



REAL PROPERTY **RESEARCH** GROUP

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Grinnell Housing Market Assessment

Poweshiek County, Iowa

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City of Grinnell

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EXECUTIVE SUMMARY

The City of Grinnell has retained Real Property Research Group, Inc. to conduct a community-wide Housing Market Assessment. This report is an update of a previous Housing Market Assessment completed by RPRG for the Grinnell Chamber of Commerce in November 2012. For this analysis, RPRG evaluated current market conditions and the balance of supply and demand in the rental and for-sale markets, considering all housing types regardless of age or income restrictions. Based on these findings, RPRG also suggested appropriate product types for potential development in Grinnell, including target market, structure type, and price position.

RPRG expects this Housing Market Assessment to be utilized by the City of Grinnell for internal assessment, helping to guide Chamber programs and policies. The report will also serve to document the marketability of various housing products to other Intended Users, including potential investors, developers, and lenders. Based on our research, including a site visit in February 21-23, 2017, we have arrived at the following findings:

Site and Neighborhood Analysis:

Grinnell is a modest-sized community in southeastern Iowa that serves as both the population center and economic hub of rural Poweshiek County. The city offers ample access to community amenities, major employers, and traffic arteries within the region, and is easily accessible via Interstate 80. Overall, the city contains the necessary infrastructure and facilities to support growth, but has been historically limited by a lack of quality housing units and higher land/homeownership costs.

Economic Context:

Poweshiek County's economy has been relatively steady over past decade, maintaining a modest unemployment rate and a stable At-Place Employment base. Like most areas of the country, Poweshiek County suffered notable job loss and higher unemployment during the most recent national recession (2008 to 2009), but has stabilized over the past five years with steady job growth and low unemployment. Poweshiek County is also home to several large major employers, which attract a significant percentage of in-commuting workers from throughout the region.

- Poweshiek County's unemployment rate closely followed state trends over the past ten years and remained well below national levels. Since reaching a high of 6.8 percent during the national recession in 2009, the county's unemployment rate has steadily declined consistent with state figures. As of 2016, Poweshiek County's unemployment rate was 3.7 percent compared to 3.9 percent in Iowa and 4.9 percent nationally.
- Poweshiek County's net job growth was limited from 2001 to 2015 due primarily to job losses resulting from national recessions in 2002 and 2009. While the county lost 803 jobs during the most recent national recession, these losses were recouped by steady job growth in five of the last six years. The county also added 58 jobs through the first half of 2016.
- Education-Health (22.1 percent), Manufacturing (17.9 percent), and Trade-Transportation-Utilities (17.0 percent) are Poweshiek County's three largest employment sectors, accounting for 57 percent of all jobs in the county compared to 43 percent nationally. The county contains a significantly higher percentage of Education-Health and Manufacturing jobs relative to the nation including a percentage of Manufacturing jobs that is more than double the national rate (17.9 versus 8.7 percent).



- Six of eleven industry sectors in Poweshiek County added jobs over the last five years, the most notable of which was the 15.5 percent growth in Manufacturing. The Trade-Transportation-Utilities, Financial Activities, and Education-Health sectors also experienced steady growth of roughly three to seven percent during this period.
- Nearly two-thirds of Grinnell's workforce lived outside the city as of 2014, many of whom commute from the surrounding rural areas or nearby communities including Newton, Marshalltown, Brooklyn, and Montezuma. The demographics of commuters skewed more heavily toward younger, low to moderate wage workers in the "Goods Producing" (Manufacturing) and "Trade-Transportation-Utilities" industries.

Growth Trends:

The Grinnell Market Area remained stable from 2000 to 2010 with limited population and household growth. Esri and ACS estimates indicate the Grinnell Market Area's population and household base declined slightly from 2010 to 2017, a trend projected to continue over the next five years. Despite a projected net loss among all households, older adult and senior households are expected to increase at a modest pace primarily due to aging in place.

- The Grinnell Market Area added 70 people (0.8 percent) and 38 households (1.1 percent) from 2000 to 2010, which equate to annual growth rates of 0.1 percent for both population and households. Based on Esri estimates, the Grinnell Market Area lost 174 people and 99 households from 2010 to 2017. Esri projects that the Grinnell Market Area will lose 68 people and 43 households from 2017 to 2022, annual declines of 0.1 percent and 0.2 percent, respectively.
- Esri estimates Grinnell Market Area households 55+ and 62+ increased at annual rates of 0.6 to 0.7 percent per year from 2010 to 2017. Senior households are projected to increase at annual rates of 0.2 percent for those ages 55 and older and 0.3 percent for those ages 62 and older in the Grinnell Market Area through 2022. Senior household growth includes both net migration and aging in place.

Demographic Trends:

The demographics of the Grinnell Market Area are representative of a small college community with a high percentage of young adults and one and two-person households. Outside of students, however, the Grinnell Market Area also contains young and working age professionals, families, and seniors many of whom have moderate to high incomes and an increasing propensity to rent.

- The Grinnell Market Area's population is relatively evenly distributed among age cohorts with each cohort accounting for approximately 23 to 27 percent of the population. Relative to the Secondary Market Area, the Grinnell Market Area has a notably higher percentage of young adults age 20 to 24 (23.5 percent versus 17.9 percent), due in large part to Grinnell College, and a lower percentage of adults age 35 to 61 (27.3 percent versus 33.0 percent). The Grinnell Market Area contains roughly the same percentage of children/youth under the age of 20 (25 percent) and seniors age 62 and older (24 percent) as the Secondary Market Area.
- Single persons and households with at least two adults and no children each accounted for roughly 36 percent of households in the Grinnell Market Area and nearly 73 percent of all Grinnell Market Area households combined as of the 2010 Census. The Grinnell Market Area had a much higher percentage of single persons (36.3 percent versus 29.2 percent) than the Secondary Market Area, due to the presence of Grinnell College, and a notably lower percentage of households with children (27.2 percent).



- Roughly 65 percent of households in the Grinnell Market Area owned their home as of the 2010 Census; however, renter households accounted for all the household growth in the Grinnell Market Area for the decade. Esri estimates for 2010 to 2017 indicate all household loss in the Grinnell Market Area occurred among owner households, as the market area gained eight renter households during this period. Over the next five years, the renter percentage in the Grinnell Market Area is expected to remain stable.
- The 2017 renter percentages for households with householders 62+ as estimated by Esri are 25.9 percent in the Grinnell Market Area and 21.8 percent in the Secondary Market Area.
- Older adults and seniors age 55 or older comprise approximately 60 percent of all owner householders in the Grinnell Market Area while working-age adults (35-54 years) account for the next largest percentage at 30.7 percent.
- Among all renter householders in the Grinnell Market Area, 35.6 are children/young adults (age 15-34), 27.8 percent are working age adults (age 35-54), and 36.6 percent are older adults/seniors (age 55+).
- Approximately 69 percent of all owner households and 74.6 percent of all renter households contained one or two persons as of the 2010 Census. Roughly 24 percent of owner households and 21 percent of renter households had three or four persons. Large households (5+ persons) comprised approximately five to six percent of all owner and renter households.
- RPRG estimates that the 2017 median household income in the Grinnell Market Area is \$55,704, which is \$3,071 or 5.8 percent above the \$52,632 median income in the Secondary Market Area. Looking at households by income cohort in the Grinnell Market Area, 12.6 percent have very low annual incomes (less than \$15,000), 19.4 percent have low annual incomes (\$15,000 to \$34,999), 34.1 percent have moderate annual incomes (\$35,000 to \$74,999), and 33.8 percent have high annual incomes (\$75,000 or more). Combined, moderate and high income households comprise 68 percent of all households in the Grinnell Market Area.
- The Grinnell Market Area's owner median household income of \$72,471 is more than twice the renter median income of \$33,058. Forty-eight percent of all owner households have high annual incomes (\$75,000+) compared to just 9.3 percent of renter households. Conversely, a higher percentage of renter households have moderate incomes (\$35,000 to \$74,999) relative to owner households (38.4 percent versus 31.7 percent). Over half (52.4 percent) of renter households have low to very low incomes (less than \$35,000).

General Occupancy Rental Analysis:

RPRG surveyed eight general occupancy rental communities in the Grinnell Market Area including two deeply subsidized through the USDA Rural Development Program, two that are income and rent restricted through the Low Income Housing Tax Credit Program, and four market rate communities. As a significant portion of Grinnell's existing rental stock is comprised of scattered site rental units, RPRG also surveyed three property management companies to supplement the multi-family rental analysis. The rental market is stable with nearly all vacancies occurring at one community.

- The six non-subsidized rental communities offer 284 rental units, of which 19 or 6.7 percent were reported vacant. Excluding Spaulding Lofts, which is in initial lease up, 10 of 207 stabilized rental units were vacant at the time of our survey, a rate of 4.8 percent. All ten vacancies reported among stabilized communities were at the LIHTC community Arbors, which results in a stabilized LIHTC vacancy rate of 23.8 percent; however, property management indicated the vacant units were the result of recent evictions. The ongoing lease-up of Spaulding Lofts has also likely had some short-term impact on Arbors; however, given Spaulding Lofts has a waiting

list for some units while still in initial lease-up, Arbors is likely to stabilize once lease-up at Spaulding Lofts is complete.

- Among the two deeply subsidized properties, three of 36 units were vacant for a rate of 8.3 percent. Given the subsidized nature of these communities, it is possible these vacancies may be transitional as communities with rental assistance sometimes experience greater turnover than those without such subsidies. The older age and relatively poor condition of the properties is also likely a factor. In either case, while the vacancy rate is somewhat elevated on a percentage basis, it is only a reflection of three vacant units.
- Among the non-subsidized multi-family communities surveyed, average effective rents and rents per square foot by floor plan are as follows:
 - **One-bedroom** effective rents averaged \$598 per month. The average one-bedroom square footage was 700 square feet, resulting in a net rent per square foot of \$0.85.
 - **Two-bedroom** effective rents averaged \$645 per month. The average two-bedroom square footage was 996 square feet, resulting in a net rent per square foot of \$0.65.
 - **Three-bedroom** effective rents averaged \$685 per month. The average three-bedroom square footage was 1,133 square feet, resulting in a net rent per square foot of \$0.60.
- Scattered site rentals have a variety of unit types which include smaller multi-family apartment buildings, townhomes, duplexes, loft apartments, and single-family detached homes. The average years built were not available on a unit by unit basis, but they are likely to be consistent with the age of the overall existing housing stock.
- The three companies manage a combined 52 scattered site units, all of which were occupied at the time of our survey.
- Among the individual scattered site units, average rents, square footage, and rent per square foot are as follows:
 - **One bedroom units** had an average rent of \$489, an average unit size of 750 square feet, and an average rent per square foot of \$0.65.
 - **Two bedroom units** had an average rent of \$724, an average unit size of 1,127 square feet, and an average rent per square foot of \$0.84.
 - **Three bedroom units** had an average rent of \$738, an average unit size of 1,047 square feet, and an average rent per square foot of \$0.70.
 - **Four bedroom units** had an average rent of \$650, an average unit size of 1,100 square feet, and an average rent per square foot of \$0.59.
- No rental communities were identified as planned or under construction.

Senior Rental Analysis:

As part of the Grinnell Housing Market Assessment, RPRG also examined the senior rental market in Grinnell. In total, nine senior rental communities were identified including seven deeply subsidized properties and two continuing care retirement communities (CCRC). One additional senior assisted living community (Windsor Manor) declined to participate in our survey.



- St. Francis Manor / Seeland Park and Mayflower Homes are continuing care retirement communities (CCRC) that contain for-sale (up-front fee or purchase price) and rental (monthly fee) components. Both communities offer a variety of unit types including one and two bedroom apartments, duplexes, patio homes, and assisted living / skilled nursing beds. Mayflower entrance fees / purchase prices ranged from \$33,000 to \$395,000 (depending upon the unit and listed available homes) with monthly rates ranging from \$405 to \$1,975. Seeland Park entrance fees / purchase prices ranged from \$70,000 to \$199,900 (based on listings of available homes) with monthly fees ranging from \$380 to \$400 for the base level of services.
- Seven senior rental communities, two of which are designated for disabled persons, are all deeply subsidized through the USDA Rural Development and/or LIHTC programs. These communities offer 152 rental units, two of which were vacant (1.3 percent) at the time of our survey.

For-Sale Analysis:

RPRG evaluated MLS data for Poweshiek County and Zip Code 50112 (Grinnell), including overall trends and recent sales. RPRG also compiled housing data on six active for-sale communities in the city from the Poweshiek County Tax Assessor.

- The number of units sold in the county has gradually increased over the last two years with peak sales activity occurring in July and August of both 2015 and 2016 (Figure 8). Based on typical seasonal fluctuations, home sales were lowest from January to March of both years and somewhat higher in spring than fall.
- Like sales volume trends, the average sales price in the county has also increased over the last two years with prices peaking in June and July of 2015, June of 2016, and September and October of 2016.
- The active Days on Market (DOM) in Poweshiek County has slowly declined since 2015 with similar seasonal fluctuations as the other metrics. The active DOM fell below the overall average for the period in eight of twelve months in 2016.
- Zip Code 50112 (Grinnell Area) had 366 sales over the past three years with an average sale price of \$270,890, an average unit size of 2,896 square feet, and an average price per square foot of \$93.55. The average Days on Market (DOM) during this period were 141 and the average months of inventory (based on 51 active listings) was 11.9.
- Noticeably higher sales activity was evident at the two lowest price segments (less than \$100,000 and \$100,000 to 199,999) in Zip Code 50112 while the two highest price segments (\$300,000 to \$400,000 and \$400,000+) had significantly lower volume.
- Based on the current months of inventory, the two lowest price segments in Zip Code 50112 are seller's markets, the middle price segment is balanced, and the two highest price segments are heavy buyer's markets. Homes selling over \$300,000 also had significantly higher average DOM's including an average of 208 Days on Market for homes priced from \$300,000 to \$400,000.
- Grinnell has six active for sale subdivisions with lots or homes available – Prairie Point Estates, Prairie Street, East Gate Estates, Melrose Lane, Grinnell Garden Cottages, and Reed Row. Combined these six subdivisions contain 167 lots, 112 of which (67.1 percent) have been sold. The homes in each community have varying price points with many in the Prairie Pointe Estates, Prairie Street, and East Gate Estates subdivisions in the \$300,000 to \$500,000 range. Melrose Lane, Grinnell Garden Cottages, and Reed Row generally contain

more affordable homes, though most homes are custom built by residents and can vary significantly in value within the same neighborhood. Homes in these communities typically range from \$200,000 to \$300,000 with homes in Grinnell Garden Cottages at the bottom of that range.

Rental Housing Demand:

General Rental Housing

- Based on projected household changes in the Grinnell Market Area, housing unit replacement, and a structural vacancy rate of five percent, a net demand for 45 rental units will exist in the Grinnell Market Area through January 2020.

Senior Rental Housing

- The independent senior rental market for households with householder age 62 or older is in relative balance with an excess demand for 15 senior rental units. It is important to note this senior demand methodology does not factor in senior homeowner conversion, which is often an additional source of independent senior rental demand in established markets with a large senior household base that is aging in place.

In-Commuter Rental Housing

- Using in-commuter capture percentages ranging from two to ten percent, potential housing demand exists for 12 to 58 rental units (in addition those projected from household growth, unit replacement, and the structural vacancy rate). While the exact percentage of in-commuter households that would relocate to the Grinnell Market Area if suitable housing was available is difficult to quantify, this range of demand from in-commuting households provides a frame of reference for the development of new housing communities.

Product Recommendations:

Based on net demand estimates, the Grinnell Market Area is projected to have a modest demand for general rental housing (45 units) and senior rental housing (15 units) over the next three years. This rental demand will largely be driven by housing unit replacement, which is reasonable given the significantly older age of the market area's housing stock. Given the Grinnell Market Area's steady economic growth and stable employment base, in-commuting workers are also likely to have some impact on housing demand both in the rental and for-sale markets. Taking these factors into consideration along with the demographics of the market area and recent housing development, we offer the following general product recommendations and pricing for rental and for-sale housing opportunities in the Grinnell Market Area:

Rental Housing:

The success of Spaulding Lofts ongoing initial lease-up demonstrates the pent-up demand for quality rental units in the market area, both among lower and moderate income households. The addition of Spaulding Lofts' 77 units, which primarily target renters earning at or below 60 percent of the Area Median Income, helped address the market area's need for more modernized affordable housing. It is also noteworthy that the 20 market rate units at Spaulding Lofts were able to achieve rents \$300 to \$400 above the top of the rental market, illustrating the ability and willingness of moderate income households to spend more for quality housing units. This underscores the need for additional market rate rental units in the market area, as most moderate income households in the Grinnell Market Area (earning \$35,000 to \$74,999) would not be income qualified for 60 percent LIHTC units based on 2016 HUD income limits for Poweshiek County.

Over the next three years, we recommend focusing on market rate rental housing to address projected rental demand in the market area. This will help address the needs of nearly 40 percent of renter households in the Grinnell Market Area who earn from \$35,000 to \$74,999 per year and are among the most underserved by the existing rental stock. Based on a projected rental demand for at least 45 units and as high as 103 units (depending on in-commuter housing demand), we recommend a 40 to 65-unit market rate rental community that offers (depending on the building type) one, two, and three bedroom floor plans. The unit distribution of this community should be more heavily weighted toward smaller units given the high percentage of small renter households in the market area.

Ideal building types for a market rate rental community in the Grinnell Market Area include:

- **Single-Family Detached Homes** - While single-family detached rental homes would be well received within the community, the increased development costs and land requirements generally associated with this product type make large developments of single-family rentals less common. If such a community were developed, we would recommend building two and three bedroom homes offering roughly 1,100 to 1,300 square feet and 1,300 to 1,500 square feet, respectively. At a minimum, the homes should include an attached garage or carport, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), and washer/dryer connections. Given the attractiveness of this product type, no community amenities would be necessary; however, the inclusion of a playground or recreational space would enhance the overall appeal of the community. The target market of this product type would primarily be couples and small to large families.
- **Townhomes/Attached Homes** - Townhome units or attached homes (duplexes, tri-plexes, etc.) would be an ideal product type for market rate rental housing in Grinnell. They would fit well with the existing housing stock and overall character of development within the city, while providing a denser housing type often necessary for rental development. We would recommend a community comprised of two and three bedroom floor plans for duplex buildings or one, two, and three bedroom units for multi-unit attached buildings. Each unit should offer roughly 750 to 1,250 square feet, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), and washer/dryer connections. As with single-family homes, community amenities would not be required but would enhance the overall appeal of the property. The target market of this product type would include couples, roommates, and small to large families.
- **Garden-Style Buildings** – A two-story garden-style community would also be suitable for new market rate rental housing in Grinnell and would offer more flexibility to include smaller unit types. We recommend a garden-style community include a mix of one, two, and three bedroom units, offering roughly 750 to 1250 square feet, with all standard unit appliances mentioned with the other product types as well as moderate community amenities (a community room, business/computer center, fitness center, and playground). This type of housing community would be consistent with the existing garden-style communities in Grinnell while offering a new modernized alternative with greater unit features and community amenities. The target market of this product type would include single persons, couples, roommates, and small to large families.
- **Downtown Loft Apartments** – Additional loft apartments in downtown would also be suitable for new market rate rental units in the city and would be ideal for small households, most of which are likely to be single persons; however, given the older age of the existing buildings, limited available space, and lack of housing infrastructure (primarily parking), we recommend limiting any new loft apartments to ten units or less. The target market of this product type would primarily be single persons and some couples or possible roommates.

- **Pricing** – Assuming an appropriate product based on the recommendations above, RPRG's recommended rents for each product type, assuming that residents are responsible for all utilities except the cost of trash removal, are as follows.

Unit Type	Building Type	Units	Bed	Bath	Avg. Square Feet	Net Rent	Rent/Sq Ft
Market	Duplex / Attached Home	20	1	1	750	\$830	\$1.11
Market	Duplex / Attached Home	28	2	2	1,100	\$1,100	\$1.00
Market	Duplex / Attached Home	12	3	2	1,250	\$1,250	\$1.00
Total/Avg.		60			1,157	\$817	\$0.71

Rents include: trash removal

For-Sale Housing:

Most of the existing owner-occupied housing stock in the Grinnell Market Area is of an older vintage, as nearly two-thirds (63.5 percent) of owner occupied housing units were built prior to 1970 and 84.5 percent were built prior to 1990. The quality of these units varies significantly, though many are in what would be considered below average condition. Over the past five years, the Grinnell Market Area experienced modest for-sale housing growth with 28 single-family homes permitted; however, many of the newer homes in the market area are priced in the high \$200,000s or above \$300,000, making them less affordable for most moderate income households. Based on recent sales data, there is a backlog of higher priced homes in the market area with homes priced above \$300,000 sitting on the market for an average of 144 to 208 days. Based on the demographics of the Grinnell Market Area and recent sales trends, we recommend building single-family detached homes in the \$200,000 to \$275,000 price range to satisfy the for-sale in-commuter housing demand (five to 27 units) and demand from replacement housing over the next three years.

Brief product recommendations to satisfy projected for-sale demand are as follows:

- **Single-Family Detached Homes** – Single-family detached homes are the most common owner occupied housing units in the Grinnell Market Area and would be the most desirable product type for new for-sale housing units. We would recommend building three bedroom homes offering roughly 1,800 to 2,200 of finished square feet. The homes should include attractive exterior features (brick/stone accents), attached garages, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), washer/dryer connections, a patio/deck, and an unfinished basement. The target market of this product type would primarily be couples and small to large families.
- **Townhomes/Attached Homes** - Townhome units or attached homes (duplexes, tri-plexes, etc.) are best suited for moderate income households, offering a semi-detached product with a partial yard and more privacy but a smaller more affordable housing unit overall. Attached homes and townhomes could target middle income price points and offer an alternative to more expensive single-family detached homes. These unit types also require less land for development and can work as both a separate community or as an infill development, if necessary. We would recommend two-story units for townhomes and one-story units for attached homes with attractive exterior features (brick/stone accents), attached garages, standard in-unit kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), washer/dryer connections, and patios. Units should include both two and three bedroom floor plans with approximate sizes ranging from 1,600 to 1,800 square feet, respectively. The target market of this product type would include couples, roommates, and small to large families.

- **Pricing** - Assuming an appropriate product based on the recommendations above, RPRG's recommended prices for each product type are as follows:

Grinnell Market Area For-Sale Units - Recommended Pricing					
Product Type	Bed	Bath	Square Feet	Sales Price	Sales Price/Sq. Ft.
Attached Home / Townhome	2	2	1,600	\$200,000	\$125.00
Attached Home / Townhome	3	2.5	1,800	\$215,000	\$119.44
Single-Family Detached Home	3	2.5	2,000	\$235,000	\$117.50
Single-Family Detached Home	3	2.5	2,200	\$250,000	\$113.64
Average			1,900	\$225,000	\$118.42

Senior Rental Housing:

The Grinnell Market Area contains an established older adult and senior household base that is likely to age in place over the next five to ten years. While the market area's largest percentage of senior householders (age 75 and older) are expected to gradually decline through 2022, steady increases in the second largest senior cohort (age 65-74) are expected to compensate for these losses over the next five years. This aging in place will continue to drive demand for the two CCRC's in the market area, which are ideally suited to meet the needs of these established seniors. Given the entrance / purchase requirements of the CCRC's, these unit types will be filled by moderate to high income seniors many of whom are likely to convert from homeownership. The Grinnell Market Area also contains seven deeply subsidized senior / disabled rental communities, who serve the lowest income seniors in the market area. Notably absent are senior housing communities targeting low to moderate income seniors (earning \$15,000 to \$34,999) who comprise roughly one-third of all senior renter households. Taking this into consideration, we believe a small senior LIHTC community (30 to 40 units) would be well received in the market area and would provide an age and income restricted rental alternative for low to moderate income seniors living in scattered site or general occupancy rental housing. If a senior LIHTC community were to be pursued, we would recommend it include units restricted to 40 percent, 50 percent, and 60 percent Area Median Income levels to adequately address the \$15,000 to \$34,999 senior income cohort.

Affordability:

Affordability estimates for the recommended market rate rental housing range from 2.7 percent to 9.7 percent, all of which are reasonable and achievable in the market. The for-sale housing products recommended would also be affordable to a significant number of moderate income owner households in the Grinnell Market Area (roughly 1,400 to 1,800 households) and are reasonable under current market conditions. These estimates are also conservative, as they do not include portions of the surrounding counties from which the recommended housing communities would likely draw some tenants / owners. Overall, sufficient income qualified households exist to support the recommended housing types in the market area as of 2019.

Impact on Existing Market

Given the projected rental demand in the Grinnell Market Area and the potential housing demand from in-commuting workers, we do not believe the addition of 60 market rate units or 40 senior LIHTC units will have a negative long-term impact on existing communities in the Grinnell Market Area. While it is possible some existing communities could experience short-term increases in vacancy as the new rental units are absorbed into the market, this is typical of most markets and will not have any adverse lasting effects.



Final Conclusion / Recommendation

Grinnell is home to a diverse group of major employers, making it a regional economic hub for workers living throughout the surrounding counties, nearby cities, and major metropolitan areas of Des Moines, West Des Moines, and Iowa City. Despite its economic stability, Grinnell experienced modest population and household loss over the last seven years as roughly two-thirds of its workforce chooses to commute rather than live in the city. This decision is due in part to Grinnell's limited housing stock, most of which is at least 40 years old and not attractive to or suitable for its skilled labor force. As land availability is also limited, particularly in the more affluent northern half of the city, higher development costs have raised prices for the newest and most attractive for-sale housing options, largely excluding moderate income households in the process. As these households have the means to obtain suitable housing at more affordable prices in Grinnell's immediately surrounding area, they have a greater deal of flexibility on where they choose to live and work.

Since the previous Housing Market Assessment was conducted in November of 2012, Grinnell has made progress on several housing fronts including the addition of 28 new single-family detached homes, a 77-unit LIHTC community that offers both affordable and market rate rental units, and a 26-unit expansion of the Mayflower CCRC. These development projects helped to improve the quality of the Grinnell Market Area's housing stock and address underserved portions of the household base. Looking forward over the next three to five years, we recommend pursuing additional market rate rental housing targeting moderate income households (\$35,000 to \$74,999), for-sale housing targeting moderate income owner households (\$50,000 to \$99,999), and a senior LIHTC community to address the lack of senior housing options for low to moderate income seniors (\$15,000 to \$34,999). Based on all the factors discussed above, we believe a variety of opportunities exist for housing development in Grinnell and would be well received in the community.



1. INTRODUCTION

A. Purpose of Report

The City of Grinnell has retained Real Property Research Group, Inc. to conduct a community-wide Housing Market Assessment. This report is an update of a previous Housing Market Assessment completed by RPRG for the Grinnell Chamber of Commerce in November 2012. For the purposes of this analysis, RPRG evaluated current market conditions and the balance of supply and demand in the rental and for-sale markets, considering all housing types regardless of age or income restrictions. Based on these findings, RPRG suggested appropriate product types for potential development in Grinnell, including target market, structure type, and price position. If appropriate, components of this analysis can be converted sometime in the future to a full market analysis of a specific product, suitable for submission to lenders, HUD, or the Iowa Finance Authority (IFA).

B. Format of Report

The report format is a Housing Market Assessment, a comprehensive city-wide analysis that does not focus on a specific product or site. If we were to prepare a comprehensive feasibility study for a specific development, there would be changes, additions and deletions to the material presented here. Moreover, the findings, conclusions and/or recommendations yielded as a result of a product specific study may differ from those presented here.

C. Client, Intended User, and Intended Use

The Client is the City of Grinnell. RPRG's expects this Housing Market Assessment to be utilized by the City of Grinnell for internal assessment and to help to guide programs and policies. The report will also serve to document the marketability of various housing products to other Intended Users, including potential investors, developers, and lenders.

D. Scope of Work

The Housing Market Assessment includes an area analysis, a demographic analysis, an economic analysis, a competitive analysis (rental and for-sale), and an overall supply/demand analysis. Subsequently, we include product, pricing and other recommendations as well as an affordability analysis based on the recommended product(s).

- Michael Riley (Senior Analyst) conducted a visit to Grinnell on February 21-23, 2017.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Russ Behrens (City of Grinnell), Kristina Carberry (Brownells), Tim Portzen (Hubbell Development), Mark Shaw (Jeld-Wen Windows and Doors), Sally Lovig (Grinnell Realty), John Kalkbrenner (Grinnell College), Monica Chavez-Silva (Grinnell College), Matt Karjalahiti (Remax Realty), Bob Mann (Mayflower), Dion Schrack (St. Francis Manor / Seeland Park), Laura Manatt (Poweshiek Iowa Development), Tyler Avis (Grinnell Building and Planning), Janet Stutz (Grinnell-Newburg Public Schools), and Angela Harrington (Local developer and former Grinnell Chamber of Commerce president).
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.



E. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

F. Other Pertinent Remarks

None.

2. SITE AND NEIGHBORHOOD ANALYSIS

A. Area Overview

1. Introduction and Background

Grinnell is located in southeastern Iowa, approximately 50 miles east of the Des Moines Metropolitan Area. While small in size, Grinnell is supported by a strong economic base, including a diverse group of major employers. As both the largest city and economic center of rural Poweshiek County, Grinnell attracts its workforce from throughout the region (eastern and central Iowa) and is conveniently located just three miles north of Interstate 80, Iowa's primary east/west thoroughfare.

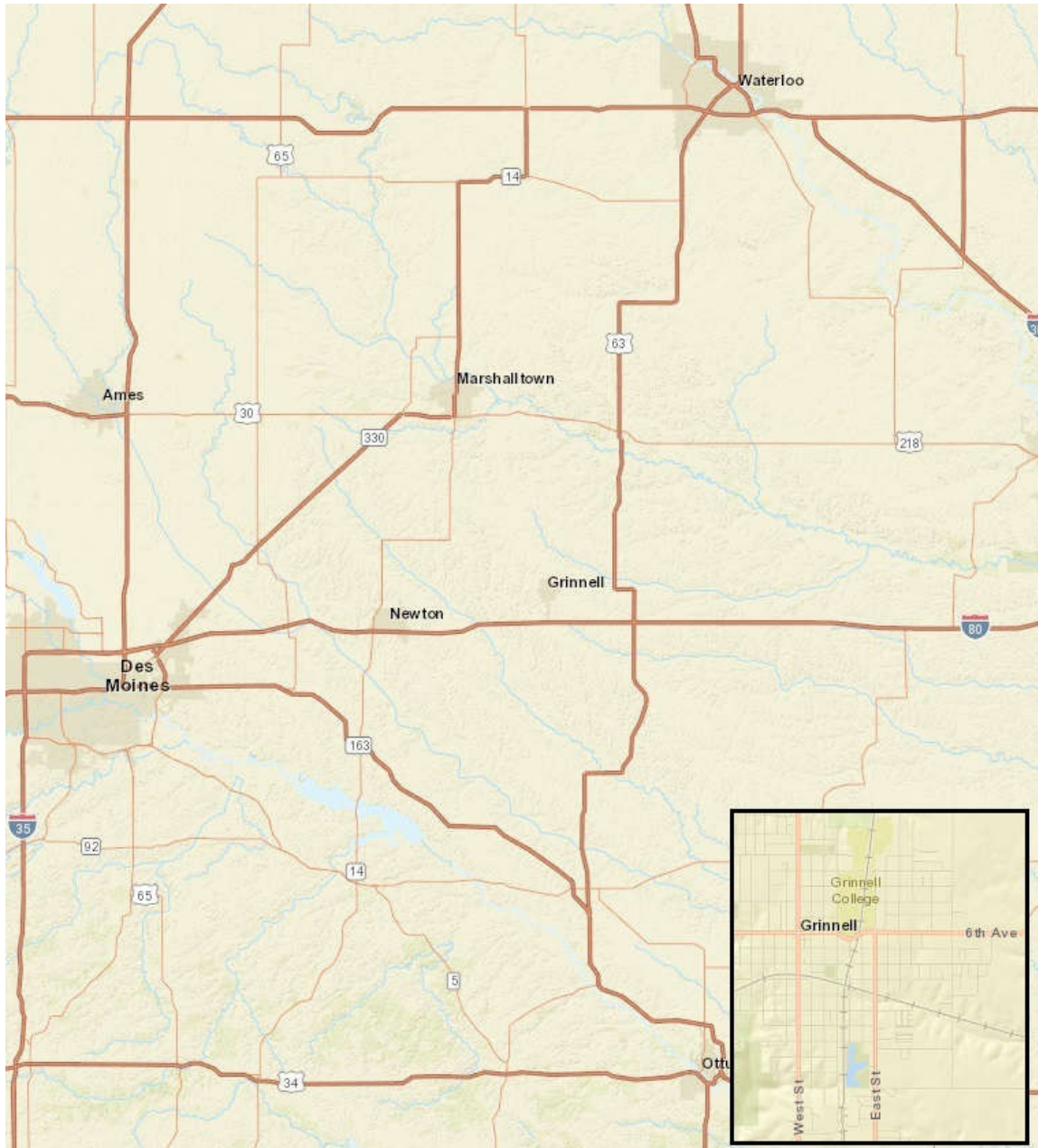
At the heart of Grinnell is Grinnell College, a private liberal arts and sciences school founded in 1846. With an estimated enrollment of 1,700 students, Grinnell College has a significant impact on the community, whose household base includes a number of young and working age professionals and students. As many major employers in the Grinnell area require a skilled labor force, Grinnell is also home to a number of moderate to high income earners including doctors, accountants, professors, engineers, and other skilled professionals. Given the community's varied household composition, residents of Grinnell have a wide range of housing needs. This analysis will examine whether or not Grinnell's existing housing stock is sufficient to meet these needs, both now and in the future, and if not, what housing development opportunities should be pursued to best suit the community.

2. Land Use Composition

Grinnell is primarily a residential community with neighborhoods surrounding a small downtown central business core. Grinnell's downtown district contains a variety of commercial development including retail shops, restaurants, and local service providers. A small number of loft apartments are also located above these commercial uses and include both long-term and nightly rentals. Reflective of the city's culture and history, many downtown buildings feature distinctive architectural styles, the most notable of which is Louis Sullivan's "jewel box" design on the former Merchants National Bank. This "jewel box" design was also incorporated by the city into four intersections and two crosswalks around the Main Street / Broad Street block of 4th and 5th Avenues.

Residential development becomes the dominant land use moving outward from downtown. Grinnell offers a varied housing stock with a wide range of building ages, styles, conditions, and values. On average, the northern portion of Grinnell (north of U.S. Highway 6) tends to hold higher values, with a greater collection of newer housing units and a number of the city's amenities (Ahrens/Paschall Memorial Park, Grinnell College Golf Course, and the Grinnell Mutual Aquatic Center). Grinnell College is also located in the northeastern portion of the city, attracting faculty, staff, and some students desiring to live close to campus.

The southernmost portion of Grinnell (south of Garfield Avenue) contains the city's two largest commercial retailers (Wal-mart and Hy-Vee) along State Highway 146 and several light industrial facilities housing some of the area's major employers (JELD-WEN Doors and Windows, Brownells). Moving further south toward Interstate 80, land uses include a handful of service stations, fast food restaurants, and hotels, as well as Grinnell Regional Airport.

Map 1 Site Location**3. Housing Stock Characteristics**

Single-family detached homes are the most common residential unit type in Grinnell and span a wide range of ages, price points, architectural styles, and conditions. Larger multi-family residential communities in Grinnell are limited and include a mixture of deeply subsidized, income restricted, and market rate rental communities that are generally older and in fair to poor condition. Other multi-family housing types in Grinnell include two condominium communities, townhomes, attached homes (duplexes), a senior assisted living facility, a senior LIHTC/USDA subsidized community, and two senior Continuing Care Retirement Communities (CCRC) with duplexes, apartments, single-family homes, and assisted living / nursing units.

Figure 1 Views of Typical For-Sale Homes in Grinnell



A newer two-story detached home



A newer single-story detached home



An older two-story detached home



An older single-story home



Historic two-story detached homes



Historic two-story detached homes

Figure 2 Views of Typical Rental Housing Types in Grinnell



Adaptive Reuse rental units (Spaulding Lofts)



Garden-style rental units (Reed Street Apartments)



Single-story duplex rental units (Seeland Park)



Single-story attached rental units (Poynter Apartments)



Two-story low-rise rental units with elevator service
(Mayflower)



Garden-style rental units (Sunset Apartments)

B. Community Investment, Safety, and Connectivity

1. Neighborhood Investment and Planning Activities

Two major housing developments occurred in Grinnell over the past three years, both of which were near downtown. Details on each community are as follows:

- **Spaulding Lofts** is a 77-unit multi-family rental community funded through Low Income Housing Tax Credits (LIHTC). The project offers 57 LIHTC units restricted to households earning at or below 60 percent of the Area Median Income (AMI), adjusted for household size, and 20 market rate units. Spaulding Lofts is an adaptive reuse project, located in two former industrial buildings that were part of the former Iowa Transportation Museum project that failed to move forward. The community is located on the south side of 4th Avenue between Spring Street and Pearl Street and adjacent to the new Grinnell city offices, which are located in one of the Spaulding Loft buildings.
- **Watertower Square at Mayflower** is a 26-unit additional phase of the Mayflower Continuing Care Retirement Community (CCRC) located just south of downtown Grinnell. Watertower Square at Mayflower is situated on the southwest corner of Broad Street and Second Avenue and consists of one two-story low-rise building with elevator access and an underground parking garage connecting to the main buildings of the Mayflower community. Watertower Square at Mayflower offers both one and two bedroom independent senior living units, which are restricted to households with householders age 55 or older.

Other notable recent development activity and neighborhood investment in Grinnell include the construction of the Brownells manufacturing facility and office complex in 2013, the construction / rehabilitation of a small number of single-family detached homes over the past four years, and the completion of the new Grinnell City offices in the former Iowa Transportation Museum Building (adjacent to Spaulding Lofts) in early 2017.

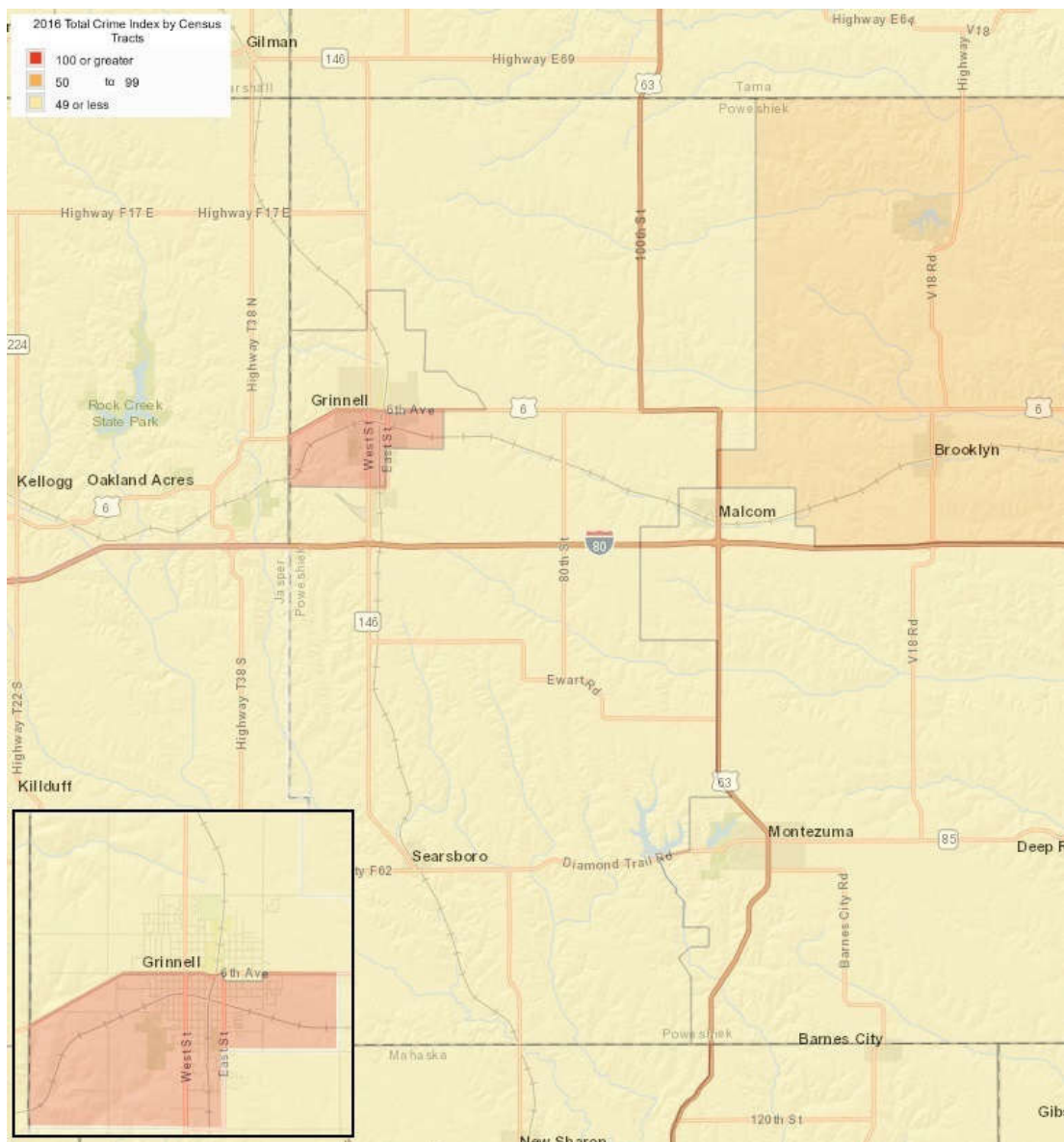
In addition to the recent development activity detailed above, Grinnell also has two major ongoing development projects – the renovation / reuse of the former Grinnell City office building into a boutique hotel and conference center and improvements / renovations to Central Park. Both of these projects are located adjacent to downtown on the north and south sides of 4th Avenue, between Park Street and Broad Street, and are expected to be complete over the next year. Grinnell also has six single-family subdivisions with buildable lots available (scattered throughout the city) including one with a handful of homes currently under construction (Grinnell Garden Cottages).

2. Public Safety

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

Map 2 displays the 2016 CrimeRisk Index for the census tracts in Grinnell and the immediately surrounding municipalities and counties in the region. The relative risk of crime is displayed in gradations from yellow (least risk) to red (most risk). The census tract encompassing northern Grinnell (demarcated by U.S. Highway 6) and those in the immediately surrounding rural areas all have a CrimeRisk of less than 50, well below the national average of 100. Conversely, the census tract encompassing southern Grinnell, has a CrimeRisk above the national average. The higher CrimeRisk in southern Grinnell is due in large part to the higher density of housing development, as this area contains the majority of the city's multi-family rental communities, and the inclusion of the city's downtown commercial district, which generally have a higher risk of crime; however, the CrimeRisk in southern Grinnell is comparable to the downtown areas of nearby cities within the region, including Newton and Marshalltown. Based on field observations and interviews, we do not expect crime or the perception of crime in southern Grinnell to have a significant impact on housing development.

Map 2 2016 CrimeRisk, Grinnell and Surrounding Region



3. Vehicular Access

Grinnell is bisected by U.S. Highway 6 (runs east to west) and State Highway 146 (runs north to south), the latter of which connects to Interstate 80 approximately 3.5 miles south of the city center. As such, the city is divided into four quadrants with neighborhoods in each conveniently accessible to both major roadways. Outside of these two major arterials, the vast majority of roads in Grinnell are residential surface streets with light traffic throughout the day. While traffic lights exist at major intersections, stop signs are the primary mode of traffic flow throughout the city. No impediments to ingress or egress to/from Grinnell or its neighborhoods were observed at the time of the site visit that would have an impact on housing development.

Grinnell is served by Interstate 80, Iowa's primary east/west thoroughfare. From Interstate 80, the major metropolitan areas of Des Moines, Iowa City, Omaha (Nebraska), and Davenport can all be reached within 180 miles. The closest major airport to Grinnell is Des Moines International Airport, located on the south side of Des Moines approximately 55 miles to the southwest. Grinnell also contains a regional airport, utilized for corporate and recreational general aviation activities.

4. Availability of Public and Inter Regional Transit

Grinnell does not operate a public transportation system; however, residents of Grinnell have access to Peoplerides, a regional public transit system providing shuttle service throughout the counties of Poweshiek, Hardin, Marshall, and Tama. Rides can be scheduled by appointment for trips that either originate or end in the four-county region.

5. Pedestrian Access

Grinnell encompasses roughly two square miles, excluding only the southernmost portion of the city limits narrowly following State Highway 146 from Interstate 80 to Garfield Avenue. Given its small size, nearly all areas of the city can be reached on foot from sidewalks prevalent along most roadways. Downtown Grinnell is particularly pedestrian friendly, as it contains attractive "Jewel Box" intersections (based on the historic architectural style of Louis Sullivan) and crosswalks with pedestrian traffic signs and designated walking areas. Most neighborhoods have community amenities and services within a walking distance of one mile.

6. Accessibility Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. Through this research, RPRG did not identify any projects that would have a direct impact on the City of Grinnell.

C. Residential Support Network

1. Key Facilities and Services Near the Subject Sites

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their distances from the center of Grinnell are listed in Table 1 and their locations are plotted on Map 3.

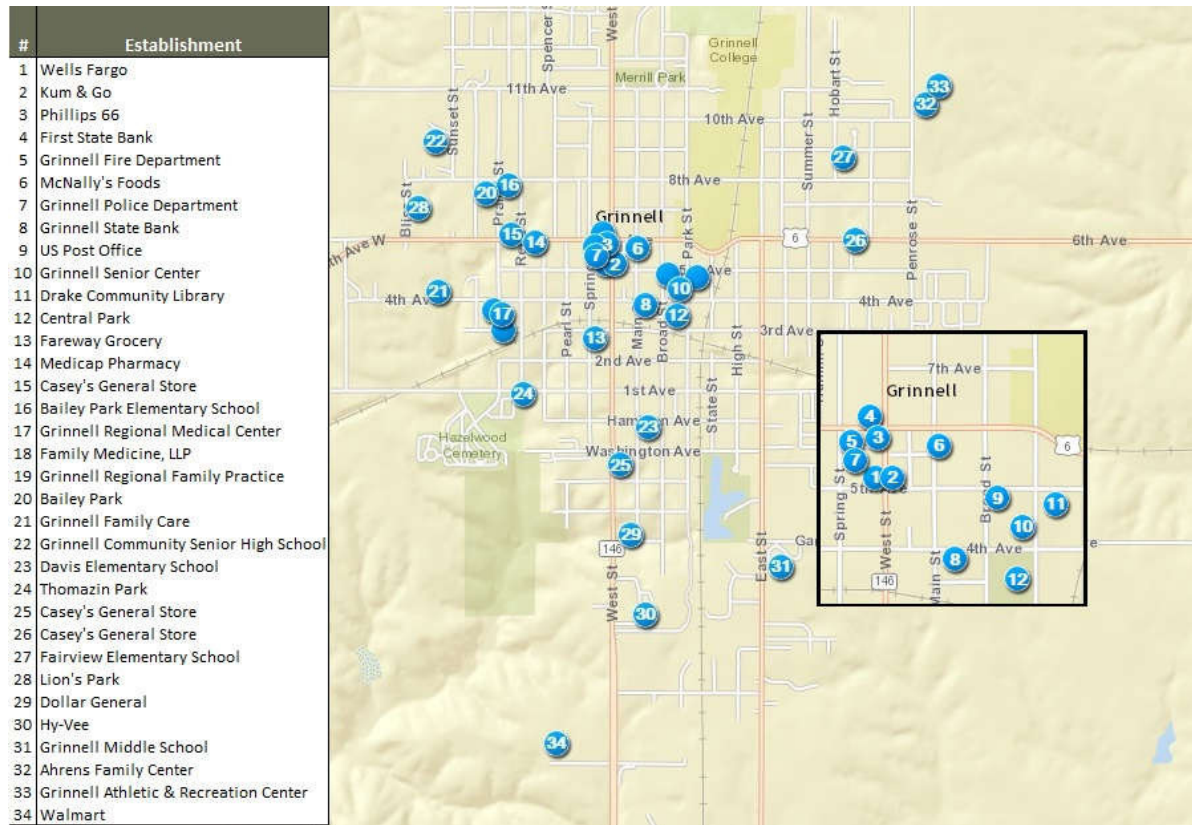
Table 1 Key Facilities and Services

Establishment	Type	Address	Driving Distance
Wells Fargo	Bank	619 5th Ave.	0 mile
Kum & Go	Convenience Store	1002 West St.	0.1 mile
Phillips 66	Convenience Store	1031 West St.	0.1 mile
First State Bank	Bank	619 6th Ave.	0.1 mile
Grinnell Fire Department	Fire	1020 Spring St.	0.1 mile
McNally's Foods	Grocery	1021 Main St.	0.1 mile
Grinnell Police Department	Police	1020 Spring St.	0.1 mile
Grinnell State Bank	Bank	814 4th Ave.	0.2 mile
US Post Office	Post Office	932 Broad St.	0.3 mile
Grinnell Senior Center	Senior Center	525 East St.	0.3 mile
Drake Community Library	Library	930 Park St.	0.3 mile
Central Park	Public Park	920 4th Ave.	0.4 mile
Fareway Grocery	Grocery	727 West St.	0.4 mile
Medicap Pharmacy	Pharmacy	320 6th Ave.	0.4 mile
Casey's General Store	Convenience Store	217 6th Ave.	0.4 mile
Bailey Park Elementary School	Public School	210 8th Ave.	0.4 mile
Grinnell Regional Medical Center	Hospital	210 4th Ave.	0.5 mile
Family Medicine, LLP	Doctor/Medical	224 3rd Ave.	0.5 mile
Grinnell Regional Family Practice	Doctor/Medical	210 4th Ave.	0.5 mile
Bailey Park	Public Park	8th Ave.	0.5 mile
Grinnell Family Care	Doctor/Medical	217 4th Ave.	0.5 mile
Grinnell Community Senior High School	Public School	1333 Sunset St.	0.6 mile
Davis Elementary School	Public School	818 Hamilton Ave.	0.7 mile
Thomazin Park	Public Park	304 1st Ave.	0.7 mile
Casey's General Store	Convenience Store	312 West St.	0.7 mile
Casey's General Store	Convenience Store	1718 6th Ave.	0.8 mile
Fairview Elementary School	Public School	1310 Hobart St.	0.8 mile
Lion's Park	Public Park	220 8th Ave. W	0.9 mile
Dollar General	General Retail	114 West St. S	1.1 miles
Hy-Vee	Grocery	320 West St. S	1.3 miles
Grinnell Middle School	Public School	132 E St. S	1.2 miles
Ahrens Family Center	Community Center	1510 Penrose St.	1.5 miles
Grinnell Athletic & Recreation Center	Community Center	1500 Penrose St.	1.5 miles
Walmart	General Retail	415 Industrial Ave.	1.8 miles

Source: Field and Internet Research, RPRG, Inc.

*Reflects amenities' distance from the city center

Map 3 Location of Key Facilities and Services



2. Essential Services

Health Care

Grinnell Regional Medical Center (GRMC) is the primary healthcare provider for Grinnell and the greater six-county region of east-central Iowa (Region Six), serving an estimated 47,000 residents. With a staff of more than 400 employees, including 50 physicians, the 49-bed nonprofit facility offers a full range of medical services including both general and emergency care. Grinnell Regional Medical Center is located approximately one-half mile west of downtown Grinnell, bounded by 4th Avenue to the north, Reed Street to the east, 3rd Avenue to the south, and Prince Street to the west.

In addition to major medical care, numerous independent healthcare practitioners are located throughout Grinnell. These include a variety of service providers, ranging from general/family practice to long-term care and rehabilitation. Outside of Grinnell, the next closest major medical facility is Skiff Medical Center, located approximately twenty miles west in Newton.

Education

The Grinnell-Newburg Community School District provides public education to students living in portions of western Poweshiek and eastern Jasper Counties, including Grinnell. The district is comprised of one preschool, three elementary schools, one middle school, and one high school with an estimated 2016-2017 enrollment of 1,750 students. All six public schools are located within the Grinnell city limits.

Iowa public school systems administer the Iowa Test of Basic Skills (ITBS) to students in grades three through eight to assess progress. High school students are also tested with an assessment program called the Iowa Test of Educational Development (ITED). To determine relative performance within the region, Grinnell-Newburg Community School District 2016 ITBS and ITED scores (grades 4, 8, and 11) were compared to those of neighboring districts, including Brooklyn-Guernsey-Malcomb (BGM), Newton, Lynnville-Sully, South Tama County, East Marshall, and Montezuma. Overall, Davis Elementary ranked fourth out of eight elementary schools (Table 2), second out of seven middle schools (Table 3), and second out of seven high schools (Table 4). In addition, all composite test scores for Grinnell-Newburg Community schools, which average proficiency ratings in reading and math, exceeded state averages.

Table 2 2016 Grinnell-Newburg and Surrounding District ITBS Test Scores, Elementary Schools

IA - 2016			Grade 4		
Rank	District	School	Reading	Math	Composite
1	Montezuma	Montezuma	94.6%	81.1%	87.9%
2	Newton	Thomas Jefferson	85.5%	89.2%	87.4%
3	Brooklyn-Guernsey-Malcom	Brooklyn-Guernsey-Malcom	76.5%	91.2%	83.9%
4	Grinnell-Newburg	Davis	79.4%	86.6%	83.0%
5	Newton	Berg	84.2%	81.1%	82.7%
6	South Tama County	South Tama County	79.3%	85.9%	82.6%
7	Lynnville-Sully	Lynnville-Sully	75.9%	86.2%	81.1%
8	East Marshall	East Marshall	75.4%	84.6%	80.0%
State Average			77.8%	81.2%	79.5%

Source: Iowa Department of Education

Table 3 2016 Grinnell-Newburg and Surrounding District ITBS Test Scores, Middle Schools

IA - 2016			Grade 8		
Rank	District	School	Reading	Math	Composite
1	Lynnville-Sully	Lynnville-Sully	92.3%	N/A	92.3%
2	Grinnell-Newburg	Grinnell	81.3%	89.3%	85.3%
3	Montezuma	Montezuma	80.6%	83.9%	82.3%
4	Brooklyn-Guernsey-Malcom	Brooklyn-Guernsey-Malcom	76.9%	84.6%	80.8%
5	East Marshall	East Marshall	78.2%	80.0%	79.1%
6	Newton	Berg	77.7%	78.7%	78.2%
7	South Tama County	South Tama County	68.1%	69.2%	68.7%
State Average			76.7%	77.1%	76.9%

Source: Iowa Department of Education

Table 4 2011 Grinnell-Newburg and Surrounding District ITED Test Scores, High Schools

IA - 2016			Grade 11		
Rank	District	School	Reading	Math	Composite
1	Lynnville-Sully	Lynnville-Sully	96.9%	N/A	96.9%
2	Grinnell-Newburg	Grinnell	90.7%	86.5%	88.6%
3	East Marshall	East Marshall	86.9%	85.2%	86.1%
4	Newton	Newton	84.4%	85.7%	85.1%
5	Brooklyn-Guernsey-Malcom	Brooklyn-Guernsey-Malcom	81.1%	86.8%	84.0%
6	Montezuma	Montezuma	77.1%	87.5%	82.3%
7	South Tama County	South Tama County	66.7%	72.2%	69.5%
State Average			80.2%	84.1%	78.0%

Source: Iowa Department of Education



Grinnell is home to two post-secondary educational institutions, Grinnell College and Iowa Valley Community College – Grinnell. Grinnell College is the largest and most distinguished of the two with an enrollment of approximately 1,700 students. As a private liberal arts and sciences school, Grinnell College offers 26 bachelor degree programs including those in the Humanities, Science, and Social Studies fields.

Senior Services

The primary senior service facility in Grinnell is the Grinnell Senior Center, located in the basement of the First Baptist Church of Grinnell at 525 East Street just east of downtown. Additional senior services are available to residents of Grinnell through the Northeast Iowa Area Agency on Aging, a regional senior services provider serving a ten-county region in northeast Iowa.

3. Commercial Goods and Services

Convenience Goods

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

The largest concentration of retail and commercial development in Grinnell is located in its downtown district, centered on Main Street between 4th and 5th avenues. Encompassing a nine-block area, downtown Grinnell contains a wide variety of shops, restaurants, and specialty service providers including The Strand Movie Theater. Outside of downtown, numerous national chains can be found on U.S. Highway 6 or State Highway 146 within one to two miles of the city center. Commercial development along these major thoroughfares includes multiple fast food restaurants, convenience stores, service stations, and larger-scale facilities such as Hy-Vee (grocery) and Wal-Mart (grocery/general retail).

Shoppers Goods

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

The single-largest provider of commercial goods in Grinnell is Wal-Mart, located on the west side of State Highway 146 between downtown and Interstate 80. As a “Supercenter” location, the Wal-mart contains both a general retail section (comparison goods) and a full-service grocery store. More expansive shopping outlets, including “big-box” retailers and malls, are located in the Des Moines metro area approximately 50 miles to the west.

4. Recreational Amenities

Grinnell offers a vast array of recreational amenities, appealing to a wide range of interests and age groups. The most notable of these is Ahrens/Paschall Memorial Park, a recreation and sports complex funded by the private nonprofit Ahrens Park Foundation. Ahrens/Paschall Memorial Park offers eight youth softball and baseball fields (utilized by the Grinnell Little League), two outdoor basketball courts, two tennis courts, a sand volleyball court, three youth soccer fields, a golf driving range, multiple playground areas, three picnic shelters, a sledding hill, and a one and one-half mile



walking path. Ahrens/Paschall Memorial Park is also home to the Ahrens Family Center (daycare/preschool), the Grinnell Athletic and Recreation Center (gymnasium), and the Ahrens Park Foundation offices. Other recreational amenities within the city include the recently constructed Grinnell Mutual Aquatic Center (water park), Lion's Park, Central Park, James Miller Park, Jaycee Park, Bailey Park, Van Horne Park, Merrill Park, Thomazin Park, Drake Community Library, the Grinnell Historical Museum, the Grinnell Arts Center, and Grinnell College Golf Course (public).

3. ECONOMIC ANALYSIS

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Poweshiek County, the jurisdiction in which Grinnell is located. For purposes of comparison, economic trends in Iowa and the nation are also discussed.

B. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Poweshiek County's labor force remained relatively stable from 2006 to 2016 with modest year to year changes resulting in a net decline of 28 workers (0.3 percent) during this period (Table 5). The county's labor force declines occurred in two-year periods from 2008 to 2009 and 2011 to 2012, the first of which was during the national recession. The county's total labor force and employed labor force have both increased in each of the past four years.

2. Trends in County Unemployment Rate

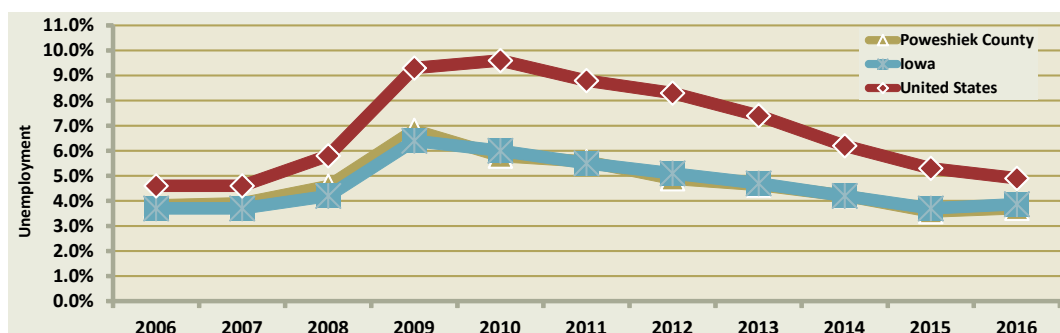
Poweshiek County's unemployment rate closely followed state trends over the past ten years, which were well below national figures. The county's unemployment rate ranged from 3.8 percent to 4.6 percent from 2006 to 2008 before reaching a high of 6.8 percent during the national recession in 2009. In comparison, Iowa and the nation reached recession highs of 6.0 percent and 9.6 percent, respectively from 2009 to 2010. Unemployment rates have steadily declined in all areas with the county and state remaining well below national figures over the past six years. As of 2016, unemployment rates were 3.7 percent in Poweshiek County, 3.9 percent in Iowa, and 4.9 percent in the nation.

Table 5 Labor Force and Unemployment Rates

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Labor Force	10,627	10,749	10,485	10,300	10,570	10,396	10,133	10,334	10,401	10,485	10,599
Employment	10,221	10,329	10,004	9,598	9,958	9,817	9,638	9,855	9,963	10,110	10,206
Unemployment	406	420	481	702	612	579	495	479	438	375	393
Unemployment Rate											
Poweshiek County	3.8%	3.9%	4.6%	6.8%	5.8%	5.6%	4.9%	4.6%	4.2%	3.6%	3.7%
Iowa	3.7%	3.7%	4.2%	6.4%	6.0%	5.5%	5.1%	4.7%	4.2%	3.7%	3.9%
United States	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.2%	5.3%	4.9%

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



C. Commutation Patterns

Grinnell is home to several large major employers, many of whom require a skilled labor force, and attracts workers from throughout the region including many from rural portions of Poweshiek County or neighboring counties, nearby cities and towns, and even from the larger metropolitan areas of Des Moines, West Des Moines, Iowa City, Ames, Waterloo, and Cedar Rapids. To examine the commuting patterns in the city of Grinnell, RPRG utilized the U.S. Census Bureau's Longitudinal Employment-Household Dynamics (LED) data through its On the Map website (onthemap.ces.census.gov) for 2014, which is the most recent year data is available. The geography tested for this analysis is the city limits of Grinnell.

Nearly 6,000 workers were employed in Grinnell as of 2014 (Table 6). Of these workers, approximately one-third (33.9 percent) lived in Grinnell and roughly two-thirds (66.1 percent) lived outside Grinnell (Job Inflow). Among the 4,223 workers living in Grinnell, 47.1 percent worked in Grinnell and 52.9 percent worked outside Grinnell (Job Outflow). As a result, Grinnell had a net inflow of 1,642 workers.

Table 6 2014 Job Inflow and Outflow, Grinnell City Limits

Job Inflow	2014	
	#	%
Employed in the Selection Area	5,865	100.0%
Employed and Living in the Selection Area	1,990	33.9%
Employed in the Selection Area but Living Outside	3,875	66.1%
Job Outflow	2014	
	#	%
Living in the Selection Area	4,223	100.0%
Living and Employed in the Selection Area	1,990	47.1%
Living in the Selection Area but Employed Outside	2,233	52.9%
Net Job Inflow/Outflow	1,642	

Source: U.S. Census Bureau, LED On the Map Data

Among the 5,865 people working in Grinnell as of 2014, 42.0 percent commuted less than 10 miles (Table 7). This includes workers living in Grinnell and in the rural areas just outside the city limits. Thirty percent of workers commuted 10 to 24 miles, which would include rural portions of Poweshiek or neighboring counties and several nearby communities such as Newton, Tama, Toledo, Montezuma, and Brooklyn. Twenty-eight percent of workers commuted 25 miles or more including nearly 18 percent commuting at least 50 miles. These long-distance commuters include workers from some of the larger Metropolitan areas, the closest of which are Marshalltown, Altoona, and Des Moines. A geographic dispersion of worker residences is shown in Figure 3 and Figure 4.

Table 7 2014 Jobs by Commuter Distance, Grinnell City Limits

Jobs by Distance - Work Census Block To Home Census Block	2014	
	#	%
Total Jobs	5,865	100.0%
Less than 10 miles	2,465	42.0%
10 to 24 miles	1,758	30.0%
25 to 50 miles	593	10.1%
Greater than 50 miles	1,049	17.9%

Source: U.S. Census Bureau, LED On the Map Data

Figure 3 Local View of Residence Location, Workers in Grinnell City Limits Poweshiek County

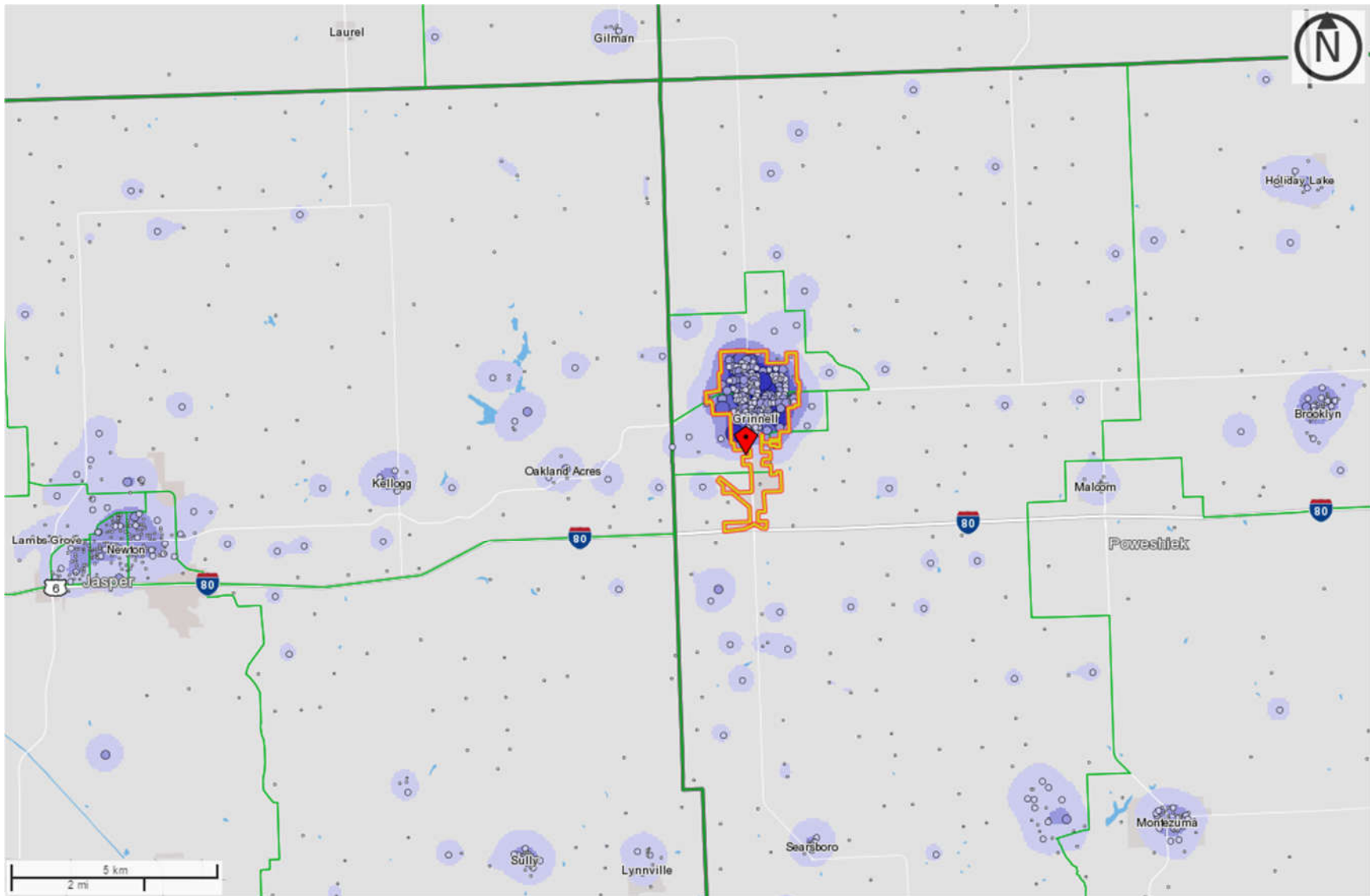
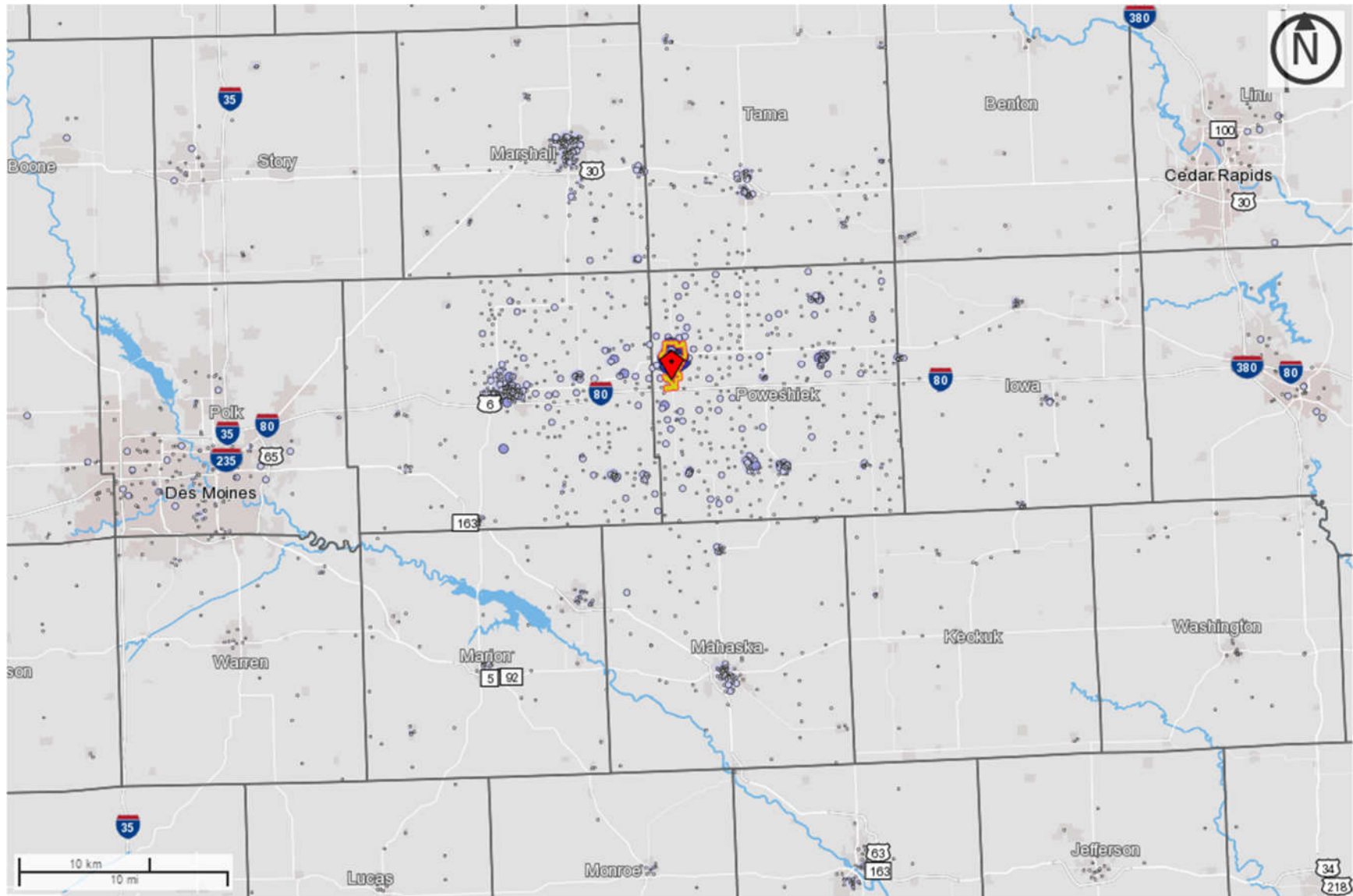


Figure 4 Regional View of Residence Location, Workers in Grinnell City Limits



Among nearby communities in the region, Grinnell draws the highest percentage of commuting workers from Newton (5.0 percent), Marshalltown (3.3 percent), Brooklyn (1.8 percent), Des Moines (1.7 percent), Montezuma (1.4 percent), and Oskaloosa (1.3 percent) (Table 8). Nearly one-half of all Grinnell workers commute from some other location. Based on the geographic dispersion of worker residences in the preceding figures, many of the workers commuting from some other location live in unincorporated portions of Poweshiek County or a neighboring county within 50 miles of the city.

Table 8 2014 Jobs by Commuter Place of Residence, Grinnell City Limits

Job Counts by Place Where Workers Live	2014	
	#	%
All Places	5,865	100.0%
Grinnell	1,990	33.9%
Newton	292	5.0%
Marshalltown	196	3.3%
Brooklyn	106	1.8%
Des Moines	97	1.7%
Montezuma	80	1.4%
Oskaloosa	75	1.3%
Tama	48	0.8%
Kellogg	44	0.8%
Sully	43	0.7%
All other locations	2,894	49.3%

Source: U.S. Census Bureau, LED On the Map Data

Nearly three-quarters of Grinnell workers age 29 or under were commuters as of 2014, compared to 65.6 percent of workers age 30 to 54 and 60.1 percent of workers age 55 and older (Table 9). Low to moderate income workers (earning \$3,333 per month or less) also commuted at higher rates of roughly 65 to 70 percent relative to workers earning more than \$3,333 per month (61.2 percent). The economic sectors with the highest percentage of commuting workers in Grinnell were “Goods Producing” (Manufacturing) and “Trade, Transportation, Utilities,” as roughly 75 percent to 85 percent of workers in these industries lived outside Grinnell. Workers in the “All Other Services” industry class had a much lower commuter rate of 57.4 percent.

Table 9 2014 Interior Flow Job Characteristics, Grinnell City Limits

Interior Flow Job Characteristics (All Jobs) - 2014			
Job Characteristics	Workers	Commuter %	Resident %
Total Jobs in Grinnell	5,865	66.1%	33.9%
Workers Aged 29 or younger	1,498	72.5%	27.5%
Workers Aged 30 to 54	3,008	65.6%	34.4%
Workers Aged 55 or older	1,359	60.1%	39.9%
Workers Earning \$1,250 per month or less	1,602	65.7%	34.3%
Workers Earning \$1,251 to \$3,333 per month	2,540	69.6%	30.4%
Workers Earning More than \$3,333 per month	1,723	61.2%	38.8%
Workers in the "Goods Producing" Industry Class	1,617	74.7%	25.3%
Workers in the "Trade, Transportation, and Utilities" Industry Class	852	84.3%	15.7%
Workers in the "All Other Services" Industry Class	3,396	57.4%	42.6%

Source: U.S. Census Bureau, LED On the Map Data

Approximately 25 percent of the faculty and 36 percent of the staff at Grinnell College, one of the largest employers in Grinnell and Poweshiek County, live outside Grinnell. Among faculty types, non-tenured and tenured track professors live outside Grinnell at higher rates than tenured professors, comparable to Grinnell College staff. This is likely due to differences in job security, as

tenured professors are established at Grinnell College and are more likely to live near their long-term place of employment.

Table 10 Grinnell College Student and Faculty Commuter Data

Grinnell College Employee and Faculty Data					
Employee Type	Total Employees	Live in Grinnell		Live Outside Grinnell	
		#	%	#	%
Faculty	257	192	74.7%	65	25.3%
Tenured	120	100	83.3%	20	16.7%
Tenure Track	40	28	70.0%	12	30.0%
Non-Tenure	97	64	66.0%	33	34.0%
Staff	516	330	64.0%	186	36.0%

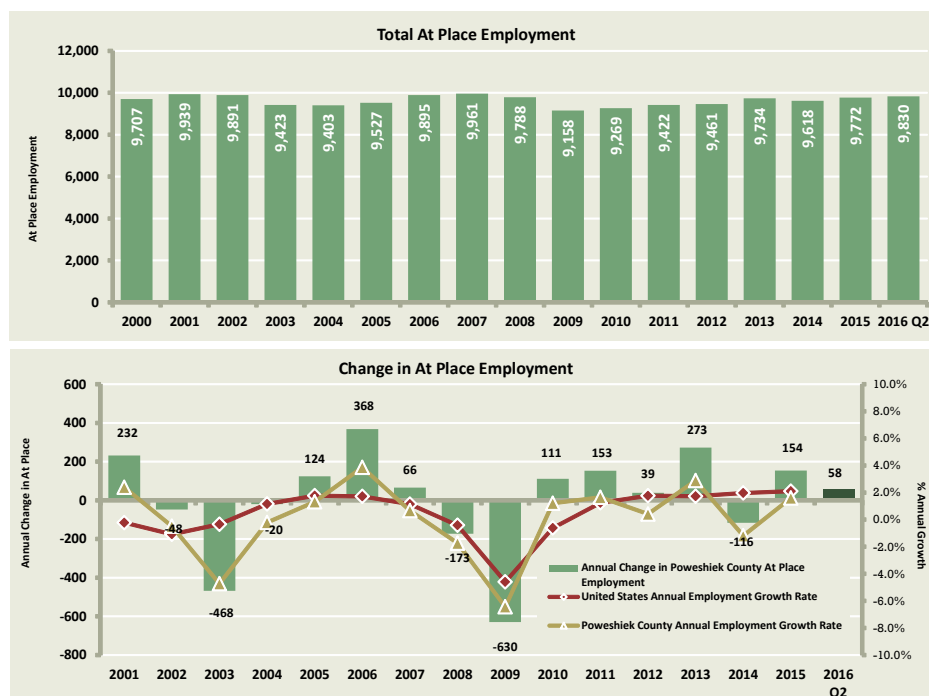
Source: Grinnell College

D. At-Place Employment

1. Trends in Total At-Place Employment

Poweshiek County's At-Place Employment expanded in nine of fifteen years from 2001 to 2015; however, job gains were largely offset by losses suffered as a result of two national recessions (2002 to 2004 and 2008 to 2009). Consequently, the county experienced a net gain of only 65 jobs (0.7 percent) over the last fifteen years (Figure 5). While the county lost 803 jobs during the most recent national recession, these losses were recouped by steady job growth in five of the last six years. The county added an additional 58 jobs through the first half of 2016. Changes in Poweshiek County's At-Place Employment were generally more pronounced (on a percentage basis) relative to the nation while following similar trends overall.

Figure 5 At-Place Employment, Poweshiek County

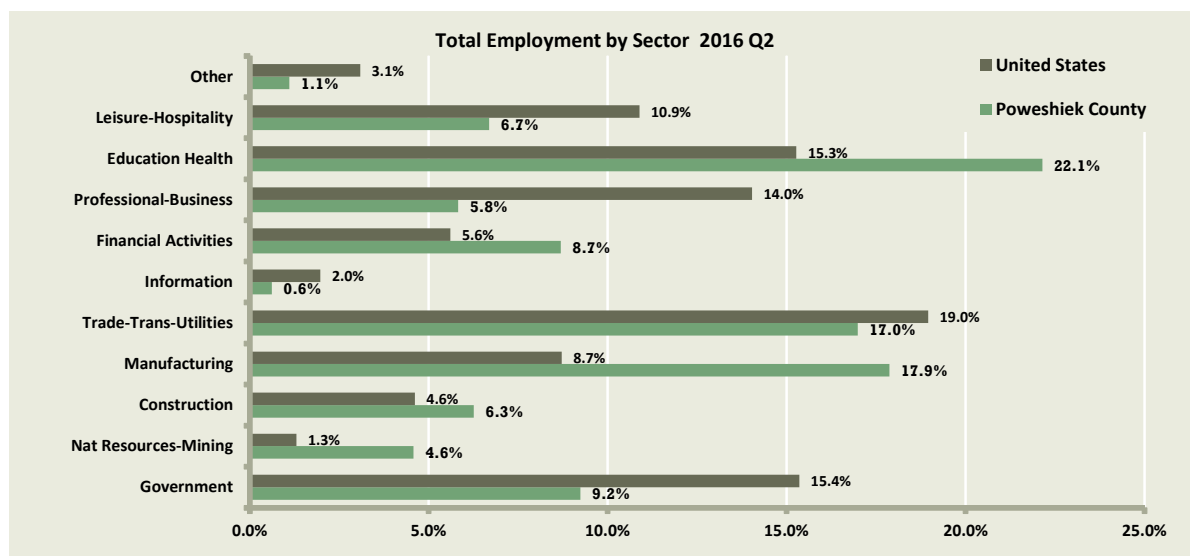


Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

2. At-Place Employment by Industry Sector

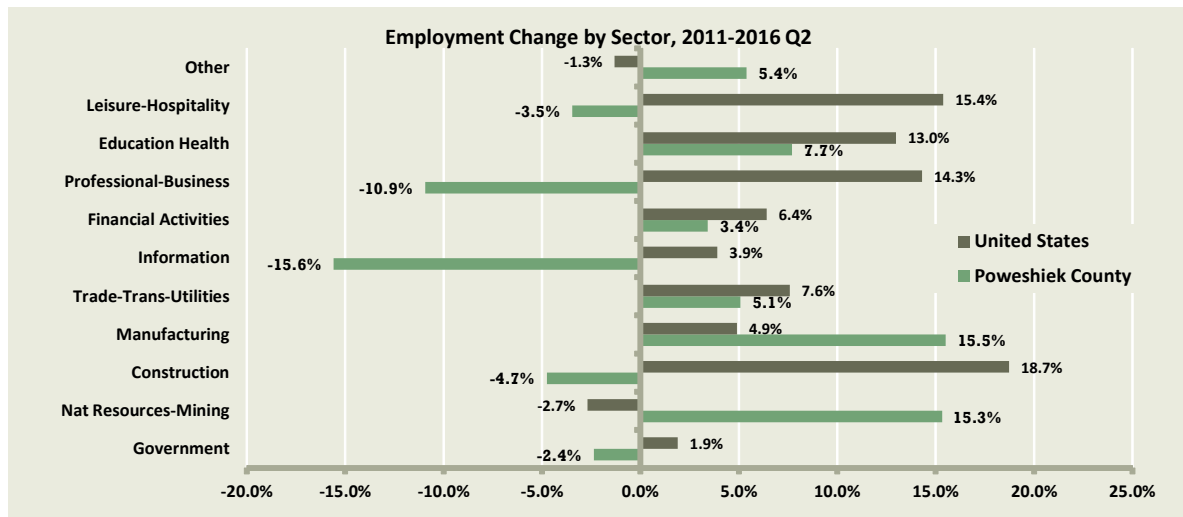
Education-Health (22.1 percent), Manufacturing (17.9 percent), and Trade-Transportation-Utilities (17.0 percent) are Poweshiek County's largest employment sectors and combined for 57 percent of all jobs in the county compared to 43 percent nationally (Figure 6). While Trade-Transportation-Utilities has a slightly lower percentage of employment in the county than the nation, the county's Education-Health and Manufacturing sectors are significantly larger with an employment nearly seven percentage points higher in Education-Health and Manufacturing percentage that is more than double the national rate (17.9 versus 8.7 percent). Poweshiek County also contains four moderately sized employment sectors (Government, Financial Activities, Leisure-Hospitality, and Construction), which each contain roughly six to nine percent of total jobs in the county. Among these sectors, Government and Leisure-Hospitality have a notably lower percentage of employment than the nation while the county's Financial Activities and Construction sectors are larger overall.

Figure 6 Total Employment by Sector, 2016 (Q2)



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

Between 2011 and 2016 (Q2), six of eleven industry sectors in Poweshiek County experienced net job growth. The most notable job growth occurred in the Manufacturing sector, which grew by 15.5 percent. Steady job growth in the Trade-Transportation-Utilities, Financial Activities, and Education-Health sectors, were also significant given their moderate to high percentage of total employment within the county. Among the five industry sectors with a net loss in jobs over the last five years, losses in the Professional Business, Government, Construction, and Leisure-Hospitality sectors were the most significant (in terms of total jobs). While the Information and "Other" sectors also lost jobs, both account for roughly one percent or less of total employment within the county.

Figure 7 Total Employment Change by Sector 2001 to 2016 (Q2)

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

3. Major Employers

A list of major employers in the Grinnell area, the economic center and focus of this report is provided in Table 11. Grinnell area major employers are reflective of the county's largest industry sectors and include a mixture of large education and healthcare facilities, public school districts, national retailers, and manufacturers. The three largest employers in the Grinnell area Jeld-Wen Windows and Doors, Grinnell College, and Grinnell Mutual Reinsurance, all employ roughly 750 to 800 workers. Other notable major employers in the Grinnell Area include Grinnell Regional Medical Center, the Grinnell-Newburg Public School District, and Brownells. In addition to these major employers, Grinnell also contains numerous local retailers and service providers (Map 4).

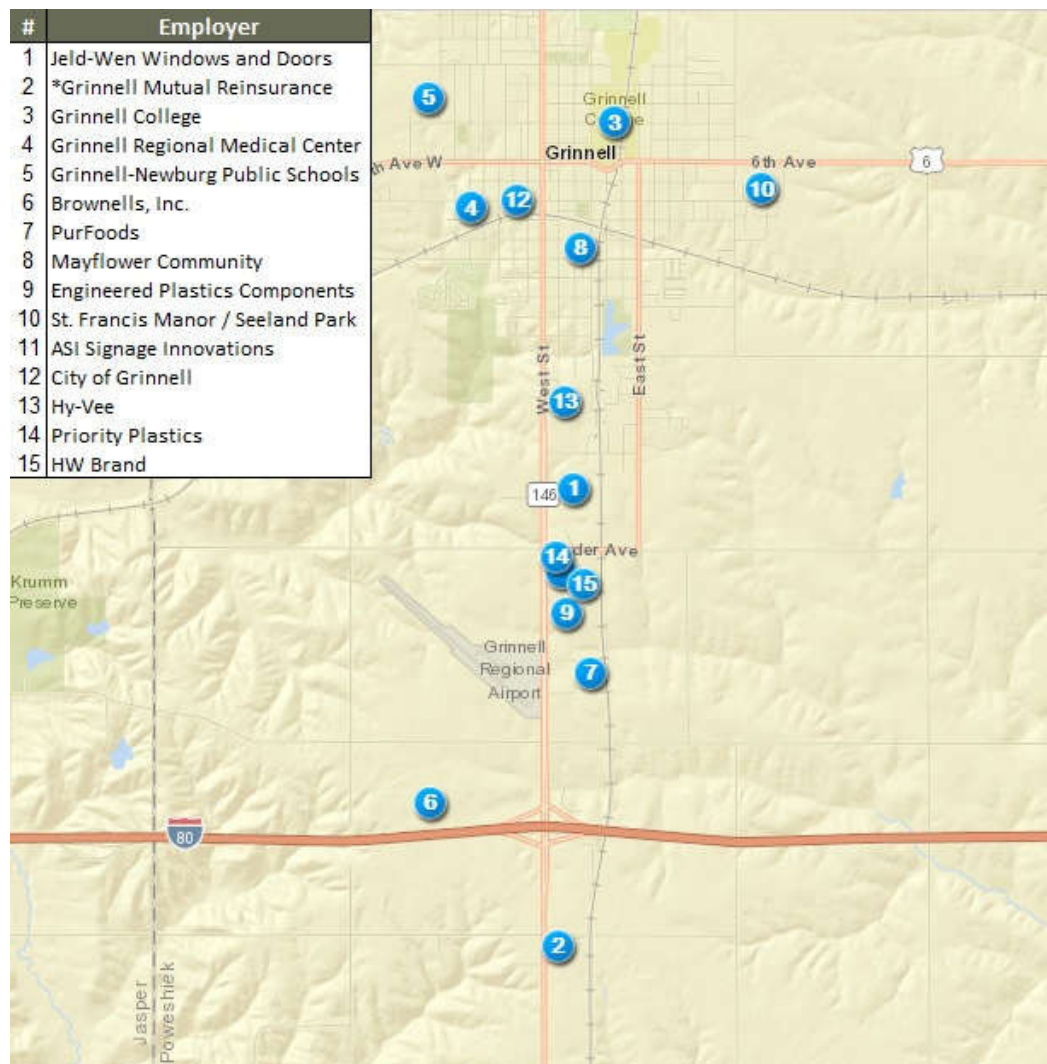
Table 11 Major Employers, Grinnell Area

Rank	Name	Sector	Employment
1	Jeld-Wen Windows and Doors	Manufacturing	780 - 820
2	Grinnell College	Education-Health	773
3	*Grinnell Mutual Reinsurance	Financial Activities	750
4	Grinnell Regional Medical Center	Education-Health	400
5	Grinnell-Newburg Public Schools	Government	285
6	Brownells, Inc.	Manufacturing	270
7	PurFoods	Manufacturing	170
8	Mayflower Community	Education-Health	145
9	Engineered Plastics Components	Manufacturing	135
10	St. Francis Manor / Seeland Park	Education-Health	120
11	ASI Signage Innovations	Manufacturing	80
12	City of Grinnell	Government	70
13	Hy-Vee	Trade-Transportation-Utilities	70
14	Priority Plastics	Manufacturing	65
15	HW Brand	Manufacturing	55

Source: City of Grinnell, Employer Field Surveys February / March 2017

*Excludes 44 employees in West Des Moines.

Map 4 Major Employers, Grinnell Area



4. Wages

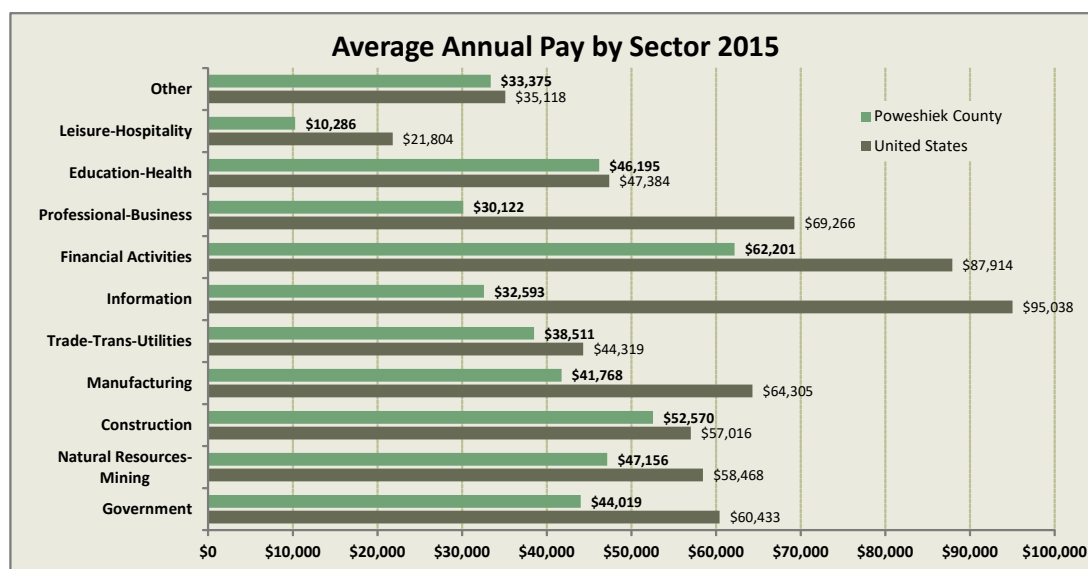
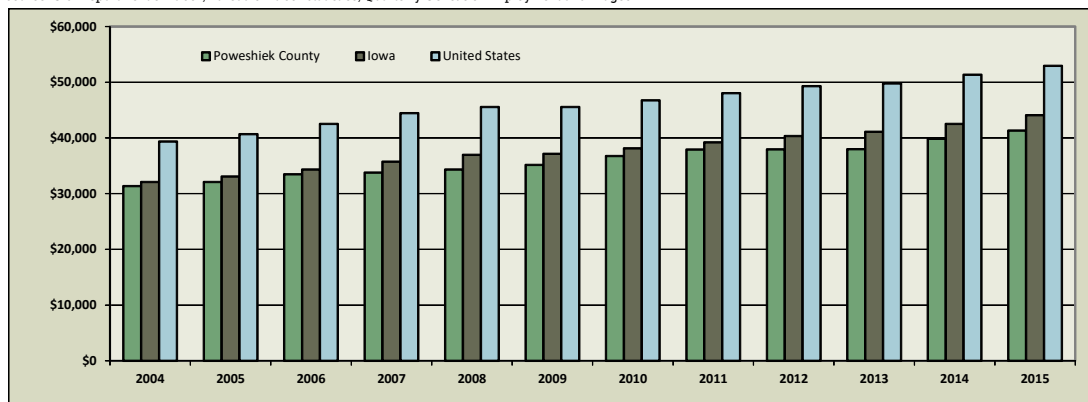
The average annual wage in 2015 for Poweshiek County was \$41,328, which is 6.3 percent lower than the \$44,095 average in Iowa (Table 12). The state's average wage was \$8,836 or 16.7 percent below the national average. Poweshiek County's average annual wage in 2015 represents an increase of \$9,966 or 31.8 percent since 2004.

The average wage in Poweshiek County is below national averages for every economic sector with notable disparities in the Professional Business, Financial Activities, Information, and Manufacturing sectors. The highest paying sectors in the county are Financial Activities and Construction.

Table 12 Average Annual Pay and Annualized Wage Data by Sector, Poweshiek County

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Poweshiek County	\$31,362	\$32,087	\$33,489	\$33,776	\$34,344	\$35,148	\$36,765	\$37,910	\$37,966	\$37,995	\$39,861	\$41,328
Iowa	\$32,097	\$33,070	\$34,320	\$35,738	\$36,964	\$37,158	\$38,146	\$39,204	\$40,343	\$41,107	\$42,538	\$44,095
United States	\$39,354	\$40,677	\$42,535	\$44,458	\$45,563	\$45,559	\$46,751	\$48,043	\$49,289	\$49,804	\$51,361	\$52,937

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

5. Recent/Planned Economic Expansions

According to information provided by Poweshiek Iowa Development (POW I-80), the most notable economic expansions and contractions within the county over the past year were the expansion of Key Cooperative, which added 15 jobs, and the closure of Donaldson's manufacturing facility, which resulted in the loss of 78 jobs. The only notable publicly announced economic expansion upcoming in the county is the construction of a 200-turbine wind farm just south of Interstate 80, which is expected to add 15 new jobs. Two additional companies are considering expansions within the next year; however, no plans have been publicly announced. Several major employers in the county also indicated they have strategic growth plans, which often result in gradual employment increases over time.

4. MARKET AREA

A. Introduction

As a Housing Market Assessment for the City of Grinnell, the primary market area for this analysis focuses on the city and its immediately surrounding areas as defined by 2010 Census tract boundaries. In defining the Grinnell Market Area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

B. Delineation of Market Area

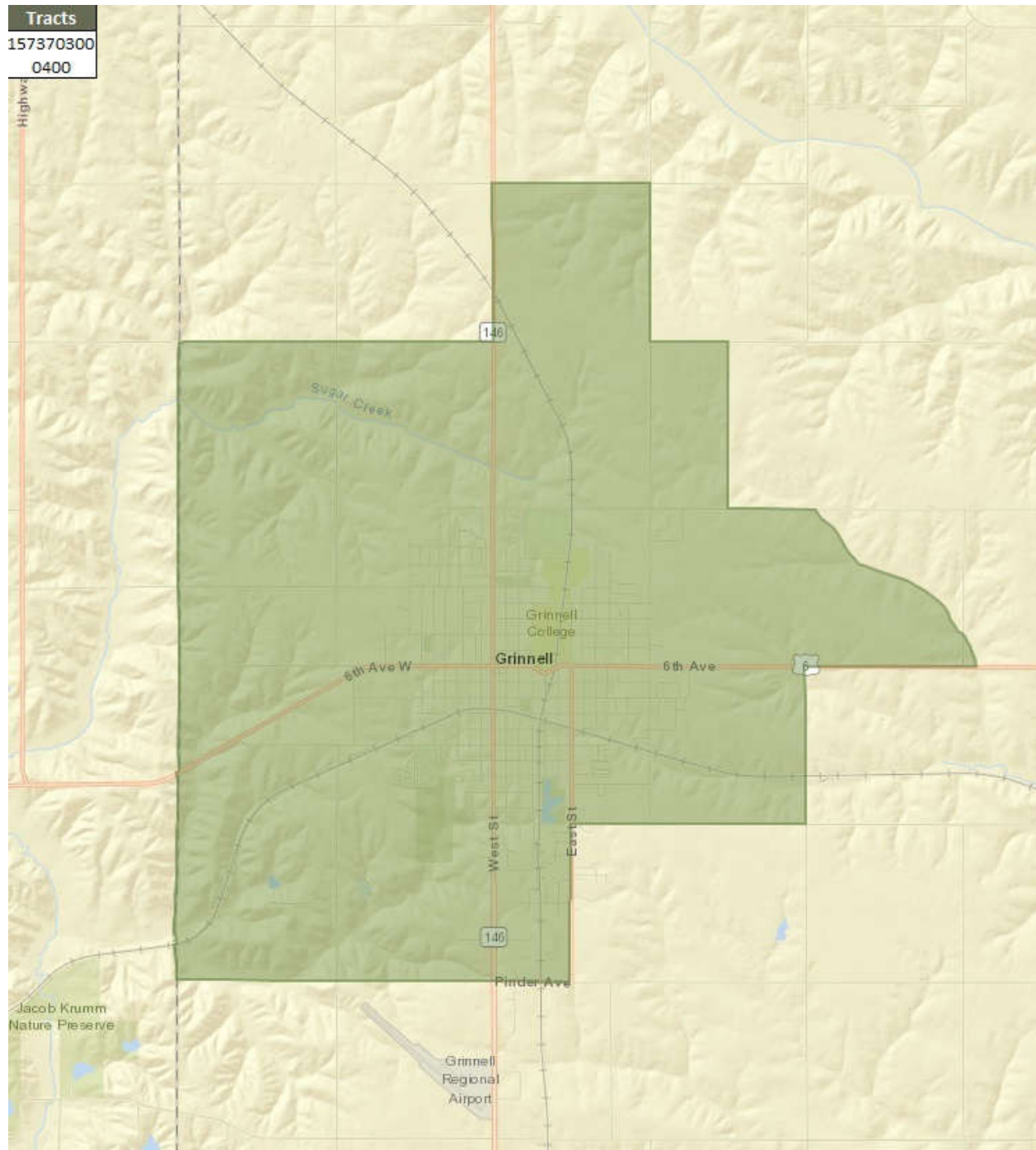
The Grinnell Market Area consists of two 2010 Census tracts in Poweshiek County. The boundaries of the Grinnell Market Area and their approximate distance from the city center are:

- **North:** 350th Avenue (2.4 mile)
- **East:** 50th Street (2.5 miles)
- **South:** 400th Avenue (1.7 miles)
- **West:** County Highway T38 (2.0 miles)

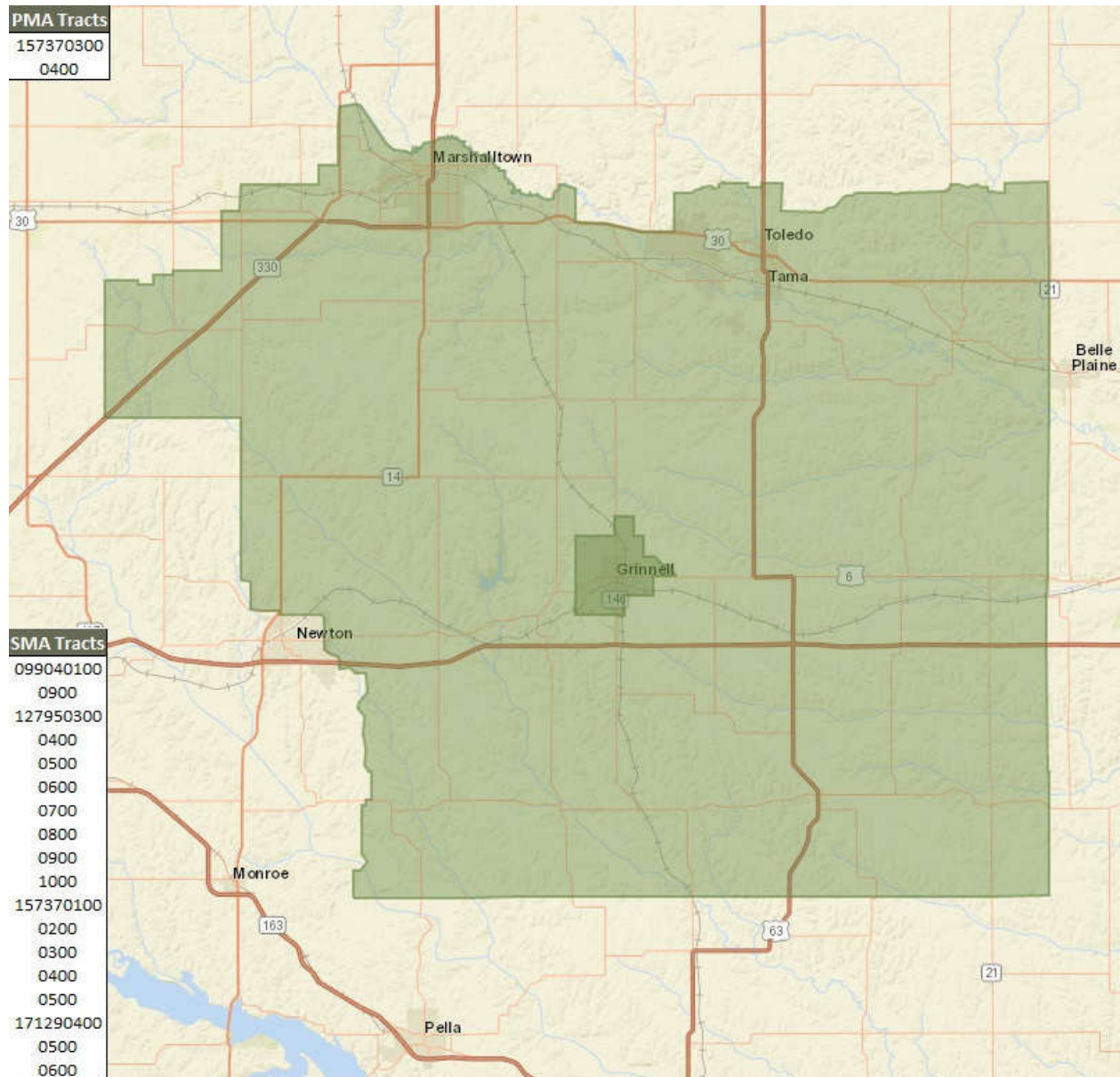
The Grinnell Market Area includes two census tracts in western Poweshiek County which encompass the majority of the Grinnell city limits (Map 5). While the southernmost part of Grinnell is not included in the Grinnell Market Area, adding this area would expand the Grinnell Market Area to include the entire western portion of the county. Given, few if any households live within this portion of Grinnell, the exclusion of this area does not impact this analysis.

As appropriate for this analysis, the Grinnell Market Area is compared to the Secondary Market Area, which includes all of Poweshiek County and portions of eastern Jasper County, southern Marshall County, and southern Tama County (Map 6). The Secondary Market Area is based on commuting patterns within the region and is the most likely area from which Grinnell would draw additional households.

Map 5 Grinnell Market Area



Map 6 Secondary Market Area



5. COMMUNITY DEMOGRAPHIC DATA

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Grinnell Market Area and the Secondary Market Area using several sources. Projections of population and households are based on estimates and projections prepared by Esri, a national data vendor. The estimates and projections were examined, compared, and evaluated in the context of decennial U.S. Census data (from 2000 and 2010) as well as ACS 5-year estimates (2011-2015), and building permit trend information. Esri projections are consistent with Census and ACS trends in the Grinnell Market Area and the Secondary Market Area and are appropriate for this analysis.

B. Trends in Population and Households

1. Recent Past Trends

The Grinnell Market Area experienced limited population and household growth between the 2000 and 2010 Census counts, adding 70 people (0.8 percent) and 38 households (1.1 percent) during the decade. During the same period, the Secondary Market Area's population grew by 1.0 percent and its household base grew by 0.8 percent. Annual household growth between 2000 and 2010 was 0.1 percent among population and households in both geographies (Table 13).

2. Projected Trends

Based on Esri estimates, the Grinnell Market Area lost 174 people and 99 households from 2010 to 2017. Esri projects that the Grinnell Market Area will lose 68 people and 43 households from 2017 to 2022, annual declines of 0.1 percent and 0.2 percent, respectively. The Secondary Market Area is expected to remain relatively stable with annual increases of roughly 0.1 percent among population and households over the next five years.

Table 13 Population and Household Projections

		Secondary Market Area				Grinnell Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	84,272					9,330				
2010	85,150	878	1.0%	88	0.1%	9,400	70	0.8%	7	0.1%
2017	85,604	454	0.5%	65	0.1%	9,226	-174	-1.8%	-25	-0.3%
2022	86,029	425	0.5%	85	0.1%	9,158	-68	-0.7%	-14	-0.1%
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	33,436					3,589				
2010	33,703	267	0.8%	27	0.1%	3,627	38	1.1%	4	0.1%
2017	33,625	-78	-0.2%	-11	0.0%	3,528	-99	-2.7%	-14	-0.4%
2022	33,683	58	0.2%	12	0.0%	3,485	-43	-1.2%	-9	-0.2%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

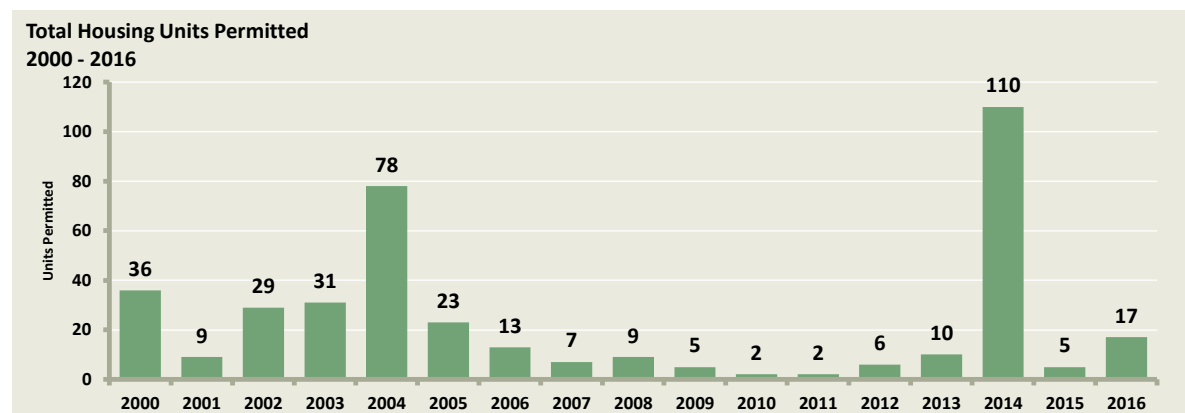
3. Building Permit Trends

Grinnell permitted an average of 23 housing units per year from 2000 to 2016 compared to annual growth of seven households from 2000 to 2009 and a loss of 25 households per year from 2010 to 2016. Given the significantly older age of Grinnell's housing stock, many of these permitted units likely replaced functionally obsolete or substandard housing (Table 14). While housing permit activity in Grinnell was higher in the early to mid-2000's, Grinnell permitted an average of 30 housing units per year over the last five years primarily due to two multi-family rental communities in 2014 (Spaulding Lofts and Watertower Square at Mayflower). Outside of the 103 multi-family units in 2014, Grinnell has permitted an average of nine units per year since 2012.

Table 14 Building Permits by Structure Type, Grinnell City Limits

Grinnell																		
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2000-2016 Average
Single Family	17	9	29	31	27	23	11	7	3	5	2	2	6	10	5	5	15	192
Two Family	8	0	0	0	0	0	2	0	6	0	0	0	0	0	2	0	2	18
3 - 4 Family	3	0	0	0	28	0	0	0	0	0	0	0	0	0	0	0	0	31
5+ Family	8	0	0	0	23	0	0	0	0	0	0	0	0	0	103	0	0	134
Total	36	9	29	31	78	23	13	7	9	5	2	2	6	10	110	5	17	23

Source: U.S. Census Bureau, C-40 Building Permit Reports.



4. Trends in Older Adult and Senior Households

The Grinnell Market Area contained 1,726 households with householder age 55+ and 1,304 households with householder age 62+ as of the 2010 Census (Table 15). From 2010 and 2017, Esri estimates households with a householder 55+ increased at an annual rate of 0.6 percent (11 households) while households with a householder 62+ increased by 0.7 percent per year (10 households); senior growth includes both net migration and aging in place. Senior households are projected to increase at annual rates of 0.2 percent for those age 55 and older and 0.3 percent for those age 62 and older through 2022, bringing total households with a householder 55+ and 62+ to 1,818 and 1,389, respectively.

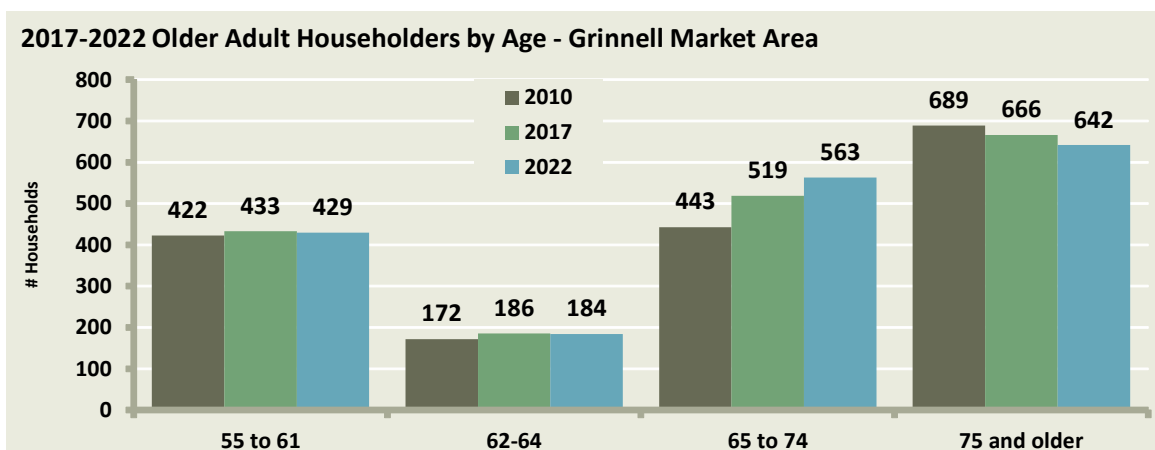
From 2010 to 2017, the highest rates of growth occurred among householders age 62 to 64 (8.2 percent) and 65 to 74 (17.1 percent) with householders age 75 and older decreasing by 3.3 percent. Over the next five years, all of the senior household growth is projected to occur in the 65-74 age group (8.6 percent) with all other senior age cohorts decreasing slightly. Taking these trends into consideration along with the Grinnell Market Area's modest overall household losses projected over

the next five years, growth of senior households in the Grinnell Market Area will likely be driven by existing households aging in place rather than an in-migration.

Table 15 Senior Household Projections

							Change 2010 to 2017				Change 2017 to 2022			
Grinnell Market Area							Total		Annual		Total		Annual	
Age of	2010		2017		2022		#	%	#	%	#	%	#	%
55 to 61	422	24.5%	433	24.0%	429	23.6%	11	2.5%	2	0.4%	-4	-0.8%	-1	-0.2%
62-64	172	9.9%	186	10.3%	184	10.1%	14	8.2%	2	1.1%	-2	-0.8%	0	-0.2%
65 to 74	443	25.7%	519	28.8%	563	31.0%	76	17.1%	11	2.3%	44	8.6%	9	1.7%
75 and older	689	39.9%	666	36.9%	642	35.3%	-23	-3.3%	-3	-0.5%	-24	-3.6%	-5	-0.7%
Householders 55+	1,726	100.0%	1,803	100.0%	1,818	100.0%	77	4.5%	11	0.6%	15	0.8%	3	0.2%
Householders 62+	1,304		1,370		1,389		67	5.1%	10	0.7%	19	1.4%	4	0.3%
All Households	3,627		3,528		3,485		-99	-2.7%	-14	-0.4%	-43	-1.2%	-9	-0.2%

Source: 2010 Census; Esri; RPRG



C. Demographic Characteristics

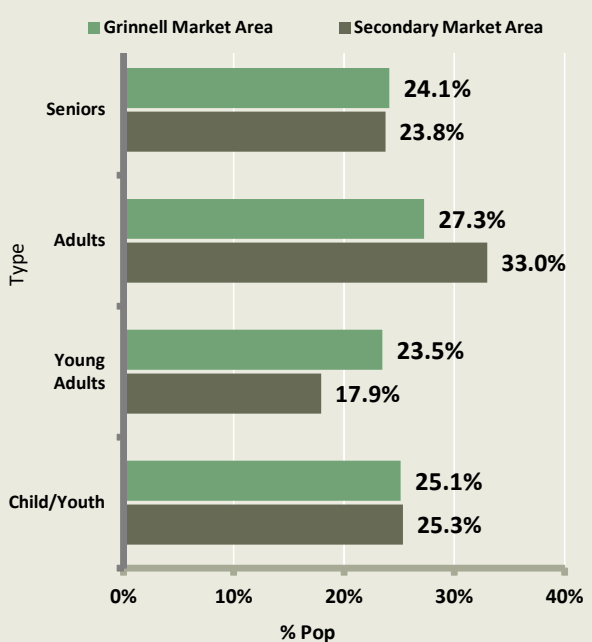
1. Age Distribution and Household Type

Esri estimates the Grinnell Market Area's population had a median age of 36 as of 2017, notably younger than the Secondary Market Area's population median age of 40 (Table 16). The Grinnell Market Area's population is relatively evenly distributed among age cohorts with each cohort accounting for approximately 23 to 27 percent of the population. Relative to the Secondary Market Area, the Grinnell Market Area has a notably higher percentage of young adults age 20 to 24 (23.5 percent versus 17.9 percent), due in large part to Grinnell College, and a lower percentage of adults age 35 to 61 (27.3 percent versus 33.0 percent). The Grinnell Market Area contains roughly the same percentage of children/youth under the age of 20 (25 percent) and seniors age 62 and older (24 percent) as the Secondary Market Area.

Table 16 2017 Age Distribution

2017 Age Distribution	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
Children/Youth	21,689	25.3%	2,320	25.1%
Under 5 years	5,164	6.0%	440	4.8%
5-9 years	5,324	6.2%	467	5.1%
10-14 years	5,506	6.4%	482	5.2%
15-19 years	5,696	6.7%	931	10.1%
Young Adults	15,341	17.9%	2,167	23.5%
20-24 years	5,564	6.5%	1,291	14.0%
25-34 years	9,776	11.4%	876	9.5%
Adults	28,240	33.0%	2,516	27.3%
35-44 years	9,234	10.8%	839	9.1%
45-54 years	10,736	12.5%	958	10.4%
55-61 years	8,270	9.7%	719	7.8%
Seniors	20,334	23.8%	2,224	24.1%
62-64 years	3,544	4.1%	308	3.3%
65-74 years	8,779	10.3%	868	9.4%
75-84 years	5,185	6.1%	612	6.6%
85 and older	2,826	3.3%	435	4.7%
TOTAL	85,604	100%	9,226	100%
Median Age	40		36	

Source: Esri; RPRG, Inc.

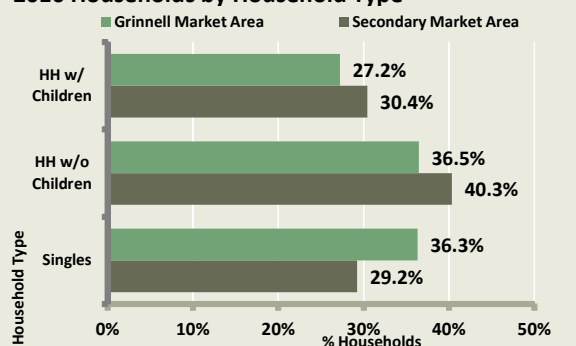
2017 Age Distribution

Single persons and households with at least two adults and no children each accounted for roughly 36 percent of households in the Grinnell Market Area and nearly 73 percent of all Grinnell Market Area households combined as of the 2010 Census (Table 17). Relative to the Secondary Market Area, the Grinnell Market Area had a lower percentage of adult households without children (36.5 percent versus 40.3 percent) and a much higher percentage of single persons (36.3 percent versus 29.2 percent) due to the presence of Grinnell College. The Grinnell Market Area also had a notably lower percentage of households with children (27.2 percent) compared to the Secondary Market Area.

Table 17 2010 Households by Household Type

2010 Households by Household Type	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
Married w/Children	6,762	20.1%	609	16.8%
Other w/ Children	3,496	10.4%	378	10.4%
Households w/ Children	10,258	30.4%	987	27.2%
Married w/o Children	10,507	31.2%	986	27.2%
Other Family w/o Children	1,441	4.3%	112	3.1%
Non-Family w/o Children	1,646	4.9%	225	6.2%
Households w/o Children	13,594	40.3%	1,323	36.5%
Singles	9,851	29.2%	1,317	36.3%
Total	33,703	100%	3,627	100%

Source: 2010 Census; RPRG, Inc.

2010 Households by Household Type

2. Renter Household Characteristics

The Grinnell Market Area and the Secondary Market Area are both owner dominated markets. As of the 2010 Census, 64.7 percent of households in the Grinnell Market Area and 72.2 percent of households in the Secondary Market Area owned their home. Based on 2000 and 2010 Census data, the Grinnell Market Area gained 39 renter households and lost one owner household for the decade while most of the household growth in the Secondary Market Area occurred among owner households (Table 18). Though homeowners still comprise the majority of households in the Grinnell Market Area, a shift from owner to renter-occupied housing occurred during the 2000's as tighter lending restrictions, a national recession, and housing market downturn in the latter part of the decade pushed many households away from home ownership. Esri estimates for 2010 to 2017 indicate all household loss in the Grinnell Market Area and the Secondary Market Area was among owner households, as each geography gained renter households during this period. Over the next five years, Esri projects household losses in the Grinnell Market Area will continue to be more prevalent among owner households while owner households are projected to account for 81.0 percent of Secondary Market Area household growth.

Table 18 Households by Tenure

Secondary Market Area	2000		2010		Change 2000-2010		2017		Change 2010-2017		2022		Change 2017-2022	
Housing Units	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Owner Occupied	24,382	72.9%	24,260	72.0%	-122	-45.7%	23,789	70.7%	-471	-	23,836	70.8%	47	81.0%
Renter Occupied	9,054	27.1%	9,443	28.0%	389	145.7%	9,835	29.3%	392	-	9,846	29.2%	11	19.0%
Total Occupied	33,436	100%	33,703	100%	267	100%	33,625	100%	-78	100%	33,683	100%	58	100%
Total Vacant	2,977		3,851				4,257				4,426			
TOTAL UNITS	36,413		37,554				37,882				38,108			

Grinnell Market Area	2000		2010		Change 2000-2010		2017		Change 2010-2017		2022		Change 2017-2022	
Housing Units	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Owner Occupied	2,347	65.4%	2,346	64.7%	-1	-	2,240	63.5%	-106	-	2,213	63.5%	-27	-
Renter Occupied	1,242	34.6%	1,281	35.3%	39	-	1,289	36.5%	8	-	1,273	36.5%	-16	-
Total Occupied	3,589	100%	3,627	100%	38	100%	3,528	100%	-99	100%	3,485	100%	-43	100%
Total Vacant	231		280				378				428			
TOTAL UNITS	3,820		3,907				3,906				3,913			

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

Among householders age 62 and older, the renter percentages in both geographies are lower than for all households. The 2017 renter percentages for households with householders 62+ as estimated by Esri are 25.9 percent in the Grinnell Market Area and 21.8 percent in the Secondary Market Area (Table 19).

Table 19 Senior Households by Tenure, 62+

Senior Households 62+	Secondary Market Area		Grinnell Market Area	
2017 Households	#	%	#	%
Owner Occupied	2,255	78.2%	1,016	74.1%
Renter Occupied	628	21.8%	355	25.9%
Total Occupied	2,884	100.0%	1,370	100.0%

Source: 2000 Census; 2010 Census; ESRI; RPRG

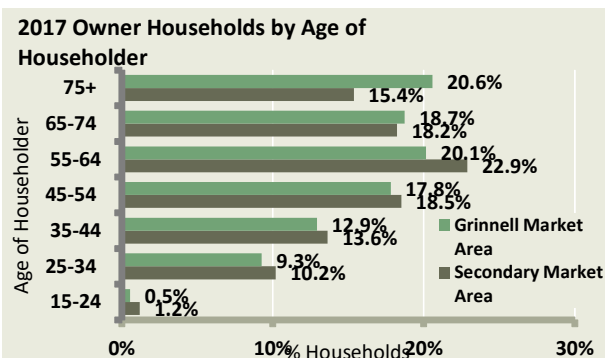
Older adults and seniors age 55 or older comprise approximately 60 percent of all owner householders in the Grinnell Market Area and 56.5 percent of owner householders in the Secondary Market Area. Working-age adults (35-54 years) account for the next largest percentage of owner householders at 30.7 percent in the Grinnell Market Area and 32.1 percent in the Secondary Market Area.

Renter householders are notably younger than owner householders in both the Grinnell Market Area and the Secondary Market Area, though renters are more evenly distributed among age cohorts. Among all renter householders in the Grinnell Market Area, 35.6 percent are children/young adults (age 15-34), 27.8 percent are working age adults (age 35-54), and 36.6 percent are older adults/seniors (age 55+). Relative to the Secondary Market Area, the Grinnell Market Area contains slightly higher percentages of children/young adults and older adults/seniors and a lower percentage of working age adults.

Table 20 Households by Tenure and Age of Householder

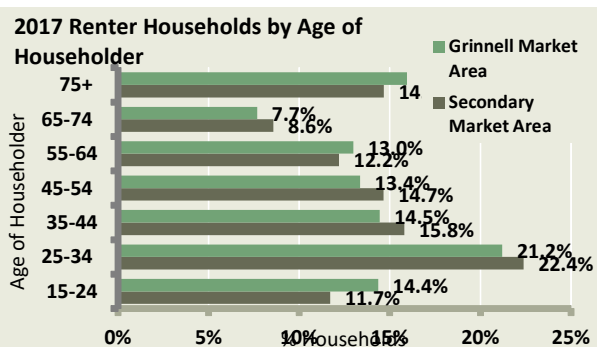
Owner Households	Secondary Market Area		Grinnell Market Area	
Age of HHldr	#	%	#	%
15-24 years	283	1.2%	12	0.5%
25-34 years	2,425	10.2%	208	9.3%
35-44 years	3,242	13.6%	290	12.9%
45-54 years	4,403	18.5%	399	17.8%
55-64 years	5,445	22.9%	451	20.1%
65-74 years	4,336	18.2%	420	18.7%
75+ years	3,657	15.4%	461	20.6%
Total	23,789	100%	2,240	100%

Source: Esri, Real Property Research Group, Inc.



Renter Households	Secondary Market Area		Grinnell Market Area	
Age of HHldr	#	%	#	%
15-24 years	1,152	11.7%	185	14.4%
25-34 years	2,202	22.4%	273	21.2%
35-44 years	1,553	15.8%	186	14.5%
45-54 years	1,442	14.7%	172	13.4%
55-64 years	1,200	12.2%	167	13.0%
65-74 years	844	8.6%	99	7.7%
75+ years	1,442	14.7%	205	15.9%
Total	9,835	100%	1,289	100%

Source: Esri, Real Property Research Group, Inc.



Approximately 69 percent of all owner households in the Grinnell Market Area contained one or two persons as of the 2010 Census, though two-person households were more prevalent than single person households overall (40.2 percent versus 28.9 percent) (Table 21). Three and four-person households accounted for 24.8 percent of Grinnell Market Area owners while large households (those with five or more persons) comprised 6.2 percent of owner households. In comparison, the Secondary Market Area had slightly higher percentages of households with 2+ persons and a notably lower percentage of single person households.

Similar to owner households, the vast majority of renter households (74.6 percent) in the Grinnell Market Area had one or two persons; however, unlike owner households, single persons comprise the majority of smaller renter households (49.9 percent versus 24.7 percent). Roughly 21 percent of Grinnell Market Area renter households had three or four persons while just 4.8 percent of renter

households contain 5+ persons. The Secondary Market Area's renter households skew larger than the Grinnell Market Area's with higher percentages of households containing 3+ persons.

Table 21 2010 Renter Households by Household Size

Owner Occupied	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
1-person hhld	5,730	23.6%	678	28.9%
2-person hhld	10,113	41.7%	942	40.2%
3-person hhld	3,150	13.0%	303	12.9%
4-person hhld	2,908	12.0%	278	11.8%
5+-person hhld	2,359	9.7%	145	6.2%
TOTAL	24,260	100%	2,346	100%

Source: 2010 Census

Renter Occupied	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
1-person hhld	4,121	43.6%	639	49.9%
2-person hhld	2,270	24.0%	316	24.7%
3-person hhld	1,234	13.1%	167	13.0%
4-person hhld	943	10.0%	98	7.7%
5+-person hhld	875	9.3%	61	4.8%
TOTAL	9,443	100%	1,281	100%

Source: 2010 Census

3. Income Characteristics

Based on Esri estimates, the 2017 median household income in the Grinnell Market Area is \$55,704, which is \$3,071 or 5.8 percent above the \$52,632 median income in the Secondary Market Area (Table 22). Looking at households by income cohort in the Grinnell Market Area, 12.6 percent have very low annual incomes (less than \$15,000), 19.4 percent have low annual incomes (\$15,000 to \$34,999), 34.1 percent have moderate annual incomes (\$35,000 to \$74,999), and 33.8 percent have high annual incomes (\$75,000 or more). Combined, moderate and upper income households comprise 68 percent of all households in the Grinnell Market Area. As shown in Table 23, median incomes are highest among older adults and seniors (age 45-64) and lowest among young households under the age of 25 and senior households age 75 and older.

The Grinnell Market Area's owner median household income of \$72,471 is more than twice the renter median income of \$33,058 (Table 24). Forty-eight percent of all owner households have high annual incomes (\$75,000+) compared to just 9.3 percent of renter households. Conversely, a higher percentage of renter households have moderate incomes (\$35,000 to \$74,999) relative to owner households (38.4 percent versus 31.7 percent). Over half (52.4 percent) of renter households have low to very low incomes (less than \$35,000) compared to just 20.4 percent of owner households.

Table 22 2017 Household Income

Estimated 2017 Household Income		Secondary Market Area		Grinnell Market Area	
		#	%	#	%
less than \$15,000		3,909	11.6%	445	12.6%
\$15,000 \$24,999		3,753	11.2%	363	10.3%
\$25,000 \$34,999		3,564	10.6%	322	9.1%
\$35,000 \$49,999		4,773	14.2%	465	13.2%
\$50,000 \$74,999		7,718	23.0%	739	21.0%
\$75,000 \$99,999		4,249	12.6%	430	12.2%
\$100,000 \$149,999		3,975	11.8%	495	14.0%
\$150,000 Over		1,682	5.0%	269	7.6%
Total		33,625	100%	3,528	100%
Median Income		\$52,632		\$55,704	

Source: Esri; Real Property Research Group, Inc.

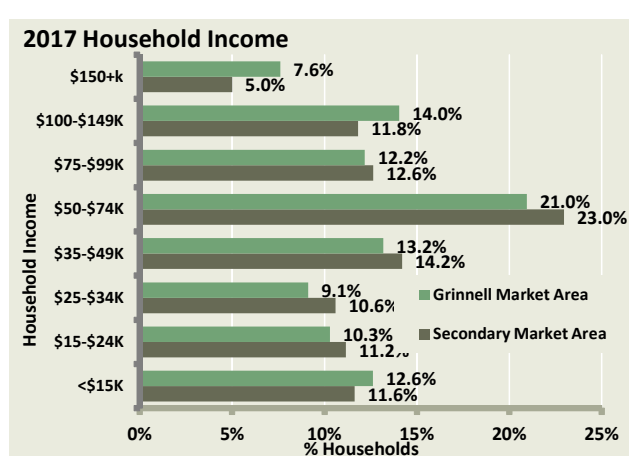
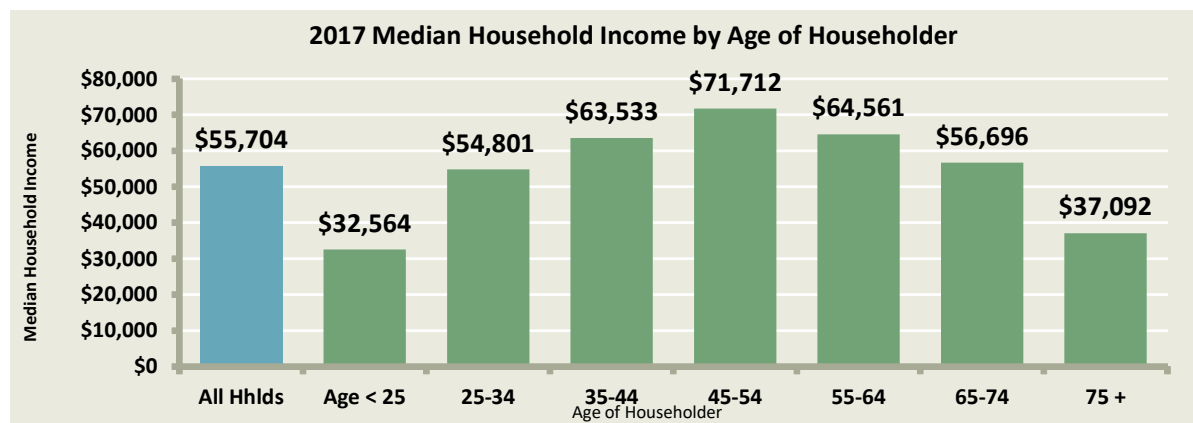


Table 23 2017 Income by Age of Householder

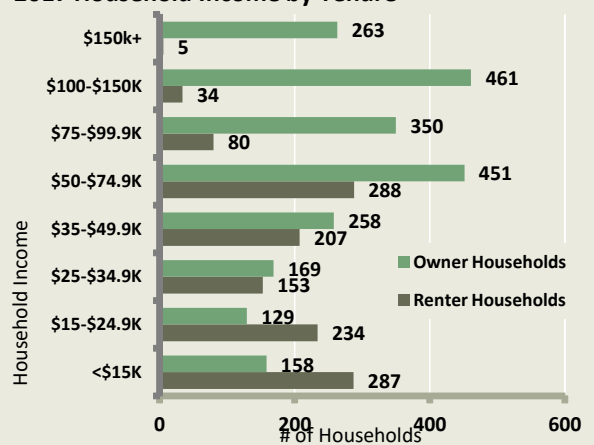
Householder Age>	All Hhlds	Age < 25	25-34	35-44	45-54	55-64	65-74	75 +
Household Income	3,528	197	481	476	571	619	519	666
less than \$15,000	445	48	63	42	49	74	47	122
\$15,000 \$24,999	363	33	45	38	36	54	49	108
\$25,000 \$34,999	322	23	43	40	37	40	51	87
\$35,000 \$49,999	465	28	67	66	59	61	79	106
\$50,000 \$74,999	739	35	115	97	121	137	128	106
\$75,000 \$99,999	430	13	58	64	89	93	57	57
\$100,000 \$149,999	495	16	55	79	111	97	76	60
\$150,000 \$199,999	158	1	22	23	39	39	24	10
\$200,000 over	111	1	12	27	30	23	9	8
Median Income	\$55,704	\$32,564	\$54,801	\$63,533	\$71,712	\$64,561	\$56,696	\$37,092

Source: Esri; RPRG, Inc.

**Table 24 2017 Household Income by Tenure**

Estimated 2017 Hhld Income	Renter Households		Owner Households	
Grinnell Market Area	#	%	#	%
less than \$15,000	287	22.3%	158	7.1%
\$15,000 \$24,999	234	18.2%	129	5.8%
\$25,000 \$34,999	153	11.9%	169	7.5%
\$35,000 \$49,999	207	16.1%	258	11.5%
\$50,000 \$74,999	288	22.3%	451	20.2%
\$75,000 \$99,999	80	6.2%	350	15.6%
\$100,000 \$149,999	34	2.6%	461	20.6%
\$150,000 over	5	0.4%	263	11.8%
Total	1,289	100%	2,240	100%
Median Income	\$33,058		\$72,471	

Source: American Community Survey 2011-2015 Estimates, RPRG, Inc.

2017 Household Income by Tenure

4. Senior Income Characteristics

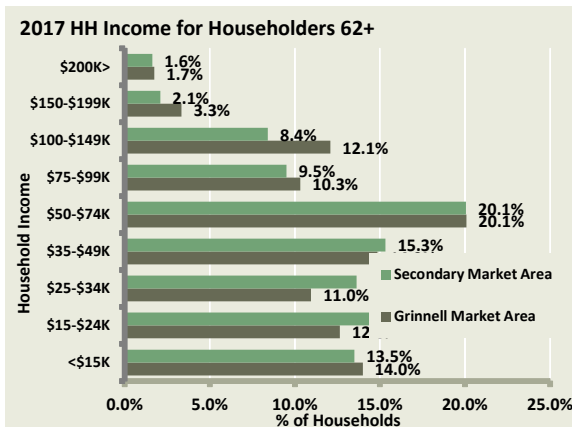
Senior households (62+) in the Grinnell Market Area have a 2017 median household income of \$47,533 per year, \$5,667 (13.5 percent) higher than the \$47,533 senior median income in the Secondary Market Area (Table 25). Roughly 38 percent of senior households (62+) in the Grinnell

Market Area have low to very low incomes (less than \$35,000) while moderate and high income seniors comprise 62.4 percent of all senior households (62+).

Table 25 2017 Senior Household Income, Householders 62+

2017 HH Income for Householders 62+		Secondary Market Area		Grinnell Market Area	
		#	%	#	%
less than	\$15,000	1,656	13.5%	192	14.0%
	\$15,000 \$24,999	1,946	15.9%	173	12.6%
	\$25,000 \$34,999	1,672	13.6%	150	11.0%
	\$35,000 \$49,999	1,881	15.3%	204	14.9%
	\$50,000 \$74,999	2,462	20.1%	275	20.1%
	\$75,000 \$99,999	1,166	9.5%	141	10.3%
	\$100,000 \$149,999	1,032	8.4%	166	12.1%
	\$150,000 \$199,999	257	2.1%	46	3.3%
	\$200,000 over	199	1.6%	24	1.7%
Total		12,272	100%	1,370	100%
Median Income		\$41,866		\$47,533	

Source: American Community Survey 2011-2015 Estimates, RPRG, Inc.

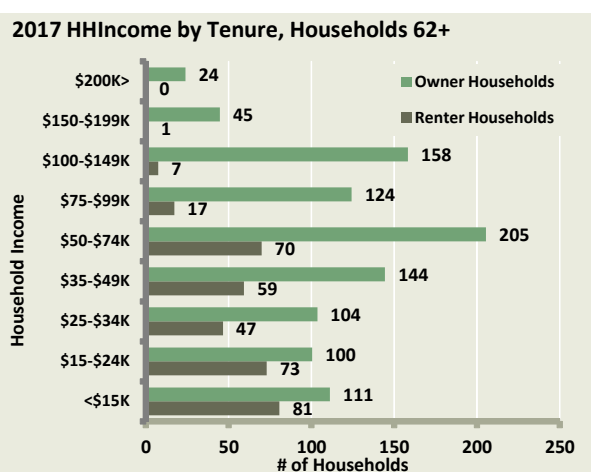


Based on the U.S. Census Bureau's American Community Survey (ACS) data and breakdown of tenure and household estimates, the 2017 median income for senior renter householders (age 62 and older) in the Grinnell Market Area is \$30,135 (Table 19). Approximately 43 percent of all senior renter householders in the Grinnell Market Area have an income less than \$25,000 per year and 29.8 percent earn from \$25,000 to \$49,999 annually. The estimated household income for senior owner householders age 62 and older is \$55,890, 85.4 percent higher than the senior renter household median income. While senior owner households are more evenly distributed among income cohorts, 54.8 percent all senior owner households have an annual income \$50,000 or more.

Table 26 2017 Senior Household Income by Tenure, Householders 62+

Grinnell Market Area		Renter Households		Owner Households	
		#	%	#	%
less than	\$15,000	81	22.7%	111	10.9%
	\$15,000 \$24,999	73	20.5%	100	9.9%
	\$25,000 \$34,999	47	13.1%	104	10.2%
	\$35,000 \$49,999	59	16.7%	144	14.2%
	\$50,000 \$74,999	70	19.7%	205	20.2%
	\$75,000 \$99,999	17	4.8%	124	12.2%
	\$100,000 \$149,999	7	2.1%	158	15.6%
	\$150,000 \$199,999	1	0.3%	45	4.4%
	\$200,000 over	0	0.0%	24	2.3%
Total		355	100%	1,016	100%
Median Income		\$30,135		\$55,890	

Source: American Community Survey 2011-2015 Estimates, RPRG, Inc.



6. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Grinnell Market Area. We pursued several avenues of research to identify residential projects that are actively being planned or that are currently under construction within the Grinnell Market Area. Site visit observations also informed this process. The rental survey of competitive projects was conducted in February and March of 2017.

B. Overview of Market Area Housing Stock

Based on the 2011-2015 ACS survey, low density structures comprise the majority of housing in both the Grinnell Market Area and the Secondary Market Area (Table 27). Approximately 93 to 95 percent of all owner occupied units in both the Grinnell Market Area and the Secondary Market Area are single-family homes. The remaining owner occupied units are generally duplexes, townhomes, and mobile homes. Roughly three percent of owner occupied units in the Grinnell Market Area are contained in multi-family structures with five or more units compared to less than one percent in the Secondary Market Area. Rental housing in the Grinnell Market Area is diverse with 27.8 percent in single-family homes, 36.0 percent in structures with 2-4 units, and 36.2 percent in multi-family structures with five or more units.

Table 27 Dwelling Units by Structure and Tenure

Owner Occupied	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
1, detached	21,527	93.3%	2,093	88.5%
1, attached	326	1.4%	112	4.7%
2	67	0.3%	26	1.1%
3-4	20	0.1%	9	0.4%
5-9	25	0.1%	8	0.3%
10-19	69	0.3%	38	1.6%
20+ units	120	0.5%	27	1.1%
Mobile home	909	3.9%	53	2.2%
TOTAL	23,063	100%	2,366	100%

Renter Occupied	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
1, detached	3,649	37.8%	277	23.5%
1, attached	336	3.5%	50	4.2%
2	857	8.9%	176	15.0%
3-4	1,462	15.2%	248	21.1%
5-9	915	9.5%	112	9.5%
10-19	863	8.9%	139	11.8%
20+ units	1,257	13.0%	175	14.9%
Mobile home	308	3.2%	0	0.0%
TOTAL	9,647	100%	1,177	100%

Source: American Community Survey 2011-2015

Source: American Community Survey 2011-2015

The housing stocks in both the Grinnell Market Area and the Secondary Market Area are old overall. Among owner-occupied units, the Grinnell Market Area has a median year built of 1960 compared to 1958 in the Secondary Market Area (Table 28). The median year built of the rental housing stock in both geographies is 1967. Over half of all rental units and nearly two-thirds of owner-occupied housing units in the Grinnell Market Area were built prior to 1970 including roughly 28 percent of rental and owner-occupied units built prior to 1940. Approximately 37 percent of rental units and 21 percent of owner-occupied units in the Grinnell Market Area were constructed in the 1970s and 1980s. Only six to seven percent of the Grinnell Market Area's rental and owner-occupied housing stock has been built since 2000.

Table 28 Dwelling Units by Year Built and Tenure

	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
Owner Occupied				
2014 or later	10	0.0%	0	0.0%
2010 to 2013	137	0.6%	0	0.0%
2000 to 2009	1,898	8.2%	151	6.4%
1990 to 1999	1,690	7.3%	216	9.1%
1980 to 1989	1,119	4.8%	162	6.8%
1970 to 1979	3,585	15.5%	335	14.2%
1960 to 1969	2,835	12.3%	322	13.6%
1950 to 1959	3,147	13.6%	375	15.8%
1940 to 1949	1,277	5.5%	121	5.1%
1939 or earlier	7,375	32.0%	684	28.9%
TOTAL	23,073	100%	2,366	100%
MEDIAN YEAR BUILT	1958		1960	

Source: American Community Survey 2011-2015

	Secondary Market Area		Grinnell Market Area	
	#	%	#	%
Renter Occupied				
2014 or later	0	0.0%	0	0.0%
2010 to 2013	77	0.8%	9	0.8%
2000 to 2009	989	10.3%	73	6.2%
1990 to 1999	952	9.9%	49	4.2%
1980 to 1989	911	9.4%	187	15.9%
1970 to 1979	1,670	17.3%	246	20.9%
1960 to 1969	1,013	10.5%	116	9.9%
1950 to 1959	934	9.7%	148	12.6%
1940 to 1949	418	4.3%	18	1.5%
1939 or earlier	2,683	27.8%	331	28.1%
TOTAL	9,647	100%	1,177	100%
MEDIAN YEAR BUILT	1967		1967	

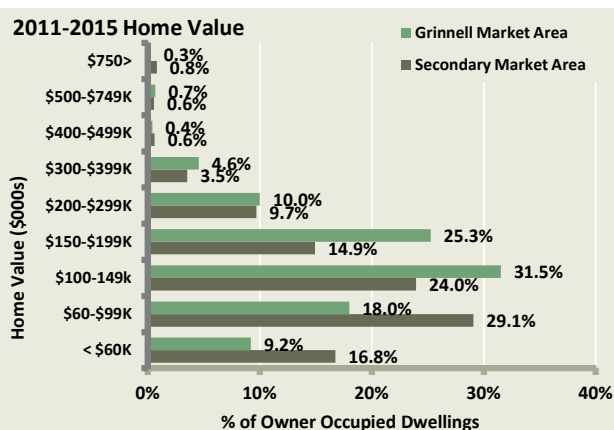
Source: American Community Survey 2011-2015

According to ACS data, the median value among owner-occupied housing units in the Grinnell Market Area from 2011 to 2015 was \$135,297, which is \$28,432 or 26.6 percent higher than the Secondary Market Area median of \$106,866 (Table 29). ACS estimates home values based upon values from the 2011-2015 surveys and homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

Table 29 Value of Owner Occupied Housing Stock

2011-2015 Home Value		Secondary Market Area		Grinnell Market Area	
		#	%	#	%
less than \$60,000		3,868	16.8%	218	9.2%
\$60,000 - \$99,999		6,708	29.1%	426	18.0%
\$100,000 - \$149,999		5,530	24.0%	746	31.5%
\$150,000 - \$199,999		3,447	14.9%	598	25.3%
\$200,000 - \$299,999		2,239	9.7%	237	10.0%
\$300,000 - \$399,999		818	3.5%	108	4.6%
\$400,000 - \$499,999		144	0.6%	10	0.4%
\$500,000 - \$749,999		131	0.6%	16	0.7%
\$750,000 over		188	0.8%	7	0.3%
Total		23,073	100%	2,366	100%
Median Value		\$106,866		\$135,297	

Source: American Community Survey 2011-2015



C. Survey of General Occupancy Multi-Family Rental Communities

1. Introduction to the Rental Housing Survey

As part of this analysis, RPRG surveyed eight multi-family rental communities located in the Grinnell Market Area. Among these eight properties, two are deeply subsidized through the USDA Rural Development Program, two are income restricted through the Low Income Housing Tax Credit Program, and four are market rate. For USDA properties, tenants generally pay an amount between a minimum or “basic” rent and a maximum or “market/true rate” rent depending upon a percentage of their gross annual income; however, in this instance all but three of the units at these two communities also contain Rental Assistance, which provides additional rent subsidies. For LIHTC communities, all tenants pay a set rent which must remain below a maximum threshold depending upon an established percentage of gross annual income for each unit. In general, LIHTC communities often have rents closer to (or equal to in some instances) market rate levels than USDA communities. Given most tenants of deeply subsidized properties are not subject to minimum income limits, these properties are discussed separately as they are not comparable to LIHTC or market rate rentals. Two additional properties, including one LIHTC community (Westfield) and one market rate community (Southgate) either refused to participate in our survey or could not be reached. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 8.

2. Location

Five of the seven rental communities surveyed are located on the south side of Grinnell (south of U.S. Highway 6), including all deeply subsidized and LIHTC communities (Map 7). Of these, four are situated in the southwest quadrant of the city along 4th Avenue, Washington Avenue, and Center Street. The remaining community south of Highway 6 is located in southeastern Grinnell along East Street. Sunset and Reed Street Apartments are the only general occupancy rental communities surveyed north of U.S. Highway 6, positioned along Sunset Street and Reed Street in the northwest quadrant of the city. Based on field observations and reported rents, none of the rental communities appear to have a distinct competitive advantage or disadvantage based on their location.

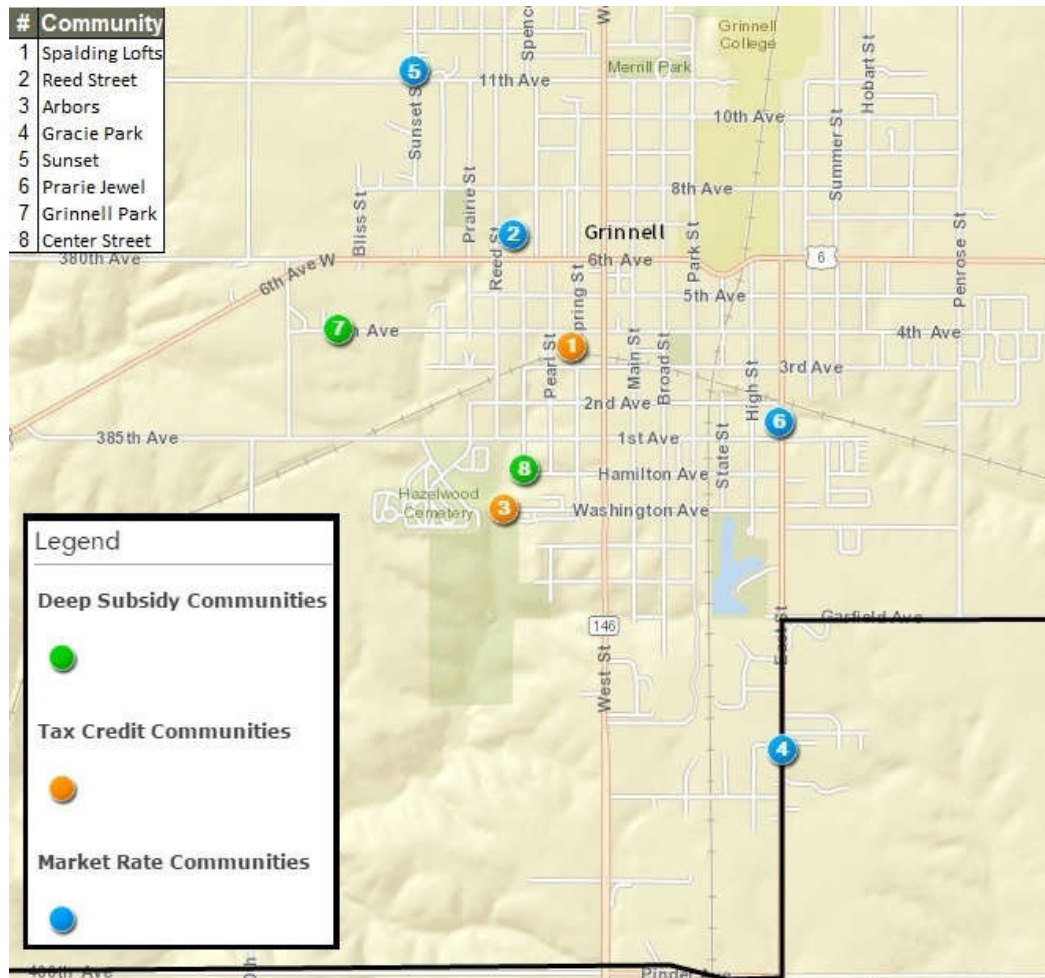
3. Age of Communities

The six market rate and LIHTC properties surveyed reported an average year built of 1988. The two LIHTC communities (Spaulding Lofts and Arbors) are the newest of the surveyed rental stock, built in 2016 and 2001, respectively. The four market rate communities were all constructed in the 1960’s to 1980’s. The two deeply subsidized rental communities surveyed reported an average year built of 1985.

4. Structure Type

Six of the eight surveyed communities comprise two to three story garden-style buildings with exterior hallways and staircases. Gracie Park offers both two-story garden-style units and townhomes while Spaulding Lofts offers three-story adaptive reuse apartments in former industrial buildings which have elevator access and interior access hallways. The exteriors of the surveyed rental stock include brick, vinyl siding, or a combination of the two. While many of the rental communities offer patios/balconies, they generally lack more extensive exterior features and design characteristics found in newer housing communities.

Map 7 Surveyed Rental Communities



5. Size of Communities

The surveyed rental communities range in size from 12 units (Center Street) to 77 units (Spaulding Lofts) with overall averages of 47 units among market rate and LIHTC communities and 18 units among deeply subsidized properties.

6. Vacancy Rates

The six non-subsidized rental communities offer 284 rental units, of which 19 or 6.7 percent were reported vacant. Excluding Spaulding Lofts, which is in initial lease, 10 of 207 stabilized rental units were vacant at the time of our survey, a rate of 4.8 percent. All ten vacancies reported among stabilized communities were at the LIHTC community Arbors, which results in a stabilized LIHTC vacancy rate of 23.8 percent; however, property management indicated the vacant units were the result of recent evictions. The ongoing lease-up of Spaulding Lofts has also likely had some short-term impact on Arbors; however, given Spaulding Lofts has a waiting list for some units while still in initial lease-up, Arbors is likely to stabilize once lease-up at Spaulding Lofts is complete.

Among the two deeply subsidized properties, three of 36 units were vacant for a rate of 8.3 percent. Given the subsidized nature of these communities, it is possible these vacancies may be transitional as communities with rental assistance often experience greater turnover than those without such subsidies. The older age and relatively poor condition of the properties is also likely a factor. In either case, while the vacancy rate is somewhat elevated on a percentage basis, it is only a reflection of three vacant units.

Table 30 Rental Summary, Surveyed LIHTC and Market Rate Rental Communities

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
1	Spaulding Lofts*	2016	Adaptive Reuse	77	9	11.7%	\$744	\$759	None
2	Reed Street	1977	Gar	46	0	0.0%	\$525	\$625	None
3	Arbors*	2001	Gar	42	10	23.8%		\$581	None
4	Gracie Park	1982	Gar/TH	56	0	0.0%		\$575	None
5	Sunset	1967	Gar	14	0	0.0%		\$563	None
6	Prairie Jewel	1985	Gar	49	0	0.0%	\$475	\$563	None
Total				284	19	6.7%			
Stabilized Total				207	10	4.8%			
Average				47			\$581	\$611	
LIHTC Total				119	19	16.0%			
Stabilized LIHTC Total				42	10	23.8%			
LIHTC Average				60			\$744	\$670	

Tax Credit Communities*

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

Community is in lease up.

Table 31 Rental Summary, Surveyed Deep Subsidy Rental Communities

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
7	Grinnell Park**	1990	Gar	24	2	8.3%	\$557	\$668	None
8	Center Street**	1980	Gar	12	1	8.3%		\$575	None
Total				36	3	8.3%			
Average				18			\$557	\$622	

Deep Subsidy Communities**

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. February and March 2017.

7. Rent Concessions

None of the surveyed rental communities were offering rent concessions or incentives at the time of our survey.

8. Absorption History

The most recently constructed rental community in the Grinnell Market Area is Spaulding Lofts, which opened in two phases in December of 2016 and February of 2017. According to the developer, the first 38-unit building at Spaulding Lofts leased up in three months while 30 of 39

units leased up within one month. The community leased a combined 69 units over a four month period, which amounts to an average absorption rate of approximately 17 units per month.

D. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

Five of the eight surveyed rental communities include the cost of water/sewer and trash removal in the price of rent while the remaining three properties include only the cost of trash removal (Table 32).

2. Unit Features

Dishwashers are standard unit features at five surveyed rental communities; Spaulding Lofts and Gracie Park are the only two communities to include a microwave in each unit (Table 32). Four surveyed rental communities also include washer/dryer connections with Gracie Park offering full-size washers and dryers in select units. Other in-unit features include patios/balconies (five properties), garbage disposals (six properties), and ceiling fans (three properties). Central laundry facilities are also common at most of the surveyed rental communities.

Table 32 Utilities, Unit Features– Surveyed Rental Communities

Community	Heat Type	Utilities Included in Rent						Dish-washer	Micro-wave	Parking	In-Unit Laundry
		Heat	Hot Water	Cooking	Electric	Water	Trash				
Spaulding Lofts	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	STD - Full
Reed Street	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Surface	
Arbors	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	Hook Ups
Gracie Park	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Select - Full
Sunset	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	
Prairie Jewel	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	Select
Grinnell Park	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Surface	
Center Street	Elec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Surface	

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

3. Parking

All communities include free surface parking as their standard parking option (Table 32). Four rental communities also offer detached garages for additional monthly fees ranging from \$45 to \$50.

4. Community Amenities

Given the small size and age of the surveyed rental stock, half of the surveyed rental communities do not have any community amenities (Table 33). Of the four communities that do have community amenities, Spaulding Lofts offers the most including a community room, fitness center, and computer center. Arbors, Gracie Park, and Grinnell Park each offer a playground. None of the surveyed rental communities have security entrance gates.

Table 33 Community Amenities – Surveyed Rental Communities

Community	Clubhouse	Fitness Room	Pool	Playground	Tennis	Business Center	Gated Entry
Reed Street	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spaulding Lofts	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Arbors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gracie Park	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sunset	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prairie Jewel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grinnell Park	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Center Street	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

5. Distribution of Units by Bedroom Type

All six market rate and LIHTC communities were able to provide unit distributions. Among these communities, 22.9 percent of units contained one bedroom, 66.5 percent contained two bedrooms, and 10.6 percent contained three bedrooms (Table 34).

6. Effective Rents

Unit rents presented in Table 34 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents at some communities in order to account for current rental incentives; however, in this case no incentives were being offered. The net rents further reflect adjustments to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where water/sewer and trash removal utility costs are included in monthly rents at all communities, with tenants responsible for other utility costs.

Among non-subsidized rental communities, effective rents were as follows:

- **One-bedroom** effective rents averaged \$598 per month. The average one-bedroom square footage was 700 square feet, resulting in a net rent per square foot of \$0.85. The range for one-bedroom effective rents was \$490 to \$825.
- **Two-bedroom** effective rents averaged \$645 per month. The average two-bedroom square footage was 996 square feet, resulting in a net rent per square foot of \$0.65. The range for two-bedroom effective rents was \$498 to \$1,090.
- **Three-bedroom** effective rents averaged \$685 per month. The average three-bedroom square footage was 1,133 square feet, resulting in a net rent per square foot of \$0.60. The range for three-bedroom effective rents was \$655 to \$720.

Looking at the effective rents for each community, it is notable that the 60 percent LIHTC units at Spaulding Lofts have higher rents than all of the existing market rate units except those at the other LIHTC community Arbors. Spaulding Lofts market rate rents are also the highest in the market, \$272 to \$391 higher than the next highest property for one and two bedroom units, respectively. The significantly higher rents being achieved at Spaulding Lofts are indicative of the attractiveness of newly constructed rental units in the Grinnell Market Area and demonstrate achievable rents at other surveyed market rate rental communities are largely limited by the age and condition of the properties rather than market conditions.

Table 34 Salient Characteristics, Surveyed Rental Communities

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units				Three Bedroom Units			
			Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Spaulding Lofts	Adaptive Reuse	20	10	\$825	700	\$1.18	10	\$1,090	1,084	\$1.01				
Arbors	Gar	3					3	\$699	1,000	\$0.70				
Spaulding Lofts* 60% AMI	Adaptive Reuse	57	31	\$553	700	\$0.79	26	\$660	1,106	\$0.60				
Reed Street	Gar	46	18	\$525	N/A	N/A	28	\$625	N/A	N/A				
Prairie Jewel	Gar	49	6	\$490	700	\$0.70	43	\$583	975	\$0.60				
Sunset	Gar	14					14	\$583	1,000	\$0.58				
Arbors* 60% AMI	Gar	26					16	\$580	1,000	\$0.58	10	\$680	1,200	\$0.57
Gracie Park	Gar/TH	56					40	\$575	800	\$0.72	16	\$720	1,000	\$0.72
Arbors* 50% AMI	Gar	11					7	\$555	1,000	\$0.56	4	\$655	1,200	\$0.55
Arbors* 40% AMI	Gar	2					2	\$498	1,000	\$0.50				
Total/Average		284		\$598	700	\$0.85		\$645	996	\$0.65		\$685	1,133	\$0.60
Unit Distribution		284	65				189				30			
% of Total		100.0%	22.9%				66.5%				10.6%			

Tax Credit Communities*

(1) Rent is adjusted to include only Water/Sewer and Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

E. Survey of Scattered Site Rental Communities

Grinnell contains a variety of scattered site rentals in addition to the multi-family rental stock, thus RPRG surveyed three property management companies to supplement the multi-family rental analysis. The property management companies included in our survey are Seajae Properties, Ramsey-Weeks, and Rozendaal Rentals. While RPRG contacted additional property managers in Grinnell, several were unable to or declined to participate in our survey. Given unit ages, conditions, features, utility structures, and design characteristics of individual scattered site rentals varies significantly, detailed information was not available on a unit by unit basis. As such, RPRG compiled aggregate data on each management company's rentals to determine overall occupancy and average rent levels. To the best of our knowledge, the majority of these scattered site rentals do not include more than the cost of any basic utilities; however, utility costs included in rent vary by property. As exact utility information was not known, none of the rents shown for scattered site rentals are adjusted. While the rents of scattered site rentals are not directly comparable to effective rents at multi-family communities, they provide context for achievable rent levels in the market. Details on scattered site rentals for each management company are provided below.

- Scattered site rentals have a variety of unit types which include smaller multi-family apartment buildings, townhomes, duplexes, loft apartments, and single-family detached homes. The average years built were not available on a unit by unit basis, but they are likely to be consistent with the age of the overall existing housing stock.
- The three companies manage a combined 52 scattered site units, all of which were occupied at the time of our survey (Table 35).
- Based on the individual unit data available, one, two, three, and four bedroom floor plans are all common among scattered site rentals with larger units comprised of single-family homes.

Table 35 Rental Summary, Scattered Site Rentals

Property Mgmt. Company	Structure Types Offered	Total Units	Vacant Units	Vacancy Rate
Seajae Properties	Lofts	1	0	0.0%
Ramsey-Weeks	Apartment	9	0	0.0%
Ramsey-Weeks	Single Family	12	0	0.0%
Rozendaal Rentals	Mix	30	0	0.0%
Overall Total		52	0	0.0%
Overall Average		13		

Source: Field Survey, Real Property Research Group, Inc.
February / March 2017

- Among the individual scattered site units, average rents, square footage, and rent per square foot are as follows (Table 36):
 - **One bedroom units** had an average rent of \$489, an average unit size of 750 square feet, and an average rent per square foot of \$0.65.
 - **Two bedroom units** had an average rent of \$724, an average unit size of 1,127 square feet, and an average rent per square foot of \$0.84.

- **Three bedroom units** had an average rent of \$738, an average unit size of 1,047 square feet, and an average rent per square foot of \$0.70.
- **Four bedroom units** had an average rent of \$650, an average unit size of 1,100 square feet, and an average rent per square foot of \$0.59.

Table 36 Salient Characteristics, Scattered Site Rentals

Management Company	Property Type	Bed	Bath	Sq. Ft.			Rent			Rent/Sq. Ft.
				Low	High	Avg.	Low	High	Avg.	
Ramsey-Weeks	Apartment	1	1	N/A	-	-	\$380	\$625	\$503	N/A
Rozendaal Rentals	Mix	1	1	750	-	750	\$450	\$500	\$475	\$0.60
One Bedroom Total/Average				750	-	750	\$415	\$563	\$489	\$0.65
Seajae Properties	Lofts	2	1	N/A	-	-	\$1,000	-	\$1,000	N/A
Ramsey-Weeks	Apartment	2	1 & 2	N/A	-	-	\$490	\$575	\$533	N/A
Ramsey-Weeks	Single Family	2	2	816	1,127	972	\$650	\$950	\$800	\$0.80
Rozendaal Rentals	Mix	2	1 & 2	750	-	750	\$525	\$600	\$563	\$0.70
Two Bedroom Total/Average				783	1,127	861	\$666	\$708	\$724	\$0.84
Ramsey-Weeks	Single Family	3	1 & 2	996	1,193	1,095	\$800	\$950	\$875	\$0.80
Rozendaal Rentals	Mix	3	1 & 2	1,000	-	1,000	\$600	-	\$600	\$0.60
Three Bedroom Total/Average				998	1,193	1,047	\$700	\$950	\$738	\$0.70
Ramsey-Weeks	Single Family	4	1	1,190	-	-	\$550	-	\$550	-
Rozendaal Rentals	Mix	4	2	1,100	-	-	\$750	-	\$750	\$0.68
Four Bedroom Total/Average				1,100	-	1,100	\$650	-	\$650	\$0.59

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. February / March 2017

F. Survey of Senior Housing Communities

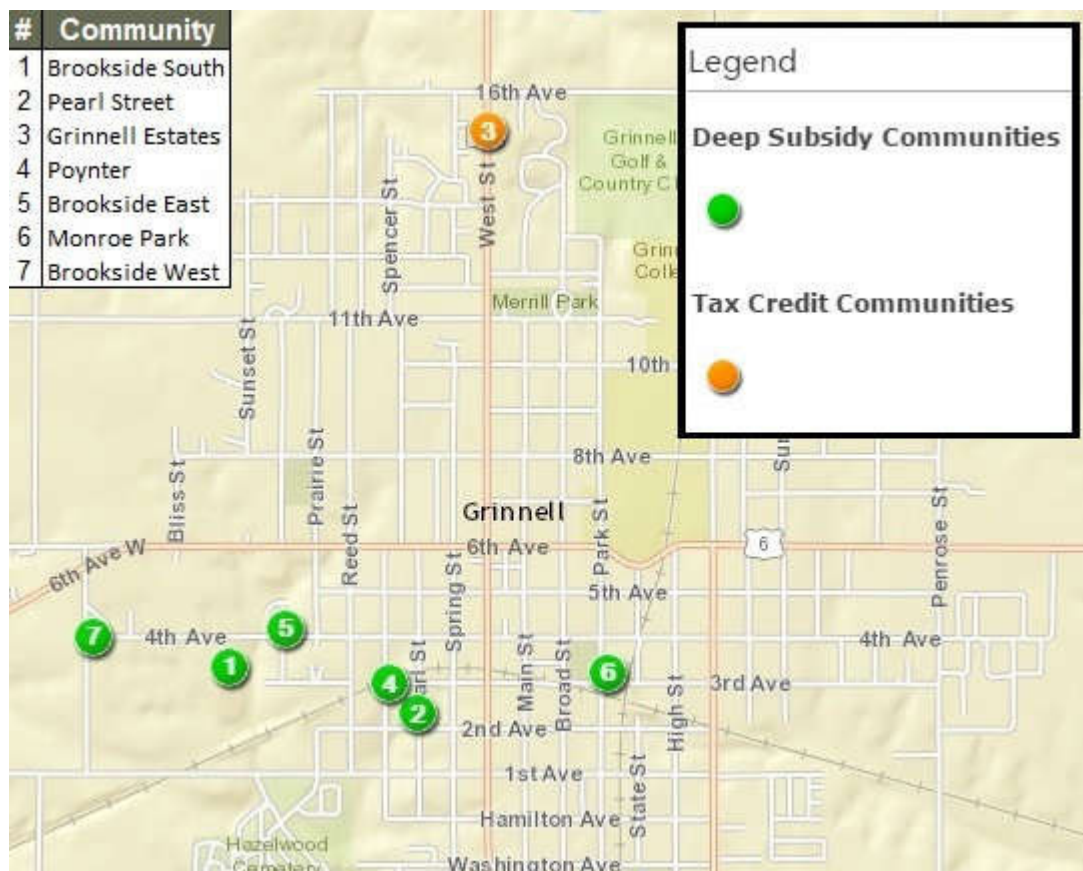
1. Introduction

As part of the Grinnell Housing Market Assessment, RPRG examined the senior rental market in Grinnell. In total, nine senior rental communities were identified including seven deeply subsidized/disabled properties and two continuing care retirement communities (CCRC). One additional assisted living / memory care senior community, Windsor Manor, was also identified in the Grinnell Market Area but refused to participate in our survey. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 8.

2. Location

Six of the seven deeply subsidized/disabled senior communities and both senior CCRC's are located in the southern half of Grinnell south of U.S. Highway 6 while one community (Grinnell Estates) is located in the northernmost portion of the city along West Street. Among the senior communities in southern Grinnell, five deeply subsidized properties are clustered in the southwest quadrant of the city (along 4th Avenue, Pearl Street, and Center Street), one deeply subsidized property and one CCRC (Monroe Park and Mayflower) are located near downtown (along 3rd and 4th Avenue), and one CCRC is located in southeast Grinnell along 4th Avenue and Penrose Street. All of these senior communities share similar surrounding land uses and do not have a significant competitive advantage or disadvantage in location.

Map 8 Surveyed Senior Rental Communities



3. Continuing Care Retirement Communities (CCRC)

Grinnell contains two Continuing Care Retirement Communities (CCRC), St. Francis Manor / Seeland Park and Mayflower, which comprise the majority of senior housing units in the city. These CCRCs offer a variety of housing types and service packages designed so seniors can age in place within the community. To accomplish this, they contain both a for-sale (purchase price or entry fee) and rental (monthly service fee) component to cover the costs of development and maintenance. Given their high cost of entry and monthly service fees, the CCRC's primarily serve moderate and upper income senior households or seniors on fixed-incomes with a higher net worth or significant home equity. Please note that while we grouped all assisted living, memory care, and skilled nursing beds offered at both communities together for purposes of this analysis, St. Francis Manor / Seeland Park is only licensed for skilled nursing care.

Age, Size, and Structure Type

St. Francis Manor / Seeland Park and Mayflower are each restricted to seniors age 55 and older and offer a variety of unit types including assisted living and/or skilled nursing facilities, independent living apartments, duplexes / condominiums, and single-family detached homes (Table 37). Each community has been constructed in phases over many years with the first phases built in 1989 at St. Francis Manor / Seeland Park and in 1953 at Mayflower; however, both communities have newer phases with units constructed in the past year. At St. Francis Manor / Seeland Park, the newest units are single-family detached homes while Mayflower recently constructed (2015) 26 condominium units in a three-story mid-rise building called Watertower Square at Mayflower. Both CCRC's are also similar in size with an average of 78 assisted living / skilled nursing beds and 150 independent living units per community.

Vacancy

The two surveyed CCRCs reported 28 of 155 licensed assisted living / skilled nursing beds vacant, a rate of 18.1 percent (Table 37). Vacancy rates among communities ranged from 11.7 percent at Mayflower to 24.4 percent at Seeland Park. It is important to note, turnover for these types of units is much higher than other senior housing types and can cause vacancy rates to fluctuate significantly. Property management for Seeland Park indicated that while the community is licensed for up to 78 beds, they typically only operate at maximum capacity of 62 to 64 beds due to patient needs. As a result, they consider an occupancy rate of 82 to 85 percent to be at or near full capacity. Mayflower management also indicated their occupancy for these unit types is usually 92 to 95 percent throughout the year.

Table 37 CCRC Rental Summary

Community Name	Year Built	Structure Types Offered	Total Units / Beds	Vacant Units / Beds	Vacancy Rate
Assisted Living / Nursing Care					
St. Francis Manor	1989	Congregate	78	19	24.4%
Mayflower	1953	Congregate	77	9	11.7%
Total			155	28	18.1%
Average	1971		78		
Independent Living Units					
Seeland Park	Varies	Apt, Duplex, SFH	142	5	3.5%
Mayflower	Varies	Apt, Condo, SFH	158	12	7.6%
Total			300	17	5.7%
Average			150		

Source: Field Survey, Real Property Research Group, Inc. February / March 2017

Utility Structure and Unit Features

All assisted living / skilled nursing units at St. Francis Manor and Mayflower include the cost of all utilities, three meals daily, weekly housekeeping, and a variety of additional healthcare services (Table 38). All independent living units at Mayflower as well as duplexes and single-family homes at Seeland Park include the cost of basic cable while independent apartments at Seeland Park include water/sewer, trash, and basic cable in rent.

All independent and assisted living / nursing units at both CCRCs include grab bars in the bathrooms and emergency call systems in each unit. Independent living units at both communities also include refrigerators, ovens, dishwashers, and microwaves in the kitchens as well as washers and dryers in each unit. All of the independent living apartments at Seeland Park and Mayflower contain free surface parking while all duplex and single-family detached homes have attached one or two-car garages. The condominium units at Mayflower (Watertown Square at Mayflower) offer underground garage parking with elevator and tunnel access to the residential units and the main portion of the Mayflower campus. Both CCRCs offer meals, housekeeping, and home healthcare services on an a la carte basis to independent living residents and have dining halls on-site.

Table 38 CCRC Utilities and Unit Features

		Utilities included in Rent														
Community	Type	Heat	Cooking	Electric	Water	Trash	Basic Cable	Dish-washer	Micro-wave	Laundry	Grab Bar	Emerg. Call	Van	Meals	House keeping	Parking
Assisted Living / Skilled Nursing Care																
St. Francis Manor	CCRC	☒	☒	☒	☒	☒	☒				STD	STD	STD	3 daily	Weekly	Surface
Mayflower	CCRC	☒	☒	☒	☒	☒	☒				STD	STD	STD	3 daily	Weekly	Surface
Independent Living Units																
Seeland Park - Apts.	CCRC	☐	☐	☐	☐	☒	☒	STD	STD	In-Unit	STD	STD	STD	Optional	Optional	Surface
Seeland Park - Duplex and SFH's	CCRC	☐	☐	☐	☐	☐	☒	STD	STD	In-Unit	STD	STD	STD	Optional	Optional	Garage
Mayflower	CCRC	☐	☐	☐	☐	☐	☒	STD	STD	In-Unit	STD	STD	STD	Optional	Optional	Surface / Garage

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

Community Amenities

St. Francis Manor / Seeland Park and Mayflower each offer a variety of community amenities including multi-purpose rooms, walking paths, game rooms, libraries, and health rooms at both properties. Mayflower also has an arts/crafts room, 50-seat movie theater, convenience store, barbershop/beauty salon, indoor driving range, and a nine hole indoor miniature golf course.

Table 39 CCRC Community Amenities

Community	Multipurpose Room	Gardening	Walking Paths	Library	Arts & Crafts	Game Room	Theatre	Health Room	Conv. Store	Barber Shop	Bank
St. Francis Manor / Seeland Park	☒	☐	☒	☒	☐	☒	☐	☒	☐	☐	☐
Mayflower	☒	☐	☒	☒	☒	☒	☒	☒	☒	☒	☐

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.



Rent Concession/Incentives and Absorption History

Neither of the surveyed CCRCs reported rent or pricing concessions or incentives. While exact data was unavailable, the 26 condominium units at Mayflower opened in the fall of 2015 and all but one have been sold over the last sixteen months. This equates to rough absorption rate of 1.5 units per month.

Unit Distribution

Seeland Park and Mayflower both offer primarily one and two bedroom units, with two bedroom units accounting for a higher percentage of units at both properties. Mayflower also offers a small number of efficiencies and single-family homes with more than two bedrooms.

Pricing

Each independent living unit at Seeland Park and Mayflower require an entry or purchase price and monthly maintenance / service fee. As both communities offer similar services and unit types, pricing and monthly fees are comparable to one another; however, we have adjusted the one bedroom apartments at Seeland Park to include just the cost of basic cable in order to equalize the cost of utilities among all units. It should also be noted pricing data for the independent living units reflects the individual characteristics of specific units in many cases, similar to that of a for-sale home, and is only available for units at Seeland Park currently listed for sale. Average prices and monthly fees at independent living units are as follows.

- **Efficiency and One Bedroom** units had an average entrance fee / list price of \$74,170 and an average monthly fee of \$768. Based on an average unit size of 694 square feet, efficiency and one bedroom units have an average price per square foot of \$106.87 and an average rent per square foot of \$1.11.
- **Two Bedroom** units had an average entrance fee / list price of \$166,033 and an average monthly fee of \$1,012. Based on an average unit size of 1,452 square feet, two bedroom units have an average price per square foot of \$114.37 and an average rent per square foot of \$0.70.
- **The Lone Four Bedroom** unit (offered only at Mayflower) has a purchase price of \$395,000 and a monthly fee of \$405. Based on a unit size of 2,473 square feet, the four bedroom unit has a price per square foot of \$159.73 and a rent per square foot of \$0.16.
- **All Units** have an average entrance fee / purchase price of \$150,677 and an average monthly fee of \$890. Based on an average unit size of 1,267 square feet, all units have an average price per square foot of \$118.90 and an average rent per square foot of \$0.70.

Rates for skilled nursing care at St. Francis Manor vary significantly based on patient needs and the level of care provided.

Table 40 CCRC Price / Fee Summary for Independent Living Units

Community	Unit Type	Floor Plans		Unit Sizes			Entrance Fee / List Price			Price / Sq. Ft.	Monthly Fee			Rent / Sq. Ft.
		Beds	Baths	Low	High	Average	Low	High	Average		Low	High	Average	
Mayflower*	Apt.	0	1	365	500	433	\$33,000	\$39,500	\$36,250	\$83.82	\$786	\$906	\$846	\$1.96
Mayflower*	Apt.	1	1	558	605	582	\$43,500	\$52,500	\$48,000	\$82.55	\$897	\$1,067	\$982	\$1.69
Seeland Park	Apt.	1	1	772	-	772	\$70,000	-	\$70,000	\$90.67	\$380		\$380	\$0.49
Seeland Park	Apt.	1	1	772	-	772	\$72,000	-	\$72,000	\$93.26	\$380		\$380	\$0.49
Mayflower*	Condo	1	1	912	-	912	\$144,600	-	\$144,600	\$158.55	\$1,250		\$1,250	\$1.37
Efficiency and One Bedroom Average				694			\$74,170			\$106.87	\$768			\$1.11
Mayflower*	Apt.	2	1.5 - 2	681	902	792	\$59,500	\$64,000	\$61,750	\$78.02	\$990	\$1,210	\$1,100	\$1.39
Mayflower*	Apt.	2	1.5 - 2	960	1,070	1,015	\$61,500	\$78,000	\$69,750	\$68.72	\$1,153	\$1,281	\$1,217	\$1.20
Mayflower*	Apt.	2	1.5 - 2	1,071	1,400	1,236	\$78,500	\$89,500	\$84,000	\$67.99	\$1,237	\$1,342	\$1,290	\$1.04
Seeland Park	Duplex	2	1.5	1,250	-	1,250	\$115,000	-	\$115,000	\$92.00	\$400		\$400	\$0.32
Seeland Park	Duplex	2	1.5	1,250	-	1,250	\$134,900	-	\$134,900	\$107.92	\$400		\$400	\$0.32
Seeland Park	Duplex	2	2	1,767	-	1,767	\$199,900	-	\$199,900	\$113.13	\$400		\$400	\$0.23
Mayflower*	Condo	2	2	1,652	-	1,652	\$261,000	-	\$261,000	\$157.99	\$1,825		\$1,825	\$1.10
Mayflower*	Condo	2	2	1,975	-	1,975	\$283,000	-	\$283,000	\$143.29	\$1,975		\$1,975	\$1.00
Mayflower	SFH	2	2	2,130	-	2,130	\$285,000	-	\$285,000	\$133.80	\$505		\$505	\$0.24
Two Bedroom Average				1,452			\$166,033			\$114.37	\$1,012			\$0.70
Mayflower	SFH	4	3.5	2,473	-	2,473	\$395,000	-	\$395,000	\$159.73	\$405		\$405	\$0.16
Overall Average				1,267			\$150,677			\$118.90	\$890			\$0.70

Adjusted to include only basic cable

*Entrance fee shown for apartments is the non-refundable option. A refundable option is also available for a higher initial fee. The entrance fee for condos is refundable based on time of residency. Buyers can also retain up to 30 percent of net equity upon sale.

Source: RPRG Field Surveys, February 2017

4. Deeply Subsidized Senior / Disabled Communities

The remaining seven senior rental communities, two of which are designated for disabled persons, are deeply subsidized through the USDA Rural Development and/or LIHTC programs. These communities offer 152 rental units, two of which were reported vacant, a rate of 1.3 percent. These communities provide additional project based rental assistance and tenants are not bound by minimum income limits. As such, basic rents shown in Table 41 provided at each community are not based on actual market conditions.

Table 41 Rental Summary, Deeply Subsidized Senior and Disabled Communities

#	Community	Year Built/ Rehabbed	Structure Type	Total Vacant Units	Vacancy Units	Vacancy Rate	AVG 1BR Rent (1)	AVG 2BR Rent (1)	Incentive
1	Brookside South**	1982	Gar	51	0	0.0%	\$859		None
2	Pearl Street**	1990	Gar	9	0	0.0%	\$637		None
3	Grinnell Estates*	1992	Gar	24	0	0.0%	\$495		None
4	Poynter**	1999	Gar	8	0	0.0%	\$471		None
5	Brookside East**	1977	Gar	21	1	4.8%	\$428	\$508	None
6	Monroe Park**	1975	Gar	16	0	0.0%	\$428		None
7	Brookside West**	1978	Gar	23	1	4.3%	\$382		None
Total				152	2	1.3%			
Average		1985		22			\$529	\$508	
LIHTC Total				24	0				
LIHTC Average		1992		24			\$495		

LIHTC Communities*

Deep Subsidy Communities**

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. February & March 2017.

G. For-Sale Housing Analysis

1. Introduction and Data Sources

To evaluate the for-sale housing market in Grinnell, RPRG analyzed Poweshiek County Multiple Listing Service (MLS) data from the Poweshiek County Board of Realtors. This analysis includes monthly trends for Poweshiek County from 2015 to 2016 and quarterly trends for Grinnell's ZIP Code (50112) from February 2013 to February 2017. RPRG also compiled and analyzed recent sales and lot pricing of active for-sale communities in the Grinnell Market Area.

2. Monthly MLS Trends

An average of 23 homes per month was sold in Poweshiek County from January 2015 to December 2016. The average sales price was \$135,209 and the average active Days on Market (DOM) was 136 (Table 42).

Table 42 MLS Data – Monthly Sales Data, Poweshiek County

Poweshiek County				
Year	Month	Units Sold	Average Sales Price	Active DOM
2015	Jan	10	\$144,050	42
2015	Feb	10	\$72,575	266
2015	Mar	17	\$136,325	162
2015	Apr	24	\$127,417	159
2015	May	19	\$114,447	185
2015	Jun	33	\$164,285	169
2015	Jul	28	\$166,935	143
2015	Aug	38	\$146,347	107
2015	Sep	15	\$146,420	137
2015	Oct	26	\$135,685	91
2015	Nov	19	\$144,574	108
2015	Dec	16	\$97,331	183
2016	Jan	24	\$124,344	79
2016	Feb	14	\$133,215	109
2016	Mar	15	\$94,997	164
2016	Apr	24	\$126,230	153
2016	May	27	\$155,770	128
2016	Jun	22	\$120,593	106
2016	Jul	34	\$96,409	126
2016	Aug	41	\$167,948	121
2016	Sep	23	\$166,624	157
2016	Oct	33	\$145,947	157
2016	Nov	9	\$193,313	98
2016	Dec	28	\$123,239	107
Average		23	\$135,209	136

Source: Poweshiek County Board of Realtors

Notable monthly trends in units sold, average sales price, and active DOM over the past two years include:

- The number of units sold in the county has gradually increased over the last two years with peak sales activity occurring in July and August of both 2015 and 2016 (Figure 8). Based on typical seasonal fluctuations, home sales were lowest from January to March of both years and somewhat higher in spring than fall.

- Similar to sales volume trends, the average sales price in the county has also increased over the last two years with prices peaking in June and July of 2015, June of 2016, and September and October of 2016 (Figure 9).
- The active Days on Market (DOM) in Poweshiek County has slowly declined since 2015 with similar seasonal fluctuations as the other metrics (Figure 10). The active DOM fell below the overall average for the period in eight of twelve months in 2016.

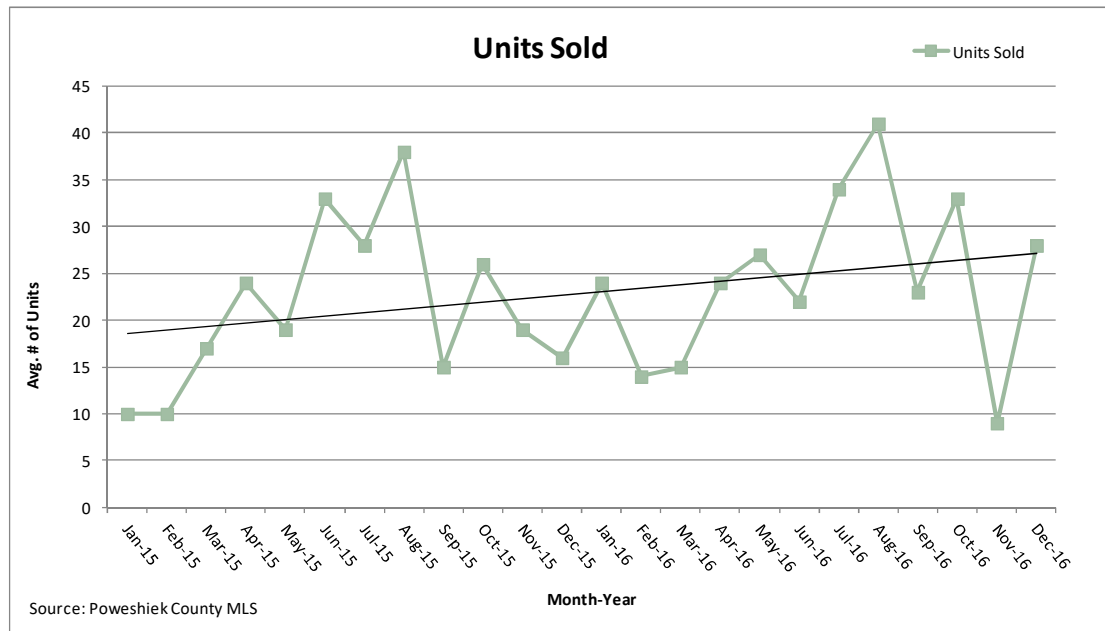
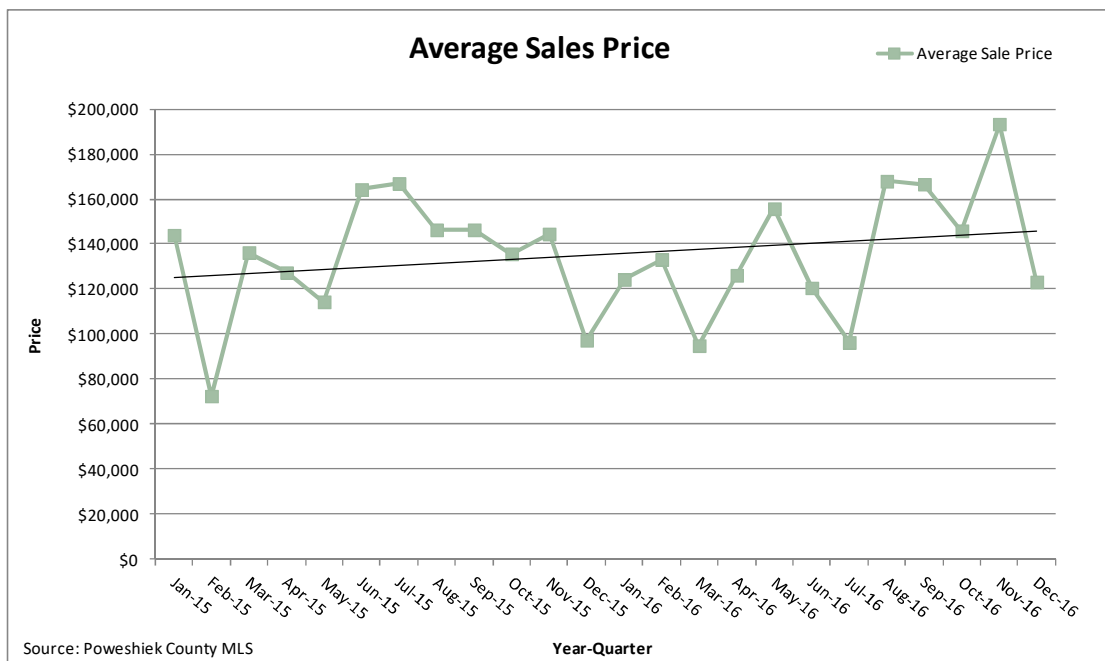
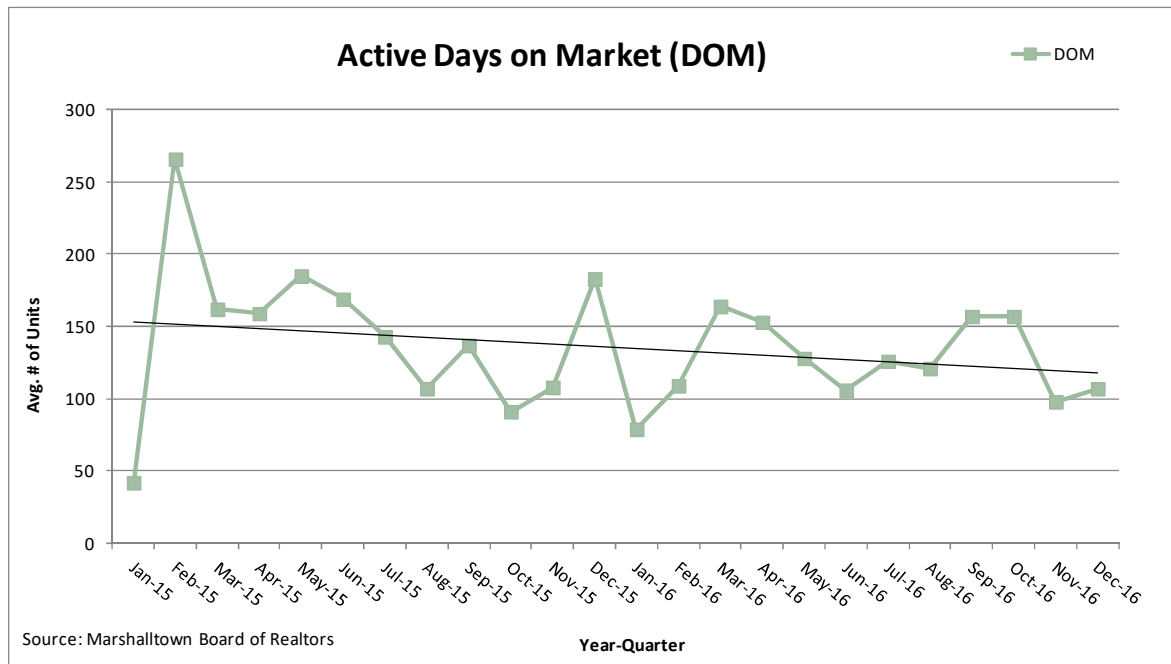
Figure 8 For Sale Units Sold, Poweshiek County**Figure 9 Average Sale Price, Poweshiek County**

Figure 10 Active Days on Market, Poweshiek County

3. Recent Sales Trends in ZIP Code 50112 (Grinnell)

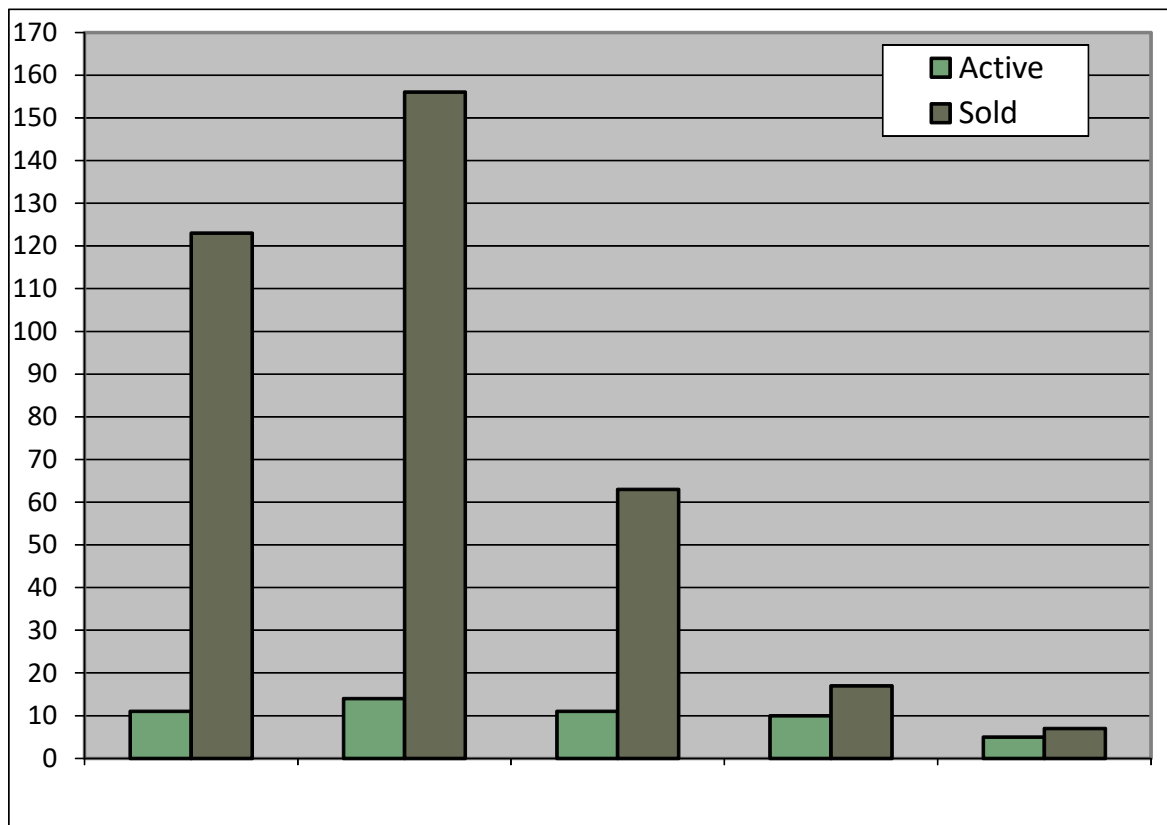
Zip Code 50112 had 366 sales over the past three years with an average sale price of \$270,890, an average unit size of 2,896 square feet, and an average price per square foot of \$93.55. The average Days on Market (DOM) during this period was 141 and the average months of inventory (based on 51 active listings) was 11.9. Notable findings/trends by price point are as follows:

- Noticeably higher sales activity was evident at the two lowest price segments (less than \$100,000 and \$100,000 to 199,999) while the two highest price segments (\$300,000 to \$400,000 and \$400,000+) had significantly lower volume. Current listings are distributed relatively even among the four lowest price segments in ZIP Code 50112 with the highest price segment having the fewest properties currently for sale.
- The months of inventory, which measures how long current listings would take to sell based on the average sales pace for the period, ranged from 3.2 months at the lowest two price segments to 25.7 months at the highest price segment. In general, 0 to 4 months of inventory would indicate a “sellers” or strong market, 5 to 7 would indicate a balanced market, and 8 to 12 would indicate a “buyers” or weak market. At present, the two lowest price segments are sellers markets, the middle price segment is balanced, and the two highest price segments are heavy buyers markets.
- The average DOM of sold units in ZIP Code 50112 was relatively consistent for homes under \$300,000 over the past three years and ranged from 108 to 131 days. Homes selling over \$300,000 had much higher average DOM’s including an average of 208 Days on Market for homes priced from \$300,000 to \$400,000.
- On a price per square foot basis, homes at the highest and lowest price segments offered the most value for size, though likely for different reasons. The lowest priced homes have a significantly lower average sale price without as much of drop off in average square footage, suggesting the condition / age of the properties is a significant factor in the sale prices of the homes. Conversely, the most expensive homes were substantially larger. The highest priced homes on a price per square foot basis were those from \$300,000 to

\$400,000, which likely contributed to the slow sales pace and higher DOM of this price segment.

Table 43 Current Active Listings and 2014 to 2016 YTD Sales Activity, ZIP Code 50112

<i>From</i>	\$0 \$100,000	\$100,000 \$200,000	\$200,000 \$300,000	\$300,000 \$400,000	\$400,000 +	Total	Average
Active	11	14	11	10	5	51	10
Sold	123	156	63	17	7	366	73
Average DOM	131	113	108	208	144	-	141
Months Inventory	3.2	3.2	6.3	21.2	25.7	-	11.9
Average Selling Price	\$62,530	\$152,976	\$250,661	\$365,681	\$522,600	-	\$270,890
Average Sq. Ft.	1,314	1,582	2,021	2,513	7,048	-	2,896
Average Price / Sq. Ft.	\$47.59	\$96.70	\$124.03	\$145.52	\$74.15	-	\$93.55



Source: Poweshiek County Board of Realtors

4. Active For-Sale Communities

Overview, Sales, and Pricing

RPRG identified five single-family detached home communities with lots available for sale in Grinnell. In most instances, these communities were subdivided by a developer and sold to multiple builders or individuals to construct custom homes. Overall, lots were gradually developed and sold over an extended period of time going as far back as 1998. Given the protracted period of land/home sales and unique floor plans for each home, standardized pricing and absorption of new homes in these communities was not available. A brief description of each active for-sale community, along with assorted housing data compiled from the Poweshiek County Tax Assessor, builder interviews, field observations, and listing data, is provided below and in Table 44. The locations of each for-sale community are depicted in Map 9.

- **Prairie Pointe Estates** is a 25-lot single-family home community developed by VanderLinden Construction and is located just north of Ahrens/Paschall Memorial Park in northeastern Grinnell. Situated in an attractive area of the city, in close proximity to Grinnell College, Prairie Estates contains the highest priced homes of the five active for-sale communities in Grinnell. As the newest of the active for-sale communities, Prairie Pointe Estates has sold 37 of its 54 lots (68.5 percent) since 2009. Sales/construction prices ranged from \$286,500 to \$384,000 with a median of \$335,250 (based on 2015 sales data). Year 2016 tax assessment values ranged from \$360,200 to \$647,350 with a median of \$394,340.
- **Prairie Street** contains 25 lots in northwestern Grinnell, located north of 14th Avenue and west of Reed Street. Also located in an attractive area of Grinnell, Prairie Street also offers higher priced newly constructed single-family homes in the city. Since 1998, Prairie Street has sold 17 of its 25 lots or 68 percent. Sales/construction prices ranged from \$155,000 to \$523,000 with a median of \$322,500 (based on sales data from 1998 to 2009). Year 2016 tax assessment values ranged from \$179,400 to \$613,890 with a median of \$353,515.
- **East Gate Estates I-III** is a 43-lot single-family home community located on the southeastern side of Grinnell. Developed in three phases along Michael Avenue, Patricia Avenue, Bailey Street, and Brandon Street, East Gate Estates contains more moderately priced homes than both single-family communities in northern Grinnell. From 2000 to 2016, East Gate Estates sold 38 of its 43 lots or 88.4 percent. Sales/construction prices ranged from \$110,000 to \$481,391 with a median of \$172,800. Year 2016 tax assessment values ranged from \$260,100 to \$777,840 with a median of \$219,650.
- **Melrose Lane** offers 22 single-family home lots in southeast Grinnell, just north of East Gate Estates, and contains some of the most affordable new homes in Grinnell. From 2000 to 2016, 12 of the 22 home lots on Melrose Lane were sold (54.5 percent). Sales/construction prices ranged from \$120,000 to \$179,308 with a median of \$134,200. Year 2016 tax assessment values ranged from \$144,190 to \$196,470 with a median of \$172,560.
- **Grinnell Garden Cottages** is the newest single-family subdivision in Grinnell, beginning development in 2016. The 4.8-acre community, located immediately north of Grinnell Middle School in the southeast portion of the city, has 15 total lots of which seven have been sold. At present, two homes have been built and two others are under construction; however, pricing and tax assessment data was not yet available.
- **Reed Row** is an 8-lot community located on the east side of Reed Street adjacent to Grinnell Regional Medical Center. One of the eight lots has been sold to date; however, sales and tax assessment data was not available.



Lot Pricing

In an effort to determine the current pricing of finished lots in the Grinnell Market Area, RPRG researched sales data through the Poweshiek County Tax Assessor. As the majority of sales took place throughout the past 10 to 15 years and may not necessarily reflect current market prices, we also evaluated 2016 tax assessment data.

Prairie Pointe Estates offers the largest median lot size of the active for-sale communities by a significant margin at roughly three-quarters of an acre (Table 45). Prairie Street and East Gate Estates offer the next largest lots with comparable median sizes of 0.27 acre and 0.25 acre, respectively. Melrose Lane, Reed Row, and Grinnell Garden Cottages have the smallest lot sizes at 0.19 acre, 0.16 acre, and 0.10 acre, respectively. Lot pricing by sales price and 2016 assessment value for each active for-sale community are as follows:

- **Prairie Estates** had a median sales price of \$69,000 and a median 2016 assessment value of \$83,490. Based on a median lot size of 0.70, Prairie Estates had a median sales price per acre of \$98,571 and a median 2016 assessment value per acre of \$119,271.
- **Prairie Street** had a median sales price of \$37,850 and a median 2016 assessment value of \$48,630. Based on a median lot size of 0.27, Prairie Street had a median sales price per acre of \$140,185 and a median 2016 assessment value per acre of \$180,111.
- **East Gate Estates** had a median sales price of \$32,250 and a median 2016 assessment value of \$46,750. Based on a median lot size of 0.25, East Gate Estates had a median sales price per acre of \$129,000 and a median 2016 assessment value per acre of \$187,000.
- **Melrose Lane** had a median sales price of 26,680 and a median 2016 assessment value of \$28,780. Based on a median lot size of 0.19, Melrose Lane had a median 2016 assessment value per acre of \$151,474.
- **Grinnell Garden Cottages** lot pricing and assessment data was not yet available.
- **Reed Row** had a median 2016 tax assessment of \$10,250. Lot sales data was not yet available.

Table 44 Active For-Sale Communities, Sales and Pricing

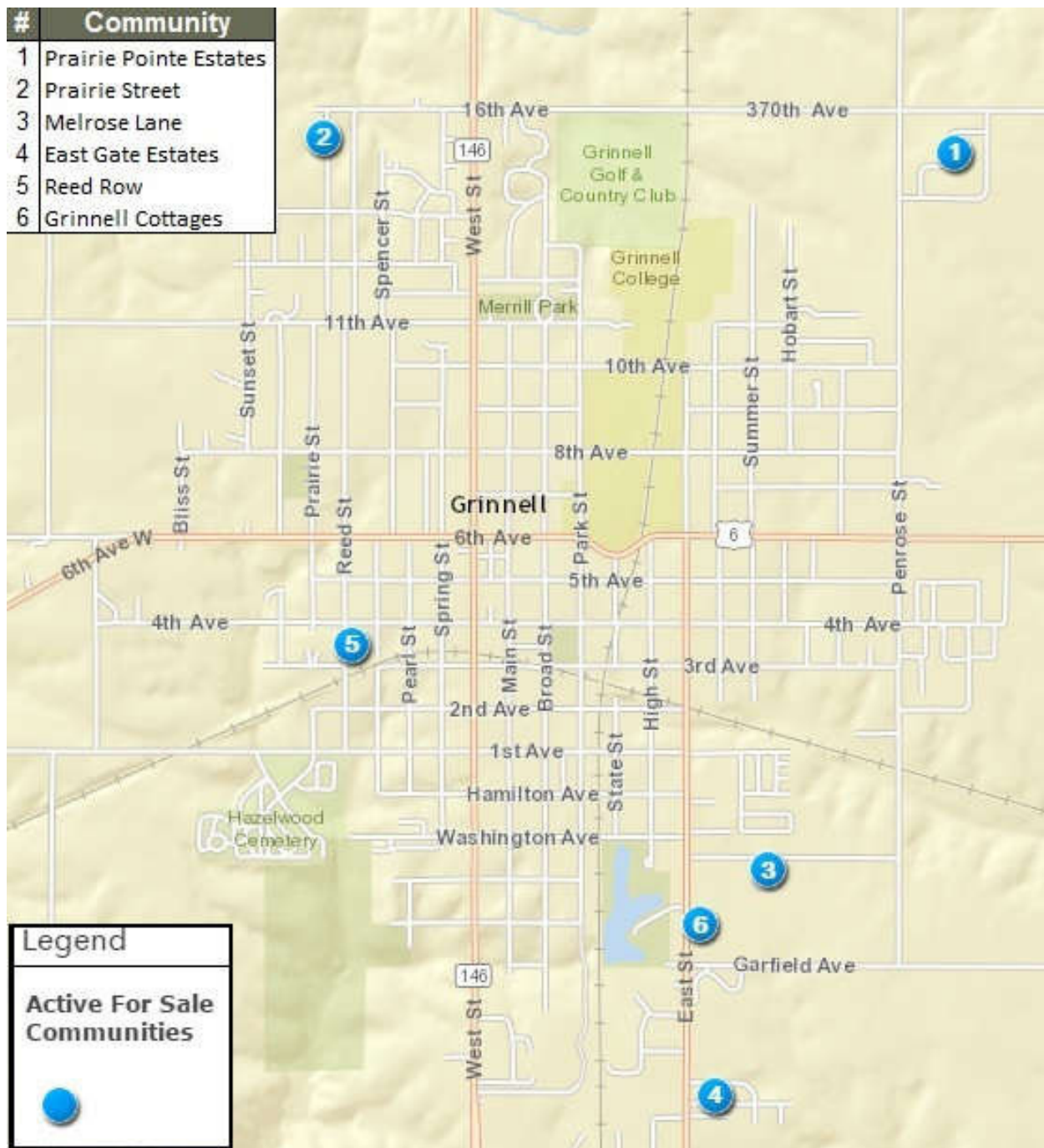
Neighborhood	Total Lots	Sold Lots	% of Sold Lots	Lot Size			First Sale / Construction Date		First Sale / Construction Price			2016 Assessed Value		
				Low	High	Median	First	Last	Low	High	Median	Low	High	Median
Prairie Pointe Estates	54	37	68.5%	0.18	1.22	0.70	5/1/2009	11/24/2015	\$286,500	\$384,000	\$335,250	\$360,200	\$647,350	\$394,340
Prairie Street	25	17	68.0%	0.13	0.53	0.27	1/15/1998	9/3/2009	\$155,000	\$523,000	\$322,500	\$179,400	\$613,890	\$353,515
East Gate Estates I-III	43	38	88.4%	0.23	0.65	0.25	8/15/2000	10/28/2016	\$110,000	\$481,391	\$172,800	\$260,100	\$777,840	\$219,650
Melrose Lane	22	12	54.5%	0.17	0.50	0.19	11/16/2000	1/21/2016	\$120,000	\$179,308	\$134,200	\$144,190	\$196,470	\$172,560
Grinnell Cottages	15	7	46.7%	0.08	0.12	0.10	-	-	-	-	-	-	-	N/A
Reed Row	8	1	12.5%	0.16	0.16	0.16	-	-	-	-	-	\$318,720	-	\$318,720
Total/Average	167	112	67.1%	0.08	1.22	0.28	1/15/1998	10/28/2016	\$110,000	\$523,000	\$241,188	\$144,190	\$777,840	\$291,757

Source: Poweshiek County Tax Assessor

Table 45 Active For-Sale Communities, Lot Pricing

Neighborhood	Total Lots	Sold Lots	% of Sold Lots	Lot Size			Lot Sales Price			Median Price Per Acre	2016 Lot Assesment Value			2016 Ass. Value Per Acre
				Low	High	Median	Low	High	Median		Low	High	Median	
Prairie Pointe Estates	54	37	68.5%	0.18	1.22	0.70	\$66,500	\$95,500	\$69,000	\$98,571	\$68,480	\$98,500	\$83,490	\$119,271
Prairie Street	25	17	68.0%	0.13	0.53	0.27	\$26,000	\$70,000	\$37,850	\$140,185	\$34,630	\$62,630	\$48,630	\$180,111
East Gate Estates I-III	43	38	88.4%	0.23	0.65	0.25	\$20,000	\$65,000	\$32,250	\$129,000	\$29,240	\$64,260	\$46,750	\$187,000
Melrose Lane	22	12	54.5%	0.17	0.50	0.19	\$24,480	\$31,400	\$26,680	\$140,421	\$26,160	\$31,400	\$28,780	\$151,474
Grinnell Cottages	15	7	46.7%	0.08	0.12	0.10	\$45,000	\$75,000	\$60,000	\$600,000	-	-	-	-
Reed Row	8	1	12.5%	0.16	0.16	0.16	-	-	-	-	\$9,900	\$10,600	\$10,250	\$64,063
Total/Average	167	112	67.1%	0.08	1.22	0.28	\$20,000	\$95,500	\$45,156	\$162,237	\$33,682	\$53,478	\$43,580	\$140,384

Source: Poweshiek County Tax Assessor

Map 9 Active For-Sale Communities

H. Foreclosures

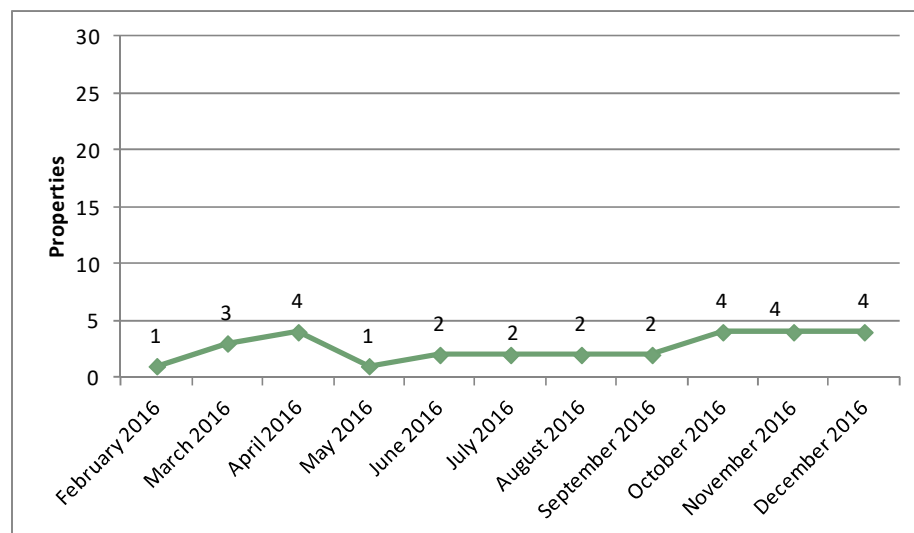
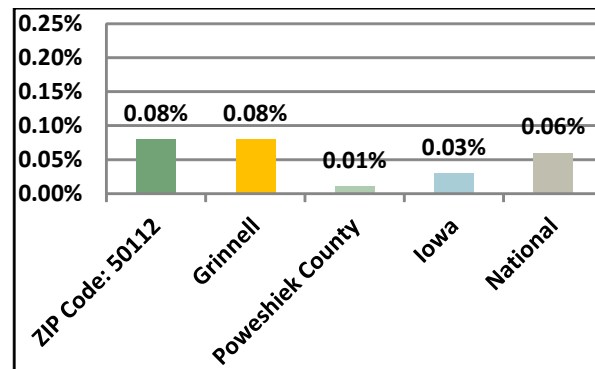
To understand the state of foreclosures in Grinnell, we analyzed data available through RealtyTrac, a web site that assists interested parties in the process of locating and purchasing properties in foreclosure and/or at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, three of which are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner's grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for Grinnell and the broader areas of Poweshiek County, Iowa, and the U.S. for comparison purposes.

Our RealtyTrac search revealed four housing units were in some state of foreclosure in Grinnell as of December 2016, the most recent month data was available. This results in a foreclosure rate of 0.8 percent, equal to Grinnell (0.08 percent) and above Poweshiek County (0.01 percent), Iowa (0.03 percent), and the nation (0.06 percent) (Table 46). While the December foreclosure rate was slightly high relative to the region, the number of foreclosures was lower in seven of the previous ten months.

Table 46 Foreclosure Data, ZIP CODE 50112 as of December 2016

Geography	December 2016 Foreclosure Rate
ZIP Code: 50112	0.08%
Grinnell	0.08%
Poweshiek County	0.01%
Iowa	0.03%
National	0.06%

Source: Realtytrac.com



I. Housing Pipeline

RPRG contacted officials with the Grinnell Building and Planning Department to determine if any housing communities were planned or under construction in the city. Through these efforts, we identified two housing communities that have units in various stages of development in the Grinnell Market Area:

Senior Communities:

- **St. Francis Manor / Seeland Park** currently has plans to construct a 20-bed assisted living facility adjacent to the existing St. Francis Manor and within the St. Francis Manor / Seeland Park Continuing Care Retirement Community. The assisted living facility will directly connect to St. Francis Manor and will contain 16 one bedroom units, two bedroom units, and two private suites. The project is still in the planning stages but recently received necessary financing approvals and is expected to move forward within the next year. Eight single-family detached homes are also under construction within the St. Francis Manor / Seeland Park CCRC and will be finished over the next six months.

For-Sale Communities:

- **Grinnell Garden Cottages** is a new single-family subdivision located on East Street, between Davis Avenue and Garfield Avenue, in southeast Grinnell. Grinnell Garden Cottages contains 15 lots and has received building permits for six homes including one that recently finished construction. Two other homes are currently under construction and range from one-two stories and have three to four bedrooms. Sale data for the one home sold in this community was not yet available; however, prices of the homes are expected to be in the \$200,000 to \$210,000 range.

7. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of economic, demographic and competitive housing trends in the Grinnell Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

Grinnell is a modest-sized community in southeastern Iowa that serves as both the population center and economic hub of rural Poweshiek County. The city offers ample access to community amenities, major employers, and traffic arteries within the region, and is easily accessible via Interstate 80. Overall, the city contains the necessary infrastructure and facilities to support growth, but has been historically limited by a lack of quality housing units and higher land/homeownership costs.

2. Economic Context

Poweshiek County's economy has been relatively steady over past decade, maintaining a modest unemployment rate and a stable At-Place Employment base. Like most areas of the country, Poweshiek County suffered notable job loss and higher unemployment during the most recent national recession (2008 to 2009), but has stabilized over the past five years with steady job growth and low unemployment. Poweshiek County is also home to several large major employers, which attract a significant percentage of in-commuting workers from throughout the region.

- Poweshiek County's unemployment rate closely followed state trends over the past ten years and remained well below national levels. Since reaching a high of 6.8 percent during the national recession in 2009, the county's unemployment rate has steadily declined consistent with state figures. As of 2016, Poweshiek County's unemployment rate was 3.7 percent compared to 3.9 percent in Iowa and 4.9 percent nationally.
- Poweshiek County's net job growth was limited from 2001 to 2015 due primarily to job losses resulting from national recessions in 2002 and 2009. While the county lost 803 jobs during the most recent national recession, these losses were recouped by steady job growth in five of the last six years. The county also added 58 jobs through the first half of 2016.
- Education-Health (22.1 percent), Manufacturing (17.9 percent), and Trade-Transportation-Utilities (17.0 percent) are Poweshiek County's three largest employment sectors, accounting for 57 percent of all jobs in the county compared to 43 percent nationally. The county contains a significantly higher percentage of Education-Health and Manufacturing jobs relative to the nation including a percentage of Manufacturing jobs that is more than double the national rate (17.9 versus 8.3 percent).
- Six of eleven industry sectors in Poweshiek County added jobs over the last five years, the most notable of which was the 15.5 percent growth in manufacturing. The Trade-Transportation-Utilities, Financial Activities, and Education-Health sectors also experienced steady growth of roughly three to seven percent during this period.
- Nearly two-thirds of Grinnell's workforce lived outside the city as of 2014, many of whom commute from the surrounding rural areas or nearby communities including Newton, Marshalltown, Brooklyn, and Montezuma. The demographics of commuters skewed more heavily toward younger, low to moderate wage workers in the "Goods Producing" and "Trade-Transportation-Utilities" industries.

3. Growth Trends

The Grinnell Market Area remained stable from 2000 to 2010 with limited population and household growth. Esri and ACS estimates indicate the Grinnell Market Area's population and household base declined slightly from 2010 to 2017, a trend projected to continue over the next five years. Despite a projected net loss among all households, older adult and senior households are expected to increase at a modest pace primarily due to aging in place.

- The Grinnell Market Area added 70 people (0.8 percent) and 38 households (1.1 percent) from 2000 to 2010, which equate to annual growth rates of 0.1 percent for both population and households. Based on Esri estimates, the Grinnell Market Area lost 174 people and 99 households from 2010 to 2017. Esri projects that the Grinnell Market Area will lose 68 people and 43 households from 2017 to 2022, annual declines of 0.1 percent and 0.2 percent, respectively.
- Esri estimates Grinnell Market Area households 55+ and 62+ increased at annual rates of 0.6 to 0.7 percent per year from 2010 to 2017. Senior households are projected to increase at annual rates of 0.2 percent for those ages 55 and older and 0.3 percent for those ages 62 and older in the Grinnell Market Area through 2022. Senior household growth includes both net migration and aging in place.

4. Demographic Analysis

The demographics of the Grinnell Market Area are representative of a small college community with a high percentage of young adults and one and two-person households. Outside of students, however, the Grinnell Market Area contains many young and working age professionals, families, and seniors with moderate to high incomes and an increasing propensity to rent.

- Grinnell Market Area's population is relatively evenly distributed among age cohorts with each cohort accounting for approximately 23 to 27 percent of the population. Relative to the Secondary Market Area, the Grinnell Market Area has a notably higher percentage of young adults age 20 to 24 (23.5 percent versus 17.9 percent), due in large part to Grinnell College, and a lower percentage of adults age 35 to 61 (27.3 percent versus 33.0 percent). The Grinnell Market Area contains roughly the same percentage of children/youth under the age of 20 (25 percent) and seniors age 62 and older (24 percent) as the Secondary Market Area.
- Single persons and households with at least two adults and no children each accounted for roughly 36 percent of households in the Grinnell Market Area and nearly 73 percent of all Grinnell Market Area households combined as of the 2010 Census. The Grinnell Market Area had a much higher percentage of single persons (36.3 percent versus 29.2 percent) than the Secondary Market Area, due to the presence of Grinnell College, and a notably lower percentage of households with children (27.2 percent).
- Roughly 65 percent of households in the Grinnell Market Area owned their home as of the 2010 Census; however, renter households accounted for all of the household growth in the Grinnell Market Area for the decade. Esri estimates for 2010 to 2017 indicate all of the household loss in the Grinnell Market Area occurred among owner households, as the market area gained eight renter households during this period. Over the next five years, the renter percentage in the Grinnell Market Area is expected to remain stable.
- The 2017 renter percentages for households with householders 62+ as estimated by Esri are 25.9 percent in the Grinnell Market Area and 21.8 percent in the Secondary Market Area.

- Older adults and seniors age 55 or older comprise approximately 60 percent of all owner householders in the Grinnell Market Area while working-age adults (35-54 years) account for the next largest percentage at 30.7 percent.
- Among all renter householders in the Grinnell Market Area, 35.6 are children/young adults (age 15-34), 27.8 percent are working age adults (age 35-54), and 36.6 percent are older adults/seniors (age 55+).
- Approximately 69 percent of all owner households and 74.6 percent of all renter households contained one or two persons as of the 2010 Census. Roughly 24 percent of owner households and 21 percent of renter households had three or four persons. Large households (5+ persons) comprised approximately five to six percent of all owner and renter households.
- RPRG estimates that the 2017 median household income in the Grinnell Market Area is \$55,704, which is \$3,071 or 5.8 percent above the \$52,632 median income in the Secondary Market Area. Looking at households by income cohort in the Grinnell Market Area, 12.6 percent have very low annual incomes (less than \$15,000), 19.4 percent have low annual incomes (\$15,000 to \$34,999), 34.1 percent have moderate annual incomes (\$35,000 to \$74,999), and 33.8 percent have high annual incomes (\$75,000 or more). Combined, moderate and high income households comprise 68 percent of all households in the Grinnell Market Area.
- The Grinnell Market Area's owner median household income of \$72,471 is more than twice the renter median income of \$33,058. Forty-eight percent of all owner households have high annual incomes (\$75,000+) compared to just 9.3 percent of renter households. Conversely, a higher percentage of renter households have moderate incomes (\$35,000 to \$74,999) relative to owner households (38.4 percent versus 31.7 percent). Over half (52.4 percent) of renter households have low to very low incomes (less than \$35,000).

5. General Occupancy Rental Analysis

RPRG surveyed eight general occupancy rental communities in the Grinnell Market Area two deeply subsidized through the USDA Rural Development Program, two that are income and rent restricted through the Low Income Housing Tax Credit Program, and four market rate communities. As a significant portion of Grinnell's existing rental stock is comprised of scattered site rental units, RPRG also surveyed three property management companies to supplement the multi-family rental analysis. The rental market is stable with nearly all vacancies occurring at one community.

- The six non-subsidized rental communities offer 284 rental units, of which 19 or 6.7 percent were reported vacant. Excluding Spaulding Lofts, which is in initial lease up, 10 of 207 stabilized rental units were vacant at the time of our survey, a rate of 4.8 percent. All ten vacancies reported among stabilized communities were at the LIHTC community Arbors, which results in a stabilized LIHTC vacancy rate of 23.8 percent; however, property management indicated the vacant units were the result of recent evictions. The ongoing lease-up of Spaulding Lofts has also likely had some short-term impact on Arbors; however, given Spaulding Lofts has a waiting list for some units while still in initial lease-up, Arbors is likely to stabilize once lease-up at Spaulding Lofts is complete.
- Among the two deeply subsidized properties, three of 36 units were vacant for a rate of 8.3 percent. Given the subsidized nature of these communities, it is possible these vacancies may be transitional as communities with rental assistance often experience greater turnover than those without such subsidies. The older age and relatively poor condition of the properties is also likely a factor. In either case, while the vacancy rate is somewhat elevated on a percentage basis, it is only a reflection of three vacant units.

- Among the non-subsidized multi-family communities surveyed, average effective rents and rents per square foot by floor plan are as follows:
 - **One-bedroom** effective rents averaged \$598 per month. The average one-bedroom square footage was 700 square feet, resulting in a net rent per square foot of \$0.85.
 - **Two-bedroom** effective rents averaged \$645 per month. The average two-bedroom square footage was 996 square feet, resulting in a net rent per square foot of \$0.65.
 - **Three-bedroom** effective rents averaged \$685 per month. The average three-bedroom square footage was 1,133 square feet, resulting in a net rent per square foot of \$0.60.
- Scattered site rentals have a variety of unit types which include smaller multi-family apartment buildings, townhomes, duplexes, loft apartments, and single-family detached homes. The average years built were not available on a unit by unit basis, but they are likely to be consistent with the age of the overall existing housing stock.
- The three companies manage a combined 52 scattered site units, all of which were occupied at the time of our survey.
- Among the individual scattered site units, average rents, square footage, and rent per square foot are as follows:
 - **One bedroom units** had an average rent of \$489, an average unit size of 750 square feet, and an average rent per square foot of \$0.65.
 - **Two bedroom units** had an average rent of \$724, an average unit size of 1,127 square feet, and an average rent per square foot of \$0.84.
 - **Three bedroom units** had an average rent of \$738, an average unit size of 1,047 square feet, and an average rent per square foot of \$0.70.
 - **Four bedroom units** had an average rent of \$650, an average unit size of 1,100 square feet, and an average rent per square foot of \$0.59.
- No rental communities were identified as planned or under construction.

6. Senior Rental Analysis

As part of the Grinnell Housing Market Assessment, RPRG also examined the senior rental market in Grinnell. In total, nine senior rental communities were identified including seven deeply subsidized properties and two continuing care retirement communities (CCRC). One additional senior assisted living community (Windsor Manor) declined to participate in our survey.

- St. Francis Manor / Seeland Park and Mayflower Homes are continuing care retirement communities (CCRC) that contain for-sale (up-front fee or purchase price) and rental (monthly fee) components. Both of these communities offer a variety of unit types including one and two bedroom apartments, duplexes, patio homes, and assisted living / skilled nursing beds. Mayflower entrance fees / purchase prices range from \$33,000 to \$395,000 (depending upon the unit) with monthly rates ranging from \$405 to \$1,975. Seeland Park entrance fees / purchase prices range from \$70,000 to \$199,900 (based on listings of available homes) with monthly fees ranging from \$380 to \$400 for the base level of services.



- Seven senior rental communities, two of which are designated for disabled persons, are all deeply subsidized through the USDA Rural Development and/or LIHTC programs. These communities offer 152 rental units, two of which were vacant (1.3 percent) at the time of our survey.

7. For-Sale Analysis

RPRG evaluated MLS data for Poweshiek County and Zip Code 50112 (Grinnell), including overall trends and recent sales. RPRG also compiled housing data on six active for-sale communities in the city from the Poweshiek County Tax Assessor.

- The number of units sold in the county has gradually increased over the last two years with peak sales activity occurring in July and August of both 2015 and 2016 (Figure 8). Based on typical seasonal fluctuations, home sales were lowest from January to March of both years and somewhat higher in spring than fall.
- Similar to sales volume trends, the average sales price in the county has also increased over the last two years with prices peaking in June and July of 2015, June of 2016, and September and October of 2016.
- The active Days on Market (DOM) in Poweshiek County has slowly declined since 2015 with similar seasonal fluctuations as the other metrics. The active DOM fell below the overall average for the period in eight of twelve months in 2016.
- Zip Code 50112 (Grinnell Area) had 366 sales over the past three years with an average sale price of \$270,890, an average unit size of 2,896 square feet, and an average price per square foot of \$93.55. The average Days on Market (DOM) during this period were 141 and the average months of inventory (based on 51 active listings) was 11.9.
- Noticeably higher sales activity was evident at the two lowest price segments (less than \$100,000 and \$100,000 to 199,999) in Zip Code 50112 while the two highest price segments (\$300,000 to \$400,000 and \$400,000+) had significantly lower volume.
- Based on the current months of inventory, the two lowest price segments in Zip Code 50112 are seller's markets, the middle price segment is balanced, and the two highest price segments are heavy buyers markets. Homes selling over \$300,000 also had significantly higher average DOM's including an average of 208 Days on Market for homes priced from \$300,000 to \$400,000.
- Grinnell has six active for sale subdivisions with lots or homes available – Prairie Point Estates, Prairie Street, East Gate Estates, Melrose Lane, Grinnell Garden Cottages, and Reed Row. Combined these six subdivisions contain 167 lots, 112 of which (67.1 percent) have been sold. The homes in each community have varying price points with many in the Prairie Point Estates, Prairie Street, and East Gate Estates subdivisions in the \$300,000 to \$500,000 range. Melrose Lane, Grinnell Garden Cottages, and Reed Row generally contain more affordable homes, though most homes are custom built by residents and can vary significantly in value within the same neighborhood. Homes in these communities typically range from \$200,000 to \$300,000 with homes in Grinnell Garden Cottages at the bottom of that range.

B. Derivation of Total Rental Demand

1. Methodology

In this section, RPRG presents a Derivation of Demand calculation which is intended to gauge whether sufficient demand from renter households would be available to absorb a proposed rental community and any pipeline rental communities expected to be brought on-line over a coming three-year period.

The three-year period in question for this analysis is January 2017 through January 2020. We restrict the analysis to a three-year period in part to avoid artificially inflating demand by incorporating demand that would not be created until well after a subject project was introduced to the market and in part due to the difficulty in accurately predicting the likely supply of competing rental units beyond the three-year period.

RPRG's Derivation of Demand calculation is a gross analysis, meaning that the calculation balances the demand for new rental housing units of all types (i.e. luxury market-rate, more affordable market-rate, tax credit, and rent-subsidized) versus the upcoming supply of rental housing units of all types. Considerations such as household incomes and the floor plan types and proposed rents for the subject and other pipeline projects are not factored into the Derivation of Demand.

RPRG sums demand generated from three broad sources in order to arrive at 'Total Demand for New Rental Units' over the January 2017 through January 2020 period:

- **Projected Change in the Household Base.** Projections of household change were calculated over the 2017 to 2022 period. From these projections, we then factor in three years of the household change using the annual rate of household growth or decline for the demand analysis period (2017 to 2018, 2018 to 2019, and 2019 to 2020).
- **Need for Housing Stock Upgrades.** Demand for new housing units within the primary market area is generated when the stock of available housing units ceases to meet the housing needs of households that wish to remain residents of that primary market. In such instances, the housing stock needs to be upgraded – either through the renovation of existing units or the construction of new units. That a particular housing unit has ceased to meet the housing needs of a market area's households becomes evident in any number of ways, including physical removal or demolition, permanent abandonment and overcrowding.¹ (Table 47)
 - **Physical Removal or Demolition.** Clearly, if a unit is demolished or otherwise physically removed from a market, it is no longer available to serve local households. A number of factors contribute to the removal of housing units. Housing units are occasionally removed from any given market through disasters such as fires and various types of weather phenomenon. While such disasters occur somewhat randomly, the decision whether to repair or demolish a unit is based on the economic value of the property. Thus, a unit being permanently lost in a disaster should be correlated with factors such as its age, structure type, and physical condition. Demolitions can also be instigated through the loss of economic value or in response to a situation where vacant land has become more valuable than the land plus its existing structure. Based on American Housing

¹ American Housing Survey, Components of Inventory Change 2007-2009; Prepared by Econometrica, Inc. for the U.S. Department of Housing & Urban Development's Office of Policy Development & Research; May 2011.

Survey data, researchers have analyzed Components of Inventory Change (CINCH). CINCH data indicated that renter-occupied or vacant units were far more likely to be demolished than owner-occupied units; among renter-occupied and vacant units, single-family detached units were more likely to be demolished than multifamily units.

- **Permanent Abandonment.** Housing units can be technically removed from the stock available to serve households without being physically removed. This happens when a housing unit's owner elects to permanently abandon the unit – due to obsolescence, overwhelming repair costs, or other factors – without going through the steps (and costs) of demolishing it. If a dilapidated unit was occupied up until the time of permanent abandonment, the former occupant represents a source of demand for other units in the area.
- **Overcrowding.** As defined by the U.S. Census Bureau, a housing unit is classified as overcrowded if the household occupying the unit has more people than the housing unit has rooms. Particularly in markets with high housing costs, lower-income individuals and families are often driven into an overcrowded housing situation. Overcrowded households constitute pent-up demand for new housing units not typically captured in household growth projections; were two affordable units to become available, an overcrowded household would very likely split into two households and generate an additional net unit of housing demand.
- **Mismatch between Household Incomes and Housing Stock Quality.** While permanent abandonment and overcrowding are two factors likely to lead to net new demand for affordable housing units, limited recent housing construction in a stable, long-established neighborhood can be an indicator of pent-up demand for new housing units serving middle- to upper-income households. Areas that exhibit this phenomenon are often downtown, inner city, or inner ring suburban locations that currently have – and have had for years – limited to no undeveloped land available for new housing construction/growth. When a neighborhood is stable in terms of overall household numbers but near the point of build-out for many years, many resident households develop a desire for a modern housing unit and the wherewithal to rent or purchase one, but have no stock of modern units from which to choose. Such households are 'under-housed' in that the quality of the housing stock in the area where they live (and wish to remain) does not match the type of housing they demand and could afford. Such pent-up demand is rarely captured in public projections of household growth and is difficult to translate to specific calculations. However, this pent-up demand is a very real factor driving demand for new housing units in stable, established residential neighborhoods.
- **Competitive Multifamily Vacancy Rates.** The final source of demand that factors into RPRG's calculation of demand for rental units is the observed vacancy rate in the primary market area's competitive rental market. RPRG assumes that a 5.0 percent vacancy rate is required to keep a rental market relatively elastic. Elasticity in this context means that an adequate number of quality housing units are vacant and available at any given time so that households seeking rental units can be accommodated and can have some choice among units. When the market vacancy rate is below 5.0 percent, additional units are needed to ensure an adequate number of available units from which to choose. When the market vacancy rate is above 5.0 percent, the market has the capacity to absorb some additional demand (whereby that amount of demand would not need to be met through the development of new units).

Table 47 CINCH Data

A. Characteristics	C. Present in 2011	D. 2011 units present in 2013	2011 Unit change ('000 Units)							TOTAL Lost to Stock	Total exclude MH	2011-13 Annual
			E. Change in characteristics	F. lost due to conversion /merger	G. house or mobile home moved out	H. changed to non residential use	I. lost through demolition or disaster	J. badly damaged or condemned	K. lost in other ways			
Total Housing Stock	132,420	130,852		98	161	202	470	212	424	1,567	1,406	703
				0.07%	0.12%	0.15%	0.35%	0.16%	0.32%	1.18%	1.06%	0.53%
Occupancy												
Occupied units	114,907	105,864	8,313	58	99	68	238	59	207	729	630	315
				0.05%	0.09%	0.06%	0.21%	0.05%	0.18%	0.63%	0.55%	0.27%
Vacant	13,381	5,123	7,642	38	50	85	175	110	158	616	566	283
				0.28%	0.37%	0.64%	1.31%	0.82%	1.18%	4.60%	4.23%	2.11%
Seasonal	4,132	2,132	1,778	2	11	49	57	43	59	221	210	105
				0.05%	0.27%	1.19%	1.38%	1.04%	1.43%	5.35%	5.08%	2.54%
Region (All Units)												
Northeast	23,978	23,718		38	0	28	55	40	99	260	260	130
				0.16%	0.00%	0.12%	0.23%	0.17%	0.41%	1.08%	1.08%	0.54%
Midwest	29,209	28,849		14	28	49	117	56	95	359	331	166
				0.05%	0.10%	0.17%	0.40%	0.19%	0.33%	1.23%	1.13%	0.57%
South	50,237	49,526		29	120	75	235	94	159	712	592	296
				0.06%	0.24%	0.15%	0.47%	0.19%	0.32%	1.42%	1.18%	0.59%
West	28,996	28,759		17	13	50	63	23	71	237	224	112
				0.06%	0.04%	0.17%	0.22%	0.08%	0.24%	0.82%	0.77%	0.39%
Owner occupied	76,092	69,324	6,418	14	83	14	116	26	97	350	267	134
				0.02%	0.11%	0.02%	0.15%	0.03%	0.13%	0.46%	0.35%	0.18%
Renter occupied	38,815	31,181	7,253	45	16	54	122	33	110	380	364	182
				0.12%	0.04%	0.14%	0.31%	0.09%	0.28%	0.98%	0.94%	0.47%
Metro Status												
In Central Cities	37,400	36,974		49	3	70	124	67	112	425	422	211
				0.13%	0.01%	0.19%	0.33%	0.18%	0.30%	1.14%	1.13%	0.56%
In Suburbs	65,872	65,311		26	57	54	169	69	186	561	504	252
				0.04%	0.09%	0.08%	0.26%	0.10%	0.28%	0.85%	0.77%	0.38%
Outside Metro Area	29,148	28,567		23	101	78	177	76	125	580	479	240
				0.08%	0.35%	0.27%	0.61%	0.26%	0.43%	1.99%	1.64%	0.82%

Source: American Housing Survey, Components of Inventory Change 2011-2013; Prepared by Ecometrica, Inc. for U.S. Department of Housing & Urban Development Office of Policy Development & Research; April 2016

2. Demand Analysis

In Table 48, we apply the discussion of sources of demand for new rental units to the Grinnell Market Area. The steps in our Derivation of Rental Demand analysis are as follows:

- An estimate of demand for the subject's proposed new units is calculated based in part on census projections of household growth in the Grinnell Market Area. RPRG estimates that there will be 3,528 households in the Grinnell Market Area as of 2017, a number that is projected to fall to 3,485 households by 2022. Based on this estimate and projection, RPRG calculates that the Grinnell Market Area will include 3,528 households in January 2017 and 3,503 households as of January 2020; thus, the Grinnell Market Area would lose 26 households during the three-year study period.
- The second broad source of demand in our analysis is the need for housing stock upgrade. Based on national statistical observations from 2011-2013 Components of Inventory Change (CINCH) data, the average loss of occupied housing units due to all factors except the moving of mobile homes was determined to be 0.27 percent annually; however, given the old vintage of the Grinnell Market Area's housing stock we have elected to use the removal rate of 0.82 percent for locations Outside Metro Areas. Applying the removal rate to the dwelling unit base over the three years in question, we estimate that a total of 96 units are likely to be lost.

- Adding units removed from the market to net the household loss, the net demand for new housing units between January 2017 and January 2020 is expected to total 70 units.

Table 48 Derivation of Demand

Demand			
Projected Change in Household Base			Units
January 2017 Households			3,528
January 2020 Households			3,503
Net Change in Households			-26
	Housing	Removal	Units
Add: Units Removed from Housing Stock	Stock	Rate	Removed
2017 Housing Stock	3,906	0.82%	32
2018 Housing Stock	3,908	0.82%	32
2019 Housing Stock	3,909	0.82%	32
Total Units Removed from Housing Stock			96
New Housing Demand			70
Average Percent Renter Households over Analysis Period			68.3%
New Rental Housing Demand			48
Add: Multifamily Competitive Vacancy	Inventory	Vacant	
Stabilized Multifamily Communities	207	10	
Deep-Subsidy Multifamily Communities	36	3	
Scattered Site Rentals	52	0	
Subtotal Stabilized Communities	295	13	
Communities Under Lease Up	77	0	9
Total Competitive Inventory	372	22	
Market Vacancy at 5%			19
Less: Current Vacant Units			-22
Vacant Units Required to Reach 5% Market Vacancy			-3
Total Demand for New Rental Units			45
Planned Additions to the Supply			
		Total Units	95% Occupancy
Total New Rental Supply		0	0
Excess Demand for Rental Housing			45

Source: RPRG, Inc.

- Between the 2000 and 2010 Census counts, the Grinnell Market Area gained 39 renter households and lost one owner household. Renters contributed 100 percent of the Grinnell Market Area's net household growth. Esri also estimates this trend continued through 2017 with the Grinnell Market Area gaining renter households and losing owner households. While Esri projects the market area's renter percentage will remain stable over the next five years, we have averaged the 100 percent rental rate from 2000 to 2017 with the overall renter percentage projected in the market area as of 2022 (36.5 percent) to adequately reflect recent trends toward rental housing. The result is an estimated renter percentage of 68.3 percent for the demand analysis period from 2017 to 2020. Applying this tenure proportion, the gross demand for rental housing over the three-year period is estimated at 48 units.
- The current competitive supply of stabilized rental units in the Grinnell Market Area includes a total of 295 units of which 13 or 4.4 percent were vacant. Spaulding Lofts, which is currently in lease-up, also must be added to the total housing stock in the market. As result, the total competitive inventory will include 372 units and 22 vacancies.
- Typically, it is assumed that a 5.0 percent vacancy rate is required to keep a rental market relatively fluid. There must be some number of quality units vacant and available at any given time so that households seeking rental units can be accommodated and can have some choice among units. Given the market of 372 units, 19 vacancies would result in a 5.0 percent vacancy rate. Subtracting the 22 existing vacant units from this number reveals the market would need to absorb three additional rental units to reach 5.0 percent vacancy.
- After subtracting these three units from the net demand for rental units, demand will total 45 additional rental units in the Grinnell Market Area considering household growth trends, necessary unit replacement, and the preferred structural vacancy rate.
- Total rental demand must be balanced against new rental stock likely to be added between January 2017 and January 2020. Given no rental pipeline communities were identified, we arrive at a net demand for 45 rental units.

3. Conclusions on Demand

Based on the analysis above, a net demand for 45 rental units will exist in the Grinnell Market Area through January 2020. All of this demand will be driven by the natural removal of existing housing units, which is reasonable given the significantly older age and poor condition of the Grinnell Market Area's rental stock.

C. Derivation of Independent Senior Rental Demand

1. Senior Demand Methodology

This section examines potential demand for rental senior housing in the Grinnell Market Area over a three-year period. Similar to a derivation of demand for general occupancy rental housing, this methodology examines need for rental housing product such as a senior market rate rental community or elderly tax credit community. It does not address demand for retirement housing products that serve frail elderly, including service-enriched independent living, assisted living, continuing care retirement facilities and the like. (In fact, "unhealthy" seniors are factored out of the demand.) Also, as is the case in the general occupancy rental demand, the senior rental demand methodology is not income specific; the impact of pricing and qualified target market is examined within our affordability and penetration analyses.

Demand for new senior rental housing in the market is based on two components: growth in older adult households and removal of housing stock occupied by older adults. Demand from these two components is then adjusted for vacancies at existing senior housing properties in the market. Again, this considers only rental products that address healthy and independent older adults. Older adult households that require assistance with activities of daily living (ADLs) and/or instrumental activities of daily living (IADLs) are then factored out of the demand pool. The overall demand over the three-year period is then reconciled against new/planned product serving this market that is projected to come on line over the next three years. The result is a net demand for “independent” senior rental housing in the market.

We note that the underlying dynamics of the supply and demand equation for seniors housing are not the same as for general occupancy rental housing. Whereas the concept in the general occupancy market is that the projected new growth and demand is indicative of true “need” to build additional housing and units to address this demand, this is not necessarily the case with seniors housing. Many older adult households already have a place of residence in the market (as opposed to new households created that need housing) and/or have multiple housing options, which include for-sale arrangements. Furthermore, not all older adult households will elect to relocate into an age-qualified community; in fact, the majority will not. Therefore, there is still an element of choice and a discretionary decision factor to move into such a community that cannot be accounted for in this analysis. Consequently, in our experience it is common via this methodology for a market to exhibit a significant surplus of demand for senior rental housing. For the reasons previously enumerated, this should not be interpreted to mean that this surplus demand for new units can or need to be built in order to meet demand.

2. Senior Demand Analysis

The steps in the derivation of demand for senior rental housing are detailed below (Table 49):

- Per the household trend information discussed previously, Esri estimates that 1,370 households with householder age 62 or older reside in the Grinnell Market Area as of 2017. By 2022, Esri projects households with householder age 62 or older will increase to 1,389. Based on this estimate and projection, RPRG derived the number of households in the market area as of 2017 and 2020 via interpolation. RPRG then computed an estimate of demand for seniors’ rental housing in the Grinnell Market Area.
- RPRG projects that the number of senior households in the Grinnell Market Area will increase from 1,370 householders in 2017 to 1,380 householders by 2020. Thus the market area will gain 10 senior households (62+) during this three-year period.
- A number of factors contribute to the removal of housing units. Disasters, such as fires and tornadoes, occur somewhat randomly. However, the decision whether to repair or demolish a unit is based on the economic value of the property. Thus, a unit being permanently lost in a disaster should be correlated with factors such as its age, structure type, and physical condition. Demolitions can also be instigated through the loss of economic value or in response to a situation where vacant land has become more valuable than the land plus its existing structure.
- Based on American Housing Survey data, researchers have analyzed Components of Inventory Change (CINCH). CINCH data indicated that renter-occupied or vacant units were far more likely to be demolished than owner-occupied units (Table 47). Based on two recent years of statistical observations (2011-2013), the average loss was computed at 0.27 percent of the total occupied housing stock per year; however, as with total rental demand we have elected to use the higher 0.82 percent demolition rate for Outside Metro Areas given the significant age of the Grinnell Market Area’s existing rental stock.
- We determined the size of the elderly-occupied housing stock in 2017, 2018, and 2019 via interpolation of housing stock estimates for 2017 and 2020. Applying the removal rate of 0.82 percent over the three years in question (Table 47), RPRG estimates that 36 housing

units occupied by senior householders (62+) are likely to be lost. Combining this figure with household changes, there will be a total demand for 47 new senior housing units in the market between January 2017 and January 2020.

- Based on Esri projections, we estimate and apply a renter percentage for households age 62+ and older of 25.8 percent for 2017, with a resulting estimated demand for 12 units of senior rental housing in the market area over the next three years.
- Typically, it is assumed that a 5.0 percent vacancy rate is required to keep a rental market relatively fluid as there must be some number of quality units vacant and available at any given time so that households seeking rental units can be accommodated and can have some choice among units. Given the market of 152 senior-oriented units, eight vacancies would be required to arrive at a 5.0 percent vacancy rate. Subtracting the two senior units that are vacant, the market could absorb an additional six rental units and still have a 5.0 percent vacancy rate.
- Adding these six units to the demand for senior rental units in the Grinnell Market Area, there will be a total demand for 18 additional senior rental units in the Grinnell Market Area considering household growth trends, necessary unit replacement, and the preferred structural vacancy rate.
- To ensure that only “independent” households are considered in demand, we screen out for households that would be dealing with frailty issues. Based upon the National Health Interview Survey data from 2003 - 2007², an estimated 4.2 percent of individuals between the ages of 55 and 64 are limited in terms of IADLs (Instrumental Activities of Daily Living) IADL’s include everyday household chores such as grocery shopping. Additionally, 6.2 percent of individuals 65 to 74 are limited in terms of IADLs, 13.8 percent of individuals 75 to 84 are limited in terms of IADLs, and 35.3 percent of individuals 85 and older are limited in terms of IADLs. Applying these percentages to the 2017 age distribution of the Grinnell Market Area, we estimate independent living rental units would not be suitable for 14.0 percent of the age 62+ households in the market area. Thus we apply to the Senior Rental Demand screen of 86.0 percent to factor out for frailty and the population that would be seeking housing that addresses these frailty issues. This yields a total “independent” Senior Rental Demand of 15 units.

3. Conclusions on Senior Demand

The independent senior rental market for households with householder age 62 or older is in relative balance with an excess demand for 15 senior rental units. It is important to note this senior demand methodology does not factor in senior homeowner conversion, which is often an additional source of independent senior rental demand in established markets with a large senior household base that is aging in place.

² Centers for Disease Control and Prevention, Limitations in Activities of Daily Living and Instrumental Activities of Daily Living, 2003-2007.

Table 49 Derivation of Senior Demand

Senior Rental Demand					
I. 62+ Household Growth					Units
2017 Households					1,370
2020 Households					1,380
Net Change in Households					10
II. Add: Elderly Units Removed from Market		62+ Hsg Stock	Annual Removal Rate	Annual Units Removed	Analysis Period (Years)
Assumed Housing Stock (2018)		1,482	0.820%	12	3
Net New Demand for Elderly Units					47
Percent 62+ Renter Households in 2019					25.8%
Net New Demand for Elderly Renter Units					12
III. Add: Senior Apartment Vacancy		Inventory		Vacant	
Stabilized Senior Rental Communities (Market and LIHTC)		0		0	
Stabilized Elderly LIHTC Communities (Market and LIHTC)		0		0	
Stabilized Elderly Deep Subsidy Communities		152		2	
Subtotal Stabilized Communities		152		2	
Market Vacancy at 5%				8	
Less: Current Vacant Units				-2	
Vacant units required to reach 5% Market Vacancy					6
Total Senior Rental Demand					18
Adjustment for Frailty (62+ No Limitation with IADL or ADL)				86.0%	
Total "Independent" Senior Rental Demand					15
Planned Competitive Additions to the Supply					
					Total Units 95% Occupancy
Total New "Independent" Senior Rental Supply					0
					0
Excess Demand for "Independent" Senior Rental Housing					15

Source: Real Property Research Group, Inc.

Source: Real Property Research Group, Inc.

D. In-Commuting Housing Demand

1. Demand Methodology

In this section, RPRG presents a Derivation of Demand calculation intended to quantify the potential housing demand from the Grinnell Market Area's commuting workers over a projected three-year period. The three-year period in question for this analysis is from January 2017 through January 2020. We restrict the analysis to a three-year period in part to avoid artificially inflating demand by incorporating demand that would not be created until well after new housing was introduced to the market and in part due to the difficulty in accurately predicting the likely supply of housing units beyond the three-year period. For the purposes of the in-commuter demand component, we utilized LED on the Map Data from 2014, U.S. Census Bureau figures, 2011-2015 ACS estimates, and Esri estimates and projections.

2. Demand Analysis

In Table 50, we use a scenario based approach to calculate the potential housing demand from Grinnell Market Area in-commuting households over a three-year period (2017 to 2020). This demand methodology assumes suitable housing options are constructed within the market area that would attract between two percent and ten percent of in-commuting workers (as of 2014 estimates) during this time frame. The steps for deriving this demand are as follows:

- As of 2014, U.S. Census on the Map data estimates 3,875 people work in Grinnell but live elsewhere. Assuming in-commuters living in rural areas of the region and/or more than 50 miles away from Grinnell do so for other reasons than a lack of housing, we apply the percentage of in-commuting workers traveling from within the region but not from rural areas (25.3 percent) to total in-commuting workers. The result is 981 in-commuting workers that are likely to consider relocation to Grinnell.
- Under the scenario new housing options would attract two percent of the 981 in-commuting workers that would consider relocating, 20 workers would relocate to Grinnell. Dividing the total workers by the average number of workers per household, total in-commuter demand would be 17 new households.
- To estimate the tenure distribution of this in-commuter demand, we apply the estimated renter percentage of households in the Grinnell Market Area for 2017 to 2020 (68.3 percent), derived from the total rental demand section previously. The result is demand for 12 rental units and five for sale units from in-commuter relocation.

Table 50 Derivation of Demand

Additional Three-Year Housing Demand Scenarios, Grinnell Market Area					
In-Commuter Demand					
Market Area In-Commuting Workers (2014)		3,875	3,875	3,875	3,875
In-Commuters living in the Region but not in rural areas	*	25.3%	25.3%	25.3%	25.3%
In-Commuters likely to consider Relocatoin	=	981	981	981	981
In-Commuter Relocatoin Capture Percentage, 2017 -2020	*	2%	4%	6%	8%
Total in-Commuters to Relocate	=	20	39	59	78
Avg. Workers per HH in Iowa (2010)	/	1.16	1.16	1.16	1.16
Total In-Commuter Demand	=	17	34	51	85
Distribution of In-Commuter Demand by Tenure					
Total In-Commuter Demand		17	34	51	85
Estimated Market Area Renter Percentage, 2017-2020	*	68.3%	68.3%	68.3%	68.3%
Total In-Commuter Rental Demand	=	12	23	35	58
Total In-Commuter Owner Demand	=	5	11	16	27

Source: U.S. Census Bureau, LED On the Map Data, 2011-2015 ACS Estimates, Esri

3. Conclusions on In-Commuting Housing Demand

Using in-commuter capture percentages ranging from two to ten percent, potential housing demand exists for 12 to 58 rental units (in addition those projected from household growth, unit replacement, and the structural vacancy rate) and five to 27 for sale units. While the exact percentage of in-commuter households that would relocate to the Grinnell Market Area if suitable housing was available is difficult to quantify, this range of demand from in-commuting households provides a frame of reference for the development of new housing communities.

E. Product Recommendations

Based on net demand estimates, the Grinnell Market Area is projected to have a modest demand for general rental housing (45 units) and senior rental housing (15 units) over the next three years. This rental demand will largely be driven by housing unit replacement, which is reasonable given the significantly older age of the market area's housing stock. Given the Grinnell Market Area's steady economic growth and stable employment base, in-commuting workers are also likely to have some impact on housing demand both in the rental and for-sale markets. Taking these factors into consideration along with the demographics of the market area and recent housing development, we offer the following general product recommendations and pricing for rental and for-sale housing opportunities in the Grinnell Market Area:

1. Rental Housing

The success of Spaulding Lofts ongoing initial lease-up demonstrates the pent up demand for quality rental units in the market area, both among lower and moderate income households. The addition of Spaulding Lofts' 77 units, which primarily target renters earning at or below 60 percent of the Area Median Income, helped address the market area's need for more modernized affordable housing. It is also noteworthy that the 20 market rate units at Spaulding Lofts were able to achieve rents \$300 to \$400 above the top of the rental market, illustrating the ability and willingness of moderate income households to spend more for quality housing units. This underscores the need for additional market rate rental units in the market area, as most moderate income households in the Grinnell Market Area (earning \$35,000 to \$74,999) would not be income qualified for 60 percent LIHTC units based on 2016 HUD income limits for Poweshiek County.

Product Recommendations:

Over the next three years, we recommend focusing on market rate rental housing to address projected rental demand in the market area. This will help address the needs of nearly 40 percent of renter households in the Grinnell Market Area who earn from \$35,000 to \$74,999 per year and are among the most underserved by the existing rental stock. Based on a projected rental demand for at least 45 units and as high as 103 units (depending on in-commuter housing demand), we recommend a 40 to 65-unit market rate rental community that offers (depending on the building type) one, two, and three bedroom floor plans. The unit distribution of this community should be more heavily weighted toward smaller units given the high percentage of small renter households in the market area.

Ideal building types for a market rate rental community in the Grinnell Market Area include:

- **Single-Family Detached Homes** - While single-family detached rental homes would be well received within the community, the increased development costs and land requirements generally associated with this product type make large developments of single-family rentals less common. If such a community were developed, we would recommend building

- two and three bedroom homes offering roughly 1,100 to 1,300 square feet and 1,300 to 1,500 square feet, respectively. At a minimum, the homes should include an attached garage or carport, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), and washer/dryer connections. Given the attractiveness of this product type, no community amenities would be necessary; however, the inclusion of a playground or recreational space would enhance the overall appeal of the community. The target market of this product type would primarily be couples and small to large families.
- **Townhomes/Attached Homes** - Townhome units or attached homes (duplexes, tri-plexes, etc.) would be an ideal product type for market rate rental housing in Grinnell. They would fit well with the existing housing stock and overall character of development within the city, while providing a denser housing type often necessary for rental development. We would recommend a community comprised of two and three bedroom floor plans for duplex buildings or one, two, and three bedroom units for multi-unit attached buildings. Each unit should offer roughly 750 to 1,250 square feet, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), and washer/dryer connections. As with single-family homes, community amenities would not be required but would enhance the overall appeal of the property. The target market of this product type would include couples, roommates, and small to large families.
 - **Garden-Style Buildings** – A two-story garden-style community would also be suitable for new market rate rental housing in Grinnell and would offer more flexibility to include smaller unit types. We recommend a garden-style community include a mix of one, two, and three bedroom units, offering roughly 750 to 1250 square feet, with all standard unit appliances mentioned with the other product types as well as moderate community amenities (a community room, business/computer center, fitness center, and playground). This type of housing community would be consistent with the existing garden-style communities in Grinnell while offering a new modernized alternative with greater unit features and community amenities. The target market of this product type would include single persons, couples, roommates, and small to large families.
 - **Downtown Loft Apartments** – Additional loft apartments in downtown would also be suitable for new market rate rental units in the city and would be ideal for small households, most of which are likely to be single persons; however, given the older age of the existing buildings, limited available space, and lack of housing infrastructure (primarily parking), we recommend limiting any new loft apartments to ten units or less. The target market of this product type would primarily be single persons and some couples or possible roommates.

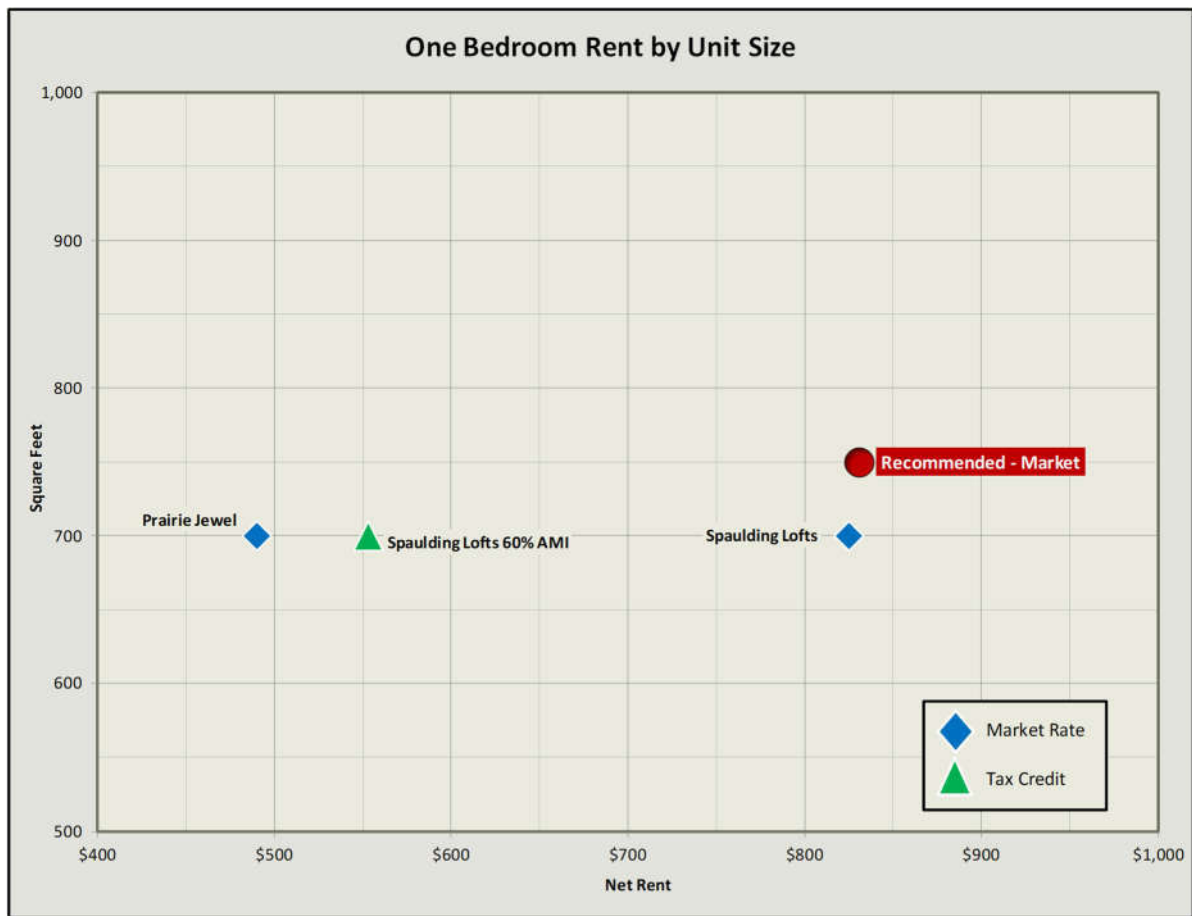
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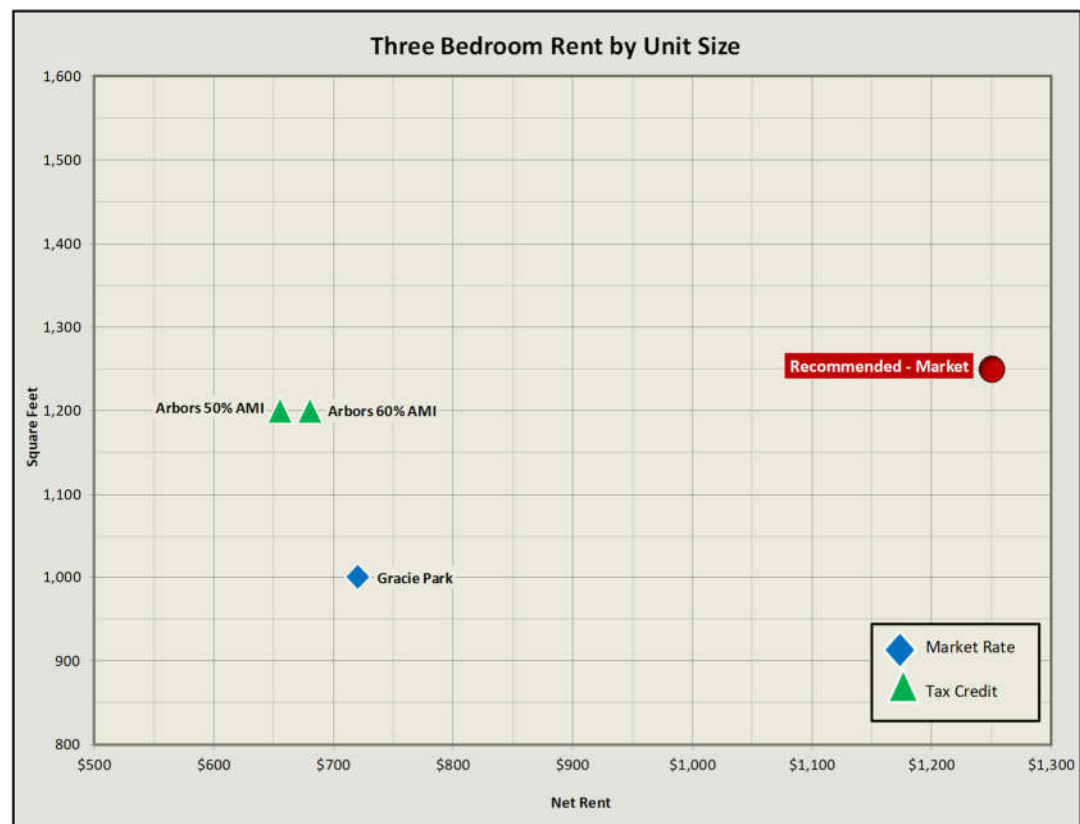
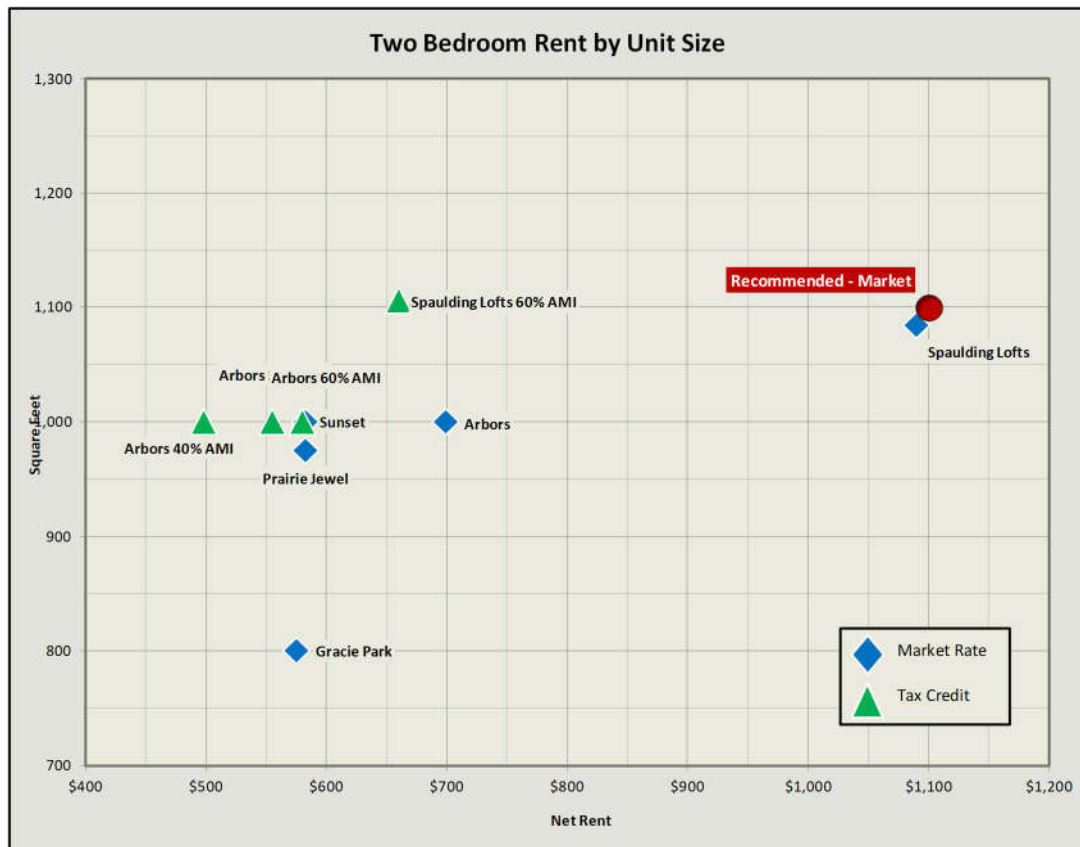
Assuming an appropriate product based on the recommendations above, RPRG judges a new market rental community in Grinnell can be priced at the top of the rental market comparable to the market rate units at Spaulding Lofts. Regardless of product type and location, a newly constructed rental community will be attractive to prospective renters in and around the Grinnell Market Area and will be among the most attractive in the market upon construction. Among the product types recommended, single-family detached homes would have the highest achievable rents followed by townhomes/attached homes. The rent premium for single-family detached homes and townhomes/attached homes is based on the increased levels of privacy, larger unit sizes, and access to a yard. In most markets, single-family detached homes can generally achieve rents 10 to 15 percent higher than traditional multi-family apartments all else being equal. RPRG's recommended rents for each product type assume that residents are responsible for all utilities except the cost of trash removal (Table 51).

Table 51 RPRG Recommended Market Rate Community, Grinnell Market Area

Unit Type	Building Type	Units	Bed	Bath	Avg. Square Feet	Net Rent	Rent/Sq Ft
Market	Duplex / Attached Home	20	1	1	750	\$830	\$1.11
Market	Duplex / Attached Home	28	2	2	1,100	\$1,100	\$1.00
Market	Duplex / Attached Home	12	3	2	1,250	\$1,250	\$1.00
Total/Avg.		60			1,157	\$817	\$0.71

Rents include: trash removal

Table 52 Price Position, Recommended Rents



2. For-Sale Housing

Most of the existing owner-occupied housing stock in the Grinnell Market Area is of an older vintage, as nearly two-thirds (63.5 percent) of owner occupied housing units were built prior to 1970 and 84.5 percent were built prior to 1990. The quality of these units varies significantly, though many are in what would be considered below average condition. Over the past five years, the Grinnell Market Area experienced modest for-sale housing growth with 28 single-family homes permitted; however, many of the newer homes in the market area are priced in the high \$200,000s or above \$300,000, making them less affordable for most moderate income households. Based on recent sales data, there is a backlog of higher priced homes in the market area with homes priced above \$300,000 sitting on the market for an average of 144 to 208 days. Based on the demographics of the Grinnell Market Area and recent sales trends, we recommend building single-family detached homes in the \$200,000 to \$275,000 price range to satisfy for-sale housing demand over the next three years.

Product Recommendations:

- **Single-Family Detached Homes** – Single-family detached homes are the most common owner occupied housing units in the Grinnell Market Area and would be the most desirable product type for new for-sale housing units. We would recommend building three bedroom homes offering roughly 1,800 to 2,200 of finished square feet. The homes should include attractive exterior features (brick/stone accents), attached garages, standard kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), washer/dryer connections, a patio/deck, and an unfinished basement. The target market of this product type would primarily be couples and small to large families.
- **Townhomes/Attached Homes** - Townhome units or attached homes (duplexes, tri-plexes, etc.) are best suited for moderate income households, offering a semi-detached product with a partial yard and more privacy but a smaller more affordable housing unit overall. Attached homes and townhomes could target middle income price points and offer an alternative to more expensive single-family detached homes. These unit types also require less land for development and can work as both a separate community or as an infill development, if necessary. We would recommend two-story units for townhomes and one-story units for attached homes with attractive exterior features (brick/stone accents), attached garages, standard in-unit kitchen appliances (refrigerator, range/oven, dishwasher, and, garbage disposal), washer/dryer connections, and patios. Units should include both two and three bedroom floor plans with approximate sizes ranging from 1,600 to 1,800 square feet, respectively. The target market of this product type would include couples, roommates, and small to large families.

Pricing:

Assuming an appropriate product based on the recommendations above, RPRG's recommended prices for each product type are as follows:

Table 53 RPRG Recommended For-Sale Pricing, Grinnell Market Area

Grinnell Market Area For-Sale Units - Recommended Pricing					
Product Type	Bed	Bath	Square Feet	Sales Price	Sales Price/Sq. Ft.
Attached Home / Townhome	2	2	1,600	\$200,000	\$125.00
Attached Home / Townhome	3	2.5	1,800	\$215,000	\$119.44
Single-Family Detached Home	3	2.5	2,000	\$235,000	\$117.50
Single-Family Detached Home	3	2.5	2,200	\$250,000	\$113.64
Average			1,900	\$225,000	\$118.42

The pricing and unit sizes of each product type are based on recent sales data (2016) at each price point, with a comparable average sales price of \$118.42 per square foot. These newly constructed for-sale units will be competitive in the market place and attractive to prospective moderate and upper income owner households living in and around the Grinnell Market Area.

3. Senior Housing

The Grinnell Market Area contains an established older adult and senior household base that is likely to age in place over the next five to ten years. While the market area's largest percentage of senior householders (age 75 and older) are expected to gradually decline through 2022, steady increases in the second largest senior cohort (age 65-74) are expected to compensate for these losses over the next five years. This aging in place will continue to drive demand for the two CCRC's in the market area, which are ideally suited to meet the needs of these established seniors. Given the entrance / purchase requirements of the CCRCs's, these unit types will be filled by moderate to high income seniors many of whom are likely to convert from homeownership. The Grinnell Market Area also contains seven deeply subsidized senior / disabled rental communities, who serve the lowest income seniors in the market area. Notably absent are senior housing communities targeting low to moderate income seniors (earning \$15,000 to \$34,999) who comprise roughly one-third of all senior renter households. Taking this into consideration, we believe a small senior LIHTC community (30 to 40 units) would be well received in the market area and would provide an age and income restricted rental alternative for low to moderate income seniors living in scattered site or general occupancy rental housing. If a senior LIHTC community were to be pursued, we would recommend it include units restricted to 40 percent, 50 percent, and 60 percent Area Median Income levels in order to adequately address the \$15,000 to \$34,999 senior income cohort.

F. Affordability Analysis

1. Methodology

To understand the depth of the market for rental and for-sale units at their proposed price positions, RPRG has conducted a series of affordability analyses reflecting the potential demand from the Grinnell Market Area. For rental housing, the affordability analysis reflects the number of income qualified households and income qualified renter households who could afford to rent a unit at the market rate rental community recommended.

The first component of the affordability analyses involves looking at total income and renter income among Grinnell Market Area households for the target year. We anticipate that the earliest potential rental or for-sale units could be placed in service is in 2019.

Using 2019 as our target year for this analysis, RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter

household incomes by income cohort from the 2011-2015 American Community Survey with estimates and projected income growth since the Census (Table 54).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For the rental analysis, RPRG employs a 35 percent gross rent burden; however, the for-sale affordability analysis uses a 28 percent rent burden to account for tighter lending restrictions and homeowners' unwillingness to take on a higher percentage of debt relative to their income.

For the purposes of the rental analysis, we have artificially capped market rate units at 150% of the AMI. LIHTC units are limited to 40 percent, 50 percent, and 60 percent of the AMI for the recommended senior community. Utility allowances are estimated at \$100 for one bedroom units, \$115 for two bedroom units, and \$125 for three bedroom units.

Table 54 2019 Income Distribution, Grinnell Market Area

Grinnell Market Area		Total Households		Renter Households	
2019 Income		#	%	#	%
less than	\$15,000	189	13.8%	81	22.9%
	\$15,000 \$24,999	171	12.4%	73	20.6%
	\$25,000 \$34,999	149	10.8%	47	13.3%
	\$35,000 \$49,999	172	12.5%	51	14.4%
	\$50,000 \$74,999	287	20.9%	74	20.9%
	\$75,000 \$99,999	155	11.2%	19	5.4%
	\$100,000 \$149,999	180	13.0%	8	2.3%
	\$150,000 Over	74	5.4%	1	0.3%
Total		1,377	100%	355	100%
Median Income		\$50,634		\$29,943	

Source: American Community Survey 2011-2015 Projections, RPRG, Inc.

2. Rental Affordability Analysis

The affordability analysis is based on the recommended rents for a market rate rental community in the Grinnell Market Area. The steps in the affordability analysis (Table 55) are as follows:

- Looking at one bedroom units, the overall average shelter cost for would be \$930 (\$830 shelter rent plus an \$100 allowance to cover all utilities other than trash removal).
- By applying a 35 percent rent burden to this gross rent, we determined that a one-bedroom unit would be affordable to households earning at least \$31,886 per year. The projected number of Grinnell Market Area households earning at least this amount in 2019 is 2,501.
- Assuming an average household size of 1.5 persons per bedroom, the maximum income limit for a one bedroom unit at our artificial cap of 150 percent of AMI would be \$77,250. According to the interpolated income distribution for 2019, 1,216 households will reside in the Grinnell Market Area with incomes exceeding this artificial income limit.

- Subtracting the 1,216 households with incomes above the maximum income limit from the 2,501 households that could afford to rent this unit, RPRG computes that an estimated 1,285 households in the Grinnell Market Area are in the band of affordability for the recommended market rate community. The 24 one bedroom units would need to capture 1.9 percent of these income-qualified households to absorb all 24 units.
- RPRG next tested the range of qualified households that are renters and determined that 655 renter households have incomes above the \$31,886 income threshold. Of these, 122 have incomes above our maximum income of \$77,250. The net result is 533 renter households within our income band. To absorb 24 one bedroom units, the subject would need to capture 4.5 percent of income-qualified renter households.
- Using the same methodology, the renter capture rates for two and three bedroom units were 5.2 percent and 2.7 percent, respectively.
- Overall, all 60 market rate units have a capture rate of 9.7 percent.

Table 55 Market Rate Income Qualified Households (150 Percent AMI), Grinnell Market Area

150% Units	One Bedroom Units		Two Bedroom Units		Three Bedroom Units	
Number of Units	24		24		12	
Net Rent	\$830		\$1,100		\$1,200	
Gross Rent	\$930		\$1,215		\$1,325	
% Income for Shelter	35%		35%		35%	
Income Range (Min, Max)	\$31,886 \$77,250		\$41,657 \$92,700		\$45,429 \$107,025	
Total Households						
Range of Qualified Hhlds	2,501	1,216	2,229	932	2,131	725
# Qualified Households	1,285		1,297		1,405	
Total HH Capture Rate	1.9%		1.9%		0.9%	
Renter Households						
Range of Qualified Hhlds	655	122	528	68	483	37
# Qualified Households	533		461		446	
Renter HH Capture Rate	4.5%		5.2%		2.7%	

Income Target	# Units	All Households = 3,511					Renter Households = 1,282			
		Band of Qualified HHlds			# Qualified HHs	Capture Rate	Band of Qualified HHlds		# Qualified HHs	Capture Rate
150% Units	60	Income Households	\$31,886 2,501	\$107,025 725	1,776	3.4%	\$31,886 655	\$107,025 37	618	9.7%
Total Units	60	Income Households	\$31,886 2,501	\$107,025 725	1,776	3.4%	\$31,886 655	\$107,025 37	618	9.7%

Source: Income Projections, RPRG, Inc.

3. For-Sale Affordability Analysis

For the purposes of this analysis we assumed a five percent down payment, a 30-year fixed loan term, a 5.0 percent interest rate, the current Grinnell property tax rate of 1.35, a \$400 per year homeowner's association fee, and an underwriting criteria of 28 percent (percentage of total housing cost to annual income). Based on the recommended pricing, a significant number of income-qualified owner households are projected to reside in the Grinnell Market Area in 2019 (Table 56). The number of income qualified owner households ranges from 1,790 households for the most affordable floor plan to 1,462 owner households for the most expensive floor plan.

Table 56 Income Qualified Owner Households, Grinnell Market Area

Product Base Price	Attached Home	Attached Home	Single-Family Home	Single-Family Home
Sales Price	\$200,000	\$215,000	\$235,000	\$250,000
% Down Payment	5%	5%	5%	5%
\$ Down Payment	\$10,000	\$10,750	\$11,750	\$12,500
Term	30	30	30	30
Interest Rate	5.00%	5.00%	5.00%	5.00%
Local Property Tax Rate	1.35	1.35	1.35	1.35
HOA Fee	400	400	400	400
Payment	\$1,672	\$1,767	\$1,894	\$1,990
Income Range	\$57,313	\$60,583	\$64,943	\$68,213
# Qualified Hslds	1,790	1,692	1,560	1,462

Source: 2010 U.S. Census, Esri, Estimates, RPRG, Inc.

4. Conclusions on Affordability

Affordability estimates and capture rates for both rental and for-sale housing are reasonable and would be achievable in the market. The estimates shown for the Grinnell Market Area are also conservative, as they do not include portions of the surrounding counties from which the recommended housing communities would likely draw some tenants / owners. Overall, sufficient income qualified households exist to support the recommended housing types in the market area as of 2019.

G. Impact on Existing Market

Given the projected rental demand in the Grinnell Market Area and the potential housing demand from in-commuting workers, we do not believe the addition of 60 market rate units or 40 senior LIHTC units will have a negative long-term impact on existing communities in the Grinnell Market Area. While it is possible some existing communities could experience short-term increases in vacancy as the new rental units are absorbed into the market, this is typical of most markets and will not have any adverse lasting effects.

H. Final Conclusion / Recommendation

Grinnell is home to a diverse group of major employers, making it a regional economic hub for workers living throughout the surrounding counties, nearby cities, and major metropolitan areas of Des Moines, West Des Moines, and Iowa City. Despite its economic stability, Grinnell experienced modest population and household loss over the last seven years as roughly two-thirds of its workforce chooses to commute rather than live in the city. This decision is due in part to Grinnell's limited housing stock, most of which is at least 40 years old and not attractive to or suitable for its skilled labor force. As land availability is also limited, particularly in the more affluent northern half of the city, higher development costs have raised prices for the newest and most attractive for-sale housing options, largely excluding moderate income households in the process. As these households have the means to obtain suitable housing at more affordable prices in Grinnell's immediately surrounding area, they have a greater deal of flexibility on where they choose to live and work.



Since the previous Housing Market Assessment was conducted in November of 2012, Grinnell has made progress on several housing fronts including the addition of 28 new single-family detached homes, the construction of a 77-unit LIHTC community, and the expansion of the Mayflower CCRC (26 units). All of these development projects helped to improve the quality of the Grinnell Market Area's housing stock and address underserved portions of the household base. Looking forward over the next three to five years, we recommend pursuing additional market rate rental housing targeting moderate income households (\$35,000 to \$74,999), for-sale housing targeting moderate income owner households (\$50,000 to \$99,999), and a senior LIHTC community to address the lack of senior housing options for low to moderate income seniors (\$15,000 to \$34,999). Based on all the factors discussed above, we believe a variety of opportunities exist for housing development in Grinnell and would be well received in the community.

A handwritten signature in black ink, appearing to read 'Michael Riley', written over a horizontal line.

Michael Riley
Analyst

A handwritten signature in black ink, appearing to read 'Tad Scepianiak', written over a horizontal line.

Tad Scepianiak
Principal



APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



APPENDIX 2 ANALYST CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- I have made a personal inspection of the area that is the subject of this report.

A handwritten signature in black ink, appearing to read 'Michael Riley', is positioned above the printed name.

Michael Riley
Senior Analyst
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.

APPENDIX 3 NCAHMA CERTIFICATION

This market study has been prepared by Real Property Research Group, Inc., a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the Standard Definitions of Key Terms Used in Market Studies for Housing Projects and Model Content Standards for the Content of Market Studies for Housing Projects. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

Real Property Research Group, Inc.



Tad Scepiani
Name

Principal
Title

March 13, 2017
Date

APPENDIX 4 ANALYST RESUMES

ROBERT M. LEFENFELD

Mr. Lefenfeld is the Managing Principal of the firm with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in February, 2001, Bob served as an officer of research subsidiaries of the accounting firm of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting market studies throughout the United States on rental and for sale projects. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob oversees the execution and completion of all of the firm's research assignments, ranging from a strategic assessment of new development and building opportunities throughout a region to the development and refinement of a particular product on a specific site. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders, the National Council on Seniors' Housing and various local homebuilder associations. Bob serves as a visiting professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He has served as National Chair of the National Council of Affordable Housing Market Analysts (NCAHMA) and is currently a board member of the Baltimore chapter of Lambda Alpha Land Economics Society.

Areas of Concentration:

Strategic Assessments: Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.

Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects of these analyses have included for-sale single family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations, and continuing care facilities for the elderly. In addition, he has conducted feasibility work in conjunction with Hope VI applications for redevelopment of public housing sites and analyses of rental developments for 221(d)4 insurance and tax credit applications.

Information Products: Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for-sale housing, pipeline information, and rental communities. Information compiled is committed to a Geographic Information System (GIS), allowing the comprehensive integration of data.

Education:

Masters of Urban and Regional Planning; The George Washington University.
Bachelor of Arts, Political Science; Northeastern University.

TAD SCEPANIAK

Tad Scepaniak directs the Atlanta office of Real Property Research Group and leads the firm's affordable housing practice. Tad directs the firm's efforts in the southeast and south central United States and has worked extensively in North Carolina, South Carolina, Georgia, Florida, Tennessee, Iowa, and Michigan. He specializes in the preparation of market feasibility studies for rental housing communities, including market-rate apartments developed under the HUD 221(d)(4) program and affordable housing built under the Low-Income Housing Tax Credit program. Along with work for developer clients, Tad is the key contact for research contracts with the North Carolina, South Carolina, Georgia, Michigan, and Iowa Housing Finance agencies. Tad is also responsible for development and implementation of many of the firm's automated systems.

Tad is Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as the Vice-Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.

Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.

Market Rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia.

MICHAEL RILEY

Michael Riley entered the field of Real Estate Market Research in 2006, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Michael's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Since 2007, Michael has served as an Analyst for RPRG, conducting a variety of market analyses for affordable and market rate rental housing communities throughout the United States. In total, Michael has conducted work in eleven states and the District of Columbia with particular concentrations in the Southeast and Midwest regions.

**Areas of Concentration:**

- Low Income Housing Tax Credit Rental Housing – Michael has worked extensively with the Low Income Housing Tax Credit program, evaluating general occupancy, senior oriented, and special needs developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a wide range of project types, including newly constructed communities, adaptive reuses, and rehabilitations. Michael also has extensive experience analyzing multiple subsidy projects, such as those that contain rental assistance through the HUD Section 8/202 and USDA Section 515 programs.
- Market Rate Rental Housing – Michael has analyzed various projects for lenders and developers of market rate rental housing including those compliant with HUD MAP guidelines under the FHA 221(d)(4) program. The market rate studies produced are often used to determine the rental housing needs of a specific submarket and to obtain financing.

In addition to market analysis responsibilities, Michael has also assisted in the development of research tools for the organization, including a rent comparability table incorporated in many RPRG analyses.

Education:

Bachelor of Business Administration – Finance; University of Georgia, Athens, GA



APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES

Arbors

Multifamily Community Profile

401 Washington Ave.
Grinnell, IA

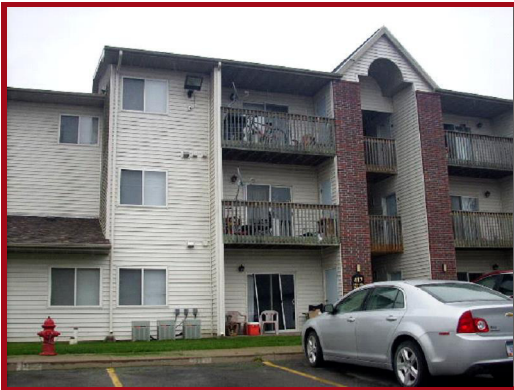
Community Type: LIHTC - General

Structure Type: Garden

42 Units

23.8% Vacant (10 units vacant) as of 2/24/2017

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	Comm Rm:	Basketball:
One	--	--	--	--	Centrl Lndry:	Tennis:
One/Den	--	--	--	--	Elevator:	Volleyball:
Two	66.7%	\$581	1,000	\$0.58	Fitness:	CarWash:
Two/Den	--	--	--	--	Hot Tub:	BusinessCtr:
Three	33.3%	\$673	1,200	\$0.56	Sauna:	ComputerCtr:
Four+	--	--	--	--	Playground:	

Features	
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$45
Property Manager:	--
Owner:	--

Comments

Mgt stated recently evicted a lot of tenants.

Floorplans (Published Rents as of 2/24/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	2	\$498	1,000	\$0.50	LIHTC/ 40%	2/24/17	23.8%	--	\$581	\$673
Garden	--	2	1	7	\$555	1,000	\$0.56	LIHTC/ 50%	10/31/12	4.8%	--	--	--
Garden	--	2	1	16	\$580	1,000	\$0.58	LIHTC/ 60%					
Garden	--	2	1	3	\$699	1,000	\$0.70	Market					
Garden	--	3	2	4	\$655	1,200	\$0.55	LIHTC/ 50%					
Garden	--	3	2	10	\$680	1,200	\$0.57	LIHTC/ 60%					
Adjustments to Rent													
Incentives:													
None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Arbors

IA157-018280

Center Street

Multifamily Community Profile

506 Center St.
Grinnell, IA

Community Type: Deep Subsidy-General

Structure Type: Garden

12 Units

8.3% Vacant (1 units vacant) as of 2/17/2017

Opened in 1980



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	100.0%	\$575	696	\$0.83	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Ceiling Fan; Window A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Working from wait list to fill vacancy.

Section 8 rent is contract rent.

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	12	\$575	696	\$.83	Section 8	2/17/17	8.3%	--	\$575	--
									10/31/12	33.3%	--	--	--
Adjustments to Rent													
Incentives:													
None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Center Street

IA157-018278

Gracie Park

Multifamily Community Profile

428 East St.
Grinnell, IA

CommunityType: **Market Rate - General**

Structure Type: **2-Story Garden/TH**

56 Units

0.0% Vacant (0 units vacant) as of 2/24/2017

Last Major Rehab in 2006

Opened in 1982



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	71.4%	\$575	800	\$0.72	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	28.6%	\$720	1,000	\$0.72	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; Patio/Balcony; Storage (In Unit)						
Select Units: In Unit Laundry						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: Detached Garage			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

Washer and dryer in townhomes only. Wait list.

Accepts Section 8 vouchers

Floorplans (Published Rents as of 2/24/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	40	\$575	800	\$0.72	Market	2/24/17	0.0%	--	\$575	\$720
Townhouse	--	3	1	16	\$720	1,000	\$0.72	Market	11/5/12	0.0%	--	--	--
Adjustments to Rent													
Incentives:													
None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Gracie Park

IA157-018293

Grinnell Park

Multifamily Community Profile

223 4th Ave. W
Grinnell, IA

CommunityType: Deep Subsidy-General

Structure Type: Garden

24 Units

8.3% Vacant (2 units vacant) as of 2/24/2017

Opened in 1990



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	50.0%	\$557	600	\$0.93	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	50.0%	\$668	720	\$0.93	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: --						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Rural development, rent is basic rent. Vacancies: 1- 1BR & 1- 2BR.

All units have PBRA

Floorplans (Published Rents as of 2/24/2017) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	12	\$557	600	\$.93	USDA	2/24/17	8.3%	\$557	\$668	--
Garden	--	2	1	12	\$668	720	\$.93	USDA	10/31/12	4.2%	--	--	--

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: ☐ Cooking: ☐ Wtr/Swr: ☒

Hot Water: ☐ Electricity: ☐ Trash: ☒

Grinnell Park

IA157-018279

Prairie Jewel

Multifamily Community Profile

615 East St.
Grinnell, IA 50112

Community Type: **Market Rate - General**

Structure Type: **Garden**

49 Units 0.0% Vacant (0 units vacant) as of 3/9/2017

Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	12.2%	\$490	700	\$0.70	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	87.8%	\$583	975	\$0.60	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Patio/Balcony						
Select Units: Ceiling Fan; In Unit Laundry; Central A/C						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: Detached Garage		
Fee: --				Fee: \$50		
Property Manager: --						
Owner: --						

Comments

Built between the late 70's and the late 80's

Floorplans (Published Rents as of 3/9/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	6	\$475	700	\$.68	Market	3/9/17	0.0%	\$490	\$583	--
Garden	--	2	1	43	\$563	975	\$.58	Market	10/31/12	2.0%	--	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Prairie Jewel

IA157-018276

Reed Street

Multifamily Community Profile

1112-1120 Reed St.
Grinnell, IA 50112

CommunityType: Market Rate - General

Structure Type: Garden

46 Units 0.0% Vacant (0 units vacant) as of 3/9/2017

Opened in 1977



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	39.1%	\$525	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	60.9%	\$625	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Patio/Balcony						
Select Units: Disposal						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Sq. ft. not available.

Floorplans (Published Rents as of 3/9/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	18	\$525	--	--	Market	3/9/17	0.0%	\$525	\$625	--
Garden	--	2	1.5	28	\$625	--	--	Market					
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Reed Street

IA157-024654

Spaulding Lofts

Multifamily Community Profile

827 Spring St.
Grinnell, IA 50112

CommunityType: LIHTC - General

Structure Type: 3-Story Adaptive Reuse

77 Units

11.7% Vacant (9 units vacant) as of 3/13/2017

Opened in 2016



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	53.2%	\$759	700	\$1.08	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input checked="" type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	46.8%	\$779	1,106	\$0.70	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; In Unit Laundry (Full Size); Central A/C						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: Hubbell Realty						
Owner: --						

Comments

In lease up. Units restricted to 60% income level, but rents are restricted to 50% AMI.

Garden, sitting areas. Waiting list.

Bldg 1- 38 units opened 12/2016 & leased up 02/2017. Bldg 2 opened 02/2017- 39 units: 10 units occ, 30 units leased.

Floorplans (Published Rents as of 3/13/2017) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program		Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	31	\$810	700	\$1.16	Market		3/13/17*	11.7%	\$759	\$779	--
Mid Rise - Elevator	--	1	1	10	\$538	700	\$0.77	LIHTC/ 60%		* Indicates initial lease-up.				
Mid Rise - Elevator	--	2	2	23	\$640	1,155	\$0.55	LIHTC/ 60%						
Mid Rise - Elevator	--	2	2	8	\$1,113	1,155	\$0.96	Market						
Mid Rise - Elevator	--	2	1	3	\$640	800	\$0.80	LIHTC/ 60%						
Mid Rise - Elevator	--	2	1	2	\$900	800	\$1.13	Market						
										Adjustments to Rent				
										Incentives:				
										None				
										Utilities in Rent: Heat Fuel: Electric				
										Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
										Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Spaulding Lofts

IA157-024660

Sunset**Multifamily Community Profile**

1629 Sunset St.
Grinnell, IA

Community Type: **Market Rate - General**

Structure Type: **Garden**

14 Units

0.0% Vacant (0 units vacant) as of 3/9/2017

Opened in 1967



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	Comm Rm:	Basketball:
One	--	--	--	--	Centrl Lndry:	Tennis:
One/Den	--	--	--	--	Elevator:	Volleyball:
Two	100.0%	\$583	1,000	\$0.58	Fitness:	CarWash:
Two/Den	--	--	--	--	Hot Tub:	BusinessCtr:
Three	--	--	--	--	Sauna:	ComputerCtr:
Four+	--	--	--	--	Playground:	

Features	
Standard: Dishwasher; Disposal; Central A/C; Patio/Balcony	
Select Units: Ceiling Fan	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$50
Property Manager: -- Owner: --	

Comments

Floorplans (Published Rents as of 3/9/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1.5	14	\$563	1,000	\$0.56	Market	3/9/17	0.0%	--	\$583	--
									10/31/12	0.0%	--	--	--
									Adjustments to Rent				
									Incentives:				
									None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Sunset

IA157-018277

Brookside East

Senior Community Profile

131 4th Ave. W
Grinnell, IA 50112

Community Type: Deep Subsidy-Elderly

Structure Type: Garden

21 Units 4.8% Vacant (1 units vacant) as of 2/17/2017

Opened in 1977



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	85.7%	\$443	583	\$0.76	Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	14.3%	\$528	704	\$0.75	Elevator: <input type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>

Features

Standard: Window A/C; Patio/Balcony; Grabbar

Select Units: Ceiling Fan

Optional(\$): --

Security: --

Parking: Free Surface Parking

Comments

RD & Section 8. Rent is contract rent. Vacancy is a 1BR. Processing applications to fill vacancy.

Waitlist.

Property Manager: Perry Reid

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	18	\$428	583	\$.73	JSDA/Section 8	2/17/17	4.8%	\$443	\$528	--
Garden	--	2	1	3	\$508	704	\$.72	JSDA/Section 8	10/31/12	0.0%	--	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Brookside East

IA157-018285

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Brookside South

Senior Community Profile

214 4th Ave. W
Grinnell, IA 50112

Community Type: Deep Subsidy-Elderly

Structure Type: Garden

51 Units 0.0% Vacant (0 units vacant) as of 2/17/2017

Opened in 1982



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$874	684	\$1.28	Comm Rm:	Library:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	--	--	--	--	Centrl Lndry:	Arts&Crafts:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Health Rms:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	Guest Suite:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	Conv Store:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Walking Pth:	Beauty Salon:
					<input type="checkbox"/>	<input type="checkbox"/>

Features

Standard: Central A/C; Patio/Balcony; Grabbar; Emergency Response

Select Units: Ceiling Fan

Optional(\$): --

Security: Keyed Bldg Entry

Parking: Free Surface Parking

Comments

Waitlist of 12 people.

Section8, rent is contract rent

Property Manager: Perry Reid

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	51	\$859	684	\$1.26	Section 8	2/17/17	0.0%	\$874	--	--
									10/31/12	0.0%	--	--	--
						Adjustments to Rent							
									Incentives: None				
									Utilities in Rent: Heat Fuel: Natural Gas				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Brookside South

IA157-018287

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Brookside West

Senior Community Profile

131 4th Ave. W
Grinnell, IA 50112

Community Type: Deep Subsidy-Elderly

Structure Type: Garden

23 Units 4.3% Vacant (1 units vacant) as of 2/17/2017

Opened in 1978



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$397	543	\$0.73	Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>

Features

Standard: Window A/C; Patio/Balcony; Grabbar

Select Units: Ceiling Fan

Optional(\$): --

Security: --

Parking: Free Surface Parking

Comments

Waitlist. Processing apps to fill vacancy.

Rural Development, rent is basic rent - All units have PBRA. Rent is contract rent.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	23	\$382	543	\$.70	JSDA/Section 8	2/17/17	4.3%	\$397	--	--
									10/31/12	0.0%	--	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Grinnell Estates

Senior Community Profile

2020 West St.
Grinnell, IA 50112

Community Type: LIHTC - Elderly

Structure Type: Garden

24 Units 0.0% Vacant (0 units vacant) as of 3/9/2017

Opened in 1992



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$495	450	\$1.10	Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input checked="" type="checkbox"/>

Features

Standard: Patio/Balcony; Grabbar; Emergency Response

Select Units: --

Optional(\$): --

Security: Keyed Bldg Entry

Parking: Free Surface Parking

Comments

Rural development, rent is basic rent

Waitlist of 2 people.

Utility allowance for electricity is \$71/month.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 3/9/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	24	\$495	450	\$1.10	USDA	3/9/17	0.0%	\$495	--	--
									10/31/12	0.0%	--	--	--
									Adjustments to Rent				
									Incentives:				
									None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/>	Wtr/Swr: <input checked="" type="checkbox"/>		
									Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/>	Trash: <input checked="" type="checkbox"/>		

Grinnell Estates

IA157-018288

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Monroe Park

Senior Community Profile

802 Park St.
Grinnell, IA 50112

Community Type: **Deep Subsidy-Elderly**

Structure Type: **Garden**

16 Units 0.0% Vacant (0 units vacant) as of 2/17/2017

Opened in 1975



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$428	572	\$0.75	Comm Rm: <input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>

Features

Standard: **Window A/C; Patio/Balcony; Grabbar**

Select Units: **Ceiling Fan**

Optional(\$): --

Security: --

Parking: **Free Surface Parking**

Comments

Rural development & section 8; rent is contract rent. Wait list.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	16	\$428	572	\$.75	JSDA/Section 8	2/17/17	0.0%	\$428	--	--
									10/31/12	0.0%	--	--	--
						Adjustments to Rent							
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Monroe Park

IA157-018286

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Pearl Street

Senior Community Profile

729 Pearl St.
Grinnell, IA

Community Type: **Deep Subsidy-Disabled**

Structure Type: **Garden**

9 Units 0.0% Vacant (0 units vacant) as of 2/17/2017

Opened in 1990



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$532	514	\$1.04	Comm Rm:	Library:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	--	--	--	--	Centrl Lndry:	Arts&Crafts:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Health Rms:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	Guest Suite:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	Conv Store:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Walking Pth:	Beauty Salon:
					<input type="checkbox"/>	<input type="checkbox"/>

Features

Standard: **Ceiling Fan; Window A/C; Patio/Balcony; Grabbar**

Select Units: --

Optional(\$): --

Security: **Keyed Bldg Entry**

Parking: **Free Surface Parking**

Comments

Section 8, rent is contract rent.

Waitlist.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	9	\$637	514	\$1.24	Section 8	2/17/17	0.0%	\$532	--	--
									10/31/12	0.0%	--	--	--
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Natural Gas				
									Heat: <input checked="" type="checkbox"/> Cooking: <input checked="" type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input checked="" type="checkbox"/> Electricity: <input checked="" type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Pearl Street

IA157-018282

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Poynter

Senior Community Profile

412 3rd Ave.
Grinnell, IA 50112

Community Type: **Deep Subsidy-Disabled**

Structure Type: **Garden**

8 Units 0.0% Vacant (0 units vacant) as of 2/17/2017

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	100.0%	\$486	514	\$0.95	Comm Rm:	Library:
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	--	--	--	--	Centrl Lndry:	Arts&Crafts:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Health Rms:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	Guest Suite:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	Conv Store:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Walking Pth:	Beauty Salon:
					<input type="checkbox"/>	<input type="checkbox"/>

Features

Standard: **Central A/C; Patio/Balcony; Grabbar**

Select Units: **Ceiling Fan**

Optional(\$): --

Security: **Keyed Bldg Entry**

Parking: **Free Surface Parking**

Comments

Section 8, rent is contract rent.

Waitlist.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 2/17/2017) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	8	\$471	514	\$.92	Section 8	2/17/17	0.0%	\$486	--	--
									10/31/12	0.0%	--	--	--
	Adjustments to Rent												
	Incentives: None												
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Poynter

IA157-018283

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