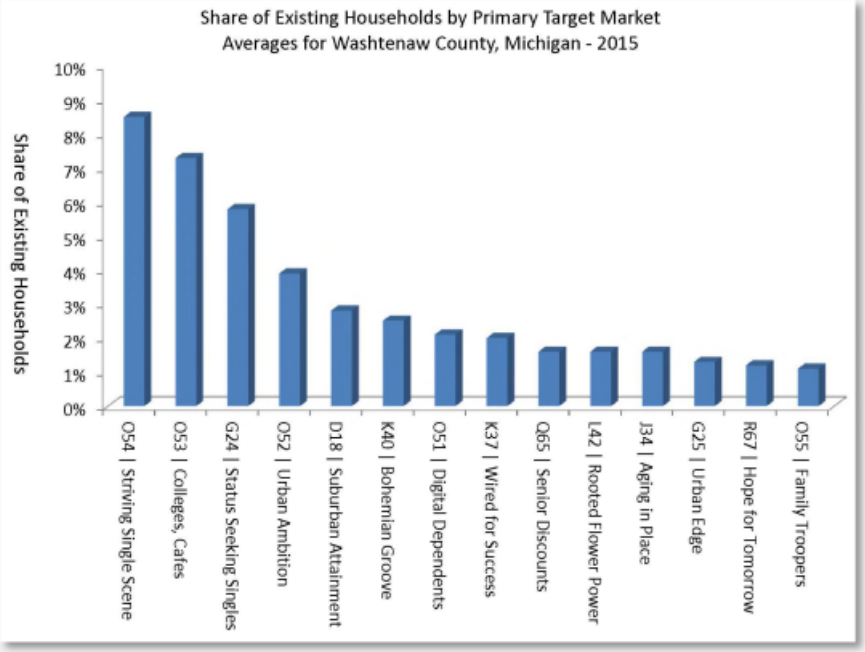


Prepared for
4 Partner Communities:
The City of Dexter
The City of Saline
The City of Chelsea
The City of Ypsilanti

Investing in People. Investing in Places.
MSHDA
MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY

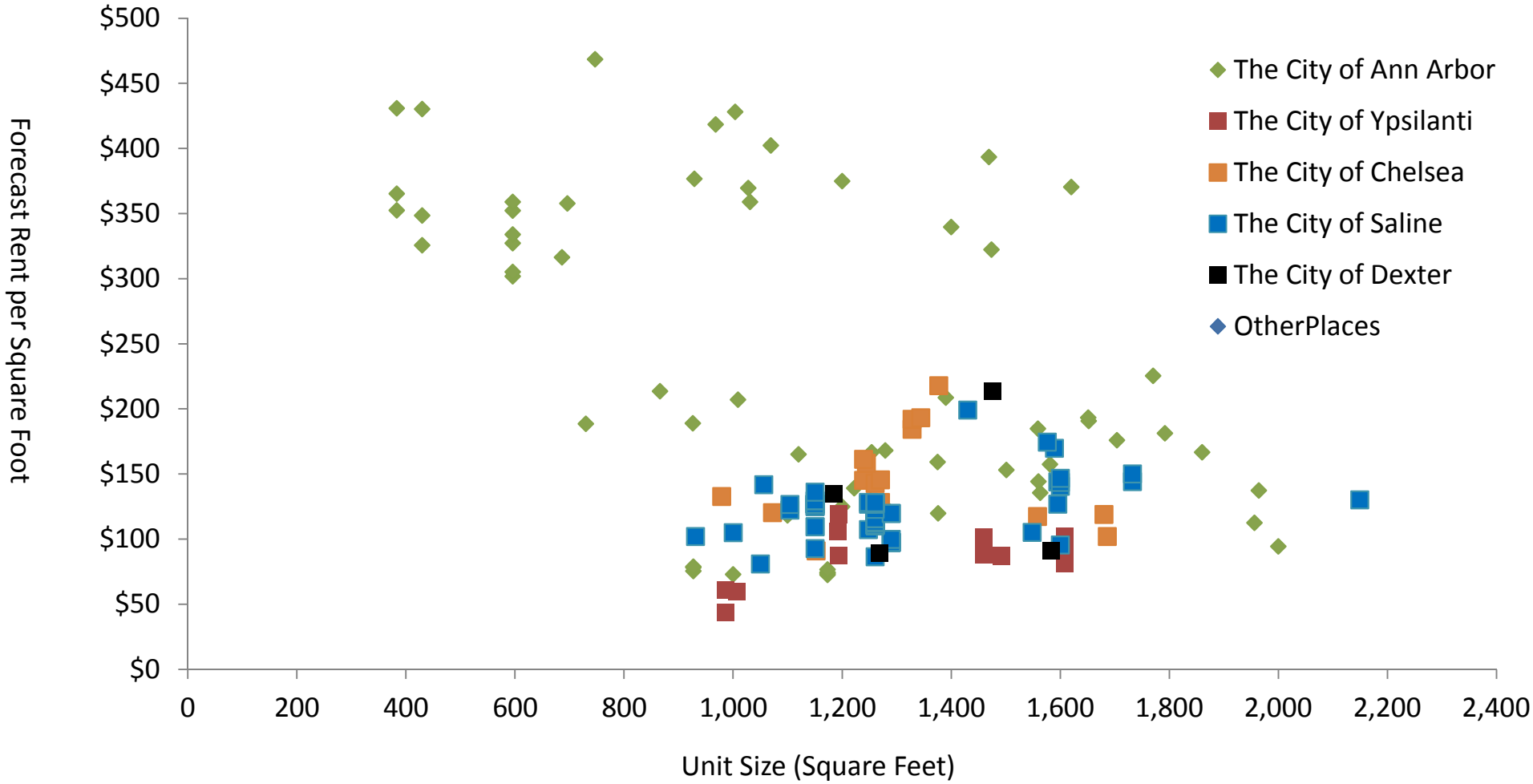
Prepared By:

LandUse|USA

Growing home design

Exhibit N.1

Forecast Home Values per Square Foot v. Unit Size
Attached Owner-Occupied Units Only
Selected Communities in Washtenaw County, Michigan - 2015



Data collectiona and analysis based on field work and field observations by LandUse|USA and Growing Home Design; 2015.

Exhibit N.2

Existing Choices Among Owner-Occupied, Attached Housing Units
The City of Dexter, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Price
1	Eaton Court Condos	--	--	--	--	$280-$290,000
	Huron View Court					
	at Meadowview					
2	Victoria Condominiums (u/c)					
	at Dexter Crossings	42	--	--	--	$240,000
	291 Victoria Drive	--	2	2	1,185	$160,000
3	Huron Farms Homes					
	3426 Huron View Court	--	3	3	1,475	$250-$315,000
	7234 Eaton Court		3	3	3,600	$330,000
4	Cottonwood Condos	--	--	--	--	$180-$190,000
	7748 Cottonwood Lane	--	1	3	1,268	$113,000
	7649 Cottonwood Lane	--	2	2	1,584	$144,000
5	Huron Commons Condos	--	--	--	--	$140-$150,000
6	Huron View Court Condos	--	--	--	--	--
	7650 2nd Street					
7	Mill Creek Terrace Condos	--	--	--	tbd	tbd
	Dexter, MI					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit N.3

Existing Choices Among Owner-Occupied, Attached Housing Units
The City of Saline, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Price
1	Woodcreek Condos		2	2	1,430	$285,000
	659-722 Woodcreek Cir		3	3.5	1,600	$225,000
2	Burwyck Park Condos	--	2	2	2,149	$280,000
	122, 142, 170 Burwyck Park Drive		3	2.5	1,600	$200-$235,000
3	Wildwood Commons		2	3	1,590	$270,000
	482 Cottonwood Ln, Sycamore Cir.		3	3	1,580	$275,000
4	Wexford Commons Condos	20	3	2.5	1,730	$250-$260,000
	211 - 251 Old Creek Dr					
5	Mill Pond Park Condos					
	678 Woodcreek Circle		3	4	1,600	$230,000
	635 Woodcreek Court		2	2.5	1,600	$153,000
6	Echo Court Condos	17	3	2	1,550	$163,000
	511-618 Echo Ct		2	2	1,290	$158,000
7	Park Place Condos		2	2	1,248	$130-$160,000
	525 Park Place and Clark					
8	Austin Commons II		2	2.5	1,260	$160,000
	402-403 Riversedge Dr		2	3	1,260	$105-$160,000
	2802 Rivers Edge Dr		2-3	2	1,150	$105-$155,000
	Saline, MI 48176		2	2	1,290	$125,000
9	Austin Commons		2	2	1,055	$150,000
	140-163 Commons Cir		2	1.5	1,100	$135-$140,000
10	Rolling Meadows Condos		3	1	1,000	$105,000
	601-608 Lambkins Road					
11	Sheffield Square Condos		2	1	930	$95,000
	103 Sheffield Square					
12	Maple Village Condos		3	2	1,050	$85,000
	263 Maple Road and Clark					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit N.4

Existing Choices Among Owner-Occupied, Attached Housing Units
The City of Chelsea, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Price
1	Bridgetown Condominiums		3	3	1,370	$300,000
	809 - 917 Moore Dr. Condos		3	2.5	1,680	$200,000
	Chelsea, MI 48118		3	2.5	1,260	$180,000
2	Pierce Lake Village		2	3	1,345	$260,000
	211 Pierce Lake Dr		2	3	1,330	$255,000
	Chelsea, MI 48118		2	2	1,330	$245,000
3	Bristol Drive Condos		2	2	1,240	$175-$200,000
	612 Bristol Dr and Duncan Dr					
4	Village Place Condos		2	2	1,245	$195,000
	206 Eisenhower Dr		3	2.5	1,560	$180,000
5	Quiet Creek Circle Condos		2	2	1,270	$185,000
	103 Quiet Creek Circle		2	2	1,270	$160,000
6	Fieldstone Village		2	2	1,690	$170,000
	570 Fieldstone Cir N		2	1	980	$130,000
	Chelsea, MI 48118		2	1	1,070	$125,000
7	Condominiums (10 units)		2	2	1,152	$105,000
	692-710+ Middle Street					
8	Silver Maple Retirement Comm.		1	2	1,700	not
	Indep. Living Villas (duplex)		2	2	2,100	comparable
	100 Silver Maples Dr					

Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Exhibit N.5

Existing Choices Among Owner-Occupied, Attached Housing Units
The City of Ypsilanti, Michigan - 2015

Count	Name and Address	Units in Building	Bed Rooms	Bath Rooms	Estimated Square Feet	Forecast Price
1	Rosewood Village	--	2	2	1,610	$130-$165,000
	Conifer Drive		2	2	1,460	$125-$145,000
	Ypsilanti, MI 48197		2	2	1,190	$125-$140,000
			2	2	1,490	$125-$130,000
2	Stadium Meadows Condos	128	--	--	--	$80-$90,000
	2224-2226 Stadium Drive					
3	1636 Washtenaw Rd	--	2	1.5	1,000	$60,000
	Ypsilanti, MI 48197					
4	Brickhaven	--	2	1.5	985	$60,000
	207 Ballard St		2	1.5	985	$40,000
	Ypsilanti, MI 48197					

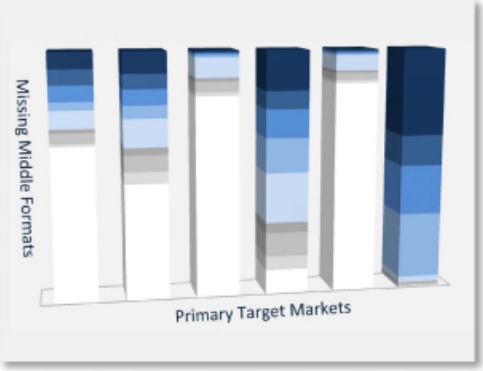
Based on market tours, field work, and phone surveys by LandUse|USA; 2015.
List is not intended to be all-inclusive, and may include some imperfections.

Supply-Demand Workbook

Washtenaw Co., Michigan

Demographic Overview

November 1, 2015



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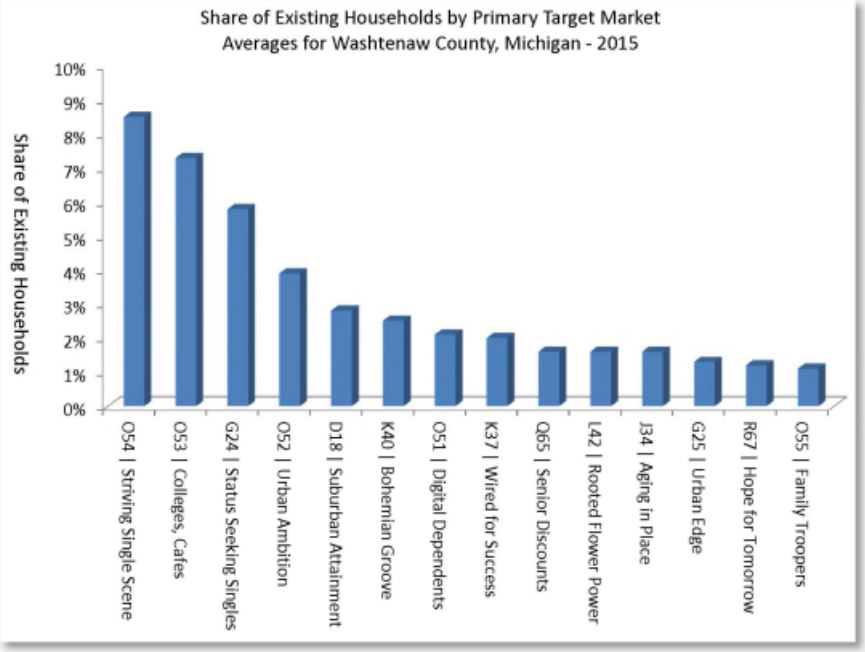

Prepared for

4 Partner Communities:

The City of Dexter

The City of Saline

The City of Chelsea

The City of Ypsilanti

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LandUse|USA

Growing home design

Market Parameters and Forecasts - Households

Exhibit O.1

Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

County Name	2010 Census Total Hhlds.	2010 ACS 5-yr Total Hhlds.	2011 ACS 5-yr Total Hhlds.	2012 ACS 5-yr Total Hhlds.	2013 ACS 5-yr Total Hhlds.	2014 SEMCOG Total Hhlds.	2015 Forecast Total Hhlds.	2020 Forecast Total Hhlds.	2013 ACS 1-yr Total Hhlds.
Washtenaw Co.	137,193	134,161	134,165	134,883	135,800	143,765	145,921	157,199	137,728
City of Dexter	1,590	1,653	1,592	1,558	1,590	1,797	1,834	2,030	--
City of Saline	3,699	3,770	4,029	3,888	3,948	*4,000*	4,062	4,385	--
City of Chelsea	2,224	2,206	2,215	2,269	2,254	2,368	2,404	2,526	--
City of Ypsilanti	8,026	7,796	7,668	7,678	7,684	8,359	8,443	8,873	--
Clockwise:									
Livingston Co.	67,380	67,265	67,397	67,399	67,691	71,107	71,415	72,976	68,221
Oakland Co.	483,698	481,040	481,449	482,978	486,332	507,981	511,509	529,518	493,007
Wayne Co.	702,749	690,943	681,674	674,263	670,987	684,262	684,262	684,262	664,415
Monroe Co.	58,230	58,298	58,200	58,292	58,702	*59,100*	59,516	61,638	58,479
Lenawee Co.	37,514	37,831	37,673	37,591	37,754	*37,900*	38,064	38,897	37,270
Jackson Co.	60,771	60,612	60,257	59,949	60,100	*60,250*	60,402	61,166	61,235
Ingham Co.	111,162	108,723	108,155	108,445	108,823	*109,200*	109,581	111,504	110,512

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2009 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.
The estimates for 2014 are provided by the Northeast Michigan Council of Governments (NEMCOG) unless italicized in smaller font, in which case they are estimated by LandUse|USA based on ACS trends through 2013.
Note that for the 2014 estimates, SEMCOG figures were produced in 2012, and based on data through 2011.

Market Parameters and Forecasts - Median Household Income

Exhibit O.2

Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

County Name	2010 ACS 5-yr Median Household Income	2011 ACS 5-yr Median Household Income	2012 ACS 5-yr Median Household Income	2013 ACS 5-yr Median Household Income	2014 Estimate Median Household Income	2015 Forecast Median Household Income	2020 Forecast Median Household Income	2013 ACS 1-yr Median Household Income
Washtenaw Co.	$59,065	$59,737	$59,737	$59,055	$59,646	$60,242	$63,315	$59,660
City of Dexter	$61,779	$65,795	$67,174	$71,071	$73,914	$76,131	$84,055	--
City of Saline	$68,789	$66,304	$66,543	$63,958	$64,598	$65,244	$68,572	--
City of Chelsea	$53,611	$51,066	$54,093	$53,172	$54,767	$56,136	$61,979	--
City of Ypsilanti	$34,685	$33,699	$32,996	$33,406	$33,740	$34,077	$35,816	--
Clockwise:								
Livingston Co.	$72,129	$72,129	$72,396	$72,359	$72,359	$72,359	$72,359	$75,719
Oakland Co.	$66,390	$66,456	$66,456	$65,594	$65,594	$65,594	$65,594	$67,202
Wayne Co.	$42,241	$42,241	$42,241	$41,184	$41,184	$41,184	$41,184	$40,487
Monroe Co.	$55,366	$55,826	$55,826	$53,972	$53,972	$53,972	$53,972	$53,561
Lenawee Co.	$48,618	$48,618	$48,618	$47,766	$47,766	$47,766	$47,766	$48,224
Jackson Co.	$46,117	$47,169	$47,169	$46,615	$46,615	$46,615	$46,615	$43,668
Ingham Co.	$45,808	$45,808	$45,808	$45,321	$45,321	$45,321	$45,321	$44,569

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2008 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.

Market Parameters and Forecasts - Households in Renter-Occupied Units

Exhibit O.3

Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

County Name	2010 Census Renter Hhlds.	2010 ACS 5-yr Renter Hhlds.	2011 ACS 5-yr Renter Hhlds.	2012 ACS 5-yr Renter Hhlds.	2013 ACS 5-yr Renter Hhlds.	2014 Estimate Renter Hhlds.	2015 Forecast Renter Hhlds.	2020 Forecast Renter Hhlds.	2013 ACS 1-yr Renter Hhlds.
Washtenaw Co.	53,710	49,674	50,403	51,945	53,219	61,184	63,340	74,618	55,907
City of Dexter	418	513	519	470	524	731	768	964	--
City of Saline	1,041	930	1,049	1,020	1,074	1,120	1,176	1,469	--
City of Chelsea	768	693	680	812	804	918	954	1,076	--
City of Ypsilanti	5,358	4,756	4,802	5,001	5,059	5,734	5,818	6,248	--
Clockwise:									
Livingston Co.	9,877	8,629	9,260	9,532	10,097	13,513	13,821	15,382	10,784
Oakland Co.	132,710	122,416	127,246	133,139	138,571	160,220	163,748	181,757	149,962
Wayne Co.	248,043	226,340	227,944	232,520	236,516	249,791	249,791	249,791	248,135
Monroe Co.	11,734	11,250	11,412	12,064	12,231	12,385	12,555	13,430	12,464
Lenawee Co.	8,446	7,633	7,559	8,213	8,388	8,534	8,698	9,531	8,338
Jackson Co.	16,139	14,563	15,079	15,401	16,148	16,298	16,450	17,214	18,637
Ingham Co.	45,310	41,670	42,487	43,239	44,339	44,716	45,097	47,020	48,049

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2009 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.

Market Parameters and Forecasts - Median Contract Rent

Exhibit O.4

Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

County Name	2010 ACS 5-yr Median Contract Rent	2011 ACS 5-yr Median Contract Rent	2012 ACS 5-yr Median Contract Rent	2013 ACS 5-yr Median Contract Rent	2014 Estimate Median Contract Rent	2015 Forecast Median Contract Rent	2020 Forecast Median Contract Rent	2013 ACS 1-yr Median Contract Rent
Washtenaw Co.	$766	$773	$786	$800	$814	$827	$891	$840
City of Dexter	$719	$773	$826	$873	$908	$935	$1,032	--
City of Saline	$671	$694	$684	$687	$694	$701	$737	--
City of Chelsea	$961	$1,013	$982	$902	$911	$920	$967	--
City of Ypsilanti	$623	$630	$627	$631	$637	$644	$677	--
Clockwise:								
Livingston Co.	$729	$746	$760	$761	$769	$776	$816	$796
Oakland Co.	$747	$760	$768	$777	$786	$795	$843	$790
Wayne Co.	$599	$611	$614	$618	$624	$630	$663	$626
Monroe Co.	$590	$602	$612	$617	$629	$639	$671	$683
Lenawee Co.	$536	$547	$563	$570	$577	$584	$621	$628
Jackson Co.	$552	$578	$587	$591	$603	$612	$643	$607
Ingham Co.	$631	$645	$650	$664	$677	$691	$763	$689

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2009 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.

Contract rent excludes utilities and extra fees (security deposits, pets, storage, etc.)

Market Parameters and Forecasts - Households in Owner-Occupied Units
Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

Exhibit O.5

County Name	2010 Census Owner Hhlds.	2010 ACS 5-yr Owner Hhlds.	2011 ACS 5-yr Owner Hhlds.	2012 ACS 5-yr Owner Hhlds.	2013 ACS 5-yr Owner Hhlds.	2014 Estimate Owner Hhlds.	2015 Forecast Owner Hhlds.	2020 Forecast Owner Hhlds.	2013 ACS 1-yr Owner Hhlds.
Washtenaw Co.	83,483	84,487	83,762	82,938	82,581	82,581	82,581	82,581	81,821
City of Dexter	1,172	1,140	1,073	1,088	1,066	1,066	1,066	1,066	--
City of Saline	2,658	2,840	2,980	2,868	2,874	2,880	2,886	2,916	--
City of Chelsea	1,456	1,513	1,535	1,457	1,450	1,450	1,450	1,450	--
City of Ypsilanti	2,668	3,040	2,866	2,677	2,625	2,625	2,625	2,625	--
Clockwise:									
Livingston Co.	57,503	58,636	58,137	57,867	57,594	57,594	57,594	57,594	57,437
Oakland Co.	350,988	358,624	354,203	349,839	347,761	347,761	347,761	347,761	343,045
Wayne Co.	454,706	464,603	453,730	441,743	434,471	434,471	434,471	434,471	416,280
Monroe Co.	46,496	47,048	46,788	46,228	46,471	46,715	46,961	48,208	46,015
Lenawee Co.	29,068	30,198	30,114	29,378	29,366	29,366	29,366	29,366	28,932
Jackson Co.	44,632	46,049	45,178	44,548	43,952	43,952	43,952	43,952	42,598
Ingham Co.	65,852	67,053	65,668	65,206	64,484	64,484	64,484	64,484	62,463

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2008 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.

Market Parameters and Forecasts - Median Home Value

Exhibit O.6

Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

County Name	2010 5-yr Median Home Value	2011 5-yr Median Home Value	2012 5-yr Median Home Value	2013 5-yr Median Home Value	2014 Estimate Median Home Value	2015 Forecast Median Home Value	2020 Forecast Median Home Value	2013 ACS 1-yr Median Home Value
Washtenaw Co.	$216,200	$208,800	$200,300	$198,400	$200,384	$202,388	$212,712	$207,500
City of Dexter	$216,600	$215,900	$212,500	$217,700	$222,489	$226,939	$248,112	--
City of Saline	$206,500	$199,800	$194,100	$187,200	$187,200	$189,072	$198,717	--
City of Chelsea	$189,400	$186,900	$180,300	$175,100	$175,100	$176,851	$185,872	--
City of Ypsilanti	$156,200	$138,500	$131,800	$123,100	$123,100	$124,331	$130,673	--
Clockwise:								
Livingston Co.	$216,400	$203,200	$191,000	$183,100	$183,100	$183,100	$183,100	$185,700
Oakland Co.	$204,300	$190,500	$177,600	$170,500	$170,500	$170,500	$170,500	$172,200
Wayne Co.	$121,100	$110,000	$97,100	$86,800	$86,800	$86,800	$86,800	$78,100
Monroe Co.	$161,800	$156,600	$147,600	$139,100	$139,100	$139,100	$139,100	$132,100
Lenawee Co.	$140,400	$133,800	$124,400	$116,900	$116,900	$116,900	$116,900	$108,900
Jackson Co.	$130,000	$123,200	$116,800	$112,800	$112,800	$112,800	$112,800	$111,000
Ingham Co.	$137,900	$133,000	$125,400	$120,500	$120,500	$120,500	$120,500	$118,300

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2009 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.

Market Parameters and Forecasts - Total Housing Units, Including Vacancies
Dexter, Saline, Chelsea, and Ypsilanti with Selected Counties in Southeast Michigan

Exhibit O.7

County Name	2010 5-yr Total Housing Units	2011 5-yr Total Housing Units	2012 5-yr Total Housing Units	2013 5-yr Total Housing Units	2014 SEMCOG Total Housing Units	2015 Forecast Total Housing Units	2020 Forecast Total Housing Units
Washtenaw Co.	147,269	147,466	147,576	147,978	149,881	151,380	159,102
City of Dexter	1,782	1,725	1,701	1,727	1,850	1,878	2,026
City of Saline	4,014	4,159	4,094	4,166	*4,237*	4,305	4,637
City of Chelsea	2,355	2,399	2,464	2,445	*2,469*	2,494	2,621
City of Ypsilanti	9,196	9,038	9,118	8,989	9,271	9,364	9,841
Clockwise:							
Livingston Co.	72,551	72,756	72,845	73,080	74,447	74,687	75,900
Oakland Co.	526,693	527,145	527,464	528,388	533,391	534,325	539,022
Wayne Co.	826,328	823,853	821,990	819,932	814,356	814,356	814,356
Monroe Co.	62,930	62,935	62,979	63,089	63,435	63,546	64,103
Lenawee Co.	43,331	43,402	43,406	43,390	*43,390*	43,390	43,390
Jackson Co.	69,096	69,358	69,321	69,196	*69,196*	69,196	69,196
Ingham Co.	121,318	121,341	121,359	121,317	*121,317*	121,317	121,317

Source: Underlying data provided by the US Decennial Census and the American Community Survey for 2009 - 2013 (5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA, 2015.
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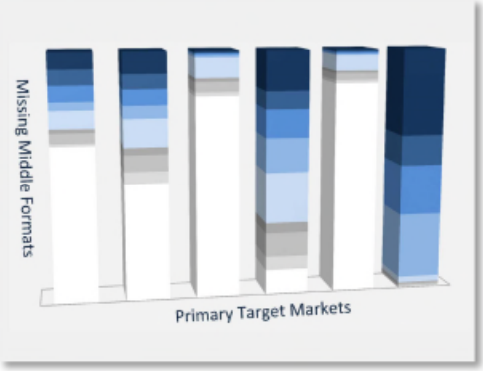
Supply-Demand Workbook
Washtenaw Co., Michigan

Demographic Profiles

November 1, 2015



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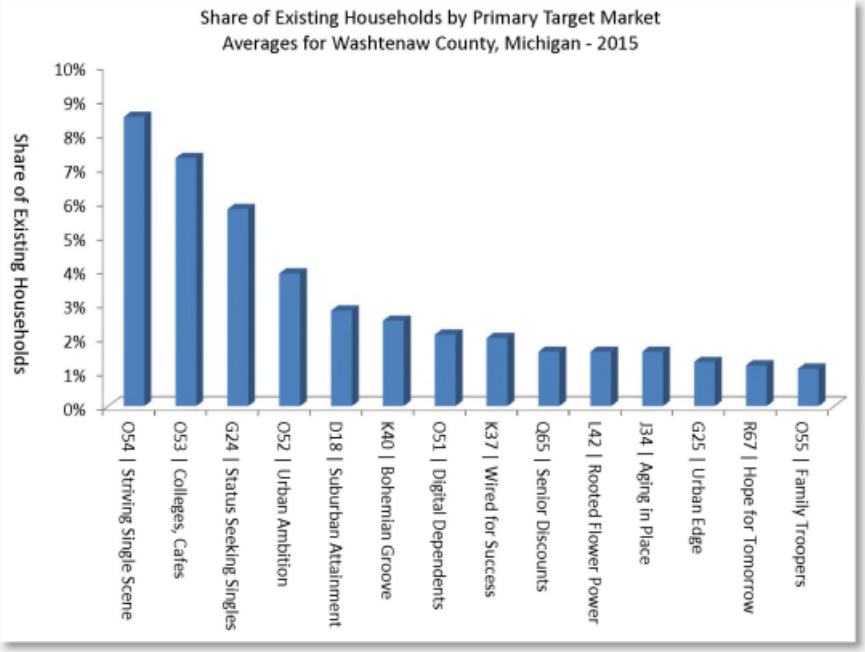

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Prepared By:

LandUse|USA

Growing home design

Exhibit P.1

Demographic Profile
Washtenaw County, Michigan (Draw Area) - 2015

	Number	Share
Transportation To Work (2010)		
Worker Base Age 16 years or Over	158,054	
Drive to Work Alone	120,632	*76.3%*
Drive to Work in Carpool	12,176	*7.7%*
Travel to Work by Public Transportation	5,784	*3.7%*
Drive to Work on Motorcycle	159	*0.1%*
Bicycle to Work	1,880	*1.2%*
Walk to Work	8,840	*5.6%*
Other Means	677	*0.4%*
Work at Home	7,906	*5.0%*
Daytime Demographics (2014)		
Total Businesses	19,191	
Total Employees	208,902	
Company Headquarter Businesses	130	*0.7%*
Company Headquarter Employees	34,848	*16.7%*
Labor Force		
Labor Population Age 16 Years or Over (2014)	266,547	
Labor Force Total Males (2014)	129,527	*48.6%*
Male Civilian Employed	83,586	*64.5%*
Male Civilian Unemployed	4,585	*3.5%*
Males in Armed Forces	106	*0.1%*
Males Not in Labor Force	41,250	*31.8%*
Labor Force Total Females (2014)	137,020	*51.4%*
Female Civilian Employed	81,030	*59.1%*
Female Civilian Unemployed	4,448	*3.2%*
Females in Armed Forces	8	-
Females Not in Labor Force	51,534	*37.6%*
Unemployment Rate		*3.4%*
Labor Force Growth (2010-2014)	2,639	*1.6%*
Male Labor Force Growth (2010-2014)	2,323	*2.9%*
Female Labor Force Growth (2010-2014)	316	*0.4%*
Occupation (2010)		
Occupation Population Age 16 Years or Over	161,977	
Occupation Total Males	81,263	*50.2%*
Occupation Total Females	80,714	*49.8%*
Management, Business, Financial Operations	23,930	*14.8%*
Professional, Related	54,626	*33.7%*
Service	27,527	*17.0%*
Sales, Office	34,594	*21.4%*
Farming, Fishing, Forestry	417	*0.3%*
Construction, Extraction, Maintenance	7,550	*4.7%*
Production, Transport, Material Moving	13,333	*8.2%*
White Collar Workers	113,150	*69.9%*
Blue Collar Workers	48,827	*30.1%*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Exhibit P.2

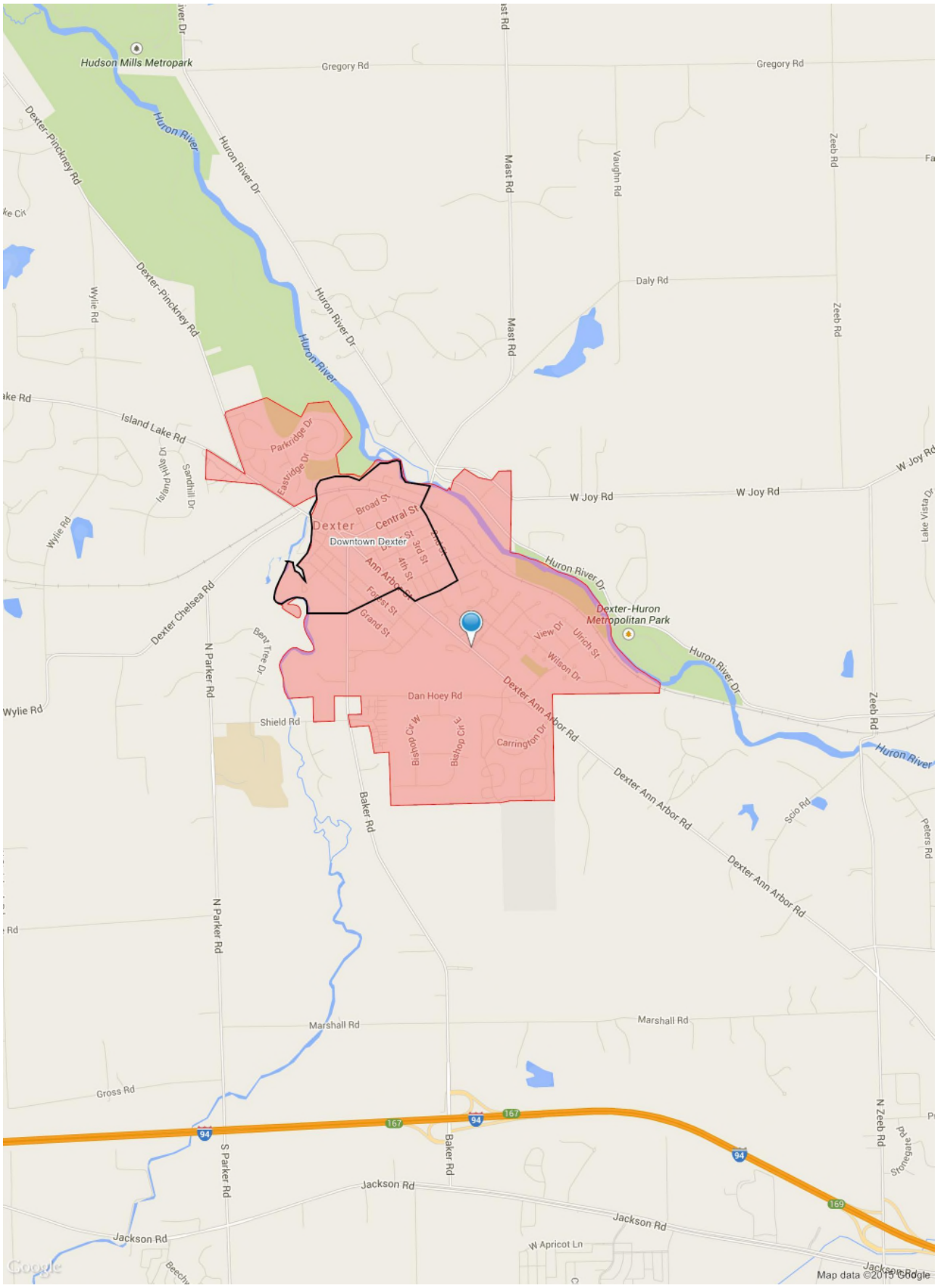
Demographic Profile
Washtenaw County, Michigan (Draw Area) - 2015

	Number	Share
Units In Structure (2010)		
Total Units	137,193	
1 Detached Unit	80,645	*58.8%*
1 Attached Unit	7,825	*5.7%*
2 Units	3,967	*2.9%*
3 to 4 Units	5,917	*4.3%*
5 to 9 Units	12,045	*8.8%*
10 to 19 Units	10,562	*7.7%*
20 to 49 Units	4,904	*3.6%*
50 or More Units	6,038	*4.4%*
Mobile Home or Trailer	5,288	*3.9%*
Other Structure	2	-
Homes Built By Year (2010)		
Homes Built 2005 or later	5,488	*4.0%*
Homes Built 2000 to 2004	11,641	*8.5%*
Homes Built 1990 to 1999	21,326	*15.5%*
Homes Built 1980 to 1989	15,434	*11.2%*
Homes Built 1970 to 1979	23,489	*17.1%*
Homes Built 1960 to 1969	18,143	*13.2%*
Homes Built 1950 to 1959	16,742	*12.2%*
Homes Built 1940 to 1949	7,694	*5.6%*
Homes Built Before 1939	17,236	*12.6%*
Median Age of Homes	42.3	*yrs*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Delineation of the Downtown Subarea
The City of Dexter, Michigan - 2015

Exhibit P.3



Source: Underlying mapping provided by Sites|USA; analysis and exhibit prepared by LandUse|USA; 2015.

Aerial Photo with Land Use Pattern and Downtown Subarea Exhibit P.4
The City of Dexter - Washtenaw County, Michigan - 2015

Underlying Google maps licensed to LandUse|USA through Sites|USA; 2015.

Exhibit P.5

Demographic Profile
The City of Dexter, Michigan - 2015

	Number	Share
Transportation To Work (2010)		
Worker Base Age 16 years or Over	1,977	
Drive to Work Alone	1,645	*83.2%*
Drive to Work in Carpool	167	*8.4%*
Travel to Work by Public Transportation	3	*0.2%*
Drive to Work on Motorcycle	-	-
Bicycle to Work	1	*0.1%*
Walk to Work	49	*2.5%*
Other Means	1	*0.1%*
Work at Home	111	*5.6%*
Daytime Demographics (2014)		
Total Businesses	344	
Total Employees	4,011	
Company Headquarter Businesses	1	*0.3%*
Company Headquarter Employees	61	*1.5%*
Labor Force		
Labor Population Age 16 Years or Over (2014)	3,135	
Labor Force Total Males (2014)	1,483	*47.3%*
Male Civilian Employed	1,156	*78.0%*
Male Civilian Unemployed	44	*3.0%*
Males in Armed Forces	-	-
Males Not in Labor Force	283	*19.1%*
Labor Force Total Females (2014)	1,652	*52.7%*
Female Civilian Employed	1,022	*61.9%*
Female Civilian Unemployed	55	*3.3%*
Females in Armed Forces	-	-
Females Not in Labor Force	575	*34.8%*
Unemployment Rate		*3.2%*
Labor Force Growth (2010-2014)	152	*7.5%*
Male Labor Force Growth (2010-2014)	70	*6.4%*
Female Labor Force Growth (2010-2014)	82	*8.7%*
Occupation (2010)		
Occupation Population Age 16 Years or Over	2,026	
Occupation Total Males	1,086	*53.6%*
Occupation Total Females	940	*46.4%*
Management, Business, Financial Operations	346	*17.1%*
Professional, Related	715	*35.3%*
Service	215	*10.6%*
Sales, Office	432	*21.3%*
Farming, Fishing, Forestry	3	*0.1%*
Construction, Extraction, Maintenance	137	*6.8%*
Production, Transport, Material Moving	178	*8.8%*
White Collar Workers	1,493	*73.7%*
Blue Collar Workers	533	*26.3%*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Exhibit P.6

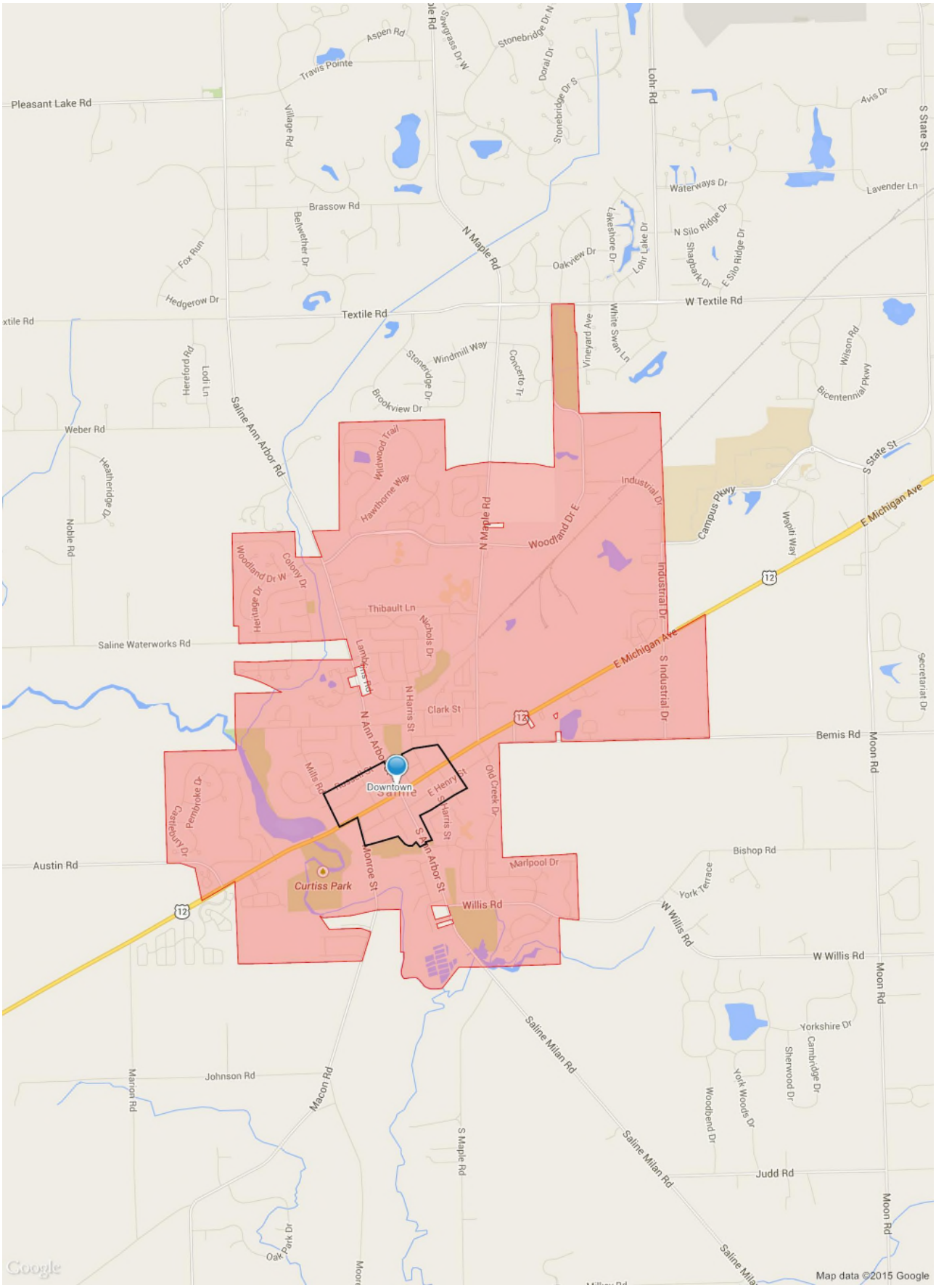
Demographic Profile
The City of Dexter, Michigan - 2015

	Number	Share
Units In Structure (2010)		
Total Units	1,614	
1 Detached Unit	1,225	*75.9%*
1 Attached Unit	85	*5.3%*
2 Units	54	*3.3%*
3 to 4 Units	111	*6.9%*
5 to 9 Units	12	*0.7%*
10 to 19 Units	80	*5.0%*
20 to 49 Units	13	*0.8%*
50 or More Units	24	*1.5%*
Mobile Home or Trailer	9	*0.6%*
Other Structure	-	-
Homes Built By Year (2010)		
Homes Built 2005 or later	72	*4.5%*
Homes Built 2000 to 2004	242	*15.0%*
Homes Built 1990 to 1999	349	*21.6%*
Homes Built 1980 to 1989	138	*8.6%*
Homes Built 1970 to 1979	161	*10.0%*
Homes Built 1960 to 1969	140	*8.7%*
Homes Built 1950 to 1959	185	*11.5%*
Homes Built 1940 to 1949	69	*4.3%*
Homes Built Before 1939	258	*16.0%*
Median Age of Homes	39.6	*yrs*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Delineation of the Downtown Subarea
The City of Saline, Michigan - 2015

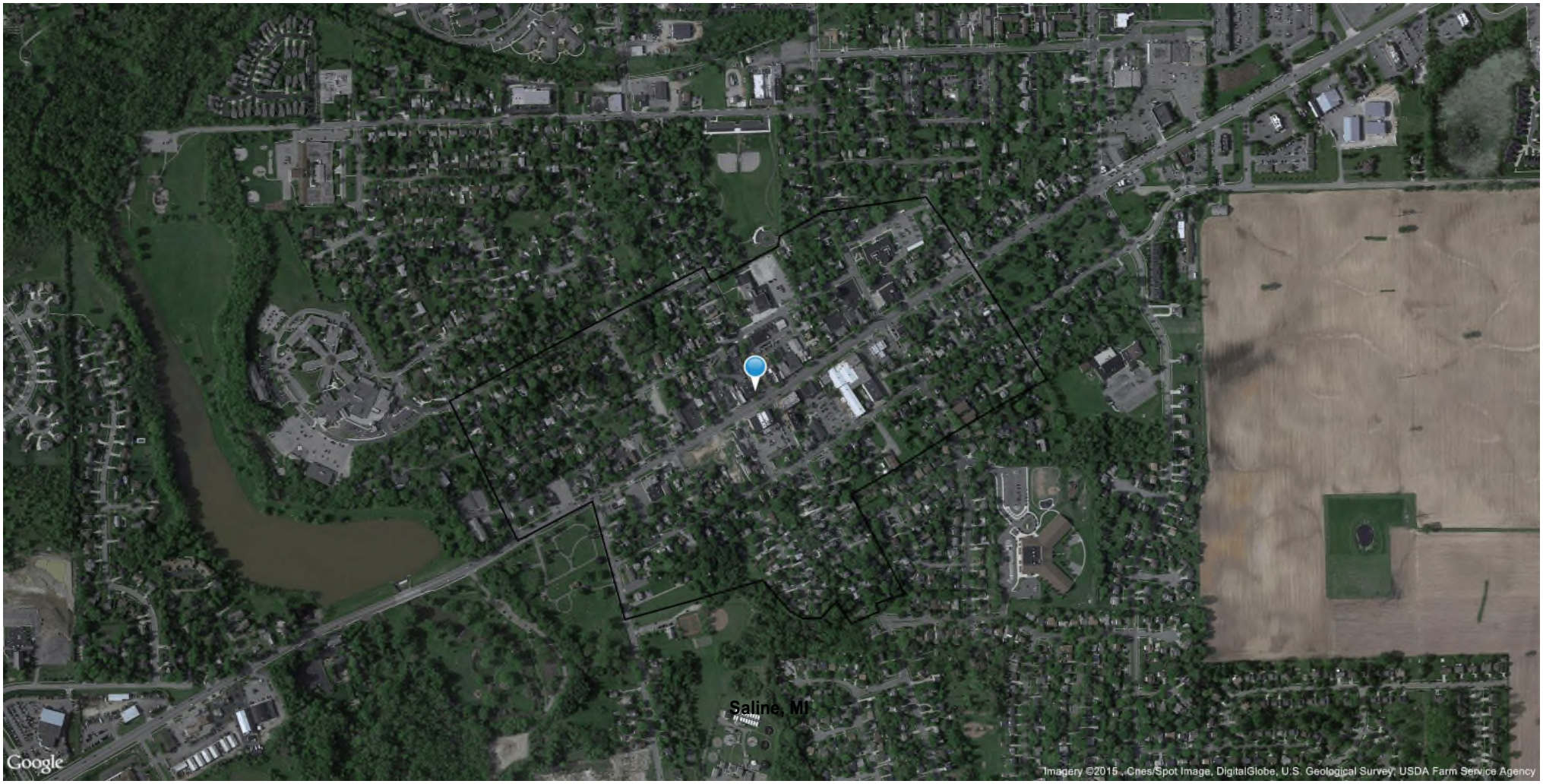
Exhibit P.7



Source: Underlying mapping provided by Sites|USA; analysis and exhibit prepared by LandUse|USA; 2015.

Aerial Photo with Land Use Pattern and Downtown Subarea
The City of Saline - Washtenaw County, Michigan - 2015

Exhibit P.8



Underlying Google maps licensed to LandUse|USA through Sites|USA; 2015.

Exhibit P.9

Demographic Profile
The City of Saline, Michigan - 2015

	Number	Share
Transportation To Work (2010)		
Worker Base Age 16 years or Over	4,431	
Drive to Work Alone	3,890	*87.8%*
Drive to Work in Carpool	298	*6.7%*
Travel to Work by Public Transportation	32	*0.7%*
Drive to Work on Motorcycle	-	-
Bicycle to Work	17	*0.4%*
Walk to Work	53	*1.2%*
Other Means	4	*0.1%*
Work at Home	137	*3.1%*
Daytime Demographics (2014)		
Total Businesses	578	
Total Employees	8,428	
Company Headquarter Businesses	5	*0.9%*
Company Headquarter Employees	525	*6.2%*
Labor Force		
Labor Population Age 16 Years or Over (2014)	6,889	
Labor Force Total Males (2014)	3,200	*46.5%*
Male Civilian Employed	2,338	*73.1%*
Male Civilian Unemployed	63	*2.0%*
Males in Armed Forces	-	-
Males Not in Labor Force	799	*25.0%*
Labor Force Total Females (2014)	3,689	*53.5%*
Female Civilian Employed	2,280	*61.8%*
Female Civilian Unemployed	74	*2.0%*
Females in Armed Forces	-	-
Females Not in Labor Force	1,335	*36.2%*
Unemployment Rate		*2.0%*
Labor Force Growth (2010-2014)	140	*3.1%*
Male Labor Force Growth (2010-2014)	160	*7.3%*
Female Labor Force Growth (2010-2014)	-20	*-0.9%*
Occupation (2010)		
Occupation Population Age 16 Years or Over	4,478	
Occupation Total Males	2,178	*48.6%*
Occupation Total Females	2,300	*51.4%*
Management, Business, Financial Operations	759	*16.9%*
Professional, Related	1,498	*33.5%*
Service	654	*14.6%*
Sales, Office	1,070	*23.9%*
Farming, Fishing, Forestry	24	*0.5%*
Construction, Extraction, Maintenance	173	*3.9%*
Production, Transport, Material Moving	300	*6.7%*
White Collar Workers	3,327	*74.3%*
Blue Collar Workers	1,151	*25.7%*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Demographic Profile
The City of Saline, Michigan - 2015

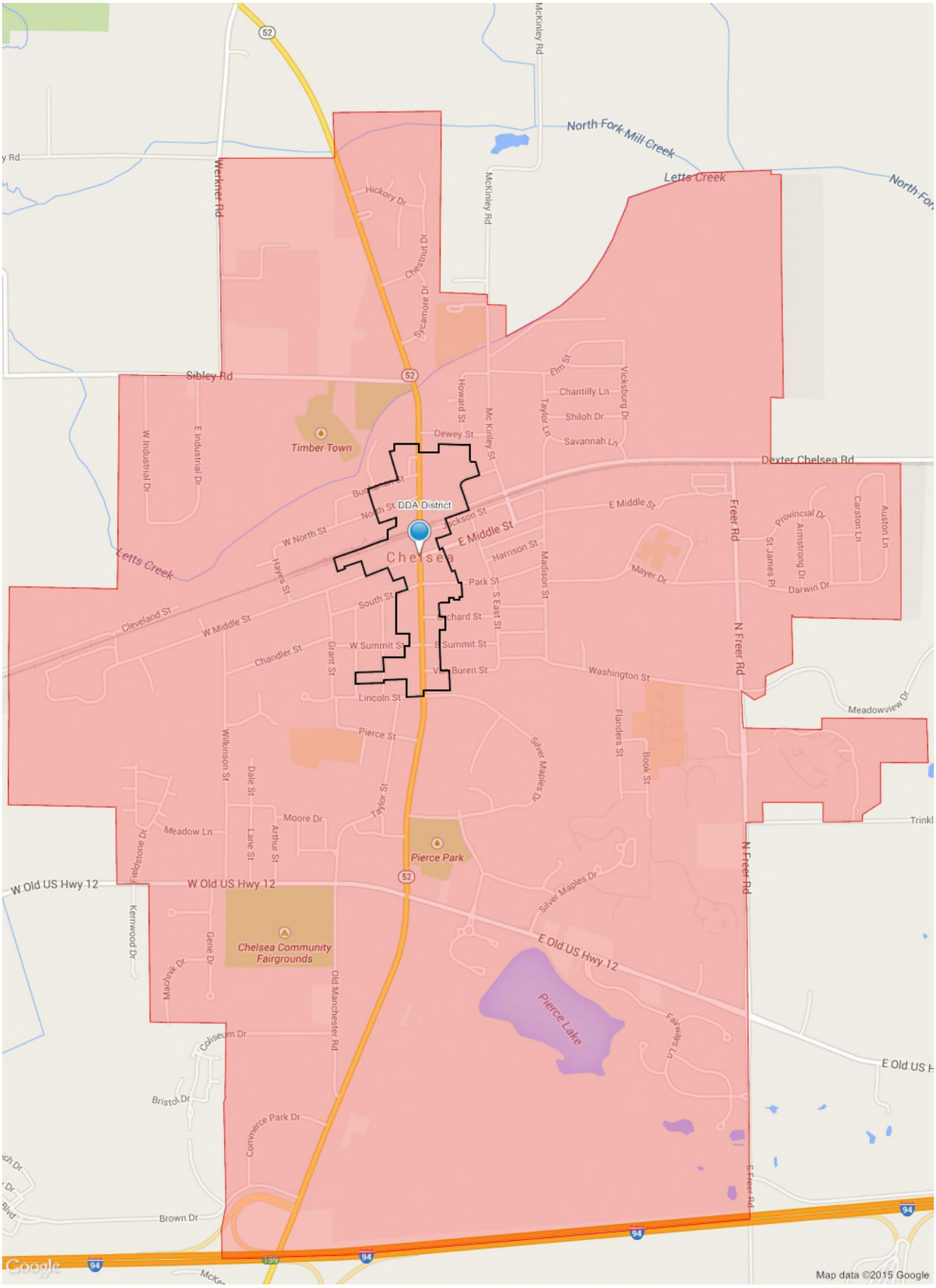
Exhibit P.10

	Number	Share
Units In Structure (2010)		
Total Units	3,698	
1 Detached Unit	2,238	*60.5%*
1 Attached Unit	455	*12.3%*
2 Units	115	*3.1%*
3 to 4 Units	112	*3.0%*
5 to 9 Units	245	*6.6%*
10 to 19 Units	62	*1.7%*
20 to 49 Units	234	*6.3%*
50 or More Units	137	*3.7%*
Mobile Home or Trailer	101	*2.7%*
Other Structure	-	-
Homes Built By Year (2010)		
Homes Built 2005 or later	98	*2.7%*
Homes Built 2000 to 2004	406	*11.0%*
Homes Built 1990 to 1999	739	*20.0%*
Homes Built 1980 to 1989	385	*10.4%*
Homes Built 1970 to 1979	665	*18.0%*
Homes Built 1960 to 1969	574	*15.5%*
Homes Built 1950 to 1959	358	*9.7%*
Homes Built 1940 to 1949	169	*4.6%*
Homes Built Before 1939	305	*8.2%*
Median Age of Homes	38.9	*yrs*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Delineation of the Downtown Subarea
The City of Chelsea, Michigan - 2015

Exhibit P.11



Source: Underlying mapping provided by Sites|USA; analysis and exhibit prepared by LandUse|USA; 2015.

Aerial Photo with Land Use Pattern and Downtown Subarea
The City of Chelsea - Washtenaw County, Michigan - 2015

Exhibit P.12

Underlying Google maps licensed to LandUse|USA through Sites|USA; 2015.

Exhibit P.13

Demographic Profile
The City of Chelsea, Michigan - 2015

	Number	Share
Transportation To Work (2010)		
Worker Base Age 16 years or Over	1,790	
Drive to Work Alone	1,540	*86.0%*
Drive to Work in Carpool	116	*6.5%*
Travel to Work by Public Transportation	3	*0.2%*
Drive to Work on Motorcycle	11	*0.6%*
Bicycle to Work	-	-
Walk to Work	39	*2.2%*
Other Means	1	*0.1%*
Work at Home	80	*4.5%*
Daytime Demographics (2014)		
Total Businesses	515	
Total Employees	7,274	
Company Headquarter Businesses	7	*1.4%*
Company Headquarter Employees	1,545	*21.2%*
Labor Force		
Labor Population Age 16 Years or Over (2014)	3,920	
Labor Force Total Males (2014)	1,733	*44.2%*
Male Civilian Employed	969	*55.9%*
Male Civilian Unemployed	37	*2.1%*
Males in Armed Forces	-	-
Males Not in Labor Force	727	*42.0%*
Labor Force Total Females (2014)	2,187	*55.8%*
Female Civilian Employed	975	*44.6%*
Female Civilian Unemployed	54	*2.5%*
Females in Armed Forces	-	-
Females Not in Labor Force	1,158	*52.9%*
Unemployment Rate		*2.3%*
Labor Force Growth (2010-2014)	85	*4.6%*
Male Labor Force Growth (2010-2014)	93	*10.6%*
Female Labor Force Growth (2010-2014)	-8	*-0.8%*
Occupation (2010)		
Occupation Population Age 16 Years or Over	1,859	
Occupation Total Males	876	*47.1%*
Occupation Total Females	983	*52.9%*
Management, Business, Financial Operations	337	*18.1%*
Professional, Related	665	*35.8%*
Service	160	*8.6%*
Sales, Office	417	*22.4%*
Farming, Fishing, Forestry	1	*0.1%*
Construction, Extraction, Maintenance	128	*6.9%*
Production, Transport, Material Moving	151	*8.1%*
White Collar Workers	1,419	*76.3%*
Blue Collar Workers	440	*23.7%*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Exhibit P.14

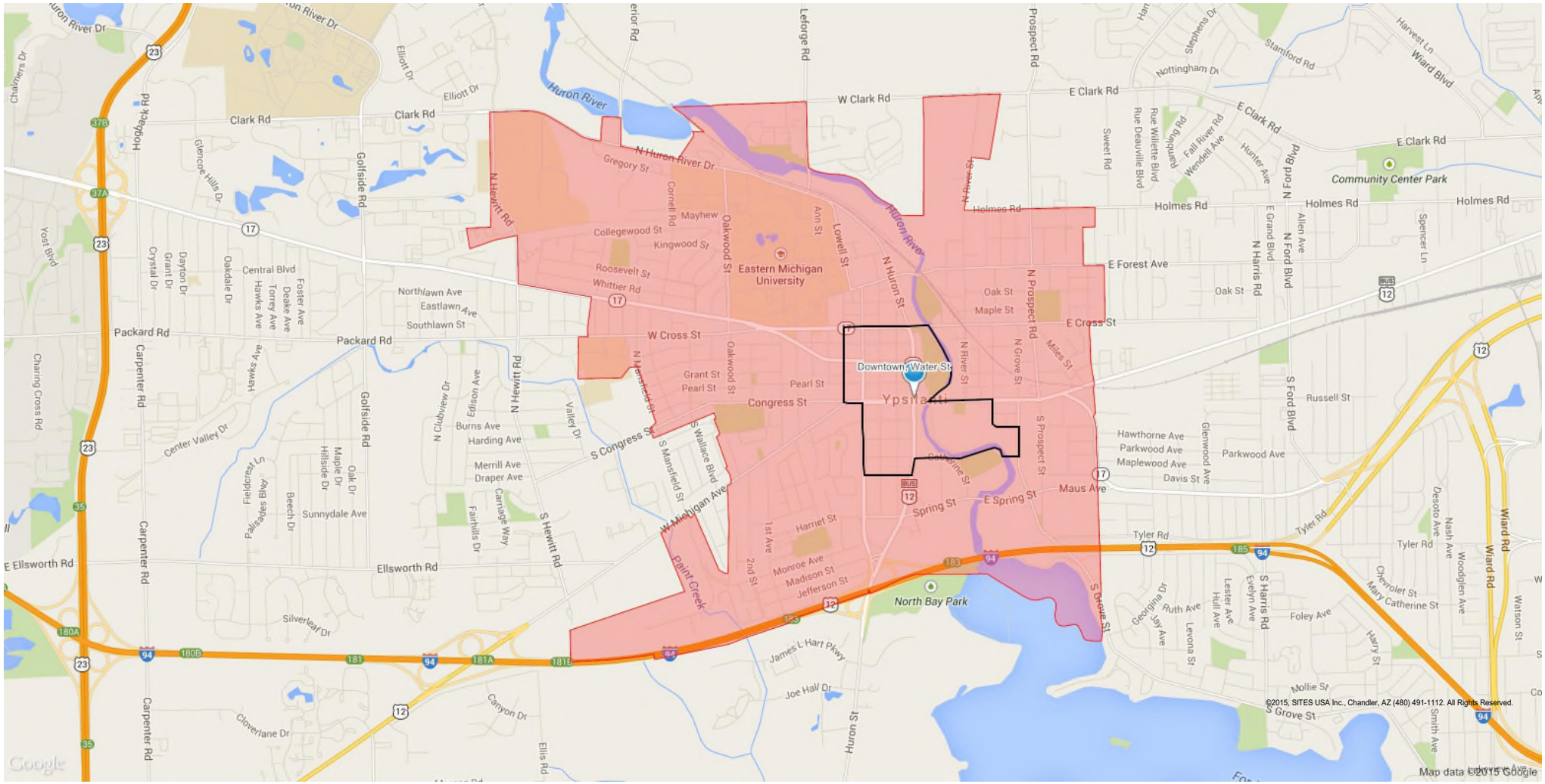
Demographic Profile
The City of Chelsea, Michigan - 2015

	Number	Share
Units In Structure (2010)		
Total Units	2,224	
1 Detached Unit	1,350	*60.7%*
1 Attached Unit	197	*8.9%*
2 Units	101	*4.5%*
3 to 4 Units	20	*0.9%*
5 to 9 Units	104	*4.7%*
10 to 19 Units	48	*2.2%*
20 to 49 Units	57	*2.6%*
50 or More Units	325	*14.6%*
Mobile Home or Trailer	22	*1.0%*
Other Structure	-	-
Homes Built By Year (2010)		
Homes Built 2005 or later	152	*6.8%*
Homes Built 2000 to 2004	195	*8.8%*
Homes Built 1990 to 1999	431	*19.4%*
Homes Built 1980 to 1989	154	*6.9%*
Homes Built 1970 to 1979	179	*8.0%*
Homes Built 1960 to 1969	204	*9.2%*
Homes Built 1950 to 1959	242	*10.9%*
Homes Built 1940 to 1949	144	*6.5%*
Homes Built Before 1939	523	*23.5%*
Median Age of Homes	44.9	*yrs*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Exhibit P.15

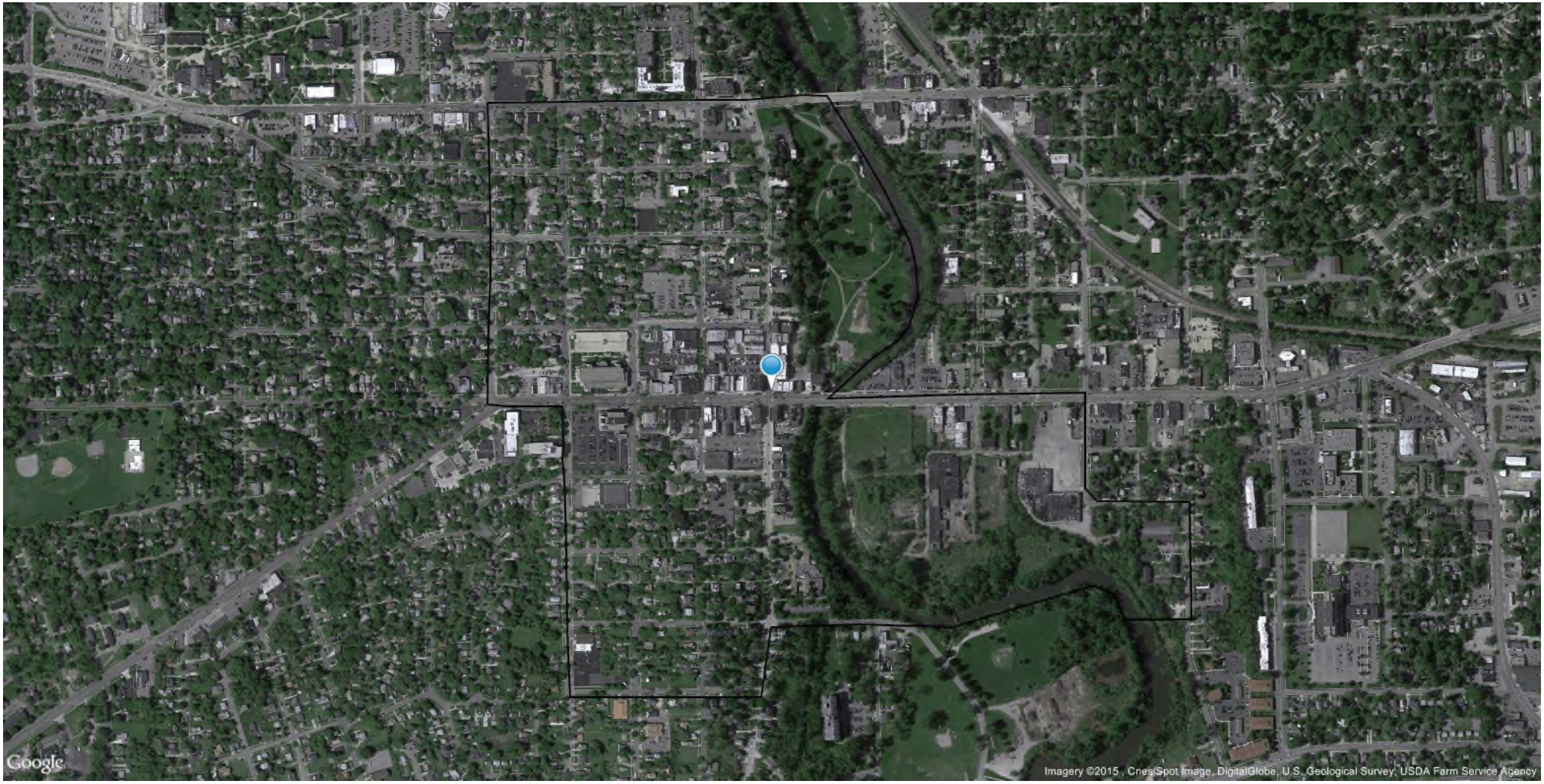
Delineation of the Downtown Subarea
The City of Ypsilanti, Michigan - 2015



Source: Underlying mapping provided by Sites|USA; analysis and exhibit prepared by LandUse|USA; 2015.

Aerial Photo with Land Use Pattern and Downtown Subarea
The City of Ypsilanti - Washtenaw County, Michigan - 2015

Exhibit P.16



Underlying Google maps licensed to LandUse|USA through Sites|USA; 2015.

Exhibit P.17

Demographic Profile
The City of Ypsilanti, Michigan - 2015

	Number	Share
Transportation To Work (2010)		
Worker Base Age 16 years or Over	9,510	
Drive to Work Alone	6,609	*69.5%*
Drive to Work in Carpool	957	*10.1%*
Travel to Work by Public Transportation	368	*3.9%*
Drive to Work on Motorcycle	8	*0.1%*
Bicycle to Work	86	*0.9%*
Walk to Work	967	*10.2%*
Other Means	75	*0.8%*
Work at Home	440	*4.6%*
Daytime Demographics (2014)		
Total Businesses	911	
Total Employees	6,555	
Company Headquarter Businesses	3	*0.3%*
Company Headquarter Employees	19	*0.3%*
Labor Force		
Labor Population Age 16 Years or Over (2014)	14,146	
Labor Force Total Males (2014)	6,953	*49.2%*
Male Civilian Employed	4,442	*63.9%*
Male Civilian Unemployed	340	*4.9%*
Males in Armed Forces	-	-
Males Not in Labor Force	2,171	*31.2%*
Labor Force Total Females (2014)	7,193	*50.8%*
Female Civilian Employed	4,424	*61.5%*
Female Civilian Unemployed	301	*4.2%*
Females in Armed Forces	2	-
Females Not in Labor Force	2,466	*34.3%*
Unemployment Rate		*4.5%*
Labor Force Growth (2010-2014)	-922	*-9.4%*
Male Labor Force Growth (2010-2014)	-294	*-6.2%*
Female Labor Force Growth (2010-2014)	-628	*-12.4%*
Occupation (2010)		
Occupation Population Age 16 Years or Over	9,788	
Occupation Total Males	4,736	*48.4%*
Occupation Total Females	5,052	*51.6%*
Management, Business, Financial Operations	702	*7.2%*
Professional, Related	2,415	*24.7%*
Service	2,283	*23.3%*
Sales, Office	3,054	*31.2%*
Farming, Fishing, Forestry	7	*0.1%*
Construction, Extraction, Maintenance	382	*3.9%*
Production, Transport, Material Moving	945	*9.7%*
White Collar Workers	6,171	*63.0%*
Blue Collar Workers	3,617	*37.0%*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.

Demographic Profile
The City of Ypsilanti, Michigan - 2015

Exhibit P.18

	Number	Share
Units In Structure (2010)		
Total Units	8,022	
1 Detached Unit	3,296	*41.1%*
1 Attached Unit	193	*2.4%*
2 Units	456	*5.7%*
3 to 4 Units	948	*11.8%*
5 to 9 Units	857	*10.7%*
10 to 19 Units	978	*12.2%*
20 to 49 Units	670	*8.4%*
50 or More Units	547	*6.8%*
Mobile Home or Trailer	76	*0.9%*
Other Structure	-	-
Homes Built By Year (2010)		
Homes Built 2005 or later	141	*1.8%*
Homes Built 2000 to 2004	311	*3.9%*
Homes Built 1990 to 1999	424	*5.3%*
Homes Built 1980 to 1989	753	*9.4%*
Homes Built 1970 to 1979	1,424	*17.8%*
Homes Built 1960 to 1969	966	*12.0%*
Homes Built 1950 to 1959	1,104	*13.8%*
Homes Built 1940 to 1949	738	*9.2%*
Homes Built Before 1939	2,163	*27.0%*
Median Age of Homes	53.7	*yrs*

Source: Underlying data provided by Applied Geographic Solutions and licensed to LandUse|USA through Sites|USA.