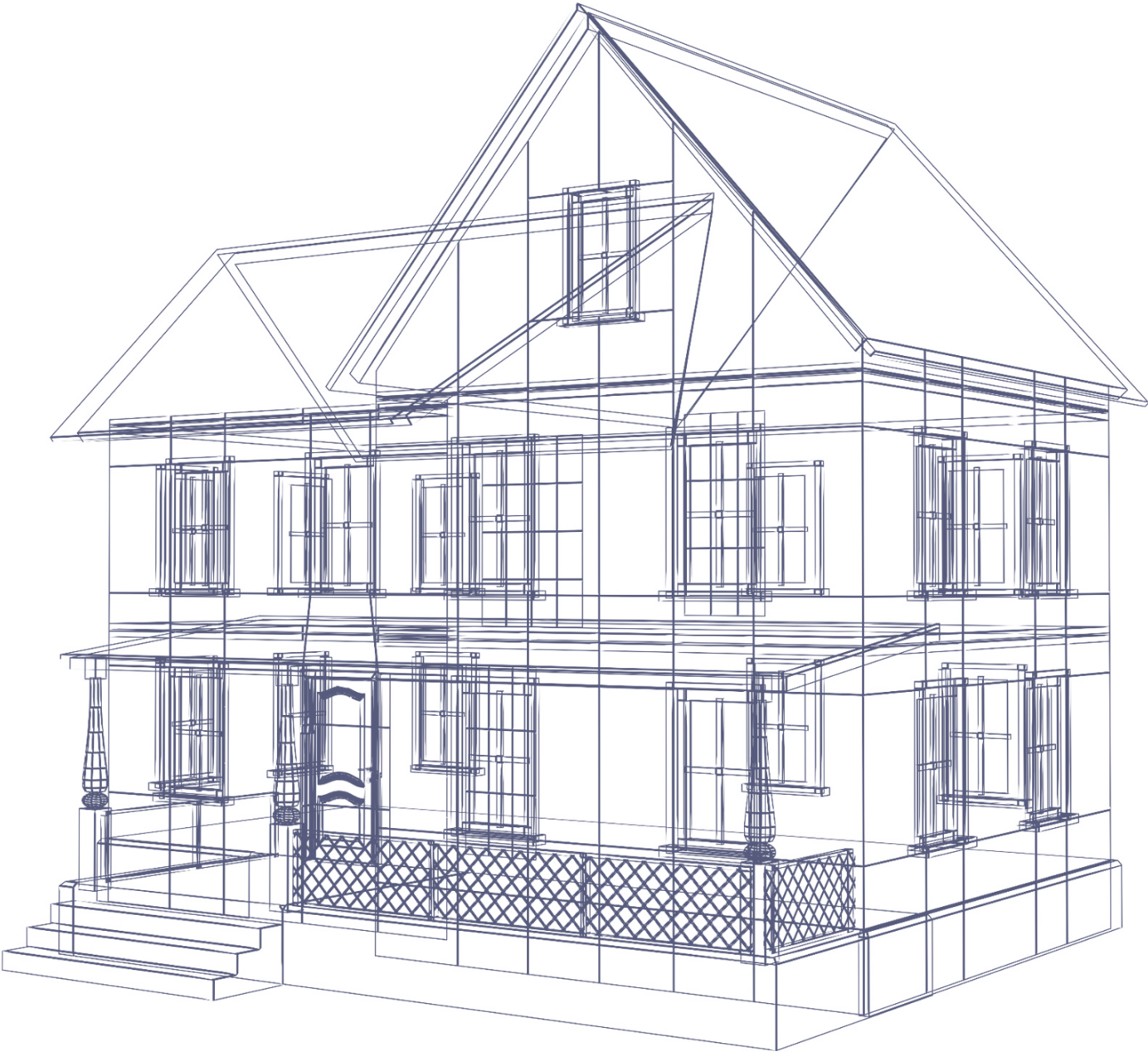


HOUSING ANALYSIS

SOUTHERN TIER CENTRAL REGION – CHEMUNG, SCHUYLER, AND STEUBEN COUNTIES, NEW YORK



ACKNOWLEDGEMENTS

prepared for

Southern Tier Central Regional Planning & Development Board

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KEY FINDINGS AND RECOMMENDATIONS

This housing market analysis for the Southern Tier Central Region, including Chemung, Schuyler, and Steuben Counties, was undertaken as part of a larger 2021-2022 research project examining conditions related to housing, industry, the workforce, office and industrial real estate, and commercial markets and real estate. They are interrelated, where the findings in any one may be directly linked to the challenges or opportunities identified in another area.

FINDINGS

- The Southern Tier Central Region (Chemung, Schuyler, and Steuben Counties) is an affordable housing market offering a competitive advantage for buyers of some housing products, compared to other parts of the country.
 - Buyers in the three counties can get more house for the same money, compared to most parts of the country. This is true both for the floor area of the home, and the size of the lot. The value is most pronounced under about \$300,000, though it is still true compared to many metropolitan areas for more expensive homes.
 - The region will be very attractive to buyers who want to own acreage, which can be obtained very inexpensively compared to other parts of the country. Even buyers of homes under \$150,000 can get a very large lot.
 - Workers in the Corning-Elmira area have the option of buying in the amenity-rich Finger Lakes region. While this comes with a long commute, remote work possibilities mean that workers may only need to occasionally make the drive, making this option more appealing.
- While it is true that buyers in the market at lower price points may need to invest in updates to homes available for purchase, this is no different than conditions elsewhere in the country. Funding improvements to a newly-purchased home, or even waiting for the improvements to be completed before moving in, can be a difficult for some buyers. Targeted loan programs (for both buyers and sellers) and temporary housing initiatives may help to mitigate these barriers.
- Inventory is the greatest challenge for the area's market for owned housing. The greatest number of homes are priced below \$300,000, with few homes having the features commonly desired by high-earning households in management and professional occupations. Even the supply of more affordable homes is limited compared to large metropolitan markets.
 - New home construction has added only about 3.2 to 3.5 percent to the housing stock in three of the last four decades. There is little speculative housing and few homes of relatively recent vintage on the market.
 - At lower prices, prospective homeowners may be competing with investors hoping to acquire inexpensive homes as rental units. Greater regulation of the single family home rental market can reduce or mitigate the impacts of speculative rental conversions.
- The market for owned housing is missing housing matched to the needs of older buyers (and preferences of some younger households). There are very few condominium or townhome units. Demand for newer single-level units with minimal maintenance requirements will continue to be strong, while supply is very limited.
- Home buyers coming to the area are looking broadly, and not simply within the Corning-Elmira urban area. Many are buying homes along the lakes and in the northern part of Steuben County.
- Large number of renters cluster at both the high and low ends of the rent scale, where their needs are not being adequately met through current supply.

- Seniors on fixed incomes and low-wage workers make up many of the households renting the area's least expensive units. These include some subsidized housing developments along with many units held by small landlords. There is some concern about the financial health of these owners and their ability to fund continuing maintenance or upgrades, as a result of missed rent payments during the pandemic.
- As with owned housing, the region has experienced little new construction in the rental housing market. The few newer apartment complexes with desirable amenities are near to being fully leased at any time. There is substantial unmet demand for better-quality apartment developments in the region.
- Overall, rent in the three counties is affordable when compared nationally. The median rent in Steuben and Schuyler Counties is below the national median, while Chemung County is only ten percent above. All three compare very favorably to nearly all large metropolitan areas.
- Despite the overall affordability in the market, there is still a heavy housing cost burden for many households, especially for those earning below \$35,000 annually. It is important to note that many of these households are headed by persons working in many of the service and production occupations currently experiencing shortages. They also include retirees.
- High real estate taxes have been raised as an issue of concern for the local housing market. The taxes in the three counties are among the top ten percent of counties in the country, though it is not truly fair to make a direct comparison when households will receive different benefits from the taxes they pay. Even with high property taxes, the overall housing cost in the three counties is lower than most other urban areas in the country.
- This study projects growth in the population and number of households in the three counties over the next decade. The projections differ from those prepared by Cornell University by only 0.3 percent up to age 75, but show significantly greater growth among older residents as the Baby Boom Generation ages and is more likely than prior generations to remain in the community, instead of moving south.
- More people are moving out of the three counties than are moving in, but there is net positive migration from some surprising places, such as coastal Florida and counties in Arizona. National research has noted a trend for older retirees to move back to northern areas from which they migrated, to be closer to family as they become less mobile and need greater assistance. Most migration, however, is within the state.
- The region appears to be attracting younger households between the ages of 25 and 35, which would be consistent with skilled workers and professionals attracted to work at area companies. There is a loss of households headed by workers between 45 and 55, which may be attributed to moves out of the area to pursue new work opportunities.

RECOMMENDATIONS

- Market the region's competitive strengths, especially in regard to employee recruitment. Although it has limited supply, the market is very affordable. Home buyers who want acreage will find the area very appealing. There is also the possibility of buying in the amenity-rich Finger Lakes, which may become more attractive with an increase in remote work. The location is also favorable when a spouse may find employment in Ithaca or other urban centers in the region.
- Incentivize new housing construction.
 - Single family homes can be constructed on vacant lots within existing neighborhoods. Elmira, especially has a large number of vacant lots in areas near the city center. These can be targeted to first-time buyers and retirees, with a modest footprint, but still offering garages, quality design, private yards, and modern infrastructure. Two of the approaches that might be considered are:
 - Individual lots. Individual lots may be developed speculatively by small builders or under contract for the homeowner. Actions that will help spur these investments include acquisition, preparation, and transfer of the lot by the local government (or its land bank), underwriting land

and infrastructure costs or providing a subordinated loan, assembling a library of pre-approved “off-the-shelf” building plans to suggest design character and expedite approval, and providing assistance with construction loans.

- Pocket neighborhoods. Larger sites may be developed as a pocket neighborhood, which minimize land use and still offer home ownership by clustering modest homes around central greenspace. Pocket neighborhoods are typically made up of single family homes, but may include some attached housing, and usually include a shared community building. Each home has a small private yard or patio space, but common areas are maintained by an association. As they have very low maintenance demands, pocket neighborhoods are very attractive to seniors who want to continue to live in a detached home.
- Townhomes and condominiums, along with apartment or mixed use buildings, may be constructed on many of the commercial corridors where there is waning demand for commercial businesses, or underutilized surface parking. Denison Parkway, in Corning, is an example of a location that would be very much in demand for condominiums and upscale apartments, given its proximity to the amenities of the Gaffer District and to the headquarters of Corning Incorporated. Land assembly and site preparation are important roles that local governments can play in spurring redevelopment. Given that local developers are unfamiliar with condominium development and reluctant to take on projects, they may need additional incentives. A couple approaches might be considered.
 - Pre-construction sales. Other communities have partnered with area businesses to commit to purchasing condominium units, often to make available to executive hires needing temporary housing when moving to the area. These sales help to raise capital and meet borrowing requirements, and create interest in a project.
 - Mixed use buildings. Residential developers are often not interested in having a commercial component, as they may not be familiar with commercial leasing and may have concerns about the space remaining vacant. Local governments can mitigate these concerns by committing to lease all or a portion of the commercial space, either for their own use or to sublease to a business.
 - Community-based REITs. Real estate investment trusts (REITs) are a platform where investors pool their resources to invest in building and/or owning real estate. There has been recent interest in forming REITs that are community-based, to invest in the kinds of real estate projects that are needed, but not being constructed in the local market. They include for-profit and non-profit examples.
- Senior housing. The aging population is going to create demand for new senior housing of all types. The market is likely to provide the investors, but local governments can help to enable projects or direct them to preferred locations. Land assembly and site preparation are again the primary tool for this.
- Create incentives for homeowner and rental housing renovation. Existing programs may be expanded, or new ones created to upgrade existing housing within both urban communities and rural parts of the counties. They should include loans to help sellers make required improvements before putting a house on the market.
- Expand broadband and cellular coverage in rural parts of the region. Broadband is an essential utility even when not needed to enable remote work. Places where it is not available will not be considered by most homebuyers, negating the advantage the area has in offering properties with acreage. In addition to broadband, some parts of the region do not have reliable cell phone coverage. This is equally necessary and should be addressed at the same time as internet access.
- Concerns have been expressed about the effect single family rental (and short-term rental) conversions have on neighborhoods, while their acquisition by investors is also creating competition making it more difficult for first-time buyers to find or afford homes. Some of the concerns can be addressed by regulation of the rental market.

Common approaches include maintenance ordinances and required inspections on a periodic basis, or when there is a change in tenants.

- Market supply is an effective tool in improving the quality of rental housing. By adding significant new rental housing, local communities can trigger a ripple effect through the market as renters seek out better-quality. The region lacks a sufficient number of high-end rentals. Building these will enable renters in the middle tiers to move up, freeing those units for others to move from the lesser tiers. At the tail end, there will be little demand for the least desirable of the region's rentals. Some may be taken off the market while others receive upgrades, and properties throughout the market are likely to see new investment to remain competitive.
- At the property, neighborhood, and community level, local governments, property owners, and developers need to pay more attention to designing for older residents. Examples include designing homes and rental units equipped or adaptable to people with limited mobility, pedestrian enhancements, and transportation options for those no longer able to drive. AARP has launched an initiative to educate stakeholders on these planning principles, which may be adopted in local plans.
- Much of the frustration people express with existing housing is due to it being obsolete. While some can be brought to an acceptable modern standard, the associated costs for many of these homes does not make it worthwhile. These properties experience a downward trajectory in which they are eventually abandoned, potentially after an interim period in which they are offered as low-cost rentals. Every community in the region should be planning for the acquisition and/or removal of obsolete housing.

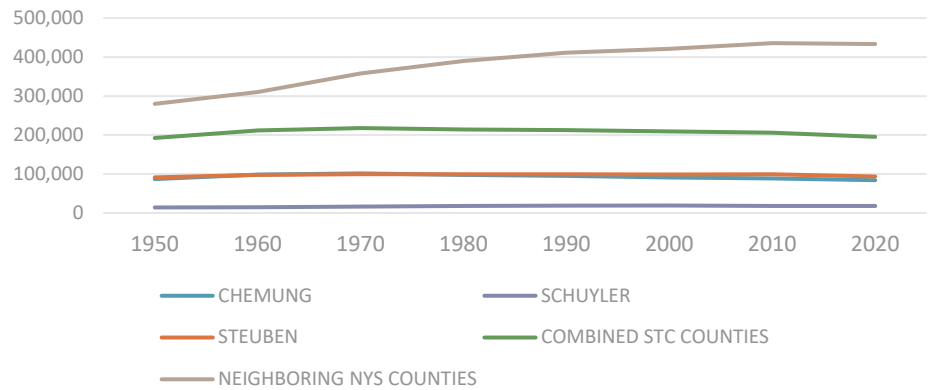
The three counties making up the study area have been losing population in most decades since the 1970's. Within the area, Chemung and Steuben Counties lost population in each of the last five decades, while Schuyler's population continued to grow until the early 2000's. These losses need to be viewed with some perspective. While it is true to say that they are losing residents, they are not hemorrhaging population, as is often portrayed in media. Their loss is also consistent with the experience of a majority of U.S. counties, aside from some mostly in the south or west, or surrounding metropolitan areas.

Adjacent counties more closely fit the profile of amenity-rich places or college towns that have gained population. Though they lost residents in the most recent decade, they have gained in the past. The Finger Lakes region has attracted residents for its setting, while Cornell University attracts residents to Ithaca. Some of their new residents were drawn from the study area counties.

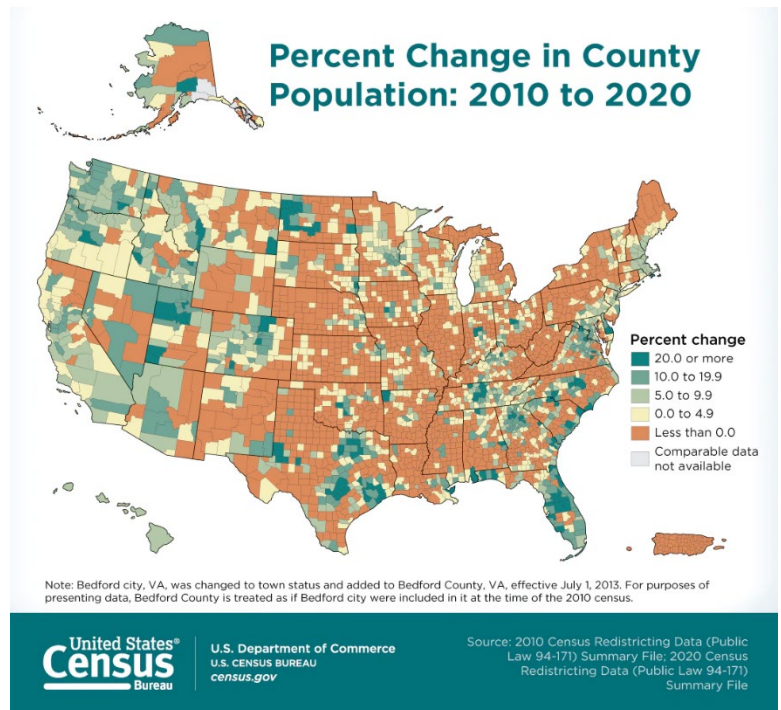
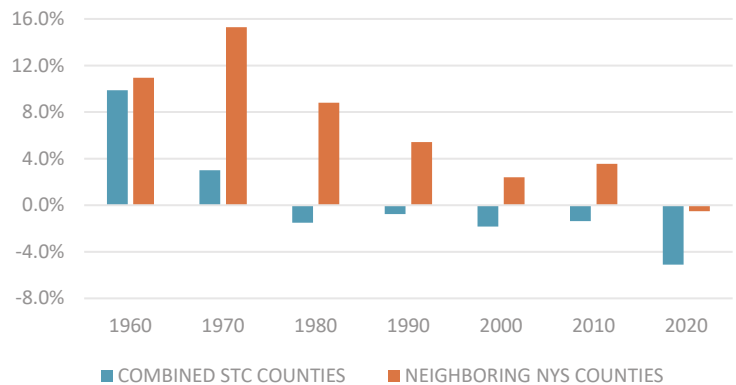
A stable or growing population plays an important role in many aspects of the local economy, as it comprises the workforce available to businesses, the market for retail goods and services, and the households sustaining communities, neighborhoods, and housing stock. Population losses are the most visible issue associated with change or decline. Demographic shifts also drive change as various age cohorts or other demographic segments grow or shrink in size. These changes are central to most issues facing the study area.

Over time, the population has aged, with fewer working age persons. These same cohorts are also responsible for the natural increase in population (births or fertility). Fertility, mortality, and migration explain population change, and along with declining births, the three counties are seeing a net loss through migration.

POPULATION CHANGE SINCE 1950



PERCENT CHANGE IN POPULATION

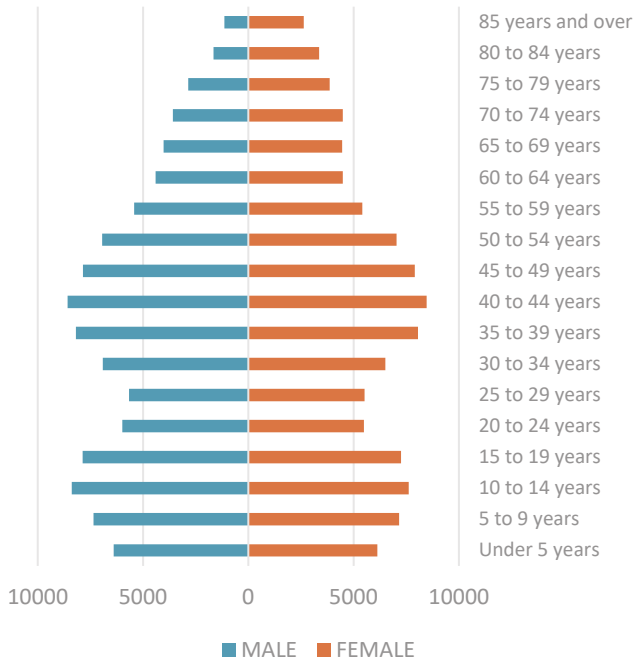


POPULATION BY AGE

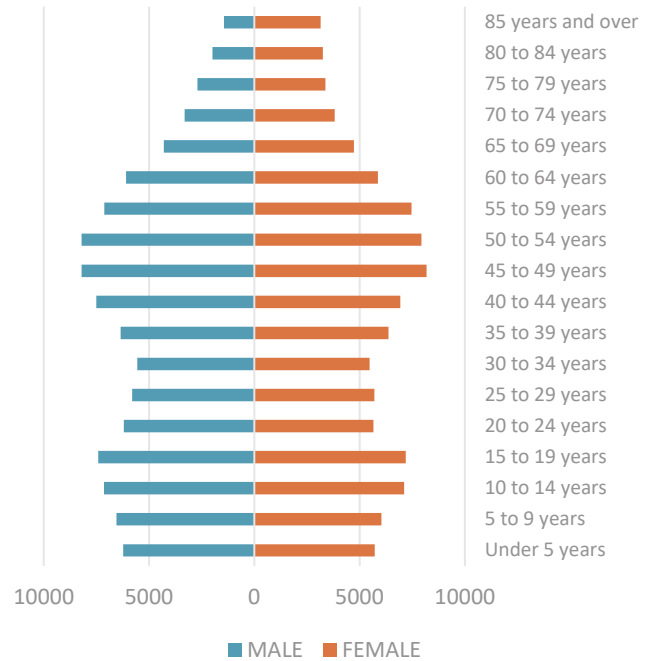
Census 2000, American Community Survey 2010 and 2019

Age distribution is an important consideration for many reasons. Currently, the issue getting the most attention is the shortage of workers, generally in the 18 to 64 year range. Growing older populations are often assessed for the strain they can put on health care and social services, while fewer people under 18 years affects the future workforce and may have impacts on schools. Fewer people between 16 and 45 will lead to a lower birth rate, contributing to an aging population.

2000 POPULATION BY AGE AND SEX



2010 POPULATION BY AGE AND SEX



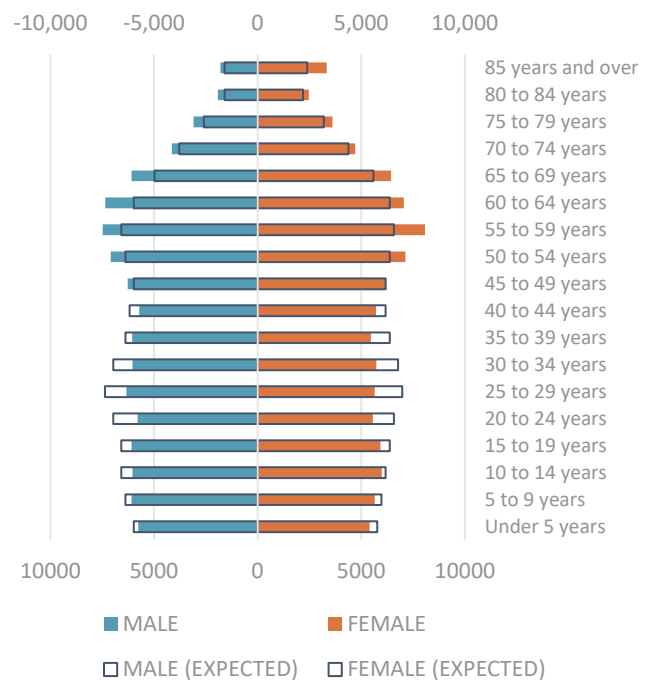
- The study area population is growing older.**

The 2019 population chart also depicts an expected age distribution if the study area corresponded to the national distribution. The three counties have fewer than expected younger residents, while having more in older cohorts. Plotted over a period of decades, the movement of larger generations (Baby Boomers and Millennials) and smaller ones (Generation X and Generation Z) can be seen. Overall, the proportion of older residents is growing.

- Are the three counties experiencing a “brain drain” among middle-aged people?**

Looking at five-year age cohorts, the study area saw a gain (+677) in population between 20 and 29 years, from 2000 through 2019. The greatest losses (-15,286) came from cohorts aged 30 to 49 years. Not all of this can be attributed to variance in the size of different generations. These cohorts are about 43 percent smaller than would be expected,

2019 POPULATION BY AGE AND SEX



had the population aged 10 to 29 aged in place. The conclusion is that there is a net loss of residents between 30 and 59 years, which corresponds to mid-level and advanced career stages. A possible explanation is that workers starting jobs in the three counties eventually leave to pursue opportunities elsewhere.

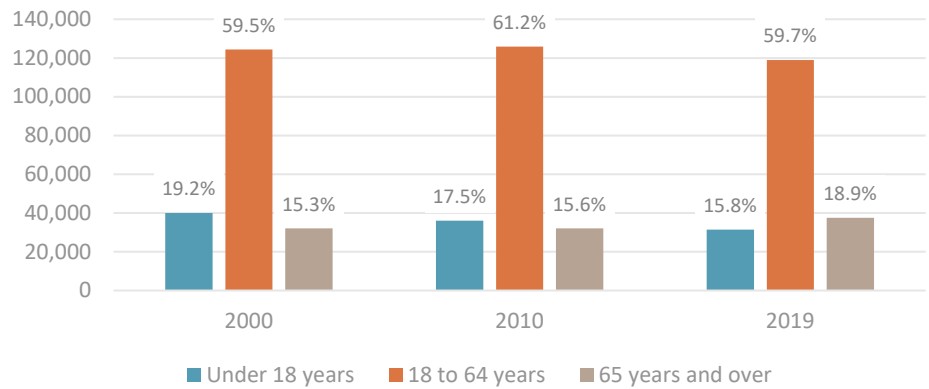
- Overall change can be attributed to an increase in the number of older residents and a decrease in younger ones.**

Even while the size of the working-age population (18 to 64 years) decreased from 2000 to 2019, this group's share of the total remained more-or-less consistent. Meanwhile, the proportions of the population under 18, or 65 and over flipped, with those under 18 declining from 19.2 percent to 15.8 percent of the population, and those 65 and over increasing from 15.3 percent to 18.9 percent of the population. These figures presage national estimates of retirees reaching 20 percent of the population by 2030, and outnumbering children by 2034.

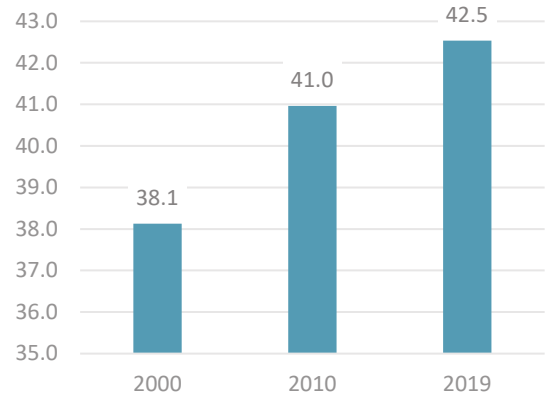
Another way of looking at this is through age dependency ratios. The overall age dependency ratio is the combined number of people in the population who are under 18, or 65 and over (called dependents), compared to the working age population from 18 to 64. In 2000 there were 68.0 dependents for every 100 people in working age

cohorts. This changed to 67.5 persons in 2019. Over this period the old-age dependency ratio (those 65 and over) went from 25.8 to 31.6 for every 100 persons in the working age population, and the child dependency ratio shrank from 42.3 to 35.9. Within government, these changes will affect the allocation of resources for education and services for children or seniors, and create new considerations for functions such as urban design and transportation. The broader economy will be affected through shifting demand in sectors such as health care and retail, and future workforce needs.

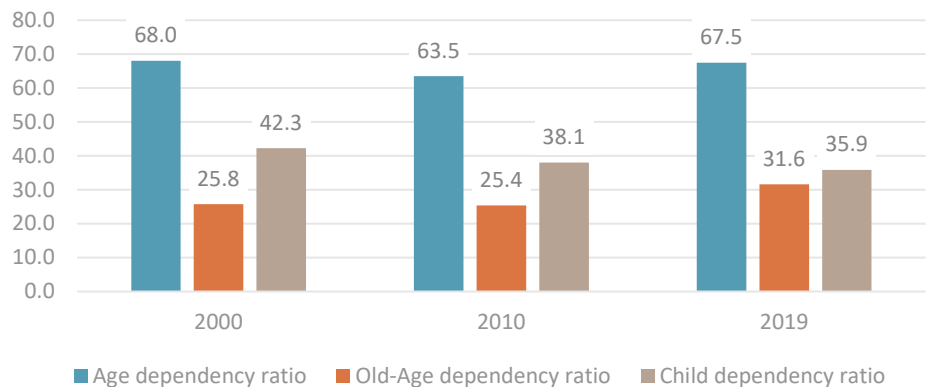
POPULATION BY AGE



MEDIAN AGE (YEARS)

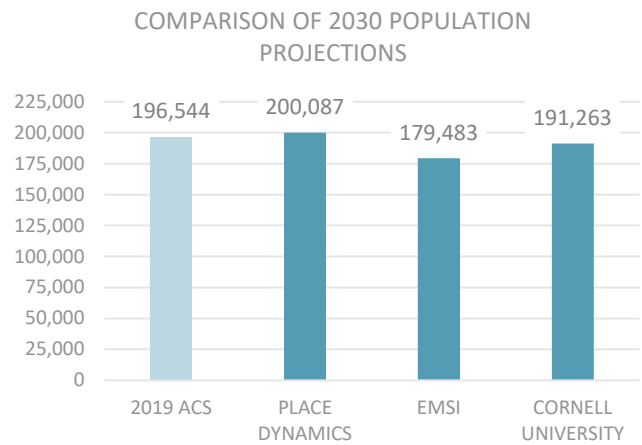


AGE DEPENDENCY RATIOS

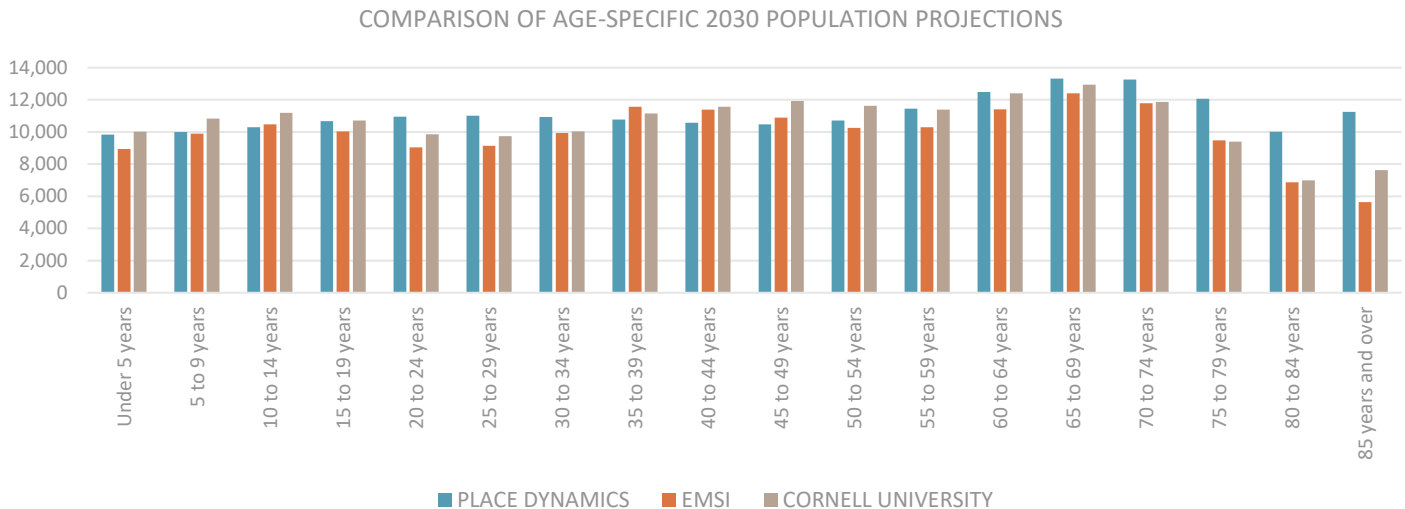


Population projections contribute to analysis of housing, retail demand, and the workforce. Each of these market analyses draws on a different set of projections, produced with their own methodologies and using different data sources. With one notable exception, these, and other projections for the three counties, predict a loss of population. Only the projections prepared in this analysis, and used to model future demand for housing, show a population gain. While it goes against common perception to believe the three counties will gain population in coming years, there are several reasons why such a forecast may be accurate.

- The 2020 Census proved projections for New York State to be very wrong. New York added about 823,147 new residents from 2010 to 2020, while the Census Bureau’s Population Estimates Program predicted a loss of 41,326.
- Corning Incorporated, Sitel, health care systems, and other employers appear to be attracting workers in their 20’s and early 30’s, such as recent college graduates, who are helping to mitigate losses among younger cohorts.
- The continual movement of the Baby Boom Generation into their senior years is swelling the ranks of people over 65, who are living longer despite a temporary downturn in life expectancy during the pandemic. Unlike prior generations, current retirees are less likely to move to distant states.
- The three counties are beneficiaries of migration from older cohorts. The Finger Lakes area is seeing in-migration by active retirees drawn to the attractive setting. With their health care systems and assisted living facilities, Steuben and Chemung Counties are drawing the oldest segments of the population from rural counties surrounding them.



Compared against the 2020 Census population count, Place Dynamics’ model predicts a gain of about 4,457 residents by the year 2030, while EMSI (a source used for the workforce analysis) shows a loss of 16,147. Cornell University shows a smaller loss of 4,367 residents. Nearly all of the difference can be accounted for in the oldest population cohorts. In fact, the cumulative difference in the Place Dynamics and Cornell University projections is only 0.3 percent, through age 75. EMSI’s projections differ considerably from the other two, with particular significance for the working age population.



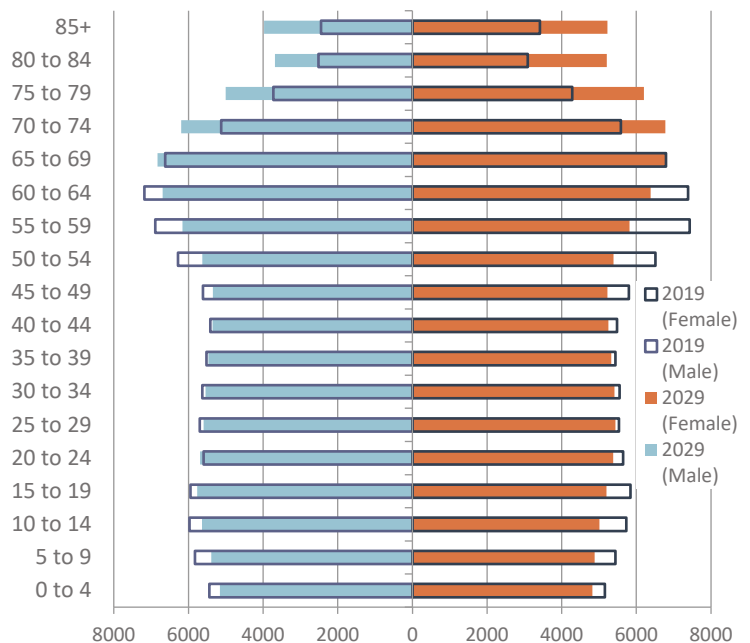
Population change in any area is a function of births and deaths (natural increase), along with migration. The model used by Place Dynamics to project future population and household statistics drew on the five most recent years of fertility and mortality data reported by the State of New York Department of Health, calculating age-specific rates of migration based on the change between 2010 and 2019 that could not be explained by natural increase.

The methodologies used by Place Dynamics and Cornell University can be contrasted, as they produced the best-matched results. While Cornell University also uses a cohort-component method, it diverges in approach and draws on different data sources. Cornell’s projections were prepared in 2018, starting from 2015 population data from the U.S. Department of Health Center for Disease Control (CDC), while those here use 2010 and 2019 American Community Survey Five-Year Estimates as a base. Cohort composition also differs between the two, with Place Dynamics’ projections based on five-year cohorts and the Cornell projections using single-year ages. Cornell also used a single year of fertility and mortality rates estimated from the CDC data, while the population projections in this model are based on an average of five years of data specific to the three counties, from the New York Department of Health’s Vital Statistics records. The method of estimating migration also varies, with Cornell using a single year of migration data from the American Community Survey (2016 Five-Year Estimates), while the estimates in this model are generated from the change in population between 2010 and 2019, which is not explained through births and deaths. Lastly, this model also factors in the expected closure of the Southport Correctional Facility in 2022.

All of the projections are consistent in showing a decrease in the number of working age residents in the three counties, and an increase in the number of people in older age groups. EMSI forecasts the most severe decrease in working-age residents by 2030, to a total of 93,943 between the ages of 20 and 64. This would be 17,600 fewer than in 2019. Losses predicted by the Place Dynamics and Cornell University models put the loss at approximately 12,000 people. The estimates differ by only 331 persons. All three models also show losses in population under 20 years old. The evolving age structure is going to impact communities and the economy in several ways.

- Fewer younger people will lead to slower growth through births, as there are fewer women to have children.
- The declining number of children will have implications for the education sector, with the potential for school closures and need for fewer teachers and other staff. Education is among the area’s largest employment sectors.
- A smaller working age population will further exacerbate worker shortages among primary sectors, and in the health care and service sectors that can be expected to grow with increased demand from a larger population of seniors.
- The population 60 and over is expected to grow. As they age, seniors will place greater demand on health care, personal services, and government sectors to meet their needs. These functions usually require human involvement in the delivery of services, so that there will be demand for employees to fill the expanding number of jobs in these sectors, creating more competition for primary (wealth-generating) sectors.
- Older households spend less, impacting demand for many retail goods and services.
- Existing housing will be increasingly mis-matched to the needs and preferences of smaller and older households.

CURRENT YEAR (2022) AND 2032
POPULATION ESTIMATES BY AGE AND SEX



Migration is one of three components of population change, and in this study area is responsible for considerable net annual loss of residents. Most losses are to nearby counties or to the southeastern or southwestern states. Even in those regions, there is a counterflow of persons moving to the study area. Understanding the reasons for these moves can help plan measures to stem losses or attract new residents.

- **More people are moving from the study area counties than are moving in from other counties.**

From 2015 to 2019 there was a net loss of 8,740 residents. Other counties in New York (2,630), North Carolina (1,612), Pennsylvania (1,374), Florida (1,301), Georgia (1,282), and California (1,077) were the larger destinations to which study area residents moved. The largest in-migration was from Virginia (662) and Arkansas (369).

- **Six of the ten counties to which study area lost population were in New York State, while eight of the ten from which the study area gained the most population were in-state.**

Most of the top counties from which the area is gaining population are in the western part of the state or the New York City Metropolitan Area. Counties to which the area is losing population are nearly all in the western part of the state. Williams County, North Dakota (Williston), Gwinnett County, Georgia (Atlanta), Bradford County, Pennsylvania (south of Elmira), and Harris County, Texas (Houston) are the top out-of-state counties to which the area is losing residents.

- **Population shifts are occurring within the three counties.**

Chemung County is gaining population from Schuyler and Steuben Counties, while migration between Schuyler and Steuben Counties is nearly balanced.

- **Rates of migration vary based on some demographic characteristics.**

- Education plays a role in moves by out-of-state residents. Those without a bachelor's degree are less likely to move into the area, while those with a bachelor's or master's make up a disproportionate share of migrants.
- Migrants are likely to be younger than the population of the county into which they are moving. This holds true across all of the counties and types of moves, with little variation.
- Renters move more often, across all categories of migration, from local to international.

- **Immigration is significant, with Asia and Europe accounting for the most immigrants.**

Steuben County attracts the most immigrants, evenly split between origins in Asia and Europe. Very few foreign immigrants are being attracted to Schuyler County.

MIGRATION AND EDUCATIONAL ATTAINMENT (2019)

	MOVES RELATIVE TO POPULATION		
	WITHIN COUNTY	OTHER NY COUNTY	OTHER STATE
Less than High School Grad	1.28	1.41	0.80
High School Graduate	0.98	0.99	0.70
Some College or Associate's	0.95	0.93	0.70
Bachelor's Degree	1.08	1.03	2.33
Master's Degree	0.89	0.86	1.51

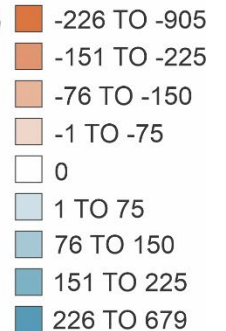
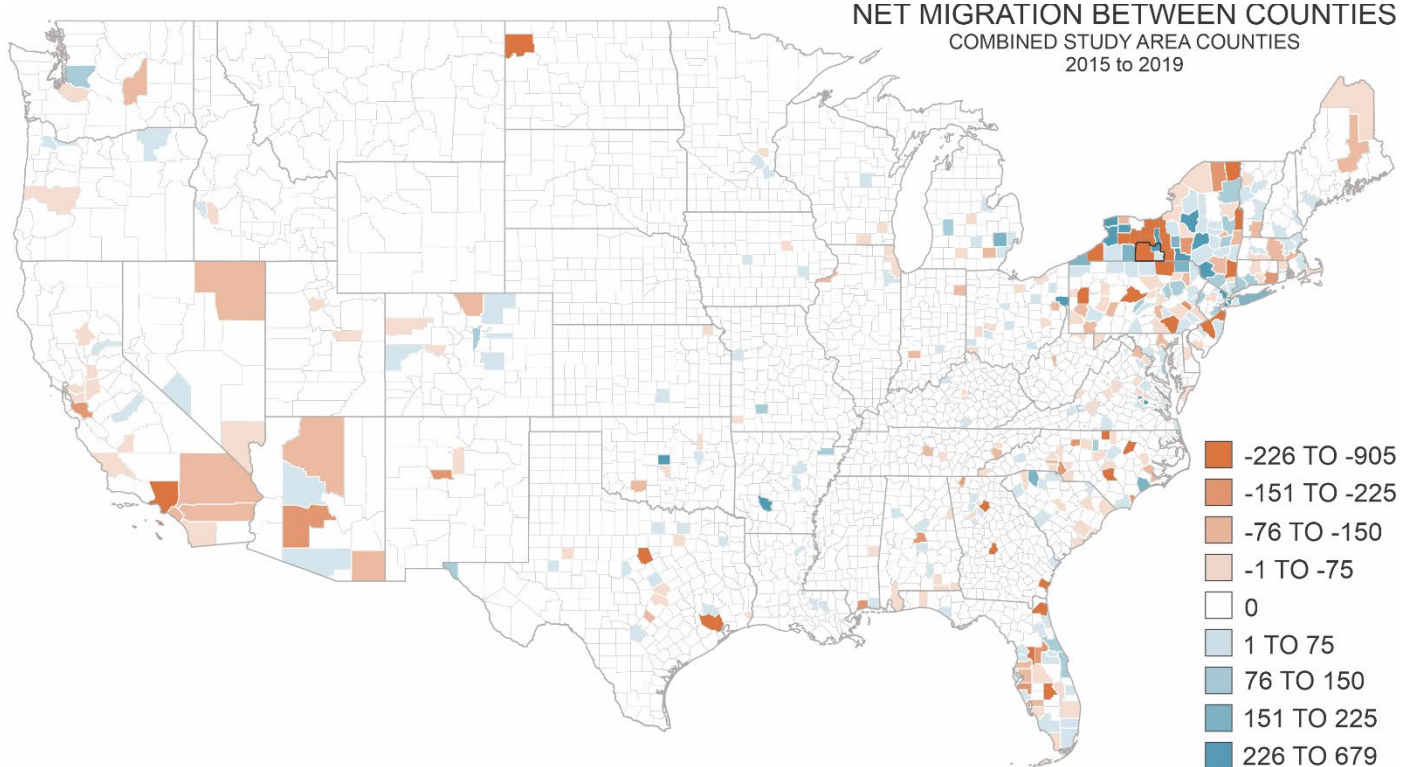
MEDIAN AGE OF MIGRANTS (2019)

	MEDIAN AGE		
	CHEMUNG	SCHUYLER	STEBEN
County median age	41.8	46.8	43.4
Living in same house	44.5	48.2	45.5
Moved within same county	27.1	31.8	27.5
Moved from other NY county	28.5	28.2	30.3
Moved from different state	29.5	29.6	29.0

MIGRATION AND EDUCATIONAL ATTAINMENT (2019)

	MOVES RELATIVE TO POPULATION		
	WITHIN COUNTY	OTHER NY COUNTY	OTHER STATE
Lived in owned housing	0.53	0.67	0.56
Lived in rental housing	2.28	1.91	2.21

NET MIGRATION BETWEEN COUNTIES
COMBINED STUDY AREA COUNTIES
 2015 to 2019



	IN	OUT	NET
ALABAMA	102	170	-68
Autauga County	74	0	74
Baldwin County	0	48	-48
Cleburne County	0	34	-34
Coffee County	0	36	-36
Crenshaw County	6	0	6
Geneva County	0	43	-43
Houston County	0	9	-9
Macon County	16	0	16
Shelby County	6	0	6

	IN	OUT	NET
ALASKA	46	48	-2
Anchorage Municipality	15	0	15
Fairbanks North Star Borough	0	31	-31
North Slope Borough	31	0	31
Southeast Fairbanks Census Area	0	16	-16

	IN	OUT	NET
ARIZONA	88	613	-525
Cochise County	0	95	-95
Coconino County	0	123	-123
Maricopa County	12	193	-181
Pima County	60	26	34
Pinal County	0	176	-176
Yavapai County	16	0	16

	IN	OUT	NET
ARKANSAS	369	0	369
Clark County	235	0	235
Craighead County	96	0	96
Lonoke County	9	0	9
White County	29	0	29

	IN	OUT	NET
CALIFORNIA	386	1,463	-1,077
Alameda County	0	20	-20
Butte County	0	34	-34
Contra Costa County	0	24	-24
Kings County	0	48	-48
Los Angeles County	41	325	-284
Madera County	11	0	11
Nevada County	12	0	12
Orange County	5	111	-106
Riverside County	47	135	-88
Sacramento County	34	102	-68
San Bernardino County	165	280	-115
San Diego County	71	105	-34
San Francisco County	0	14	-14
San Joaquin County	0	52	-52
San Luis Obispo County	0	44	-44
Santa Clara County	0	169	-169

	IN	OUT	NET
COLORADO	233	133	100
Arapahoe County	14	0	14
El Paso County	27	0	27
Jefferson County	147	0	147
Larimer County	0	106	-106
Mesa County	41	10	31
Pitkin County	0	5	-5
Rio Blanco County	0	12	-12
Weld County	4	0	4

CONNECTICUT	292	337	-45
Fairfield County	126	15	111
Hartford County	11	35	-24
Middlesex County	0	46	-46
New Haven County	155	71	84
New London County	0	170	-170

DELAWARE	0	20	-20
Kent County	0	20	-20

FLORIDA	996	2,317	-1,301
Bay County	25	0	25
Brevard County	81	0	81
Broward County	57	34	23
Charlotte County	54	143	-89
Citrus County	68	0	68
Collier County	3	0	3
Duval County	0	360	-360
Hernando County	61	0	61
Highlands County	0	284	-284
Hillsborough County	34	162	-128
Lake County	0	223	-223
Lee County	152	168	-16
Manatee County	12	216	-204
Miami-Dade County	11	0	11
Monroe County	0	8	-8
Okaloosa County	0	22	-22
Okeechobee County	0	9	-9
Orange County	106	40	66
Palm Beach County	33	93	-60
Pasco County	0	79	-79
Pinellas County	9	19	10
Polk County	30	66	-36
Putnam County	53	0	53
St. Johns County	8	0	8
St. Lucie County	53	0	53
Sarasota County	22	0	22
Seminole County	28	0	28
Sumter County	0	391	-391
Volusia County	96	0	96

	IN	OUT	NET
DISTRICT OF COLUMBIA	51	3	48
District of Columbia	51	3	48

GEORGIA	216	1,498	-1,282
Chatham County	47	0	47
Chattahoochee County	31	10	21
Cherokee County	36	0	36
Clarke County	29	24	5
Cobb County	27	16	11
DeKalb County	2	0	2
Fayette County	14	0	14
Fulton County	0	68	-68
Glynn County	0	263	-263
Gwinnett County	30	668	-638
Houston County	0	279	-279
Whitfield County	0	170	-170

HAWAII	26	24	2
Honolulu County	26	24	2

IDAHO	5	65	-59
Ada County	0	64	-64
Canyon County	5	0	5

ILLINOIS	61	157	-96
Cook County	51	67	-16
Lake County	0	8	-8
Rock Island County	0	82	-82
Will County	10	0	10

INDIANA	63	175	-112
Allen County	0	98	-98
Bartholomew County	63	0	63
Greene County	0	77	-77

IOWA	43	14	29
Black Hawk County	0	14	-14
Boone County	25	0	25
Johnson County	18	0	18

KANSAS	18	27	-9
Brown County	0	15	-15
Sedgwick County	18	12	6

	IN	OUT	NET
KENTUCKY	65	49	16
Boyle County	0	13	-13
Campbell County	18	0	18
Jefferson County	33	0	33
Kenton County	0	5	-5
Mercer County	0	31	-31
Wayne County	14	0	14

LOUISIANA	37	0	37
East Baton Rouge Parish	14	0	14
Livingston Parish	14	0	14
Richland Parish	9	0	9

MAINE	8	128	-120
Aroostook County	0	5	-5
Cumberland County	8	0	8
Penobscot County	0	123	-123

MARYLAND	244	207	37
Anne Arundel County	59	0	59
Baltimore County	13	107	-94
Calvert County	149	0	149
Garrett County	0	14	-14
Montgomery County	23	0	23
Baltimore city	0	86	-86

MASSACHUSETTS	259	265	-6
Barnstable County	0	29	-29
Essex County	4	2	2
Hampden County	26	56	-30
Hampshire County	27	0	27
Middlesex County	95	48	47
Norfolk County	0	-95	-95
Plymouth County	98	97	1
Suffolk County	9	0	9
Worcester County	0	128	-128

MICHIGAN	291	147	144
Bay County	14	0	14
Calhoun County	0	9	-9
Gratiot County	0	3	-3
Ingham County	38	0	38
Kent County	76	0	76
Macomb County	8	0	8
Oakland County	151	0	151
Washtenaw County	0	135	-135
Wayne County	4	0	4

	IN	OUT	NET
MINNESOTA	75	98	-23
Anoka County	0	69	-69
Dakota County	44	0	44
Hennepin County	31	29	2

MISSISSIPPI	22	188	-166
Harrison County	0	165	-165
Jackson County	13	0	13
Lauderdale County	9	23	-14

MISSOURI	127	9	118
Greene County	120	0	120
Jackson County	7	0	7
Newton County	0	9	-9

NEVADA	92	121	-29
Clark County	92	121	-29

NEW HAMPSHIRE	76	107	-31
Coos County	0	77	-77
Grafton County	33	0	33
Hillsborough County	24	14	10
Strafford County	19	16	3

NEW JERSEY	9	40	-31
Bergen County	230	0	230
Burlington County	9	245	-236
Camden County	53	5	53
Cumberland County	5	53	-48
Essex County	14	0	14
Middlesex County	84	0	84
Monmouth County	0	262	-262
Morris County	0	22	-22
Ocean County	63	0	63
Passaic County	12	0	12
Union County	7	0	7
Warren County	79	0	79

NEW MEXICO	0	212	-212
Bernalillo County	0	182	-182
Santa Fe County	0	30	-30

	IN	OUT	NET
NEW YORK	27,865	30,489	-2,630
Albany County	172	80	92
Allegany County	1400	1185	215
Bronx County	595	3	592
Broome County	1210	982	228
Cattaraugus County	150	113	37
Cayuga County	359	1264	-905
Chautauqua County	117	399	-282
Chemung County	2642	2624	18
Chenango County	128	301	-173
Clinton County	256	1058	-802
Columbia County	37	0	37
Cortland County	219	64	155
Delaware County	65	25	40
Dutchess County	315	684	-369
Erie County	1417	1104	313
Essex County	126	18	108
Franklin County	448	627	-179
Fulton County	64	0	64
Genesee County	317	59	258
Greene County	48	0	48
Herkimer County	2	0	2
Jefferson County	123	131	-8
Kings County	478	195	283
Lewis County	3	0	3
Livingston County	1066	1423	-366
Madison County	144	201	-57
Monroe County	1468	3218	-1750
Montgomery County	66	0	66
Nassau County	216	147	69
New York County	606	115	491
Niagara County	323	0	323
Oneida County	723	447	276
Onondaga County	669	650	19
Ontario County	631	1372	-741
Orange County	107	0	107
Orleans County	131	262	-131
Oswego County	161	216	-55
Otsego County	522	96	426
Putnam County	8	37	-29
Queens County	376	121	255
Rensselaer County	3	95	-92
Richmond County	15	0	15
Rockland County	17	14	3
St. Lawrence County	211	265	-51
Saratoga County	209	105	104
Schenectady County	37	125	-88
Schoharie County	47	34	13
Schuyler County	1719	1147	572
Seneca County	782	379	403

	IN	OUT	NET
Steuben County	2485	3075	-590
Suffolk County	304	121	183
Sullivan County	853	329	524
Tioga County	773	1174	-401
Tompkins County	1088	1410	-322
Ulster County	240	320	-80
Warren County	0	62	-62
Washington County	164	443	-279
Wayne County	123	495	-372
Westchester County	176	156	20
Wyoming County	147	688	-541
Yates County	564	831	-267

NORTH CAROLINA	868	1,944	-1,612
Alamance County	123	0	123
Brunswick County	29	12	17
Buncombe County	71	0	71
Cabarrus County	0	30	-30
Catawba County	0	71	-71
Chatham County	0	6	-6
Cherokee County	0	7	-7
Craven County	0	101	-101
Cumberland County	13	386	-373
Forsyth County	0	184	-184
Gaston County	0	28	-28
Granville County	47	78	-31
Guilford County	0	20	-20
Harnett County	0	10	-10
Iredell County	14	18	-4
Lincoln County	0	81	-81
Mecklenburg County	37	225	-188
Nash County	269	0	-269
New Hanover County	44	268	-222
Onslow County	213	11	202
Person County	0	365	-365
Pitt County	0	35	-35
Union County	0	8	-8
Wake County	8	0	8

NORTH DAKOTA	0	724	-724
Williams County	0	724	-724

	IN	OUT	NET
OHIO	504	399	105
Athens County	7	0	7
Butler County	10	0	10
Carroll County	0	90	-90
Clark County	0	42	-42
Columbiana County	240	0	240
Cuyahoga County	112	126	-14
Franklin County	91	41	50
Greene County	15	0	15
Guernsey County	0	4	-4
Hamilton County	0	47	-47
Huron County	0	20	-20
Marion County	3	0	3
Montgomery County	0	29	-29
Portage County	16	0	16
Wayne County	10	0	10

OKLAHOMA	358	257	101
Cleveland County	48	83	-35
Comanche County	0	138	-138
Oklahoma County	292	0	292
Okmulgee County	9	0	9
Tulsa County	9	36	-27

OREGON	71	35	36
Lane County	0	35	-35
Multnomah County	24	0	24
Umatilla County	18	0	18
Washington County	29	0	29

PENNSYLVANIA	3,062	4,476	-1,374
Allegheny County	34	166	-132
Berks County	27	87	-60
Bradford County	570	1040	-470
Bucks County	53	120	-67
Butler County	0	367	-367
Cambria County	0	126	-126
Centre County	0	344	-344
Chester County	68	52	16
Columbia County	140	0	140
Crawford County	33	0	33
Dauphin County	0	85	-85
Erie County	283	160	163
Fayette County	0	97	-97
Franklin County	63	0	63
Indiana County	0	3	-3
Jefferson County	0	18	-18
Juniata County	17	0	17
Lackawanna County	38	177	-139
Lancaster County	0	262	-262

	IN	OUT	NET
Lawrence County	0	9	-9
Lebanon County	71	0	71
Lehigh County	0	202	-202
Luzerne County	161	11	150
Lycoming County	0	20	-20
McKean County	26	1	25
Mifflin County	95	0	95
Monroe County	46	0	46
Montgomery County	74	42	32
Northampton County	22	0	22
Northumberland County	28	74	-46
Philadelphia County	11	16	-5
Potter County	90	33	57
Susquehanna County	161	2	159
Tioga County	802	739	63
Union County	10	25	-15
Washington County	0	36	-36
Wayne County	29	0	29
Westmoreland County	57	0	57
Wyoming County	8	70	-62
York County	45	92	-47

RHODE ISLAND	59	69	-10
Bristol County	20	0	20
Kent County	39	0	39
Newport County	0	6	-6
Providence County	0	63	-63

SOUTH CAROLINA	272	482	-210
Aiken County	5	0	5
Anderson County	8	0	8
Berkeley County	0	11	-11
Charleston County	13	80	-67
Colleton County	0	166	-166
Florence County	7	62	-55
Greenville County	0	45	-45
Horry County	8	55	-47
Marlboro County	3	0	3
Richland County	0	10	-10
Spartanburg County	169	0	169
Union County	4	0	4
York County	55	53	2

TENNESSEE	102	157	-55
Jefferson County	0	14	-14
Rutherford County	102	0	-102
Sevier County	0	100	-100
Warren County	0	43	-43

	IN	OUT	NET
TEXAS	497	846	-349
Bell County	5	8	-3
Bexar County	56	0	56
Brown County	20	0	20
Collin County	11	0	11
Coryell County	60	0	60
Dallas County	0	19	-19
El Paso County	150	0	150
Erath County	0	229	-229
Harris County	26	422	-396
Hays County	0	109	-109
Howard County	0	37	-37
Midland County	58	0	58
Montgomery County	29	0	29
Orange County	0	14	-14
Upshur County	11	0	11
Williamson County	0	8	-8
Wise County	71	0	71

UTAH	11	61	-50
Carbon County	11	15	-4
Salt Lake County	0	46	-46

VERMONT	62	106	-44
Addison County	24	0	24
Chittenden County	0	9	-9
Washington County	34	0	34
Windham County	0	106	-106
Windsor County	4	0	4

VIRGINIA	1,248	586	662
Accomack County	0	20	-20
Albemarle County	0	2	-2
Alleghany County	0	16	-16
Bedford County	0	31	-31
Caroline County	6	0	6
Chesterfield County	75	0	75
Fairfax County	113	141	-28
Gloucester County	17	0	17
Greene County	36	0	36
Halifax County	48	0	48
Hanover County	0	14	-14
Henrico County	679	0	679
Loudoun County	0	117	-117
Montgomery County	38	0	38
Nelson County	0	53	-53
Prince William County	50	0	50
Roanoke County	100	0	100
Spotsylvania County	0	34	-34
York County	0	15	-15

	IN	OUT	NET
Hampton city	7	0	7
Newport News city	18	0	18
Norfolk city	0	35	-35
Portsmouth city	17	0	17
Richmond city	0	81	-81
Salem city	0	24	-24
Virginia Beach city	44	3	41
WASHINGTON	101	177	-76
Grant County	0	115	-115
Island County	0	28	-28
King County	101	11	90
Pierce County	0	16	-16
San Juan County	0	7	-7

WEST VIRGINIA	10	101	-91
Calhoun County	0	76	-76
Monongalia County	10	25	-15

WISCONSIN	53	55	-2
Rock County	0	34	-34
Waukesha County	0	21	-21
Waupaca County	53	0	53

PUERTO RICO	75	0	75
Camuy Municipio	27	0	27
Coamo Municipio	48	0	48

Africa	24		24
Asia	836		836
Central America	24		24
Caribbean	159		159
Europe	878		878
U.S. Island Areas	33		33
North America	196		196
Oceania and At Sea	63		63
South America	6		6

TOTALS	42,248	50,153	-8,740
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PRIOR HOUSING RESEARCH

Housing has been an important issue to local communities, and several plans and studies have addressed the issue. It is interesting to note the focus on housing as a consideration in hiring in prior studies. Much of the discussion is centered on entry to advanced level professional and management employees, with little discussion of the housing needs of wage employees and lower- to middle-income households or seniors. While all three addressed single-family homes and market-rate rentals, there was little discussion of attached (townhouse) and condominium units.

186 INNOVATION CORRIDOR HOUSING STUDY: 2017-2020

This study examined housing in western Chemung County, Eastern Steuben County, and Schuyler County. Several observations are made about the general housing market.

- Competition for housing in the larger urban centers is heightened by the lack of housing in smaller communities, such as Sayre, Pennsylvania and Hornell.
- Perceptions that property taxes are high, and a barrier to home ownership, are cited in several instances.
- Higher-income residents, often in executive, management, or professional jobs, make up 45 percent of the market.
- Residents not native to the Corning area make up a quarter of the total, and hiring from outside of the area was expected to remain strong. New employees moving to the area fill approximately half of mid-management positions.
- While seniors prefer to age in place, limitations with existing housing may cause them to move. At least half will choose to rent, either in independent or assisted living communities. Buyers will often prefer townhomes or condominiums.

Relative to owned housing, the study made a handful of key observations.

- There is a shortage of single-family homes on the market, with low inventory at all price points. A strong economy, growing demand from first-time buyers, and people remaining in lower-priced housing are factors in this shortage.
- Homes in the \$90,000 to \$150,000 range often require significant investment in upgrades. Buyers in this range often lack the resources to finance those repairs, and many buyers favor a home that is move-in ready.
- There is strong demand and a lack of inventory for homes above \$300,000.
- The greatest challenges lie in finding housing priced at \$175,000 to \$225,000, \$225,000 to \$275,000, and \$275,000 to \$350,000. In 2017 there was a five-month supply in these groupings.

The report recommended a strategy for owner-occupied housing including revitalization of older housing and neighborhoods, and encouraging new home construction.

Rental housing was also seen to face challenges, many related to supply. The study noted experiences of recruited professional and managerial employees who have struggled to find quality rental housing while looking to purchase, noting a corresponding lack of homes in targeted price points, and lower rents in areas from which they were recruited.

- The overall market had a vacancy rate of under five percent and was tight at all price points. Apartment communities seen as representing the best quality, having the amenities expected, were typically fully-leased and had waiting lists
- The greatest demand was seen among renters under 35, between \$900 and \$1,200 per month, where units were nearly fully-occupied.

- There is significant demand for higher-end units at \$1,100 per month or higher. These renters are seeking quality amenities, appliances, and finishes.
- New apartment construction is seen as expensive, at a minimum cost of \$100,000 per unit.

The study recommended promoting adaptive reuse in the urban cores, addressing lifestyle amenities in rental communities, and paced development to avoid cannibalizing the market.

STEBEN COUNTY HOUSING DEMAND ANALYSIS (OCTOBER 2020)

The study notes that housing is a consideration in employee recruitment, as the working age population shrinks and older workers need to be replaced when they leave the workforce. Several challenges were seen in the current housing stock.

- Outdated older housing is unattractive to young and seasoned professionals seeking housing that is move-in ready. This is true across all price points for first-time homebuyers and households moving up, and is a lack of new construction below \$350,000.
- Real estate taxes are perceived to be high.
- Despite new apartment construction, there is still a gap for people moving to the area and seniors wanting to sell their homes and remain in the area.
- Homes purchased for conversion to rentals, often by owners outside of the area, are seen to be impacting the quality of some neighborhoods.
- Several area communities struggle to maintain active and attractive community centers, presenting a poor image to potential buyers in the community.
- A lack of suitable sites has been an impediment to new construction.
- Internet access has arisen as a challenge to living in some parts of the county. This is taking on increasing importance with the potential for remote work.

Within the for-purchase market, short-term demand (three to five years) was seen to be made up of first time homebuyers either originating in the county or moving to it (40 percent of the total), middle-income new and move-up buyers (40 percent of the total), and previous homeowners relocating from outside of the region (20 percent of the total). The rental market was projected to include persons over 55 who will be selling a home and remaining in the area (25 percent of the total), young professionals (25 percent of the total), and professionals relocating to the area (50 percent of the total).

The study recommended a handful of actions for both owner-occupied and rental housing.

- An owner-occupied housing initiative was recommended to increase the stock of housing at \$90,000 to \$175,000, invest in neighborhoods, and increase property values. Additional initiatives were needed to curtail rental conversion of homes between \$30,000 and \$75,000.
- The study recommended targeting neighborhoods in which lots could be assembled to create opportunities for new construction at \$275,000 to \$300,000. Local governments were also encouraged to promote new subdivisions.
- Rental housing recommendations included a mix of new construction, investment in upgrades to existing rental communities, and conversion of upper stories to create mixed-use buildings.

DOWNTOWN ELMIRA MARKET RATE HOUSING DEMAND STUDY UPDATE (DECEMBER 2020)

This study was prepared as part of an initiative to revitalize Elmira's core. The original study was conducted in 2016. It concluded that Elmira draws from Chemung County and adjacent parts of Pennsylvania. Target market groups included empty nesters (60 to 75 years), management and professional employees, and Elmira College and LECOM students. The update expanded Elmira's market to take in eastern Steuben County. Downtown Elmira's revitalizing downtown was seen

to be an attractive place for new employees of the area’s major business to live. Total demand for new units ranged from 230 to 300 in the 2021 to 2024 period.

TESTING ASSUMPTIONS

The prior studies identified important issues that remained unexamined. These observations were often drawn from interviews and focus groups, and were important factors in conclusions about the market and recommended strategies. Three of these commonly-repeated assumptions are tested here in order to offer context and nuance to the discussion.

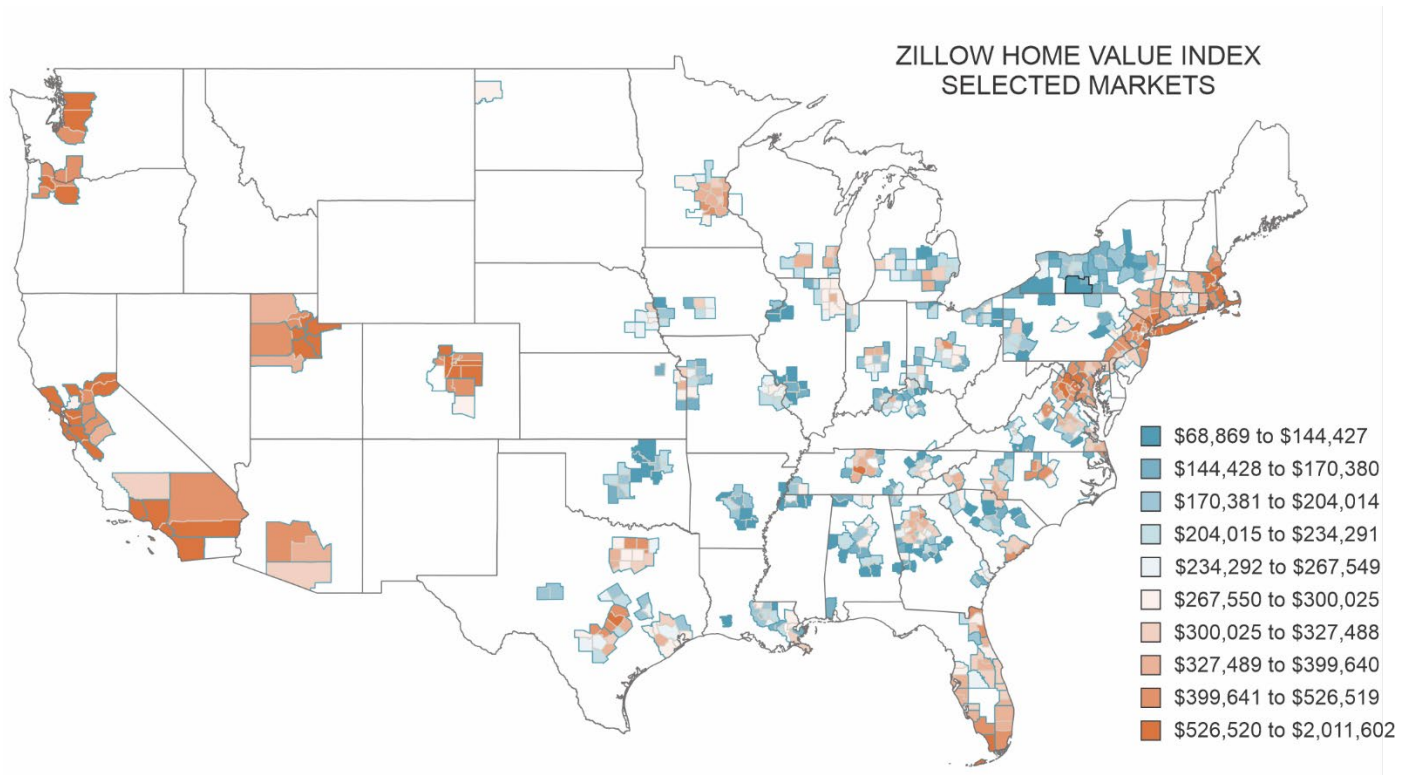
- The area’s for-purchase housing is expensive and often needs extensive renovation to be move-in ready.
- Apartment rental rates are higher in the area, compared to locations from which people are being recruited.
- Real estate taxes in the area are high.

COMPARISON OF HOUSING COSTS AND CONDITION

Comments in prior housing studies raised questions about both the cost of housing and its condition, asserting that much of the area’s housing needs significant repair or upgrades to make it desirable to buyers. There is a question of the degree to which these comments reflect perceptions, as opposed to actual issues.

COMPARATIVE HOUSING COST

The comparative cost of housing in different markets can be measured using Zillow.com’s Home Value Index for the fourth quarter of 2021. The index is “a smoothed, seasonally adjusted measure of the typical home value and market changes across a given region and housing type. It reflects the typical value for homes in the 35th to 65th percentile range.” The typical home in the United States has a value of \$316,368. At \$128,520 (Chemung County), \$169,502 (Schuyler County), and \$132,048 (Steuben County), all three of the counties have a value considerably lower. These values are lower than those found in much of New York State, and are comparable to places such as Tulsa, Oklahoma, Davenport, Iowa, and Little Rock, Arkansas. Home values in most of the nation’s large metropolitan areas are much higher than those found in the study area.



CONDITION OF FOR-SALE HOUSING

Some national research into homebuyer preferences helps to frame the discussion of housing conditions. Research conducted by Realtor.com in 2021 shows some change in what buyers prefer, as a result of the pandemic causing many people to spend more time at home, and work from home. A garage remains the most important feature, followed by a quiet location, updated kitchen, large backyard, open floor plan, and updated bathrooms. Good schools, new construction, and a pool/spa saw a large jump in buyer interest. Findings of the Zillow *Consumer Housing Trends Report* showed that budget is still the primary driver of housing purchases, but buyers want homes that have air conditioning, the preferred number of bedrooms and bathrooms, ample storage, a preferred floor plan, and garage.

A number of features are mentioned less often in research reports, but have relevance for purchases of existing housing.

- A laundry room is highly desired by most buyers, with a preference that it be located on the first floor.
- Energy-efficient and low-maintenance features resonate with many buyers, who are looking for newer HVAC systems, Energy Star appliances, thermal windows and doors, and adequate insulation.
- Kitchen remodeling remains the improvement ranked highest in payback to homeowners when selling. Buyers are specifically looking for a good layout, double sink, and contemporary finishes. Laminate countertops are cited as an undesirable feature by about half of prospective buyers.
- Home offices are trending upward in importance, especially since the start of the pandemic. Broadband internet connectivity is a “must-have” feature for these buyers, and for most other buyers.
- Buyers at both the younger and older ends of the spectrum have an interest in smart home features. This, along with interest in home offices, is directly tied to the home’s electrical system. Older homes may not be wired to provide adequate power or grounded and neutral circuits required for most installed smart home features.
- As the population ages, there will be increased demand for one-story housing with accessibility features.

Zillow.com reported that a growing share of buyers – 31 percent in 2021 compared to 21 percent in 2020 – purchased an existing home with the intent to undertake at least one renovation. This is an interesting statistic when combined with findings from the 3rd quarter 2021, showing a continued drop in the share of buyers looking for a new home, from 42 percent to 32 percent. Millennials and Gen X buyers were most likely to want a new home, at 40 percent and 25 percent, respectively.

A review of homes listed for sale in Chemung, Schuyler, and Steuben Counties supports observations that the limited supply of existing housing does not offer the features wanted by buyers. Under \$300,000, buyers will find a mix of dated or remodeled homes. Those that have been remodeled tend to have a basic level of finish, with carpet or vinyl plank flooring, fiberglass tub/shower surrounds, laminate countertops, and entry-level appliances. As they are older homes, they are more likely to have smaller rooms and less-open floor plans. Homes that have not been remodeled can have badly-outdated interiors and far greater challenges, such as failing HVAC systems, antiquated electrical systems, and even structural issues.

Homes above \$300,000 usually have some of the characteristics sought by buyers. This is truer of finishes than it is of features such as ground level laundry rooms or master suites. These homes are in move-in condition, even if there are few newer homes at this higher price point.

COMPARING THE CONDITION OF FOR-SALE HOUSING TO OTHER PLACES

Homes currently listed for sale in other parts of the country compare similarly to those found in the three counties. Most markets struggle to provide housing that can be considered “move-in ready” and meeting buyer desires, priced under \$300,000. Some markets do not even have housing priced under \$300,000, while in others, that housing may be small (under 1,000 square feet) and in a poor-quality neighborhood, in addition to needing significant investment.

Some general observations may have bearing on how the local housing market is perceived.

- Metropolitan area markets have a much larger inventory of available housing, so that buyers at any given price point *may* have a greater number of units from which to choose.

CHEMUNG COUNTY



Elmira - \$125,000
1,234 sq. ft. / 6,969 sq. ft. lot
3 bed / 1.5 bath
Updated interior, appliances, and utilities



Horseheads - \$215,000
2,642 sq. ft. / 0.25 acre lot
4 bed / 2.5 bath
partially updated



Elmira - \$325,000
4,654 sq. ft. / 0.61 acre lot
4 bed / 3.5 bath
Finished basement



Horseheads - \$450,000
2,560 sq. ft. / 0.41 acre lot
4 bed 2.5 bath
Unfinished basement, some updates

SCHUYLER COUNTY



Montour Falls - \$115,000
1,260 sq. ft. / 2.35 acre lot
3 bed / 1 bath
Dated interior, detached garage



Burdett - \$225,000
1,320 sq. ft. / 7.82 acre lot
3 bed / 1.5 bath
Updated interior and utilities



Painted Post - \$340,000
2,262 sq. ft. / 10.94 acre lot
3 bed / 2 bath
Partially updated, 24' by 48' barn
private pond



Dundee - \$435,000
1,620 sq. ft. / 43 acre lot (ag land)
3 bed / 2 bath
Detached garage, 32' by 44' barn,
greenhouse, pond

STEBEN COUNTY



Campbell - \$125,000
1,576 sq. ft. / 0.47 acre lot
3 bed / 1.5 bath
Dated interior and utilities,
additional one car garage



Bath - \$235,000
1,696 sq. ft. / 3.04 acre lot
3 bed / 2 bath
Detached one car garage,
adjacent to state park



Pine City - \$315,000
2,080 sq. ft. / 80.54 acre lot
3 bed / 2 bath
Newer home, detached garage



Corning - \$410,000
2,334 sq. ft. / 2.15 acre lot
3 bed / 2.5 bath
Newer, high-end finishes and
appliances, additional 3-car
detached garage

ANN ARBOR (WASHTENAW COUNTY)



Ypsilanti - \$130,000
850 sq. ft. / 6,098 sq. ft. lot
3 bed / 1 bath
Updated interior, no garage



Manchester - \$225,000
1,976 sq. ft. / 0.86 acre lot
4 bed / 2 bath
Needs extensive updates,
no garage



Ypsilanti - \$320,000
2,255 sq. ft. / 6,969 sq. ft. lot
3 bed / 2.5 bath
Unfinished basement,
overlooks pond



Ypsilanti - \$426,000
2,548 sq. ft. / 0.2 acre lot
4 bed / 2.5 bath
New construction

CHICAGO (DUPAGE COUNTY)



Glendale Heights - \$140,000
700 sq. ft. - no private lot
2 bed / 1 bath
Townhome, one-car garage, \$227
per month HOA fee



Lisle - \$225,000
853 sq. ft. / 0.34 acre lot
2 bed / 1 bath
Interior, roof, and utilities
upgraded in 2018, no garage



Naperville - \$325,000
1,504 sq. ft. / 2,951 sq. ft. lot
3 bed / 2 bath
Dated interior, needs roof



Aurora - \$425,000
2,404 sq. ft. / 7,614 sq. ft. lot
4 bed / 2.5 bath
Extensively remodeled with
new HVAC, water

DENVER (ADAMS COUNTY)



Federal Heights - \$72,000
436 sq. ft. / leased lot
2 bed / 2 bath
Lot is \$910 per month, 55+



Brighton - \$245,000
787 sq. ft. / 0.27 acre lot
1 bed / 1 bath
Requires extensive upgrades



Aurora - \$339,000
919 sq. ft. / 8,000 sq. ft. lot
2 bed / 1 bath
Recently updated interior



Thornton - \$434,000
896 sq. ft. / 2,392 sq. ft.
2 bed / 1.5 bath
New construction, one-car
garage, \$173 per month HOA fee

HOUSTON (HARRIS COUNTY)



Houston - \$125,000
624 sq. ft. / 6,599 sq. ft. lot
2 bed / 1 bath
Interior has been gutted



Baytown - \$225,000
1,436 sq. ft. / 6,899 sq. ft. lot
3 bed / 2 bath
Updated interior



Houston - \$325,000
2,405 sq. ft. / 10,467 sq. ft. lot
3 bed / 2 bath
\$795 yearly HOA fee



Houston - \$425,000
2,238 sq. ft. / 9,670 sq. ft. lot
4 bed / 2.5 bath
Pool

NASHVILLE (DAVIDSON COUNTY)



Nashville - \$129,000
588 sq. ft. / 2,178 sq. ft. lot
1 bed / 1 bath
Dated, no water or sewer, "as is"



Nashville, - \$230,000
1,060 sq. ft. / 7,405 sq. ft. lot
3 bed / 2 bath
Some upgrades, detached garage, used as rental



Madison - \$325,000
1,199 sq. ft. / 0.28 acre lot
3 bed / 2 bath
Some interior updates



Nashville - \$420,000
1,805 sq. ft. / 0.25 acre lot
3 bed / 2.5 bath
Updated kitchen and floors, pool

RALIEGH (WAKE COUNTY)



Holly Springs - \$150,000
715 sq. ft. / 7,405 sq. ft. lot
2 bed / 1 bath
Needs significant work, no garage, sold "as is"



Garner - \$225,000
796 sq. ft. / 0.39 acre lot
2 bed / 1 bath
Recently updated, no garage



Holly Springs - \$325,000
1,188 sq. ft. / 0.29 acre lot
3 bed / 2 bath
Some updates, one-car garage, \$360 yearly HOA fee



Raleigh - \$425,000
2,133 sq. ft. / 7,405 sq. ft. lot
4 bed / 2.5 bath
Fireplace, one-car garage, \$120 yearly HOA fee

- Buyers who prefer to have land will find the study area attractive, in that there are options for properties with acreage even at lower prices. These properties seldom exist except on the fringe of metropolitan areas, and usually at a substantially higher cost.
- Several metropolitan area markets do not have properties available under \$250,000, or even higher prices. As an example, the Denver market lists a small number of mobile homes under \$100,000, but the first constructed homes are listed around \$250,000.
- Many of the comparison markets offer a far greater number of recently-constructed homes (in the last decade).
- The study area presents “more home” at a similar price when compared against most large metropolitan areas. This tends to hold true at lower prices when compared to smaller markets, though the advantage appears to ebb moving into higher-priced homes.
- At lower price points, homes in other markets are likely to require the same kind of aesthetic, mechanical, and structural upgrades as are noted in the study area.

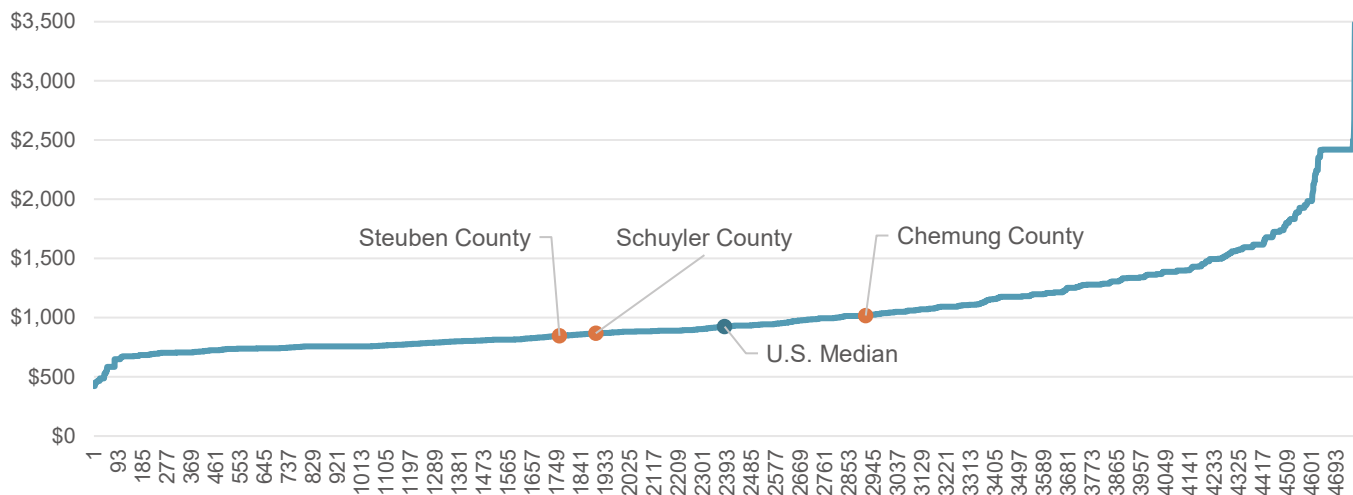
COMPARISON OF RENTAL COSTS

Rents within the three counties are described as high compared to other places, particularly those from which local companies are recruiting new workers. To test this perception, the analysis used U.S. Department of Housing Office of Policy Development and Research 50th Percentile Rent Estimates. This database is compiled annually and includes an estimate of the median rent by county, with estimates specific to studio, one-, two-, three-, and four-bedroom units.

2022 ESTIMATED 50TH PERCENTILE RENT

COUNTY	STUDIO	1 BEDROOM	2 BEDROOM	3 BEDROOM	4 BEDROOM
Chemung	796	801	1,018	1,338	1,444
Schuyler	670	686	868	1,194	1,341
Steuben	686	717	847	1,123	1,356

RANK AMONG U.S. COUNTIES FOR TWO-BEDROOM APARTMENT MONTHLY RENT



Across the nation, the median rent for a two-bedroom apartment varies from \$422 to \$3,486 per month, with a national median of \$924. If Puerto Rico is not considered, the lowest median rent is for a two-bedroom apartment is \$649 per month, but the national median only increases to \$932 per month. The lowest median rents are generally seen in rural

parts of the South, Great Lakes region, and Plains states. Even in those states, median rents in urban areas are above the national median.

The median rent for a two-bedroom apartment in Steuben County is 8.3 percent below the national median, while Schuyler County is 6.1 percent below. Chemung County is 10.2 percent above. The study area is comparable to such places as Cleveland, Ohio and Oklahoma City, Oklahoma. Nearly all metropolitan areas are higher than any of the three counties.

As with for-sale housing, some consideration needs to be given to the character of rental units available. These include single units and apartment complexes, and range from older units with few amenities, to newer apartments with high-end finishes, garage parking, and community amenities. In January of 2022 there were 174 units listed on Apartments.com, which is one of the most comprehensive listing sites. Not all units were immediately available, with some not available for up to four months. Availability is also geographically concentrated around the larger cities of Elmira-Horseheads, Corning, Bath, and Hornell. Of the total, only five were listed in Schuyler County, while 71 were in Chemung County and 98 in Steuben County.

Apartment-listing websites are generally used to lease mid- to better-quality units, with a greater representation of apartment complexes as opposed to small buildings or homes. Landlords with small properties are more commonly using sites such as Craigslist or Facebook Marketplace, newspaper listings, and on-site signage to advertise available units. Even if the assumption is made that only a quarter of the available units are listed on Apartments.com, the availability rate in the study area would be about one percent. A rate of six to seven percent is considered normal.

There is a great deal of variation in the types and quality of rental housing that are available in the region. It may be possible to categorize them based on attributes such as age, finishes, and amenities.

- Newer apartment communities offering units with high-end finishes, in-unit washer and dryer, garage parking, and community amenities like clubhouses, pools, and fitness centers. Few of these mostly one- or two-bedroom units are currently available.
- Newer and older apartment communities with some high-end finishes, but perhaps not providing in-unit features like laundry or garage parking, and offering few community amenities. These are mostly one- and two-bedroom units and while there are more of them than the more amenity-rich units, there are still fewer than a dozen of either size unit available.
- Older apartment communities with basic finishes, unlikely to offer in-unit or community amenities. Few of these are listed on national search engines. Other sites show some availability, but not in large numbers.
- Detached single-family homes with high-end finishes, which may have some desirable features such as a garage, washer and dryer, or fireplace. There are several of these properties listed on national search engines and on other sites.
- Duplex to four-unit buildings with high-end finishes, usually not having a garage. Several of these units are available.
- Older detached homes and duplex to four-unit buildings that are well-maintained, but have basic finishes and few amenities. Several of these units are listed on Craigslist and similar sites.
- Older detached homes and duplex to four-unit buildings that have not been updated and lack most amenities. Some of these are listed on Craigslist and other sites.
- Senior housing communities, including larger apartments communities, assisted living facilities, and specialized facilities such as hospice care. Independent living and assisted living options range from small facilities to large apartment complexes. Few available units of any type are listed.
- Short-term housing solutions including extended-stay hotels, and properties listed through sites such as AirBnB and VRBO. Short-term rentals are concentrated in the northern part of the area. One extended stay hotel is located in Corning and the other is in Horseheads.

MEDIAN TWO-BEDROOM APARTMENT RENT IN COMPARISON CITIES

METROPOLITAN AREA	2-BEDROOM MEDIAN RENT	% ABOVE/BELOW U.S. MEDIAN
Albany-Schenectady-Troy, NY	\$1,301	40.8%
Atlanta-Sandy Springs-Roswell, GA	\$1,397	51.2%
Austin-Round Rock, TX	\$1,565	69.4%
Baltimore-Columbia-Towson, MD	\$1,518	64.3%
Birmingham-Hoover, AL	\$1,029	11.4%
Boston-Cambridge-Quincy, MA	\$2,421	162.0%
Buffalo-Cheektowaga-Niagara Falls, NY	\$1,031	11.6%
Charleston-North Charleston, SC	\$1,502	62.6%
Charlottesville, VA	\$1,368	48.1%
Chicago-Joliet-Naperville, IL	\$1,456	57.6%
Cincinnati, OH-KY-IN	\$1,039	12.4%
Cleveland-Elyria, OH	\$952	-5.6%
Columbus, OH	\$1,105	19.6%
Dallas, TX	\$1,477	59.8%
Denver-Aurora-Lakewood, CO	\$1,800	94.8%
Detroit-Warren-Livonia, MI	\$1,162	25.8%
Durham-Chapel Hill, NC	\$1,289	39.5%
Hartford-West Hartford-East Hartford, CT	\$1,387	501%
Houston-The Woodlands-Sugar Land, TX	\$1,342	45.2%
Indianapolis-Carmel, IN	\$1,001	8.3%
Kansas City, MO	\$1,106	19.7%
Little Rock-North Little Rock-Conway, AR	\$883	-4.4%
Manchester, NH	\$1,501	62.4%
Memphis, TN-MS-AR	\$976	5.6%
Miami-Miami Beach-Kendall, FL	\$1,814	96.3%
Milwaukee-Waukesha-West Allis, WI	\$1,065	15.3%
Minneapolis-St. Paul-Bloomington, MN	\$1,432	55.0%
Nashville-Davidson-Murfreesboro, TN	\$1,363	47.5%
New Haven-Meriden, CT	\$1,561	68.9%
New Orleans-Metairie, LA	\$1,158	25.3%
New York, NY	\$2,244	142.9%
Newark, NJ	\$1,575	70.5%
North Port-Sarasota-Bradenton, FL	\$1,499	62.2%
Oakland-Fremont, CA	\$2,497	170.2%
Oklahoma City, OK	\$987	6.8%
Omaha-Council Bluffs, NE_IA	\$1,036	12.1%
Orlando-Kissimmee-Sanford, FL	\$1,530	65.6%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$1,399	51.4%
Phoenix-Mesa-Scottsdale, AZ	\$1,417	53.4%
Pittsburgh, PA	\$1,060	14.7%
Richmond, VA	\$1,276	38.1%
Rochester, NY	\$1,104	19.5%
San Angelo, TX	\$1,051	13.7%
San Antonio-New Braunfels, TX	\$1,260	36.4%
San Jose-Sunnyvale-Santa Clara, CA	\$3,158	241.8%
Savannah, GA	\$1,156	25.1%
Seattle-Bellevue, WA	\$2,126	130.1%
Springfield, MA	\$1,177	27.4%
St. Louis, MO-IL	\$1,015	9.8%
Tampa-St. Petersburg-Clearwater, FL	\$1,452	57.1%
Virginia Beach-Norfolk-Newport News, VA	\$1,279	38.4%
Washington-Arlington-Alexandria, DC-VA-MD	\$1,927	108.5%

COMPARISON OF REAL ESTATE TAXES

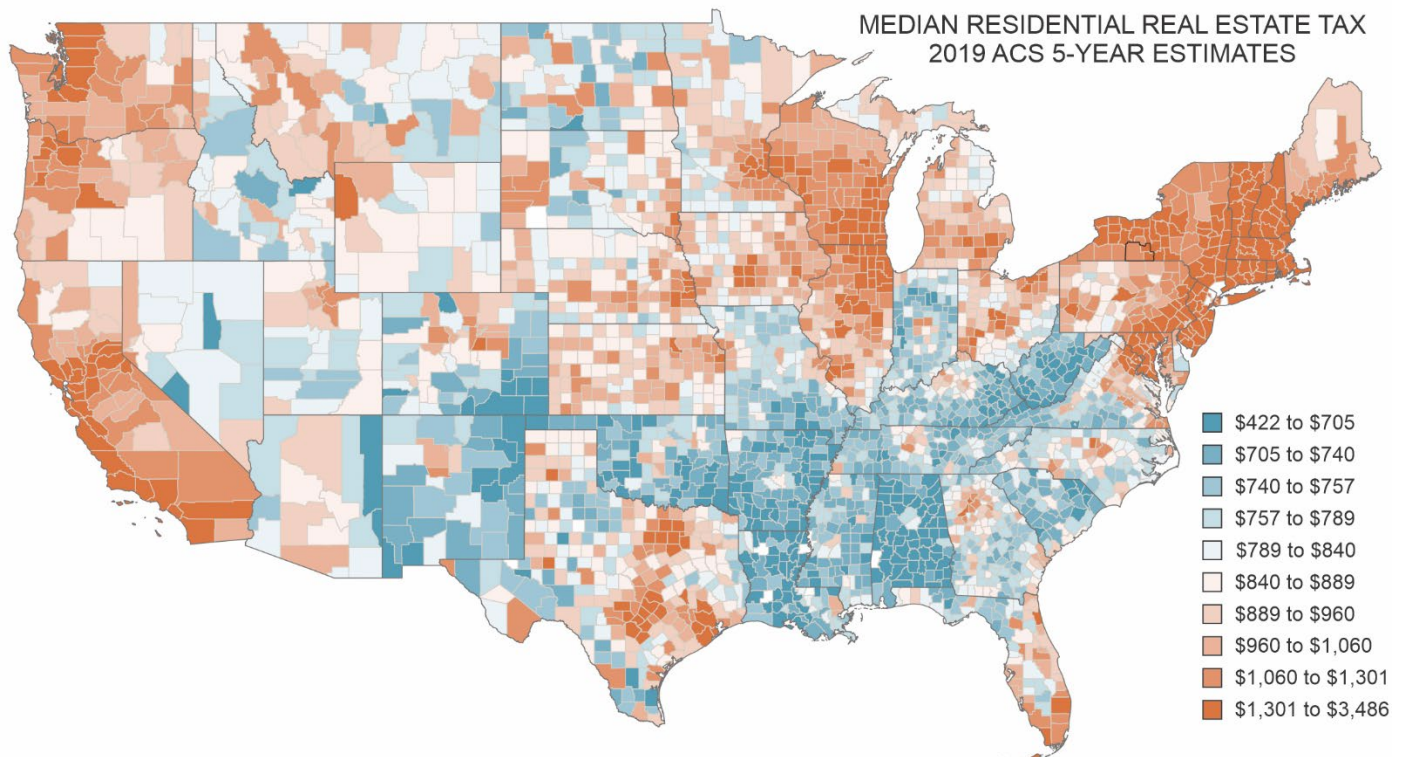
It is impossible to fairly compare property taxes across different places, as they are tied to home values and the services for which they pay vary. They are a very imperfect means of assessing costs and measuring the advantages of living in a community. In the cost equation, a city with higher taxes may provide waste collection, a full-time professional fire department, and similar services that a city with lower taxes is not offering. Residents can also be affected if lower taxes translate to fewer recreational and lifestyle amenities, poorer-quality schools, and other facets of quality-of-life.

In absolute terms, real estate taxes are higher in the Northeast, Upper Great Lakes, and West Coast states. They also tend to run higher in urban parts of the country. The median real estate tax in Steuben County ranks in the 89th percentile of counties, nationally, while Chemung and Schuyler County are in the 90th percentile. If taxes are indexed to median home value (2019 American Community Survey 5-Year Estimates), real estate taxes in the three counties are considerably higher than in the rest of the country, ranking in or near the top one percent, nationwide.

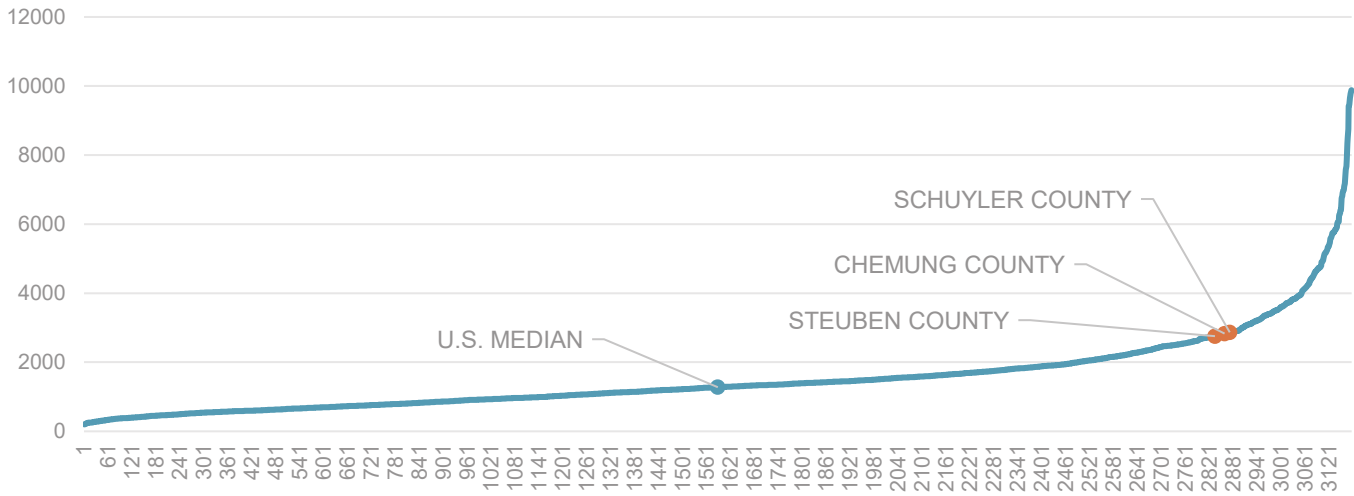
Higher property taxes mean that homeowners in the three counties will pay anywhere from \$102 to \$153 per month above the national median. As noted earlier, this is not an apples-to-apples comparison, as the services included in tax rates across the country vary widely. In other places, these same services might be paid for by individual homeowners, or perhaps through a homeowner's association. It is not uncommon for homeowner's association fees to be similar to the differential in taxes paid by residents of the study area. Even with high property taxes, the overall housing cost burden in the three counties is one of the lowest in the nation.

2019 REAL ESTATE TAXES

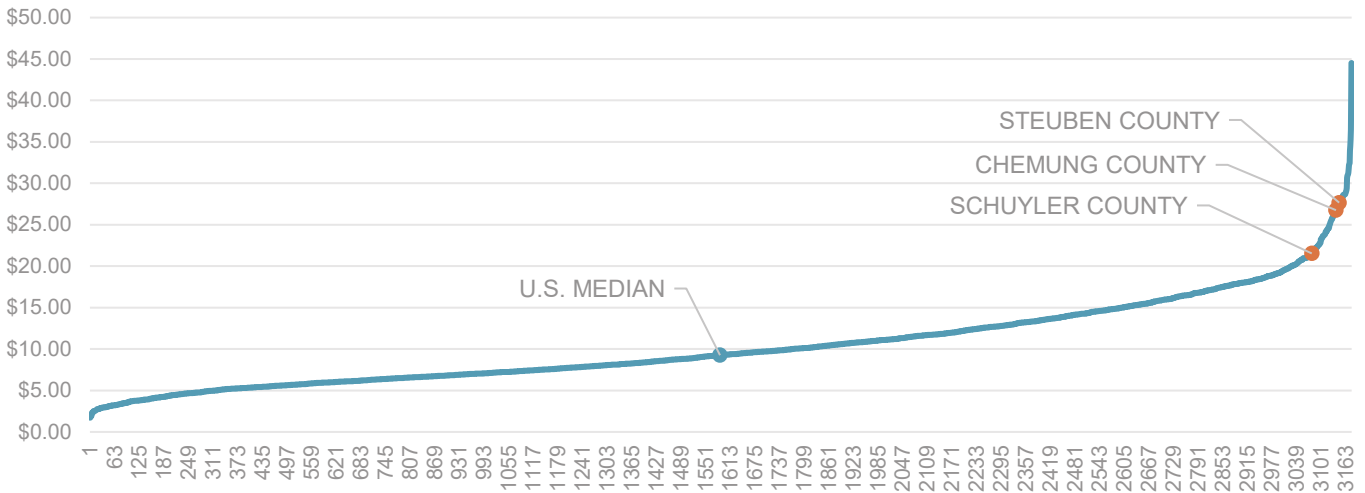
COUNTY	OVERALL		PER \$1000 IN VALUE		MONTHLY COST ABOVE U.S. MEDIAN PER \$100,000
	MEDIAN	PERCENTILE	MEDIAN	PERCENTILE	
Chemung	\$2,831	90.0	\$17.50	98.8	\$145
Schuyler	\$2,867	90.4	\$12.28	96.9	\$102
Steuben	\$2,756	89.2	\$18.41	99.1	\$153
U.S. Median	\$1,277	50.0	\$9.26	50.0	



2019 MEDIAN RESIDENTIAL REAL ESTATE TAXES BY COUNTY



2019 MEDIAN RESIDENTIAL REAL ESTATE TAXES PER \$1,000 IN VALUE, BY COUNTY



PROJECTED DEMAND

Place Dynamics Estimates

Housing demand within the area was projected using a model that considers demographic characteristics such as age and income, along with housing variables including the mix of owner- and renter-occupied housing, regionally-specific housing preferences, and rental turnover rates. The model estimates expected demand for housing, both from new households and from existing households that may move to new housing.

EXPECTED HOUSEHOLDS AND CHANGE BY TENURE AND AGE OF HOUSEHOLDER

HOUSEHOLDS BY AGE	2022			2027			2032		
	TOTAL	OWN	RENT	TOTAL	OWN	RENT	TOTAL	OWN	RENT
15 TO 24	2,568	440	2,128	2,529	433	2,096	2,376	407	1,969
25 TO 34	10,465	5,267	5,198	9,877	4,971	4,906	9,673	4,869	4,805
35 TO 44	12,064	7,989	4,075	11,483	7,604	3,879	11,222	7,431	3,790
45 TO 54	14,506	10,446	4,060	13,150	9,470	3,680	11,512	8,290	3,222
55 TO 64	17,988	14,224	3,764	17,347	13,717	3,630	14,372	11,365	3,007
65 TO 74	13,558	11,315	2,243	15,299	12,768	2,531	16,857	14,068	2,789
75 TO 84	7,073	5,977	1,096	12,493	7,339	1,346	21,398	11,914	2,185
85+	2,952	2,059	893	3,375	2,354	1,021	6,482	4,521	1,961
TOTAL	81,174	57,717	23,457	84,602	61,194	23,407	86,593	62,865	23,728

EXPECTED CHANGE	2027			2032			TOTAL		
	TOTAL	OWN	RENT	TOTAL	OWN	RENT	TOTAL	OWN	RENT
15 TO 24	-39	-7	-32	-153	-26	-127	-192	-33	-159
25 TO 34	-588	-296	-292	-204	-102	-101	-792	-398	-393
35 TO 44	-581	-385	-196	-261	-173	-88	-842	-558	-285
45 TO 54	-1,356	-976	-380	-1,638	-1,180	-459	-2,994	-2,156	-838
55 TO 64	-641	-507	-134	-2,975	-2,352	-622	-3,616	-2,859	-757
65 TO 74	1,741	1,453	288	1,558	1,300	258	3,299	2,753	546
75 TO 84	5,420	1,362	250	8,906	4,575	839	14,325	5,937	1,089
85+	423	295	128	3,106	2,167	940	3,530	2,462	1,068
TOTAL	3,428	3,477	-50	1,991	1,671	320	5,419	5,148	271

ANNUAL CHANGE	TOTAL	OWN	RENT
15 TO 24	-19	-3	-16
25 TO 34	-79	-40	-39
35 TO 44	-84	-56	-28
45 TO 54	-299	-216	-84
55 TO 64	-362	-286	-76
65 TO 74	330	275	55
75 TO 84	1,433	594	109
85+	353	246	107
TOTAL	542	515	27

AVERAGE ANNUAL BUILDING PERMITS ISSUED IN THE LAST TEN YEARS

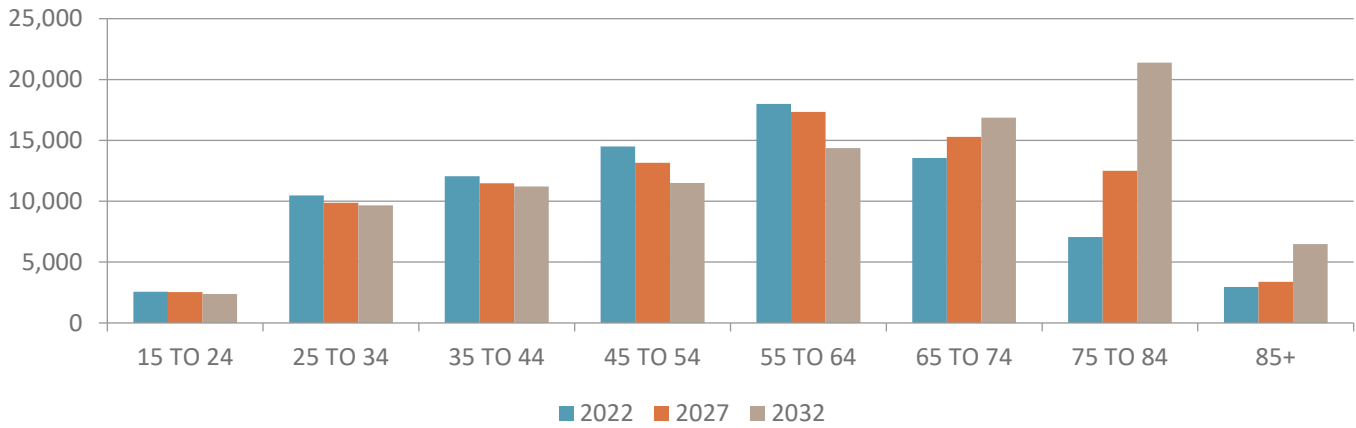
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PROJECTED ANNUAL CHANGE IN NUMBER OF HOUSEHOLDS

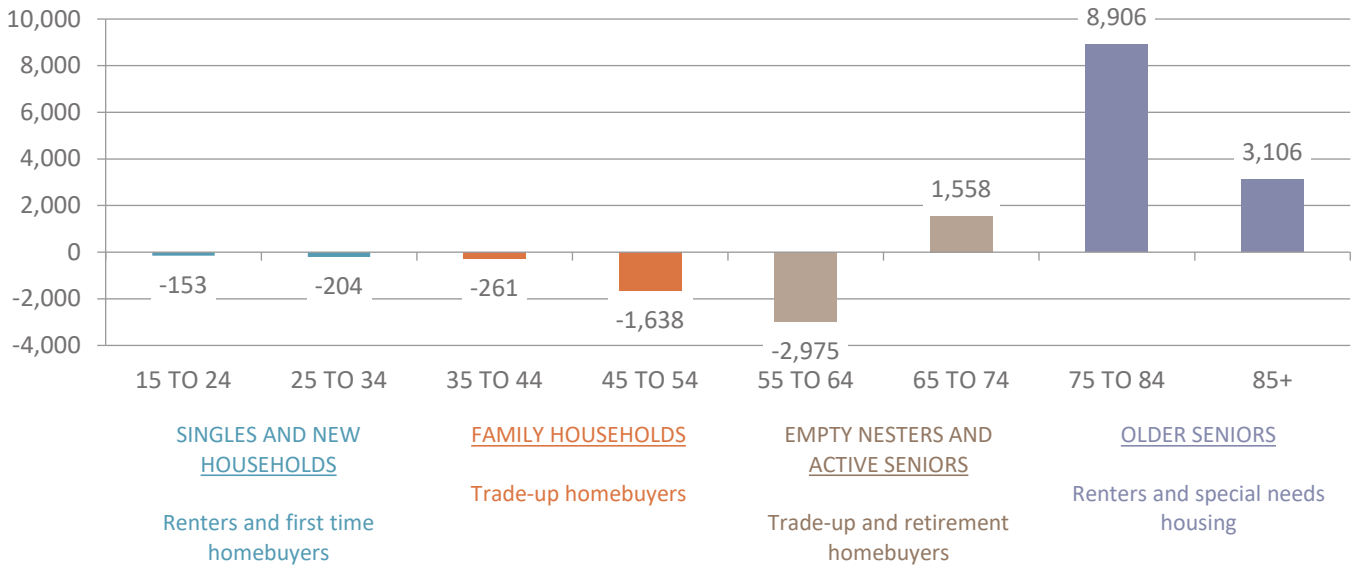
542

Some household change may be attributed to a greater share of one-person households

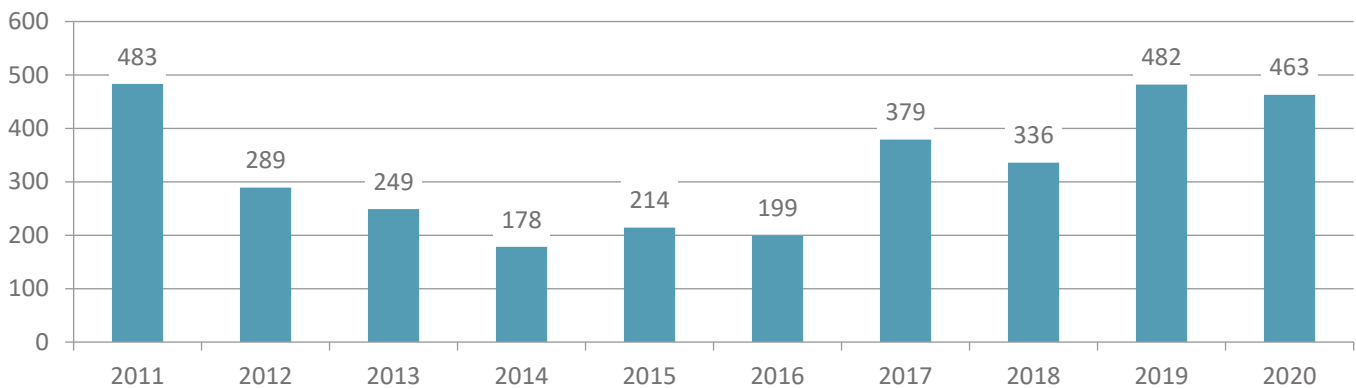
PROJECTED HOUSEHOLDS BY AGE OF HOUSEHOLDER



PROJECTED CHANGE IN HOUSEHOLDS BY STAGE



ANNUAL BUILDING PERMITS ISSUED



GENERAL HOUSEHOLD CHANGE

The model predicts notable changes in demand for housing over the next decade. This demand is based on the population projections discussed earlier in this report, showing overall population growth driven by an increasing number of older residents as the Baby Boom population continues to age.

- The number of households under 65 years of age, among both renters and buyers, is expected to decline over the next decade. This is more than offset by an increasing number of older households.
 - Growth among the oldest segment of renters will create increased demand for senior-oriented housing, including age-restricted independent- and assisted-living developments. In the general rental market, there will be greater demand for low-maintenance units on a single level, either on the ground floor or in a building with an elevator.
 - Rental demand for converted single-family homes and small apartment buildings will weaken, as there will be fewer households in the targeted demographic of families and younger renters.
 - Demand for attached and condominium homes, all on a single level, will increase as older buyers transition from detached homes to new owned housing with less maintenance and greater accessibility for people with reduced mobility.
 - Buyers of detached housing will increasingly be searching for homes on a single level, that can be easily adapted as owners age in place.
 - There will be buyer interest in emerging housing concepts like cohousing and pocket neighborhoods.
- New construction is not keeping up with market demand.
 - The model predicts that there will be up to 542 new households in the market annually, while the market has averaged construction of only 327 units per year over the last decade. This is a significant factor in the tight market conditions, especially for-sale housing above \$300,000 and better-quality apartments.
 - It is likely that many households are choosing not to move because of the lack of suitable options, or may be purchasing or renting above or below their modeled price point (based on 30 percent of household income applied toward rent or a mortgage).

HOMEBUYER MARKET ESTIMATES

Home purchases are projected to decline over the next decade as the population under 65 continues to decline. The estimates reflect the number of households expected to be in the market to purchase a home, and include existing households (renters or owners) along with newly-formed households and those moving into the area.

- The model expects 1,962 home buyers in 2022, while the average number of homes sold from 2015 to 2020 was 2,217. This difference is easily reconciled by the fact that the model only estimates the expected number of homes sold for full-time occupancy by owners. A significant number of area homes are sold to become rentals or as vacation homes.
- While the market is tight for all types of housing, the greatest gap appears to be for attached housing, including both rowhouses and condominiums. Annual demand for 118 units in 2022, falling to 100 units in 2032, is met by a total inventory of 1,330 units in the three counties. Only about 2.3 percent of housing units are coming onto the market in any year. This would indicate a supply of approximately 30 units, or about a quarter of the expected demand. A growing population of retirees can be expected to create demand for condominiums beyond the current levels used in the model.
- If home purchases are based on affordability set at 30 percent of household income, the bulk of units purchased will be below \$300,000, and the modal number is below \$100,000. This is possible in the regional market, and not true in many metropolitan areas.

ESTIMATED ANNUAL HOMEBUYERS BY AGE

AGE OF HHOLDER	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
15 TO 24	98	93	92	95	94	92	91	89	87	86	84
25 TO 34	785	747	738	761	751	740	727	714	699	684	669
35 TO 44	392	373	369	381	376	370	364	357	350	342	334
45 TO 54	294	280	277	285	282	277	273	268	262	257	251
55 TO 64	255	243	240	247	244	240	236	232	227	222	217
65 TO 74	98	93	92	95	94	92	91	89	87	86	84
75+	39	37	37	38	38	37	36	36	35	34	33
TOTAL	1,962	1,867	1,845	1,903	1,878	1,850	1,818	1,784	1,748	1,711	1,672

ESTIMATED ANNUAL HOME BUYERS BY PROPERTY TYPE

TYPE	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
DETACHED	1,629	1,549	1,532	1,579	1,559	1,535	1,509	1,481	1,451	1,420	1,388
ROWHOUSE	118	112	111	114	113	111	109	107	105	103	100
CONDO (5+)	20	19	18	19	19	18	18	18	17	17	17
CONDO (2-4)	78	75	74	76	75	74	73	71	70	68	67
OTHER	118	112	111	114	113	111	109	107	105	103	100

ESTIMATED ANNUAL HOMEBUYERS BY HOME PURCHASE PRICE

PRICE RANGE: LOW/HIGH	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
UNDER \$100,000	448	426	422	435	429	423	415	408	399	391	382
\$100,000 TO \$149,999	260	248	245	252	249	245	241	237	232	227	222
\$150,000 TO \$199,999	254	242	239	246	243	239	235	231	226	221	216
\$200,000 TO \$249,000	171	163	161	166	164	161	158	155	152	149	146
\$250,000 TO \$299,999	213	202	200	206	204	201	197	194	190	186	181
\$300,000 TO \$349,000	136	129	128	132	130	128	126	124	121	118	116
\$350,000 TO \$399,999	124	118	117	120	119	117	115	113	110	108	106
\$400,000 TO \$449,999	63	60	59	61	60	60	59	57	56	55	54
\$450,000 TO \$499,999	67	64	63	65	64	63	62	61	60	59	57
\$500,000 OR MORE	226	215	212	219	216	213	209	205	201	197	192

ESTIMATED ANNUAL RENTERS BY AGE

AGE OF HHOLDER	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
15 TO 24	631	625	620	619	614	609	603	596	590	583	577
25 TO 34	1,459	1,443	1,438	1,450	1,450	1,450	1,449	1,447	1,443	1,439	1,433
35 TO 44	1,157	1,144	1,139	1,145	1,143	1,141	1,139	1,138	1,136	1,135	1,134
45 TO 54	1,046	1,022	1,006	1,000	989	981	973	966	960	955	951
55 TO 64	1,058	1,033	1,009	990	969	948	929	910	893	878	863
65 TO 74	821	834	845	852	856	856	854	850	843	835	826
75 TO 84	466	496	525	553	580	606	629	650	669	685	699
85+	343	367	394	423	455	488	522	558	595	633	672
TOTAL	6,982	6,964	6,976	7,032	7,056	7,077	7,097	7,115	7,131	7,144	7,154

ESTIMATED ANNUAL RENTERS BY MONTHLY RENT

MONTHLY RENT	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
UNDER \$600	2,029	2,024	2,028	2,044	2,051	2,057	2,063	2,068	2,073	2,076	2,079
\$600 TO \$699	513	512	513	517	519	520	522	523	524	525	526
\$700 TO \$799	439	438	439	443	444	445	447	448	449	450	450
\$800 TO \$899	416	415	416	419	420	422	423	424	425	426	426
\$900 TO \$999	551	549	550	555	557	558	560	561	563	564	564
\$1,000 TO \$1,099	257	256	257	259	260	261	261	262	263	263	263
\$1,100 TO \$1,199	180	179	180	181	182	182	183	183	184	184	184
\$1,200 TO \$1,299	255	254	255	257	258	259	259	260	260	261	261
\$1,300 TO \$1,399	330	329	330	333	334	335	336	336	337	338	338
\$1,400 TO \$1,499	255	254	255	257	258	259	259	260	261	261	261
\$1,500 TO \$1,749	376	375	375	378	380	381	382	383	384	384	385
\$1,750 TO \$1,999	425	424	425	428	430	431	432	433	434	435	436
\$2,000 OR MORE	955	953	954	962	965	968	971	973	976	977	979

RENTAL MARKET ESTIMATES

As with purchased housing, the estimates indicate the expected number of renters in the market, including existing households. Prior to the start of the pandemic, national average annual apartment turnover was 51 percent. Rural areas see a slower turnover rate attributed to a smaller supply of rental units. A turnover rate of 30 percent was used to generate expected demand for the model used in this analysis.

- The greatest number of renters in the market are, and will continue to be householders between the ages of 25 and 54. The greatest increase will be among households headed by a person 75 or older. Their numbers are expected to double. The housing required by these oldest households will include independent and assisted-living units, along with specialized housing such as units for people suffering from dementia or other long-term health or mobility conditions.
- The income structure of the region creates a situation in which there is the greatest demand (or ability to pay) for housing at either end of the rent scale. This disparity in income/affordability is a nationwide phenomenon.
 - At the lower end, those earning the least have also seen a prolonged stagnation in wages (prior to the pandemic), while a growing number of people on fixed incomes (retirees) can be expected to create more demand for subsidized senior housing. The housing needs of many of these households are met by small landlords renting converted single family homes or small apartment buildings.

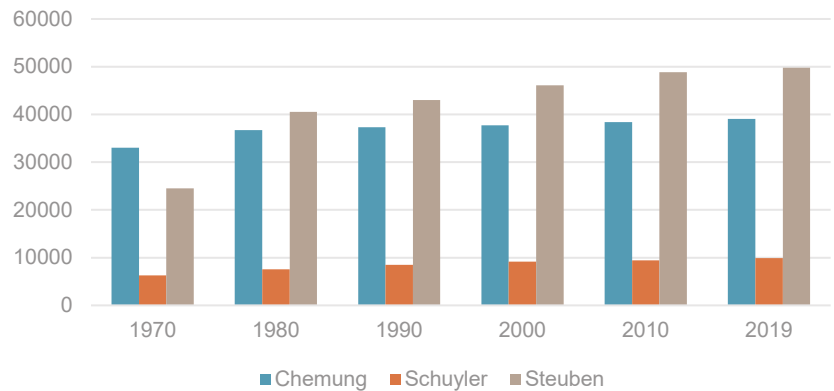
- At the upper end of the rent scale, there are few units in the market at or above \$1,500 per month, while a large number of households are able to afford that rent and desire the amenities often associated with it. This is consistent with national trends, in which the number of renters fell by 222,000 between 2016 and 2018, but the number of high-income renters grew by 545,000.

The housing conditions seen in this area are typical of older, slow-growth counties throughout the country. While the housing stock contains a larger percentage of older homes, their overall condition is generally good. From a market perspective, the challenge is that these older homes may often have design and infrastructure issues that make them unattractive to many buyers.

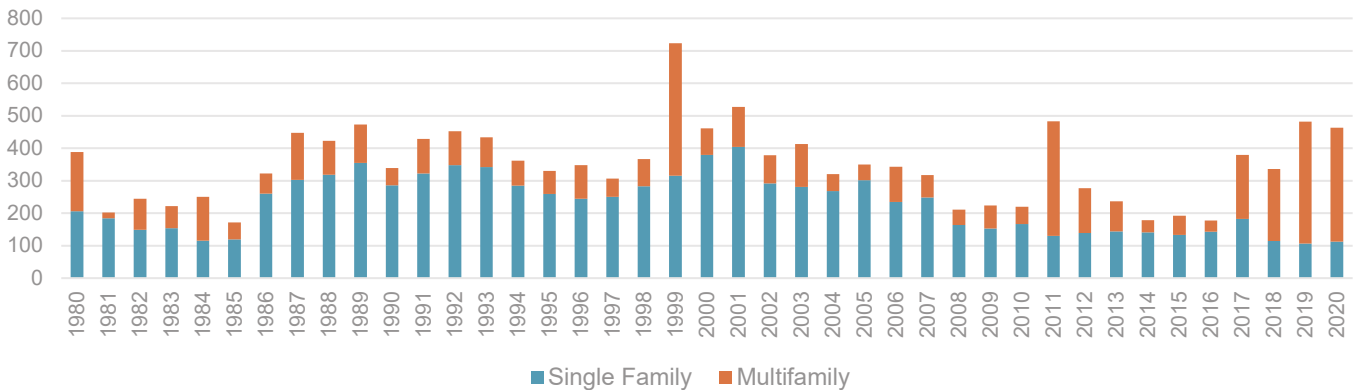
HOUSING INVENTORY

Housing inventory in the three counties has continued to expand at a remarkably consistent pace over the past four decades. Aside from the 1990's, three of the last four decades have seen the addition of roughly 3,100 to 3,300 units added, representing a 3.2 percent to 3.5 percent increase. The 3.2 percent increase in the most recent decade is considerably lower than the national average of 6.7 percent over the same period. The effect of this slower growth is that the local market will have a larger share of older homes, which may require greater maintenance or may be less suited to the needs and desires of buyers.

HOUSING UNITS BY COUNTY

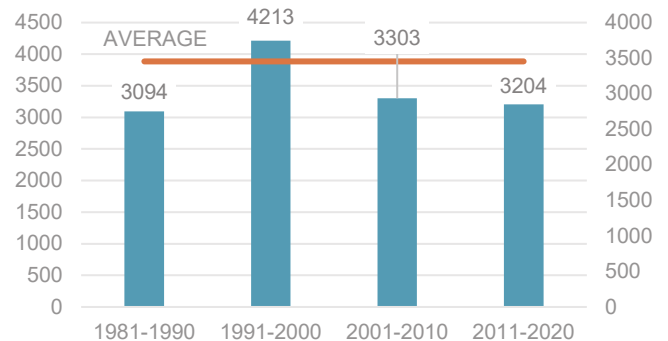


ANNUAL BUILDING PERMITS (TOTAL)

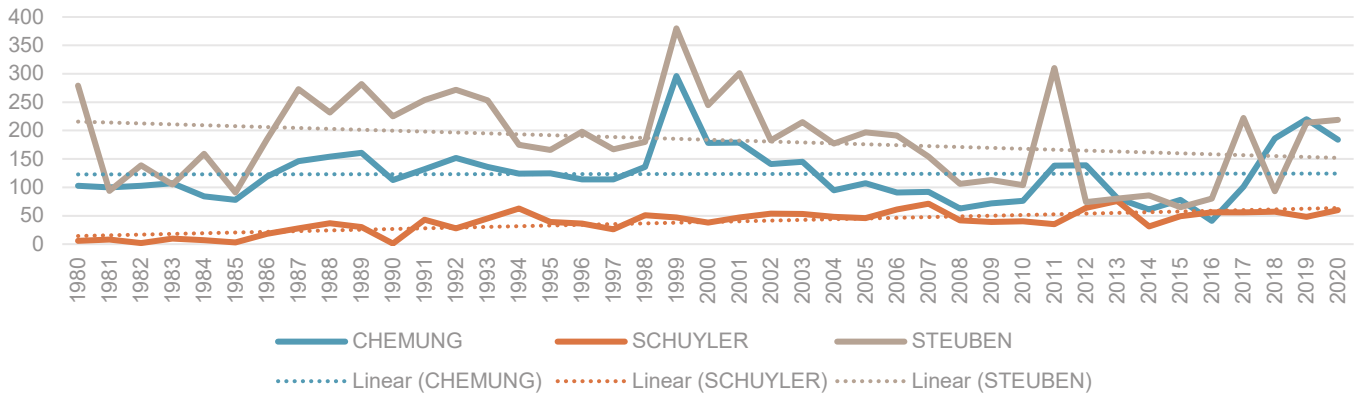


The largest number of units added over the last four years have been in multifamily buildings. In nearly every year since 1980, there have been more single-family homes constructed than the total of units in multifamily buildings. This change may be in part a reflection of national trends in home lending and an uptick in renting. Local initiatives in urban redevelopment, in Cornell and Elmira, may also play a role.

BUILDING PERMITS BY DECADE



ANNUAL BUILDING PERMITS BY COUNTY



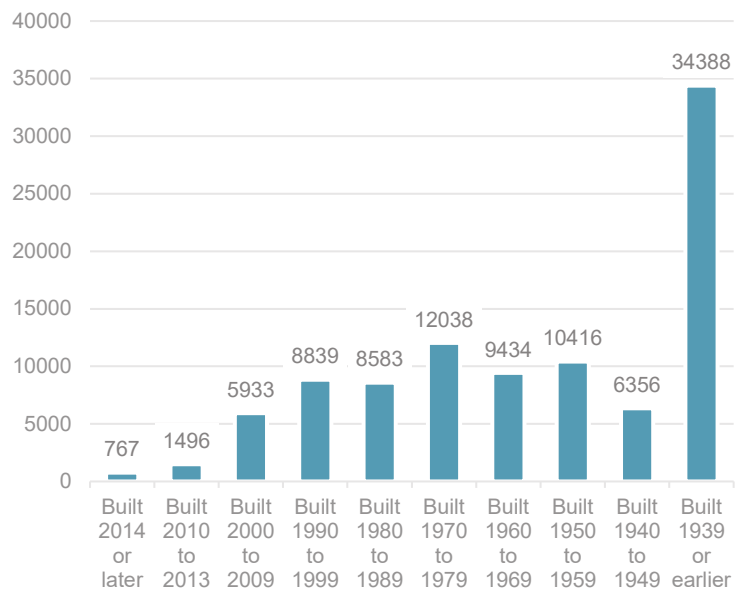
Broken out by county, Schuyler County has seen an upward trend in the number of units for which building permits have been issued. While Chemung County has kept a steady pace, there has been a declining trend in Steuben County. This is notable in the years since the start of the national housing crisis in 2007.

Nationally, about 11.4 percent of all housing units are vacant. The 17,076 vacant units in the three counties make up 17.3 percent of their total. While this is higher than the national average, there are many homes held for seasonal use, with 7,242 of these homes making up 43 percent of all vacancies. Another 17 percent of the total are units listed for sale or rent, while rented or sold units that are not occupied make up three percent. This leaves about a third (32 percent) vacant without explanation. While no specific information is available for the three counties, the Census Bureau has conducted general research on the topic, finding that this category of vacancy tends to include larger and older units that have been vacant for extended periods. Examples might include upper level units in older commercial buildings, or older housing in rural locations, which have proved hard to lease.

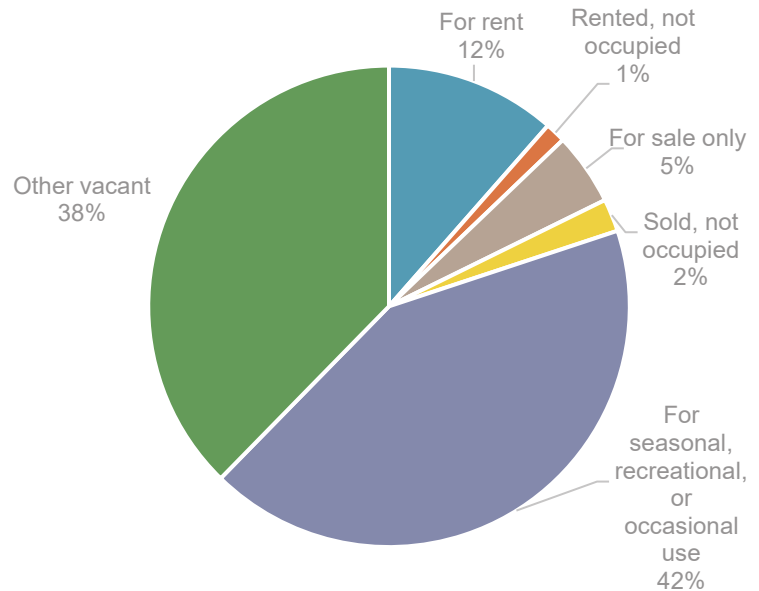
The 2019 vacancy rate is an increase from 2010, when it was 13.4 percent of housing units, or 12,899 units. At that time there were 6,119 units used seasonally. Growth in the number of seasonal units accounts for about a quart of the increase in vacant units. Almost two-thirds of the change is in the number of units listed as “other vacant”.

Typical measures of housing deficiency include the lack of full plumbing and kitchen features. Only one half of one percent of occupied units (0.53 percent of

HOUSING STOCK BY AGE



VACANCY STATUS



owner occupied and 0.50 percent of renter occupied) lack full plumbing. More lack a complete kitchen. These number 2,856 units, or 2.9 percent of occupied housing. A portion of this total consists of rental units offering meals included in the rent.

TENURE

Detached single family homes are the most common type of housing for both owners and renters in the region. This is true by a large margin for owners. Renters are more likely to occupy attached units, as most multifamily structures in the area have been built as rental communities. There are few condominiums in the market.

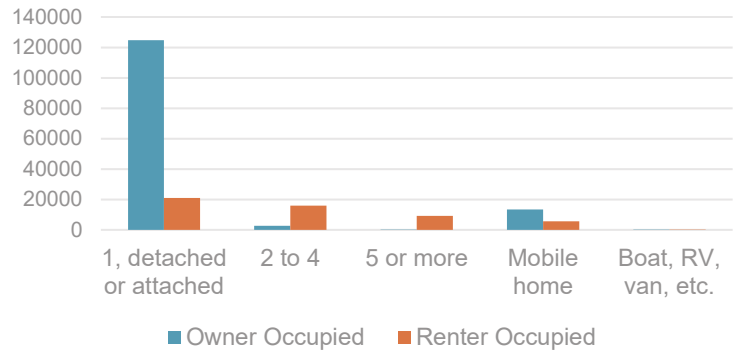
Homeowners and renters occupy units in roughly similar proportions, based on the age of the structure. The largest number are living in structures built in 1939 or earlier – 33.8 percent of homeowners and 34.9 percent of renters. These oldest housing units are nearly all detached single family homes if occupied by homeowners, while nearly half are in two- to four-unit buildings when occupied by renters.

Rented units tend to be smaller, with the median number of rooms ranging from 4.5 to 4.9. The number of rooms in owned units varies from 6.4 to 6.7. More than two-thirds (68.8 percent) of units with four or fewer rooms are rented, while almost nine of ten (88.8 percent) units with seven or more rooms are owned.

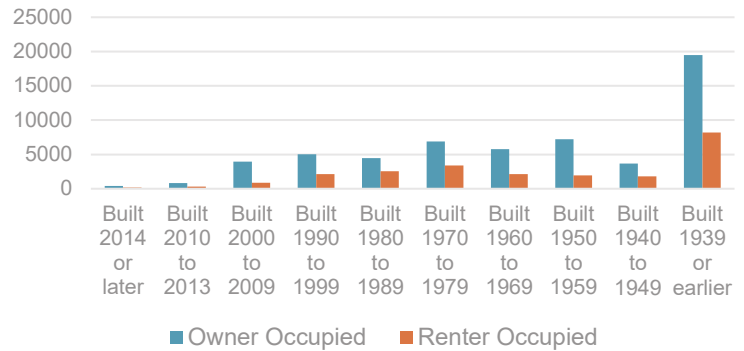
Owners are far more likely to have been in their home longer than renters. This is not surprising, given the high turnover rate of rental housing. Still, 22.7 percent of renters have been in their current unit for at least ten years, while 74.1 percent of homeowners have lived in their home for at least ten years.

Home ownership increases with education, from 52.8 percent of households headed by a person without a college degree, to 79.7 percent among households headed by someone with at least a bachelor’s degree. Ownership follows a somewhat similar pattern with income, increasing from 32.6 percent of households earning \$5,000 to \$9,999, up to 92.8 percent of households earning \$150,00 or more. Interestingly, households with earnings less

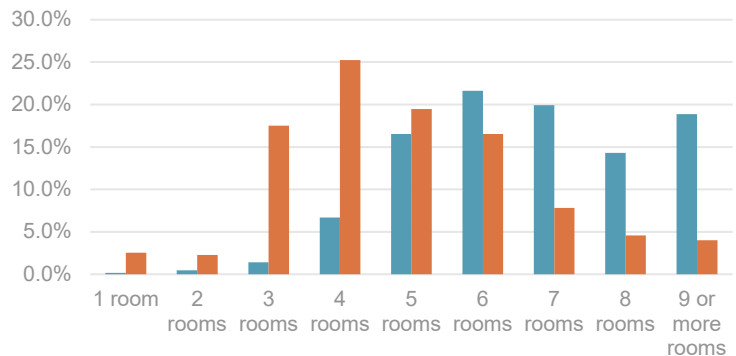
TENURE BY TYPE OF HOUSING UNIT



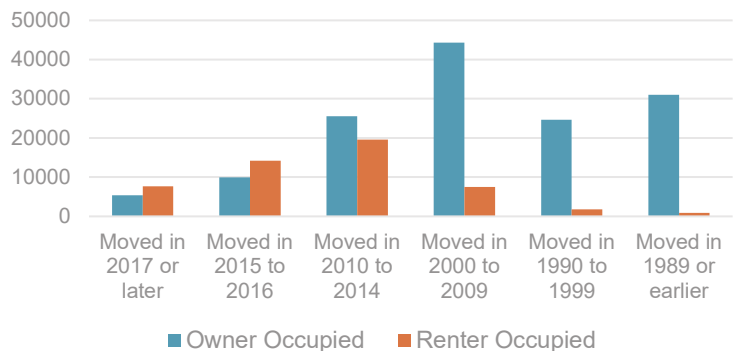
TENURE BY AGE OF STRUCTURE



TENURE BY NUMBER OF ROOMS



TENURE BY YEAR MOVED IN



than \$5,000 had a home ownership rate of 47.1 percent. It is probable that the rates of ownership at lower income levels include retirees who may not have substantial earnings, but own their homes. Some of the prior housing studies have raised concerns about the ability of these households to afford continuing real estate taxes and maintenance costs. Only about three out of ten households headed by someone 65 or older (30.2 percent) is living in rented housing. The remainder continue to be homeowners.

HOUSING COST BURDEN

Housing affordability is usually measured by the percentage household earnings required to meet housing costs. Households spending over 30 percent of their income on housing are considered to be stressed. Even with housing costs generally affordable compared nationally, there remains a large number of households in the three counties that are paying more than 30 percent of their income toward housing costs.

A majority of the households with earnings below \$35,000 are stressed when it comes to housing affordability. While some of these households will be headed by retired seniors, their totals also include many working households. Among all households, the percentage experiencing housing cost stress varies from 15 to 20 percent. The percentage of renter households whose housing cost exceeds 30 percent of their annual income is pretty consistent across all age groups, at around 40 percent.

Within the working-age population, the largest number of stressed households are headed by people in jobs that pay below \$16.82 per hour. Even one in every four or five households earning up to \$24.04 per hour has a high housing cost burden. These include many occupations in the service, manufacturing, and transportation sectors for which there is high demand.

In a study of Albany and Rochester, New York, the Joint Center for Housing Studies at Harvard University has noted how pandemic unemployment has made it difficult for many low-income households to meet their housing payment obligations, and this has in turn impacted the small landlords who own many of the homes and small apartment buildings rented by these households. In those cities, about a quarter of units were behind on payments, and a third of owners were deferring maintenance in response to reduced income, while five to ten percent had failed to make property tax payments. Small landlords in the three counties can be expected to be facing similar pressures

PERCENTAGE OF HOUSEHOLDS PAYING MORE THAN 30 PERCENT OF INCOME TOWARD HOUSING COSTS

Household Income	Owner Occupied	Renter Occupied	Hourly Wage
Less than \$20,000	71.0%	84.4%	\$9.60 or less
\$20,000 to \$34,999	38.7%	59.6%	\$9.61 to \$16.82
\$35,000 to \$49,999	21.0%	24.7%	\$16.83 to \$24.04
\$50,000 to \$74,999	8.4%	5.6%	\$24.05 to \$36.06
\$75,000 or more	2.2%	3.0%	\$36.07 or more

SAMPLE OCCUPATIONS BY MEDIAN HOURLY EARNINGS

Cashiers	\$12.29
Childcare workers.....	\$12.35
Teaching assistants.....	\$12.40
Retail salespersons	\$12.71
Hotel, motel, and resort desk clerks	\$12.88
Graders and sorters, agricultural products	\$13.04
Cooks, short order.....	\$13.06
Packers and packagers, hand.....	\$13.13
Food preparation workers.....	\$13.14
Home health and personal care aids.....	\$13.34
Fast food and counter workers	\$13.36
Stockers and order fillers.....	\$13.55
Recreation workers	\$13.82
Cooks, restaurant.....	\$14.34
Laborers and freight, stock, and material movers, hand.....	\$14.56
Receptionists and information clerks.....	\$15.53
Machine feeders and offbearers.....	\$15.55
Extruding and forming machine setters, operators, and tenders ...	\$15.71
Packaging and filling machine operators and tenders	\$16.05
Customer service representatives	\$16.91
Electrical, electronic, and electromechanical assemblers.....	\$17.08
Automotive service technicians and mechanics	\$17.55
Multiple machine tool setters, operators, and tenders	\$17.83
Industrial truck and tractor operators.....	\$18.61
Construction laborers	\$18.15
Miscellaneous assemblers and fabricators.....	\$18.30
Shipping, receiving, and inventory clerks	\$18.55
Cabinetmakers and bench carpenters.....	\$18.80
Emergency medical technicians and paramedics.....	\$19.00
Licensed practical and licensed vocational nurses	\$19.52
Welders, cutters, solderers, and brazers.....	\$19.53

and responding likewise. The loss of income over the past two years affects small rental properties immediately, but will continue to impact routine maintenance and upgrades for some time, until landlords can rebuild their resources. It may also lead to an increase in rents, placing low-wage households under greater stress.

RENT

Contract rent is the amount paid for leased units, while rent asked is the amount requested for units that are vacant. These include units in apartment buildings and complexes, along with single family homes for rent.

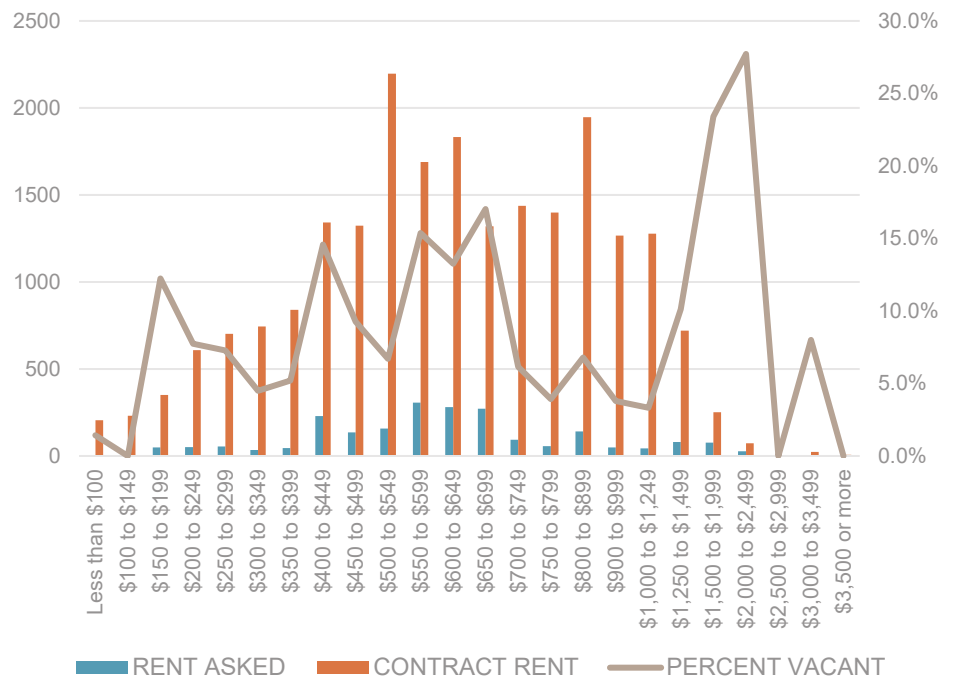
The largest number of available units are asking a rent between \$400 and \$700 per month, with around ten percent of this inventory vacant. Units in this range make up two-thirds (67.2 percent) of the total vacancies.

Another quarter of the area’s vacant units (26.2 percent) are asking a rent over \$700 per month. The vacancy rate for units from \$700 to around \$1,500 per month is about five percent. It increases for more expensive units, which tend to be exclusively single family homes.

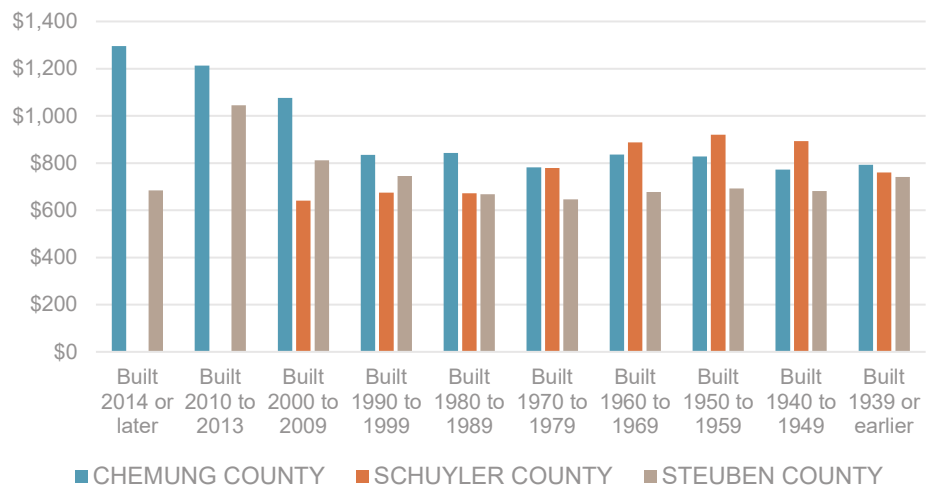
Vacancies are also limited (about five to ten percent) for the most affordable rental housing. These units make up 10.8 percent of the total rental inventory.

Units built after 2000 tend to rent at higher rates, as indicated by the median rent paid. There is little variation in median rent for older units.

UNITS BY 2019 RENT ASKED AND CONTRACT RENT



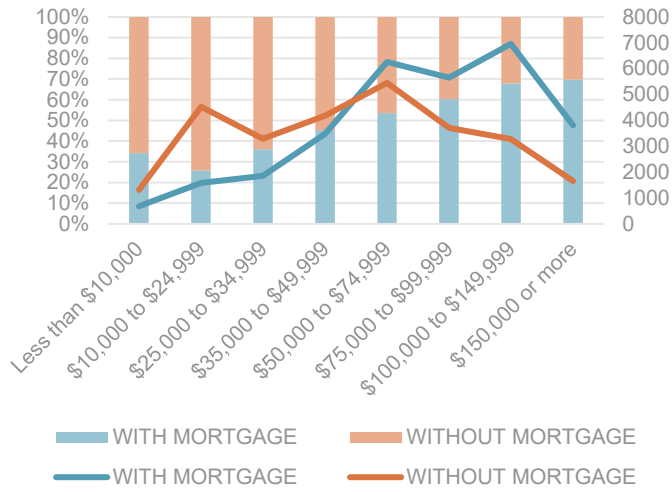
2019 MEDIAN RENT BY AGE OF STRUCTURE



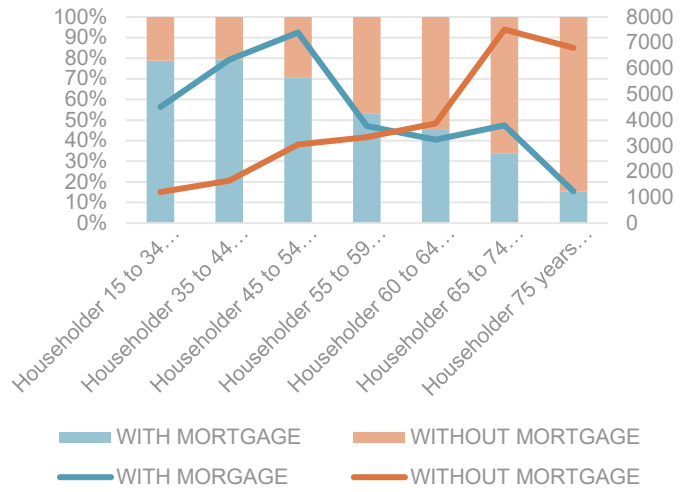
HOME VALUE AND MORTGAGES

Slightly more than half of the owner occupied housing in the three counties (52.5 percent) has a mortgage. Older and lower income households are less likely to have a mortgage. This corresponds to the lower income typical of older householders who may be retired and living on Social Security or other retirement earnings.

MORTGAGE STATUS BY INCOME



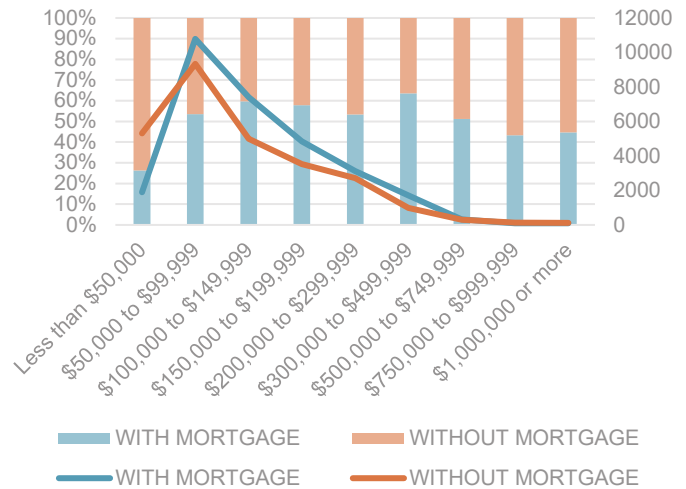
MORTGAGE STATUS BY AGE



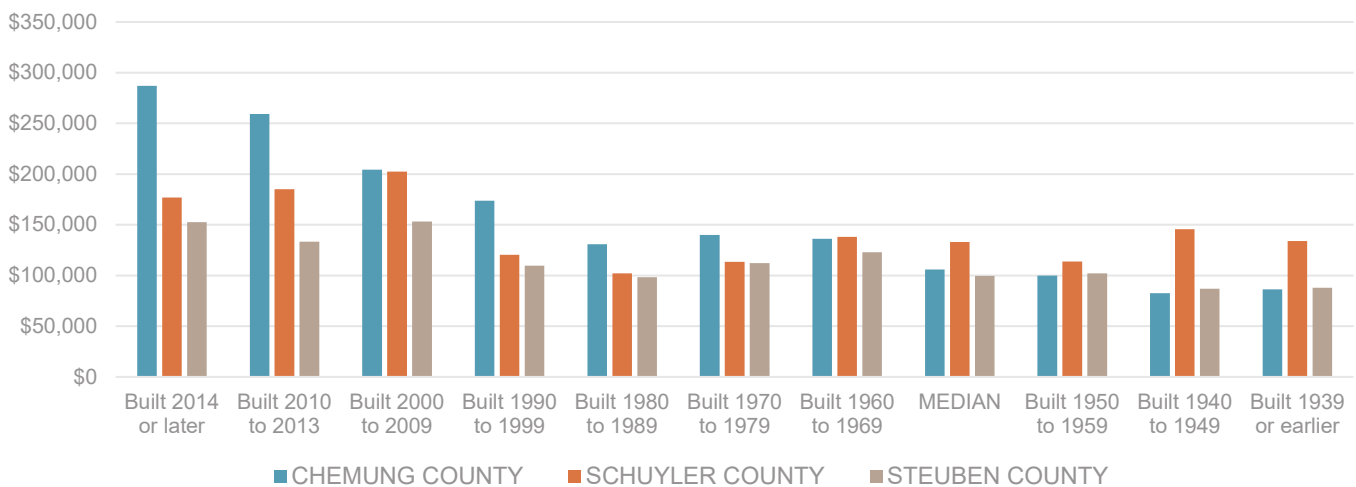
Based on value, homes in the middle of the range are most likely to have a mortgage. Only somewhat over a quarter of homes valued below \$50,000 have a mortgage. This rises to over half of homes valued between \$50,000 and \$749,999, with the peak of over 60 percent in homes valued \$300,000 to \$499,999. About 45 percent of homes valued over \$750,000 have a mortgage.

Newer homes will typically have the greatest value, although this can be influenced by characteristics of the home (size, manufactured or stick-built, features, etc.) and lot (size, location, type of utilities, etc.).

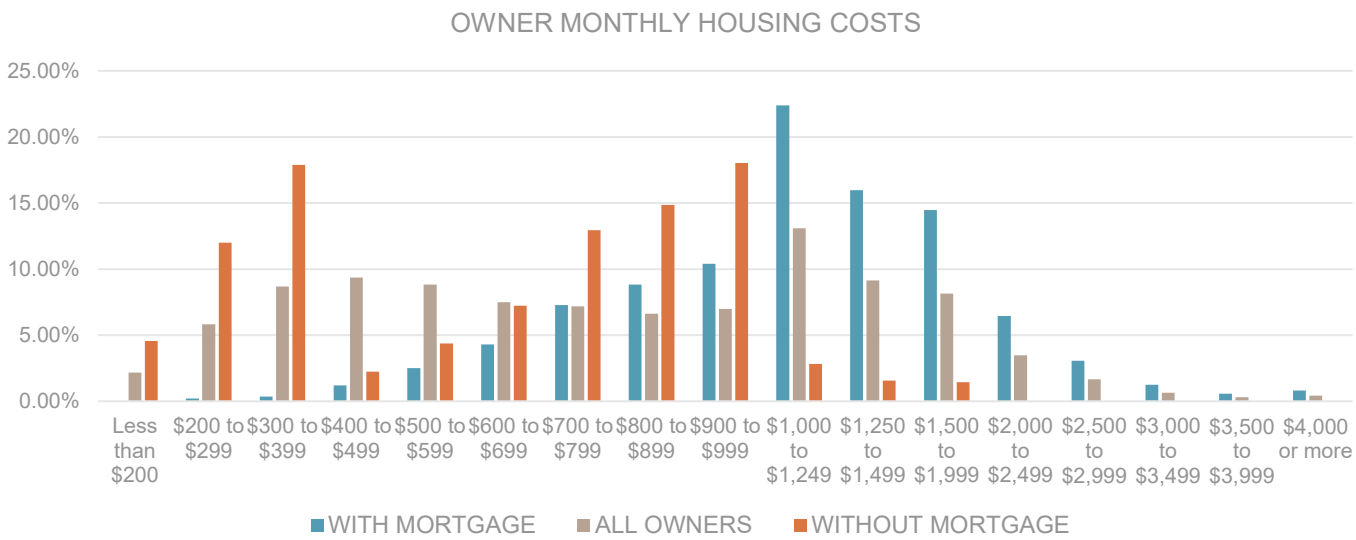
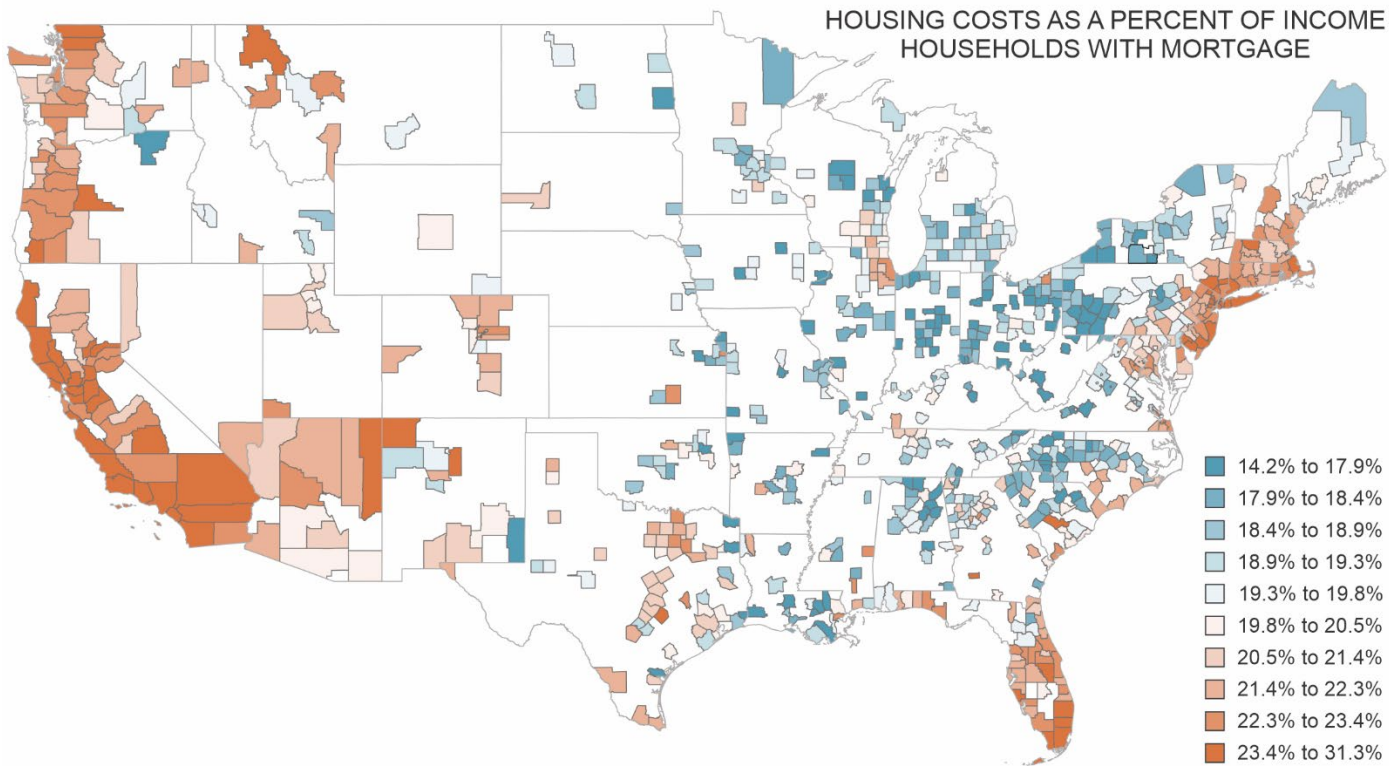
MORTGAGE STATUS BY HOME VALUE



MEDIAN HOME VALUE BY YEAR STRUCTURE BUILT



The affordability of owned housing in the study area compares well against those parts of the country for which costs are estimated. The Census Bureau’s estimates are calculated as the “sum of payments for mortgages, deeds of trust, contracts to purchase, or similar debts on the property (including payments for the first mortgage, second mortgages, home equity loans, and other junior mortgages); real estate taxes; fire, hazard, and flood insurance on the property; utilities (electricity, gas, and water and sewer); and fuels (oil, coal, kerosene, wood, etc.). It also includes, where appropriate, the monthly condominium fee for condominiums and mobile home costs (installment loan payments, personal property taxes, site rent, registration fees, and license fees).”

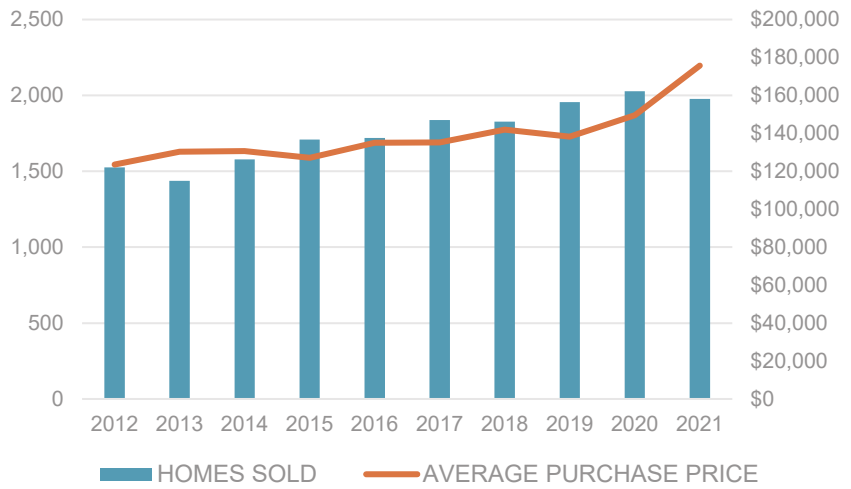


HOME SALES

New York Department of Taxation and Finance

Home sales have increased over the last decade. The average home purchase price remained relatively constant for much of the time, but rose significantly in 2020 and 2021. This is consistent with national trends, in which the typical home appreciated by 7.3 percent in the year ending October 2020, and 18.0 percent in the year ending in October 2021 (CoreLogic Home Price Index). The Federal Reserve Bank of St. Louis pegged the U.S. median home sales price at \$374,900 at the end of the second quarter of 2021, while Zillow's Home Value Index placed it at \$293,349. The average for 2021 arms-length sales of single family homes in the three counties was \$175,713.

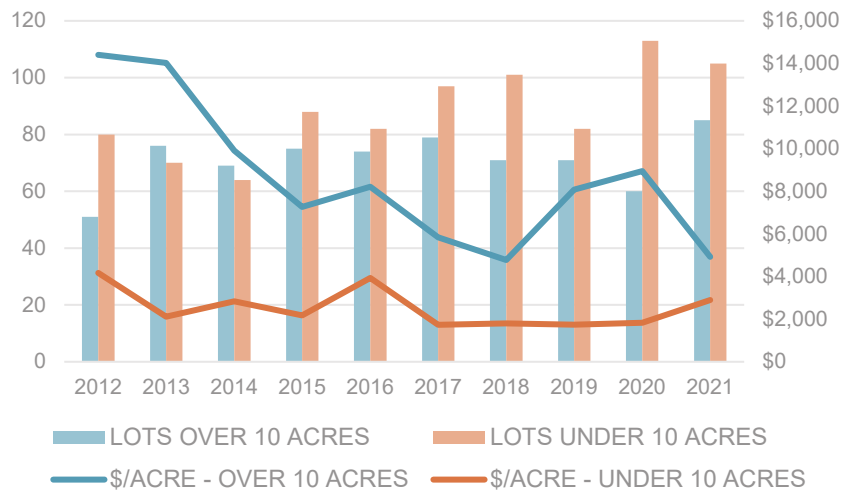
SINGLE FAMILY HOME SALES



Eight condominiums were sold during the decade, all within Watkins Glen, at an average price of \$448,658. This is a reflection of the very small number of condominium units in the region as well as the unique market along the lakeshore, where there is strong demand for year-round and seasonal homes.

The U.S. Department of Agriculture estimates that agricultural land in the United States averaged \$3,380 per acre in 2021, while land in New York State was valued at \$6,800 per acre. The website inmyarea.com examined residential land sales to estimate median prices by state. As the listings were predominantly from rural areas (as opposed to large metropolitan areas), they will closely match the type of land sales recorded in the study area. New York State was ranked as the sixth-lowest price overall, at \$12,000 per acre. The study noted that prices varied widely across the state, with higher prices nearer to major cities, while the rest of the state was lower.

RESIDENTIAL LAND SALES



Price also varies with characteristics of the land. Some smaller lots in the three counties, for example, were located on waterfront and were priced considerably higher than others. Buildability, access to utilities, views, tree cover, or other features might also affect price, so no conclusions should be drawn about trends. The average price per acre for a lot under ten acres, over the decade, was \$8,624. The median was \$3,000. For lots over ten acres, the average price was \$2,472 per acre, and the median was \$1,489.

Some of the area's prior housing studies have touched on the locations in which buyers from outside of the area are searching for homes, citing the Corning-Elmira area. Comments in those studies were based on interviews, while the data on home sales is suggesting that buyers are focused more broadly across the region. There is a concentration around the urban areas and on the lake shores, but also within the northern part of Steuben County, and the same areas sought by the buyers of seasonal homes. It appears that year-round residents are similarly attracted to the area's amenities and are willing to make a longer commute for them.

LOCATIONS OF HOMES PURCHASED BY BUYERS OUTSIDE OF THE THREE COUNTIES, 2012-2021

