National Leaders in Real Estate Research

PREPARED FOR:

Mr. Edward C. Marx, AICP, Commissioner

Tompkins County Planning Department

121 East Court Street

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An Apartment Analysis

in Ithaca/Tompkins

County, New York

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I. INTRODUCTION

A. OBJECTIVES

The objective of this study is to identify potential support levels for new multifamily housing and condominiums within Tompkins County and also within Ithaca, New York. After fully discussing the scope and area of surveys with Mr. Edward Marx of Tompkins County Planning Department, the Danter Company, LLC undertook the analysis.

B. METHODOLOGY

The methodology we use in our studies is centered on three analytical techniques: the Effective Market Area (EMA)[SM] principle, a 100% data base, and the application of data generated from supplemental proprietary research.

The Effective Market Area (EMA) Principle—The EMA principle is a concept developed by the Danter Company, LLC to delineate the support that can be expected for a proposed development. An EMA is the smallest specific geographic area that will generate the most support for that development. This methodology has significant advantages in that it considers existing natural and manmade boundaries and socioeconomic conditions.

Survey Data Base—Our surveys employ a 100% data base. In the course of a study, our field analysts survey not only the developments within a given range of price, amenities, or facilities, but all conventional developments within the EMA.

Proprietary Research—In addition to site-specific analyses, Danter Company, LLC conducts a number of ongoing studies, the results of which are used as support data for our conclusions. Danter Company, LLC maintains a 100% data base of more than 1,500 communities, with each development cross-analyzed by rents, unit and project amenities, occupancy levels, rate of absorption, and rent/value relationships.

[SM] Service mark of Danter Company, LLC

C. DATA ANALYSIS

This study represents a compilation of data gathered from various sources, including the properties surveyed, local records, and interviews with local officials, real estate professionals, and major employers, as well as secondary demographic material. Although we judge these sources to be reliable, it is impossible to authenticate all data. The analyst does not guarantee the data and assumes no liability for any errors in fact, analysis, or judgment.

The secondary data used in this study are the most recent available at the time of the report preparation.

In Section IV—Field Surveys, we have attempted to survey 100% of all units. Since this is not always possible, we have also compared the number of units surveyed with the number of multifamily housing starts to establish acceptable levels of representation. All developments included in the study are personally inspected by a field analyst directly employed by the Danter Company, LLC.

The objective of this report is to gather, analyze, and present as many market components as reasonably possible within the time constraints agreed upon. The conclusions contained in this report are based on the best judgments of the analysts; we make no guarantees or assurances that the projections or conclusions will be realized as stated. It is our function to provide our best effort in data aggregation, and to express opinions based on our evaluation.

D. USES AND APPLICATIONS

Although this report represents the best available attempt to identify the current market conditions and future market trends, note that most markets are continually affected by demographic, economic, and developmental changes. Further, this analysis has been conducted with respect to development potential, and consequently has been developed to determine the current and future market's ability to support new development. For these reasons, the conclusions and development guidelines in this study are applicable only to the areas identified herein. Use of the conclusions and recommendations in this study by any other party or for any other purpose compromises our analysis and is strictly prohibited, unless otherwise specified in writing by the Danter Company, LLC.

II. SCOPE OF SURVEY

A complete analysis of a rental market requires the following considerations: a field survey of conventional apartments; a field survey of condominiums; an analysis of area housing; an analysis of the area economy; a demographic analysis; and recommendations for development.

Field Survey—Our survey of conventional apartments includes a cross-analysis of vacancies by rents, a survey of unit and project amenities, and a rent/value analysis.

Area Housing Analysis—We have conducted an analysis of housing demand that includes a study of support by both growth and internal mobility. Further, we have analyzed existing housing using the most recent census material.

Economic Analysis—An analysis of current and expected economic conditions, as well as interviews with major employers has been conducted.

Demographic Analysis—The study includes an analysis of social and demographic characteristics of the area, and a description of the area economy that includes income and employment trends.

III. CONCLUSIONS

A. INTRODUCTION

The primary purpose of this report is to identify potential support levels for new multifamily housing and condominium development in Tompkins County (including Ithaca), New York.

This analysis focuses on two areas: suburban/rural Tompkins County and the Downtown Core (downtown and adjacent neighborhoods). The suburban/rural Tompkins County market area includes all of Tompkins County except the Town of Ithaca. The Downtown Core market area includes all of the Town of Ithaca and the City of Ithaca.

The first section of this study relates to Tompkins County and includes the areas outside of the Town of Ithaca.

The second section of this study relates to the City and Town of Ithaca and specifically the core (downtown and surrounding neighborhoods) part of the City of Ithaca.

It should be noted that some data and analysis has been duplicated in both sections. This is necessary since potential users of this report may have only a singular interest in a specific development alternative and may miss important market considerations if not repeated.

Downtown Ithaca is conventionally defined as the area bounded by Court Street to the north, Aurora Street to the east, Clinton Street to the south, and Albany Street to the west. However, residents of Ithaca generally view downtown as the area that is walkable from the immediate downtown area. This area is referred to as Downtown Ithaca or the Central Business District (CBD) throughout this report.

Recommendations include support by product type and price/rent range. In addition, general guidelines for unit and project amenities are identified for each price range. The data presented in this report may be used as a base to conduct future site specific analyses. It should be noted that this report will recommend amenities and features usually reserved for site specific feasibility studies. These are intended to be used as general guidelines. Developers may have proven concepts equally appropriate for this market. However, there is a shortage of contemporary product in the market from which to establish meaningful comparisons of market demand.

Recommendations include an annual and 5-year demand model. However, given the lack of previous construction in most areas of potential, there exists considerable latent (pent-up) support. Therefore, the single-year figures may easily be exceeded.

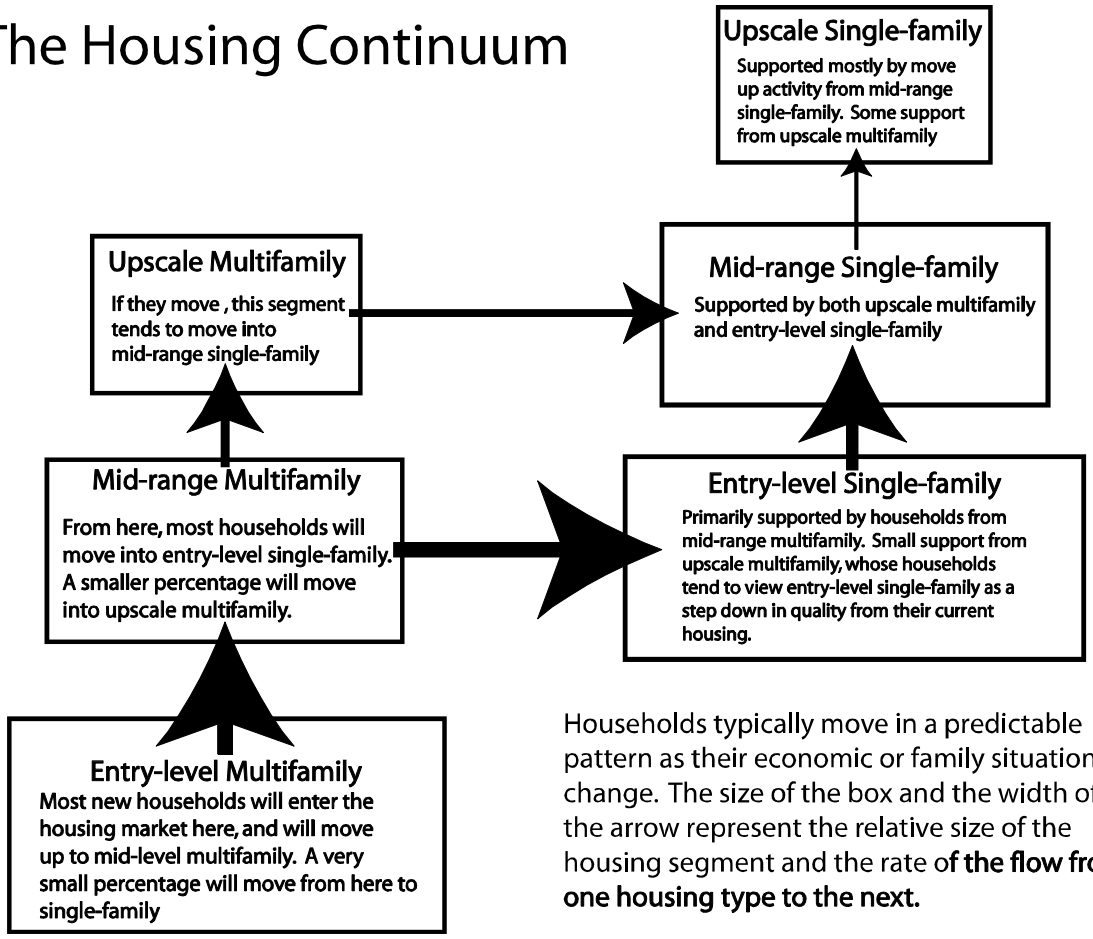
Continuum of Housing

Because most new development has focused on student housing, area housing costs, especially for rental housing in Ithaca, do not reflect the needs of the conventional workforce and move-up residents of Tompkins County.

Renters have few options for quality rental units and are limited by the older, less modern alternatives or housing outside of their affordability level. Likewise, those who wish to own their own home or condominium have few affordable options for new housing in the area.

We have found that households, as their incomes increase and family circumstances change, typically progress through a continuum of housing. The following chart illustrates the Housing Continuum.

The Housing Continuum



Households typically move in a predictable pattern as their economic or family situations change. The size of the box and the width of the arrow represent the relative size of the housing segment and the rate of **the flow from one housing type to the next.**

Each level in the continuum of housing needs to be represented in order to provide a support base for the next level. For example, entry-level multifamily is needed to provide support for mid-range and upscale multifamily. Likewise, the entry-level single-family market needs higher-priced rentals to provide support. Likewise, higher end home purchases are usually influenced by equity built up from a previous home.

A “gap” in the housing continuum jeopardizes the ability to support housing at higher levels. Further, households impacting the “housing gap” are those most likely to leave the market, even if employment opportunities exist.

Because of the high rents created by the student influence in Tompkins County, there is a significant “housing gap” within the typical workforce rental ranges.

Central to our methodology is the Effective Market Area (EMA) which is defined as the smallest geographic area that will contribute 60% to 70% of support for new development at a new development site. However, since there are no specific development sites, for analytical purposes the suburban and rural areas of Tompkins County have been divided into submarkets that will be evaluated as Effective Market Areas. It is important to note that a specific site within a submarket will likely have a different EMA than just the submarket itself. For example, a project in the Trumansburg submarket that is located in the southeast portion of the submarket immediately west of Ithaca, would likely have an Effective Market Area that includes most of the central and western portion of Ithaca. By contrast, the EMA for the site located in the Village of Trumansburg may not include any part of Ithaca. Factors that may supersede the submarket boundaries include the size of property, amenity package, price points or location.

For development potential purposes, we have divided Tompkins County into the Suburban/Rural Tompkins County, which contains 6 submarkets, and the Downtown Core EMA, which is defined as the Town and City of Ithaca. These submarkets have been identified as areas with potential support for new apartment and/or condominium development based on several factors including the existing base of apartments and condominiums, population and households, expected population and household growth, households by age and income cohorts, economic and employment trends and access to major employment centers. These submarkets are summarized as follows:

- Trumansburg – comprised of the Town of Ulysses and the northern portion of the Town of Enfield.
- Lansing – comprised of the Town of Lansing including the Village of Lansing.
- Groton – comprised of the Town of Groton including the Village of Groton.
- Dryden – comprised of the eastern portion of the Town of Dryden, including the Villages of Freeville and Dryden, and the Town of Caroline.
- Varna – comprised of the western portion of the Town of Dryden.
- Newfield – comprised of the Towns of Newfield and Danby and the southern portion of the Town of Enfield.
- An EMA has also been defined for the Downtown Core of Ithaca. Information related to downtown is noted as Downtown Ithaca.

It is important to note that due to the cost and difficulties in extending utilities to undeveloped areas, the primary opportunity for the development of new multifamily housing is within established population centers that already include water and sewer infrastructure. Following is a list of the communities in each submarket that have existing water and sewer utilities:

- Trumansburg – Village of Trumansburg.
- Lansing – Village of Lansing.
- Groton – Village of Groton.
- Dryden – Village of Dryden.
- Varna – Hamlet of Varna.
- Newfield – Hamlet of Newfield.

Throughout this study, three geographic definitions will be used.

1. Total or Entire Tompkins County - the entire county including Ithaca.
2. Downtown Core – the downtown and peripheral neighborhood including Cornell University. The Downtown Core EMA includes the City of Ithaca and the Town of Ithaca.
3. Suburban/Rural Tompkins County – the six suburban/rural submarkets.

Support levels for the development of new rental housing in Suburban/Rural Tompkins County, New York are based on analyses of the area including the existing and anticipated condominium and rental housing market, demographics, the economy, the appropriateness of the area for development, and housing demand.

Based on the characteristics of each submarket, the field survey of existing condominium and rental housing development, an analysis of the appropriateness of the area for development, and a demographic analysis, support levels can be established for additional multifamily rental development.

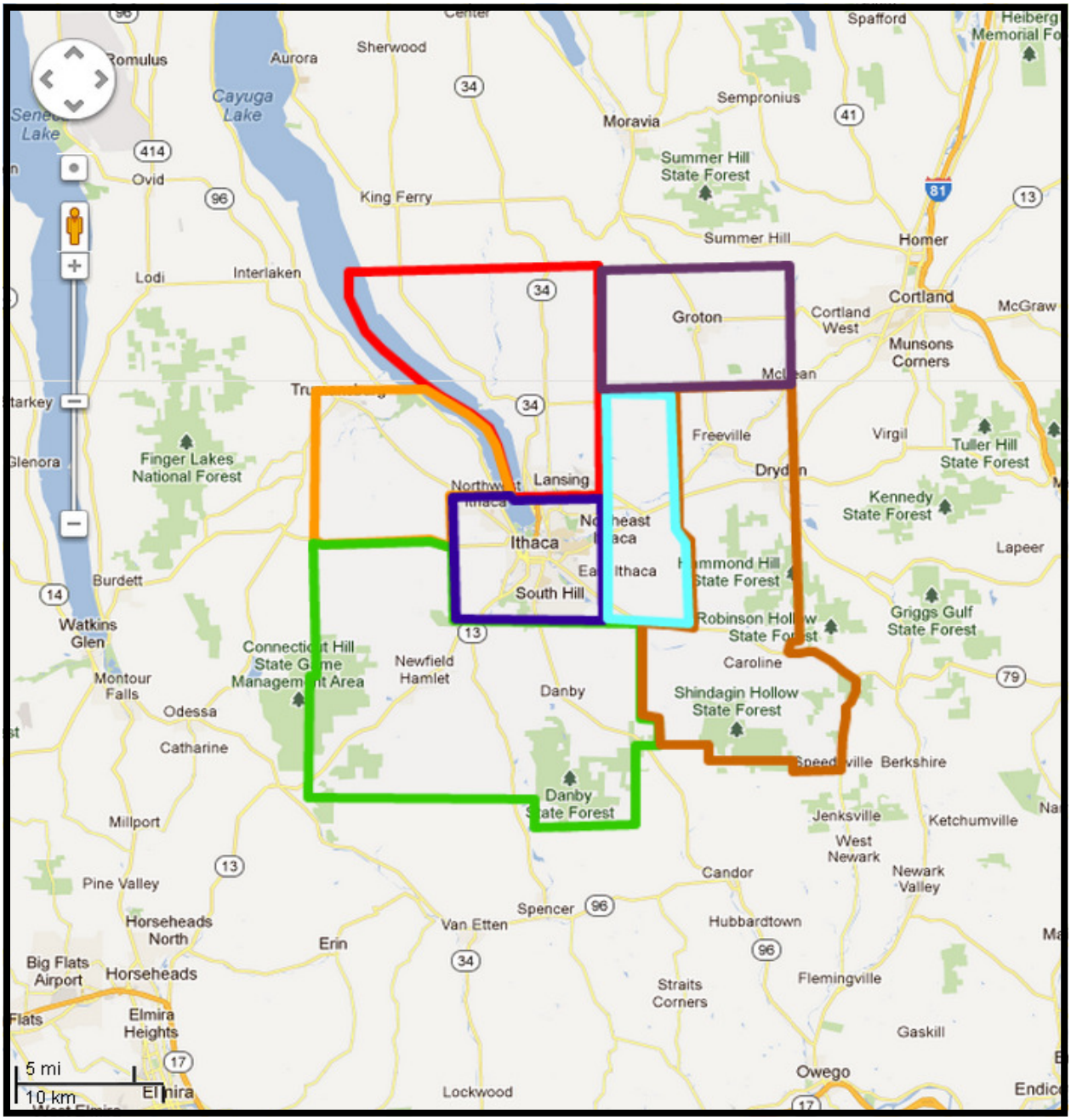
The following analyses have been conducted to identify market potential for new condominium, market-rate apartment and Tax Credit apartment development within Suburban/Rural Tompkins County and specifically within the submarkets:

- Analysis of the existing submarket housing market supply, including:
- Historical housing trends
- Current market conditions based on 100% field survey of modern condominiums and apartments
- Area apartment demand factors, including
- Income-appropriate households based on program guidelines (if applicable)
- Current and expected economic and household growth conditions
- Support from existing multifamily renters (step-up/down support)
- Comparable market rent for new apartment development as determined through trend line analysis
- Appropriateness of the area for the subject development

A trend line analysis, based on a "rent by comparability index" evaluation of all conventional developments within Tompkins County, is used to evaluate rents for the new development(s) used as a guideline in this report.

A map showing each submarket follows:

SUBMARKETS MAP



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B. SUBURBAN/RURAL TOMPKINS COUNTY

1. CONCLUSIONS – 5 YEAR HOUSING SUPPORT

Over the next 5 years there is overall housing support for up to 975 units in Suburban/ Rural Tompkins County (within various submarkets and excluding Ithaca) consisting of up to 150 for-sale housing units and up to 825 rental housing units.

MULTIFAMILY HOUSING SUPPORT
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
2012 THROUGH 2017

DEVELOPMENT TYPE	ANNUAL SUPPORT TOTAL UNITS	5-YEAR SUPPORT TOTAL UNITS
FOR-SALE HOUSING UNITS	20 - 30	100 - 150
RENTAL HOUSING	130 – 165	650 – 825
TOTAL	150 - 195	750 – 975

A distribution of market demand for each of these development types by price point follows.

2. ATTACHED, FOR-SALE, HOUSING UNITS DEMAND

a. Introduction

This report evaluates the market potential to develop for-sale attached condominium and or townhome development in Suburban/Rural Tompkins County, New York.

Within the context of this report, “for-sale” housing will consist of condominiums, townhomes, etc, and does not include single-family dwellings. The term “condominiums” can refer to condominiums, for-sale townhomes and patio homes.

Based on our analysis of the Tompkins County condominium market, the key demand factors and established market penetration levels, support levels can be established for additional development.

b. Product Concepts

The market demand for for-sale housing in Suburban/Rural Tompkins County is distributed among three sales price ranges: under $250,000, $250,000 to $399,999, and $400,000 and higher.

PROJECTED SUPPORT
FOR-SALE HOUSING UNITS BY SALES PRICE
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK

SALES PRICE	ANNUAL SUPPORT TOTAL UNITS	5-YEAR SUPPORT TOTAL UNITS
Under $250,000	8 – 12	40 – 60
$250,000 - $399,999	6 – 10	30 - 50
$400,000 AND HIGHER	6 – 8	30 – 40
OVERALL	*20 - 30*	*100 - 150*

It should be noted that the sales potential is an estimate of demand. Lending regulations and underwriting criteria may preclude the ability to deliver condominium product. It should also be pointed out that these estimates are discounted over 40% (conservative estimate) from estimates that might have been made during the height of the building boom leading up to 2006.

c. Attached For-Sale Housing (Condominium and Townhome)

Since 2006 the condominium market has seen a significant nationwide downturn in sales. Most conventional markets have declined by as much as 60% to 70%. Further, given changes in consumer confidence, as well as lending requirements, we do not anticipate any significant change in the demand side. However, it should be noted that the housing market in Tompkins County (and especially in Ithaca) has not been as severely impacted as markets in much of the country. Based on a review of demand indicators, it is our opinion that while demand in most of the U.S. has declined by at least 60%, the demand model for Ithaca has declined approximately 30% to 40%. It should be noted that this has gone unnoticed in Ithaca due primarily to the fact that there has been very little condominium development in the area. Another factor, however, will preclude any significant condominium development in the foreseeable future; there are significant changes in the lending environment for developers. Increased equity requirements and a requirement for a significant amount of presales will keep many developers out of the condominium market. While there could be limited condominium development in the future, we do not believe condominiums will be a significant factor in the future housing strategy for Ithaca and Tompkins County.

Nevertheless, we have included the following demand calculations. While these external, non-market related barriers to entry potentially limit condominium development, those developers able to overcome those barriers are likely to enjoy better than average success due to the lack of competition.

Based on our review of county records, as well as interviews with area planning and building officials and area realtors, there has been no new condominium development in Tompkins County since the mid- to late-1980s. There are few condominiums in Suburban/Rural Tompkins County (and Ithaca).

Recent condominium resales in the Ithaca area range in price $76,900 for a one-bedroom unit with 556 square feet that was built in 1978 to $259,000 for a two-bedroom, 2.5-bath unit that was built in 1984.

Among the condominium resales identified, the average age is 32.7 years old. The average sales price is $135,778 and the average unit size is 1,075 square feet.

d. Condominium Qualified Income Distribution

Generally, mobility patterns affecting support for condominiums reflect those mobility patterns affecting single-family development. Therefore our approach to establishing the market for condominiums at the site is based on an analysis of the demographic and economic characteristics of Tompkins County and the application of optimal capture factors. Condominiums are typically an urban/suburban product with little, or no, demand for product beyond the contiguous areas of Ithaca or villages. Therefore, we have used the entire county to establish overall demand.

Qualifying Incomes

For the purpose of this analysis, we assume that 25% of the purchase price of new townhome or condominium will be cash, yielding a 75% mortgage requirement. While many developments offer 80% or 90% financing, townhomes and condominiums are often influenced by equity from the previous sale of a single-family house, and 50% to 60% financing is not uncommon.

Because of the difficulty of developing new product under $150,000, our analysis will only consider households with incomes that will qualify them for homes above that price point.

Income/mortgage/purchase price requirements are as follows:

INCOME/MORTGAGE/PRICE DISTRIBUTION

INCOME	MORTGAGE	AMOUNT FINANCED	HOME PRICE RANGE
$56,250 - $65,624	$112,500 - $131,249	75%	$150,000 - $174,999
$65,625 - $74,999	$131,250 - $149,999	75%	$175,000 - $199,999
$75,000 - $93,749	$150,000 - $187,499	75%	$200,000 - $249,999
$93,750 - $112,499	$187,500 - $224,999	75%	$250,000 - $299,999
$112,500 - $131,249	$225,000 - $261,499	75%	$300,000 - $349,999
$131,250 - $149,999	$262,500 - $299,999	75%	$350,000 - $399,999
OVER $150,000	OVER $300,000	75%	$400,000 AND OVER

Following is the projected income distributions of total households within Tompkins County:

HOUSEHOLD INCOME RANGE	QUALIFIED HOME PRICE	2011 QUALIFIED HOUSEHOLDS*	DISTRIBUTION
$56,250 - $65,624	$150,000 - $174,999	2,956	16.6%
$65,625 - $74,999	$175,000 - $199,999	3,029	17.0%
$75,000 - $93,749	$200,000 - $249,999	4,090	23.0%
$93,750 - $112,499	$250,000 - $299,999	2,312	13.0%
$112,500 - $131,249	$300,000 - $349,999	1,401	7.9%
$131,250 - $149,999	$350,000 - $399,999	1,446	8.1%
OVER $150,000	$400,000 AND OVER	2,548	14.3%
	TOTAL	17,782	100.0%

*Source: ESRI, Incorporated

Based on levels of affordability of new product, an optimal capture factor can be applied to income ranges to determine the annual demand. The optimal capture factors have been established in mature condominium markets with adequate supply. Within these markets, demographic characteristics have been analyzed including growth rates and household size, and economic factors have been considered including income levels and employment profiles.

Condominium Demand Analysis

Based on the application of established capture factors for similar markets, the resulting annual demand for condominium homes in the Tompkins County EMA can be

established. Over the past 10 years, no new condominium units have been built and sold in Tompkins County, including the Ithaca area.

We have applied established capture rates from established markets, which have been discounted 40% to reflect the downturn in the housing market, to establish the potential demand for condominiums in Tompkins County.

PRICE RANGE	QUALIFIED 2011 HOUSEHOLDS	ESTIMATED INTERNAL DEMAND CAPTURE FACTOR*	ESTIMATED DEMAND FROM TOMPKINS COUNTY HOUSEHOLDS
$150,000 - $174,999	2,956	.0081	24
$175,000 - $199,999	3,029	.0100	31
$200,000 - $249,999	4,090	.0120	49
$250,000 - $299,999	2,312	.0094	22
$300,000 - $349,999	1,401	.0074	10
$350,000 - $399,999	1,446	.0022	3
$400,000 AND OVER	2,548	.0035	9
TOTAL	17,782		148
*The Danter Company, established sales by price range in established markets			

When considering all price ranges, the total maximum annual support base is estimated to be approximately 148 units, without considering existing supply or demand from outside Tompkins County.

We estimate that as much as 20% of the support for any new condominium development in Tompkins County will come from outside Tompkins County. The following table illustrates the estimated demand from outside Tompkins County for new condominium units.

PRICE RANGE	ESTIMATED DEMAND FROM EMA HOUSEHOLDS	DEMAND FROM OUTSIDE THE EMA	TOTAL DEMAND
$150,000 - $174,999	24	5	29
$175,000 - $199,999	31	6	37
$200,000 - $249,999	49	10	59
$250,000 - $299,999	22	4	26
$300,000 - $349,999	10	2	12
$350,000 - $399,999	3	1	4
$400,000 AND OVER	9	2	11
TOTAL	148	30	178

When considering the demand from both inside and outside Tompkins County, the total support is estimated to be approximately 178 units per year.

It is important to note that optimal absorption is seldom achieved within a market. Rarely is the number of sales in a market equal to the demand. Generally, maximum absorption occurs only when sales are a function of demand rather than supply. Economic conditions also need to be factored into annual demand.

Although our condominium demand analysis indicates that there is annual demand of up to 178 condominium units in Tompkins County; again, rarely is the annual demand equal to the number of sales. Total demand can only be achieved within markets that have a wide range of product choices with a variety of price points. In order to achieve sales equaling the full demand (178 units) there would need to be a full range of product offered by location, product alternatives and price point. To have such a range of offerings within projects with enough critical mass to support amenity packages would result in overbuilding in the market.

As such, based on our demand analysis, as well as the current restrictive financing and lending restrictions, in our opinion, support for 20 to 30 new for-sale condominium units per year can be achieved.

Because of the lack of existing new condominium units in the market, sales of any new condominiums will be influenced by the ability of existing homeowners to sell their current home. Although condominium developments are an attractive alternative for aging homeowners that chose to move into a maintenance free community, most must first sell their current home.

New condominium development in Tompkins County should include various units available at price points ranging from approximately $200,000 to over $400,000.

The lower-priced units would generally be smaller in size and offer standard amenities with no attached garages. Units at the higher end of the price scale would generally be larger in size, offer upgraded amenities such as appliances, countertops, cabinets, flooring, and would generally include an attached 2-car garage.

e. Senior Market

Senior population and households in Tompkins County have shown increases over recent years. Based on demographic data provided by ESRI, Incorporated, in 2000 there were 6,084 households in Tompkins County with the head of household over age 65. This increased 11.9% by 2010, reaching 6,808. By 2015, senior households are

expected to reach 8,010, a 17.7% increase in just 5 years. Further, even greater increases are expected in the future. Increases in population and households age 65 and over are expected to be generated from both internal aging in place, and from in-migration. Tompkins County is increasingly becoming a retirement destination as retiring Cornell alumni are returning to the region. This is an opportunity for Ithaca in that population, buying power and tax base are increased without a proportionate burden on infrastructure. Employment is created by their presence rather than required to attract them to the region. Strategically, however, little has been done to provide for this opportunity. Generally, new housing has been focused on the student population with a preponderance of student-focused amenities, high rents and shared living. While condominiums are an unlikely alternative, from the developer's perspective, appropriately affordable, senior-oriented product does have potential. Also, market-rate senior designed rentals have significant potential in the region.

Increasing senior population will also create a change in the demand model for single-family housing. Single-family buyers, particularly first-time home buyers, are generally under age 45, the 45 to 64 age cohort is generally status-quo and the 65 and over cohort is most likely to be sellers of single-family homes. The ratio of buyers to sellers is an important indicator of future single-family trends. In Tompkins County, in 2000, there were 1.45 households in the buying category for every household in the seller category (after adjusting for the student population). By 2010 this ratio was 1.06 and by 2015 the ratio is expected to decline to 0.85. It should be noted that, while this is a serious decline in the demand ratio, Tompkins County has fared considerably better than most markets in which the ratio has declined to an even greater extent. Most Ohio/Pennsylvania markets have declined from a 4 to 1 ratio in 2000 to a 1.8 to 1 ratio in 2010. Ramifications are that seniors will experience a continued weakening of home equities as sellers outnumber buyers in the market. Many will choose to remain in their existing homes rather than select a new lifestyle. Or, potentially, they will compromise on their expectations for retirement. It is likely to result in fewer households moving to other retirement regions in the U.S.

Accommodating a population more likely to experience "aging in place" adds a new component to conventional housing strategies. Under the new paradigm of "sustainable housing" or "sustainable neighborhoods," considering how best to serve this population has become a key component of housing strategies. In an environment in which there is the potential to experience declining home values (from a decreased ratio of buyers to sellers), it is important to create programs to assist seniors aging in place to maintain their existing homes. Communities are beginning to create homeowner resources emulating condominium services or "Angie's List" services to assist seniors in identifying service providers. Also, communities are becoming involved in encouraging home health care. New developments are more likely to focus on higher density, mixed use neighborhoods with "walkability" as a primary goal. Certainly, downtown Ithaca meets

the criteria as a walkable, sustainable neighborhood. It is our opinion that seniors should be included in any marketing strategy for the area.

Economic development has also become a housing strategy. Adding employment, attracting new residents, helps to sustain the existing housing market – adding to the demand side. Ithaca has been, and should continue to be, fortunate in this regard. Employment gains have outpaced much of the region. Further, major employers in the area are expected to continue this trend.

3. RENTAL HOUSING DEMAND

The demand potential for apartments in Suburban/Rural Tompkins County and especially in the Downtown Core of Ithaca has yet to be realized as evidenced by the low vacancy rate for apartments throughout Tompkins County, the extremely high rents, and the ability to readily absorb new units in the marketplace.

Further, based on our interviews with area Human Resources professionals, most employers have encountered problems recruiting new employees. Many noted that new employees generally commute from a long distance. Lack of housing, traffic, gas prices, and weather issues during the winter months have had a negative impact on employers in the Ithaca area.

Students are and will continue to be a dominant factor in the Ithaca rental housing market and they are important for the success of residential housing in the Ithaca area. In addition, colleges and universities place people “on the streets” and bring vibrancy to any area, epically a downtown. Academic hours may extend beyond the traditional 8 a.m. to 5 p.m. of other businesses, and evenings and weekends bring athletic and cultural events.

Because of the focus of apartment units has been on students, senior and moderate income renters have few rental alternatives throughout Ithaca and Suburban/Rural Tompkins County. Senior oriented and/or moderate income (workforce) rental development represents the strongest potential for future development.

Following is a summary of the annual units of support for Suburban/Rural Tompkins County.

ANNUAL UNITS OF SUPPORT – RENTAL HOUSING
SUBURBAN/RURAL TOMPKINS COUNTY

RENTAL PRODUCT TYPES	AVERAGE MONTHLY RENTS*	ANNUAL SUPPORT TOTAL UNITS	5-YEAR SUPPORT TOTAL UNITS
UPSCALE	$1,200	20 – 25	100 – 125
SENIOR RANCH	$900	30 – 40	150 – 200
AFFORDABLE-MODERATE	$800	45 – 55	225 – 275
TAX CREDIT	$650	35 – 45	175 – 225
	OVERALL SUPPORT	*130 - 165*	*650 – 825*

*Based on a two-bedroom unit net rent (includes water, sewer, and trash removal only)
The overall mix would include other unit types at proportional rents.

a. Project Concepts

It is our opinion that a market exists for the development of several types of rental housing in Suburban/Rural Tompkins County, New York.

It is important to note that the following development alternatives are only intended as guidelines as opposed to definitive recommendations. Further, a well conceived project on the right site with the right rents and amenities may transcend market expectations or submarket/EMA boundaries. It should be noted that specific projects will likely vary somewhat depending on various factors such as submarket, amenities, land cost, size of the site, and number of units.

Following is general description of the four major development alternatives in Suburban/Rural Tompkins County.

Although there are numerous projects in Tompkins County that charge rents well above the median rents, these projects are primarily occupied by students and not necessarily considered upscale apartments. Overall, we consider only 10.6% (532 units) of the existing units within 9 projects to be upscale in nature. These 9 projects offer amenities similar to the upscale development used as a guideline in this report. Overall, there is a limited number of rental alternatives that offer upscale amenities in Tompkins County. Further, the majority of the existing upscale units are occupied by students. We estimate that over 75% of the existing upscale units in the Tompkins County are occupied by students.

Although many upscale projects are developed within attached townhome buildings with attached garages, our guideline for development is for upscale development(s) within garden units with attached garages. Garden units are single-floor units within a multi floor building. Upscale garden developments are typically constructed within two- or three-story buildings. Ground-floor units typically have direct access from the attached garage. Second-floor units generally include a dedicated stairway leading directly to the units from the garage.

UPSCALE APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/ 1.0 BATH GARDEN ATTACHED GARAGE	750	$1,000	$1.33
TWO-BEDROOM/ 2.0 BATH GARDEN ATTACHED GARAGE	1,100	$1,200	$1.09
THREE-BEDROOM/ 2.0 BATH GARDEN ATTACHED GARAGE	1,300	$1,400	$1.08
*Average net rent (includes water, sewer, and trash removal only)			

Senior-oriented market-rate apartments are not well represented within Tompkins County. The senior rental segment represents one of the strongest potential for future development. While most new senior-oriented developments are developed within ranch style properties that include attached garages, midrise elevator buildings are also popular. However, it is often more expensive to construct such developments, thus potentially increasing rents. Based on our research, a growing number of seniors are opting for renting with maintenance-free living instead of owning and maintaining a home. Most senior renters moving from a single-family home choose developments with attached garages and one-floor living with no steps.

SENIOR RANCH			
UNIT DESCRIPTION	SQUARE FEET	RENTS AT OPENING*	RENT PER SQUARE FOOT
ONE-BEDROOM/ 1.0 BATH RANCH ATTACHED ONE CAR GARAGE	700	$800	$1.14
TWO-BEDROOM/ 2.0 BATH RANCH ATTACHED ONE CAR GARAGE	1,000	$900	$0.90
TWO-BEDROOM/ 2.0 BATH RANCH ATTACHED TWO CAR GARAGE	1,100	$1,000	$0.91
*Average net rent (includes water, sewer, and trash removal only)			

Because the dominance of students in Ithaca has inflated rents at most properties, affordable or moderately priced rental units are not readily available within Ithaca. Many of the affordable or moderately prided units within Tompkins County are generally older units and many lack modern amenities and are of lower quality. Overall, there is strong potential for the development of units with affordable or moderately priced rents in Tompkins County. Any new affordable or moderately priced new development should include modern amenities that are not well represented in Tompkins County such as a dishwasher, washer and dryer hookups, a balcony or patio, and ceiling fans.

AFFORDABLE-MODERATE APARTMENTS			
UNIT DESCRIPTION	SQUARE FEET	RENTS AT OPENING*	RENT PER SQUARE FOOT
ONE-BEDROOM/ 1.0 BATH GARDEN	700	$700	$1.00
TWO-BEDROOM/ 2.0 BATH GARDEN	1,000	$800	$0.80
THREE-BEDROOM/ 2.0 BATH GARDEN	1,200	$900	$0.75
*Average net rent (includes water, sewer, and trash removal only)			

Detached garages should be available for an additional fee at an affordable-moderate priced development.

The Tax Credit market in Ithaca and Tompkins County is underserved. There are 7 existing Tax Credit developments in Tompkins County. These 7 developments contain a total of 624 Tax Credit units, or 12.4% of the total units in Tompkins County. The Tax Credit units have an overall occupancy rate of 99.7% and there are only 2 vacant units. Additionally, there are an estimated 6,803 renter households that are income qualified for Tax Credit units.

TAX CREDIT APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/	700	$500 (50%)	$0.71
1.0 BATH GARDEN	700	$650 (60%)	$0.93
TWO-BEDROOM/	1,000	$600 (50%)	$0.60
2.0 BATH GARDEN	1,000	$700 (60%)	$0.70
THREE-BEDROOM/	1,200	$700 (50%)	$0.58
2.0 BATH GARDEN	1,200	$775 (60%)	$0.65
*Average net rent (includes water, sewer, and trash removal only)			

Rents for all development types are net and include water/sewer services and trash removal. Tenants would pay all other utilities.

The square footages listed for all unit types are guidelines. Actual square footage will vary. Effective use of space within any new units is more important than actual square footage.

Generally, a well-developed rental market includes 30% to 35% one-bedroom units, 60% to 65% two-bedroom units, and 8% to 12% three-bedroom units. Some projects may have a higher share of one-bedroom units and fewer three-bedroom units.

1) Unit Amenities

Generally, each unit in a new market-rate development should include the following amenities:

- Range
- (Frost-free) Refrigerator
- Dishwasher
- Disposal
- Central air conditioning
- Washer/dryer hookups
- Balcony or patio
- Carpet
- Window coverings
- Intercom entry
- Ceiling fan
- Extra storage

Additional amenities in upscale developments should include a refrigerator with an ice maker, a microwave oven, washer and dryer in each unit, vaulted ceilings on the upper floors, a security system, and 9-foot ceilings.

Floor Plan Considerations

Prospective residents respond to three principal factors when selecting specific units:

- Perception of space is often based on the entry into the unit
- Bedroom size
- Closets are especially important. Large closets are immediately noticed by prospective tenants. Further, having the largest closets in the market facilitates rent increases since it is difficult for tenants to move into another unit with less storage than they already have.

General guidelines for bedroom sizes (in square feet) and closet space are listed as follows:

Bedrooms

	BEDROOM SIZE (SQUARE FEET)			
BEDROOM TYPE	**UPSCALE**	**SENIOR RANCH**	**MODERATE/ AFFORDABLE**	**TAX CREDIT**
MASTER	160+	150+	150+	140+
SECOND	150+	140+	140+	130+
THIRD	140+	-	130+	120+

Closets

BEDROOM TYPE	CLOSET LINEAL FEET			
	UPSCALE	SENIOR RANCH	MODERATE/ AFFORDABLE	TAX CREDIT
ONE-BEDROOM	14	14	12	10
TWO-BEDROOM	22	20	18	16
THREE-BEDROOM	30	-	24	22

Bedroom and closet sizes are based on an analysis of existing units in Tompkins County as well as surveys and case studies conducted by the Danter Company.

Entry

Contemporary floor plans usually present an entry into the unit that is open and airy. Entries directly into the great room with a view of the opposing windows are most marketable. Views should be maximized. It should be noted that competitive properties have, generally, relatively poor entryways. Also, as is often the case in urban properties, existing building dimensions (or lot size) sometimes compromise the ability to provide optimum entryways. Also, it is common for corner units to have very difficult entries; however, this is usually mitigated by outstanding views once inside.

2) Project Amenities

Guidelines for project amenities are as follows:

- Community room
- Fitness center
- On-site management
- Business center

A distribution of amenities for market-rate projects follows:

DISTRIBUTION OF AMENITIES
BY PROJECT
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

AMENITY	UPSCALE	SENIOR RANCH	MODERATE/ AFFORDABLE	TAX CREDIT	TOTAL NUMBER OF PROJECTS* (OUT OF 77)	SHARE OF PROJECTS WITH AMENITY
REFRIGERATOR	X	X	X	X	75	97.4%
RANGE	X	X	X	X	74	96.1%
MICROWAVE	X				17	22.1%
DISHWASHER	X	X	X	X	49	63.6%
DISPOSAL	X	X	X	X	44	57.1%
AIR CONDITIONING	X	X	X	X	55	71.4%
WASHER/DRYER	X				8	10.4%
WASHER/DRYER HOOKUPS	X	X	X	X	16	20.8%
CARPET	X	X	X	X	68	88.3%
WINDOW COVERINGS	X	X	X	X	55	71.4%
FIREPLACE					10	13.0%
INTERCOM SECURITY	X		X	X	19	24.7%
BALCONY/PATIO	X	X	X	X	38	49.4%
CARPORT					6	7.8%
GARAGE	X	X			8	10.4%
BASEMENT					4	5.2%
CEILING FAN	X	X	X	X	4	5.2%
VAULTED CEILINGS	X	X			5	6.5%
POOL	X				6	7.8%
COMMUNITY BUILDING	X	X	X	X	10	13.0%
SAUNA					2	2.6%
EXERCISE ROOM	X	X	X	X	13	16.9%
TENNIS COURT					2	2.6%
PLAYGROUND					13	16.9%
PICNIC AREA	X	X	X	X	3	3.9%
LAUNDRY			X	X	63	81.8%
SECURITY GATE					3	3.9%
ON-SITE MANAGEMENT	X	X	X	X	33	42.9%
ELEVATOR					15	19.5%
BUSINESS CENTER	X	X	X	X	3	3.9%

*Includes properties in which some or all of the units contain the amenity.

The standard amenities featured in at least 60% of the apartments in Tompkins County include a refrigerator, range, carpeting, air conditioning, disposal, window coverings, laundry, dishwasher, and on-site management. Washer and dryer and/or hookups are relatively uncommon, which explains the high number of developments with a laundry.

It is important to note that smaller projects (usually 72 units or less) do not generally include project amenities because of the cost associated with such amenities. The number and size of project amenities is usually in direct proportion to project size.

Amenities such as a fitness center or community room need not be extensive unless in significantly larger projects. Such features are defined as “rent up” amenities as opposed to “retention” amenities such as large closets, washer/dryers, etc.

Among the 77 projects in Tompkins County, only 10 projects include a community room or building and only 13 include an exercise room. The 10 projects that include a community building or room average 117 units while the 13 projects that include an exercise room average 89 units per project.

Swimming pools are rarely featured in smaller projects. Within Tompkins County, only 6 projects offer a pool. These 6 projects average 119 units per project. The lack of pools at the existing projects in Tompkins County is attributed to the short season for swimming as well as the fact that many projects concentrate on the academic year.

3) Absorption

Prior studies have shown that absorption tends to be seasonal, with up to 64% of annual absorption taking place in the peak summer months (May through August). The shoulder season (the two months on either side of the peak season) generally accounts for approximately 24% of annual absorption. The off season, November through February, typically accounts for the remaining 12% of absorption. While these percentages do not hold true in all markets, they give a good indication of the potential seasonal variations in absorption. The large student population impacting the Central Business District is influenced by the academic year with many units being preleased in the spring preceding the fall start at Cornell and Ithaca College.

Factors that affect absorption include (but are not limited to) the following: area mobility patterns; availability of new product; age, quality, and rent of existing rental properties in Tompkins County and Ithaca; academic calendar; area growth; area median income; product variety; proposed product development; and date of opening.

b. Rental Housing Development

1) Step-Up/Down Support

Previous studies performed by the Danter Company, LLC indicate that 60% of the support for new apartment development will typically be generated from the existing apartment base, especially from those tenants paying rent within an appropriate step-up range of any new project.

The 100% database field survey methodology allows us to accurately measure potential support from conventional renters. Our studies indicate that, at the recommended market rate rent ranges, tenants are willing to incur rental increases of $100 to $150 per month for a rental alternative when it is perceived as a value. At the recommended Tax Credit rent range, tenants would be willing to pay up to $60 for a rental alternative when it is perceived as a value. This is the step-up support base. Step-up support is not limited to only similar unit types. For example, the one-bedroom step-up support includes both studio and one-bedroom units.

Step-down support represents existing renters within the survey area who should perceive a new development (outlined in this report) as offering a greater value at a rent lower than or equivalent to their current rent. Typically, this value results from renters who would perceive a new project as a higher-quality development at an equal or lower rent, or as a project of quality similar to their current unit but at a lower rent. The step-down base includes all units with higher rents than a new project's, but with a lower or equivalent comparability index rating.

Step-up/down support is a critical factor in projecting absorption because it directly measures the depth of potential support *from the households most likely to move to a new development*. Step-up/down support is best expressed as a ratio of proposed units to potential support. A lower ratio indicates a deeper level of market support and that any new project will have to capture fewer of these households in order to achieve successful initial absorption. A higher ratio indicates a lower level of potential support from conventional renters and that any new project will have to attract a higher level of support from outside this group, potentially slowing absorption.

DISTRIBUTION OF STEP-UP/DOWN SUPPORT APARTMENT DEVELOPMENT ALTERNATIVES SUBURBAN/RURAL TOMPKINS COUNTY			
	TOTAL	**5 YEAR DEVELOPMENT POTENTIAL**	**PERCENT SHARE**
UPSCALE	2,454	125	5.1%
SENIOR RANCH	418	200	47.8%
MODERATE /AFFORDABLE	4,159	275	6.6%
TAX CREDIT	5,087	225	4.4%
ANNUAL UNITS	20 – 25		
RATIO OF UNITS TO POTENTIAL STEP-UP/DOWN SUPPORT BASE	0.8% - 1.0%		

An estimated 14.4% of all rental units in Tompkins County are currently occupied by senior residents (age 55 or older). Considering the 2,908 units in the step-up/step-down base, this yields a potential senior base of support of 418 units.

Overall, the development of up to 200 (over five years) senior oriented units (with rents based on development guidelines) per year would represent 47.8% of the total step-up/step-down support base.

Typically, projects targeting seniors require additional support from outside the existing rental base. Additional support will originate from older adults in less-modern rental alternatives as well as support from new elderly household formations (due to death, divorce, or first-time renters) and growth from external mobility would be included. Relying heavily on these components (because of a high ratio of proposed units to support base) can have a slowing effect on absorption.

The development of up to 225 Tax Credit units (with rents based on development guidelines) per year would represent 4.4% of the total step-up/step-down support base, an excellent ratio.

The ratios of step-up/down support vary among the submarkets and generally range from 12% to 160% of the total step-up/step-down support base. Because some submarkets lack conventional rental developments, there may be little to no step-up/ down support. However, a site-specific EMA would likely generate a much different market area that would include a greater number of market-rate units and as such, would increase the level of step-up/step-down support.

2) Geographic Origin of Support

A comparison of typical versus anticipated geographic support for new apartment development within the 6 submarkets is as follows:

	TYPICAL SUPPORT	ANTICIPATED SUPPORT
INTERNAL MOBILITY		
APARTMENT	50%	45%
OTHER	20%	15%
EXTERNAL MOBILITY	30%	40%
TOTAL	100%	100%

It should be noted that, according to interviews with Human Resources professionals, many area businesses are experiencing problems with recruiting employees. Reasons cited include a lack of housing, especially affordable housing, long commutes from outside the county or remote parts of Tomkins County, gas prices, distance to employment, and weather-related issues.

According to the Bureau of Labor Statistics, in 2009, there were 49,494 people employed in Tompkins County. According to the Ithaca-Tompkins County Transportation Council, in 2008 (most recent commuting numbers available), 14,901 workers lived outside of Tompkins County and commuted into Tompkins County for employment. A total of 4,469 residents of Tompkins County commuted outside of Tompkins County for employment. This equates to a net inflow of 10,432 people employed in Tompkins County that live outside of Tompkins County.

3) Comparable Market Rent Analysis

Comparable market rent analysis establishes the rent that potential renters would expect to pay for new apartment units on the open market. Comparable market rent is based on a trend-line analysis for the area apartment market. For each unit type, the trend-line analysis compares net rent by comparability rating for all market-rate developments. This evaluation provides a comparison of existing market rents to those used as a guideline for new development.

Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). For example, amenities such as a dishwasher, ceiling fan, patio or balcony, pool, fitness area, and window blinds are assigned a point value and properties are awarded points for every amenity offered.

The aesthetic value, or curb appeal, of each project surveyed was rated on a scale of 1 to 11. Projects that rate at the low end of the scale (1 to 5) are typically older projects that have not been maintained and lack appeal. Projects rated at the high end of the scale (8 to 11) are typically newer properties that are properly landscaped, well-designed, and maintained regularly.

A trend line by rent can be established based on the comparability rating of each project.

A variety of factors influence a property's ability to actually achieve the comparable market rent, including the number of units at that comparable market rent, the step-up support base at that rent range, and the age and condition of competitive units.

The purpose of this analysis is to provide guidelines for development within Suburban/ Rural Tompkins County. Because of the impact of students on rents in the core portion of Ithaca and around Cornell University, the projects within this area have been excluded from the comparable market rent analysis for new development in Suburban/Rural Tompkins County. A separate comparable market rent analysis that includes all projects in Ithaca has been completed for development guidelines for the City of Ithaca.

The following tables compare the market rent at the anticipated opening (2013) with the recommended rents for one-, two- and three-bedroom units for Suburban/Rural Tompkins County. Rents are net, including only water/sewer and trash removal.

UNIT TYPE	PROJECT TYPE	COMPARABILITY RATING	MARKET RENT	RECOMMENDED RENT	RENT AS A PERCENT OF MARKET RENT
ONE-BEDROOM	UPSCALE	26.0	$1,075	$1,000	91.2%
	SENIOR	24.5	$1,025	$950	92.7%
	MODERATE	22.0	$940	$875	93.1%
	TAX CREDIT	20.0	$860	$500-$650	58.1%-75.6%
TWO-BEDROOM	UPSCALE	26.0	$1,290	$1,200	91.2%
	SENIOR	24.5	$1,250	$1,150	92.0%
	MODERATE	22.0	$1,140	$1,000	87.7%
	TAX CREDIT	20.0	$1,060	$600-$700	49.0%-57.2%
THREE-BEDROOM	UPSCALE	26.0	$1,350	$1,400	101.7%
	MODERATE	22.0	$1,160	$1,100	94.8%
	TAX CREDIT	20.0	$1,070	$700-$775	65.4%-72.4%

As the previous table illustrates, the rents used as a guideline for new development of upscale, senior ranch, and moderate/affordable units range from 87.7% to 101.7% of the market-driven rents and will be viewed as a value in the market.

The recommended rents for new Tax Credit units range from 49.0% to 75.6% of market-driven rents. These rents would be perceived as an excellent value within the market.

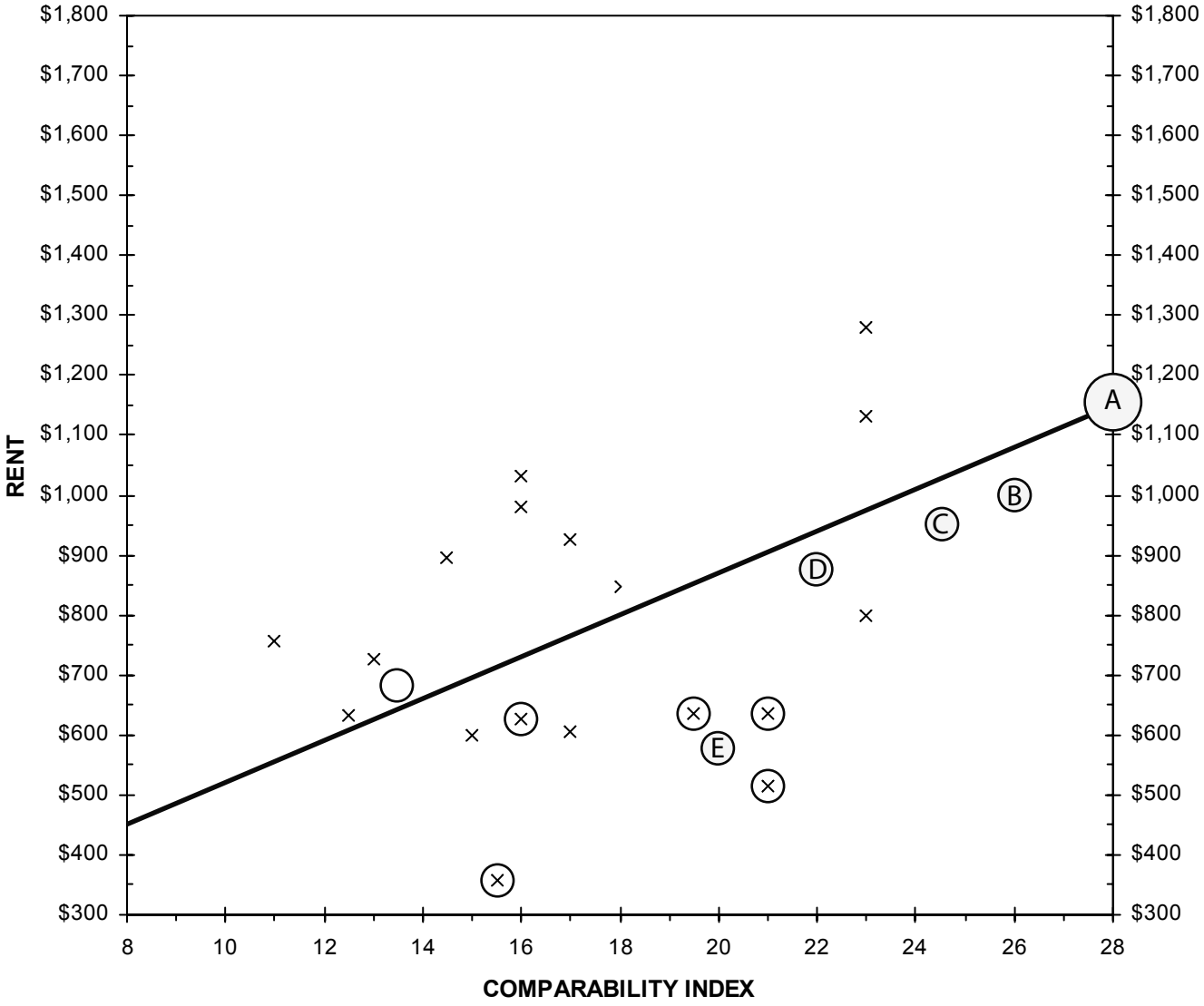
It is important to note that the Ithaca apartment market is dominated by college students. Half of all units in the market are occupied by college students. Because of this fact, as well as the fact that the market is 99.5% occupied, the rents in the Ithaca area are much higher than rents in similar markets and are out of reach for many renters in the Ithaca area. Although the rents used as a guideline for development in this report are well below the market-driven rents, they will respond well to non-student renters.

The number of units at any new development in Suburban/Rural Tompkins County and Ithaca must be considered relative to the project's ability to achieve a given rent level. Previous research conducted by Danter Company, LLC indicates that all other factors being equal, larger properties must be a better value in the marketplace than smaller properties due to the higher number of units that must be rented each month. To generate a sufficient number of potential renters, larger properties typically need to set rents below comparable market rent. Smaller projects provide the best opportunity to increase rents after stabilized rent up.

It is important to note that we have taken a conservative approach in determining the recommended rents for new development. Although our recommended rents range from 87.7% to 101.7% of the market rents, the high-end properties are dominated by smaller projects that are able to achieve higher rents due to the number of units at those projects. In addition, our recommended rents take into consideration the number of projects that are planned or proposed to be built in the Ithaca area. We anticipate that a few large projects added to the market will have an impact on the rents within the entire Ithaca market.

The relative value the recommended rents represent in the market is further illustrated by the following trend line analyses.

ONE-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
(x)- TAX CREDIT PROPERTIES
B- UPSCALE DEVELOPMENT
C- SENIOR DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

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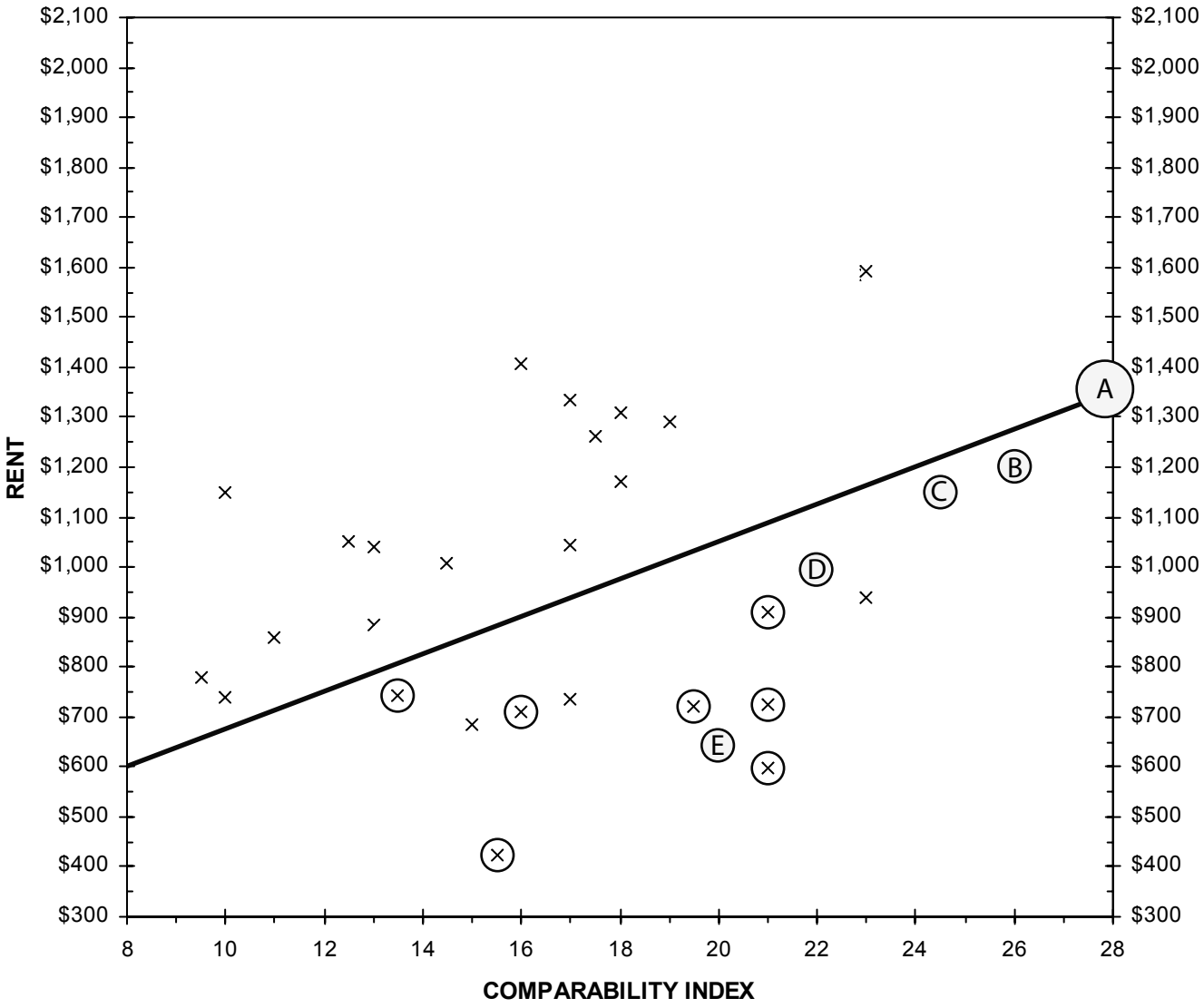
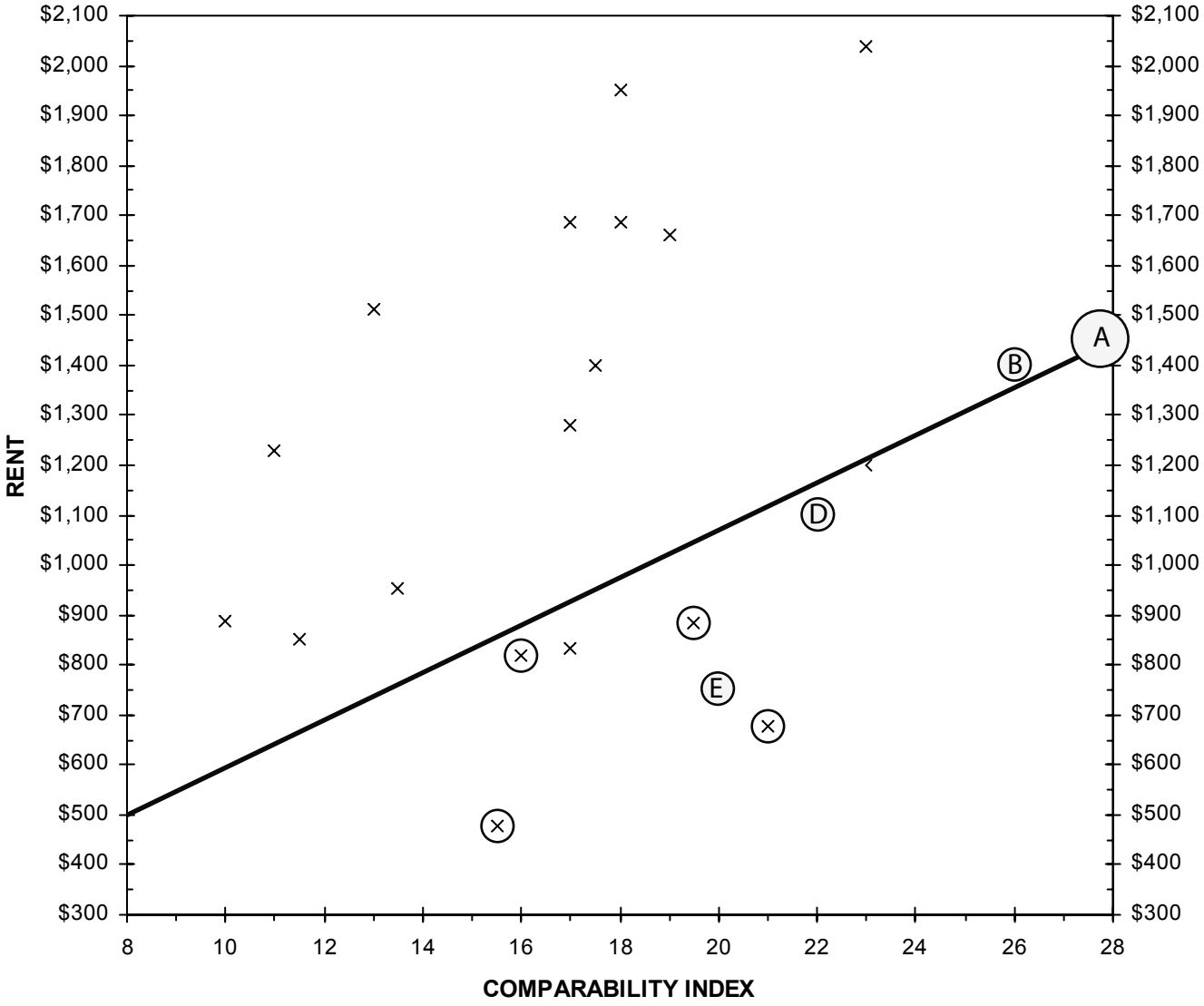
TWO-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
(x)- TAX CREDIT PROPERTIES
B- UPSCALE DEVELOPMENT
C- SENIOR DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

DANTER COMPANY

THREE-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
x- TAX CREDIT PROPERTIES
B- UPSCALE DEVELOPMENT
C- SENIOR DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

DANTER COMPANY

4) Competitive Analysis

The following competitive analysis is meant at a guideline for development potential. Because we are not evaluating a specific project that has been proposed to be built, we have used the project guidelines outlined within this study to compare with existing units and projects within Suburban/Rural Tompkins County.

There are two sets of criteria which can be used to identify comparable properties. A project can be comparable conceptually and/or economically.

Conceptually comparable properties are those properties that have a similar comparability rating. A similar comparability rating indicates that properties will likely have similar unit and project amenities and a similar aesthetic rating. They may or may not have similar rents.

Economically comparable properties are those properties with similar net rent levels. These properties may or may not have a similar comparability rating.

Following is an average of the properties that would be considered conceptually competitive with the outlined project types based on the guidelines presented within this report.

Conceptually competitive properties have comparability ratings within plus or minus 4.0 points of a new upscale property and within plus or minus 3.0 points of a new senior ranch, affordable/moderate, and Tax Credit property:

PROJECT	COMPARABILITY RATING	AVERAGE NUMBER OF UNITS	PERCENT OCCUPIED
UPSCALE PROPERTY	**26.0**	**-**	**-**
AVERAGE COMPARABLE UPSCALE PROPERTY	24.5	73	100.0%
SENIOR RANCH PROPERTY	**24.5**	**-**	**-**
MODERATE/AFFORDABLE	**22.0**	**-**	**-**
AVERAGE COMPARABLE MODERATE/AFFORDABLE PROPERTY	22.3	80	99.8%
TAX CREDIT PROPERTY	**20.0**	**-**	**-**
AVERAGE COMPARABLE TAX CREDIT PROPERTY	21.0	76	100.0%

Although there are several projects with similar comparability ratings to the senior ranch project, these projects are either furnished and occupied by students or are townhome developments. Given these facts, there are no projects that are considered conceptually comparable to a new senior ranch development.

The majority of the upscale and moderate/affordable properties in the Ithaca area are occupied by students. Most upscale and moderate properties located outside of the Ithaca area have few or no students.

An upscale project that includes a washer and dryer in each unit and a balcony or patio would have a competitive advantage over the majority of the units considered upscale in the market.

A project with moderate or affordable rents or a Tax Credit project that offered washer and dryer hookups, a balcony or patio, and extra storage would generally have a competitive advantage over the projects considered most comparable.

Few projects in the market area offer a pool or community building/room. New upscale development should offer a community building or room, as well as a fitness center, a business center, and a security gate. By offering these project amenities, new upscale development would be considered competitive with other similar projects in terms of project amenities.

Because of the cost associated with most major project amenities, most projects with fewer than 150 units rarely offer a substantial project amenity package.

In order for any new moderate/affordable project or Tax Credit project to be considered competitive with similar projects in terms of project amenities, a community building/room, fitness center, playground, and business center should be offered.

Prospective residents respond to three principal factors when selecting specific units:

- Perception of space often based on the entry into the unit
- Bedroom size
- Closets are especially important. Large closets are immediately noticed by prospective tenants. Further, having the largest closets in the market facilitates rent increases since it is difficult for tenants to move into another unit with <u>less</u> storage than they already have.

It should be noted that in the following tables, recommended units sizes are larger than the average for the overall market and rents are slightly lower. This reflects several factors:

- We anticipate a more competitive future market
- Past construction has been focused on student housing (much in the urban core) with smaller sizes and higher rents
- A drive to attract the workforce into the rental market with modern design and affordability

Unit and bedroom sizes (in square feet), rent (guideline for development for any new project in the Ithaca area), and features of these projects are listed as follows:

ONE-BEDROOM COMPARISON				
PROJECT	**UNIT SIZE**	**NUMBER OF BATHS**	**NET RENT**	**RENT PER SQUARE FOOT**
UPSCALE MARKET RATE	**750**	**1.0**	**$1,000**	**$1.33**
AVERAGE COMPARABLE PROPERTY	525	1.0	$1,335	$2.74
AVERAGE SUBMARKET PROPERTY	631	1.0	$1,198	$1.90
SENIOR RANCH	**700**	**1.0**	**$800**	**$1.14**
MODERATE/AFFORDABLE	**700**	**1.0**	**$700**	**$1.00**
AVERAGE COMPARABLE PROPERTY	601	1.0	$1,088	$2.11
AVERAGE SUBMARKET PROPERTY	604	1.0	$784	$1.30
TAX CREDIT	**700**	**1.0**	**$500 (50%)** **$650 (60%)**	**$0.71** **$0.96**
AVERAGE COMPARABLE PROPERTY	690	1.0	$571 (50%) $674 (60%)	$0.83 $0.98

Overall, the most comparable one-bedroom units in the market range in size from 420 square feet to 815 square feet. The average one-bedroom comparable unit is 570 square feet. Among the upscale units, the average one-bedroom comparable unit is 525 square feet and the average one-bedroom unit among the moderate/affordable units is 601 square feet. The average among the Tax Credit units is 690 square feet. Clearly, units that have been built in the past 10 years (mostly Tax Credit units) are among the largest in the market.

Among the most comparable upscale projects, net rents range from $925 to $1,829. The average rent among the upscale comparable units is $1,335.

Among the units considered moderate or affordable, net rents range from $770 to $1,454. The average net rent among these units is $1,088.

TWO-BEDROOM COMPARISON				
PROJECT	UNIT SIZE	NUMBER OF BATHS	NET RENT	RENT PER SQUARE FOOT
UPSCALE MARKET-RATE	**1,100**	**2.0**	**$1,200**	**$1.09**
AVERAGE COMPARABLE PROPERTY	758	1.4	$1,684	$2.35
AVERAGE SUBMARKET PROPERTY	952	1.5	$1,290	$1.36
SENIOR RANCH	**1,000**	**2.0**	**$900**	**$0.90**
AVERAGE COMPARABLE PROPERTY				
MODERATE/AFFORDABLE	**1,000**	**2.0**	**$800**	**$0.80**
AVERAGE COMPARABLE PROPERTY	798	1.2	$1,411	$1.88
AVERAGE SUBMARKET PROPERTY	837	1.2	$903	$1.08
TAX CREDIT	**1,000**	**2.0**	**$600 (50%)** **$700 (60%)**	**$0.60** **$0.70**
AVERAGE COMPARABLE PROPERTY	874	1.0	$670 (50%) $842 (60%)	$0.81 $0.94

Overall, the most comparable two-bedroom units in the market range in size from 460 square feet to 1,225 square feet. The average two-bedroom comparable unit is 805 square feet.

Among the upscale units, the average comparable unit is 758 square feet and among the moderate/affordable units, the average two-bedroom unit is 798 square feet.

Net rents among the comparable upscale units range from $925 to $2,518. The average rent for a comparable upscale unit is $1,684.

Net rent among the comparable two-bedroom moderate/affordable units ranges from $870 to $1,900. The average two-bedroom rent for units comparable to the moderate/affordable units is $1,411.

THREE-BEDROOM COMPARISON				
PROJECT	UNIT SIZE	NUMBER OF BATHS	RENT	RENT PER SQUARE FOOT
UPSCALE MARKET-RATE	**1,300**	**2.0**	**$1,400**	**$1.08**
AVERAGE COMPARABLE PROPERTY	817	1.4	$2,339	$3.22
AVERAGE SUBMARKET PROPERTY	995	1.9	$1,553	$1.56
SENIOR RANCH	**UNIT TYPE NOT RECOMMENDED**			
MODERATE/AFFORDABLE	**1,200**	**1.5**	**$950**	**$0.79**
AVERAGE COMPARABLE PROPERTY	959	1.4	$2,311	$2.81
AVERAGE SUBMARKET PROPERTY	1,063	1.2	$865	$0.81
TAX CREDIT PROPERTY	**1,200**	**1.5**	**$750-$825**	**$0.63-$0.69**
AVERAGE COMPARABLE PROPERTY	1,020	1.5	$391-$873	$0.38-$0.86

Among the comparable three-bedroom units, sizes range from 690 square feet to 1,260 square feet. Overall, the average comparable three bedroom unit is 895 square feet. All comparable three-bedroom units considered upscale are less than 1,000 square feet. The average unit size among the upscale units is only 817 square feet. Any new units with a unit size of 1,300 for an upscale unit would have a competitive advantage in terms of unit size.

Net rents among the units comparable to the upscale units range from $1,200 to $2,868. The average rent at the upscale properties is $2,339.

5) Apartment Demand

Market-Rate

Based on findings from the Danter Company's nationwide telephone survey, we anticipate that any new one-, two-, and three-bedroom units will predominantly house one- to three-person households. Leasing industry standards for market-rate projects typically require households to have net rent-to-income ratios of 30%.

The recommended net rents (includes water, sewer, and trash pickup) range from $1,000 to $1,400 per month for the upscale units, from $800 to $1,000 for the senior ranch units, and from $700 to $900 for the moderate/affordable units.

With the lowest recommended net monthly rent of $1,000 for the upscale units, the minimum annual housing cost is $12,000. Applying the 30% rent-to-income ratio requires a minimal annual household income of $40,000.

With the lowest recommended net monthly rent of $800 for the senior ranch units, the minimum annual housing cost is $9,600. Applying the 30% rent-to-income ratio requires a minimal annual household income of $32,000.

With the lowest recommended net monthly rent of $700 for the moderate/affordable units, the minimum annual housing cost is $8,400. Applying the 30% rent-to-income ratio requires a minimal annual household income of $28,000.

There are no income restrictions for market-rate units. Further, more and more households are "renters by choice", often not opting for home ownership until their family status changes. Therefore, household incomes are not limited.

Income-Qualified Renter Households

The 2000 Census reported that 46.3% of the Tompkins County households were renters. However, the number of renter households within Ithaca is greatly impacted by college students. When excluding the Town of Ithaca, the 2000 Census reported that 31.1% of all households were renters.

Among renter households, the reality is that at lower income levels, a higher ratio of renters is likely compared to the higher income levels.

Upscale Units

Considering the renter to total households ratio established for households with higher incomes, the estimated number of renter households within Suburban/Rural Tompkins County that are income-appropriate for new upscale units (above $40,000) is estimated at 4,330 renter households in 2011. New upscale units (up to 125 units) would represent 2.9% of their potential income-appropriate renter base. This is an excellent ratio of units to potential income-appropriate renter households.

Senior Ranch Units

Considering the renter to total households ratio established for households with higher incomes, the estimated number of renter households within Suburban/Rural Tompkins County that are income-appropriate for new senior ranch (age 55 or older with income above $32,000) is estimated at 1,078 renter households in 2011. New senior ranch

units (up to 200 units) would represent 18.6% of their potential age- and income-appropriate renter base. This is a good ratio of units to potential income-appropriate renter households.

Moderate/Affordable Units

Considering the renter to total households' ratio established for households with higher incomes, the estimated number of renter households within Suburban/Rural Tompkins County that are income appropriate for new moderate/affordable units (above $28,000) is estimated at 5,123 renter households in 2011. New moderate units (up to 275 units) would represent 5.4% of their potential income-appropriate renter base. This is an excellent ratio of units to potential income-appropriate renter households.

The following table summarizes the total income-qualified renter households in the Suburban/Rural Tompkins County Submarkets and the ratio of potential units to income-qualified renter households for new market-rate development:

PROJECT TYPE	MINIMUM INCOME	INCOME QUALIFIED RENTER HOUSEHOLDS*	UNITS	RATIO OF UNITS TO INCOME QUALIFIED HOUSEHOLDS
UPSCALE	$40,000	4,330	125	2.9%
SENIOR RANCH	$32,000	1,078	200	18.6%
MODERATE/AFFORDABLE	$28,000	5,123	275	5.4%
*Source: ESRI, Incorporated				

Income-Qualified by Submarket

The following tables illustrate the estimated income qualified renter households by product type within the submarkets that have sufficient support for each product type. Ratios of units to income qualified renter households is a good indication of potential support levels for a well developed project with appropriate rents. Lower ratios (below 16% for upscale or affordable project and below 18% for senior projects) of qualified households to units indicate strong demand while higher ratios, generally above 20% indicate that a market lacks sufficient support and would need to rely heavily on new tenants from outside the market to achieve a stabilized occupancy rate.

UPSCALE DEVELOPMENT			
SUBMARKET	**RURAL/SUBURBAN TOTAL ANNUAL UNITS**	**INCOME QUALIFIED RENTER HOUSEHOLDS**	**RATIO OF UNITS TO INCOME QUALIFIED HOUSEHOLDS**
TRUMANSBURG	20 – 25	498	4.0% - 5.0%
LANSING	20 – 25	1,445	1.4% - 1.7%
GROTON	20 – 25	349	5.7% - 7.2%
DRYDEN	20 – 25	857	2.3% - 2.9%
VARNA	20 – 25	436	4.6% - 5.7%
NEWFIELD	20 – 25	745	2.7% - 3.4%
Sources: ESRI, Incorporated & The Danter Company			

The ratios of units to income-qualified renter households for the upscale units range from 1.4% to 7.2%. All of the upscale ratios are considered excellent and indicate sufficient support for the development of new upscale rental units.

SENIOR RANCH DEVELOPMENT			
SUBMARKET	**RURAL/SUBURBAN TOTAL ANNUAL UNITS**	**AGE AND INCOME QUALIFIED RENTER HOUSEHOLDS**	**RATIO OF UNITS TO INCOME QUALIFIED HOUSEHOLDS**
LANSING	30 – 40	365	8.2% - 11.0%
DRYDEN	30 – 40	224	13.4% - 17.9%
Sources: ESRI, Incorporated & The Danter Company			

The ratios of units to age- and income-qualified renter households for the Lansing and Dryden submarkets range from 8.2% to 17.9%. These ratios are considered excellent to good and indicate sufficient support for the development of new senior ranch units.

It is of note that the ratios of units to age- and income-qualified renter households for the Trumansburg, Groton, Varna, and Newfield submarkets range from 19.7% to 47.6%.

These ratios are considered poor to high and would indicate that each submarket lacks sufficient support for the development of a new senior ranch development.

Higher ratios for senior projects are typical because in most markets senior renters generally comprise 15% or less of all renters. Most new senior projects derive up to 30% of their support from existing homeowners that opt for maintenance free renting over home ownership.

MODERATE/AFFORDABLE DEVELOPMENT			
SUBMARKET	**RURAL/SUBURBAN TOTAL ANNUAL UNITS**	**INCOME QUALIFIED RENTER HOUSEHOLDS**	**RATIO OF UNITS TO INCOME QUALIFIED HOUSEHOLDS**
TRUMANSBURG	45 – 55	596	7.6% - 9.2%
LANSING	45 – 55	1,671	2.7% - 3.3%
GROTON	45 – 55	418	10.8% - 13.2%
DRYDEN	45 – 55	1,006	4.5% - 5.5%
VARNA	45 – 55	522	8.6% - 10.5%
NEWFIELD	45 – 55	910	4.9% - 6.0%
Sources: ESRI, Incorporated & The Danter Company			

The ratios for affordable/moderately priced units range from 2.7% to 13.2%. Ratios for affordable/moderately priced units of 8% or less are considered excellent and ratios of 8.0% to 16% are considered good. These ratios indicate sufficient support for the development of new affordable/moderately priced rental units.

Tax Credit

Program Limitations and Qualifications

The Tax Credit units used as a guideline within this report include one-, two-, and three-bedroom garden units with rents based on 50% and 60% of the area median household income.

Rents for units operating within the Tax Credit program are based on income limits by household size. The gross rent charged for an eligible unit to a tenant cannot exceed 30% of the tenant income limitation (50% or 60% of area median income adjusted for household size).

Median incomes are established by the United States Department of Housing and Urban Development (HUD). Tompkins County, New York, is located in the Ithaca, NY

Metropolitan Statistical Area (MSA). For 2011, the median household income for the Ithaca, New York MSA is $72,800.

The following chart illustrates the maximum income allowed per household size at the 50% and 60% levels, based on the 2011 median income for the Ithaca, New York Metropolitan Statistical Area (MSA):

HOUSEHOLD SIZE	MAXIMUM ALLOWABLE INCOME	
	50%	60%
ONE-PERSON	$25,500	$30,600
TWO-PERSON	$29,150	$34,980
THREE-PERSON	$32,800	$39,360
FOUR-PERSON	$36,400	$43,680
FIVE-PERSON	$39,350	$47,220

Current guidelines establish maximum rents based on the probable household size by number of bedrooms, with one-bedroom units at 1.5, two-bedroom units at 3.0, and three-bedroom units at 4.5 people per household (regardless of the actual number of people occupying the unit). Maximum rent by number of bedrooms is as follows:

UNIT TYPE	MAXIMUM GROSS RENT	
	50%	60%
ONE-BEDROOM (1.5)	$683	$819
TWO-BEDROOM (3.0)	$820	$984
THREE-BEDROOM (4.5)	$946	$1,136

Utility cost estimates have been applied to the maximum gross rents in order to estimate maximum net rents. (Net rents are used to more easily compare with existing market rents in the area.)

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MAXIMUM GROSS MONTHLY RENT	ESTIMATED UTILITY COST*	ESTIMATED MAXIMUM NET RENT	RECOMMENDED NET RENT
ONE-BEDROOM	50%	$683	$117	$566	$500
	60%	$819	$117	$702	$650
TWO-BEDROOM	50%	$820	$157	$663	$600
	60%	$984	$157	$827	$700
THREE-BEDROOM	50%	$946	$196	$750	$700
	60%	$1,136	$196	$940	$775
*Source: Ithaca Housing Authority					

The recommended rents for new Tax Credit development are set $50 to $165 below to the current (2011) maximum allowable. The maximum allowable net rents at opening may increase (or decrease) based on the median income and utility rates at the time.

Income-Appropriate Households

Under the Section 42 Tax Credit program, a household may live in any unit type, regardless of size, as long as the household income does not exceed the maximum allowable for that household size.

Based on findings from The Danter Company's nationwide telephone survey, we anticipate that any new one-, two-, and three-bedroom Tax Credit units will predominantly house one- to four-person households. In addition, any Tax Credit units are recommended to include units available to households with rents based on 50% and 60% of the area median household income. For 2011, the maximum allowable income for a one-person household at the 50% income level is $25,500 and the maximum allowable income for a four-person household at the 60% income level is $43,680.

Based on telephone surveys conducted by The Danter Company among residents of low-income housing Tax Credit projects, it was established that the ratio of rent to monthly income often exceeds the maximum ratio of 30%. According to surveys, this ratio may reach 40% for family households. Thus, at the recommended rent levels, the minimum annual household income level for new Tax Credit units in Tompkins County could be as low as $18,510 (gross rent for a one-bedroom unit at the 50% level - $617/40% = $1,543 X 12 months = $18,510).

All Income-Qualified Households

In 2011, there are an estimated 1,865 total households within the 6 submarkets of Tompkins County (excluding the Town and City of Ithaca) with incomes between

$18,510 and $43,680. Following is an analysis of housing costs as a percent of household income by the number of income-qualified renter households in Tompkins County. The number of annual units is presented for each submarket to illustrate the potential for new Tax Credit development by submarket:

SUBMARKET	INCOME-QUALIFIED RENTER HOUSEHOLDS*	RURAL/SUBURBAN TOTAL ANNUAL UNITS	RATIO OF UNITS TO QUALIFIED RENTER HOUSEHOLDS
TRUMANSBURG	227	35 – 45	15.4%-19.8%
LANSING	500	35 – 45	7.0%-9.0%
GROTON	171	35 – 45	20.5%-26.3%
DRYDEN	363	35 – 45	9.6%-12.4%
VARNA	200	35 – 45	17.5%-22.5%
NEWFIELD	404	35 – 45	8.7%-11.1%
TOTAL	1,865	35 – 45	1.9%-2.4%
*Source: ESRI, Incorporated & The Danter Company			

The ratios for 35-45 new Tax Credit units per year range from 7.0% to 26.3% for all income-qualified renter households.

Ratios of units to qualified renter households of 8% or less for a new Tax Credit project are considered excellent and would indicate more than sufficient demand for new Tax Credit apartment development. Ratios of 8% to 14% are considered good and would also indicated sufficient support for the development of Tax Credit apartments. Ratios of 14% to 20% are considered average and in some markets would require projects to rely on external support to achieve a stabilized occupancy rate. Ratios above 20% are considered high and without external support, projects may struggle to achieve a stabilized occupancy rate within a reasonable time period.

It is important to note that the analysis of income-qualified renter households is based on individual submarkets only. A site-specific analysis would likely generate a different Effective Market Area (area expected to generate 60% to 70% of the support for a new development) and in most cases, based on our analysis of the area, would generate a greater number of income-qualified renter households. For example, the Effective Market Area (EMA) for a specific site located in the Varna Submarket would likely include most, if not all of the eastern portion of the City and Town of Ithaca, and as such, would generate a much higher number of income-qualified renter households.

<u>All Tax Credit Development</u>

Within Tompkins County, there are 7 existing Tax Credit properties with a total of 624 units. Four of the 7 Tax Credit developments are located in the western portion of the

Town of Ithaca and the remaining 3 Tax Credit projects are located in the western portion of the City of Ithaca.

Given the fact that all 7 existing Tax Credit projects are located in the western portion of the Town of Ithaca or the western portion of the City of Ithaca, these projects would have little or no competitive impact on any new Tax Credit project developed in the Lansing, Groton, Dryden, or Varna submarkets.

The existing Tax Credit units range from one- to four-bedroom units. Following is a summary of the existing Tax Credit projects in Tompkins County:

- The 235-unit West Village project
- The 24-unit Cayuga View project
- The 56-unit Linderman Creek project
- The 72-unit Linderman Creek Phase II project
- The 39-unit Cedar Creek project
- The 70-unit Conifer Village project that is restricted to older adults 55 or older
- The 80-unit Overlook at West Hill project

When the existing Tax Credit units in Tompkins County are also considered, the appropriate household income range is $10,740 to $47,220. This range is wider than the range for just new development outlined in this report due to the wider range of rents and more bedrooms offered when considering the existing properties. The following table analyzes the number of renter households with appropriate incomes when considering all Tax Credit development in Tompkins County:

PERCENT OF INCOME TO GROSS HOUSING COSTS	INCOME RANGE	QUALIFIED HOUSEHOLDS*	CAPTURE RATE (849 UNITS)
30%	$14,320-$47,220	6,232	13.6%
35%	$12,270-$47,220	6,559	12.9%
40%	$10,740-$47,220	6,803	12.5%

*Source: ESRI, Incorporated & The Danter Company

The existing Tax Credit units as well as supportable new Tax Credit units (225 units) would represent a rental housing alternative for 12.5% to 13.6% of all income-appropriate households in Tompkins County, depending on management's criteria for qualifying potential renters. These ratios are considered good.

Housing Choice Vouchers

It is anticipated that additional support for a new Tax Credit project would come from tenants with Housing Choice Vouchers. The current (FY 2012) Fair Market Rents for the area as well as the recommended gross rents are as follows:

UNIT TYPE	FAIR MARKET RENTS	RECOMMENDED GROSS RENTS	
		50%	60%
ONE-BEDROOM	$825	$617	$767
TWO-BEDROOM	$966	$757	$857
THREE-BEDROOM	$1,169	$896	$971

Source: US Department of Housing and Urban Development
Effective Date: October 2011
Note: The Fair Market Rents have been established by the Department of Housing and Urban Development and are gross rents including all utilities.

As the above table indicates, the recommended gross Tax Credit rents for the one-, two-, and three-bedroom units at the 50% and 60% income levels are below the Fair Market Rents. These units will be available to renters with Housing Choice Vouchers.

C. FIELD SURVEY OF APARTMENTS

1. ENTIRE TOMPKINS COUNTY

A total of 5,621 conventional apartment units in 92 projects were surveyed in Tompkins County. A total of 5,013 of these units are in 77 market-rate and Tax Credit developments. (There are 4,389 units within 70 market-rate developments and 624 units within 7 Tax Credit developments). The remaining 608 units are located in 15 subsidized developments. Subsidized units have been excluded from our analysis.

The focus on student housing in the Ithaca rental market has created a highly disproportionate share of rental housing. The home ownership rate in Tompkins County is only 53.7%, and only 26.0% in the City of Ithaca. Between 2000 and 2010, Tompkins County added 2,950 new housing units: 59.4% were single-family and 40.6% were multifamily. Virtually all of the multifamily units were rental with few condominiums.

Following is a distribution of market-rate and Tax Credit units surveyed by unit type and vacancy rate within the Entire Tompkins County market (including Ithaca):

DISTRIBUTION OF CONVENTIONAL MARKET-RATE APARTMENTS AND VACANCY RATE ENTIRE TOMPKINS COUNTY, NEW YORK APRIL 2011			
UNIT TYPE	MARKET-RATE UNITS		VACANCY RATE
	NUMBER	PERCENT	
STUDIO	825	16.5%	0.2%
ONE-BEDROOM	1,450	28.9%	0.6%
TWO-BEDROOM	1,816	36.2%	1.2%
THREE-BEDROOM	675	13.5%	0.6%
FOUR-BEDROOM	247	4.9%	0.0%
TOTAL	5,013	100.0%	0.7%

The overall vacancy rate in Tompkins County is only 0.7%. Vacancies are extremely low in the market area, and the market is limited by supply rather than demand.

Among the 77 market-rate and Tax Credit projects, 62 (80.5%) report no vacancies, accounting for 58.3% (2,921) of the total units. Only 5 (6.5%) projects had an occupancy rate below 98%.

In an analysis of tenant profiles, 38 of the 77 properties in the Entire Tompkins County market contain over 80% students. These properties account for 47.0% of the total market rate units in the Entire Tompkins County. Among the 5,013 units in the Entire Tompkins County market, approximately 49% are occupied by students. It should be noted that a large share of the student housing consists of graduate students. The second-largest tenant category is Cornell faculty and staff.

Interviews with owners and managers indicate that an increasing number of seniors and empty nesters are impacting the market; however, it is estimated to be only approximately 14% of the total market. Nationally, we have seen an increasing number of seniors and empty nesters responding to a more urban lifestyle. However, this component is most responsive to larger complexes with a full amenity package, not unlike the typical suburban developments. Seniors are least likely to respond to smaller, “urban pioneer” style developments.

Overall, the Entire Tompkins County apartment base contains a disproportionately high percentage (when compared to conventional apartment markets) of three- and four-bedroom units, 18.4% of the total. Generally, a well developed includes 10% to 12% three- and four-bedroom units.

Overall, within the Entire Tompkins County market (including Ithaca), median rents are very high, as are upper-quartile rents. The high median rents are driven by the very high rents in the Ithaca area that are associated with student dominated apartments.

A comparison of median and upper-quartile rents and vacancies by each unit type for the Entire Tompkins County market follows:

MEDIAN AND UPPER-QUARTILE RENTS AND VACANCIES ENTIRE TOMPKINS COUNTY MARKET, NEW YORK APRIL 2011

UNIT TYPE	MEDIAN RENTS	OVERALL VACANCY RATE	UPPER-QUARTILE		
			RENT RANGE	NUMBER OF UNITS	VACANCY RATE
STUDIO	$785	0.2%	$1,011-$1,481	206	0.0%
ONE-BEDROOM	$869	0.6%	$964-$1,829	363	0.6%
TWO-BEDROOM	$963	1.2%	$1,248-$3,539	454	0.9%
THREE-BEDROOM	$1,200	0.6%	$1,680-$3,533	169	0.0%
FOUR-BEDROOM	$2,487	0.0%	$2,900-$3,500	36	0.0%

The following chart illustrates the difference in median rents in the Entire Tompkins County compared to the median rents in Suburban/Rural Tompkins County and the Downtown Core:

COMPARISON OF MEDIAN RENT ENTIRE TOMPKINS COUNTY MARKET, SUBURBAN/RURAL, AND DOWNTOWN CORE

UNIT TYPE	MEDIAN RENTS		
	ENTIRE TOMPKINS COUNTY MARKET	SUBURBAN/RURAL	DOWNTOWN CORE
STUDIO	$785	$776	$785
ONE-BEDROOM	$869	$800	$870
TWO-BEDROOM	$963	$950	$995
THREE-BEDROOM	$1,200	$1,200	$1,200
FOUR-BEDROOM	$2,487	-	$2,487

While rents are relatively high, the median does not reflect the entire picture. Higher rents do not reflect higher-quality product in the market. True, product at the high end of the market has a comparability rating ranging from 26.0 to 30.0, relatively high in any

market. However, the comparability rating for apartments at median rent ($995 for a two-bedroom unit in the Downtown Core) is only 16.5. To place this in perspective, the two-bedroom rent at a comparability rating of 16.5 in several university markets is shown below:

Rochester, New York	$ 910
Binghamton, New York	$ 860
Richmond, Virginia	$ 875
Salisbury, Maryland	$ 825
Tallahassee, Florida	$ 790
Chapel Hill, North Carolina	$ 785
Columbia, South Carolina	$ 675
Ann Arbor, Michigan	$ 950
Ithaca, New York	**$ 995**

While the rents in the Downtown Core EMA generally represent a typical distribution with a greater number of affordable units at the bottom of the market and fewer at the top, albeit, with a somewhat higher concentration at the top of the market, there is a lack of product at what would, under normal conditions, be classified as the "middle of the market". In most conventional markets, a comparability rating of 16.5 would represent generally "affordable housing" at the bottom of the market, even as represented in the previous chart of other university communities. In Tompkins County, there are only 473 (26.0%) market-rate and/or Tax Credit two-bedroom rental units renting under $800 per month. It should be noted that an $800 rent requires an income of over $18 per hour to qualify under most rental management criteria. Tompkins County, and especially Ithaca, is missing the middle of the market – ALL rents have moved well beyond what would usually be considered "the middle."

Clearly, there is a shortage of rental housing serving the Entire Tompkins County market at all rent levels. It is especially important to recognize that every market is impacted by a housing continuum. Permanent residents move up through a series of housing choices and price points. A void in any specific portion of the market impacts those product lines above. The lack of middle market rental product for the non-student market eventually impacts the home ownership market. Given the potential for a weakening resale market, it is important to provide step up alternatives in order to continually "recharge" the single-family resale market.

A strategy within the Suburban/Rural Tompkins County submarket encouraging non-student rental housing development at moderate rents ($700 to $900 for a two-bedroom unit) should be considered. This price point generally would require lower land and construction costs than usually encountered in urban neighborhoods. A strategy of encouraging such development in Tompkins County would strengthen the rental market in the area.

Based on past studies conducted by The Danter Company, as well as interviews with property owners and managers, recent median rents in Tompkins County (mostly influenced by the Downtown Core) have increased by as much as 5.0%. However, median rents are impacted by the addition of new product, usually added to the top of the market. In an analysis of rents within same properties, rents have increased 3.0% to 3.8% annually.

It is significant that 77.7% of the market-rate units surveyed in Tompkins County were constructed and opened before 1990. These older developments contain a combined total of 3,893 units with only 35 vacancies, a 0.9% vacancy rate.

A total of 3,069 units in 39 projects opened prior to 1980. These units account for 61.2% of all units in the market.

From a market perspective, there is a bright spot in the future (if you are not an apartment property owner). Since 2000, there have been 15 new rental properties built within the Entire Tompkins County market with a total of 666 units, an average of 44 units per project. There are currently up to 7 rental housing projects being planned or proposed in Tompkins County totaling several hundred units. At least two have the potential to be in excess of 200 units with a full complement of unit and project amenities. These properties will most likely have considerably higher comparability ratings than existing properties at a comparable or slightly lower rent. While the tenant profile cannot be strictly enforced, they are not anticipated to be student-oriented. These properties will bring some pressure on existing rents in the area.

Among the 15 projects opened since 2000, 6 operate under the Low-Income Housing Tax Credit program. These 6 projects include 389 total units.

Following is a distribution of units and vacancies by year of construction for all projects within the Entire Tompkins County market (including the Downtown Core):

DISTRIBUTION OF UNIT AND VACANCIES BY YEAR BUILT ENTIRE TOMPKINS COUNTY MARKET, NEW YORK APRIL 2011

PERIOD	PROJECTS BUILT	UNITS BUILT	CURRENT VACANCY RATE
BEFORE 1970	21	1,257	1.2%
1970-1979	18	1,812	1.0%
1980-1989	16	824	0.2%
1990-1999	7	454	0.0%
2000-2006	7	356	0.0%
2007	3	47	0.0%
2008	4	224	0.0%
2009	1	39	0.0%
2010	-	-	-
2011*	-	-	-
TOTAL	77	5,013	0.7%

*Through April

Projects in the Entire Tompkins County market (including the Downtown Core) range in size from 9 to 270 units. The average Entire Tompkins County market project includes 65 units. The following table provides a distribution of units by the size of the project:

DISTRIBUTION OF UNITS AND PROJECTS BY PROJECT SIZE ENTIRE TOMPKINS COUNTY MARKET, NEW YORK APRIL 2011

TOTAL UNITS IN PROJECTS	PROJECTS		UNITS		VACANCY RATE
	NUMBER	PERCENT	NUMBER	PERCENT	
LESS THAN 25	16	20.8%	272	5.4%	0.0%
25 TO 49	23	29.9%	819	16.3%	0.0%
50 TO 99	24	31.2%	1,656	33.0%	0.5%
100 TO 199	10	13.0%	1,339	26.7%	0.7%
200 TO 299	4	5.2%	927	18.5%	1.7%
300 OR GREATER	-	-	-	-	-
TOTAL	77	100.0%	5,013	100.0%	0.7%

The Entire Tompkins County apartment market (including the Downtown Core) has been evaluated by the comparability rating of each property. Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). The median quality rating in the Entire Tompkins County market is only 16.0. The following table identifies units and vacancies by comparability rating:

DISTRIBUTION OF UNITS AND PROJECTS BY COMPARABILITY RATING ENTIRE TOMPKINS COUNTY MARKET, NEW YORK APRIL 2011

COMPARABILITY RATING RANGE	NUMBER OF PROJECTS	NUMBER OF UNITS	VACANCY RATE
LESS THAN 15.0	29	1,421	0.9%
15.0 TO 17.5	21	1,359	0.8%
18.0 TO 20.5	14	1,282	0.8%
21.0 TO 22.5	5	432	0.2%
23.0 OR GREATER	8	519	0.0%
TOTAL	77	5,013	0.7%

Based on recent market studies completed by the Danter Company, generally new development with 60 or fewer units include limited project amenities and have an average comparability rating of approximately 20.0 to 22.0. Newer larger projects with 120 or more units that are able to offer a more substantial project amenity package have average comparability ratings of 24.0 to 26.0. New high end market-rate projects typically have comparability ratings of 30.0 and higher.

A total of 69 (89.6%) of the apartment properties surveyed in the Entire Tompkins County market have a comparability rating below 23.0. Further, 50 (64.9%) projects surveyed have a comparability rating below 18.0. These 50 projects include 2,780 (55.5%) units. The highest-rated conventional project in the Entire Tompkins County market is the 25-unit Gateway Commons (Map Code 60), which opened in 2006 and has a rating of 30.0.

Overall, the Entire Tompkins County market is typified by smaller properties with high rents and few amenities.

A distribution of amenities for market-rate projects follows:

DISTRIBUTION OF AMENITIES
BY PROJECT
ENTIRE TOMPKINS COUNTY MARKET, NEW YORK
APRIL 2011

AMENITY	UPSCALE	SENIOR RANCH	MODERATE/ AFFORDABLE	TAX CREDIT	TOTAL NUMBER OF PROJECTS* (OUT OF 77)	SHARE OF PROJECTS WITH AMENITY
REFRIGERATOR	X	X	X	X	75	97.4%
RANGE	X	X	X	X	74	96.1%
MICROWAVE	X				17	22.1%
DISHWASHER	X	X	X	X	49	63.6%
DISPOSAL	X	X	X	X	44	57.1%
AIR CONDITIONING	X	X	X	X	55	71.4%
WASHER/DRYER	X				8	10.4%
WASHER/DRYER HOOKUPS	X	X	X	X	16	20.8%
CARPET	X	X	X	X	68	88.3%
WINDOW COVERINGS	X	X	X	X	55	71.4%
FIREPLACE					10	13.0%
INTERCOM SECURITY	X		X	X	19	24.7%
BALCONY/PATIO	X	X	X	X	38	49.4%
CARPORT					6	7.8%
GARAGE	X	X			8	10.4%
BASEMENT					4	5.2%
CEILING FAN	X	X	X	X	4	5.2%
VAULTED CEILINGS	X	X			5	6.5%
SECURITY SYSTEM					6	7.8%
POOL	X				6	7.8%
COMMUNITY BUILDING	X	X	X	X	10	13.0%
SAUNA					2	2.6%
EXERCISE ROOM	X	X	X	X	13	16.9%
TENNIS COURT					2	2.6%
PLAYGROUND					13	16.9%
PICNIC AREA	X	X	X	X	3	3.9%
LAUNDRY			X	X	63	81.8%
SECURITY GATE					3	3.9%
ON-SITE MANAGEMENT	X	X	X	X	33	42.9%
ELEVATOR					15	19.5%
BUSINESS CENTER	X	X	X	X	3	3.9%

*Includes properties in which some or all of the units contain the amenity.

The standard amenities featured in at least 60% of the apartments in the Entire Tompkins County market include a refrigerator, range, carpeting, air conditioning, disposal, window coverings, laundry, dishwasher, and on-site management. Washer and dryer and/or hookups are relatively uncommon, which explains the high number of developments with a laundry.

2. SUBURBAN/RURAL TOMPKINS COUNTY

A total of 1,050 conventional apartment units in 16 projects were surveyed in the 6 submarkets comprising Suburban/Rural Tompkins County. A total of 712 of these units are in 6 market-rate developments. The remaining 338 units are located in 10 subsidized developments. Subsidized units have been excluded from our analysis.

Following is a distribution of market-rate and Tax Credit units surveyed by unit type and vacancy rate within Suburban/Rural Tompkins County:

DISTRIBUTION OF CONVENTIONAL MARKET-RATE APARTMENTS AND VACANCY RATE
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011

UNIT TYPE	MARKET-RATE UNITS		VACANCY RATE
	NUMBER	PERCENT	
STUDIO	30	4.2%	0.0%
ONE-BEDROOM	226	31.7%	1.8%
TWO-BEDROOM	388	54.5%	1.8%
THREE-BEDROOM	68	9.6%	0.0%
FOUR-BEDROOM	0	-	-
TOTAL	712	100.0%	1.5%

The overall vacancy rate in the submarkets is only 1.5%. Vacancies are extremely low in the market area, and the market is limited by supply rather than demand.

Among the 6 market-rate projects, 4 report no vacancies. These 4 projects account for 32.9% of the 712 units. The remaining 2 projects include 478 units and have an overall vacancy rate of 2.3%.

Overall, the apartment base is in good balance by unit type.

It is significant that 92.4% of the market-rate units surveyed were constructed and opened before 1980. These older developments contain a combined total of 658 units with only 11 vacancies, a 1.7% vacancy rate.

Following is a distribution of units and vacancies by year of construction for projects within Suburban/Rural Tompkins County:

DISTRIBUTION OF UNIT AND VACANCIES BY YEAR BUILT SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK APRIL 2011

PERIOD	PROJECTS BUILT	UNITS BUILT	CURRENT VACANCY RATE
BEFORE 1970	-	-	-
1970-1979	4	658	1.7%
1980-1989	1	42	0.0%
1990-1999	-	-	-
2000-2006	1	12	0.0%
2007	-	-	-
2008	-	-	-
2009	-	-	-
2010	-	-	-
2011*	-	-	-
TOTAL	6	712	1.5%

*Through April

Projects in Suburban/Rural Tompkins County range in size from 12 to 270 units. The following table provides a distribution of units by the size of the project:

DISTRIBUTION OF UNITS AND PROJECTS BY PROJECT SIZE SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK APRIL 2011

TOTAL UNITS IN PROJECTS	PROJECTS		UNITS		VACANCY RATE
	NUMBER	PERCENT	NUMBER	PERCENT	
LESS THAN 25	1	16.7%	12	1.7%	0.0%
25 TO 49	1	16.7%	42	5.9%	0.0%
50 TO 99	1	16.7%	72	10.1%	0.0%
100 TO 199	1	16.7%	108	15.2%	0.0%
200 TO 299	2	33.3%	478	67.1%	2.3%
300 OR GREATER	-	-	-	-	-
TOTAL	6	100.0%	712	100.0%	1.5%

The apartment projects in Suburban/Rural Tompkins County have been evaluated by the comparability rating of each property. Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). The median quality rating in Suburban/Rural Tompkins County is only 16.3. The following table identifies units and vacancies by comparability rating:

DISTRIBUTION OF UNITS AND PROJECTS BY COMPARABILITY RATING SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK APRIL 2011

COMPARABILITY RATING RANGE	NUMBER OF PROJECTS	NUMBER OF UNITS	VACANCY RATE
LESS THAN 15.0	2	220	4.1%
15.0 TO 17.5	2	342	0.6%
18.0 TO 20.5	-	-	-
21.0 TO 22.5	-	-	-
23.0 OR GREATER	2	150	-
TOTAL	6	712	1.5%

Four of the 6 properties surveyed in Suburban/Rural Tompkins County have comparability ratings below 17.0.

3. SUBMARKETS

We identified 6 market-rate projects within the Submarkets in Suburban/Rural Tompkins County. These 6 projects contain a total of 712 units. We also identified and surveyed 10 subsidized units that contain 338 units. Following is a distribution of market-rate and Tax Credit units surveyed by the submarkets:

	PROJECTS, UNITS, AND VACANCY RATE BY SUBMARKET					
	TRUMANSBURG	**LANSING**	**GROTON**	**DRYDEN**	**VARNA**	**NEWFIELD**
TOTAL PROJECTS	4	5	2	4	-	1
MARKET-RATE PROJECTS	1	4	-	1	-	-
UNITS	12	492	-	208	-	-
VACANCY RATE	0.0%	0.4%	-	4.3%	-	-
TAX CREDIT PROJECTS	-	-	-	-	-	-
UNITS	-	-	-	-	-	-
VACANCY RATE	-	-	-	-	-	-
SUBSIDIZED PROJECTS	3	1	2	3	-	1
UNITS	84	40	88	98	-	28
VACANCY RATE	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

The overall vacancy rate is 1.5%. Vacancies are low and the markets are limited by supply rather than demand.

Within the Submarkets, 92.4% of the market-rate and Tax Credit units were constructed and opened before 1980. These older developments contain a combined total of 658 units with only 11 vacancies, a 1.7% vacancy rate.

Following is a distribution of units by year of construction for each of the 6 submarkets:

DISTRIBUTION OF UNITS BY YEAR BUILT SUBMARKETS IN TOMPKINS COUNTY, NEW YORK APRIL 2011						
	UNITS BUILT					
PERIOD	TRUMANSBURG	LANSING	GROTON	DRYDEN	VARNA	NEWFIELD
BEFORE 1970	-	-	-	-	-	-
1970-1979	-	450	-	208	-	-
1980-1989	-	42	-	-	-	-
1990-1999	-	-	-	-	-	-
2000-2006	12	-	-	-	-	-
2007-2011*	-	-	-	-	-	-
TOTAL	12	492	0	208	0	0
*Through April						

4. ANALYSIS OF TAX CREDIT APARTMENT SUPPLY

There are 7 existing Tax Credit developments in Tompkins County. These 7 developments contain a total of 624 Tax Credit units and are 99.7% occupied with only 2 vacant units. Of the 7 Tax Credit projects, 3 are located on the west side of Ithaca and the remaining 4 are located on the west side of the Town of Ithaca. Following is a summary of the existing Tax Credit units in the market:

MAP CODE	NAME	YEAR OPENED/ RENOVATED	TOTAL UNITS	RENT LEVELS ONE-BR.	TWO-BR.	THREE-BR.	FOUR-BR.	OCCUPANCY RATE
-	**NEW TAX CREDIT DEVELOPMENT**	**-**	**175-225**	**$500-$650**	**$600-$700**	**$700-$775**	**-**	**-**
29	WEST VILLAGE	1972/1998	235	$683	$743	$955	$1,002	99.1%
31	CAYUGA VIEW	2005	24	-	$910	-	-	100.0%
57	LINDERMAN CREEK	2000	56	$619-$637	$700-$722	$734-$901	-	100.0%
58	LINDERMAN CREEK PHASE II	2004	72	$637	$722	$868-$901	-	100.0%
74	CONIFER VILLAGE	2008	70	$550-$721	$637-$809	-	-	100.0%
76	CEDAR CREEK	2009	39	$241-$476	$277-$852	$315-$640	-	100.0%
80	OVERLOOK AT WEST HILL	2006	128	$301-$674	$347-$773	$391-$873	-	100.0%

Conifer Village is restricted to older adults, age 55 or older.

There are 624 existing Tax Credit units in Tompkins County. The overall occupancy rate among the Tax Credit units is 99.7%.

It is of note that under most circumstances students are precluded from living in Tax Credit developments.

D. DOWNTOWN CORE

It is important to note that although the focus of this section of this report is on the Downtown Core of the City of Ithaca, there are other suitable and desirable building site locations within the City and Town of Ithaca. A well conceived project on the right site with the right rents and amenities may transcend market expectations or EMA boundaries. It should be noted that specific projects will likely vary somewhat depending on various factors such as amenities, land cost, size of the site, and number of units.

It is also important to note that the EMA for the Downtown Core includes the City and Town of Ithaca. All demand calculation, demographics, and apartment analysis within the downtown core are derived from the EMA (covers the City and Town of Ithaca) and does not include the remainder of Tompkins County.

It should also be noted that an appropriately located suburban property outside the Downtown Core EMA and with the right rents and amenities could attract support from the City and Town of Ithaca and reduce the overall demand with the Downtown Core EMA.

1. CONCLUSIONS – 5 YEAR HOUSING DEMAND

Over the next 5 years there is overall housing demand for up to 1,350 units in the Downtown Core EMA consisting of up to 350 for-sale housing units and up to 1,000 rental housing units.

MULTIFAMILY HOUSING DEMAND
ITHACA DOWNTOWN CORE EMA
2012 THROUGH 2017

DEVELOPMENT TYPE	ANNUAL DEMAND TOTAL UNITS	5-YEAR DEMAND TOTAL UNITS
FOR-SALE HOUSING UNITS	60 - 70	300 - 350
RENTAL HOUSING	180 - 200	900 – 1,000
TOTAL	240 - 270	1,200 – 1,350

A distribution of market demand for each of these development types by price point follows.

2. ATTACHED, FOR-SALE, HOUSING UNITS DEMAND

a. Introduction

This report evaluates the market potential to develop for sale attached condominium and or townhome development in the Downtown Core EMA of Ithaca, New York.

Within the context of this report, "for-sale" housing will consist of condominiums, townhomes, etc, and does not include single-family dwellings. The term "condominiums" will include condominiums, for-sale townhomes and patio homes.

Based on our analysis of the Downtown Core EMA condominium market, the key demand factors and established market penetration levels, support levels can be established for additional development.

b. Project Concepts

The market demand for for-sale housing in the Downtown Core EMA is distributed among three sales price ranges: under $250,000, $250,000 to $399,999, and $400,000 and higher.

PROJECTED FOR-SALE HOUSING DEMAND BY SALES PRICE
DOWNTOWN CORE, ITHACA, NEW YORK
EFFECTIVE MARKET AREA

SALES PRICE	ANNUAL DEMAND TOTAL UNITS	5-YEAR DEMAND TOTAL UNITS
Under $250,000	40 - 44	200 - 220
$250,000 - $399,999	16 - 20	80 - 100
$400,000 AND HIGHER	4 - 6	20 - 30
OVERALL SUPPORT	*60 - 70*	*300 - 350*

It should be noted that the sales potential is an estimate of demand. Lending regulations and criteria may preclude the ability to deliver the product. It should also be pointed out that these estimates are discounted over 40% from estimates that might have been made during the height of the building boom leading up to 2006

There is virtually no inventory of condominiums in the Ithaca market and only a few were even constructed during that period.

c. Attached For-Sale Housing (Condominium and Townhome)

Since 2006 the condominium market has seen a significant nationwide downturn in sales. Most conventional markets have declined by as much as 60% to 70%. Further, given changes in consumer confidence, as well as lending requirements, we do not anticipate any significant change in the demand side. However, it should be noted that the housing market in Tompkins County and especially in Ithaca has not been as severely impacted as markets in much of the country. Based on a review of demand indicators, it is our opinion that while demand in most of the U.S. has declined by at least 60%, the demand model for Ithaca has declined approximately 30% to 35%. It should be noted that this has gone unnoticed in Ithaca due primarily to the fact that there has been very little condominium development in the area. This general lack of sales is a function of a lack of supply, not a lack of demand for condominium units. Another factor, however, will preclude any significant condominium development in the foreseeable future; there are significant changes in the lending environment for developers. Increased equity requirements and a requirement for a significant amount of presales will keep many developers out of the condominium market. While there could be limited condominium development in the future, we do not believe condominiums will be a significant factor in the future housing strategy for Ithaca. Nevertheless, we have included the following demand calculations. While these external, non-market related barriers to entry potentially limit condominium

development, those developers able to overcome those barriers are likely to enjoy better than average success due to the lack of competition.

Based on our review of county records, as well as interviews with area planning and building officials and area realtors, there has been no new condominium development in Ithaca or Tompkins County since the mid- to late-1980s. There are few condominiums in Ithaca.

Recent condominium resales in the Ithaca area range in price from $76,900 for a one-bedroom unit with 556 square feet that was built in 1978 to $259,000 for a two-bedroom, 2.5 bath unit that was built in 1984.

Among the condominium resales identified, the average age is 32.7 years old. The average sales price is $135,778 and the average unit size is 1,075 square feet.

d. Condominium Qualified Income Distribution

Generally, mobility patterns affecting support of maintenance-free home product (townhomes and condominiums) reflect those mobility patterns affecting single-family development. Therefore our approach to establishing the market for new condominiums is based on an analysis of the demographic and economic characteristics of the Downtown Core EMA and the application of optimal capture factors.

Qualifying Incomes

For the purpose of this analysis, we assume that 25% of the purchase price of new townhome or condominium will be cash, yielding a 75% mortgage requirement. While many developments offer 80% or 90% financing, townhomes and condominiums are often influenced by equity from the previous sale of a single-family house, and 50% to 60% financing is not uncommon.

Because of the difficulty of developing new product under $150,000, our analysis will only consider households with incomes that will qualify them for homes above that price point.

Income/mortgage/purchase price requirements are as follows:

INCOME/MORTGAGE/PRICE DISTRIBUTION

INCOME	MORTGAGE	AMOUNT FINANCED	HOME PRICE RANGE
$56,250 - $65,624	$112,500 - $131,249	75%	$150,000 - $174,999
$65,625 - $74,999	$131,250 - $149,999	75%	$175,000 - $199,999
$75,000 - $93,749	$150,000 - $187,499	75%	$200,000 - $249,999
$93,750 - $112,499	$187,500 - $224,999	75%	$250,000 - $299,999
$112,500 - $131,249	$225,000 - $261,499	75%	$300,000 - $349,999
$131,250 - $149,999	$262,500 - $299,999	75%	$350,000 - $399,999
OVER $150,000	OVER $300,000	75%	$400,000 AND OVER

Following is the projected income distributions of total households:

HOUSEHOLD INCOME RANGE	QUALIFIED HOME PRICE	2011 QUALIFIED HOUSEHOLDS*	DISTRIBUTION
$56,250 - $65,624	$150,000 - $174,999	1,112	15.7%
$65,625 - $74,999	$175,000 - $199,999	1,140	16.1%
$75,000 - $93,749	$200,000 - $249,999	1,368	19.3%
$93,750 - $112,499	$250,000 - $299,999	874	12.3%
$112,500 - $131,249	$300,000 - $349,999	617	8.7%
$131,250 - $149,999	$350,000 - $399,999	637	9.0%
OVER $150,000	$400,000 AND OVER	1,349	19.0%
	TOTAL	7,097	100.0%

*Source: ESRI, Incorporated

Based on levels of affordability of new product, an optimal capture factor can be applied to income ranges to determine the annual demand. The optimal capture factors have been established in mature condominium markets with adequate supply. Within these markets, demographic characteristics have been analyzed including growth rates and household size, and economic factors have been considered including income levels and employment profiles.

Condominium Demand Analysis

Based on the application of established capture factors for similar markets, the resulting annual demand for condominium homes in the Downtown Core EMA can be established. Over the past 10 years, there have been no new condominium units sold in the Downtown Core EMA.

We have applied established capture rates in established markets to establish the potential demand for condominiums in Ithaca.

PRICE RANGE	QUALIFIED 2011 EMA HOUSEHOLDS	ESTIMATED INTERNAL DEMAND CAPTURE FACTOR	ESTIMATED DEMAND FROM EMA HOUSEHOLDS
$150,000 - $174,999	1,112	.0125	14
$175,000 - $199,999	1,140	.0155	18
$200,000 - $249,999	1,368	.0185	25
$250,000 - $299,999	874	.0145	13
$300,000 - $349,999	617	.0115	7
$350,000 - $399,999	637	.0035	2
$400,000 AND OVER	1,349	.0055	7
TOTAL	7,097		86

When considering all price ranges, the total maximum annual support based is estimated to be approximately 86 units, without considering existing supply or demand from outside the market area.

We estimate that as much as 20% of the support for any new condominium development in Ithaca will come from outside the EMA.

PRICE RANGE	ESTIMATED DEMAND FROM EMA HOUSEHOLDS	DEMAND FROM OUTSIDE THE EMA	TOTAL DEMAND
$150,000 - $174,999	14	3	17
$175,000 - $199,999	18	4	21
$200,000 - $249,999	25	5	30
$250,000 - $299,999	13	3	15
$300,000 - $349,999	7	1	9
$350,000 - $399,999	2	0	3
$400,000 AND OVER	7	1	9
TOTAL	86	17	104

When considering the demand from both inside and outside the EMA, the total support is estimated to be approximately 104 units per year.

It is important to note that optimal absorption is seldom achieved within a market. Generally, maximum absorption occurs only when sales are a function of demand rather than supply. Economic conditions also need to be factored into annual demand.

Although our condominium demand analysis indicates that there is annual demand of up to 104 condominium units in the EMA, rarely is the annual demand achieved. In most markets that achieve sales close to demand, there is a wide variety of product types represented at a variety of price points. Within the Downtown Core EMA, there is a minimal supply of condominium development in the market.

Based on our demand analysis, there is demand for up to 60 to 70 new for-sale condominium units per year. New condominium development in the Ithaca market should include various units available at price points ranging from approximately $150,000 to over $400,000.

The lower-priced units would generally be smaller in size and offer standard amenities. Units at the higher end of the price scale would generally be larger in size, offer upgraded amenities such as appliances, countertops, cabinets, flooring, and would generally include an attached two-car garage.

e. Senior Market

Senior population and households in Ithaca and Tompkins County have shown increases over recent years. In 2000 there were 6,084 households in Tompkins County with the head of household over age 65. This increased 11.9% by 2010, reaching 6,808. By 2010, senior households are expected to reach 8,010, a 17.7% increase in just 5 years. Further, even greater increases are expected in the future. Increases in population and households age 65 and over are expected to be generated from both internal aging in place and from in-migration. Tompkins County is increasingly becoming a retirement destination as retiring Cornell alumni are returning to the region. This is an opportunity for Ithaca in that population, buying power and tax base are increased without a proportionate burden on infrastructure. Employment is created by their presence rather than required to attract them to the region. Strategically, however, little has been done to provide for this opportunity. Generally, new housing has been focused on the student population with a preponderance of student-focused amenities, high rents and shared living. While condominiums are an unlikely alternative, from the developer's perspective, appropriately affordable, senior-oriented product does have potential. Also, market-rate senior designed rentals have significant potential in the region.

Increasing senior population will also create a change in the demand model for single-family housing. Single-family buyers, particularly first-time home buyers, are generally under age 45, the 45 to 64 age cohort is generally status-quo and the 65 and over cohort is most likely to be sellers of single-family homes. The ratio of buyers to sellers is an important indicator of future single-family trends. In Tompkins County, in 2000, there were 1.45 households in the buying category for every household in the seller category (after adjusting for the student population). By 2010 this ratio was 1.06 and by 2015 the ratio is expected to decline to 0.85. It should be noted that, while this is a serious decline in the demand ratio, Tompkins County has fared considerably better than most markets in which the ratio has declined to an even greater extent. Most Ohio/Pennsylvania markets have declined from a 4 to 1 ratio in 2000 to a 1.8 to 1 ratio in 2010. Ramifications are that seniors will experience a continued weakening of home equities as sellers outnumber buyers in the market. Many will choose to remain in their existing homes rather than select a new lifestyle. Or, potentially, they will compromise on their expectations for retirement. It is likely to result in fewer households moving to other retirement regions in the U.S.

Accommodating a population more likely to experience "aging in place" adds a new component to conventional housing strategies. Under the new paradigm of "sustainable housing" or "sustainable neighborhoods," considering how best to serve this population has become a key component of housing strategies. In an environment in which there is the potential to experience declining home values (from a decreased ratio of buyers to sellers), it is important to create programs to assist seniors aging in place to maintain their existing homes. Communities are beginning to create homeowner resources emulating condominium services or "Angie's List" style listings of service providers to assist seniors. Also, communities are becoming involved in encouraging home health care. New developments are more likely to focus on higher density, mixed use neighborhoods with "walkability" as a primary goal. Certainly, downtown Ithaca meets the criteria as a walkable, sustainable neighborhood. It is our opinion that seniors should be included in any marketing strategy for the area.

Economic development has also become a housing strategy. Adding employment, attracting new residents, helps to sustain the existing housing market – adding to the demand side. Ithaca has been, and should continue to be, fortunate in this regard. Employment gains have outpaced much of the region. Further, major employers in the area are expected to continue this trend.

3. RENTAL HOUSING DEMAND

The demand potential for apartments in the Downtown Core has yet to be realized as evidenced by the area's low vacancy rate, extremely high rents and ability to readily absorb new units in the marketplace.

Students are and will continue to be a dominant factor in the Downtown Core rental housing market and they are important for the success of residential housing in the Ithaca area. In addition, colleges and universities put people "on the streets" and bring vibrancy to any area, epically a downtown. Academic hours may extend beyond the traditional 8 a.m. to 5 p.m. of other businesses, and evenings and weekends bring athletic and cultural events.

Following is a summary of the annual units of support for the Downtown Core of Ithaca.

ANNUAL UNITS OF SUPPORT – RENTAL HOUSING
DOWNTOWN CORE

RENTAL PRODUCT TYPES	AVERAGE MONTHLY RENTS*	ANNUAL DEMAND TOTAL UNITS	5-YEAR DEMAND TOTAL UNITS
LUXURY	$1,750	20 – 25	100 – 125
UPSCALE	$1,300	40 – 50	200 – 250
AFFORDABLE-MODERATE	$850	60	300
TAX CREDIT	$690	60 - 65	300 – 325
	OVERALL SUPPORT	*180 - 200*	*900 – 1,000*

*Based on a two-bedroom unit net rent (includes water, sewer, and trash removal only)
The overall mix would include other unit types at proportional rents.

It is unlikely that affordable rental product can be developed in the immediate downtown area without some public assistance because of land and development costs associated with such development. There may, however, be land on the periphery suited for such development.

While purpose-built student housing has not been specifically identified in these projections, it is anticipated that students will be a significant factor in the support for rental housing (excluding Tax Credit development). Currently, student households occupy approximately 40% of the Central Business District market-rate apartments and 49% in the Downtown Core EMA. This should diminish, somewhat, in the Central Business District as future development occurs.

a. Project Concepts

It is our opinion that a market exists for the development of several types of rental housing in the Downtown Core of Ithaca, New York.

It is important to note that the following development alternatives are only intended as guidelines as opposed to definitive recommendations. Further, a well conceived project on the right site with the right rents and amenities may transcend market expectations or EMA boundaries. It should be noted that specific projects will likely vary somewhat depending on various factors such as amenities, land cost, size of the site, and number of units.

Following is general description of the four major development alternatives in the Downtown Core of Ithaca.

LUXURY APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/ 1.0 BATH GARDEN	800	$1,400	$1.75
TWO-BEDROOM/ 2.0 BATH GARDEN	1,150	$1,750	$1.52
THREE-BEDROOM/ 2.0 BATH GARDEN	1,350	$2,000	$1.48
*Average net rent (includes water, sewer, and trash removal only)			

UPSCALE APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/ 1.0 BATH GARDEN	750	$1,050	$1.40
TWO-BEDROOM/ 2.0 BATH GARDEN	1,100	$1,300	$1.18
THREE-BEDROOM/ 2.0 BATH GARDEN	1,300	$1,650	$1.38
*Average net rent (includes water, sewer, and trash removal only)			

AFFORDABLE-MODERATE APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/ 1.0 BATH GARDEN	700	$750	$1.07
TWO-BEDROOM/ 2.0 BATH GARDEN	1,000	$850	$0.85
THREE-BEDROOM/ 2.0 BATH GARDEN	1,200	$950	$0.79
*Average net rent (includes water, sewer, and trash removal only)			

TAX CREDIT APARTMENTS			
UNIT DESCRIPTION	**SQUARE FEET**	**RENTS AT OPENING***	**RENT PER SQUARE FOOT**
ONE-BEDROOM/ 1.0 BATH GARDEN	700 700	$550 (50%) $675 (60%)	$0.79 $0.96
TWO-BEDROOM/ 2.0 BATH GARDEN	1,000 1,000	$650 (50%) $730 (60%)	$0.65 $0.73
THREE-BEDROOM/ 2.0 BATH GARDEN	1,200 1,200	$750 (50%) $825 (60%)	$0.63 $0.69
*Average net rent (includes water, sewer, and trash removal only)			

Rents are net and include water/sewer services and trash removal. Tenants would pay all other utilities.

The square footages listed for all unit types are a guideline. Actual square footage will vary. Effective use of space within any new units is more important than actual square footage.

Generally, in well developed urban markets, the unit mix differs from suburban markets. Urban markets typically include 45% to 50% one-bedroom (and studio units) units, 40% to 45% two-bedroom units, and 10% to 15% three plus bedroom units. The Ithaca market includes 45.4% one-bedroom (and studio) units, 35.6% two-bedroom units, and 19.1% three-bedroom (or more). The higher percentage of three or more bedroom units is reflective of the student presence.

Preliminary recommendations for unit mix guidelines would include 50% one-bedroom units, 40% two-bedroom units, and 10% three-bedroom units.

Generally, most urban development consists of garden style apartments; However, urban townhomes (units with two or more floors that separate living space from bedrooms) are becoming a popular product line especially in the immediate periphery to the Central Business District.

1) Unit Amenities

Generally, each unit in the recommended market-rate developments should include the following amenities:

- Range
- (Frost-free) Refrigerator
- Dishwasher
- Disposal
- Central air conditioning
- Washer/dryer hookups
- 9-foot ceilings
- Balcony or patio
- Carpet
- Window coverings
- Intercom entry
- Ceiling fan
- Extra storage

Additional amenities in the luxury and upscale developments should include a refrigerator with an ice maker, a microwave oven, washer and dryer in each unit, vaulted ceilings on the upper floors, and a security system.

Floor Plan Considerations

Prospective residents respond to three principal factors when selecting specific units:

- Perception of space often based on the entry into the unit
- Bedroom size
- Closets are especially important. Large closets are immediately noticed by prospective tenants. Further, having the largest closets in the market facilitates rent increases since it is difficult for tenants to move into another unit with less storage than they already have.

General guidelines for bedroom sizes (in square feet) and closet space these projects are listed as follows:

Bedrooms

BEDROOM TYPE	BEDROOM TYPE (SQUARE FEET)			
	LUXURY	UPSCALE	MODERATE	TAX CREDIT
MASTER BEDROOM	170+	160+	150+	150+
SECOND BEDROOM	160+	150+	140+	140+
THIRD BEDROOM	140+	140+	130+	130+

Closets

BEDROOM TYPE	CLOSET (LINEAL FEET)			
	LUXURY	UPSCALE	MODERATE	TAX CREDIT
ONE-BEDROOM	16	14	12	12
TWO-BEDROOM	26	22	20	18
THREE-BEDROOM	34	30	24	24

Recommended bedroom and closet sizes are based on an analysis of existing units in the EMA as well as surveys and case studies conducted by the Danter Company.

Entry

Contemporary floor plans usually present an entry into the units that is open and airy. Entries should be directly into the great room with a view of the opposing windows are most marketable. Views should be maximized. It should be noted that competitive properties have, generally, relatively poor entryways. Also, as is often the case in urban properties, existing building dimensions (or lot size) sometimes compromise the ability to provide optimum entryways. Also, it is common for corner units to have very difficult entries; however, this is usually mitigated by outstanding views once inside.

2) Project Amenities

Guidelines for project amenities are as follows:

- Community room
- Fitness center
- Secured entry
- On-site management
- Business center

A distribution of amenities for market-rate projects follows:

DISTRIBUTION OF AMENITIES
BY PROJECT
DOWNTOWN CORE, ITHACA, NEW YORK
APRIL 2011

AMENITY	LUXURY	UPSCALE	MODERATE/ AFFORDABLE	TAX CREDIT	TOTAL NUMBER OF PROJECTS* (OUT OF 75)	SHARE OF PROJECTS WITH AMENITY
REFRIGERATOR	X	X	X	X	74	98.7%
RANGE	X	X	X	X	73	97.3%
MICROWAVE	X	X			17	22.7%
DISHWASHER	X	X	X	X	48	64.0%
DISPOSAL	X	X	X	X	44	58.7%
AIR CONDITIONING	X	X	X	X	54	72.0%
WASHER/DRYER	X	X			8	10.7%
WASHER/DRYER HOOKUPS	X	X	X	X	15	20.0%
CARPET	X	X	X	X	67	89.3%
WINDOW COVERINGS	X	X	X	X	53	70.7%
FIREPLACE					9	12.0%
INTERCOM SECURITY	X	X	X	X	19	25.3%
BALCONY/PATIO	X	X	X	X	36	48.0%
CARPORT					6	8.0%
GARAGE	X	X			8	10.7%
BASEMENT					4	5.3%
CEILING FAN	X	X	X	X	4	5.3%
VAULTED CEILINGS	X	X			4	5.3%
POOL	X	X			6	8.0%
COMMUNITY BUILDING	X	X	X	X	10	13.3%
SAUNA					2	2.7%
EXERCISE ROOM	X	X	X	X	13	17.3%
TENNIS COURT					2	2.7%
PLAYGROUND					13	17.3%
PICNIC AREA	X	X	X	X	3	4.0%
LAUNDRY			X	X	62	82.7%
SECURITY GATE					3	4.0%
ON-SITE MANAGEMENT	X	X	X	X	33	44.0%
ELEVATOR					15	44.0%
BUSINESS CENTER	X	X	X	X	3	4.0%

*Includes properties in which some or all of the units contain the amenity.

The standard amenities featured in at least 60% of the apartments in the Downtown Core EMA include a refrigerator, range, carpeting, air conditioning, disposal, window coverings, laundry, dishwasher, and on-site management. Washer and dryer and/or hookups are relatively uncommon, which explains the high number of developments with a laundry.

3) Absorption

Prior studies have shown that absorption tends to be seasonal, with up to 64% of annual absorption taking place in the peak summer months (May through August). The shoulder season (the two months on either side of the peak season) generally accounts for approximately 24% of annual absorption. The off season, November through February, typically accounts for the remaining 12% of absorption. While these percentages do not hold true in all markets, they give a good indication of the potential seasonal variations in absorption. The large student population impacting the Downtown Core is influenced by the academic year, with many units preleased in the spring preceding the fall start at Cornell and Ithaca College.

Factors that affect absorption include (but are not limited to) the following: area mobility patterns; availability of new product; age, quality, and rent of existing rental properties in Ithaca; academic calendar; area growth; area median income; product variety; proposed product development; and date of opening.

b. Rental Housing Development

1) Step-Up/Down Support

Previous studies performed by the Danter Company, LLC indicate that 60% of the support for new apartment development will typically be generated from the existing apartment base in the EMA, especially from those tenants paying rent within an appropriate step-up range of any new project.

The 100% database field survey methodology allows us to accurately measure potential support from conventional renters. Our studies indicate that, at the recommended luxury rent range, tenants are willing to incur rental increases up to $175 per month for a rental alternative when it is perceived as a value. At the upscale rent range, tenants are willing to incur rental increases of up to $150 per month for a rental alternative when it is perceived as a value. At the recommended moderate-affordable rent range, tenants would be willing to pay up to $125 for a rental alternative when it is perceived as a value. And at the recommended Tax Credit rent range, tenants would be willing to pay up to $60 for a rental alternative when it is perceived as a value. This is the step-up

support base. Step-up support is not limited to only similar unit types. For example, the one-bedroom step-up support includes both studio and one-bedroom units.

In addition, the existing units in the market with rents higher than those recommended for the various product types and with project comparability ratings equal to or lower than the recommended product types represent potential step-down support.

Step-up/down support is a critical factor in projecting absorption because it directly measures the depth of potential support *from the households most likely to move to a new development*. Step-up/down support is best expressed as a ratio of proposed units to potential support. A lower ratio indicates a deeper level of market support and that any new project will have to capture fewer of these households in order to achieve successful initial absorption. A higher ratio indicates a lower level of potential support from conventional renters and that any new project will have to attract a higher level of support from outside this group, potentially slowing absorption.

Step-down support represents existing renters within the Downtown Core EMA who should perceive the recommended developments as offering a greater value at a rent lower than or equivalent to their current rent. Typically, this value results from renters who would perceive the recommended projects as a higher-quality project at an equal or lower rent, or as a project of quality similar to their current unit but at a lower rent.

The step-down base includes all units with higher rents than the recommended projects, but lower or equivalent comparability index ratings within the Downtown Core EMA.

DISTRIBUTION OF STEP-DOWN SUPPORT
LUXURY DEVELOPMENT

	STEP-UP SUPPORT	STEP-DOWN SUPPORT	TOTAL
ONE-BEDROOM	97	90	187
TWO-BEDROOM	68	136	204
THREE-BEDROOM	41	127	168
TOTAL	206	353	559
ANNUAL UNITS RECOMMENDED	20 - 25		
RATIO OF RECOMMENDED UNITS TO POTENTIAL STEP-UP/STEP-DOWN SUPPORT BASE	3.6% - 4.5%		

The development of 20 to 25 luxury units (with rents based on development guidelines) per year would represent 3.6% to 4.5% of the total step-up/step-down support base, an excellent ratio.

DISTRIBUTION OF STEP-DOWN SUPPORT UPSCALE DEVELOPMENT			
	STEP-UP SUPPORT	**STEP-DOWN SUPPORT**	**TOTAL**
ONE-BEDROOM	324	347	671
TWO-BEDROOM	138	641	779
THREE-BEDROOM	11	322	333
TOTAL	473	1,310	1,783
ANNUAL UNITS RECOMMENDED	40 – 45		
RATIO OF RECOMMENDED UNITS TO POTENTIAL STEP-UP/STEP-DOWN SUPPORT BASE	2.2% - 2.8%		

The development of 40 to 45 upscale units (with rents based on development guidelines) per year would represent 2.2% to 2.8% of the total step-up/step-down support base, an excellent ratio.

DISTRIBUTION OF STEP-DOWN SUPPORT MODERATE/AFFORDABLE DEVELOPMENT			
	STEP-UP SUPPORT	**STEP-DOWN SUPPORT**	**TOTAL**
ONE-BEDROOM	309	991	1,300
TWO-BEDROOM	341	1,331	1,672
THREE-BEDROOM	248	470	718
TOTAL	898	2,792	3,690
ANNUAL UNITS RECOMMENDED	60		
RATIO OF RECOMMENDED UNITS TO POTENTIAL STEP-UP/STEP-DOWN SUPPORT BASE	1.6%		

The development of 60 moderate/affordable units (with rents based on development guidelines) per year would represent 1.6% of the total step-up/step-down support base, an excellent ratio.

DISTRIBUTION OF STEP-DOWN SUPPORT TAX CREDIT DEVELOPMENT			
	STEP-UP SUPPORT	**STEP-DOWN SUPPORT**	**TOTAL**
ONE-BEDROOM	237	1,164	1,401
TWO-BEDROOM	423	1,569	1,992
THREE-BEDROOM	140	587	727
TOTAL	800	3,320	4,120
ANNUAL UNITS RECOMMENDED	60 – 65		
RATIO OF RECOMMENDED UNITS TO POTENTIAL STEP-UP/STEP-DOWN SUPPORT BASE	1.5% - 1.6%		

The development of 60 to 65 Tax Credit units (with rents based on development guidelines) per year would represent 1.5% to 1.6% of the total step-up/step-down support base, an excellent ratio.

2) Geographic Origin of Support

A comparison of typical versus anticipated geographic support for the recommended projects is as follows:

	TYPICAL SUPPORT	**ANTICIPATED SUPPORT**
INTERNAL MOBILITY		
APARTMENT	50%	40%
OTHER	20%	20%
EXTERNAL MOBILITY	30%	40%
TOTAL	100%	100%

It should be noted that, according to interviews with Human Resources professionals, many area businesses are experiencing problems with recruiting employees. Reasons often cited include a lack of housing, especially affordable housing, long commutes from outside the county or remote parts of Tompkins County, gas prices, distance to employment, and weather-related issues.

According to the U.S. Census Bureau, in 2009, there were 47,642 people employed in Tompkins County. According to the Ithaca-Tompkins County Transportation Council, in 2008 (most recent commuting numbers available), 14,901 workers lived outside of Tompkins County and commuted into Tompkins County for employment. A total of 4,469 residents of Tompkins County commuted outside of Tompkins County for employment. This equates to a net inflow of 10,432 people employed in Tompkins County that live outside of Tompkins County.

3) Comparable Market Rent Analysis

Comparable market rent analysis establishes the rent potential renters would expect to pay for new apartment units in the open market. Comparable market rent is based on a trend-line analysis for the area apartment market. For each unit type, the trend-line analysis compares net rent by comparability index for all market-rate developments. This evaluation provides a comparison of existing market rents to those recommended for new development.

Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). For example, amenities such as a dishwasher, ceiling fan, patio or balcony, pool, fitness area, and window blinds are awarded points for every amenity offered.

The aesthetic value, or curb appeal, of each project surveyed was rated on a scale of 1 to 11. Projects that rate at the low end of the scale (1 to 5) are typically older projects that have not been maintained and lack appeal. Projects rated at the high end of the scale (8 to 11) are typically newer properties that are properly landscaped, well-designed, and maintained regularly.

A trend line by rent can be established based on the comparability rating of each project.

A variety of factors influence a property's ability to actually achieve the comparable market rent, including the number of units at that comparable market rent, the step-up support base at that rent range, and the age and condition of competitive units.

Considering the guidelines for potential new apartment development in the Downtown Core of Ithaca, any new developments would be anticipated to have an overall comparability rating of approximately 29.0 for luxury units, 26.0 for upscale units, and 23.5 for the moderate/affordable units and the Tax Credit units.

Based on the current rent structure of one-bedroom units, present-day comparable market rents are $1,550 per month for the luxury units, $1,370 for the upscale units, and $1,215 for the moderate/affordable and Tax Credit developments.

Based on the current rent structure of two-bedroom units, present-day comparable market rents are $2,250 per month for the luxury units, $2,000 for the upscale units and $1,750 for the moderate/affordable units and Tax Credit units.

Based on the current rent structure of three-bedroom units, present-day comparable market rents are $2,800 per month for the luxury units, $2,500 for the upscale units, and $2,200 for the moderate/affordable and Tax Credit developments.

The following tables compare the market rent at the anticipated opening (2013) with the recommended rents for one-, two- and three-bedroom units for the Downtown Core of Ithaca. Rents are net, including only water/sewer and trash removal.

The following tables compare the market rent at opening with the recommended rents for one-, two- and three-bedroom units. Rents are net, including only water/sewer and trash removal.

UNIT TYPE	PROJECT TYPE	COMPARABILITY RATING	MARKET-RENT	RECOMMENDED RENT	RENT AS A PERCENT OF MARKET RENT
ONE-BEDROOM	LUXURY	29.0	$1,550	$1,400	88.6%
	UPSCALE	26.0	$1,370	$1,050	75.1%
	MODERATE	23.5	$1,215	$750	60.5%
	TAX CREDIT	23.5	$1,215	$550-$675	44.4%-54.5%
TWO-BEDROOM	LUXURY	29.0	$2,250	$1,750	76.3%
	UPSCALE	26.0	$2,000	$1,300	63.7%
	MODERATE	23.5	$1,750	$850	47.6%
	TAX CREDIT	23.5	$1,750	$650-$730	36.4%-40.9%
THREE-BEDROOM	LUXURY	29.0	$2,800	$2,000	70.0%
	UPSCALE	26.0	$2,500	$1,650	64.7%
	MODERATE	23.5	$2,200	$950	42.3%
	TAX CREDIT	23.5	$2,200	$750-$825	33.4%-36.8%

As the previous table illustrates, the rents used as a guideline for new development of luxury, upscale, and moderate/affordable units range from 42.3% to 88.6% of the market-driven rents and would be perceived as an excellent value within the market.

It is important to note that the Ithaca apartment market is dominated by college students. Half of all units in the market are occupied by college students. Because of this fact, as well as the fact that the market is 99.5% occupied, the rents in the Ithaca area are much higher than rents in similar markets and are out of reach for many renters in the Ithaca area. Although the rents used as a guideline for development in this report are well below the market-driven rents, they will respond well to non-student renters.

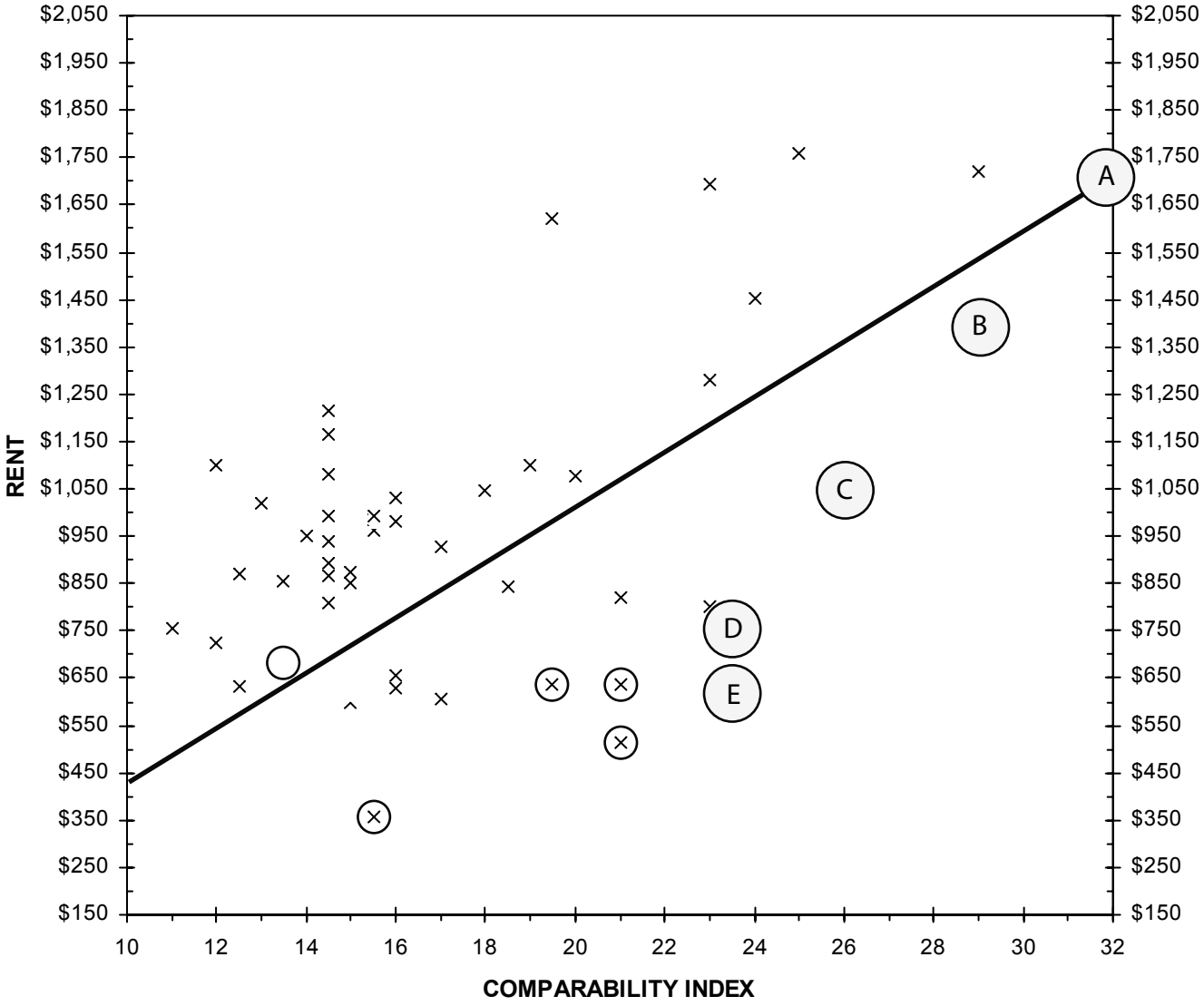
The recommended Tax Credit rents range from 33.4% to 54.5% of the market-driven rents and would be perceived as an excellent value within the market.

The number of any new units proposed for any new development in Ithaca must be considered relative to the project's ability to achieve a given rent level. Previous research conducted by Danter Company, LLC indicates that, all other factors being equal, larger properties must be a better value in the marketplace than smaller properties due to the higher number of units that must be rented each month to replace turnover. To generate a sufficient number of potential renters, larger properties typically need to set rents below comparable market rent. Smaller projects provide the best opportunity to increase rents after stabilized rent-up.

It is important to note that we have taken a conservative approach in determining the recommended rents for new development. Although our recommended rents range from 42.3% to 88.6% of the market rents, the high-end properties are dominated by smaller projects that are able to achieve higher rents due to the smaller number of units at those projects. In addition, our recommended rents take into consideration the number of projects that are planned or proposed to be built in the Ithaca area. We anticipate that a few large projects added to the market will have an impact on the rents within the entire Ithaca market.

The relative value the recommended rents represent in the market is further illustrated by the following trend line analyses.

ONE-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
DOWNTOWN CORE, ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
(x)- TAX CREDIT PROPERTIES
B- LUXURY DEVELOPMENT
C- UPSCALE DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

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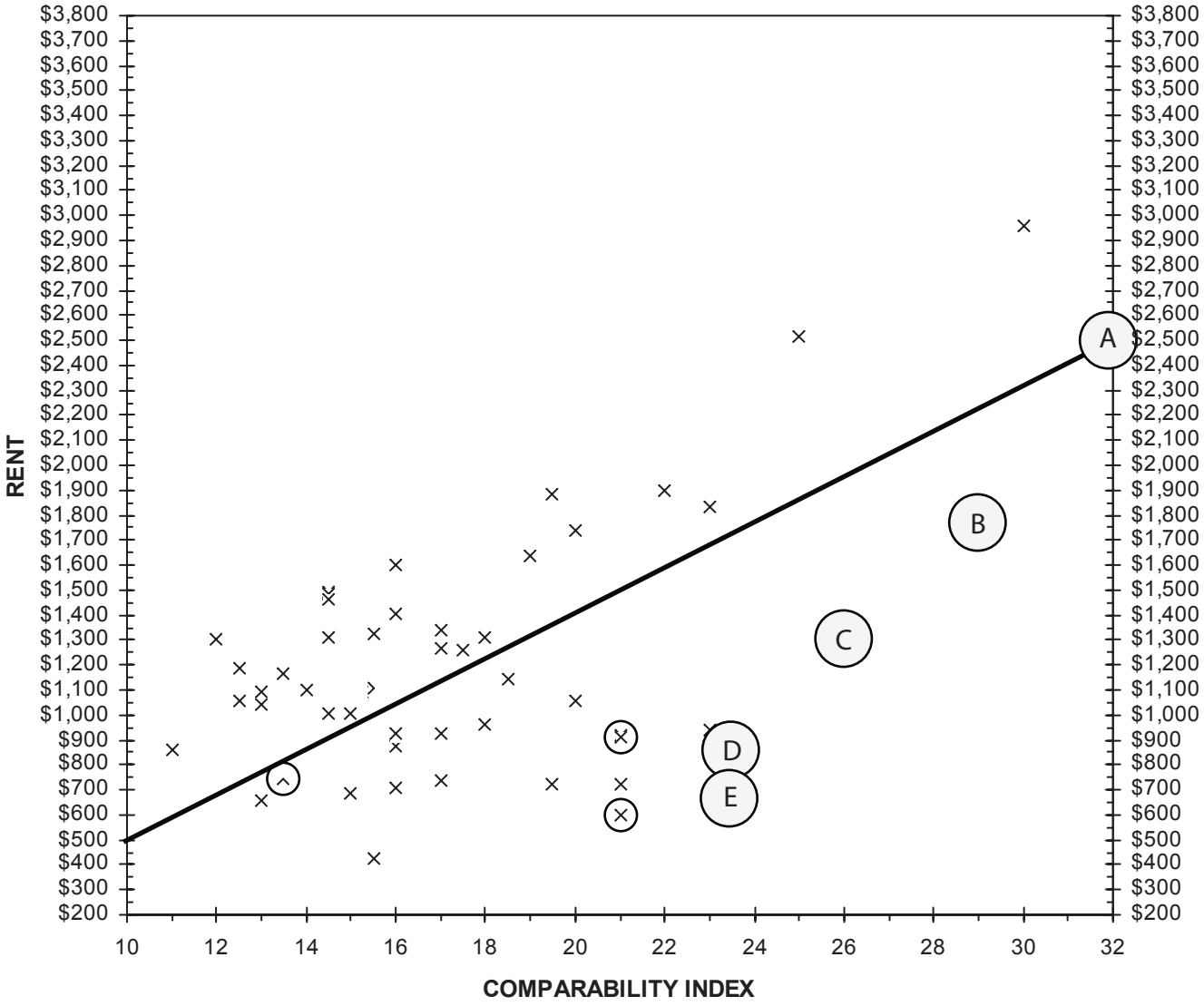
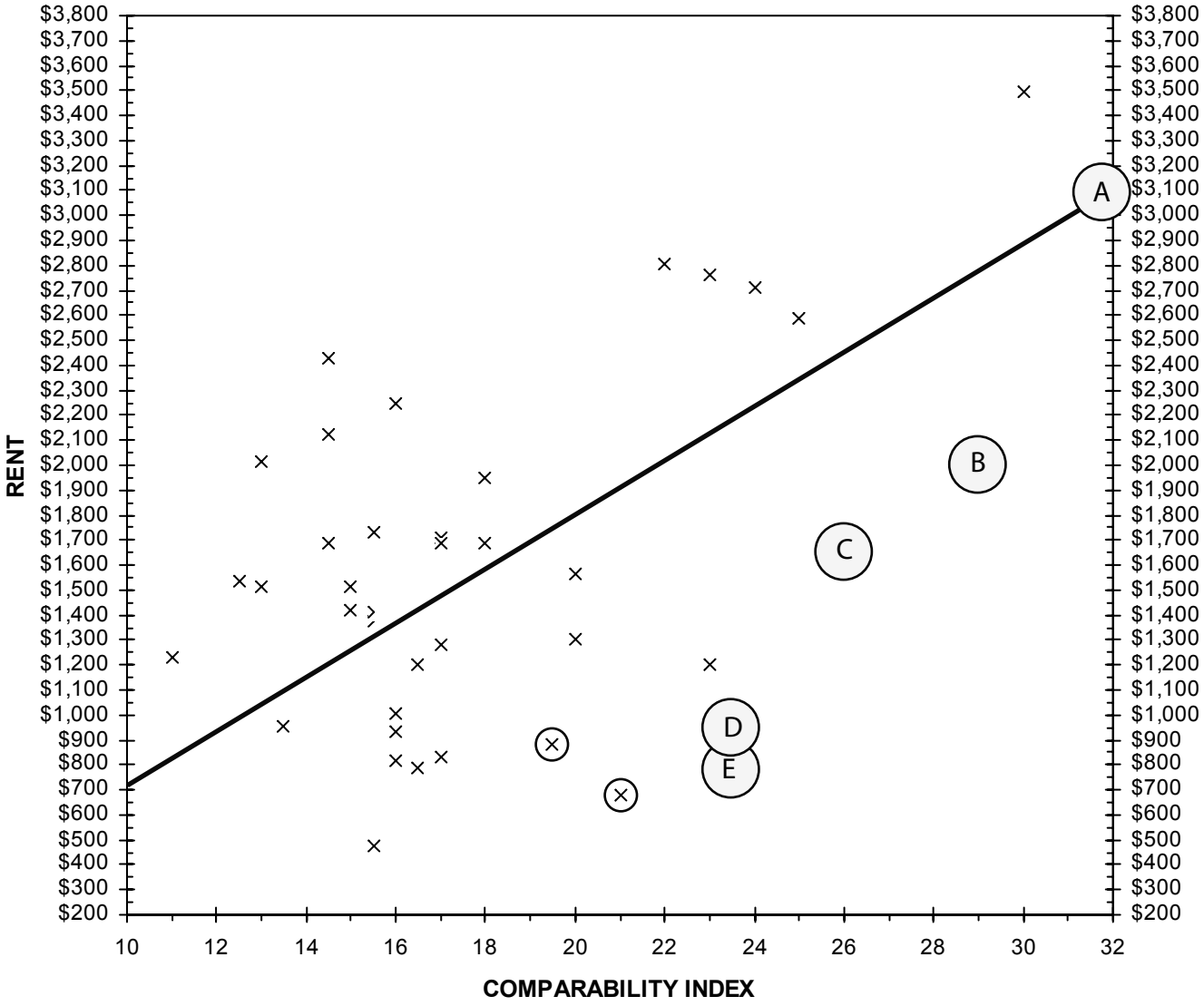
TWO-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
DOWNTOWN CORE, ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
(x)- TAX CREDIT PROPERTIES
B- LUXURY DEVELOPMENT
C- UPSCALE DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

DANTER COMPANY

THREE-BEDROOM UNITS
BY AVERAGE RENT
AND COMPARABILITY INDEX
DOWNTOWN CORE, ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011



LEGEND:
A- CURRENT RENTS
x- MARKET AREA PROPERTIES
(x)- TAX CREDIT PROPERTIES
B- LUXURY DEVELOPMENT
C- UPSCALE DEVELOPMENT
D- MODERATE/AFFORDABLE DEVELOPMENT
E- TAX CREDIT DEVELOPMENT

DANTER COMPANY

4) Competitive Analysis

The following competitive analysis is meant at a guideline for development potential in the Downtown Core of Ithaca. Because we are not evaluating a specific project that has been proposed to be built, we have used the development guidelines used within this study.

There are two sets of criteria which can be used to identify comparable properties. A project can be comparable conceptually and/or economically.

Conceptually comparable properties are those properties that have a similar comparability index. A similar comparability index indicates that properties will likely have similar unit and project amenities and a similar aesthetic rating. They may or may not have similar rents.

Economically comparable properties are those properties with similar net rent levels. These properties may or may not have a similar comparability index.

Following is a list of properties that would be considered conceptually competitive with the recommended project types based on the guidelines presented within this report. These conceptually competitive properties have comparability ratings within plus or minus 4.0 points of the recommended luxury and upscale properties and within plus or minus 3.0 points of the recommended affordable/moderate property and Tax Credit property:

MAP CODE	PROJECT	COMPARABILITY RATING	NUMBER OF UNITS	PERCENT OCCUPIED
-	**LUXURY PROPERTY**	**29.0**	**-**	**-**
30	312 COLLEGE AVENUE (S-F)	29.0	121	100.0%
38	407 COLLEGE AVENUE (S-F)	25.0	25	100.0%
60	GATEWAY COMMONS	30.0	25	100.0%
-	**UPSCALE PROPERTY**	**26.0**	**-**	**-**
26	MEADOWS TOWNHOMES (S)	23.0	108	100.0%
30	312 COLLEGE AVENUE (S-F)	29.0	121	100.0%
38	407 COLLEGE AVENUE (S-F)	25.0	25	100.0%
52	HORIZON VILLAGES ON THE HORIZON	23.0	42	100.0%
53	COLLEGETOWN PLAZA (S-F)	24.0	102	100.0%
72	CASA ROMA (S-F)	23.0	39	100.0%
-	**MODERATE/AFFORDABLE PROPERTY**	**23.5**	**-**	**-**
-	**TAX CREDIT PROPERTY**	**23.5**	**-**	**-**
23	EDDYGATE (S-F)	23.0	57	100.0%
25	UNIVERSITY PARK (S)	21.0	197	99.5%
26	MEADOWS TOWNHOMES (S)	23.0	108	100.0%
31	CAYUGA VIEW (TC)	21.0	24	100.0%
52	HORIZON VILLAGES ON THE HORIZON	23.0	42	100.0%
53	COLLEGETOWN PLAZA (S-F)	24.0	102	100.0%
72	CASA ROMA (S-F)	23.0	39	100.0%
79	TOP OF THE HILL (S)	22.0	13	100.0%
80	OVERLOOK AT WEST HILL (TC)	21.0	128	100.0%

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

Among the projects that would be considered conceptually comparable (have a similar comparability rating), only Gateway Commons and Horizon Villages on the Horizon are neither occupied by students nor operating under the Tax Credit program.

It is important to note that based on our survey of apartment managers, over half of all the apartment units surveyed in the Ithaca EMA are occupied by students.

Cayuga View and Overlook at West Hill operate under the Tax Credit program. These properties will likely be considered comparable to any new Tax Credit development in the Ithaca area based on the Tax Credit guidelines for occupancy.

Following is a list of properties that would be considered economically comparable with net two-bedroom rent plus or minus 15% of the recommended net rent and within 4.0 comparability points:

MAP CODE	PROJECT	TWO-BEDROOM NET RENT	NUMBER OF UNITS	PERCENT OCCUPIED
-	**LUXURY PROPERTY**	**$1,750**	**-**	**-**
23	EDDYGATE (S-F)	$1,655-$2,005	57	100.0%
52	HORIZON VILLAGES ON THE HORIZON	$1,408-$1,758	42	100.0%
53	COLLEGETOWN PLAZA (S-F)	$1,748-$1,808	102	100.0%
72	CASA ROMA (S-F)	$1,478-$1,708	39	100.0%
-	**UPSCALE PROPERTY**	**$1,300**	**-**	**-**
-	**MODERATE/AFFORDABLE**	**$850**	**-**	**-**
25	UNIVERSITY PARK (S)	$870-$970	197	99.5%
26	MEADOWS TOWNHOMES (S)	$925-$950	108	100.0%
31	CAYUGA VIEW (TC)	$910	24	100.0%
-	**TAX CREDIT PROPERTY**	**$650-$730**	**-**	**-**
31	CAYUGA VIEW (TC)	$910	24	100.0%
80	OVERLOOK AT WEST HILL (TC)	$343-$773	128	100.0%

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

A comparison of unit amenities at the projects that would be considered most comparable to the recommended projects is as follows:

PROJECT	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER/DRYER	WASHER/DRYER HOOKUPS	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SECURITY	BALCONY/PATIO	EXTRA STORAGE	GARAGE	FURNISHED	BASEMENT	VAULTED CEILINGS	SECURITY SYSTEM
LUXURY PROPERTY	**X**	**X**	**X**	**X**	**X**	**C**	**X**	**X**	**X**	**B**	**S**	**X**	**X**	**X**				**S**	**X**
312 COLLEGE AVENUE (S-F)	X	X	X	X	X	W			X	B		X				X			X
407 COLLEGE AVENUE (S-F)	X	X		X	X	W			X	B		X				X			
GATEWAY COMMONS	X	X	X	X	X	C	X	X	X	B		X							
UPSCALE PROPERTY	**X**	**X**	**X**	**X**	**X**	**C**	**X**	**X**	**X**	**B**	**S**	**X**	**X**	**X**				**S**	**X**
MEADOWS TOWNHOMES (S)	X	X		X	X	C		X	X	B			X						
312 COLLEGE AVENUE (S-F)	X	X	X	X	X	W			X	B		X				X			X
407 COLLEGE AVENUE (S-F)	X	X		X	X	W			X	B		X				X			
HORIZON VILLAGES ON THE HORIZON	X	X		X	X	C		X	X	B	X		X		A		X		
COLLEGETOWN PLAZA (S-F)	X	X	X	S		W			X	B		X	S			X			
CASA ROMA (S-F)	X	X	X	X	X	C			X	B		X			U	X			
MODERATE/AFFORDABLE	**X**	**X**		**X**	**X**	**C**		**X**	**X**	**B**		**X**	**X**	**X**					
TAX CREDIT	**X**	**X**		**X**	**X**	**C**		**X**	**X**	**B**		**X**	**X**	**X**					
EDDYGATE (S-F)	X	X	X			C						X	S			X			
UNIVERSITY PARK (S)	X	X		X	X	C			X	B	S		X	X				S	
MEADOWS TOWNHOMES (S)	X	X		X	X	C		X	X	B			X						
CAYUGA VIEW (TC)	X	X		X	X	C			X	B			X						
HORIZON VILLAGES ON THE HORIZON	X	X		X	X	C		X	X	B	X		X		A		X		
COLLEGETOWN PLAZA (S-F)	X	X	X	S		W			X	B		X	S			X			
CASA ROMA (S-F)	X	X	X	X	X	C			X	B		X			U	X			
TOP OF THE HILL (S)	X	X	X	X	X	W			X	B									X
OVERLOOK AT WEST HILL (TC)	X	X		X	X	C			X	B			X						

C – Central air conditioning
W – Window air conditioning
B – Blinds
S – Some
A – Attached
U – Underground parking

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

As the unit amenity comparison shows, a luxury or upscale project that includes a washer and dryer in each unit and a balcony or patio would have a competitive advantage over the majority of the units considered luxury or upscale in the market.

A project with moderate or affordable rents or a Tax Credit project that offered washer and dryer hookups, a balcony or patio, and extra storage would generally have a competitive advantage over the projects considered most comparable.

Project amenities are listed as follows:

PROJECT	POOL	COMMUNITY BUILDING	SAUNA	HOT TUB	FITNESS CENTER	TENNIS	PLAYGROUND	SPORTS COURT	JOG/BIKE TRAIL	THEATER ROOM	PICNIC AREA	LAUNDRY	SECURITY GATE	ON-SITE MANAGEMENT	ELEVATOR	BUSINESS CENTER	SECURITY GATE
LUXURY PROPERTY		**X**			**X**		**X**				**X**			**X**		**X**	**X**
312 COLLEGE AVENUE (S-F)					X					X		X		X	X		
407 COLLEGE AVENUE (S-F)												X					
GATEWAY COMMONS															X		
UPSCALE PROPERTY		**X**			**X**		**X**				**X**			**X**		**X**	**X**
MEADOWS TOWNHOMES (S)			X		X	X	X	B				X		X			
312 COLLEGE AVENUE (S-F)					X					X		X		X	X		
407 COLLEGE AVENUE (S-F)												X					
HORIZON VILLAGES ON THE HORIZON	X					X	X				X			X			
COLLEGETOWN PLAZA (S-F)												X		X	X		
CASA ROMA (S-F)					X							X					X
MODERATE/AFFORDABLE		**X**			**X**		**X**							**X**		**X**	
TAX CREDIT		**X**			**X**		**X**							**X**		**X**	
EDDYGATE (S-F)												X		X	X		
UNIVERSITY PARK (S)	X	X			X							X		X			
CAYUGA VIEW (TC)		X			X		X					X		X			
HORIZON VILLAGES ON THE HORIZON	X					X	X				X			X			
COLLEGETOWN PLAZA (S-F)												X		X	X		
CASA ROMA (S-F)					X							X					X
TOP OF THE HILL (S)												X					
OVERLOOK AT WEST HILL (TC)		X			X		X		X			X		X			

B – Basketball court
(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

Few projects in the market area offered a pool or community building/room. Any luxury or upscale project developed should offer a community building or room, as well as a fitness center, a business center, and a security gate. By offering these project amenities, any luxury or upscale development would be considered competitive with other similar projects in terms of project amenities.

In order for any new moderate/affordable project or Tax Credit project to be considered competitive with similar projects in terms of project amenities, a community building/room, fitness center, playground, and business center should be offered.

Prospective residents respond to three principal factors when selecting specific units:

- Perception of space, often based on the entry into the unit
- Bedroom size
- Closets are especially important. Large closets are immediately noticed by prospective tenants. Further, having the largest closets in the market facilitates rent increases since it is difficult for a tenant to move into another unit with <u>less</u> storage than they already have.

Unit and bedroom sizes (in square feet), rent (recommended as a guideline for development for any new project in the Ithaca area), and features of these projects are listed as follows:

ONE-BEDROOM COMPARISON				
PROJECT	**UNIT SIZE**	**NUMBER OF BATHS**	**NET RENT**	**RENT PER SQUARE FOOT**
LUXURY MARKET RATE	**800**	**1.0**	**$1,400**	**$1.75**
312 COLLEGE AVENUE (S-F)	420-505	1.0	$1,609-$1,829	$3.62-$3.83
407 COLLEGE AVENUE (S-F)	630	1.0	$1,759	$2.79
GATEWAY COMMONS	880-892	1.0	$1,572-$1,703	$1.79-$1.91
UPSCALE MARKET RATE	**700**	**1.0**	**$1,050**	**$1.40**
MEADOWS TOWNHOMES (S)	N/A (TH)	1.0	$925-$950	N/A
312 COLLEGE AVENUE (S-F)	420-505	1.0	$1,609-$1,829	$3.62-$3.83
407 COLLEGE AVENUE (S-F)	630	1.0	$1,759	$2.79
HORIZON VILLAGES ON THE HORIZON	800	1.0	$1,056-$1,206	$1.32-$1.51
COLLEGETOWN PLAZA (S-F)	425-465	1.0	$1,454	$3.13-$3.42
CASA ROMA (S-F)	462-492	1.0	$1,224-$1,334	$2.65-$2.71
MODERATE/AFFORDABLE	**700**	**1.0**	**$750**	**$1.07**
TAX CREDIT	**700**	**1.0**	**$550 (50%)** **$675 (60%)**	**$0.79** **$0.96**
EDDYGATE (S-F)	650	1.0	$1,600-$1,785	$2.46-$2.75
UNIVERSITY PARK (S)	700-815	1.0	$770-$870	$1.07-$1.10
MEADOWS TOWNHOMES (S)	N/A (TH)	1.0	$925-$950	N/A
CAYUGA VIEW (TC)	UNIT TYPE NOT OFFERED			
HORIZON VILLAGES ON THE HORIZON	800	1.0	$1,056-$1,206	$1.32-$1.51
COLLEGETOWN PLAZA (S-F)	425-465	1.0	$1,454	$3.13-$3.42
CASA ROMA (S-F)	462-492	1.0	$1,224-$1,334	$2.65-$2.71
TOP OF THE HILL (S)	UNIT TYPE NOT OFFERED			
OVERLOOK AT WEST HILL (TC)	690 690 690	1.0 1.0 1.0	$301 $571 $674	$0.44 $0.83 $0.98

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

As the one-bedroom comparison shows, the most comparable one-bedroom units in the market range in size from 420 square feet at 312 College Avenue to 892 square feet at Gateway Commons. The average one-bedroom comparable unit is 638 square feet.

Among the comparable luxury and upscale projects, net rents range from $925 at Meadows Townhomes to $1,829 at 312 College Avenue. The average rent among the luxury and upscale comparable units is $1,454.

Among the units considered moderate or affordable, net rents range from $770 at University Park to $1,785 at Eddygate. The average net rent among these units is $1,198. Although the rents at Eddygate are much higher than the rents used as a guideline for development in this report, Eddygate is considered comparable to a moderate/affordable project based on the amenities offered at the property as well as the comparability rating of the property. When excluding Eddygate from this analysis, the average net rent among the most comparable projects is $1,088.

TWO-BEDROOM COMPARISON

PROJECT	UNIT SIZE	NUMBER OF BATHS	NET RENT	RENT PER SQUARE FOOT
LUXURY MARKET-RATE	**1,150**	**2.0**	**$1,750**	**$1.52**
312 COLLEGE AVENUE (S-F)	670-870	1.0	$2,078-$2,148	$2.47-$3.10
407 COLLEGE AVENUE (S-F)	730	2.0	$2,518	$3.45
GATEWAY COMMONS	1,205 1,780	2.0 2.0	$2,336-$2,413 $3,539	$1.94-$2.00 $1.99
UPSCALE MARKET-RATE	**1,100**	**2.0**	**$1,300**	**$1.18**
MEADOWS TOWNHOMES (S)	1,088 (TH)	1.5	$925-$950	$0.85-$0.87
312 COLLEGE AVENUE (S-F)	670-870	1.0	$2,078-$2,148	$2.47-$3.10
407 COLLEGE AVENUE (S-F)	730	2.0	$2,518	$3.45
HORIZON VILLAGES ON THE HORIZON	1,225	2.0	$1,408-$1,758	$1.15-$1.44
COLLEGETOWN PLAZA (S-F)	460-480	1.0	$1,748-$1,808	$3.77-$3.80
CASA ROMA (S-F)	600-700	1.0	$1,478-$1,708	$2.44-$2.46
MODERATE/AFFORDABLE	**1,000**	**2.0**	**$850**	**$0.85**
TAX CREDIT	**1,000**	**2.0**	**$650 (50%)** **$730 (60%)**	**$0.65** **$0.73**
EDDYGATE (S-F)	730	1.0	$1,655-$2,005	$2.27-$2.75
UNIVERSITY PARK (S)	1,000	1.0	$870-$970	$0.87-$0.97
MEADOWS TOWNHOMES (S)	1,088 (TH)	1.5	$925-$950	$0.85-$0.87
CAYUGA VIEW (TC)	963 (TH)	1.0	$910	$0.94
HORIZON VILLAGES ON THE HORIZON	1,225	2.0	$1,408-$1,758	$1.15-$1.44
COLLEGETOWN PLAZA (S-F)	460-480	1.0	$1,748-$1,808	$3.77-$3.80
CASA ROMA (S-F)	600-700	1.0	$1,478-$1,708	$2.44-$2.46
TOP OF THE HILL (S)	900	1.0	$1,900	$2.11
OVERLOOK AT WEST HILL (TC)	830 830 830	1.0 1.0 1.0	$347 $670 $773	$0.42 $0.81 $0.93

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property

As the two-bedroom comparison shows, the most comparable two-bedroom units in the market range in size from 460 square feet at Collegetown Plaza to 1,780 square feet at Gateway Commons. The average two-bedroom comparable unit is 841 square feet.

Unit sizes for the luxury units range from 670 square feet at 312 College Avenue to 1,780 square feet at Gateway Commons. Among the upscale projects, unit sizes range from 460 at Collegetown Plaza to 1,225 at Horizon Villages on the Horizon.

Among the units considered comparable to the recommended luxury units, net rents range from $2,078 at 312 College Avenue to $3,539 at Gateway Commons. The Average net rent among these units is $2,505.

Net rents among the comparable upscale units range from $925 at Meadows Townhomes to $2,518 at 407 College Avenue. The average rent for a comparable upscale unit is $1,684.

Net rent among the comparable two-bedroom moderate/affordable units ranges from $870 at University Park to $2,005 at Eddygate. The average two-bedroom rent for units comparable to the moderate/affordable units is $1,475.

THREE-BEDROOM COMPARISON				
PROJECT	**UNIT SIZE**	**NUMBER OF BATHS**	**RENT**	**RENT PER SQUARE FOOT**
LUXURY MARKET-RATE	**1,300**	**2.0**	**$2,000**	**$1.54**
312 COLLEGE AVENUE (S-F)	690-990	1.0-2.0	$2,633-$2,868	$2.90-$3.82
407 COLLEGE AVENUE (S-F)	770	2.0	$2,588	$3.36
GATEWAY COMMONS	1,780	2.0	$3,452-$3,533	$1.94-$1.98
LUXURY MARKET-RATE	**1,200**	**2.0**	**$1,650**	**$1.38**
MEADOWS TOWNHOMES (S)	N/A (TH)	1.5	$1,200	N/A
312 COLLEGE AVENUE (S-F)	690-990	1.0-2.0	$2,633-$2,868	$2.90-$3.82
407 COLLEGE AVENUE (S-F)	770	2.0	$2,588	$3.36
HORIZON VILLAGES ON THE HORIZON	UNIT TYPE NOT OFFERED			
COLLEGETOWN PLAZA (S-F)	705	1.0	$2,708	$3.84
CASA ROMA (S-F)	930	1.0	$2,038	$2.19
MODERATE/AFFORDABLE	**1,200**	**1.5**	**$950**	**$0.79**
TAX CREDIT PROPERTY	**1,200**	**1.5**	**$750-$825**	**$0.63-$0.69**
EDDYGATE (S-F)	900	1.0	$2,590-$2,930	$2.88-$3.26
UNIVERSITY PARK (S)	UNIT TYPE NOT OFFERED			
MEADOWS TOWNHOMES (S)	N/A (TH)	1.5	$1,200	N/A
CAYUGA VIEW (TC)	UNIT TYPE NOT OFFERED			
HORIZON VILLAGES ON THE HORIZON	UNIT TYPE NOT OFFERED			
COLLEGETOWN PLAZA (S-F)	705	1.0	$2,708	$3.84
CASA ROMA (S-F)	930	1.0	$2,038	$2.19
TOP OF THE HILL (S)	940-1,260	2.0	$2,805	$2.23-$2.98
OVERLOOK AT WEST HILL (TC)	1,020	1.5	$391-$873	$0.38-$0.86

(S) – Occupied by students
(F) – Furnished units
(TC) – Tax Credit property
N/A – Not available

Among the comparable three-bedroom units, sizes range from 690 square feet at 312 College Avenue to 1,780 square feet at Gateway Commons. Overall, the average comparable three bedroom unit is 998 square feet. With the exception of the three-bedroom units at Gateway Commons, all three-bedroom units considered luxury or upscale are less than 1,000 square feet. Any new units with the recommended square feet of 1,300 for a luxury unit or 1,200 for an upscale unit would have a competitive advantage in terms of unit size.

Rents among the units considered comparable to the luxury units range from $2,588 at 407 College Avenue to $3,533 at Gateway Commons. The average is $3,015.

Net rents among the units comparable to the recommended upscale units range from $1,200 at Meadows Townhomes to $2,868 at 312 College Avenue. The average rent at the upscale properties is $2,339.

Among the projects considered moderate or affordable, only Meadows Townhomes has rents within $1,000 of the rents used as a guideline for development in this report.

5) Apartment Demand

Market-Rate

Based on findings from the Danter Company's nationwide telephone survey, we anticipate that the recommended one-, two-, and three-bedroom units will predominantly house one- to three-person households. Leasing industry standards for market-rate projects typically require households to have net rent-to-income ratios of 30%. The recommended net rents (includes water, sewer, and trash pickup) range from $1,400 to $2,000 per month for the luxury units, from $1,050 to $1,650 for the upscale units, and from $750 to $950 for the moderate/affordable units.

With the lowest recommended net monthly rent of $1,400 for the luxury units, the minimum annual housing cost is $16,800. Applying the 30% rent-to-income ratio requires a minimal annual household income of $56,000.

With the lowest recommended net monthly rent of $1,050 for the upscale units, the minimum annual housing cost is $12,600. Applying the 30% rent-to-income ratio requires a minimal annual household income of $42,000.

With the lowest recommended net monthly rent of $750 for the moderate/affordable units, the minimum annual housing cost is $9,000. Applying the 30% rent-to-income ratio requires a minimal annual household income of $30,000.

There are no income restrictions for market-rate units. Further, more and more households are “renters by choice”, often not opting for home ownership until their family status changes. Therefore, household incomes are not limited.

All Income-Qualified Households

The 2000 Census reported that 66.2% of the Downtown Core EMA households were renters. However, the reality is that this percentage varies depending on the income levels of the households. For example, at lower income levels, a higher ratio of renters is likely compared to the higher income levels.

Luxury Units

Considering the renter to total households ratio established for households with higher incomes, the estimated number of renter households within the Downtown Core EMA that are income-appropriate for the recommended luxury units (above $56,000) is estimated at 4,718 renter households in 2011. The recommended luxury units (up to 125 units) would represent 2.6% of their potential income-appropriate renter base. This is an excellent ratio of units to potential income-appropriate renter households.

Upscale Units

Considering the renter to total households ratio established for households with higher incomes, the estimated number of renter households within the Downtown Core EMA that are income-appropriate for the recommended upscale units (above $42,000) is estimated at 5,984 renter households in 2011. The recommended upscale units (up to 250 units) would represent 4.2% of their potential income-appropriate renter base. This is an excellent ratio of units to potential income-appropriate renter households.

Moderate/Affordable Units

Considering the renter to total households ratio established for households with higher incomes, the estimated number of renter households within the Downtown Core EMA that are income-appropriate for the recommended moderate/affordable units (above $30,000) is estimated at 7,340 renter households in 2011. The recommended moderate units (up to 300 units) would represent 4.1% of their potential income-appropriate renter base. This is an excellent ratio of units to potential income-appropriate renter households.

The following table summarizes the total income-qualified households for the recommended market-rate developments:

PROJECT TYPE	MINIMUM INCOME	INCOME-QUALIFIED RENTER HOUSEHOLDS	RATIO OF UNITS
LUXURY	$56,000	4,718	2.6%
UPSCALE	$42,000	5,984	4.2%
MODERATE/AFFORDABLE	$30,000	7,340	4.1%

Tax Credit

Program Limitations and Qualifications

The recommended Tax Credit units include one-, two-, and three-bedroom garden units with rents based on 50% and 60% of the area median household income.

Rents for units operating within the Tax Credit program are based on income limits by household size. The gross rent charged for an eligible unit to a tenant cannot exceed 30% of the tenant income limitation (50% or 60% of area median income adjusted for household size).

Median incomes are established by the United States Department of Housing and Urban Development (HUD). Ithaca is located in Tompkins County, New York, which is located in the Ithaca, NY Metropolitan Statistical Area (MSA). For 2011, the median household income for the Ithaca, New York MSA is $72,800.

The following chart illustrates the maximum income allowed per household size at the 50% and 60% levels, based on the 2011 median income for the Ithaca, New York Metropolitan Statistical Area (MSA):

HOUSEHOLD SIZE	MAXIMUM ALLOWABLE INCOME	
	50%	60%
ONE-PERSON	$25,500	$30,600
TWO-PERSON	$29,150	$34,980
THREE-PERSON	$32,800	$39,360
FOUR-PERSON	$36,400	$43,680
FIVE-PERSON	$39,350	$47,220

Current guidelines establish maximum rents based on the probable household size by number of bedrooms, with one-bedroom units at 1.5, two-bedroom units at 3.0, and three-bedroom units at 4.5 people per household (regardless of the actual number of people occupying the unit). Maximum rent by number of bedrooms is as follows:

UNIT TYPE	MAXIMUM GROSS RENT	
	50%	60%
ONE-BEDROOM (1.5)	$683	$819
TWO-BEDROOM (3.0)	$820	$984
THREE-BEDROOM (4.5)	$946	$1,136

Utility cost estimates have been applied to the maximum gross rents in order to estimate maximum net rents. (Net rents are used to more easily compare with existing market rents in the area.)

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MAXIMUM GROSS MONTHLY RENT	ESTIMATED UTILITY COST*	ESTIMATED MAXIMUM NET RENT	RECOMMENDED NET RENT
ONE-BEDROOM	50%	$683	$117	$566	$550
	60%	$819	$117	$702	$675
TWO-BEDROOM	50%	$820	$157	$663	$650
	60%	$984	$157	$827	$730
THREE-BEDROOM	50%	$946	$196	$750	$750
	60%	$1,136	$196	$940	$825
*Source: Ithaca Housing Authority					

The recommended rents are set from $115 below to the current (2011) maximum allowable. The maximum allowable net rents at opening may increase (or decrease) based on the median income and utility rates at the time.

Income-Appropriate Households

Under the Section 42 Tax Credit program, a household may live in any unit type, regardless of size, as long as the household income does not exceed the maximum allowable for that household size.

Based on findings from The Danter Company's nationwide telephone survey, we anticipate that any new one-, two-, and three-bedroom Tax Credit units will predominantly house one- to four-person households. In addition, any Tax Credit units are recommended to include units available at rents based on 50% and 60% of the area median household income. For 2011, the maximum allowable income for a one-person household at the 50% income level is $25,500 and the maximum allowable income for a four-person household at the 60% income level is $43,680.

Based on telephone surveys conducted by The Danter Company among residents of low-income housing Tax Credit projects, it was established that the ratio of rent to monthly income often exceeds the maximum ratio of 30%. According to surveys, this ratio may reach 40% for family households. Thus, at the recommended rent levels, the minimum annual household income level for new Tax Credit units in Ithaca could be as low as $20,010 (gross rent for a one-bedroom unit at the 50% level - $667/40% = $1,667 X 12 months = $20,010).

All Income-Qualified Households

In 2011, there are an estimated 4,405 total households within the Downtown Core EMA with incomes between $20,010 and $43,680. Following is an analysis of housing costs as a percent of household income by the number of qualified households in the Downtown Core EMA:

PERCENT OF INCOME TO GROSS HOUSING COSTS	INCOME RANGE	TOTAL HOUSEHOLDS	CAPTURE RATE (300 UNITS)
30%	$26,680-$43,680	2,965	10.1%
35%	$22,870-$43,680	3,773	8.0%
40%	$20,010-$43,680	4,405	6.8%

The recommended (up to 300 units) Tax Credit units would represent a rental housing alternative for 6.8% to 10.1% of all income-appropriate households, depending on management's criteria for qualifying potential renters.

These are excellent ratios and indicate a good supply of potential household support. These ratios have been considered in establishing anticipated absorption rates.

All Tax Credit Development

There are 7 existing Tax Credit properties with a total of 624 units within the Downtown Core EMA. The existing Tax Credit units range from one- to four-bedroom units:

- The 235-unit West Village project
- The 24-unit Cayuga View project
- The 56-unit Linderman Creek project
- The 72- unit Linderman Creek Phase II project
- The 39-unit Cedar Creek project
- The 70-unit Conifer Village project that is restricted to older adults 55 or older
- The 80-unit Ovealook at West Hill project

When the existing Tax Credit units in the Downtown Core EMA are also considered, the appropriate household income range is $10,740 to $47,220. This range is wider than the range for just the recommended development due to the wider range of rents being charged when considering the existing properties. The following table analyzes the number of households with appropriate incomes when considering all Tax Credit development in the Downtown Core EMA:

PERCENT OF INCOME TO GROSS HOUSING COSTS	INCOME RANGE	TOTAL HOUSEHOLDS	CAPTURE RATE (924 UNITS)
30%	$14,320-$47,220	6,206	14.9%
35%	$12,270-$47,220	6,703	13.8%
40%	$10,740-$47,220	7,075	13.1%

The existing Tax Credit units as well as the recommended Tax Credit units would represent a rental housing alternative for 13.1% to 14.9% of all income-appropriate households, depending on management's criteria for qualifying potential renters. These ratios are considered good and have been considered in establishing absorption rates.

Renter Households

The 2000 Census indicated that 66.2% of the area households were rentals.

Considering the renter to total households' ratio established for households with lower incomes, the estimated number of renter households within the Downtown Core EMA that are income-qualified for the recommended Tax Credit units ($20,010 to $43,680) is estimated at 2,916. The (up to 300 units) Tax Credit units recommended represent 10.3% of their potential income-qualified renter base. This is an excellent ratio of units to potential income-qualified renter households.

As noted earlier, there are 624 existing Tax Credit units within the Downtown Core EMA. Combined with the (up to 300 units) recommended units, these properties total 924 Tax Credit units. When the existing Tax Credit units in the Downtown Core EMA are also considered, the appropriate household income range is $10,740 to $47,220. This range is wider than the range for just the subject project due to the variety of units and range of rents. The number of renter households within this income range is estimated to be 4,684. The 924 combined Tax Credit units (existing and recommended) represent 19.7% of the income-qualified *renter base*. This is considered a fair ratio of units to income-qualified *renter* households.

It should be noted that there are no existing Tax Credit developments within the Central Business District. The maximum allowable income for a two-person households at the 50% income level is $29,150, or approximately $15.00 per hour, which is clearly applicable to a large number of employees working within the Central Business District.

Housing Choice Vouchers

It is anticipated that additional support for a new Tax Credit project would come from tenants with Housing Choice Vouchers. The current (FY 2012) Fair Market Rents for the area as well as the recommended gross rents are as follows:

UNIT TYPE	FAIR MARKET RENTS	RECOMMENDED GROSS RENTS	
		50%	60%
ONE-BEDROOM	$825	$667	$792
TWO-BEDROOM	$961	$807	$887
THREE-BEDROOM	$1,169	$946	$1,021

Source: US Department of Housing and Urban Development
Effective Date: October 2011
Note: The Fair Market Rents have been established by the Department of Housing and Urban Development and are gross rents including all utilities.

As the above table indicates, the recommended gross Tax Credit rents for the one-, two-, and three-bedroom units at the 50% and 60% income levels are below the Fair Market Rents. These units will be available to renters with Housing Choice Vouchers.

c. Field Survey of Apartments

1) Downtown Core of Ithaca

A total of 5,063 conventional apartment units in 80 projects were surveyed in the Downtown Core EMA. A total of 4,793 of these units are in 75 market-rate and Tax Credit developments. (There are 4,239 units within 69 market-rate developments and 554 units within 6 Tax Credit developments). The remaining 270 units are located in 5 subsidized developments. Subsidized units have been excluded from our analysis.

The focus on student housing in the Ithaca rental market has created a highly disproportionate share of rental housing. The home ownership rate in Tompkins County is only 53.7%, and only 26.0% in the City of Ithaca. Between 2000 and 2010, Tompkins County added 2,950 new housing units: 59.4% were single-family and 40.6% were multifamily. Virtually all of the multifamily units were rental with few condominiums.

Following is a distribution of market-rate and Tax Credit units surveyed by unit type and vacancy rate:

DISTRIBUTION OF CONVENTIONAL MARKET-RATE APARTMENTS
AND VACANCY RATE
DOWNTOWN CORE OF ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011

UNIT TYPE	MARKET-RATE UNITS		VACANCY RATE
	NUMBER	PERCENT	
STUDIO	825	17.2%	0.2%
ONE-BEDROOM	1,350	28.2%	0.3%
TWO-BEDROOM	1,704	35.6%	0.9%
THREE-BEDROOM	667	13.9%	0.6%
FOUR-BEDROOM	247	5.2%	0.0%
TOTAL	4,793	100.0%	0.5%

The overall vacancy rate in the market is only 0.5%. Vacancies are extremely low in the market area, and the market is limited by supply rather than demand.

Among 75 market-rate and Tax Credit projects, 61 (81.3%) report no vacancies, accounting for 60.7% of the total units. Only 4 (5.3%) of all projects had occupancies below 98%.

In an analysis of tenant profile, 34 of the 55 properties in the Downtown Core EMA contain over 80% students. These properties account for 43.0% of the total market-rate units in the EMA. Among the 4,793 units in the EMA, approximately 49% are occupied by students. A large share of the student housing consists of graduate students. The second-largest tenant category is Cornell faculty and staff. Interviews with owners and managers indicate that an increasing number of seniors and empty nesters are impacting the market; however, it is estimated to be only 6% to 8% of the total market. Nationally, we have seen an increasing number of seniors and empty nesters responding to a more urban lifestyle. However, this component is most responsive to larger complexes with a full amenity package, not unlike the typical suburban developments. Seniors are least likely to respond to smaller, "urban pioneer" style developments. We would expect a greater share of the senior market once such properties impact the Ithaca downtown.

The Downtown Core EMA apartment base contains a disproportionately high percentage (when compared to conventional apartment markets) of three- and four-bedroom units, 19.1% of the total. This is common in markets with a large percentage of college students.

Median rents are very high, as are upper-quartile rents.

A comparison of median and upper-quartile rents and vacancies by each unit type follows:

MEDIAN AND UPPER-QUARTILE
RENTS AND VACANCIES
DOWNTOWN CORE OF ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011

UNIT TYPE	MEDIAN RENTS	OVERALL VACANCY RATE	UPPER-QUARTILE		
			RENT RANGE	NUMBER OF UNITS	VACANCY RATE
STUDIO	$785	0.2%	$1,011-$1,481	206	0.0%
ONE-BEDROOM	$870	0.3%	$969-$1,829	338	0.6%
TWO-BEDROOM	$995	0.9%	$1,270-$3,539	426	0.9%
THREE-BEDROOM	$1,200	0.6%	$1,680-$3,533	167	0.0%
FOUR-BEDROOM	$2,487	0.0%	$2,900-$3,500	36	0.0%

In an analysis of rental housing in both the Downtown Core EMA and Tompkins County, median rents were relatively high.

	ONE-BEDROOM	TWO-BEDROOM
DOWNTOWN CORE EMA	$870	$995
TOMPKINS COUNTY	$869	$963

While rents are relatively high, the median does not reflect the entire picture. Higher rents do not reflect higher quality product in the market. True, product at the high end of the market has a comparability rating ranging from 26.0 to 30.0, relatively high in any market. However, the comparability rating for apartments at median rent ($995 for a two-bedroom unit) is only 16.5. To place this in perspective, the rent at a comparability rating of 16.5 in several university markets is shown below:

Rochester, New York	$ 910
Binghamton, New York	$ 860
Richmond, Virginia	$ 875
Salisbury, Maryland	$ 825
Tallahassee, Florida	$ 790
Chapel Hill, North Carolina	$ 785
Columbia, South Carolina	$ 675
Ann Arbor, Michigan	$ 950
Ithaca, New York	**$ 995**

While the rents in the Downtown Core EMA generally represent a typical distribution with a greater number of affordable units at the bottom of the market and fewer at the top, albeit, with a somewhat higher concentration at the top of the market, there is a lack of product at what would, under normal conditions, be classified as the “middle of the market”. In most conventional markets, a comparability rating of 16.5 would represent generally “affordable housing” at the bottom of the market, even as represented above in other university communities. In the Downtown Core EMA, there are only 119 market-rate and/or Tax Credit two-bedroom rental units renting under $800 per month. It should be noted that an $800 rent requires an income of over $18 per hour to qualify under most rental management criteria. Ithaca is missing the middle of the market – ALL rents have moved well beyond what would usually be considered “the middle.”

Clearly, there is a shortage of rental housing serving Ithaca at all rent levels. It is especially important to recognize that every market is impacted by a housing continuum. Permanent residents move up through a series of housing choices and price points. A void in any specific portion of the market impacts those product lines above. The lack of middle market rental product for the non-student market eventually impacts the home ownership market. Given the potential for a weakening resale market, it is

important to provide step-up alternatives in order to continually “recharge” the single-family resale market.

A strategy encouraging non-student rental housing development at moderate rents ($700 to $900 for a two-bedroom unit) should be considered. In all likelihood this would not be located in the center city area. This price point generally would require lower land and construction costs than usually encountered in urban neighborhoods. A strategy of encouraging such development in the peripheral neighborhoods within walking distance of the Downtown Core would continue to strengthen the area.

Based on past studies conducted by The Danter Company, as well as interviews with property owners and managers, recent median rents in the Downtown Core EMA have increased by as much as 5.0%. However, median rents are impacted by the addition of new product, usually added to the top of the market. In an analysis of rents within same properties, rents have increased 3.0% to 3.8% annually.

It is significant that 76.9% of the market-rate units surveyed were constructed and opened before 1990. These older developments contain a combined total of 3,685 units with only 26 vacancies, a 0.7% vacancy rate.

From a market perspective, there is a bright spot in the future (if you are not an apartment property owner). Since 2000, there have been 14 new rental properties added to the market with a total of 654 units, an average of 47 units per project. There are currently up to 7 rental housing projects planned or proposed in the market totaling several hundred units. At least two have the potential to be in excess of 200 units with a full complement of unit and project amenities. These properties will most likely have considerably higher comparability ratings than existing properties at a comparable, or slightly lower, rent. While the tenant profile cannot be strictly enforced, they are not anticipated to be student-oriented. These properties will bring some pressure on existing rents in the area.

Following is a distribution of units and vacancies by year of construction:

DISTRIBUTION OF UNIT AND VACANCIES BY YEAR BUILT DOWNTOWN CORE OF ITHACA, NEW YORK EFFECTIVE MARKET AREA APRIL 2011			
PERIOD	**PROJECTS BUILT**	**UNITS BUILT**	**CURRENT VACANCY RATE**
BEFORE 1970	21	1,257	1.2%
1970-1979	17	1,604	0.6%
1980-1989	16	824	0.2%
1990-1999	7	454	0.0%
2000-2006	6	344	0.0%
2007	3	47	0.0%
2008	4	224	0.0%
2009	1	39	0.0%
2010	-	-	-
2011*	-	-	-
TOTAL	75	4,793	0.5%
*Through April			

Projects in the area range in size from 9 to 270 units. The average area project includes 64 units. The following table provides a distribution of units by the size of the project:

DISTRIBUTION OF UNITS AND PROJECTS BY PROJECT SIZE DOWNTOWN CORE OF ITHACA, NEW YORK EFFECTIVE MARKET AREA APRIL 2011					
TOTAL UNITS IN PROJECTS	**PROJECTS**		**UNITS**		**VACANCY RATE**
	NUMBER	**PERCENT**	**NUMBER**	**PERCENT**	
LESS THAN 25	15	20.0%	260	5.4%	0.0%
25 TO 49	23	30.7%	819	17.1%	0.0%
50 TO 99	24	32.0%	1,656	34.6%	0.5%
100 TO 199	10	13.3%	1,339	27.9%	0.7%
200 TO 299	3	4.0%	719	15.0%	1.0%
300 OR GREATER	-	-	-	-	-
TOTAL	75	100.0%	4,793	100.0%	0.5%

The area apartment market has been evaluated by the comparability rating of each property. Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). The median quality rating in the Downtown Core EMA is only 16.2. The following table identifies units and vacancies by comparability rating:

DISTRIBUTION OF UNITS AND PROJECTS
BY COMPARABILITY RATING
DOWNTOWN CORE OF ITHACA, NEW YORK
EFFECTIVE MARKET AREA
APRIL 2011

COMPARABILITY RATING RANGE	NUMBER OF PROJECTS	NUMBER OF UNITS	VACANCY RATE
LESS THAN 15.0	27	1,201	0.3%
15.0 TO 17.5	21	1,359	0.8%
18.0 TO 20.5	14	1,282	0.8%
21.0 TO 22.5	5	432	0.2%
23.0 OR GREATER	8	519	0.0%
TOTAL	75	4,793	0.5%

A total of 67 (89.3%) of the apartment properties surveyed have a comparability rating below 23.0. The highest-rated conventional project in the area is the 25-unit Gateway Commons (Map Code 60), which opened in 2006 and has a rating of 30.0.

Overall, the Downtown Core EMA is typified by smaller properties with high rents and few amenities.

The following chart illustrated the potential comparability ratings of new rental housing based on our recommendation guidelines for development:

ANTICIPATED COMPARABILITY RATINGS

PROJECT TYPE	COMPARABILITY RATING
LUXURY	29.0
UPSCALE	26.0
MODERATE-AFFORDABLE	23.5
TAX CREDIT	23.5

2) Analysis of Tax Credit Apartment Supply

There are 7 existing Tax Credit developments in Tompkins County. These 7 developments contain 624 Tax Credit units. Four of the 7 Tax Credit developments are in the western portion of the Town of Ithaca and the remaining 3 Tax Credit projects are in the western portion of the City of Ithaca. The overall occupancy rate among the Tax Credit units is 99.7%. There are only 2 vacant Tax Credit units in the Ithaca market. Following is a summary of the existing Tax Credit units in the market:

MAP CODE	NAME	YEAR OPENED/ RENOVATED	TOTAL UNITS	RENT LEVELS				OCCUPANCY RATE
				ONE-BR.	TWO-BR.	THREE-BR.	FOUR-BR.	
-	**RECOMMENDED**	**-**	**100**	**$500-$650**	**$600-$700**	**$700-$775**	**-**	**-**
29	WEST VILLAGE	1972/1998	235	$683	$743	$955	$1,002	99.1%
31	CAYUGA VIEW	2005	24	-	$910	-	-	100.0%
57	LINDERMAN CREEK	2000	56	$619-$637	$700-$722	$734-$901	-	100.0%
58	LINDERMAN CREEK PHASE II	2004	72	$637	$722	$868-$901	-	100.0%
74	CONIFER VILLAGE	2008	70	$550-$721	$637-$809	-	-	100.0%
76	CEDAR CREEK	2009	39	$241-$476	$277-$852	$315-$640	-	100.0%
80	OVERLOOK AT WEST HILL	2006	128	$301-$674	$347-$773	$391-$873	-	100.0%

Conifer Village is restricted to older adults, age 55 or older.

It is of note that under most circumstances students are precluded from living in Tax Credit developments.

E. PLANNED AND PROPOSED PROJECTS

According to area planning and zoning officials and local developers, several multifamily rental housing, mixed-use, and commercial developments are planned in Tompkins County and Ithaca. It is important to note that the status of the following projects is constantly changing and the following was the latest information available as of March 2012.

- An addition to the existing 68-unit Cayuga Place (Map Code 63) is currently in the planning stages. This would include the construction of 30 upscale rental housing units just south of the existing building, adjacent to the Cayuga parking garage. According to the area planner, development has been delayed by the developer attempting to secure financing.

- The existing Rothschild Building at 215 East State Street recently lost a tenant, Terta Tech, and the developer (Jeffrey Rimland) is currently proposing to renovate and convert the vacant space into 30 to 38 townhouse apartment units. However, nothing official has been approved and a construction timeline has not yet been determined on this project.

- Ithaca Neighborhood Housing Services plans to build a 52-unit affordable rental housing development at the site of the Women's Community Building in the northwest quadrant of the West Seneca Street/North Cayuga Street intersection. The project, Breckenridge Place, received funding in 2011 through the New York State Division of Housing and Community Renewal. This project will operate under the Tax Credit program guidelines. The project will be contained within a 6 story building and will also include office and meeting space. Construction is expected to begin in August 2012.

- Plans have recently been approved to demolish one of the 6 existing buildings, containing 5 units, at the College Park Apartments (Map Code 78) at 309 Eddy Street. The building that was demolished will be replaced by a 24-unit building. Construction on this project began in spring 2012.

- The Novarr-Mackesey Group is constructing the Collegetown Terrace project, east of downtown Ithaca in the southern portion of the Collegetown neighborhood. This project entails the demolition of several existing apartment buildings that will be replaced by more modern student housing. The project included 635 beds at the site and the plans include the demolition of 475 of these beds, while 160 beds will remain. Once completed, the project will feature an estimated 1,221 beds of student housing. Site plans have been reviewed and approved and the project is currently under-construction.

- There is a 60-unit apartment property planned at 307 College Avenue, in the Collegetown neighborhood, just south of the Cornell University campus. Plans have been submitted to the Planning Board for Lead Agency determination. Because of the lack of land, the developer (Josh Lower) is currently proposing demolition of two buildings on nearby land that he owns for up to 40 off-site spaces, and is seeking an appeal for the project to be exempt from the city's current parking ordinance that requires one parking space for every 2 housing units constructed. At this time, the applicant is asking the Board to identify the Lead Agency, so the project can be reviewed by the Board of Zoning Appeals and the remaining issues resolved. If approved, the developer plans to begin construction in June 2011 for fall 2012 occupancy; however, nothing official has been determined on the developer's appeal request.

- After a decade of toxic-waste cleanup at the former site of the Ithaca Gun Factory, removal of all debris was completed last summer. The developer, Frost Travis, has proposed developing the site into luxury condominiums and apartments. Plans have not been submitted and a time line is unknown.

- There have been preliminary discussions regarding the re-development of a number of sites located west of downtown Ithaca to SR 13, along the West State Street Corridor, for the development of 20 to 35 residential units; one such property is being advertized on site at the northwest corner of Meadow (SR 13) and Seneca (SR 79) streets reads: "Coming Soon: 1-2-3 Bedrooms, Furnished Apartments, Developers Jim and Toni Iacovelli". The project has received approval but the developer has not been able to secure financing.

- Conifer Realty and Cornell University have submitted preliminary sketch plans for the Conifer West Hill development located south of Overlook at West Hill. The initial development plans include 60 senior apartments and 36 senior townhomes on 35 acre. A previous sketch included a 72-unit apartment complex, a 60-unit assisted living facility, and a 106 space park and ride lot for Cornell. The development is currently in State Environmental Quality Review and seeking financing through Low Income Housing Tax Credits. If approved, units will be available to senior households with income up to 60% of the area median household income.

- A five-story mixed use building that will include 38 apartments and 9,311 square feet of commercial space has been proposed to be built at 140 Seneca Way. Preliminary plans include 32 one-bedroom units and 6 two-bedroom units on the second through fifth floors and commercial space on the first floor. The plans are currently going through environmental reviews. The proposed development will include two surface parking lots with a total of 41 spaces, landscaping, and a paved entry plaza. Planning officials noted that although there are strong neighborhood concerns with the building's height and density, the project has completed the review process and expects to break ground in 2012.

- A new mixed-use project that includes 408 housing units has been proposed by developer John Rancich. The initial plans for the development also include retail and office space, condominiums, single-family homes, and townhomes. The project is located off State Route 79 near Linderman Creek and includes 158 acres. According to planning officials, the project is being redesigned and is not currently under review. Planning officials do not know if the project will pass the environmental review or a timetable for the project.

Based on the amount of rental housing planned in the Ithaca area, it would appear that any new project planned to be built could potentially have additional competition once completed. However, because it is not currently known whether these projects will ultimately be constructed, it is not possible to assess the impact they could have on any new development in the Ithaca area.

F. TOMPKINS COUNTY RENTAL BASE

Detailed data regarding Tompkins County, New York rental base are provided by ESRI, Incorporated and the 2000 Census. In 2010, there are an estimated 39,054 housing units within Tompkins County. This is up from the 36,420 units identified in the 2000 Census. By 2015, the number of area housing units is projected to increase 2.6% from 2010 to 40,057.

Distributions of housing units in 2000 are as follows:

	NUMBER	PERCENT
OCCUPIED	36,420	94.3%
BY OWNER	19,574	53.7%
BY RENTER	16,846	46.3%
VACANT	2,205	5.7%
TOTAL	38,625	100.0%

The above data are a distribution of all rental units (e.g., duplexes, conversions, units above storefronts, single-family homes, mobile homes, and conventional apartments) regardless of age or condition. Vacancies reflect some of the seasonal nature of the area rental market.

In 2000, there were approximately 16,846 renter-occupied housing units in Tompkins County. This includes all housing units (e.g., duplexes, single-family homes, mobile homes) regardless of age or condition. A summary of the existing rental units in Tompkins County by type follows:

UNIT TYPE	TOTAL NUMBER OF HOUSING UNITS	SHARE OF HOUSING UNITS
SINGLE, DETACHED	2,444	14.5%
SINGLE, ATTACHED	768	4.6%
2 TO 4	5,429	32.2%
5 TO 9	2,683	15.9%
10 TO 19	1,582	9.4%
20 TO 49	1,188	7.0%
50+	1,914	11.4%
MOBILE HOME OR TRAILER	837	5.0%
OTHER	0	0.0%
TOTAL	16,846	100.0%

Of the 16,846 renter-occupied housing units in Tompkins County in 2000, 9,478 (56.3%) were within single-family detached and attached, 2- to 4-unit buildings, and mobile homes or trailers. This is a high share of renter-occupied units in non-conventional alternatives. Following is a summary of the renter households in Tompkins County by household size:

DISTRIBUTION OF RENTER HOUSEHOLDS BY HOUSEHOLD SIZE
TOMPKINS COUNTY, NEW YORK
2000

HOUSEHOLD SIZE	NUMBER	PERCENT
ONE PERSON	7,691	45.7%
TWO PERSONS	4,600	27.3%
THREE PERSONS	2,300	13.7%
FOUR PERSONS	1,420	8.4%
FIVE OR MORE PERSONS	834	5.0%
TOTAL	16,846	100.0%
Sources: 2000 Census of Population ESRI, Incorporated		

As the above table illustrates, 14,591 (86.6%) rental units in Tompkins County are occupied by a one-, two-, or three-person household. These households are expected to provide most of the support for the recommended project types.

In 2000, the owner- and renter-occupied households within Tompkins County were distributed as follows:

DISTRIBUTION OF TENURE BY AGE
TOMPKINS COUNTY, NEW YORK
2000 CENSUS

TENURE	OWNER-OCCUPIED		RENTER-OCCUPIED	
	NUMBER	PERCENT	NUMBER	PERCENT
HOUSEHOLDER 15 TO 24 YEARS	212	1.1%	5,084	30.2%
HOUSEHOLDER 25 TO 34 YEARS	1,875	9.6%	5,104	30.3%
HOUSEHOLDER 35 TO 44 YEARS	4,368	22.3%	2,603	15.5%
HOUSEHOLDER 45 TO 54 YEARS	5,498	28.1%	1,637	9.7%
HOUSEHOLDER 55 TO 64 YEARS	3,317	16.9%	647	3.8%
HOUSEHOLDER 65 TO 74 YEARS	2,356	12.0%	610	3.6%
HOUSEHOLDER 75 TO 84 YEARS	1,521	7.8%	793	4.7%
HOUSEHOLDER 85 YEARS AND OVER	427	2.2%	368	2.2%
TOTAL	19,574	100.0%	16,846	100.0%

In 2000, existing gross rents in Tompkins County were distributed as follows:

	NUMBER	PERCENT
NO CASH RENT	413	2.5%
UNDER $250	758	4.5%
$250 - $349	680	4.0%
$350 - $449	2,269	13.5%
$450 - $549	2,812	16.7%
$550 - $649	2,962	17.6%
$650 - $749	2,624	15.6%
$750 - $899	1,992	11.8%
$900 - $999	650	3.9%
$1,000 - $1,499	993	5.9%
$1,500 AND OVER	693	4.1%
TOTAL	16,846	100.0%
MEDIAN GROSS RENT	$607	
Source: 2000 Census		

The following table provides a summary of gross rent as a percentage of household income for the renter households in Tompkins County:

GROSS RENT AS A PERCENT OF INCOME TOMPKINS COUNTY, NEW YORK

PERCENTAGE	RENTER HOUSEHOLDS	
	NUMBER	PERCENT
LESS THAN 20%	4,218	25.0%
20% TO 24%	1,736	10.3%
25% TO 29%	1,500	8.9%
30% TO 34%	1,193	7.1%
35% OR MORE	7,202	42.8%
NOT COMPUTED	997	5.9%
TOTAL	16,846	100.0%

As the above table indicates, 49.9% of the renter households paid over 30% of their annual household income for rental housing costs. A total of 7,202 renter households paid 35% or more of their income for rental housing costs, a significant number of rent burdened households.

G. TOMPKINS COUNTY DEMOGRAPHIC FACTORS

The following tables provide key information on Tompkins County demographics, including population trends, household trends, and household income trends.

POPULATION AND HOUSEHOLDS TOMPKINS COUNTY, NEW YORK

YEAR	POPULATION	HOUSEHOLDS	POPULATION PER HOUSEHOLD
1990	94,097	33,338	2.82
2000	96,501	36,420	2.65
CHANGE 1990-2000	2.6%	9.2%	-
2010 (ESTIMATED)	102,658	39,054	2.63
CHANGE 2000-2010	6.4%	7.2%	-
2015 (PROJECTED)	104,636	40,057	2.61
CHANGE 2010-2015	1.9%	2.6%	-

Sources: The Danter Company, Incorporated
2000 Census
ESRI, Incorporated

As the above table illustrates, the total population and households within Tompkins County increased between 1990 and 2000. During this time period, the total population grew 2.6% from 94,097 in 1990 to 96,501 in 2000. During this same time period, households grew 9.2% from 33,338 in 1990 to 36,420 in 2000. Both the total population and households are expected to continue to grow through 2015. The population is expected to grow by 1,978 (1.9%) between 2010 and 2015 while households are expected to grow by 1,003 (2.6%) from 39,054 in 2010 to 40,057 in 2015.

The median population age in 2010 is estimated to be 31.5 years old, 2.9 years older than reported in the 2000 Census. By 2015, the median age within the area is projected to increase to 32.1 years. The following table details the area population by age groups:

DISTRIBUTION OF POPULATION BY AGE
TOMPKINS COUNTY, NEW YORK
2000, 2010 (ESTIMATED), AND 2015 (PROJECTED)

TOTAL POPULATION BY AGE	2000		2010 (ESTIMATED)		2015 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UNDER 5 YEARS	4,246	4.4%	4,620	4.5%	4,604	4.4%
5 TO 9 YEARS	5,115	5.3%	4,517	4.4%	4,604	4.4%
10 TO 14 YEARS	5,308	5.5%	4,722	4.6%	4,918	4.7%
15 TO 19 YEARS	12,352	12.8%	10,882	10.6%	10,254	9.8%
20 TO 24 YEARS	16,212	16.8%	16,939	16.5%	16,951	16.2%
25 TO 34 YEARS	12,931	13.4%	14,167	13.8%	14,754	14.1%
35 TO 44 YEARS	12,352	12.8%	11,908	11.6%	11,929	11.4%
45 TO 54 YEARS	12,063	12.5%	13,243	12.9%	12,347	11.8%
55 TO 64 YEARS	6,659	6.9%	10,676	10.4%	11,091	10.6%
65 TO 74 YEARS	4,632	4.8%	5,749	5.6%	7,638	7.3%
75 TO 84 YEARS	3,378	3.5%	3,490	3.4%	3,558	3.4%
85 YEARS AND OVER	1,255	1.3%	1,848	1.8%	1,779	1.7%
TOTAL	96,501	100.0%	102,658	100.0%	104,636	100.0%
MEDIAN AGE	28.6		31.5		32.1	

Sources: The Danter Company, Incorporated
2000 Census
ESRI, Incorporated

The following table illustrates the households by age in Tompkins County in 2000, 2010 (estimated), and 2015 (projected):

HOUSEHOLDS BY AGE
TOMPKINS COUNTY, NEW YORK
2000 CENSUS, 2010 (ESTIMATED), AND 2015 (PROJECTED)

HOUSEHOLD AGE	2000		2010 (ESTIMATED)		2015 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UNDER 25 YEARS	5,292	14.5%	5,532	14.2%	5,345	13.3%
25 TO 34 YEARS	7,151	19.6%	7,073	18.1%	7,494	18.7%
35 TO 44 YEARS	7,060	19.4%	6,182	15.8%	6,093	15.2%
45 TO 54 YEARS	7,013	19.3%	7,385	18.9%	6,853	17.1%
55 TO 64 YEARS	3,864	10.6%	6,069	15.5%	6,257	15.6%
65 TO 74 YEARS	2,904	8.0%	3,465	8.9%	4,613	11.5%
75 AND OLDER	3,180	8.7%	3,343	8.6%	3,397	8.5%
TOTAL	36,420	100.0%	39,054	100.0%	40,057	100.0%

Sources: The Danter Company, Incorporated
2000 Census
ESRI, Incorporated

The following table illustrates the distribution of income among all households in Tompkins County in 2000, 2010 (estimated), and 2015 (projected):

DISTRIBUTION OF INCOME
TOMPKINS COUNTY, NEW YORK
2000 CENSUS, 2010 (ESTIMATED), AND 2015 (PROJECTED)

HOUSEHOLD INCOME	2000		2010 (ESTIMATED)		2015 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
LESS THAN $15,000	7,430	20.4%	5,429	13.9%	4,206	10.5%
$15,000 TO $24,999	5,317	14.6%	4,374	11.2%	3,565	8.9%
$25,000 TO $34,999	4,407	12.1%	4,413	11.3%	3,805	9.5%
$35,000 TO $49,999	5,682	15.6%	5,858	15.0%	5,608	14.0%
$50,000 TO $74,999	6,738	18.5%	8,006	20.5%	7,851	19.6%
$75,000 TO $99,999	2,914	8.0%	5,194	13.3%	6,529	16.3%
$100,000 TO $149,999	2,549	7.0%	3,515	9.0%	4,927	12.3%
$150,000 TO $199,999	619	1.7%	1,211	3.1%	1,923	4.8%
$200,000 OR MORE	765	2.1%	1,094	2.8%	1,602	4.0%
TOTAL	36,420	100.0%	39,054	100.0%	40,057	100.0%
MEDIAN INCOME	$37,444		$48,569		$55,862	

Sources: The Danter Company, Incorporated
2000 Census
ESRI, Incorporated

The following tables illustrate the distribution of income by age in 2000, 2010 (estimated), and 2015 (projected):

DISTRIBUTION OF INCOME BY AGE
TOMPKINS COUNTY, NEW YORK
2000 CENSUS

2000 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
LESS THAN $10,000	2,171	857	350	374	189	267	326
$10,000-$14,999	803	536	280	261	258	215	568
$15,000-$24,999	1,021	1,398	844	513	319	614	598
$25,000-$34,999	499	1,164	887	678	399	337	459
$35,000-$49,999	427	1,405	1,196	1,025	747	470	419
$50,000-$74,999	275	1,259	1,907	1,842	764	443	272
$75,000-$99,999	18	272	769	1,001	496	173	179
$100,000-$149,999	39	164	570	816	507	228	235
$150,000-$199,999	18	54	111	208	64	88	66
$200,000 OR MORE	21	42	146	295	121	69	58
TOTAL	5,292	7,151	7,060	7,013	3,864	2,904	3,180
MEDIAN INCOME	$12,524	$31,608	$49,527	$56,906	$50,493	$35,501	$26,768
AVERAGE INCOME	$21,399	$39,313	$58,140	$70,500	$64,549	$53,431	$44,153

DISTRIBUTION OF INCOME BY AGE
TOMPKINS COUNTY, NEW YORK
2010 ESTIMATED

2010 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
LESS THAN $15,000	2,532	896	304	348	360	340	631
$15,000-$24,999	988	1,024	537	380	340	526	575
$25,000-$34,999	606	1,089	705	606	532	431	450
$35,000-$49,999	553	1,443	943	904	964	592	444
$50,000-$74,999	472	1,598	1,740	1,936	1,272	641	350
$75,000-$99,999	150	574	1,035	1,464	1,230	370	358
$100,000-$149,999	102	249	597	998	963	311	289
$150,000-$199,999	88	135	165	390	159	148	137
$200,000-$249,999	37	43	61	164	125	57	63
$250,000-$499,999	4	18	76	166	102	40	40
$500,000 OR MORE	0	4	19	29	22	9	6
TOTAL	5,532	7,073	6,182	7,385	6,069	3,465	3,343
MEDIAN INCOME	$16,641	$39,189	$55,996	$66,514	$64,103	$44,976	$35,379
AVERAGE INCOME	$29,009	$48,698	$69,928	$85,077	$79,675	$64,424	$58,477

DISTRIBUTION OF INCOME BY AGE
TOMPKINS COUNTY, NEW YORK
2015 PROJECTED

2015 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
LESS THAN $15,000	2,169	680	172	185	224	315	476
$15,000-$24,999	891	861	361	229	240	511	454
$25,000-$34,999	553	995	541	442	436	461	385
$35,000-$49,999	598	1,465	808	708	878	746	407
$50,000-$74,999	517	1,778	1,630	1,568	1,138	864	368
$75,000-$99,999	245	925	1,244	1,512	1,514	583	518
$100,000-$149,999	188	451	888	1,182	1,223	581	433
$150,000-$199,999	123	228	210	532	268	344	198
$200,000-$249,999	50	73	100	201	157	100	92
$250,000-$499,999	11	32	117	258	156	87	56
$500,000 OR MORE	0	6	22	36	23	21	10
TOTAL	5,345	7,494	6,093	6,853	6,257	4,613	3,397
MEDIAN INCOME	$19,606	$46,551	$65,375	$78,490	$77,386	$55,893	$48,871
AVERAGE INCOME	$35,217	$57,599	$81,556	$100,067	$90,802	$79,459	$72,601

H. EMPLOYMENT

Major employers in the Ithaca area (those with 100 or more employees) are:

- Cornell University
- Ithaca College
- Borg-Warner Automotive
- Ithaca City School District
- Cayuga Medical Center
- County of Tompkins
- Wegman's Food Market
- Emerson Power Transmission
- Franziska Racker Center
- Tompkins/Seneca/Tioga BOCES
- Dryden Central School District
- The CBORD Group
- Therm, Inc.
- Tompkins County Trust Co.
- Tompkins Cortland Community College (TC3)
- Tops Friendly Markets
- Thomas Group Architects and Engineers
- Boyce Thompson Institute
- Hi-Speed Checkweigher
- The Ithaca Journal
- Holiday Inn Executive Towers (Seasonal)

Total employment in Tompkins County was 49,910 people in 2001 and 53,222 people in 2010, a 6.6% increase.

Ithaca stands alone in the region as an employment, educational, and medical center. Since 2006, the total employment in the 6 counties surrounding Tompkins County (Cayuga, Chemung, Courtland, Schuyler, Seneca, and Tioga Counties) has decreased in all but 1 county (Schuyler County).

Employment in Tompkins County has increased every year since 2001, with the exception of 2008-2009, which saw a 1.2% decrease (628 jobs). The following table illustrates the total employment in Tompkins County as well as the surrounding 6 counties.

TOTAL EMPLOYMENT
TOMPKINS COUNTY
AND SURROUNDING COUNTIES

	TOTAL EMPLOYMENT				
COUNTY	**2001**	**2006**	**CHANGE 2001-2006**	**2011**	**CHANGE 2006-2011**
TOMPKINS	49,910	53,322	6.8%	54,659	2.5%
CAYUGA	38,514	39,432	2.4%	38,357	-2.7%
CHEMUNG	40,594	38,747	-4.5%	37,939	-2.1%
COURTLAND	23,684	22,447	-5.2%	21,479	-4.3%
SCHUYLER	8,984	9,438	5.1%	9,584	1.5%
SENECA	15,921	16,506	3.7%	16,074	-2.6%
TIOGA	25,581	25,238	-1.3%	23,440	-7.1%
TOTAL	203,188	205,130	1.0%	201,532	-1.8%

Overall, employment in Tompkins County and especially in Ithaca has been very stable over the past 10 years. According to area officials and human resource directors, employment is expected to remain stable within the foreseeable future.

However, due to the struggling economy and declining endowment income, in 2009 Cornell University offered voluntary early retirement to approximately 1,300 employees. Employees age 55 or older with at least 10 years of service were offered a lump sum payment and an enhanced contribution to their retirement plan to leave.

During the 2009-2010 fiscal year, Cornell University cut a total of 672 staff positions, which equates to approximately 9% of the non-academic workers. Of the 672 positions lost, 105 workers were laid off and the majority of the others left voluntarily due to annual turnover or accepted an incentive to leave.

In addition, as of January 2010, university officials had approved 308 layoffs through the institutional review process. Between July 1, 2009 and January 2010, a total of 76 staff were laid off. According to University officials, more cuts are likely to continue through 2015.

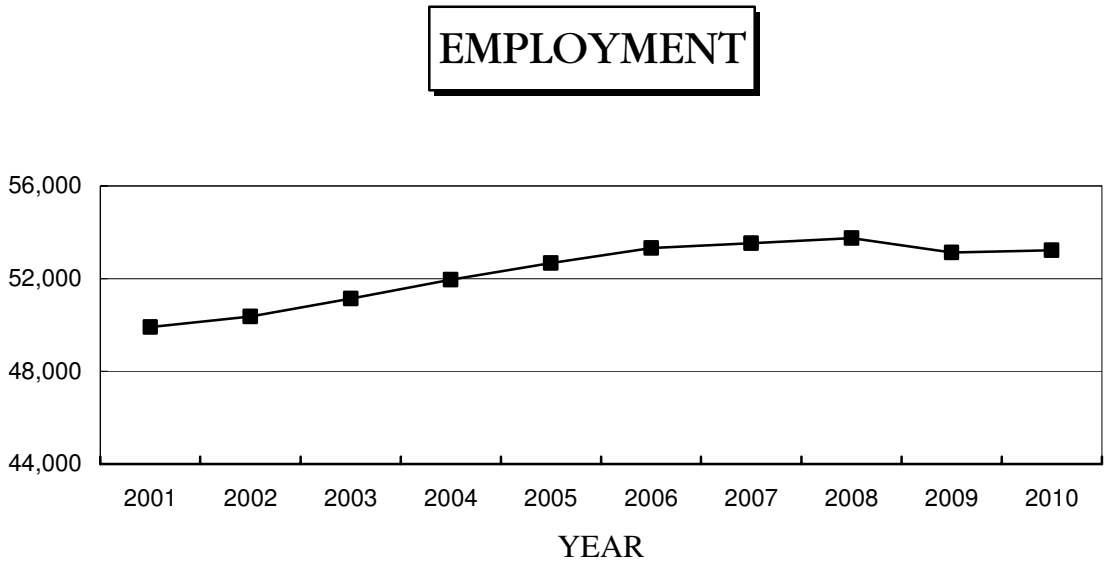
The past layoffs have not had an impact on the rental housing market, as evident by the very low vacancy rate within the market. We do not anticipate that any additional layoffs or reduction in staff will have a negative impact on the rental housing market. Because our recommendations for owner-occupied housing were conservative, we do not anticipate any further reductions at Cornell will have an impact on our recommendations for owner-occupied housing.

It has been our experience that reductions at major employers are more likely to impact the for-sale market. These reductions seldom have a negative impact on the existing rental market, and in some cases will actually have a positive impact on the rental market. This information will be included in the market study.

EMPLOYMENT AND UNEMPLOYMENT RATES
TOMPKINS COUNTY, NEW YORK
2001 - 2011*

YEAR	EMPLOYMENT	UNEMPLOYMENT RATE	
		TOMPKINS COUNTY	STATE OF NEW YORK
2001	49,910	3.40%	4.90%
2002	50,370	4.10%	6.20%
2003	51,136	4.00%	6.40%
2004	51,954	4.00%	5.80%
2005	52,672	3.60%	5.00%
2006	53,322	3.50%	4.60%
2007	53,533	3.40%	4.50%
2008	53,750	4.10%	5.30%
2009	53,122	6.00%	8.40%
2010	53,222	6.10%	8.60%
2011*	51,644	5.90%	7.70%

*Through August



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

DANTER COMPANY

IV. FIELD SURVEY OF MODERN APARTMENTS

The following analyses represent data from three field surveys of the modern apartments in the Entire Tompkins County, Suburban/Rural Tompkins County, and the Downtown Core. Each development was surveyed by unit and project amenities, year opened, unit mix, vacancies, rents, and aesthetic quality. The collected data have been analyzed and is compiled as aggregate data as follows:

- A distribution of both market-rate and government subsidized modern apartment units. The units are distributed by mix and vacancy.
- An analysis of multifamily construction trends, which includes number of units, number of projects, percent distribution, cumulative units, and vacancy rate by year built.
- A rent and vacancy analysis, which contains distributions of units and vacancies by net rent range. A separate distribution appears for units by number of bedrooms.

DISTRIBUTION OF
MODERN APARTMENT UNITS
AND VACANCIES
ENTIRE TOMPKINS COUNTY, NEW YORK
SITE EFFECTIVE MARKET AREA
APRIL 2011

MARKET RATE UNITS

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
STUDIO	825	16.5%	2	0.2%
ONE-BEDROOM	1,450	28.9%	8	0.6%
TWO-BEDROOM	1,816	36.2%	21	1.2%
THREE-BEDROOM	675	13.5%	4	0.6%
FOUR-BEDROOM +	247	4.9%	0	0.0%
TOTAL	**5,013**	**100.0%**	**35**	**0.7%**

SUBSIDIZED

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
ONE-BEDROOM	418	68.8%	0	0.0%
TWO-BEDROOM	116	19.1%	0	0.0%
THREE-BEDROOM	45	7.4%	0	0.0%
FOUR-BEDROOM +	29	4.8%	0	0.0%
TOTAL	**608**	**100.0%**	**0**	**0.0%**

DANTER COMPANY

MARKET RATE MULTIFAMILY
CONSTRUCTION TRENDS
ENTIRE TOMPKINS COUNTY, NEW YORK
SITE EFFECTIVE MARKET AREA
APRIL 2011

YEAR OF PROJECT OPENING	NUMBER OF PROJECTS	NUMBER OF UNITS	PERCENT DISTRIBUTION	CUMULATIVE UNITS	APRIL 2011 VACANCY RATE
Before 1970	21	1,257	25.1%	1,257	1.2%
1970 - 1974	14	1,377	27.5%	2,634	1.2%
1975 - 1979	4	435	8.7%	3,069	0.2%
1980 - 1984	7	339	6.8%	3,408	0.0%
1985 - 1989	9	485	9.7%	3,893	0.4%
1990 - 1994	1	24	0.5%	3,917	0.0%
1995 - 1999	6	430	8.6%	4,347	0.0%
2000 - 2004	3	140	2.8%	4,487	0.0%
2005	2	63	1.3%	4,550	0.0%
2006	2	153	3.1%	4,703	0.0%
2007	3	47	0.9%	4,750	0.0%
2008	4	224	4.5%	4,974	0.0%
2009	1	39	0.8%	5,013	0.0%
2010	0	0	0.0%	5,013	0.0%
2011*	0	0	0.0%	5,013	0.0%
TOTAL:	**77**	**5,013**	**100.0 %**	**5,013**	**0.7%**

AVERAGE ANNUAL RELEASE OF UNITS 2006 - 2010: 92.6

* THROUGH APRIL 2011

DANTER COMPANY

RENT AND VACANCY ANALYSIS
STUDIO UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1481	17	2.1%	0	0.0%
$1366	6	0.7%	0	0.0%
$1226 - $1236	81	9.8%	0	0.0%
$1100 - $1116	27	3.3%	0	0.0%
$1076	59	7.2%	0	0.0%
$1011 - $1036	34	4.1%	0	0.0%
$1006 - $1010	38	4.6%	0	0.0%
$965	1	0.1%	0	0.0%
$867	38	4.6%	0	0.0%
$816 - $841	43	5.2%	0	0.0%
$799 - $811	63	7.6%	1	1.6%
$770 - $785	95	11.5%	0	0.0%
$721 - $731	34	4.1%	0	0.0%
$694 - $700	51	6.2%	1	2.0%
$654 - $670	10	1.2%	0	0.0%
$610 - $631	28	3.4%	0	0.0%
$575 - $591	16	1.9%	0	0.0%
$545 - $555	3	0.4%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
STUDIO UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$509 - $529	58	7.0%	0	0.0%
$489 - $491	62	7.5%	0	0.0%
$459	27	3.3%	0	0.0%
$344	19	2.3%	0	0.0%
$264	15	1.8%	0	0.0%
TOTAL	**825**	**100.0%**	**2**	**0.2%**

Median Net Rent: $785

DANTER COMPANY

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1829	21	1.4%	0	0.0%
$1785	2	0.1%	0	0.0%
$1759	2	0.1%	0	0.0%
$1689 - $1703	12	0.8%	0	0.0%
$1600 - $1609	23	1.6%	0	0.0%
$1554 - $1572	11	0.8%	0	0.0%
$1454	2	0.1%	0	0.0%
$1334	10	0.7%	0	0.0%
$1200 - $1224	29	2.0%	0	0.0%
$1159 - $1165	10	0.7%	0	0.0%
$1099 - $1106	15	1.0%	0	0.0%
$1056 - $1078	20	1.4%	0	0.0%
$1029 - $1046	22	1.5%	0	0.0%
$1000 - $1019	41	2.8%	0	0.0%
$956 - $980	177	12.2%	1	0.6%
$935 - $954	70	4.8%	0	0.0%
$895 - $920	66	4.6%	0	0.0%
$860 - $885	232	16.0%	2	0.9%
$830 - $850	71	4.9%	1	1.4%
$800 - $824	40	2.8%	0	0.0%
$760 - $783	101	7.0%	0	0.0%
$756	14	1.0%	0	0.0%
$721 - $724	103	7.1%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$670 - $693	114	7.9%	0	0.0%
$633 - $650	97	6.7%	2	2.1%
$595 - $619	58	4.0%	0	0.0%
$550 - $571	26	1.8%	0	0.0%
$476	5	0.3%	0	0.0%
$400	50	3.4%	2	4.0%
$301	4	0.3%	0	0.0%
$241	2	0.1%	0	0.0%
TOTAL	**1,450**	**100.0%**	**8**	**0.6%**

Median Net Rent: $869

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$3539	1	0.1%	0	0.0%
$2518	2	0.1%	0	0.0%
$2413	5	0.3%	0	0.0%
$2336	5	0.3%	0	0.0%
$2148	8	0.4%	0	0.0%
$2078	8	0.4%	0	0.0%
$2005	12	0.7%	0	0.0%
$1938	10	0.6%	0	0.0%
$1900	19	1.0%	0	0.0%
$1808 - $1828	16	0.9%	0	0.0%
$1801	5	0.3%	0	0.0%
$1748 - $1758	26	1.4%	0	0.0%
$1700 - $1725	11	0.6%	0	0.0%
$1655 - $1671	16	0.9%	0	0.0%
$1478 - $1500	10	0.6%	0	0.0%
$1460	4	0.2%	0	0.0%
$1408 - $1429	88	4.8%	1	1.1%
$1383 - $1403	6	0.3%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1375	14	0.8%	0	0.0%
$1322 - $1336	95	5.2%	2	2.1%
$1286 - $1310	57	3.1%	0	0.0%
$1248 - $1273	38	2.1%	1	2.6%
$1218 - $1236	20	1.1%	0	0.0%
$1183 - $1208	29	1.6%	0	0.0%
$1150 - $1168	16	0.9%	0	0.0%
$1108 - $1120	21	1.2%	0	0.0%
$1075 - $1090	65	3.6%	1	1.5%
$1038 - $1060	130	7.2%	1	0.8%
$1020 - $1031	96	5.3%	2	2.1%
$995 - $1005	42	2.3%	0	0.0%
$950 - $970	173	9.5%	2	1.2%
$911 - $936	100	5.5%	2	2.0%
$898 - $910	51	2.8%	0	0.0%
$850 - $873	132	7.3%	3	2.3%
$809	12	0.7%	0	0.0%
$773 - $778	119	6.6%	1	0.8%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$722 - $743	171	9.4%	3	1.8%
$683 - $700	76	4.2%	0	0.0%
$670	14	0.8%	0	0.0%
$625 - $637	54	3.0%	2	3.7%
$572	10	0.6%	0	0.0%
$538	16	0.9%	0	0.0%
$347	8	0.4%	0	0.0%
$277	5	0.3%	0	0.0%
TOTAL	**1,816**	**100.0%**	**21**	**1.2%**

Median Net Rent: $963

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$3533	2	0.3%	0	0.0%
$3452	2	0.3%	0	0.0%
$2930	12	1.8%	0	0.0%
$2868	15	2.2%	0	0.0%
$2805	3	0.4%	0	0.0%
$2708	1	0.1%	0	0.0%
$2633	15	2.2%	0	0.0%
$2588 - $2590	13	1.9%	0	0.0%
$2453	2	0.3%	0	0.0%
$2400 - $2408	6	0.9%	0	0.0%
$2100 - $2120	10	1.5%	0	0.0%
$2018 - $2038	5	0.7%	0	0.0%
$1950	2	0.3%	0	0.0%
$1805	7	1.0%	0	0.0%
$1775	8	1.2%	0	0.0%
$1720 - $1745	17	2.5%	0	0.0%
$1688 - $1710	45	6.7%	0	0.0%
$1675 - $1680	13	1.9%	0	0.0%
$1625	4	0.6%	0	0.0%
$1528 - $1550	19	2.8%	0	0.0%
$1490	1	0.1%	0	0.0%
$1453 - $1463	10	1.5%	0	0.0%
$1420	14	2.1%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$1373 - $1376	14	2.1%	0	0.0%
$1325 - $1350	24	3.6%	0	0.0%
$1281 - $1300	50	7.4%	0	0.0%
$1260 - $1273	12	1.8%	0	0.0%
$1180 - $1200	66	9.8%	0	0.0%
$1000 - $1005	6	0.9%	0	0.0%
$949 - $955	75	11.1%	0	0.0%
$901 - $924	11	1.6%	0	0.0%
$848 - $873	93	13.8%	2	2.2%
$835	10	1.5%	0	0.0%
$764 - $775	9	1.3%	0	0.0%
$728 - $734	58	8.6%	2	3.4%
$640	12	1.8%	0	0.0%
$391	4	0.6%	0	0.0%
$315	5	0.7%	0	0.0%
TOTAL	**675**	**100.0%**	**4**	**0.6%**

Median Net Rent: $1,200

DANTER COMPANY

RENT AND VACANCY ANALYSIS
FOUR+ BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$4497	9	3.6%	0	0.0%
$4250	1	0.4%	0	0.0%
$4120	7	2.8%	0	0.0%
$3927	8	3.2%	0	0.0%
$3872	10	4.0%	0	0.0%
$3722	9	3.6%	0	0.0%
$3672	4	1.6%	0	0.0%
$3500	4	1.6%	0	0.0%
$3297	8	3.2%	0	0.0%
$3237	4	1.6%	0	0.0%
$3210	13	5.3%	0	0.0%
$3127	5	2.0%	0	0.0%
$3027	4	1.6%	0	0.0%
$2980	8	3.2%	0	0.0%
$2900 - $2907	7	2.8%	0	0.0%
$2767	5	2.0%	0	0.0%
$2700 - $2725	17	6.9%	0	0.0%
$2675	3	1.2%	0	0.0%
$2625	1	0.4%	0	0.0%
$2558 - $2575	16	6.5%	0	0.0%
$2487 - $2497	8	3.2%	0	0.0%
$2387	3	1.2%	0	0.0%
$2247 - $2270	4	1.6%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
FOUR+ BEDROOM UNITS
ENTIRE TOMPKINS COUNTY, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$2220 - $2240	9	3.6%	0	0.0%
$2185 - $2210	23	9.3%	0	0.0%
$2140 - $2163	11	4.5%	0	0.0%
$2097	1	0.4%	0	0.0%
$1981	5	2.0%	0	0.0%
$1940	7	2.8%	0	0.0%
$1880 - $1887	15	6.1%	0	0.0%
$1002	18	7.3%	0	0.0%
TOTAL	**247**	**100.0%**	**0**	**0.0%**

Median Net Rent: $2,487

Net rent (for conventional rental housing developements) includes water, sewer, and trash removal. Adjusted net rent is determined by subtracting landlord-paid utilities such as gas, electricity, heat, and cable TV from quoted rent, as well as adding tenant-paid water, sewer, and trash removal if applicable.

DANTER COMPANY

DISTRIBUTION OF
MODERN APARTMENT UNITS
AND VACANCIES
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
SUBMARKETS
APRIL 2011

MARKET RATE UNITS

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
STUDIO	257	11.9%	2	0.8%
ONE-BEDROOM	560	25.9%	4	0.7%
TWO-BEDROOM	944	43.7%	12	1.3%
THREE-BEDROOM	324	15.0%	0	0.0%
FOUR-BEDROOM +	73	3.4%	0	0.0%
TOTAL	**2,158**	**100.0%**	**18**	**0.8%**

SUBSIDIZED

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
ONE-BEDROOM	410	91.5%	0	0.0%
TWO-BEDROOM	32	7.1%	0	0.0%
THREE-BEDROOM	6	1.3%	0	0.0%
TOTAL	**448**	**100.0%**	**0**	**0.0%**

DANTER COMPANY

MARKET RATE MULTIFAMILY
CONSTRUCTION TRENDS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
SUBMARKETS
APRIL 2011

YEAR OF PROJECT OPENING	NUMBER OF PROJECTS	NUMBER OF UNITS	PERCENT DISTRIBUTION	CUMULATIVE UNITS	APRIL 2011 VACANCY RATE
Before 1970	6	356	16.5%	356	1.1%
1970 - 1974	9	904	41.9%	1,260	1.5%
1975 - 1979	3	238	11.0%	1,498	0.0%
1980 - 1984	0	0	0.0%	1,498	0.0%
1985 - 1989	1	42	1.9%	1,540	0.0%
1990 - 1994	1	24	1.1%	1,564	0.0%
1995 - 1999	1	81	3.8%	1,645	0.0%
2000 - 2004	3	140	6.5%	1,785	0.0%
2005	2	63	2.9%	1,848	0.0%
2006	1	128	5.9%	1,976	0.0%
2007	0	0	0.0%	1,976	0.0%
2008	2	143	6.6%	2,119	0.0%
2009	1	39	1.8%	2,158	0.0%
2010	0	0	0.0%	2,158	0.0%
2011*	0	0	0.0%	2,158	0.0%
TOTAL:	**30**	**2,158**	**100.0 %**	**2,158**	**0.8%**

AVERAGE ANNUAL RELEASE OF UNITS 2006 - 2010: 62

* THROUGH APRIL 2011

DANTER COMPANY

RENT AND VACANCY ANALYSIS
STUDIO UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$1006	10	3.9%	0	0.0%
$825	8	3.1%	0	0.0%
$776 - $799	69	26.8%	1	1.4%
$670 - $694	46	17.9%	1	2.2%
$610	3	1.2%	0	0.0%
$575	2	0.8%	0	0.0%
$519	54	21.0%	0	0.0%
$489 - $490	61	23.7%	0	0.0%
$344	4	1.6%	0	0.0%
TOTAL	**257**	**100.0%**	**2**	**0.8%**

Median Net Rent: $670

DANTER COMPANY

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1334	9	1.6%	0	0.0%
$1206 - $1224	10	1.8%	0	0.0%
$1106	8	1.4%	0	0.0%
$1056 - $1078	4	0.7%	0	0.0%
$956 - $969	53	9.5%	0	0.0%
$915 - $920	24	4.3%	0	0.0%
$875 - $884	65	11.6%	0	0.0%
$775 - $800	31	5.5%	0	0.0%
$756	14	2.5%	0	0.0%
$721	40	7.1%	0	0.0%
$674 - $683	88	15.7%	0	0.0%
$633 - $650	94	16.8%	2	2.1%
$595 - $619	40	7.1%	0	0.0%
$550 - $571	19	3.4%	0	0.0%
$476	5	0.9%	0	0.0%
$400	50	8.9%	2	4.0%
$301	4	0.7%	0	0.0%
$241	2	0.4%	0	0.0%
TOTAL	**560**	**100.0%**	**4**	**0.7%**

Median Net Rent: $683

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1758	20	2.1%	0	0.0%
$1708	4	0.4%	0	0.0%
$1478	3	0.3%	0	0.0%
$1408	28	3.0%	0	0.0%
$1336	35	3.7%	0	0.0%
$1286 - $1310	50	5.3%	0	0.0%
$1236	8	0.8%	0	0.0%
$1150	12	1.3%	0	0.0%
$1040 - $1060	64	6.8%	1	1.6%
$1020 - $1031	96	10.2%	2	2.1%
$995	20	2.1%	0	0.0%
$925 - $950	56	5.9%	0	0.0%
$910	24	2.5%	0	0.0%
$850 - $858	72	7.6%	3	4.2%
$809	12	1.3%	0	0.0%
$773 - $778	102	10.8%	1	1.0%
$722 - $743	171	18.1%	3	1.8%
$683 - $700	76	8.1%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$670	14	1.5%	0	0.0%
$625 - $637	54	5.7%	2	3.7%
$572	10	1.1%	0	0.0%
$347	8	0.8%	0	0.0%
$277	5	0.5%	0	0.0%
TOTAL	**944**	**100.0%**	**12**	**1.3%**

Median Net Rent: $850

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$2038	4	1.2%	0	0.0%
$1950	2	0.6%	0	0.0%
$1775	8	2.5%	0	0.0%
$1745	4	1.2%	0	0.0%
$1688	28	8.6%	0	0.0%
$1625	4	1.2%	0	0.0%
$1533 - $1550	8	2.5%	0	0.0%
$1490	1	0.3%	0	0.0%
$1463	8	2.5%	0	0.0%
$1338	8	2.5%	0	0.0%
$1260 - $1281	41	12.7%	0	0.0%
$1200	41	12.7%	0	0.0%
$1000	4	1.2%	0	0.0%
$955	72	22.2%	0	0.0%
$901	8	2.5%	0	0.0%
$850 - $873	39	12.0%	0	0.0%
$835	10	3.1%	0	0.0%
$764 - $775	9	2.8%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$734	4	1.2%	0	0.0%
$640	12	3.7%	0	0.0%
$391	4	1.2%	0	0.0%
$315	5	1.5%	0	0.0%
TOTAL	**324**	**100.0%**	**0**	**0.0%**

Median Net Rent: $955

DANTER COMPANY

RENT AND VACANCY ANALYSIS
FOUR+ BEDROOM UNITS
SUBURBAN/RURAL TOMPKINS COUNTY, NEW YORK
APRIL 2011
submarkets

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$2980	8	11.0%	0	0.0%
$2270	1	1.4%	0	0.0%
$2240	8	11.0%	0	0.0%
$2163 - $2185	31	42.5%	0	0.0%
$1940	7	9.6%	0	0.0%
$1002	18	24.7%	0	0.0%
TOTAL	**73**	**100.0%**	**0**	**0.0%**

Median Net Rent: $2,163

Net rent (for conventional rental housing developements) includes water, sewer, and trash removal. Adjusted net rent is determined by subtracting landlord-paid utilities such as gas, electricity, heat, and cable TV from quoted rent, as well as adding tenant-paid water, sewer, and trash removal if applicable.

DANTER COMPANY

DISTRIBUTION OF
MODERN APARTMENT UNITS
AND VACANCIES
DOWNTOWN CORE, NEW YORK
SITE EFFECTIVE MARKET AREA
APRIL 2011

MARKET RATE UNITS

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
STUDIO	825	17.2%	2	0.2%
ONE-BEDROOM	1,350	28.2%	4	0.3%
TWO-BEDROOM	1,704	35.6%	16	0.9%
THREE-BEDROOM	667	13.9%	4	0.6%
FOUR-BEDROOM +	247	5.2%	0	0.0%
TOTAL	**4,793**	**100.0%**	**26**	**0.5%**

SUBSIDIZED

UNIT TYPE	UNITS		VACANCIES	
	NUMBER	PERCENT	NUMBER	PERCENT
ONE-BEDROOM	108	40.0%	0	0.0%
TWO-BEDROOM	90	33.3%	0	0.0%
THREE-BEDROOM	43	15.9%	0	0.0%
FOUR-BEDROOM +	29	10.7%	0	0.0%
TOTAL	**270**	**100.0%**	**0**	**0.0%**

DANTER COMPANY

MARKET RATE MULTIFAMILY
CONSTRUCTION TRENDS
DOWNTOWN CORE, NEW YORK
SITE EFFECTIVE MARKET AREA
APRIL 2011

YEAR OF PROJECT OPENING	NUMBER OF PROJECTS	NUMBER OF UNITS	PERCENT DISTRIBUTION	CUMULATIVE UNITS	APRIL 2011 VACANCY RATE
Before 1970	21	1,257	26.2%	1,257	1.2%
1970 - 1974	13	1,169	24.4%	2,426	0.7%
1975 - 1979	4	435	9.1%	2,861	0.2%
1980 - 1984	7	339	7.1%	3,200	0.0%
1985 - 1989	9	485	10.1%	3,685	0.4%
1990 - 1994	1	24	0.5%	3,709	0.0%
1995 - 1999	6	430	9.0%	4,139	0.0%
2000 - 2004	2	128	2.7%	4,267	0.0%
2005	2	63	1.3%	4,330	0.0%
2006	2	153	3.2%	4,483	0.0%
2007	3	47	1.0%	4,530	0.0%
2008	4	224	4.7%	4,754	0.0%
2009	1	39	0.8%	4,793	0.0%
2010	0	0	0.0%	4,793	0.0%
2011*	0	0	0.0%	4,793	0.0%
TOTAL:	**75**	**4,793**	**100.0 %**	**4,793**	**0.5%**

AVERAGE ANNUAL RELEASE OF UNITS 2006 - 2010: 92.6

* THROUGH APRIL 2011

DANTER COMPANY

RENT AND VACANCY ANALYSIS
STUDIO UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1481	17	2.1%	0	0.0%
$1366	6	0.7%	0	0.0%
$1226 - $1236	81	9.8%	0	0.0%
$1100 - $1116	27	3.3%	0	0.0%
$1076	59	7.2%	0	0.0%
$1011 - $1036	34	4.1%	0	0.0%
$1006 - $1010	38	4.6%	0	0.0%
$965	1	0.1%	0	0.0%
$867	38	4.6%	0	0.0%
$816 - $841	43	5.2%	0	0.0%
$799 - $811	63	7.6%	1	1.6%
$770 - $785	95	11.5%	0	0.0%
$721 - $731	34	4.1%	0	0.0%
$694 - $700	51	6.2%	1	2.0%
$654 - $670	10	1.2%	0	0.0%
$610 - $631	28	3.4%	0	0.0%
$575 - $591	16	1.9%	0	0.0%
$545 - $555	3	0.4%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
STUDIO UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$509 - $529	58	7.0%	0	0.0%
$489 - $491	62	7.5%	0	0.0%
$459	27	3.3%	0	0.0%
$344	19	2.3%	0	0.0%
$264	15	1.8%	0	0.0%
TOTAL	**825**	**100.0%**	**2**	**0.2%**

Median Net Rent: $785

DANTER COMPANY

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1829	21	1.6%	0	0.0%
$1785	2	0.1%	0	0.0%
$1759	2	0.1%	0	0.0%
$1689 - $1703	12	0.9%	0	0.0%
$1600 - $1609	23	1.7%	0	0.0%
$1554 - $1572	11	0.8%	0	0.0%
$1454	2	0.1%	0	0.0%
$1334	10	0.7%	0	0.0%
$1200 - $1224	29	2.1%	0	0.0%
$1159 - $1165	10	0.7%	0	0.0%
$1099 - $1106	15	1.1%	0	0.0%
$1056 - $1078	20	1.5%	0	0.0%
$1029 - $1046	22	1.6%	0	0.0%
$1000 - $1019	41	3.0%	0	0.0%
$956 - $980	177	13.1%	1	0.6%
$935 - $954	70	5.2%	0	0.0%
$895 - $920	66	4.9%	0	0.0%
$860 - $885	232	17.2%	2	0.9%
$830 - $850	71	5.3%	1	1.4%
$800 - $824	40	3.0%	0	0.0%
$760 - $783	101	7.5%	0	0.0%
$756	14	1.0%	0	0.0%
$721 - $724	103	7.6%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$670 - $693	114	8.4%	0	0.0%
$633 - $650	47	3.5%	0	0.0%
$595 - $619	58	4.3%	0	0.0%
$550 - $571	26	1.9%	0	0.0%
$476	5	0.4%	0	0.0%
$301	4	0.3%	0	0.0%
$241	2	0.1%	0	0.0%
TOTAL	**1,350**	**100.0%**	**4**	**0.3%**

Median Net Rent: $870

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$3539	1	0.1%	0	0.0%
$2518	2	0.1%	0	0.0%
$2413	5	0.3%	0	0.0%
$2336	5	0.3%	0	0.0%
$2148	8	0.5%	0	0.0%
$2078	8	0.5%	0	0.0%
$2005	12	0.7%	0	0.0%
$1938	10	0.6%	0	0.0%
$1900	19	1.1%	0	0.0%
$1808 - $1828	16	0.9%	0	0.0%
$1801	5	0.3%	0	0.0%
$1748 - $1758	26	1.5%	0	0.0%
$1700 - $1725	11	0.6%	0	0.0%
$1655 - $1671	16	0.9%	0	0.0%
$1478 - $1500	10	0.6%	0	0.0%
$1460	4	0.2%	0	0.0%
$1408 - $1429	88	5.2%	1	1.1%
$1383 - $1403	6	0.4%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$1375	14	0.8%	0	0.0%
$1322 - $1336	95	5.6%	2	2.1%
$1286 - $1310	57	3.3%	0	0.0%
$1248 - $1273	38	2.2%	1	2.6%
$1218 - $1236	20	1.2%	0	0.0%
$1183 - $1208	29	1.7%	0	0.0%
$1168	4	0.2%	0	0.0%
$1108 - $1120	21	1.2%	0	0.0%
$1075 - $1090	65	3.8%	1	1.5%
$1038 - $1060	130	7.6%	1	0.8%
$1020 - $1031	96	5.6%	2	2.1%
$995 - $1005	42	2.5%	0	0.0%
$950 - $970	173	10.2%	2	1.2%
$911 - $936	100	5.9%	2	2.0%
$898 - $910	51	3.0%	0	0.0%
$858 - $873	82	4.8%	0	0.0%
$809	12	0.7%	0	0.0%
$773 - $778	119	7.0%	1	0.8%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$722 - $743	171	10.0%	3	1.8%
$683 - $700	76	4.5%	0	0.0%
$670	14	0.8%	0	0.0%
$637	4	0.2%	0	0.0%
$572	10	0.6%	0	0.0%
$538	16	0.9%	0	0.0%
$347	8	0.5%	0	0.0%
$277	5	0.3%	0	0.0%
TOTAL	**1,704**	**100.0%**	**16**	**0.9%**

Median Net Rent: $995

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$3533	2	0.3%	0	0.0%
$3452	2	0.3%	0	0.0%
$2930	12	1.8%	0	0.0%
$2868	15	2.2%	0	0.0%
$2805	3	0.4%	0	0.0%
$2708	1	0.1%	0	0.0%
$2633	15	2.2%	0	0.0%
$2588 - $2590	13	1.9%	0	0.0%
$2453	2	0.3%	0	0.0%
$2400 - $2408	6	0.9%	0	0.0%
$2100 - $2120	10	1.5%	0	0.0%
$2018 - $2038	5	0.7%	0	0.0%
$1950	2	0.3%	0	0.0%
$1805	7	1.0%	0	0.0%
$1775	8	1.2%	0	0.0%
$1720 - $1745	17	2.5%	0	0.0%
$1688 - $1710	45	6.7%	0	0.0%
$1675 - $1680	13	1.9%	0	0.0%
$1625	4	0.6%	0	0.0%
$1528 - $1550	19	2.8%	0	0.0%
$1490	1	0.1%	0	0.0%
$1453 - $1463	10	1.5%	0	0.0%
$1420	14	2.1%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$1373 - $1376	14	2.1%	0	0.0%
$1325 - $1350	24	3.6%	0	0.0%
$1281 - $1300	50	7.5%	0	0.0%
$1260 - $1273	12	1.8%	0	0.0%
$1180 - $1200	66	9.9%	0	0.0%
$1005	2	0.3%	0	0.0%
$949 - $955	75	11.2%	0	0.0%
$901 - $924	11	1.6%	0	0.0%
$848 - $873	93	13.9%	2	2.2%
$835	10	1.5%	0	0.0%
$764	5	0.7%	0	0.0%
$728 - $734	58	8.7%	2	3.4%
$640	12	1.8%	0	0.0%
$391	4	0.6%	0	0.0%
$315	5	0.7%	0	0.0%
TOTAL	**667**	**100.0%**	**4**	**0.6%**

Median Net Rent: $1,200

DANTER COMPANY

RENT AND VACANCY ANALYSIS
FOUR+ BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

	TOTAL UNITS		VACANCIES	
NET RENT	NUMBER	PERCENT	NUMBER	PERCENT
$4497	9	3.6%	0	0.0%
$4250	1	0.4%	0	0.0%
$4120	7	2.8%	0	0.0%
$3927	8	3.2%	0	0.0%
$3872	10	4.0%	0	0.0%
$3722	9	3.6%	0	0.0%
$3672	4	1.6%	0	0.0%
$3500	4	1.6%	0	0.0%
$3297	8	3.2%	0	0.0%
$3237	4	1.6%	0	0.0%
$3210	13	5.3%	0	0.0%
$3127	5	2.0%	0	0.0%
$3027	4	1.6%	0	0.0%
$2980	8	3.2%	0	0.0%
$2900 - $2907	7	2.8%	0	0.0%
$2767	5	2.0%	0	0.0%
$2700 - $2725	17	6.9%	0	0.0%
$2675	3	1.2%	0	0.0%
$2625	1	0.4%	0	0.0%
$2558 - $2575	16	6.5%	0	0.0%
$2487 - $2497	8	3.2%	0	0.0%
$2387	3	1.2%	0	0.0%
$2247 - $2270	4	1.6%	0	0.0%

DANTER COMPANY

RENT AND VACANCY ANALYSIS
FOUR+ BEDROOM UNITS
DOWNTOWN CORE, NEW YORK
APRIL 2011

SITE EFFECTIVE MARKET AREA

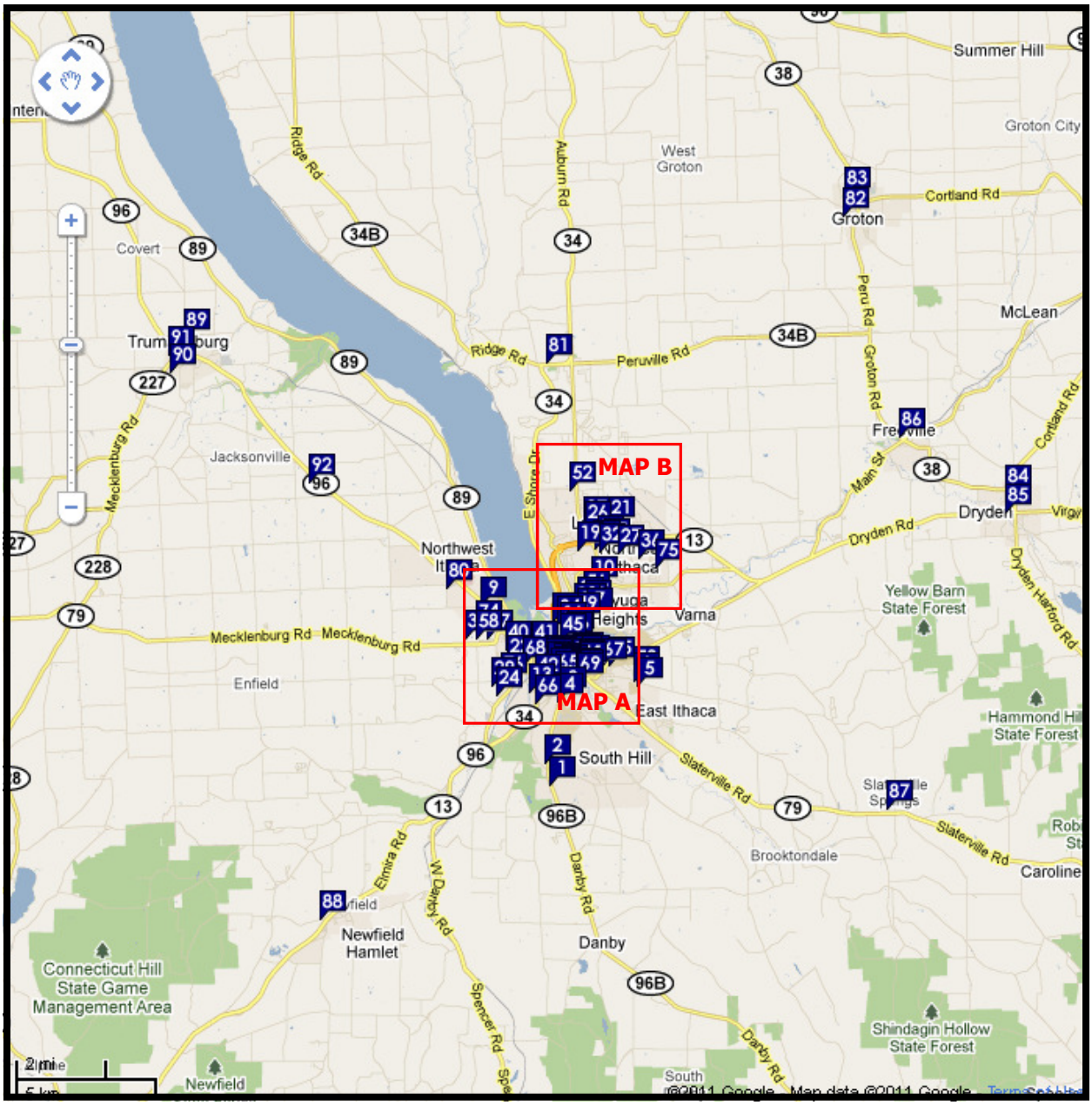
	TOTAL UNITS		VACANCIES	
NET RENT	**NUMBER**	**PERCENT**	**NUMBER**	**PERCENT**
$2220 - $2240	9	3.6%	0	0.0%
$2185 - $2210	23	9.3%	0	0.0%
$2140 - $2163	11	4.5%	0	0.0%
$2097	1	0.4%	0	0.0%
$1981	5	2.0%	0	0.0%
$1940	7	2.8%	0	0.0%
$1880 - $1887	15	6.1%	0	0.0%
$1002	18	7.3%	0	0.0%
TOTAL	**247**	**100.0%**	**0**	**0.0%**

Median Net Rent: $2,487

Net rent (for conventional rental housing developements) includes water, sewer, and trash removal. Adjusted net rent is determined by subtracting landlord-paid utilities such as gas, electricity, heat, and cable TV from quoted rent, as well as adding tenant-paid water, sewer, and trash removal if applicable.

DANTER COMPANY

APARTMENT LOCATIONS REFERENCE MAP*

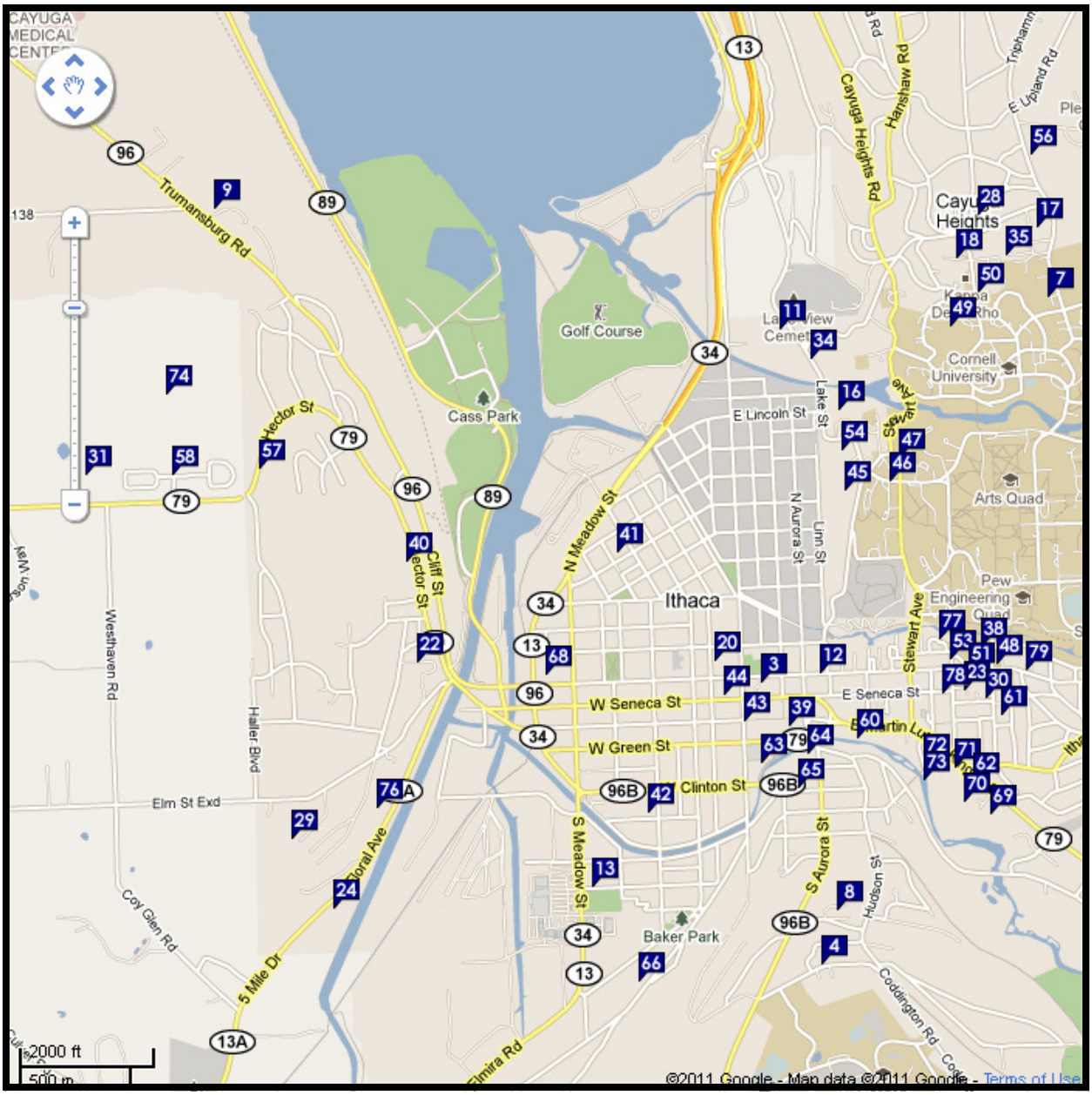


*Map Codes 81-92 represent Ithaca-Tompkins County only

DOWNTOWN ITHACA/ ITHACA-TOMPKINS COUNTY, NEW YORK

DANTER COMPANY

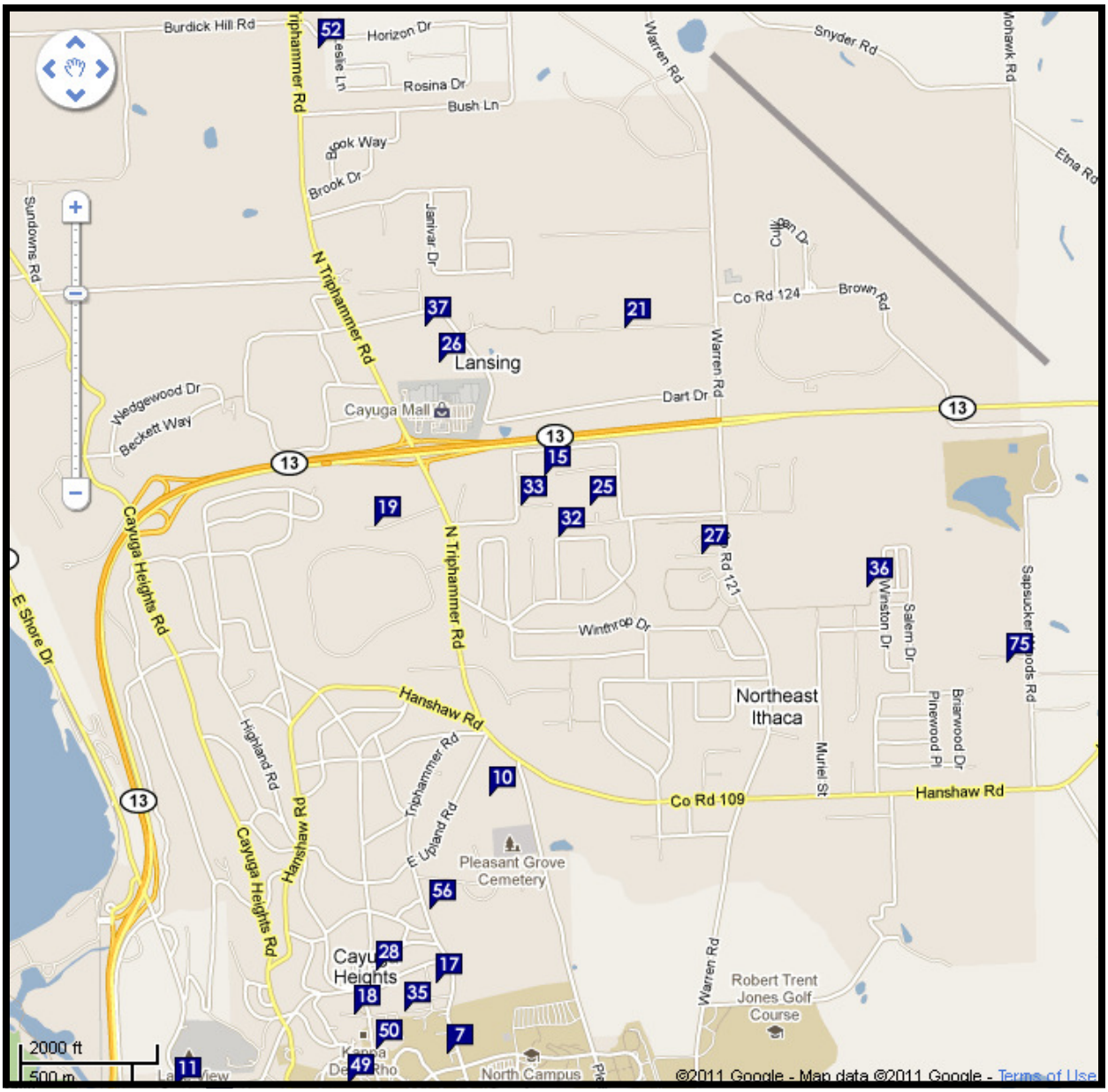
APARTMENT LOCATIONS MAP A



DOWNTOWN ITHACA/
ITHACA-TOMPKINS COUNTY, NEW YORK

DANTER COMPANY

APARTMENT LOCATIONS MAP B



DOWNTOWN ITHACA/
ITHACA-TOMPKINS COUNTY, NEW YORK

DANTER COMPANY

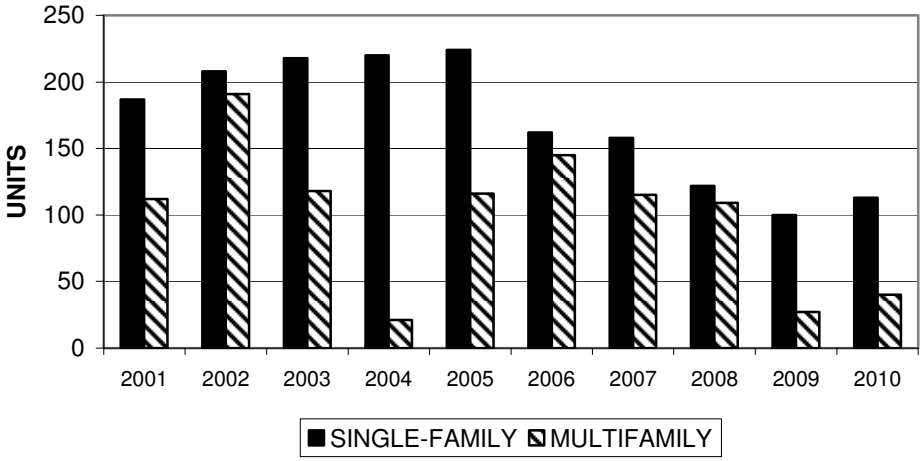
V. HOUSING STARTS

In an analysis of housing starts by building permits in Tompkins County, New York since 2001, the peak year was 2002 with 399 units; 49.7% of these were multifamily units. In 2009, there were 127 starts, and there were 153 in 2010.

Housing starts in the city of Ithaca accounted for 9.0% of the total Tompkins County starts. Since 2001, there have been permits issued representing 244 units in Ithaca, 82.8% of which have been multifamily units.

HOUSING UNITS AUTHORIZED
TOMPKINS COUNTY, NEW YORK
2001-2010

YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2001	187	112	299
2002	208	191	399
2003	218	118	336
2004	220	21	241
2005	224	116	340
2006	162	145	307
2007	158	115	273
2008	122	109	231
2009	100	27	127
2010	113	40	153



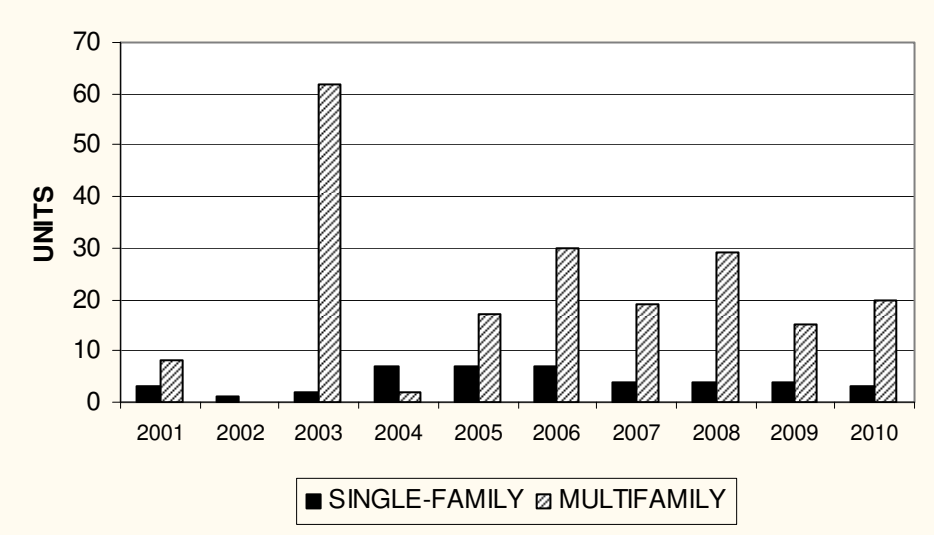
SOURCES: U.S. Bureau of Census
Danter Company, LLC

DANTER COMPANY

ITHACA, NEW YORK
2001-2010

YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2001	3	8	11
2002	1	0	1
2003	2	62	64
2004	7	2	9
2005	7	17	24
2006	7	30	37
2007	4	19	23
2008	4	29	N/A
2009	4	15	19
2010	3	20	N/A

N/A - Not available



SOURCES: U.S. Bureau of Census
Danter Company, LLC

DANTER COMPANY

DEMOGRAPHICS

SITE EFFECTIVE MARKET AREA

ITHACA, NEW YORK

TOMPKINS COUNTY

DANTER COMPANY

Age by Income Profile

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

	Census 2000	2010	2015	2010-2015 Change	2010-2015 Annual Rate
Population	96,501	102,658	104,636	1,978	0.38%
Households	36,420	39,054	40,057	1,003	0.51%
Median Age	28.6	31.5	32.1	0.6	0.38%

Census 2000 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,292	7,151	7,060	7,013	3,864	2,904	3,180
<$10,000	2,171	857	350	374	189	267	326
$10,000 - $14,999	803	536	280	261	258	215	568
$15,000 - $24,999	1,021	1,398	844	513	319	614	598
$25,000 - $34,999	499	1,164	887	678	399	337	459
$35,000 - $49,999	427	1,405	1,196	1,025	747	470	419
$50,000 - $74,999	275	1,259	1,907	1,842	764	443	272
$75,000 - $99,999	18	272	769	1,001	496	173	179
$100,000 - $149,999	39	164	570	816	507	228	235
$150,000 - $199,999	18	54	111	208	64	88	66
$200,000+	21	42	146	295	121	69	58
Median HH Income	$12,524	$31,608	$49,527	$56,906	$50,493	$35,501	$26,768
Average HH Income	$21,399	$39,313	$58,140	$70,500	$64,549	$53,431	$44,153

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$10,000	41.0%	12.0%	5.0%	5.3%	4.9%	9.2%	10.3%
$10,000 - $14,999	15.2%	7.5%	4.0%	3.7%	6.7%	7.4%	17.9%
$15,000 - $24,999	19.3%	19.5%	12.0%	7.3%	8.3%	21.1%	18.8%
$25,000 - $34,999	9.4%	16.3%	12.6%	9.7%	10.3%	11.6%	14.4%
$35,000 - $49,999	8.1%	19.6%	16.9%	14.6%	19.3%	16.2%	13.2%
$50,000 - $74,999	5.2%	17.6%	27.0%	26.3%	19.8%	15.3%	8.6%
$75,000 - $99,999	0.3%	3.8%	10.9%	14.3%	12.8%	6.0%	5.6%
$100,000 - $149,999	0.7%	2.3%	8.1%	11.6%	13.1%	7.9%	7.4%
$150,000 - $199,999	0.3%	0.8%	1.6%	3.0%	1.7%	3.0%	2.1%
$200,000+	0.4%	0.6%	2.1%	4.2%	3.1%	2.4%	1.8%

Data Note: Census 2000 income is expressed in current (1999) dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Age by Income Profile

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

2010 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,532	7,073	6,182	7,385	6,069	3,465	3,343
<$15,000	2,532	896	304	348	360	340	631
$15,000 - $24,999	988	1,024	537	380	340	526	575
$25,000 - $34,999	606	1,089	705	606	532	431	450
$35,000 - $49,999	553	1,443	943	904	964	592	444
$50,000 - $74,999	472	1,598	1,740	1,936	1,272	641	350
$75,000 - $99,999	150	574	1,035	1,464	1,230	370	358
$100,000 - $149,999	102	249	597	998	963	311	289
$150,000 - $199,999	88	135	165	390	159	148	137
$200,000 - $249,999	37	43	61	164	125	57	63
$250,000 - $499,999	4	18	76	166	102	40	40
$500,000+	0	4	19	29	22	9	6
Median HH Income	$16,641	$39,189	$55,996	$66,514	$64,103	$44,976	$35,379
Average HH Income	$29,009	$48,698	$69,928	$85,077	$79,675	$64,424	$58,477

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	45.8%	12.7%	4.9%	4.7%	5.9%	9.8%	18.9%
$15,000 - $24,999	17.9%	14.5%	8.7%	5.1%	5.6%	15.2%	17.2%
$25,000 - $34,999	11.0%	15.4%	11.4%	8.2%	8.8%	12.4%	13.5%
$35,000 - $49,999	10.0%	20.4%	15.3%	12.2%	15.9%	17.1%	13.3%
$50,000 - $74,999	8.5%	22.6%	28.1%	26.2%	21.0%	18.5%	10.5%
$75,000 - $99,999	2.7%	8.1%	16.7%	19.8%	20.3%	10.7%	10.7%
$100,000 - $149,999	1.8%	3.5%	9.7%	13.5%	15.9%	9.0%	8.6%
$150,000 - $199,999	1.6%	1.9%	2.7%	5.3%	2.6%	4.3%	4.1%
$200,000 - $249,999	0.7%	0.6%	1.0%	2.2%	2.1%	1.6%	1.9%
$250,000 - $499,999	0.1%	0.3%	1.2%	2.2%	1.7%	1.2%	1.2%
$500,000+	0.0%	0.1%	0.3%	0.4%	0.4%	0.3%	0.2%

Data Note: Income reported for July 1, 2010 represents annual income for the preceding year, expressed in current (2009) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2010.

Age by Income Profile

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

2015 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,345	7,494	6,093	6,853	6,257	4,613	3,397
<$15,000	2,169	680	172	185	224	315	476
$15,000 - $24,999	891	861	361	229	240	511	454
$25,000 - $34,999	553	995	541	442	436	461	385
$35,000 - $49,999	598	1,465	808	708	878	746	407
$50,000 - $74,999	517	1,778	1,630	1,568	1,138	864	368
$75,000 - $99,999	245	925	1,244	1,512	1,514	583	518
$100,000 - $149,999	188	451	888	1,182	1,223	581	433
$150,000 - $199,999	123	228	210	532	268	344	198
$200,000 - $249,999	50	73	100	201	157	100	92
$250,000 - $499,999	11	32	117	258	156	87	56
$500,000+	0	6	22	36	23	21	10
Median HH Income	$19,606	$46,551	$65,375	$78,490	$77,386	$55,893	$48,871
Average HH Income	$35,217	$57,599	$81,556	$100,067	$90,802	$79,459	$72,601

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	40.6%	9.1%	2.8%	2.7%	3.6%	6.8%	14.0%
$15,000 - $24,999	16.7%	11.5%	5.9%	3.3%	3.8%	11.1%	13.4%
$25,000 - $34,999	10.3%	13.3%	8.9%	6.4%	7.0%	10.0%	11.3%
$35,000 - $49,999	11.2%	19.5%	13.3%	10.3%	14.0%	16.2%	12.0%
$50,000 - $74,999	9.7%	23.7%	26.8%	22.9%	18.2%	18.7%	10.8%
$75,000 - $99,999	4.6%	12.3%	20.4%	22.1%	24.2%	12.6%	15.2%
$100,000 - $149,999	3.5%	6.0%	14.6%	17.2%	19.5%	12.6%	12.7%
$150,000 - $199,999	2.3%	3.0%	3.4%	7.8%	4.3%	7.5%	5.8%
$200,000 - $249,999	0.9%	1.0%	1.6%	2.9%	2.5%	2.2%	2.7%
$250,000 - $499,999	0.2%	0.4%	1.9%	3.8%	2.5%	1.9%	1.6%
$500,000+	0.0%	0.1%	0.4%	0.5%	0.4%	0.5%	0.3%

Data Note: Income reported for July 1, 2015 represents annual income for the preceding year, expressed in current (2014) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2015.

Business Summary by SIC Codes

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

Total Businesses:	3,759
Total Employees:	41,302
Total Residential Population:	102,658
Employee/Residential Population Ratio:	0.4

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture & Mining	124	3.3%	1,593	3.9%
Construction	241	6.4%	1,047	2.5%
Manufacturing	106	2.8%	3,677	8.9%
Transportation	92	2.4%	761	1.8%
Communication	29	0.8%	468	1.1%
Utility	14	0.4%	49	0.1%
Wholesale Trade	126	3.4%	1,006	2.4%
Retail Trade Summary	844	22.5%	7,852	19.0%
Home Improvement	58	1.5%	385	0.9%
General Merchandise Stores	16	0.4%	292	0.7%
Food Stores	73	1.9%	1,638	4.0%
Auto Dealers, Gas Stations, Auto Aftermarket	77	2.0%	727	1.8%
Apparel & Accessory Stores	53	1.4%	313	0.8%
Furniture & Home Furnishings	91	2.4%	524	1.3%
Eating & Drinking Places	242	6.4%	2,962	7.2%
Miscellaneous Retail	234	6.2%	1,011	2.4%
Finance, Insurance, Real Estate Summary	301	8.0%	1,987	4.8%
Banks, Savings & Lending Institutions	52	1.4%	577	1.4%
Securities Brokers	22	0.6%	69	0.2%
Insurance Carriers & Agents	47	1.3%	286	0.7%
Real Estate, Holding, Other Investment Offices	180	4.8%	1,055	2.6%
Services Summary	1,601	42.6%	19,523	47.3%
Hotels & Lodging	59	1.6%	771	1.9%
Automotive Services	98	2.6%	394	1.0%
Motion Pictures & Amusements	113	3.0%	714	1.7%
Health Services	193	5.1%	4,032	9.8%
Legal Services	52	1.4%	246	0.6%
Education Institutions & Libraries	153	4.1%	6,701	16.2%
Other Services	933	24.8%	6,665	16.1%
Government	236	6.3%	3,319	8.0%
Other	45	1.2%	20	0.0%
Totals	3,759	100.0%	41,302	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Business Summary by NAICS Codes

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

Total Businesses:	3,759
Total Employees:	41,302
Total Residential Population:	102,658
Employee/Residential Population Ratio:	0.4

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	41	1.1%	105	0.3%
Mining	4	0.1%	48	0.1%
Utilities	7	0.2%	40	0.1%
Construction	257	6.8%	1,083	2.6%
Manufacturing	95	2.5%	3,451	8.4%
Wholesale Trade	122	3.2%	991	2.4%
Retail Trade	581	15.5%	4,634	11.2%
Motor Vehicle & Parts Dealers	62	1.6%	617	1.5%
Furniture & Home Furnishings Stores	38	1.0%	195	0.5%
Electronics & Appliance Stores	33	0.9%	314	0.8%
Bldg Material & Garden Equipment & Supplies Dealers	53	1.4%	364	0.9%
Food & Beverage Stores	65	1.7%	1,427	3.5%
Health & Personal Care Stores	37	1.0%	224	0.5%
Gasoline Stations	15	0.4%	110	0.3%
Clothing & Clothing Accessories Stores	63	1.7%	357	0.9%
Sport Goods, Hobby, Book, & Music Stores	72	1.9%	326	0.8%
General Merchandise Stores	16	0.4%	292	0.7%
Miscellaneous Store Retailers	121	3.2%	393	1.0%
Nonstore Retailers	6	0.2%	15	0.0%
Transportation & Warehousing	64	1.7%	607	1.5%
Information	117	3.1%	1,446	3.5%
Finance & Insurance	122	3.2%	935	2.3%
Central Bank/Credit Intermediation & Related Activities	43	1.1%	335	0.8%
Securities, Commodity Contracts & Other Financial Investments & Other Related Activities	31	0.8%	311	0.8%
Insurance Carriers & Related Activities; Funds, Trusts & Other Financial Vehicles	48	1.3%	289	0.7%
Real Estate, Rental & Leasing	209	5.6%	1,036	2.5%
Professional, Scientific & Tech Services	352	9.4%	3,546	8.6%
Legal Services	56	1.5%	261	0.6%
Management of Companies & Enterprises	1	0.0%	170	0.4%
Administrative & Support & Waste Management & Remediation Services	151	4.0%	991	2.4%
Educational Services	147	3.9%	6,346	15.4%
Health Care & Social Assistance	298	7.9%	5,629	13.6%
Arts, Entertainment & Recreation	93	2.5%	727	1.8%
Accommodation & Food Services	309	8.2%	3,830	9.3%
Accommodation	59	1.6%	771	1.9%
Food Services & Drinking Places	250	6.7%	3,059	7.4%
Other Services (except Public Administration)	506	13.5%	2,305	5.6%
Automotive Repair & Maintenance	72	1.9%	255	0.6%
Public Administration	237	6.3%	3,359	8.1%
Unclassified Establishments	46	1.2%	23	0.1%
Total	3,759	100.0%	41,302	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Demographic and Income Profile

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

Summary	2000	2010	2015
Population	96,501	102,658	104,636
Households	36,420	39,054	40,057
Families	19,120	20,194	20,603
Average Household Size	2.32	2.29	2.28
Owner Occupied HUs	19,574	20,821	21,407
Renter Occupied HUs	16,846	18,233	18,650
Median Age	28.6	31.5	32.1

Trends: 2010-2015 Annual Rate	Area	State	National
Population	0.38%	0.2%	0.76%
Households	0.51%	0.2%	0.78%
Families	0.4%	0.12%	0.64%
Owner HHs	0.56%	0.19%	0.82%
Median Household Income	2.84%	3.04%	2.36%

	2000		2010		2015	
Households by Income	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
< $15,000	7,455	20.4%	5,411	13.9%	4,221	10.5%
$15,000 - $24,999	5,307	14.6%	4,370	11.2%	3,547	8.9%
$25,000 - $34,999	4,423	12.1%	4,419	11.3%	3,813	9.5%
$35,000 - $49,999	5,689	15.6%	5,843	15.0%	5,610	14.0%
$50,000 - $74,999	6,762	18.5%	8,009	20.5%	7,863	19.6%
$75,000 - $99,999	2,908	8.0%	5,181	13.3%	6,541	16.3%
$100,000 - $149,999	2,559	7.0%	3,509	9.0%	4,946	12.3%
$150,000 - $199,000	609	1.7%	1,222	3.1%	1,903	4.8%
$200,000+	752	2.1%	1,085	2.8%	1,608	4.0%
Median Household Income	$37,444		$48,569		$55,862	
Average Household Income	$50,577		$63,197		$74,500	
Per Capita Income	$19,659		$26,078		$30,792	

	2000		2010		2015	
Population by Age	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
0 - 4	4,285	4.4%	4,581	4.5%	4,626	4.4%
5 - 9	5,076	5.3%	4,529	4.4%	4,638	4.4%
10 - 14	5,344	5.5%	4,746	4.6%	4,871	4.7%
15 - 19	12,395	12.8%	10,860	10.6%	10,284	9.8%
20 - 24	16,250	16.8%	16,929	16.5%	16,971	16.2%
25 - 34	12,915	13.4%	14,169	13.8%	14,747	14.1%
35 - 44	12,335	12.8%	11,930	11.6%	11,907	11.4%
45 - 54	12,028	12.5%	13,202	12.9%	12,393	11.8%
55 - 64	6,616	6.9%	10,647	10.4%	11,121	10.6%
65 - 74	4,637	4.8%	5,752	5.6%	7,684	7.3%
75 - 84	3,368	3.5%	3,496	3.4%	3,570	3.4%
85+	1,252	1.3%	1,817	1.8%	1,824	1.7%

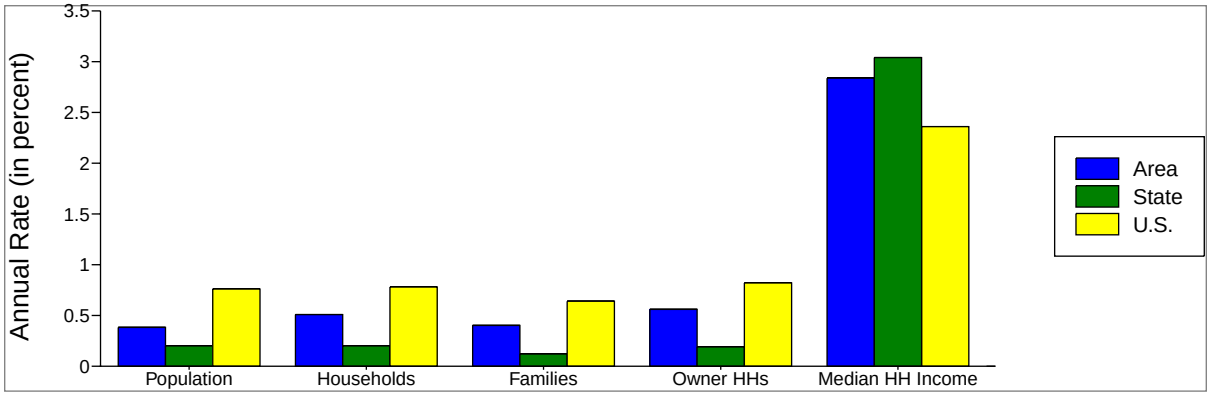
	2000		2010		2015	
Race and Ethnicity	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
White Alone	82,507	85.5%	81,818	79.7%	80,522	77.0%
Black Alone	3,508	3.6%	5,739	5.6%	6,196	5.9%
American Indian Alone	275	0.3%	337	0.3%	369	0.4%
Asian Alone	6,943	7.2%	9,852	9.6%	11,853	11.3%
Pacific Islander Alone	36	0.0%	39	0.0%	40	0.0%
Some Other Race Alone	1,052	1.1%	1,772	1.7%	2,004	1.9%
Two or More Races	2,180	2.3%	3,101	3.0%	3,652	3.5%
Hispanic Origin (Any Race)	2,968	3.1%	4,886	4.8%	5,707	5.5%

Data Note: Income is expressed in current dollars.

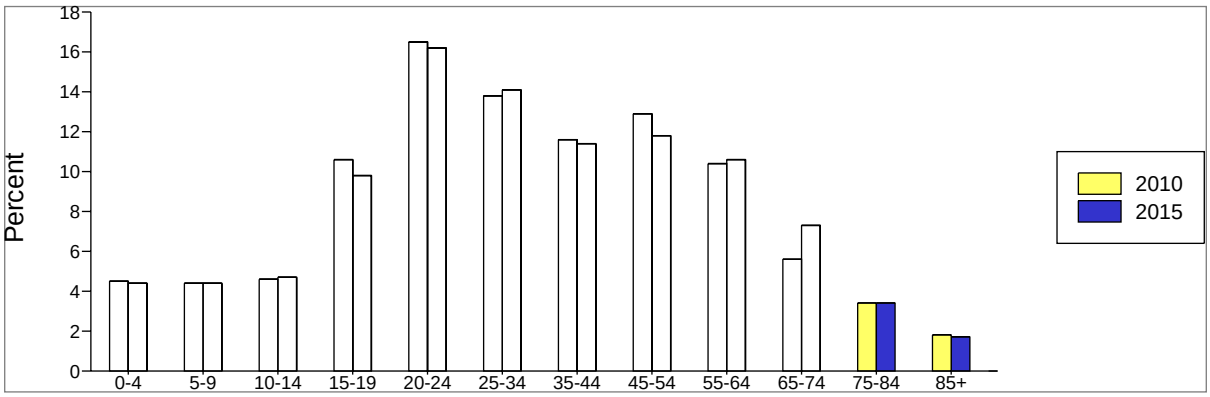
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

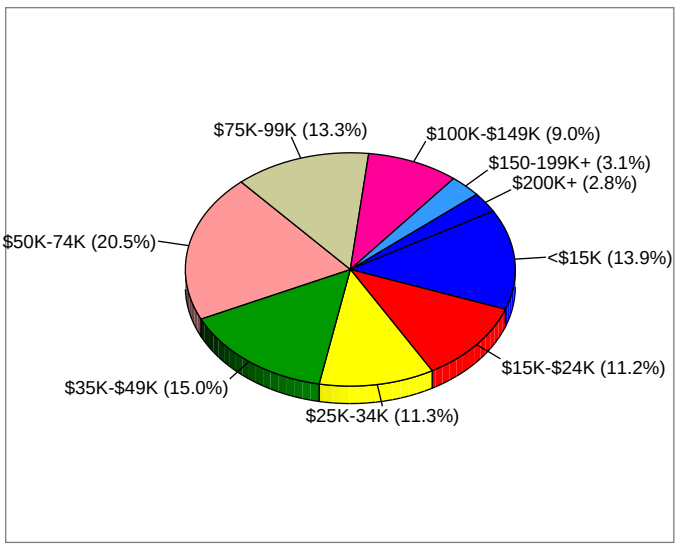
Trends 2010-2015



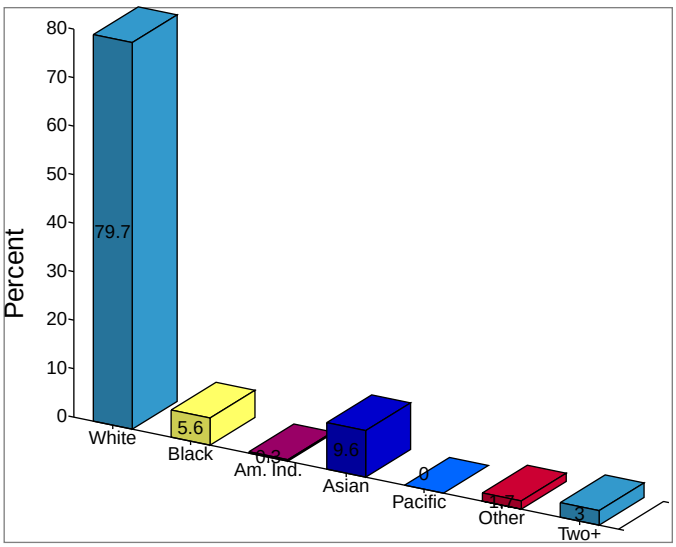
Population by Age



2010 Household Income



2010 Population by Race



2010 Percent Hispanic Origin: 4.8%

Housing Profile

D1104 Ithaca-Tompkins County, NY

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

2000 Total Population	96,501	2000 Median HH Income	$37,444
2010 Total Population	102,658	2010 Median HH Income	$48,569
2015 Total Population	104,636	2015 Median HH Income	$55,862
2010 - 2015 Annual Rate	0.38%	2010 - 2015 Annual Rate	2.84%

Housing Units by Occupancy Status and Tenure

	Census 2000		2010		2015	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	38,625	100.0%	41,849	100.0%	43,114	100.0%
Occupied	36,420	94.3%	39,054	93.3%	40,057	92.9%
Owner	19,574	50.7%	20,821	49.8%	21,407	49.7%
Renter	16,846	43.6%	18,233	43.6%	18,650	43.3%
Vacant	2,205	5.7%	2,795	6.7%	3,057	7.1%

Owner Occupied Housing Units by Value

	Census 2000		2010		2015	
	Number	Percent	Number	Percent	Number	Percent
Total	19,583	100.0%	20,821	100.0%	21,407	100.0%
< $10,000	478	2.4%	264	1.3%	211	1.0%
$10,000 - $14,999	332	1.7%	177	0.9%	136	0.6%
$15,000 - $19,999	229	1.2%	178	0.9%	160	0.7%
$20,000 - $24,999	147	0.8%	191	0.9%	123	0.6%
$25,000 - $29,999	168	0.9%	141	0.7%	167	0.8%
$30,000 - $34,999	304	1.6%	102	0.5%	142	0.7%
$35,000 - $39,999	322	1.6%	101	0.5%	122	0.6%
$40,000 - $49,999	532	2.7%	168	0.8%	170	0.8%
$50,000 - $59,999	878	4.5%	285	1.4%	135	0.6%
$60,000 - $69,999	1,391	7.1%	221	1.1%	157	0.7%
$70,000 - $79,999	1,747	8.9%	332	1.6%	253	1.2%
$80,000 - $89,999	2,080	10.6%	286	1.4%	171	0.8%
$90,000 - $99,999	1,871	9.6%	475	2.3%	255	1.2%
$100,000 - $124,999	2,582	13.2%	1,529	7.3%	672	3.1%
$125,000 - $149,999	2,218	11.3%	3,016	14.5%	1,102	5.1%
$150,000 - $174,999	1,324	6.8%	2,635	12.7%	1,588	7.4%
$175,000 - $199,999	993	5.1%	2,657	12.8%	2,756	12.9%
$200,000 - $249,999	830	4.2%	2,610	12.5%	4,406	20.6%
$250,000 - $299,999	449	2.3%	2,036	9.8%	2,221	10.4%
$300,000 - $399,999	478	2.4%	1,760	8.5%	3,245	15.2%
$400,000 - $499,999	113	0.6%	559	2.7%	1,146	5.4%
$500,000 - $749,999	104	0.5%	838	4.0%	1,268	5.9%
$750,000 - $999,999	6	0.0%	173	0.8%	548	2.6%
$1,000,000+	7	0.0%	87	0.4%	253	1.2%
Median Value	$96,325		$177,912		$227,048	
Average Value	$117,082		$214,472		$277,894	

Data Note: Detail may not sum to totals due to rounding.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

Census 2000 Vacant Housing Units by Status

	Number	Percent
Total	2,205	100.0%
For Rent	814	36.9%
For Sale Only	319	14.5%
Rented/Sold, Unoccupied	177	8.0%
Seasonal/Recreational/Occasional Use	428	19.4%
For Migrant Workers	3	0.1%
Other Vacant	464	21.0%

Census 2000 Occupied Housing Units by Age of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	36,420	19,574	53.7%
15 - 24	5,296	212	4.0%
25 - 34	6,979	1,875	26.9%
35 - 44	6,971	4,368	62.7%
45 - 54	7,135	5,498	77.1%
55 - 64	3,964	3,317	83.7%
65 - 74	2,966	2,356	79.4%
75 - 84	2,314	1,521	65.7%
85+	795	427	53.7%

Census 2000 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	36,420	19,574	53.7%
White Alone	32,041	18,721	58.4%
Black Alone	1,047	283	27.0%
American Indian Alone	99	32	32.3%
Asian Alone	2,311	319	13.8%
Pacific Islander Alone	16	5	31.3%
Some Other Race Alone	296	52	17.6%
Two or More Races	610	162	26.6%
Hispanic Origin	847	142	16.8%

Census 2000 Housing Units by Units in Structure and Occupancy

	Housing Units		Occupied Units	
	Number	Percent	Number	Percent
Total	38,625	100.0%	36,420	100.0%
1, Detached	19,128	49.5%	18,110	49.7%
1, Attached	1,254	3.2%	1,207	3.3%
2	3,493	9.0%	3,199	8.8%
3 to 4	3,239	8.4%	3,090	8.5%
5 to 9	2,821	7.3%	2,702	7.4%
10 to 19	1,753	4.5%	1,628	4.5%
20 to 49	1,269	3.3%	1,187	3.3%
50 or More	1,986	5.1%	1,931	5.3%
Mobile Home	3,671	9.5%	3,360	9.2%
Other	11	0.0%	6	0.0%

Data Note: Persons of Hispanic Origin may be of any race.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

Tompkins County, NY
Tompkins County, NY (36109)
Geography: County

Census 2000 Specified Owner Occupied Housing Units by Selected Monthly Owner Cost

	Number	Percent
Total	13,449	100.0%
With Mortgage	9,726	72.3%
<$200	0	0.0%
$200 - $299	19	0.1%
$300 - $399	64	0.5%
$400 - $499	175	1.3%
$500 - $599	317	2.4%
$600 - $699	618	4.6%
$700 - $799	811	6.0%
$800 - $899	1,010	7.5%
$900 - $999	1,060	7.9%
$1000 - $1249	2,098	15.6%
$1250 - $1499	1,326	9.9%
$1500 - $1999	1,294	9.6%
$2000 - $2499	565	4.2%
$2500 - $2999	210	1.6%
$3000+	159	1.2%
With No Mortgage	3,723	27.7%
Median Monthly Owner Costs for Units with Mortgage	$1,094	
Average Monthly Owner Costs for Units with Mortgage	$1,229	

Census 2000 Specified Renter Occupied Housing Units by Contract Rent

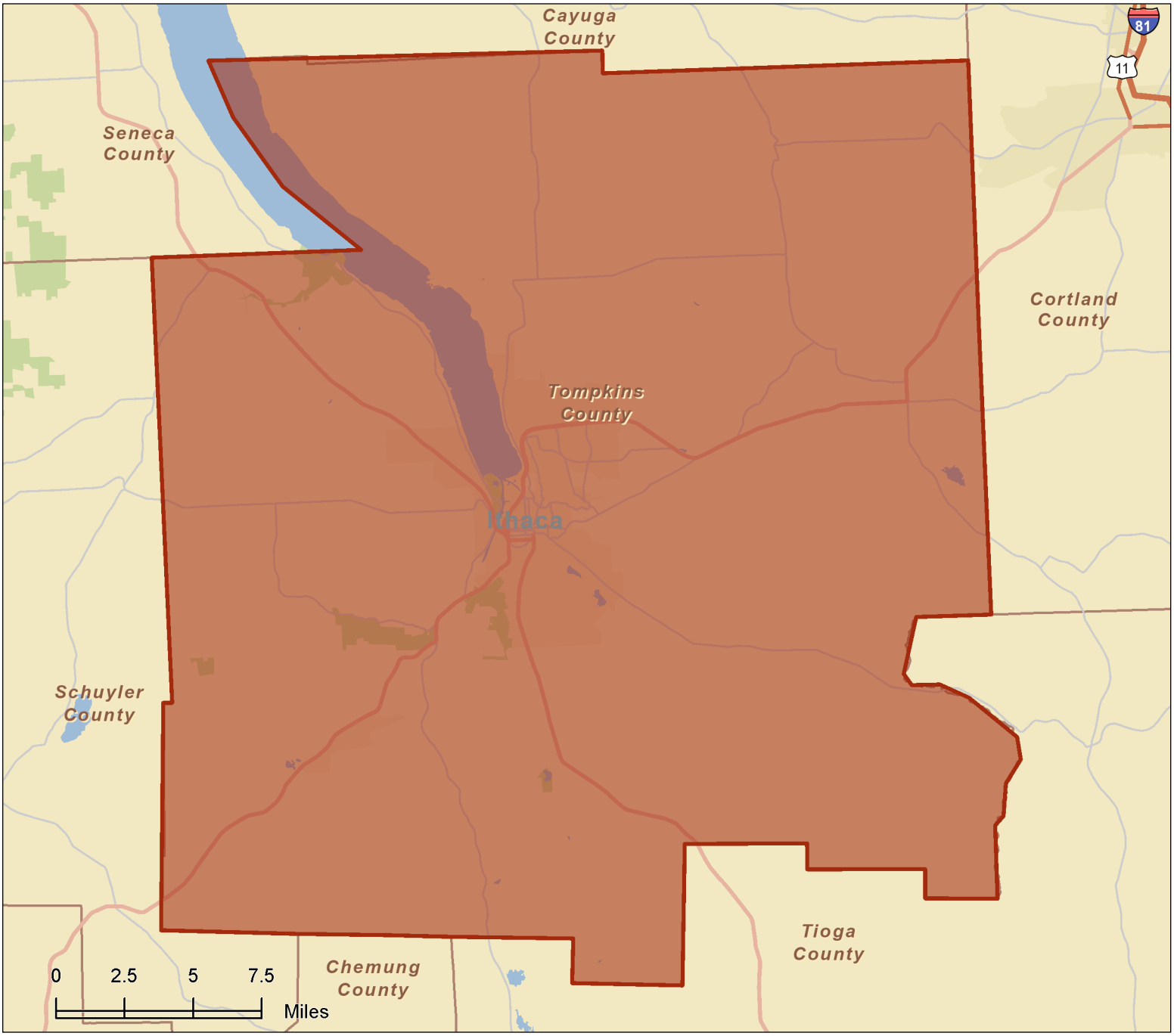
	Number	Percent
Total	16,607	100.0%
Paying Cash Rent	16,200	97.5%
< $100	179	1.1%
$100 - $149	159	1.0%
$150 - $199	307	1.8%
$200 - $249	341	2.1%
$250 - $299	427	2.6%
$300 - $349	938	5.6%
$350 - $399	1,430	8.6%
$400 - $449	1,646	9.9%
$450 - $499	1,714	10.3%
$500 - $549	1,647	9.9%
$550 - $599	1,335	8.0%
$600 - $649	1,452	8.7%
$650 - $699	1,065	6.4%
$700 - $749	760	4.6%
$750 - $799	466	2.8%
$800 - $899	826	5.0%
$900 - $999	360	2.2%
$1000 - $1249	344	2.1%
$1250 - $1499	220	1.3%
$1500 - $1999	329	2.0%
$2000+	255	1.5%
No Cash Rent	407	2.5%
Median Rent	$529	
Average Rent	$592	
Average Gross Rent (with Utilities)	$673	

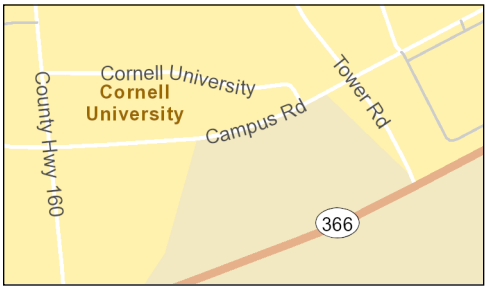
Data Note: Specified Owner Occupied Housing Units exclude houses on 10+ acres, mobile homes, units in multiunit buildings, and houses with a business or medical office. Specified Renter Occupied Housing Units exclude houses on 10+ acres. Average Contract Rent and Average Gross Rent exclude units paying no cash rent.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

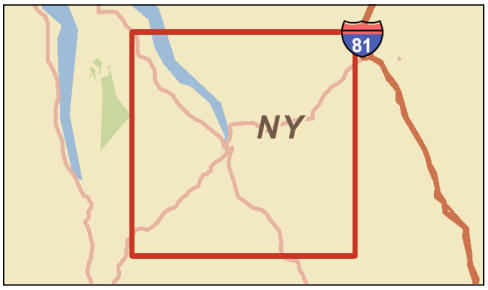
Site Map

Tompkins County, NY
Standard Geography

D1104 Ithaca-Tompkins County, NY







November 04, 2011

Made with Esri Business Analyst

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Age by Income Profile

ITHACA, NY D1104

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

	Census 2000	2010	2015	2010-2015 Change	2010-2015 Annual Rate
Population	29,287	30,133	30,444	311	0.21%
Households	10,287	10,721	10,903	182	0.34%
Median Age	23.2	24.2	24.2	0.0	0%

Census 2000 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	3,525	2,259	1,373	1,211	598	569	701
<$10,000	1,804	437	124	168	58	111	117
$10,000 - $14,999	493	177	117	74	54	79	133
$15,000 - $24,999	510	477	204	114	59	83	125
$25,000 - $34,999	289	406	178	204	51	67	100
$35,000 - $49,999	211	302	255	187	123	68	81
$50,000 - $74,999	135	273	302	201	100	68	49
$75,000 - $99,999	16	110	95	102	66	28	53
$100,000 - $149,999	39	56	74	90	65	24	43
$150,000 - $199,999	18	14	7	39	9	18	0
$200,000+	10	7	17	32	13	23	0
Median HH Income	$10,000	$25,865	$37,763	$39,505	$44,097	$27,579	$22,751
Average HH Income	$19,029	$32,775	$45,159	$55,510	$58,305	$53,086	$33,342

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$10,000	51.2%	19.3%	9.0%	13.9%	9.7%	19.5%	16.7%
$10,000 - $14,999	14.0%	7.8%	8.5%	6.1%	9.0%	13.9%	19.0%
$15,000 - $24,999	14.5%	21.1%	14.9%	9.4%	9.9%	14.6%	17.8%
$25,000 - $34,999	8.2%	18.0%	13.0%	16.8%	8.5%	11.8%	14.3%
$35,000 - $49,999	6.0%	13.4%	18.6%	15.4%	20.6%	12.0%	11.6%
$50,000 - $74,999	3.8%	12.1%	22.0%	16.6%	16.7%	12.0%	7.0%
$75,000 - $99,999	0.5%	4.9%	6.9%	8.4%	11.0%	4.9%	7.6%
$100,000 - $149,999	1.1%	2.5%	5.4%	7.4%	10.9%	4.2%	6.1%
$150,000 - $199,999	0.5%	0.6%	0.5%	3.2%	1.5%	3.2%	0.0%
$200,000+	0.3%	0.3%	1.2%	2.6%	2.2%	4.0%	0.0%

Data Note: Census 2000 income is expressed in current (1999) dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

2010 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	3,573	2,156	1,183	1,443	994	608	761
<$15,000	2,047	426	97	148	110	128	178
$15,000 - $24,999	537	410	154	118	91	101	134
$25,000 - $34,999	330	386	134	191	86	60	81
$35,000 - $49,999	274	293	196	212	190	83	93
$50,000 - $74,999	240	356	339	388	159	110	61
$75,000 - $99,999	61	154	161	167	132	45	113
$100,000 - $149,999	54	94	77	124	175	38	78
$150,000 - $199,999	14	25	8	53	9	15	7
$200,000 - $249,999	15	7	10	37	28	23	9
$250,000 - $499,999	1	5	6	5	12	4	5
$500,000+	0	0	1	0	2	1	2
Median HH Income	$13,091	$30,444	$50,433	$52,089	$52,224	$37,053	$33,077
Average HH Income	$22,454	$41,753	$57,179	$63,242	$70,294	$56,783	$52,032

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	57.3%	19.8%	8.2%	10.3%	11.1%	21.1%	23.4%
$15,000 - $24,999	15.0%	19.0%	13.0%	8.2%	9.2%	16.6%	17.6%
$25,000 - $34,999	9.2%	17.9%	11.3%	13.2%	8.7%	9.9%	10.6%
$35,000 - $49,999	7.7%	13.6%	16.6%	14.7%	19.1%	13.7%	12.2%
$50,000 - $74,999	6.7%	16.5%	28.7%	26.9%	16.0%	18.1%	8.0%
$75,000 - $99,999	1.7%	7.1%	13.6%	11.6%	13.3%	7.4%	14.8%
$100,000 - $149,999	1.5%	4.4%	6.5%	8.6%	17.6%	6.3%	10.2%
$150,000 - $199,999	0.4%	1.2%	0.7%	3.7%	0.9%	2.5%	0.9%
$200,000 - $249,999	0.4%	0.3%	0.8%	2.6%	2.8%	3.8%	1.2%
$250,000 - $499,999	0.0%	0.2%	0.5%	0.3%	1.2%	0.7%	0.7%
$500,000+	0.0%	0.0%	0.1%	0.0%	0.2%	0.2%	0.3%

Data Note: Income reported for July 1, 2010 represents annual income for the preceding year, expressed in current (2009) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2010.

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

2015 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	3,558	2,222	1,211	1,313	1,026	797	765
<$15,000	1,829	335	63	83	69	133	138
$15,000 - $24,999	551	377	121	85	74	123	114
$25,000 - $34,999	311	343	124	151	75	66	83
$35,000 - $49,999	324	310	181	180	187	99	77
$50,000 - $74,999	273	397	356	347	152	150	62
$75,000 - $99,999	116	231	191	175	153	68	139
$100,000 - $149,999	103	157	130	153	239	68	116
$150,000 - $199,999	28	48	13	79	18	39	20
$200,000 - $249,999	18	12	18	50	38	37	8
$250,000 - $499,999	5	12	13	10	20	12	6
$500,000+	0	0	1	0	1	2	2
Median HH Income	$14,590	$37,046	$55,537	$58,495	$65,889	$45,756	$43,248
Average HH Income	$27,326	$50,378	$66,556	$74,838	$81,953	$68,103	$62,384

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	51.4%	15.1%	5.2%	6.3%	6.7%	16.7%	18.0%
$15,000 - $24,999	15.5%	17.0%	10.0%	6.5%	7.2%	15.4%	14.9%
$25,000 - $34,999	8.7%	15.4%	10.2%	11.5%	7.3%	8.3%	10.8%
$35,000 - $49,999	9.1%	14.0%	14.9%	13.7%	18.2%	12.4%	10.1%
$50,000 - $74,999	7.7%	17.9%	29.4%	26.4%	14.8%	18.8%	8.1%
$75,000 - $99,999	3.3%	10.4%	15.8%	13.3%	14.9%	8.5%	18.2%
$100,000 - $149,999	2.9%	7.1%	10.7%	11.7%	23.3%	8.5%	15.2%
$150,000 - $199,999	0.8%	2.2%	1.1%	6.0%	1.8%	4.9%	2.6%
$200,000 - $249,999	0.5%	0.5%	1.5%	3.8%	3.7%	4.6%	1.0%
$250,000 - $499,999	0.1%	0.5%	1.1%	0.8%	1.9%	1.5%	0.8%
$500,000+	0.0%	0.0%	0.1%	0.0%	0.1%	0.3%	0.3%

Data Note: Income reported for July 1, 2015 represents annual income for the preceding year, expressed in current (2014) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2015.

Business Summary by SIC Codes

ITHACA, NY D1104

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

Total Businesses:	1,629
Total Employees:	17,171
Total Residential Population:	30,133
Employee/Residential Population Ratio:	0.57

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture & Mining	29	1.8%	875	5.1%
Construction	60	3.7%	279	1.6%
Manufacturing	35	2.1%	1,268	7.4%
Transportation	28	1.7%	375	2.2%
Communication	12	0.7%	159	0.9%
Utility	3	0.2%	0	0.0%
Wholesale Trade	46	2.8%	276	1.6%
Retail Trade Summary	407	25.0%	4,393	25.6%
Home Improvement	21	1.3%	193	1.1%
General Merchandise Stores	5	0.3%	22	0.1%
Food Stores	24	1.5%	1,137	6.6%
Auto Dealers, Gas Stations, Auto Aftermarket	29	1.8%	357	2.1%
Apparel & Accessory Stores	28	1.7%	71	0.4%
Furniture & Home Furnishings	42	2.6%	223	1.3%
Eating & Drinking Places	141	8.7%	1,851	10.8%
Miscellaneous Retail	117	7.2%	539	3.1%
Finance, Insurance, Real Estate Summary	145	8.9%	1,002	5.8%
Banks, Savings & Lending Institutions	29	1.8%	344	2.0%
Securities Brokers	10	0.6%	46	0.3%
Insurance Carriers & Agents	19	1.2%	77	0.4%
Real Estate, Holding, Other Investment Offices	87	5.3%	535	3.1%
Services Summary	736	45.2%	6,934	40.4%
Hotels & Lodging	16	1.0%	396	2.3%
Automotive Services	34	2.1%	196	1.1%
Motion Pictures & Amusements	49	3.0%	217	1.3%
Health Services	88	5.4%	1,142	6.7%
Legal Services	39	2.4%	226	1.3%
Education Institutions & Libraries	81	5.0%	2,105	12.3%
Other Services	429	26.3%	2,652	15.4%
Government	106	6.5%	1,603	9.3%
Other	22	1.4%	7	0.0%
Totals	1,629	100.0%	17,171	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Business Summary by NAICS Codes

ITHACA, NY D1104

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

Total Businesses:	1,629
Total Employees:	17,171
Total Residential Population:	30,133
Employee/Residential Population Ratio:	0.57

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	3	0.2%	5	0.0%
Mining	1	0.1%	20	0.1%
Utilities	1	0.1%	0	0.0%
Construction	69	4.2%	298	1.7%
Manufacturing	33	2.0%	1,183	6.9%
Wholesale Trade	45	2.8%	272	1.6%
Retail Trade	257	15.8%	2,336	13.6%
Motor Vehicle & Parts Dealers	24	1.5%	339	2.0%
Furniture & Home Furnishings Stores	19	1.2%	88	0.5%
Electronics & Appliance Stores	13	0.8%	101	0.6%
Bldg Material & Garden Equipment & Supplies Dealers	20	1.2%	191	1.1%
Food & Beverage Stores	23	1.4%	959	5.6%
Health & Personal Care Stores	17	1.0%	107	0.6%
Gasoline Stations	5	0.3%	18	0.1%
Clothing & Clothing Accessories Stores	32	2.0%	81	0.5%
Sport Goods, Hobby, Book, & Music Stores	35	2.1%	158	0.9%
General Merchandise Stores	5	0.3%	22	0.1%
Miscellaneous Store Retailers	63	3.9%	260	1.5%
Nonstore Retailers	1	0.1%	12	0.1%
Transportation & Warehousing	19	1.2%	293	1.7%
Information	54	3.3%	677	3.9%
Finance & Insurance	58	3.6%	467	2.7%
Central Bank/Credit Intermediation & Related Activities	24	1.5%	128	0.7%
Securities, Commodity Contracts & Other Financial Investments & Other Related Activities	15	0.9%	262	1.5%
Insurance Carriers & Related Activities; Funds, Trusts & Other Financial Vehicles	19	1.2%	77	0.4%
Real Estate, Rental & Leasing	100	6.1%	435	2.5%
Professional, Scientific & Tech Services	156	9.6%	1,843	10.7%
Legal Services	43	2.6%	241	1.4%
Management of Companies & Enterprises	1	0.1%	170	1.0%
Administrative & Support & Waste Management & Remediation Services	56	3.4%	226	1.3%
Educational Services	76	4.7%	1,900	11.1%
Health Care & Social Assistance	141	8.7%	1,583	9.2%
Arts, Entertainment & Recreation	38	2.3%	229	1.3%
Accommodation & Food Services	160	9.8%	2,296	13.4%
Accommodation	16	1.0%	396	2.3%
Food Services & Drinking Places	144	8.8%	1,900	11.1%
Other Services (except Public Administration)	231	14.2%	1,284	7.5%
Automotive Repair & Maintenance	22	1.4%	114	0.7%
Public Administration	107	6.6%	1,643	9.6%
Unclassified Establishments	23	1.4%	11	0.1%
Total	1,629	100.0%	17,171	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Demographic and Income Profile

ITHACA, NY D1104

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

Summary	2000	2010	2015
Population	29,287	30,133	30,444
Households	10,287	10,721	10,903
Families	2,958	3,022	3,036
Average Household Size	2.13	2.10	2.10
Owner Occupied HUs	2,671	3,040	3,009
Renter Occupied HUs	7,616	7,681	7,895
Median Age	23.2	24.2	24.2

Trends: 2010-2015 Annual Rate	Area	National
Population	0.21%	0.76%
Households	0.34%	0.78%
Families	0.09%	0.64%
Owner HHs	-0.2%	0.82%
Median Household Income	4.51%	2.36%

	2000		2010		2015	
Households by Income	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
< $15,000	3,946	38.6%	3,134	29.2%	2,652	24.3%
$15,000 - $24,999	1,572	15.4%	1,545	14.4%	1,447	13.3%
$25,000 - $34,999	1,295	12.7%	1,269	11.8%	1,153	10.6%
$35,000 - $49,999	1,227	12.0%	1,338	12.5%	1,361	12.5%
$50,000 - $74,999	1,128	11.0%	1,654	15.4%	1,737	15.9%
$75,000 - $99,999	470	4.6%	831	7.8%	1,074	9.9%
$100,000 - $149,999	391	3.8%	640	6.0%	966	8.9%
$150,000 - $199,000	105	1.0%	131	1.2%	245	2.2%
$200,000+	102	1.0%	174	1.6%	265	2.4%
Median Household Income	$21,749		$30,066		$37,478	
Average Household Income	$35,052		$44,153		$52,671	
Per Capita Income	$13,408		$19,655		$23,300	

	2000		2010		2015	
Population by Age	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
0 - 4	727	2.5%	787	2.6%	792	2.6%
5 - 9	721	2.5%	705	2.3%	712	2.3%
10 - 14	729	2.5%	674	2.2%	686	2.3%
15 - 19	5,739	19.6%	4,091	13.6%	3,995	13.1%
20 - 24	10,551	36.0%	10,592	35.2%	10,683	35.1%
25 - 34	3,703	12.6%	4,249	14.1%	4,302	14.1%
35 - 44	2,179	7.4%	2,452	8.1%	2,518	8.3%
45 - 54	2,080	7.1%	2,538	8.4%	2,350	7.7%
55 - 64	1,022	3.5%	1,740	5.8%	1,819	6.0%
65 - 74	822	2.8%	1,008	3.3%	1,291	4.2%
75 - 84	705	2.4%	783	2.6%	780	2.6%
85+	309	1.1%	514	1.7%	515	1.7%

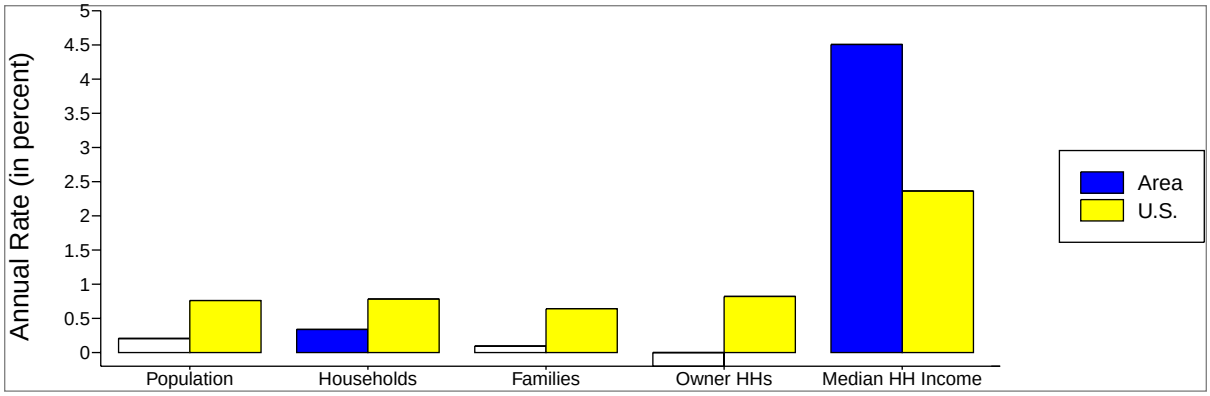
	2000		2010		2015	
Race and Ethnicity	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
White Alone	21,663	74.0%	20,074	66.6%	19,044	62.6%
Black Alone	1,965	6.7%	2,926	9.7%	3,100	10.2%
American Indian Alone	114	0.4%	114	0.4%	118	0.4%
Asian Alone	3,998	13.7%	4,847	16.1%	5,732	18.8%
Pacific Islander Alone	16	0.1%	17	0.1%	17	0.1%
Some Other Race Alone	546	1.9%	919	3.0%	1,029	3.4%
Two or More Races	985	3.4%	1,235	4.1%	1,403	4.6%
Hispanic Origin (Any Race)	1,555	5.3%	2,315	7.7%	2,637	8.7%

Data Note: Income is expressed in current dollars.

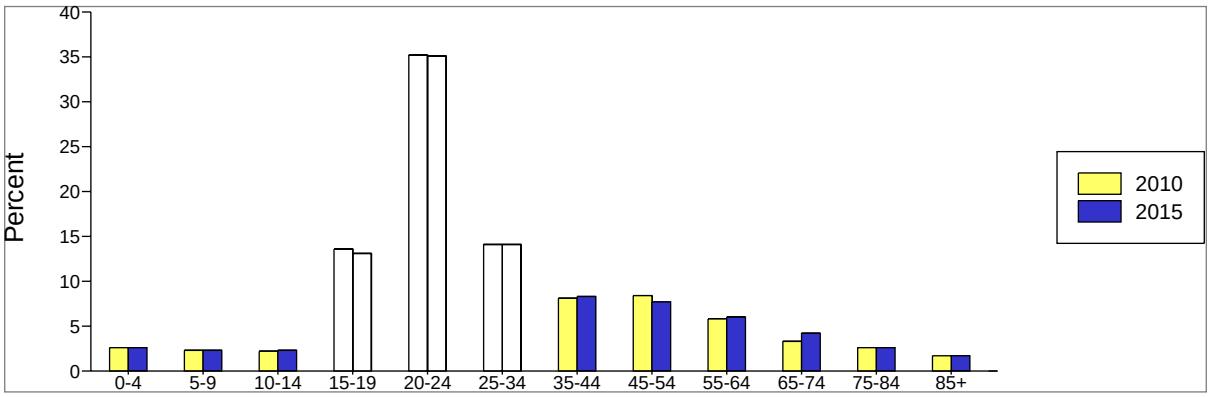
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

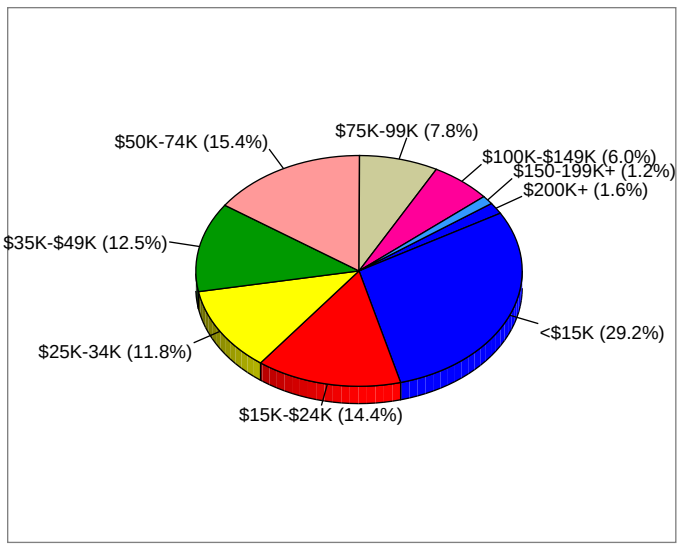
Trends 2010-2015



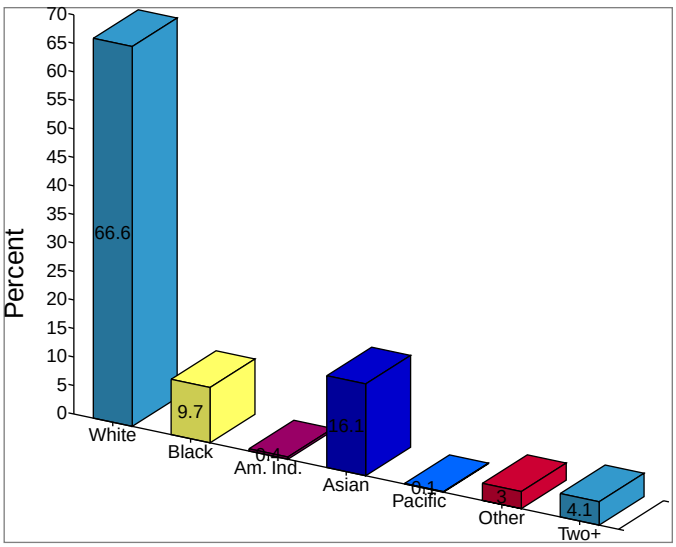
Population by Age



2010 Household Income



2010 Population by Race



2010 Percent Hispanic Origin: 7.7%

Housing Profile

ITHACA, NY D1104

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

2000 Total Population	29,287	2000 Median HH Income	$21,749
2010 Total Population	30,133	2010 Median HH Income	$30,066
2015 Total Population	30,444	2015 Median HH Income	$37,478
2010 - 2015 Annual Rate	0.21%	2010 - 2015 Annual Rate	4.51%

Housing Units by Occupancy Status and Tenure

	Census 2000		2010		2015	
	Number	**Percent**	**Number**	**Percent**	**Number**	**Percent**
Total Housing Units	10,736	100.0%	11,376	100.0%	11,641	100.0%
Occupied	10,287	95.8%	10,721	94.2%	10,904	93.7%
Owner	2,671	24.9%	3,040	26.7%	3,009	25.8%
Renter	7,616	70.9%	7,681	67.5%	7,895	67.8%
Vacant	449	4.2%	655	5.8%	737	6.3%

Owner Occupied Housing Units by Value

	Census 2000		2010		2015	
	Number	**Percent**	**Number**	**Percent**	**Number**	**Percent**
Total	2,638	100.0%	3,040	100.0%	3,009	100.0%
< $10,000	21	0.8%	12	0.4%	10	0.3%
$10,000 - $14,999	26	1.0%	8	0.3%	6	0.2%
$15,000 - $19,999	25	0.9%	11	0.4%	8	0.3%
$20,000 - $24,999	0	0.0%	15	0.5%	8	0.3%
$25,000 - $29,999	0	0.0%	13	0.4%	12	0.4%
$30,000 - $34,999	5	0.2%	11	0.4%	12	0.4%
$35,000 - $39,999	6	0.2%	6	0.2%	11	0.4%
$40,000 - $49,999	9	0.3%	0	0.0%	14	0.5%
$50,000 - $59,999	99	3.8%	6	0.2%	2	0.1%
$60,000 - $69,999	284	10.8%	7	0.2%	2	0.1%
$70,000 - $79,999	286	10.8%	20	0.7%	6	0.2%
$80,000 - $89,999	387	14.7%	24	0.8%	7	0.2%
$90,000 - $99,999	270	10.2%	58	1.9%	15	0.5%
$100,000 - $124,999	410	15.5%	293	9.6%	84	2.8%
$125,000 - $149,999	299	11.3%	491	16.2%	195	6.5%
$150,000 - $174,999	231	8.8%	448	14.7%	270	9.0%
$175,000 - $199,999	79	3.0%	419	13.8%	452	15.0%
$200,000 - $249,999	138	5.2%	407	13.4%	689	22.9%
$250,000 - $299,999	40	1.5%	303	10.0%	358	11.9%
$300,000 - $399,999	15	0.6%	283	9.3%	487	16.2%
$400,000 - $499,999	0	0.0%	98	3.2%	162	5.4%
$500,000 - $749,999	8	0.3%	76	2.5%	131	4.4%
$750,000 - $999,999	0	0.0%	21	0.7%	43	1.4%
$1,000,000+	0	0.0%	10	0.3%	25	0.8%
Median Value	$96,333		$180,788		$228,338	
Average Value	$112,755		$217,016		$271,645	

Data Note: Detail may not sum to totals due to rounding.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

Census 2000 Vacant Housing Units by Status

	Number	Percent
Total	449	100.0%
For Rent	215	47.9%
For Sale Only	58	12.9%
Rented/Sold, Unoccupied	39	8.7%
Seasonal/Recreational/Occasional Use	48	10.7%
For Migrant Workers	0	0.0%
Other Vacant	89	19.8%

Census 2000 Occupied Housing Units by Age of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	10,287	2,671	26.0%
15 - 24	3,542	31	0.9%
25 - 34	2,130	215	10.1%
35 - 44	1,346	529	39.3%
45 - 54	1,354	760	56.1%
55 - 64	637	415	65.1%
65 - 74	575	351	61.0%
75 - 84	510	266	52.2%
85+	193	104	53.9%

Census 2000 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	10,287	2,671	26.0%
White Alone	7,972	2,402	30.1%
Black Alone	624	133	21.3%
American Indian Alone	37	3	8.1%
Asian Alone	1,196	80	6.7%
Pacific Islander Alone	7	2	28.6%
Some Other Race Alone	168	20	11.9%
Two or More Races	283	31	11.0%
Hispanic Origin	448	41	9.2%

Census 2000 Housing Units by Units in Structure and Occupancy

	Housing Units		Occupied Units	
	Number	Percent	Number	Percent
Total	10,716	100.0%	10,253	100.0%
1, Detached	2,877	26.8%	2,714	26.5%
1, Attached	323	3.0%	318	3.1%
2	1,635	15.3%	1,532	14.9%
3 to 4	1,678	15.7%	1,613	15.7%
5 to 9	1,531	14.3%	1,488	14.5%
10 to 19	549	5.1%	509	5.0%
20 to 49	617	5.8%	606	5.9%
50 or More	1,390	13.0%	1,357	13.2%
Mobile Home	116	1.1%	116	1.1%
Other	0	0.0%	0	0.0%

Data Note: Persons of Hispanic Origin may be of any race.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

Ithaca City, NY_3
Ithaca city, NY (3638077)
Geography: Place

Census 2000 Specified Owner Occupied Housing Units by Selected Monthly Owner Cost

	Number	Percent
Total	2,015	100.0%
With Mortgage	1,449	71.9%
<$200	0	0.0%
$200 - $299	0	0.0%
$300 - $399	5	0.2%
$400 - $499	24	1.2%
$500 - $599	21	1.0%
$600 - $699	64	3.2%
$700 - $799	185	9.2%
$800 - $899	242	12.0%
$900 - $999	146	7.2%
$1000 - $1249	299	14.8%
$1250 - $1499	198	9.8%
$1500 - $1999	202	10.0%
$2000 - $2499	47	2.3%
$2500 - $2999	9	0.4%
$3000+	7	0.3%
With No Mortgage	566	28.1%
Median Monthly Owner Costs for Units with Mortgage	$1,031	
Average Monthly Owner Costs for Units with Mortgage	$1,132	

Census 2000 Specified Renter Occupied Housing Units by Contract Rent

	Number	Percent
Total	7,615	100.0%
Paying Cash Rent	7,498	98.5%
< $100	55	0.7%
$100 - $149	65	0.9%
$150 - $199	184	2.4%
$200 - $249	116	1.5%
$250 - $299	188	2.5%
$300 - $349	444	5.8%
$350 - $399	800	10.5%
$400 - $449	756	9.9%
$450 - $499	887	11.6%
$500 - $549	826	10.8%
$550 - $599	537	7.1%
$600 - $649	589	7.7%
$650 - $699	376	4.9%
$700 - $749	285	3.7%
$750 - $799	224	2.9%
$800 - $899	398	5.2%
$900 - $999	182	2.4%
$1000 - $1249	150	2.0%
$1250 - $1499	131	1.7%
$1500 - $1999	198	2.6%
$2000+	107	1.4%
No Cash Rent	117	1.5%
Median Rent	$515	
Average Rent	$592	
Average Gross Rent (with Utilities)	$652	

Data Note: Specified Owner Occupied Housing Units exclude houses on 10+ acres, mobile homes, units in multiunit buildings, and houses with a business or medical office. Specified Renter Occupied Housing Units exclude houses on 10+ acres. Average Contract Rent and Average Gross Rent exclude units paying no cash rent.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

Age by Income Profile

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

	Census 2000	2010	2015	2010-2015 Change	2010-2015 Annual Rate
Population	96,501	102,658	104,636	1,978	0.38%
Households	36,420	39,054	40,057	1,003	0.51%
Median Age	28.6	31.5	32.1	0.6	0.38%

Census 2000 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,292	7,151	7,060	7,013	3,864	2,904	3,180
<$10,000	2,171	857	350	374	189	267	326
$10,000 - $14,999	803	536	280	261	258	215	568
$15,000 - $24,999	1,021	1,398	844	513	319	614	598
$25,000 - $34,999	499	1,164	887	678	399	337	459
$35,000 - $49,999	427	1,405	1,196	1,025	747	470	419
$50,000 - $74,999	275	1,259	1,907	1,842	764	443	272
$75,000 - $99,999	18	272	769	1,001	496	173	179
$100,000 - $149,999	39	164	570	816	507	228	235
$150,000 - $199,999	18	54	111	208	64	88	66
$200,000+	21	42	146	295	121	69	58
Median HH Income	$12,524	$31,608	$49,527	$56,906	$50,493	$35,501	$26,768
Average HH Income	$21,399	$39,313	$58,140	$70,500	$64,549	$53,431	$44,153

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$10,000	41.0%	12.0%	5.0%	5.3%	4.9%	9.2%	10.3%
$10,000 - $14,999	15.2%	7.5%	4.0%	3.7%	6.7%	7.4%	17.9%
$15,000 - $24,999	19.3%	19.5%	12.0%	7.3%	8.3%	21.1%	18.8%
$25,000 - $34,999	9.4%	16.3%	12.6%	9.7%	10.3%	11.6%	14.4%
$35,000 - $49,999	8.1%	19.6%	16.9%	14.6%	19.3%	16.2%	13.2%
$50,000 - $74,999	5.2%	17.6%	27.0%	26.3%	19.8%	15.3%	8.6%
$75,000 - $99,999	0.3%	3.8%	10.9%	14.3%	12.8%	6.0%	5.6%
$100,000 - $149,999	0.7%	2.3%	8.1%	11.6%	13.1%	7.9%	7.4%
$150,000 - $199,999	0.3%	0.8%	1.6%	3.0%	1.7%	3.0%	2.1%
$200,000+	0.4%	0.6%	2.1%	4.2%	3.1%	2.4%	1.8%

Data Note: Census 2000 income is expressed in current (1999) dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

2010 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,532	7,073	6,182	7,385	6,069	3,465	3,343
<$15,000	2,532	896	304	348	360	340	631
$15,000 - $24,999	988	1,024	537	380	340	526	575
$25,000 - $34,999	606	1,089	705	606	532	431	450
$35,000 - $49,999	553	1,443	943	904	964	592	444
$50,000 - $74,999	472	1,598	1,740	1,936	1,272	641	350
$75,000 - $99,999	150	574	1,035	1,464	1,230	370	358
$100,000 - $149,999	102	249	597	998	963	311	289
$150,000 - $199,999	88	135	165	390	159	148	137
$200,000 - $249,999	37	43	61	164	125	57	63
$250,000 - $499,999	4	18	76	166	102	40	40
$500,000+	0	4	19	29	22	9	6
Median HH Income	$16,641	$39,189	$55,996	$66,514	$64,103	$44,976	$35,379
Average HH Income	$29,009	$48,698	$69,928	$85,077	$79,675	$64,424	$58,477

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	45.8%	12.7%	4.9%	4.7%	5.9%	9.8%	18.9%
$15,000 - $24,999	17.9%	14.5%	8.7%	5.1%	5.6%	15.2%	17.2%
$25,000 - $34,999	11.0%	15.4%	11.4%	8.2%	8.8%	12.4%	13.5%
$35,000 - $49,999	10.0%	20.4%	15.3%	12.2%	15.9%	17.1%	13.3%
$50,000 - $74,999	8.5%	22.6%	28.1%	26.2%	21.0%	18.5%	10.5%
$75,000 - $99,999	2.7%	8.1%	16.7%	19.8%	20.3%	10.7%	10.7%
$100,000 - $149,999	1.8%	3.5%	9.7%	13.5%	15.9%	9.0%	8.6%
$150,000 - $199,999	1.6%	1.9%	2.7%	5.3%	2.6%	4.3%	4.1%
$200,000 - $249,999	0.7%	0.6%	1.0%	2.2%	2.1%	1.6%	1.9%
$250,000 - $499,999	0.1%	0.3%	1.2%	2.2%	1.7%	1.2%	1.2%
$500,000+	0.0%	0.1%	0.3%	0.4%	0.4%	0.3%	0.2%

Data Note: Income reported for July 1, 2010 represents annual income for the preceding year, expressed in current (2009) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2010.

Age by Income Profile

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

2015 Households by Income and Age of Householder

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	5,345	7,494	6,093	6,853	6,257	4,613	3,397
<$15,000	2,169	680	172	185	224	315	476
$15,000 - $24,999	891	861	361	229	240	511	454
$25,000 - $34,999	553	995	541	442	436	461	385
$35,000 - $49,999	598	1,465	808	708	878	746	407
$50,000 - $74,999	517	1,778	1,630	1,568	1,138	864	368
$75,000 - $99,999	245	925	1,244	1,512	1,514	583	518
$100,000 - $149,999	188	451	888	1,182	1,223	581	433
$150,000 - $199,999	123	228	210	532	268	344	198
$200,000 - $249,999	50	73	100	201	157	100	92
$250,000 - $499,999	11	32	117	258	156	87	56
$500,000+	0	6	22	36	23	21	10
Median HH Income	$19,606	$46,551	$65,375	$78,490	$77,386	$55,893	$48,871
Average HH Income	$35,217	$57,599	$81,556	$100,067	$90,802	$79,459	$72,601

Percent Distribution

	< 25	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75+
HH Income Base	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<$15,000	40.6%	9.1%	2.8%	2.7%	3.6%	6.8%	14.0%
$15,000 - $24,999	16.7%	11.5%	5.9%	3.3%	3.8%	11.1%	13.4%
$25,000 - $34,999	10.3%	13.3%	8.9%	6.4%	7.0%	10.0%	11.3%
$35,000 - $49,999	11.2%	19.5%	13.3%	10.3%	14.0%	16.2%	12.0%
$50,000 - $74,999	9.7%	23.7%	26.8%	22.9%	18.2%	18.7%	10.8%
$75,000 - $99,999	4.6%	12.3%	20.4%	22.1%	24.2%	12.6%	15.2%
$100,000 - $149,999	3.5%	6.0%	14.6%	17.2%	19.5%	12.6%	12.7%
$150,000 - $199,999	2.3%	3.0%	3.4%	7.8%	4.3%	7.5%	5.8%
$200,000 - $249,999	0.9%	1.0%	1.6%	2.9%	2.5%	2.2%	2.7%
$250,000 - $499,999	0.2%	0.4%	1.9%	3.8%	2.5%	1.9%	1.6%
$500,000+	0.0%	0.1%	0.4%	0.5%	0.4%	0.5%	0.3%

Data Note: Income reported for July 1, 2015 represents annual income for the preceding year, expressed in current (2014) dollars, including an adjustment for inflation.

Source: Esri forecasts for 2015.

Business Summary by SIC Codes

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

Total Businesses:	3,759
Total Employees:	41,302
Total Residential Population:	102,658
Employee/Residential Population Ratio:	0.4

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture & Mining	124	3.3%	1,593	3.9%
Construction	241	6.4%	1,047	2.5%
Manufacturing	106	2.8%	3,677	8.9%
Transportation	92	2.4%	761	1.8%
Communication	29	0.8%	468	1.1%
Utility	14	0.4%	49	0.1%
Wholesale Trade	126	3.4%	1,006	2.4%
Retail Trade Summary	844	22.5%	7,852	19.0%
Home Improvement	58	1.5%	385	0.9%
General Merchandise Stores	16	0.4%	292	0.7%
Food Stores	73	1.9%	1,638	4.0%
Auto Dealers, Gas Stations, Auto Aftermarket	77	2.0%	727	1.8%
Apparel & Accessory Stores	53	1.4%	313	0.8%
Furniture & Home Furnishings	91	2.4%	524	1.3%
Eating & Drinking Places	242	6.4%	2,962	7.2%
Miscellaneous Retail	234	6.2%	1,011	2.4%
Finance, Insurance, Real Estate Summary	301	8.0%	1,987	4.8%
Banks, Savings & Lending Institutions	52	1.4%	577	1.4%
Securities Brokers	22	0.6%	69	0.2%
Insurance Carriers & Agents	47	1.3%	286	0.7%
Real Estate, Holding, Other Investment Offices	180	4.8%	1,055	2.6%
Services Summary	1,601	42.6%	19,523	47.3%
Hotels & Lodging	59	1.6%	771	1.9%
Automotive Services	98	2.6%	394	1.0%
Motion Pictures & Amusements	113	3.0%	714	1.7%
Health Services	193	5.1%	4,032	9.8%
Legal Services	52	1.4%	246	0.6%
Education Institutions & Libraries	153	4.1%	6,701	16.2%
Other Services	933	24.8%	6,665	16.1%
Government	236	6.3%	3,319	8.0%
Other	45	1.2%	20	0.0%
Totals	3,759	100.0%	41,302	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Business Summary by NAICS Codes

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

Total Businesses:	3,759
Total Employees:	41,302
Total Residential Population:	102,658
Employee/Residential Population Ratio:	0.4

	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	41	1.1%	105	0.3%
Mining	4	0.1%	48	0.1%
Utilities	7	0.2%	40	0.1%
Construction	257	6.8%	1,083	2.6%
Manufacturing	95	2.5%	3,451	8.4%
Wholesale Trade	122	3.2%	991	2.4%
Retail Trade	581	15.5%	4,634	11.2%
Motor Vehicle & Parts Dealers	62	1.6%	617	1.5%
Furniture & Home Furnishings Stores	38	1.0%	195	0.5%
Electronics & Appliance Stores	33	0.9%	314	0.8%
Bldg Material & Garden Equipment & Supplies Dealers	53	1.4%	364	0.9%
Food & Beverage Stores	65	1.7%	1,427	3.5%
Health & Personal Care Stores	37	1.0%	224	0.5%
Gasoline Stations	15	0.4%	110	0.3%
Clothing & Clothing Accessories Stores	63	1.7%	357	0.9%
Sport Goods, Hobby, Book, & Music Stores	72	1.9%	326	0.8%
General Merchandise Stores	16	0.4%	292	0.7%
Miscellaneous Store Retailers	121	3.2%	393	1.0%
Nonstore Retailers	6	0.2%	15	0.0%
Transportation & Warehousing	64	1.7%	607	1.5%
Information	117	3.1%	1,446	3.5%
Finance & Insurance	122	3.2%	935	2.3%
Central Bank/Credit Intermediation & Related Activities	43	1.1%	335	0.8%
Securities, Commodity Contracts & Other Financial Investments & Other Related Activities	31	0.8%	311	0.8%
Insurance Carriers & Related Activities; Funds, Trusts & Other Financial Vehicles	48	1.3%	289	0.7%
Real Estate, Rental & Leasing	209	5.6%	1,036	2.5%
Professional, Scientific & Tech Services	352	9.4%	3,546	8.6%
Legal Services	56	1.5%	261	0.6%
Management of Companies & Enterprises	1	0.0%	170	0.4%
Administrative & Support & Waste Management & Remediation Services	151	4.0%	991	2.4%
Educational Services	147	3.9%	6,346	15.4%
Health Care & Social Assistance	298	7.9%	5,629	13.6%
Arts, Entertainment & Recreation	93	2.5%	727	1.8%
Accommodation & Food Services	309	8.2%	3,830	9.3%
Accommodation	59	1.6%	771	1.9%
Food Services & Drinking Places	250	6.7%	3,059	7.4%
Other Services (except Public Administration)	506	13.5%	2,305	5.6%
Automotive Repair & Maintenance	72	1.9%	255	0.6%
Public Administration	237	6.3%	3,359	8.1%
Unclassified Establishments	46	1.2%	23	0.1%
Total	3,759	100.0%	41,302	100.0%

Source: Business data provided by Infogroup, Omaha NE Copyright 2010, all rights reserved. Esri forecasts for 2010.

Demographic and Income Profile

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

Summary	2000	2010	2015
Population	96,501	102,658	104,636
Households	36,420	39,054	40,057
Families	19,120	20,194	20,603
Average Household Size	2.32	2.29	2.28
Owner Occupied HUs	19,574	20,821	21,407
Renter Occupied HUs	16,846	18,233	18,650
Median Age	28.6	31.5	32.1

Trends: 2010-2015 Annual Rate	Area	State	National
Population	0.38%	0.2%	0.76%
Households	0.51%	0.2%	0.78%
Families	0.4%	0.12%	0.64%
Owner HHs	0.56%	0.19%	0.82%
Median Household Income	2.84%	3.04%	2.36%

	2000		2010		2015	
Households by Income	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
< $15,000	7,455	20.4%	5,411	13.9%	4,221	10.5%
$15,000 - $24,999	5,307	14.6%	4,370	11.2%	3,547	8.9%
$25,000 - $34,999	4,423	12.1%	4,419	11.3%	3,813	9.5%
$35,000 - $49,999	5,689	15.6%	5,843	15.0%	5,610	14.0%
$50,000 - $74,999	6,762	18.5%	8,009	20.5%	7,863	19.6%
$75,000 - $99,999	2,908	8.0%	5,181	13.3%	6,541	16.3%
$100,000 - $149,999	2,559	7.0%	3,509	9.0%	4,946	12.3%
$150,000 - $199,000	609	1.7%	1,222	3.1%	1,903	4.8%
$200,000+	752	2.1%	1,085	2.8%	1,608	4.0%
Median Household Income	$37,444		$48,569		$55,862	
Average Household Income	$50,577		$63,197		$74,500	
Per Capita Income	$19,659		$26,078		$30,792	

	2000		2010		2015	
Population by Age	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
0 - 4	4,285	4.4%	4,581	4.5%	4,626	4.4%
5 - 9	5,076	5.3%	4,529	4.4%	4,638	4.4%
10 - 14	5,344	5.5%	4,746	4.6%	4,871	4.7%
15 - 19	12,395	12.8%	10,860	10.6%	10,284	9.8%
20 - 24	16,250	16.8%	16,929	16.5%	16,971	16.2%
25 - 34	12,915	13.4%	14,169	13.8%	14,747	14.1%
35 - 44	12,335	12.8%	11,930	11.6%	11,907	11.4%
45 - 54	12,028	12.5%	13,202	12.9%	12,393	11.8%
55 - 64	6,616	6.9%	10,647	10.4%	11,121	10.6%
65 - 74	4,637	4.8%	5,752	5.6%	7,684	7.3%
75 - 84	3,368	3.5%	3,496	3.4%	3,570	3.4%
85+	1,252	1.3%	1,817	1.8%	1,824	1.7%

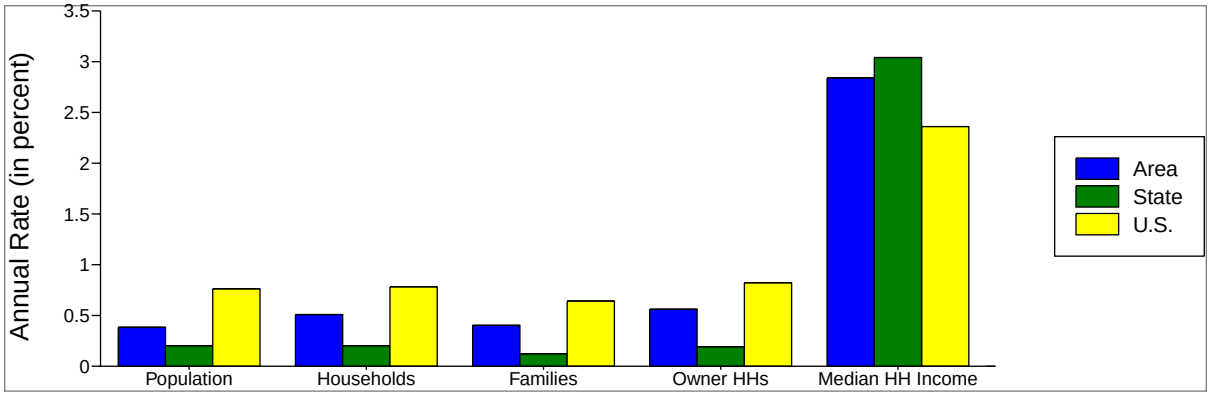
	2000		2010		2015	
Race and Ethnicity	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
White Alone	82,507	85.5%	81,818	79.7%	80,522	77.0%
Black Alone	3,508	3.6%	5,739	5.6%	6,196	5.9%
American Indian Alone	275	0.3%	337	0.3%	369	0.4%
Asian Alone	6,943	7.2%	9,852	9.6%	11,853	11.3%
Pacific Islander Alone	36	0.0%	39	0.0%	40	0.0%
Some Other Race Alone	1,052	1.1%	1,772	1.7%	2,004	1.9%
Two or More Races	2,180	2.3%	3,101	3.0%	3,652	3.5%
Hispanic Origin (Any Race)	2,968	3.1%	4,886	4.8%	5,707	5.5%

Data Note: Income is expressed in current dollars.

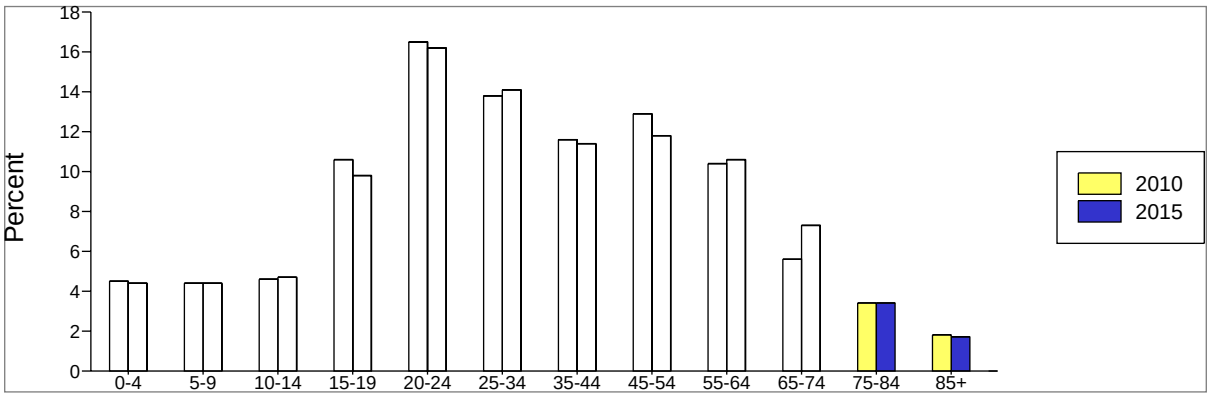
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

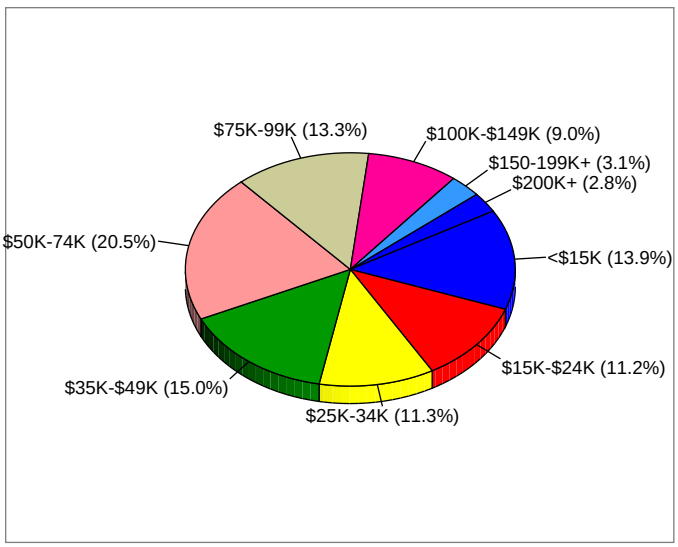
Trends 2010-2015



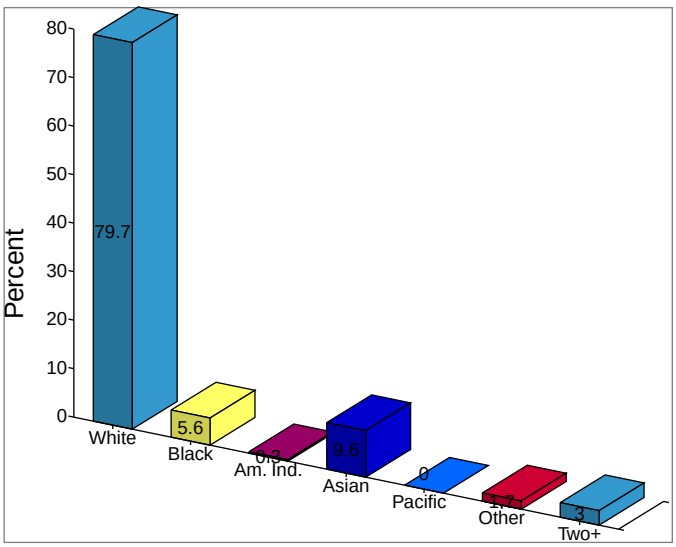
Population by Age



2010 Household Income



2010 Population by Race



2010 Percent Hispanic Origin: 4.8%

Housing Profile

ITHACA, NY D1104

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

2000 Total Population	96,501	2000 Median HH Income	$37,444
2010 Total Population	102,658	2010 Median HH Income	$48,569
2015 Total Population	104,636	2015 Median HH Income	$55,862
2010 - 2015 Annual Rate	0.38%	2010 - 2015 Annual Rate	2.84%

Housing Units by Occupancy Status and Tenure

	Census 2000		2010		2015	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	38,625	100.0%	41,849	100.0%	43,114	100.0%
Occupied	36,420	94.3%	39,054	93.3%	40,057	92.9%
Owner	19,574	50.7%	20,821	49.8%	21,407	49.7%
Renter	16,846	43.6%	18,233	43.6%	18,650	43.3%
Vacant	2,205	5.7%	2,795	6.7%	3,057	7.1%

Owner Occupied Housing Units by Value

	Census 2000		2010		2015	
	Number	Percent	Number	Percent	Number	Percent
Total	19,583	100.0%	20,821	100.0%	21,407	100.0%
< $10,000	478	2.4%	264	1.3%	211	1.0%
$10,000 - $14,999	332	1.7%	177	0.9%	136	0.6%
$15,000 - $19,999	229	1.2%	178	0.9%	160	0.7%
$20,000 - $24,999	147	0.8%	191	0.9%	123	0.6%
$25,000 - $29,999	168	0.9%	141	0.7%	167	0.8%
$30,000 - $34,999	304	1.6%	102	0.5%	142	0.7%
$35,000 - $39,999	322	1.6%	101	0.5%	122	0.6%
$40,000 - $49,999	532	2.7%	168	0.8%	170	0.8%
$50,000 - $59,999	878	4.5%	285	1.4%	135	0.6%
$60,000 - $69,999	1,391	7.1%	221	1.1%	157	0.7%
$70,000 - $79,999	1,747	8.9%	332	1.6%	253	1.2%
$80,000 - $89,999	2,080	10.6%	286	1.4%	171	0.8%
$90,000 - $99,999	1,871	9.6%	475	2.3%	255	1.2%
$100,000 - $124,999	2,582	13.2%	1,529	7.3%	672	3.1%
$125,000 - $149,999	2,218	11.3%	3,016	14.5%	1,102	5.1%
$150,000 - $174,999	1,324	6.8%	2,635	12.7%	1,588	7.4%
$175,000 - $199,999	993	5.1%	2,657	12.8%	2,756	12.9%
$200,000 - $249,999	830	4.2%	2,610	12.5%	4,406	20.6%
$250,000 - $299,999	449	2.3%	2,036	9.8%	2,221	10.4%
$300,000 - $399,999	478	2.4%	1,760	8.5%	3,245	15.2%
$400,000 - $499,999	113	0.6%	559	2.7%	1,146	5.4%
$500,000 - $749,999	104	0.5%	838	4.0%	1,268	5.9%
$750,000 - $999,999	6	0.0%	173	0.8%	548	2.6%
$1,000,000+	7	0.0%	87	0.4%	253	1.2%
Median Value	$96,325		$177,912		$227,048	
Average Value	$117,082		$214,472		$277,894	

Data Note: Detail may not sum to totals due to rounding.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

Census 2000 Vacant Housing Units by Status

	Number	Percent
Total	2,205	100.0%
For Rent	814	36.9%
For Sale Only	319	14.5%
Rented/Sold, Unoccupied	177	8.0%
Seasonal/Recreational/Occasional Use	428	19.4%
For Migrant Workers	3	0.1%
Other Vacant	464	21.0%

Census 2000 Occupied Housing Units by Age of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	36,420	19,574	53.7%
15 - 24	5,296	212	4.0%
25 - 34	6,979	1,875	26.9%
35 - 44	6,971	4,368	62.7%
45 - 54	7,135	5,498	77.1%
55 - 64	3,964	3,317	83.7%
65 - 74	2,966	2,356	79.4%
75 - 84	2,314	1,521	65.7%
85+	795	427	53.7%

Census 2000 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership

	Occupied Units	Owner Occupied Units	
		Number	% of Occupied
Total	36,420	19,574	53.7%
White Alone	32,041	18,721	58.4%
Black Alone	1,047	283	27.0%
American Indian Alone	99	32	32.3%
Asian Alone	2,311	319	13.8%
Pacific Islander Alone	16	5	31.3%
Some Other Race Alone	296	52	17.6%
Two or More Races	610	162	26.6%
Hispanic Origin	847	142	16.8%

Census 2000 Housing Units by Units in Structure and Occupancy

	Housing Units		Occupied Units	
	Number	Percent	Number	Percent
Total	38,625	100.0%	36,420	100.0%
1, Detached	19,128	49.5%	18,110	49.7%
1, Attached	1,254	3.2%	1,207	3.3%
2	3,493	9.0%	3,199	8.8%
3 to 4	3,239	8.4%	3,090	8.5%
5 to 9	2,821	7.3%	2,702	7.4%
10 to 19	1,753	4.5%	1,628	4.5%
20 to 49	1,269	3.3%	1,187	3.3%
50 or More	1,986	5.1%	1,931	5.3%
Mobile Home	3,671	9.5%	3,360	9.2%
Other	11	0.0%	6	0.0%

Data Note: Persons of Hispanic Origin may be of any race.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

Tompkins County, NY_3
Tompkins County, NY (36109)
Geography: County

Census 2000 Specified Owner Occupied Housing Units by Selected Monthly Owner Cost

	Number	Percent
Total	13,449	100.0%
With Mortgage	9,726	72.3%
<$200	0	0.0%
$200 - $299	19	0.1%
$300 - $399	64	0.5%
$400 - $499	175	1.3%
$500 - $599	317	2.4%
$600 - $699	618	4.6%
$700 - $799	811	6.0%
$800 - $899	1,010	7.5%
$900 - $999	1,060	7.9%
$1000 - $1249	2,098	15.6%
$1250 - $1499	1,326	9.9%
$1500 - $1999	1,294	9.6%
$2000 - $2499	565	4.2%
$2500 - $2999	210	1.6%
$3000+	159	1.2%
With No Mortgage	3,723	27.7%
Median Monthly Owner Costs for Units with Mortgage	$1,094	
Average Monthly Owner Costs for Units with Mortgage	$1,229	

Census 2000 Specified Renter Occupied Housing Units by Contract Rent

	Number	Percent
Total	16,607	100.0%
Paying Cash Rent	16,200	97.5%
< $100	179	1.1%
$100 - $149	159	1.0%
$150 - $199	307	1.8%
$200 - $249	341	2.1%
$250 - $299	427	2.6%
$300 - $349	938	5.6%
$350 - $399	1,430	8.6%
$400 - $449	1,646	9.9%
$450 - $499	1,714	10.3%
$500 - $549	1,647	9.9%
$550 - $599	1,335	8.0%
$600 - $649	1,452	8.7%
$650 - $699	1,065	6.4%
$700 - $749	760	4.6%
$750 - $799	466	2.8%
$800 - $899	826	5.0%
$900 - $999	360	2.2%
$1000 - $1249	344	2.1%
$1250 - $1499	220	1.3%
$1500 - $1999	329	2.0%
$2000+	255	1.5%
No Cash Rent	407	2.5%
Median Rent	$529	
Average Rent	$592	
Average Gross Rent (with Utilities)	$673	

Data Note: Specified Owner Occupied Housing Units exclude houses on 10+ acres, mobile homes, units in multiunit buildings, and houses with a business or medical office. Specified Renter Occupied Housing Units exclude houses on 10+ acres. Average Contract Rent and Average Gross Rent exclude units paying no cash rent.
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

GLOSSARY

ABSORPTION PERIOD—The number of months necessary to rent a specific number of units. If over 12 months, the absorption period is adjusted to reflect replacement for turnover (see *aggregate absorption* and *net absorption*).

ABSORPTION RATE—The number of units expected to be rented per month.

AESTHETIC AMENITIES (CURBSIDE APPEAL)—Used as part of the comparability index, this factor assigns a point rating to a project's physical appeal to potential tenants. Included in this rating are an evaluation of grounds appearance and landscaping, quality of maintenance, and quality of architecture and design.

AGGREGATE ABSORPTION—The total number of units absorbed by a subject site without accounting for turnover.

CERTIFICATE—See *HUD Section 8 Certificate.*

COMPARABLE MARKET RENT—The amount a potential renter would expect to pay for the subject unit without income restrictions given current and projected market conditions. Comparable market rent is based on a regression analysis for the market area. Factors influencing a property's potential to achieve the comparable market rent include the number of units at that rent, the step-up base at that rent level and the age and condition of the property and its competitors.

COMPARABILITY INDEX—A factor used to determine the relative competitiveness of any given multifamily project. This index is established based on a scale developed by the Danter Company, LLC that assigns point values to a project's unit amenities, project amenities, and overall aesthetic rating (curbside appeal).

CONTRACT RENT—See *street rent*.

CONVENTIONAL APARTMENT—Rental multifamily unit, typically in a building of four units or greater, that was purpose built as multifamily or converted to multifamily by adaptive reuse.

COOPERATIVE—a type of multifamily housing in which each household is part-owner of the community. A cooperative will usually involve a purchase or "buy-in" of the unit, and decisions affecting the community are typically made by majority votes of unit holders. Unit holders also share in the project's equity. Government subsidized units typically involve very low cost buy-ins and low rents geared towards low-income households.

DENSITY—The number of units per acre.

ECONOMIC VACANCY—An existing unit that is not collecting book rent. Economic vacancies include manager's units, model units, units undergoing renovation, units being prepared for occupancy, and units being discounted. The Danter Company, LLC determines vacancies based on a *market vacancy* standard (see *vacancy*).

EFFECTIVE MARKET AREA (EMA)[SM] —The geographic area from which a proposed development is expected to draw between 60% and 70% of its support. Also the area from which an existing project actually draws 60% to 70% of its support. An EMA is determined based on the area's demographic and socioeconomic characteristics, mobility patterns, and existing geographic features (i.e. a river, mountain, or freeway).

EMPTY-NESTER—An older adult (age 55 or over). Typically, households in this age group contain no children under 18.

ENTRY IMPACT—A prospective tenant's perception of a unit's spaciousness on entering a unit; a first impression.

EXTERNAL MOBILITY—Households moving to an area from well outside a market area.

FAIR MARKET RENT—The maximum chargeable gross rent in an area for projects participating in the HUD Section 8 program. Determined by HUD.

FIELD SURVEY—The process of visiting existing developments as part of the information-gathering process. Each project listed in this survey has been visited on-site by an analyst employed by the Danter Company, LLC unless specified otherwise. Also the name of the section detailing information gathered during the field trip.

[SM] Service Mark of Danter Company, LLC

FmHA—Farmers Home Administration, former name for RECD. See *RECD.*

GARDEN UNIT—A multifamily unit with living and sleeping space all on a single floor. May be in a multistory building.

GOVERNMENT SUBSIDIZED—Units for which all or part of the rent or operating expenses are paid for directly by a government agency. Government subsidy programs include HUD Sections 8 and 236, RECDS Section 515, and other programs sponsored by local housing authorities or agencies. Typically, tenants are charged a percentage of their income (usually 30%) as rent if they are unable to pay the full cost of a unit.

GROSS RENT—Rent paid for a unit adjusted to include all utilities.

HISTORIC TAX CREDIT—Program which gives income tax credits to investors who restore old or historic buildings in designated areas. This is a separate program from the low-income housing Tax Credit program (see *Tax Credit*).

HOUSING DEMAND ANALYSIS (HDA)[SM] —A statistical analysis of the relationship of an area's housing demand to its housing supply. This is provided at the county level. The purpose of this analysis is to place the overall housing market within the context of housing demand.

HUD—The United States Department of Housing and Urban Development. The primary agency for sponsoring subsidized housing in the United States, particularly in urban areas.

HUD SECTION 8 CERTIFICATE—A government subsidized housing program administered by local public housing agencies through which low-income households qualify for rent subsidies. Qualified households must pay 30% of adjusted income, 10% of gross income, or the portion of welfare designated for housing, whichever is greatest. Rent subsidies paid to the housing unit owner compensate the owner for the difference in the payment made by the household and the area Fair Market Rent. Qualified housing units must meet quality HUD quality guidelines. Subsidies may be also project-based, in which a project earns the subsidy by renting the unit to qualified households

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[SM] Service mark of Danter Company, LLC

HUD SECTION 8 VOUCHER—A government subsidized housing program administered by local public housing agencies through which income-qualified tenants can use government subsidies to reside at any project which meets certain qualifications. Qualified households pay 30% of adjusted income or 10% of gross income, whichever is greater. Government subsidies pay the housing unit owner the difference between what the qualified household pays and the area Payment Standard. Voucher holders may choose housing that rents for more than the area Payment Standard, but they will be responsible for paying the difference between the charged rent and the Payment Standard

INTERNAL MOBILITY—Households moving within the same market area.

MARKET-DRIVEN RENT—The rent for a unit with a given comparability index as determined by the regression analysis.

MARKET VACANCY—See *vacancy.*

MAXIMUM ALLOWABLE INCOME—The highest income a household can make and be eligible for the Tax Credit program. The maximum allowable income is set at 60% of the area's median household income unless otherwise noted.

MEDIAN RENT—The midpoint in the range of rents for a unit type at which exactly half of the units have higher rents and half have lower rents.

MSA—Metropolitan Statistical Area. Denotes an area associated with an urban area. MSA determinations are made by the Census Bureau based on population and interaction. Nonurban areas included in an MSA are marked by a high rate of commuting and interaction. MSA boundaries are particularly important in determining maximum allowable rents for Tax Credit development (see *PMSA*).

NET ABSORPTION—The total number of units absorbed when accounting for turnover.

NET RENT—The rent paid by a tenant adjusted to assume that the landlord pays for water/sewer service and trash removal and that the tenant pays all other utilities.

100% DATA BASE—When the Danter Company, LLC conducts a field survey, we gather data on all (100%) of the modern apartments in an EMA. This methodology allows us to examine the market at all price and amenity levels in order to determine step-up support and to use a regression analysis to determine market-driven rent for any given amenity level.

PMSA—Primary Metropolitan Statistical Area. Used for Metropolitan Statistical Areas that have been combined with other adjacent MSAs into a larger Consolidated MSA. Each PMSA is defined in the same manner as a standard MSA (see *MSA*).

PROJECT AMENITY—An amenity that is available for all residents of a community. Project amenities include laundry facilities, swimming pools, clubhouses, exercise rooms, playgrounds, etc.

RADIAL ANALYSIS—An analysis focusing on the area within a set distance of a site (usually 1, 3, 5, or 10 miles). Such analyses usually disregard mobility patterns, geographic boundaries, or differences in socioeconomic characteristics which separate one area from another.

RD—Rural Development. Formerly Farmers Home Administration. The primary agency of the federal government for overseeing government subsidized housing programs in rural areas, primarily through its Section 515 program.

RENT GAP—The difference in price between a unit type and the next-largest unit type. For example, at a project where one-bedroom units rent for $350 and two-bedroom units rent at $425, the rent gap is $75. May also be used to identify premium rents or special amenities.

REPLACEMENT ABSORPTION—The number of tenants necessary for a project to attract to counteract the number of tenants who chose to break or not renew their lease.

STEP-UP SUPPORT (OR STEP-UP BASE)—The number of multifamily units existing within the EMA with rents within a specified dollar amount below the proposed rents at a proposed multifamily site. Step-up support is calculated separately for each unit type proposed, and may include units of another, smaller unit type (for example, step-up support for proposed one-bedroom units may include not only one-bedroom units but also studio units).

STEP-DOWN SUPPORT—The number of units within a given unit type and comparability index level but with rents above the proposed rent. This total measures the number of tenants in a market who may be willing to move to a new project that provides a similar or higher level of quality at a lower rent.

STREET RENT—The rent quoted by a leasing agent or manager to a prospective tenant, regardless of the utilities included. Also called contract rent.

TAX CREDIT—Short for the low-income housing Tax Credit program (LIHTC) or IRS Section 42. This program gives investors the opportunity to gain tax credits for investing in multifamily housing for low- to moderate-income households meeting certain income restrictions. This designation does not refer to the historic Tax Credit program (see historic tax credit).

TOWNHOUSE UNIT—A multifamily unit with a floor plan of two or more floors. Typically, townhouse floor plans living areas and sleeping areas on different floors.

TREND LINE ANALYSIS—A mathematical analysis in which each project surveyed is plotted on a scatter diagram using rent by unit type and the project's comparability index. From this graph a trend line regression line is identified which identifies the market-driven rent at any given comparability index level.

TURNOVER—Units whose tenants choose to break or not renew their lease.

UNIT AMENITIES—Amenities available within an individual unit, or only to individual tenants. For example, a detached garage and external storage are considered unit amenities because they are generally available only to individual tenants.

UNIT TYPE—Based on the number of bedrooms: studio, one-bedroom, two-bedroom, etc.

UPPER-QUARTILE RENTS—The rent range including the 25% of units at the high end of the range scale.

UTILITY ALLOWANCE—Adjustment for utilities not included in the rent in the Tax Credit program. The adjustment is used to keep proposed rents within gross rent guidelines of the program. It is also used to adjust gross rents to compare with area net rents.

VACANCY—As used by the Danter Company, LLC, a vacancy is a multifamily unit available for immediate occupancy. Manager's units and model units are not counted as vacant units, nor are units that are unrentable due to excessive damage or renovation. This definition of vacancy is often referred to as a market vacancy and is different from an economic vacancy (see economic vacancy).

VOUCHER—See *HUD Section 8 Voucher.*

Qualifications and Services

About Danter Company, LLC

Danter Company, LLC is a national real estate research firm providing market and demographic information for builders, lenders, and developers in a variety of commercial markets. Danter Company, LLC has completed over 17,000 studies in all 50 states, Canada, Puerto Rico, the Virgin Islands, and Mexico.

The Danter Company was founded in 1970 by Kenneth Danter and was one of the first firms in the country to specialize in real estate research. Danter Company, LLC differs from most firms providing real estate research services in two key ways: real estate research is our only area of specialization, and we hold no financial interest in any of the properties for which we do our research. These principles guarantee that our recommendations are based on the existing and expected market conditions, not on any underlying interests or an effort to sell any of our other services.

Housing-related studies, including multifamily, single-family, condominium, and elderly (assisted-living and congregate care), account for about two-thirds of our assignments. We also conduct evaluations for site-specific developments (hotels, office buildings, historic reuse, resorts, commercial, and recreational projects) and major market overviews (downtown revitalization, high-rise housing, and industrial/economic development).

All our site-specific research is enhanced by over 40 years of extensive proprietary research on housing trends and buyer/renter profiles. Results of this research have been widely quoted in *The Washington Post, The Boston Globe, USA Today, Builder Magazine, Multi-Housing News, Professional Builder,* and publications produced by The Urban Land Institute and *American Demographics*. Based on this research, The Danter Company was named 6 consecutive years to *American Demographics'* "Best 100 Sources for Marketing Information."

Danter Company, LLC's combination of primary site-specific research with our proprietary research into market trends has led us to pioneer significant market evaluation methodologies, particularly the use of the **100% Data Base** for all market analyses. This Danter concept is of primary importance to real estate analyses because new developments interact with market-area projects throughout the rent/price continuum—not just with those normally considered "comparable." Other pioneer methodologies include **Effective Market Area (EMA)** SM analysis, the **Housing Demand Analysis (HDA)** SM**,** and **the Comparable Rent Analysis**.

About Our Methodology

Overview

Our process begins where it happens: the marketplace. We build the most complete market profile through exhaustive primary research. This information is viewed through the concept of the **Effective Market Area (EMA)**, which identifies the smallest area from which a project is likely to draw the most significant amount of support. We also establish a 100% data base from all development within each project's EMA. We then fine-tune our primary research with the highest-quality, most recent and relevant secondary research for maximum validity.

The 100% Data Base and Other Research Methodologies

Every study conducted by the Danter Company, LLC is based on one simple methodological principle: **The 100% Data Base**. We believe that the only way to determine market strength is to examine the market at every level, so we gather data on all market area properties, not just "selected" properties that are "comparable." A report based on selected comparables can determine how the market is performing at one price or quality level: the 100% data base determines how the market is performing at all price and quality levels, allowing our analysts to make recommendations that maximize potential support and give the subject property the best opportunity to perform within the overall continuum of housing within the market.

From the 100% Data Base methodology, we have developed significant research methodologies specific to real estate market feasibility analysis. Because we gather rent and amenity data for all market area properties, we can empirically analyze the relationship between rent/price and level of quality/service. For our multifamily market studies, we have developed a proprietary rating system which allows us to determine a project's **Comparability Rating,** which includes separate ratings for unit amenities, project amenities, and aesthetic amenities/curbside appeal. By plotting the rents and comparability ratings for an area's properties on a scatter graph, we can use regression analysis to determine market-driven rent at any comparability rating level.

The 100% Data Base also allows us to measure the depth of market support. Our research indicates that most of the support for a new multifamily development typically comes from other apartment renters already within the Effective Market Area. Our previous research has identified the amount of money that renters will typically step-up their rent for a new apartment option that they perceive to be a value within the market. By analyzing this base of **step-up support**, we can quantify the depth of support for new product within the market, as well as offer constructive recommendations to maximize absorption potential.

Proprietary Research and Analytical Support

Once our analysts have obtained the 100% data base in a market area for their project, this information is added to our primary data base on that development type. Our apartment data base alone, for example, contains information on over 12 million units across the US. Data on housing units, condominiums, resorts, offices, and motels is available for recall. In addition, analysts are regularly assigned to update this material in major metropolitan markets. Currently, we have apartment information on 75% of the cities with populations of 250,000 or more. This includes rents, vacancies, year opened, amenities, and quality evaluation.

In addition to our existing data base by unit type, we also maintain a significant base of proprietary research conducted by the Danter Company, LLC over the last 25+ years. These data, provided to our project directors as background information for their recommendations, are collected as ongoing proprietary research due to their cost—which is usually prohibitively high for developers on a per-study basis. Several different surveys have been conducted, among which are the following:

- Apartment Mobility/Demographic Characteristics
- Tax Credit Multifamily
- Rural Development Tenant Profile
- Older Adult Housing Surveys
- Office Tenant Profiles
- Downtown Resident Surveys
- Shopping Habits
- Health-Care Office and Consumer Surveys

Every project surveyed by the Danter Company. LLC analysts are photographed for inclusion in our photographic data base. This data base provides a statistical justification of our findings and a visual representation of the entire market. It is used to train our field analysts to evaluate the aesthetic ratings of projects in the field, and for demonstration purposes when consulting with clients. These extensive data bases, combined with our other ongoing research, allow the Danter Company to develop criteria for present and future development alternatives, and provide our analysts background data to help determine both short and long-range potential for any development type.

Personnel and Training

Our field analysts have completed an in-house training program on data gathering procedures and have completed several studies supervised by senior field analysts before working solo on field assignments. In addition, all field analysts are supervised throughout the data gathering process by the project director for that study.

All project directors, in addition to training in advanced real estate analysis techniques, have spent time serving as a field analyst in order to better understand the data gathering process, and to better supervise the field analysts in obtaining accurate market information. In addition, our project directors regularly conduct field research in order to stay current or to personally analyze particularly complicated markets.

Danter Company, LLC has a highly-skilled production support staff, including demographics retrieval specialists, professional editors, a graphics/mapping specialist, a geographical information systems specialist and secretarial support.

Danter Company, LLC has experienced a great deal of stability and continuity, beginning with Mr. Danter's 40+ years in real estate analysis. Many of our senior project directors and support staff team members have worked for the company for over 10 years. This experience gives the Danter Company the historical perspective necessary to understanding how real estate developments can best survive the market's ups and downs.

Our Product and Services

We conduct several types of real estate research at the Danter Company, LLC: site-specific market studies, in-house research designed either for publication or as public-service media information, proprietary research provided as supplementary data for our Project Directors, real estate marketing and marketing analysis, and real estate market consulting services.

Client-Specified Market Studies

Market Feasibility Analyses—Market feasibility studies are based on an **Effective Market Area (EMA)**[SM] analysis of a **100% data base.** The EMA methodology was developed by the Danter Company, LLC to determine the smallest geographic area from which a project can expect most of its support. All analyses include a complete area demographic profile. Some of the commercial development analyses we specialize in include the following:

Market-rate/Low Income Housing Tax Credit (LIHTC) Apartments—These studies include the complete 100% data base field survey of existing and proposed area apartments at all rental levels, determination of appropriate unit mix, rent, unit size, and level of amenities, for the proposed development, and expected absorption rate. If necessary, we will also suggest ways to make the proposed community more marketable. We have worked with state housing agencies and national syndicators across the country to ensure that our LIHTC studies comply with their requirements.

Government Subsidized Apartments—Includes all of the above, plus additional demand calculations as required by the presiding government agency

Apartment Repositioning—This study is designed to identify market strategies for underperforming apartment projects. We identify the Effective Market Area based on existing tenants' previous addresses, survey the existing apartment market, shop the project, and evaluate the existing marketing and pricing methods to identify strategies to maximize project performance.

Single-Family Housing—Includes a 100% data base field survey of existing and proposed single-family developments at all price levels, plus a calculation of area demand by price range and an estimated sales rate. We can also identify optimal lot sizes and critique site plans from a marketability standpoint. We also have extensive experience with integrating single-family residential and golf course development.

Hotel/Lodging—Includes a 100% data base field survey of all lodging facilities in the Competitive Market Area, plus area lodging demand calculations, estimated occupancy projections by traveler category, and an analysis of projected room rates.

Condominium Development—Includes a 100% data base field survey of area condominium developments, a demand analysis by price range, an analysis of optimum pricing strategies, and expected sales rate for the proposed development or conversion. We can also identify a project's potential for mixed for-sale/for-rent marketing if requested.

Senior Housing Development—We complete studies for all types of housing designed for seniors, including congregate care, assisted-living, nursing home, and independent-living options. These studies include an estimate of area demand based on a 100% data base field study of the area's existing configuration of elderly-appropriate housing options, an analysis of optimum pricing strategies, and a projected absorption or sales rate.

Recreation—We can conduct analyses for a variety of recreation options, including recreation centers and golf courses. Analyses include 100% data base field survey of comparable development, calculation of demand for additional facilities, and optimal amenity package and pricing.

Resort Development—Resort development studies can include a variety of options as well as integrated lodging or for-sale/for-rent housing development. Analyses will identify demand, sales/absorption/occupancy rate, optimal pricing, and competitive amenity packages.

Conference Center—Conference center feasibility studies typically include a 100% data base field study of existing area meeting space, calculation of demand for additional meeting space, projected occupancy, and optimal amenity package and meeting rental rates.

Office Development—Includes 100% data base field survey of existing and proposed office development, calculation of demand for additional space, projected absorption rate, and optimal pricing strategies.

Retail/Shopping Center—Includes a 100% data base field survey of area retail development, calculation of demand for additional retail development by NAISC Code, and optimal rental rate

Other Analyses Available

Economic-Impact Studies—Economic-impact analysis can determine the dollar effect an industry or organization can have on a community. Our analyses incorporate the Bureau of Economic Analysis' RIMS II methodology for maximum accuracy in determining economic impact.

Survey Research—Although the Danter Company, LLC conducts ongoing in-house surveys (detailed below), we also conduct surveys on a per-project basis for developers who need to know very specific characteristics of their market. Our staff of survey administrators and analysts can develop, conduct, and produce survey results on any subject, providing general data and detailed crosstabs of any survey subject.

Consulting—In addition to market feasibility study, we are also available for consulting. Whether you need help identifying the best development alternative for your site, need to determine the which markets have development or acquisition opportunities, need help identifying why a property is not performing as expected, or need another real estate-related problem solved, our analysts are available at for consultation, in our offices and at your sites.

The Greater Columbus Apartment Reports—These semi-annual analyses of the Greater Columbus apartment markets survey all area multifamily units in projects of 50 units or more (Columbus) and provide aggregate rent and vacancy performance data, as well as performance data for several submarkets within each metro area.