

VILLAGE OF DOWNERS GROVE
REPORT FOR THE VILLAGE COUNCIL WORKSHOP
MARCH 25, 2008 AGENDA

SUBJECT:	TYPE:	SUBMITTED BY:
Ad Hoc Committee on Housing Report to Council	Resolution Ordinances Motion ✓ Discussion Only	Tom Dabareiner, AICP Community Development Director

SYNOPSIS

The Ad Hoc Committee on Housing was formed by the Village Council in August 2007 to determine if Downers Grove has a shortage or looming shortage of attainable housing and, if so, what strategies or programs could the Village Council consider to address the situation. The committee held six meetings and by a vote of 6 to 3, has recommended to Council that there is no shortage or looming shortage of attainable housing in Downers Grove.

STRATEGIC PLAN ALIGNMENT

The Five Year Plan and Goals for 2007-2012 identified *Preservation of the Residential and Neighborhood Character*.

FISCAL IMPACT

N/A.

RECOMMENDATION

Discussion only and the taking of public comment on March 25, 2008, with full Council discussion on April 22, 2008. Because of the quantity of information provided, the Village Council should review the information and discuss the item again on April 22, 2008. The timetable established for the second workshop meeting is necessary due to the Council's attendance at the DuPage Mayors and Managers Conference Springfield drive down that occurs on April 8 and 9, 2008.

At this time, staff recommends after discussion at the Workshop meetings that Council receive the recommendation of the Ad Hoc Housing Committee and direct further public dialogue be taken as part of the Comprehensive Plan and Strategic Plan processes in 2008 and 2009.

BACKGROUND

The Ad Hoc Committee on Housing was created by resolution on August 7, 2007. The resolution is attached. The powers and duties of the committee as stated in the resolution are as follows:

1. *Define "attainable" and "middle income" housing as it relates to the Village*
Definitions of "attainable housing" and "middle income" are contained within the glossary at the conclusion of this report. The committee defined attainable, middle income, and workforce housing as terms used to represent available housing for those making more than 80 percent but less than 120 percent of median income.
2. *Determine whether the Village has a shortage or a looming shortage of "attainable" or "middle income" housing*

Based on the available data, the committee, by a vote of 6 to 3, recommended to the Council that the Village does not have a shortage or a looming shortage of “attainable” or “middle-income” housing stock. The committee did not find or believe there is a gap between middle income affordability and housing availability within the Village. The committee was decidedly split on the question of a gap. The majority believed there is no gap in income and housing values or that the apparent gap is not a relevant policy matter. The minority believe there is a gap in middle income and median-priced housing in Downers Grove and the Village should act to prevent or counteract the shortage.

3. *Provide the Council with specific information about the current status of housing stock and how the same compares to surrounding municipalities*

The Anderson Economic Group (AEG) completed a residential market study of Downers Grove, with special emphasis on neighborhood sustainability. The AEG report contains information about the current housing stock in Downers Grove and provides comparisons to surrounding municipalities within Downers Grove’s Primary Trade Area (PTA).

Committee members provided additional housing data from the DuPage County Assessors Office, the Multiple Listing Service (MLS), an independent real estate agent, Fannie Mae and Freddie Mac. Additional information pertaining to workforce housing programs was provided by the Illinois Housing Development Authority (IHDA), the DuPage Homeownership Center (DHOC), and the Community Housing Association of DuPage (CHAD). Data from all sources are attached.

4. *Provide analysis as to how the Village’s available housing stock comports with any applicable State requirements for “affordable housing”*

Approximately 21 percent of the Village’s housing units are considered affordable, according to State law. Communities considered to have an affordable housing problem typically have less than 10 percent of their housing units available to low income residents.

5. *Consider potential community solutions if the Committee determines there is a shortage of “attainable” or “middle income” housing*

The committee voted that there is not a shortage of attainable or middle income housing.

6. *Prepare a report and recommendations for submission to the Village Council on or before January 22, 2008*

The staff report is attached hereto. Though the committee determined there is no shortage of “affordable,” “middle income” or “attainable housing” at its February 2008 meeting, members discussed potential community solutions during a previous meeting that could be considered by the Village Council. The solutions are detailed later in this report.

7. *Perform any additional duties and tasks as the Village Council may from time to time direct*

The Village Council did not direct the committee to perform additional duties and tasks besides those outlined above.

Residential Market Study

To provide the committee with an independent housing analysis, the Village contracted with the Anderson Economic Group (AEG) to complete a Residential Market Study. AEG is a nationally recognized firm that provides consulting services in market assessment, feasibility studies, and community and regional economic analyses. AEG’s methodology began by examining the dynamics within Downers Grove and surrounding communities to develop a PTA. AEG gathered data from committee members, the Bureau of Economic Analysis, Bureau of Labor Statistics, the Urban Land Institute, and proprietary sources. Based on the data, AEG analyzed for-sale units, conducted a supply and demand analysis, studied comparables

in Glen Ellyn and Naperville and qualified their results through site assessments and market tours. The draft report presented by AEG discussed a large quantity of data, information and recommendations for the committee to review. The recommendations included establishing an overlay zoning district, rezoning three parcels, and planning for new developments in selected areas.

The report was prepared for informational purposes only. A copy of the report in its entirety has been attached.

Chronological Meeting Summaries

09/10/07 The committee's first meeting was held in September. The meeting consisted of introductions, procedures and regulations, committee topics and goals and developing a common vocabulary. Staff explained that the first few meetings would have a fact finding mission while later meetings would delve into discussions and, if a problem was found, potential solutions. AEG provided staff with some initial data, including demographics, PTA delineation and income and housing values, which was presented to the committee. Staff noted the significant amount of data that would be presented to the committee from various sources which may conflict with one another. Staff noted that while the amount of data and its differences may be overwhelming, the decision on whether there is a shortage or looming shortage of "attainable" housing may in fact come down to an individual's personal beliefs.

10/08/07 In October staff presented additional information from AEG. The information compared income brackets to home value brackets and appeared to identify a gap between the two brackets. Downers Grove, Glen Ellyn, and Naperville homes were compared based on the number of bedrooms and bathrooms available, price per square foot, and for sale prices. Staff provided an introduction to potential strategies to address the issue of attainable housing based on an American Planning Association report.

11/12/07 The November meeting provided the committee with information from housing advocates and home builders. Representatives from the Illinois Housing Development Authority (IHDA), the DuPage Homeownership Center (DHOC), and the Community Housing Association of DuPage (CHAD) briefed the committee on their programs. Home builders, Matthies Builders Inc. and R.A. Faganel Builders, provided the committee with their perspectives.

12/10/07 The Draft Residential Market Study was provided to the committee prior to the December meeting. During the December meeting, staff presented the study's findings and recommendations. The committee began discussions concerning the possibility of an income-housing gap. Discussion points included the number of houses available in the market, the average sale price of homes in the Village, the high cost of land, and what other communities are undertaking.

01/07/08 The committee developed the following issue statement during its January meeting:
Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and preservation of existing houses in this price range is integral to maintaining attainable housing throughout the community.

Although this statement was initially unanimously adopted, there was disagreement regarding the intent of this statement and one member requested that her vote of approval be changed to a vote of denial. Five committee members believed this statement indicated there is a gap between middle income affordability and housing availability within the Village. Four committee members stated by agreeing to this statement, they did not believe there is a statistical income and housing gap or did not believe the gap should be cause for the creation of a Village Council policy regarding housing.

Based on the committee's understanding and approval of the statement, potential solutions to the perceived income and housing gap were discussed. Potential solutions included developer incentives, homebuyer incentives, regulatory changes, partnerships with housing organizations, and taxes and are detailed below.

02/11/08 The final meeting was held in February. Two committee members independent of the committee prepared resolutions for discussion, both of which are attached. Resolution A found there was an income-housing gap while Resolution B found there was not an income-housing gap. Discussion ensued over both resolutions. The committee approved a motion that stated:

The committee has found that there is no shortage or looming shortage of "attainable" or "middle income" housing in the Village.

Potential Community Solutions

The following potential solutions were discussed by the committee at its January meeting.

Developer Incentives

Fee reductions and waivers – The Village could reduce or waive permit fees if a project is designed to include attainable housing. Village fees contribute to builder costs which are ultimately passed on to the consumer. A reduction in fees could benefit the homeowner.

A review of nine teardown residential projects from June and July 2007 found the median Village fee for demolition was \$645 and the median Village fee for new residential construction was \$6,944. These fees include driveway and curb fees, stormwater fees, water connection fees and building fees. While it would be possible to reduce some of these fees, many of these fees cannot be eliminated or reduced without a corresponding increase in other Village revenues as these fees offset the cost of providing permit review and inspection services. The Downers Grove Sanitary District and DuPage County assess additional fees associated with these projects. The median Sanitary District fee was \$142, and the median DuPage County fee was \$593.

Improved permitting process – The Village could review building permit timelines and work to expedite applications that include an attainable housing component. It should be noted that the Village has a standing practice to complete first reviews within 10 business days and issue permits within 30 days. These standards are similar to national standards, and therefore it may be difficult to further reduce review and issuance timelines. Depending on the complexity of the proposed development, the Village may or may not be able to reduce the review period.

Homebuyer incentives

Homebuyer assistance – The Village could begin a program that offers a grant or low-interest loan to first time homebuyers who purchase a home in the Village. The program could provide funding to cover some or all of the closing costs or down payment. The program could encourage people working in the community to live in the community as well. The source of revenues for these grant funds were not identified.

Homeowner renovation and maintenance assistance – Downers Grove could begin a program to assist Village homeowners by providing a grant or low-interest loan to assist in covering a portion of the costs of an addition or home improvement. The program could provide assistance for energy efficient improvements, additions, and interior remodels. This program could encourage residents to remain in their current Downers Grove house as their family size grows rather than move to another community. This program has the potential to incrementally increase home sizes and values. The source of revenues for these grant funds were not identified.

Regulatory Changes

Density bonuses – The Village could enact zoning modifications which would allow higher density developments if a percentage of the development were earmarked for attainable housing. It is important that the attainable houses remain attainable throughout their entire life span. Deed restrictions can be placed on the property to ensure long term attainability.

Design charrette – A charrette encompasses a group of individuals brainstorming to create solutions to a presented challenge. An attainable housing charrette can be used as a tool to create community buy-in to develop attainable housing. The charrette should include all interested parties, including design professionals, home builders, advocates and community members. The charrette could develop conceptual plans for acceptable types of mixed-use attainable housing development. Ideas regarding architectural style, unit sizes, costs and density can be brought to the forefront and discussed in an open forum.

Mixed-use neighborhoods – Mixed-use developments integrate a variety of land uses including entertainment, commercial, residential and retail into a single development. The Village's zoning ordinance allows mixed-use developments as a Special Use in the downtown business, downtown transition, and general services and highway business zoning districts. The Village and Economic Development Corporation could encourage mixed-use development when significant pieces of commercial property are being redeveloped.

Neighborhood conservation districts/overlay zoning districts – The intent of a conservation district is to conserve areas that retain certain desirable characteristics, stabilize and improve property values, encourage the rehabilitation of existing housing stock, and promote new construction that is compatible with the area. An overlay district is an area where certain additional requirements, such as a conservation district, are superimposed on an existing zoning district.

A conservation district could be used as an overlay district to limit the sizes of new or renovated homes within a specific area. The district could be set-up so that any new house can only be up to 20 percent larger than the average size of the surrounding homes. The implementation of this has the potential to limit the ability to tear down a smaller home and replace it with a significantly larger home.

Relaxation of subdivision regulations – The Village could examine the possibility of relaxing subdivision regulations for developments that have an attainable housing component. For example, the Village could allow smaller single family lots if attainable housing is provided. Setback and lot coverage requirements could also be relaxed for attainable housing developments.

Rezoning – Three locations were identified within the Village that have the potential to be rezoned to residential districts. The sites are located along the railroad tracks and could provide opportunities for attainable housing. The committee also believes the Village should look for other rezoning opportunities throughout the Village where attainable housing could be developed.

Transition zoning around downtown – The Village currently has a downtown transition zoning district surrounding the downtown business district. The transition zone allows single family, attached single family, and two-family dwellings. The Village could examine the potential to expand this district farther from the downtown core.

Partnerships with housing organizations

IHDA – IHDA has three programs which it offers to first-time homebuyers, including 30-year mortgage programs, down payment and closing cost assistance, and mortgage credit certificates. These programs have a household income level maximum of \$83,260, which would only provide assistance to a portion of the families the committee identified in the issue statement. The Village could cede its bond cap authority to IHDA to allow IHDA to implement its programs within the Village. IHDA would use this funding to target projects in Downers Grove for a year, after which this funding could be used in other municipalities.

Based on a review of mortgage rates on March 12, 2008, staff found that the average interest rate for a traditional, 30-year fixed-rate mortgage was 6.37 while IHDA's 30-year rate was 6.65. IHDA loans do not respond as quickly to market conditions as the Federal Housing Authority or Conventional loan programs do.

CHAD – The Village could partner with CHAD to develop a community housing trust fund. The fund could provide opportunities for first-time homebuyers. However, CHAD programs target lower income levels than the Village is currently exploring for attainable housing programs. For this partnership to work, the Village and CHAD would have to develop guidelines specific to Downers Grove income target groups. It has yet to be explored if CHAD would agree to such an arrangement. At least one home within Downers Grove is partially owned by CHAD.

To note: Both IHDA and CHAD can function without the Village's stewardship or oversight. Policies that could be considered may relate to a statement of preference for IHDA and CHAD as a way to address affordable housing within the Village.

Taxes

Teardown tax – Numerous Illinois municipalities utilize a tear down tax, including Evanston which charges \$10,000 per teardown. In 2007, there were 59 private residential teardowns in Downers Grove. A \$10,000 tax on these teardowns would generate \$590,000. These taxes could be used to fund a community housing trust fund or other proposed programs. However, a teardown tax could apply equally to properties redeveloped for expensive or attainable housing and, unless they are waived for certain markets or areas, the tax could defeat the purpose of providing attainable housing.

There are constitutional concerns that arise with a teardown tax. In early January 2008, the City of Evanston's teardown tax was challenged by a lawsuit in the U.S. District Court. The lawsuit claims the teardown tax amounts to a "taking."

Transfer tax – A real estate transfer tax has the potential to generate funding for an attainable housing program. Based on 2006 sales data where 631 homes were sold at an average price of \$385,000, a transfer tax of \$7.50 per \$1,000 would generate \$1,822,000. The taxes collected could fund a housing trust fund or other proposed programs.

Additional Staff Background

Staff believes it is also noteworthy that the data prepared by AEG identifies a differential between income levels and housing values as shown in Figures 1 and 2 in the attached March 25, 2008, draft staff report. The data may not be unique to Downers Grove as many communities throughout the country are dealing with issues of income and housing disparity. The AEG data also identifies a PTA where potential homebuyers looking in Downers Grove may also look for housing. Depending on individual preferences, homebuyers may find attainable housing with the desired amenities in a community other than Downers Grove proper (e.g. unincorporated Downers Grove or communities immediately adjacent to Downers Grove). Staff recommends that consideration be given to whether or not it is a core service of the Village

to ensure that attainable housing with the desired amenities is provided within Downers Grove proper when attainable housing opportunities are available within close proximity in the PTA.

It is also relevant that residential property comprises over 70 percent of the Village's property tax base. Due to this fact, discussions relative to the Village's entire housing stock should and will play a significant role in the Comprehensive Plan process, which is a priority enumerated in the Strategic Plan. A Comprehensive Plan is a document that provides a long-range guide to manage growth, development and redevelopment in a community for a period of about 20 years. It includes analysis, recommendations and proposals for the community's population, economy, housing, transportation, community facilities, environmental resources and land use. A Comprehensive Plan focuses on the physical layout of various land uses and the compatibility of activities anticipated on the land. It provides a sound basis for any subsequent regulations, policies and programs intended to help achieve the goals laid out in the Comprehensive Plan. The Village's current Comprehensive Plan has not been updated since the 1960s.

Glossary

- Affordable housing – when no more than 30 percent of monthly household income is devoted to all housing costs. Affordable housing is typically used to represent those making less than 80 percent of median income.
- Attainable or workforce housing – a term used to represent available housing for those making more than 80 percent but less than 120 percent of median income
- Market rate housing – attainable housing that also represents the typically desired size and characteristics
- Median income – a value representing a point where half of the incomes are above and half are below. This is also a way to measure an average.
- Middle income – usually 80 percent to 120 percent of median income though no official U.S. Census definition exists
- Primary trade area – the core customer base for local real estate markets, the region of influence for a development site, and competitive market area for similar land uses. A variety of factors, including housing characteristics, socioeconomic factors, commuting times and community appeal, determine the primary trade area.

ATTACHMENTS

Resolution Creating Ad Hoc Committee

Draft Report from the Ad Hoc Committee on Housing dated March 1, 2008 – Unapproved

Materials generated by and for the committee (organized by month)

August – Request for Proposals, Anderson Economic Group Proposal

September – Agenda, Powerpoint Presentation, Minutes, Chicago Tribune Article, Wall Street Journal Article, Daily Herald Article

October – Agenda, Powerpoint Presentation, Minutes, MLS Data (from committee member), MLS Charts, American Planning Association Zoning Practice: Affordable Housing

November – Agenda, Minutes, Illinois Housing Development Authority (IHDA) Information, Community Housing Association of DuPage (CHAD) Information, DuPage Homeownership Center (DHOC) Information, Dwelling Unit Value Distribution Chart

December – Agenda, Powerpoint Presentation, Minutes, Residential Market Study Executive Summary (prepared by AEG), Staff Memo to Committee with Attachments, St. Charles Housing Powerpoint

January – Agenda, Minutes, Housing Value Distribution Chart, Chicago Tribune Article

February – Agenda, Minutes, Draft Report Dated 2/11/08, Attainable Housing Steps, Definitions, Ad Hoc Assumptions, Mortgage Information, Resolution A, Resolution B

AEG Report

**A RESOLUTION ESTABLISHING THE DOWNERS GROVE
AD HOC COMMITTEE ON HOUSING**

WHEREAS, the Village Council has determined the need to convene an Ad Hoc Committee to study housing in the Village of Downers Grove; and

WHEREAS, the Village Council of the Village of Downers Grove has determined that it is in the best interest of the Village and its residents to define and evaluate, as part of this study, the need for attainable and middle income housing within the Village; and

WHEREAS, the Village Council of the Village of Downers Grove has determined that it is necessary and desirable to establish an Ad Hoc Committee on Housing to make recommendations regarding housing within the Village of Downers Grove.

NOW, THEREFORE, BE IT RESOLVED BY the Village Council of the Village of Downers Grove as follows:

SECTION 1. An Ad Hoc Committee on Housing Established.

- (a) An Ad Hoc Committee on Housing (hereinafter referred to as the “Committee”) is hereby created. The Committee shall automatically dissolve January 22, 2008 unless otherwise extended by the Village Council.
- (b) The Committee shall consist of nine (9) members as follows: two (2) members shall be residents of the Village of Downers Grove who are representatives of the private group commonly known as the Downers Grove Housing Team; one (1) member shall be a resident of the Village of Downers Grove who is a builder, realtor or employed in the real estate business; one (1) member shall be a resident of the Village of Downers Grove who is a representative of a mortgage lender or has a similar financial background; one (1) member shall be a representative of a Downers Grove employer and the remaining four (4) members shall be residents of the Village of Downers Grove. The Mayor shall appoint the members of the Committee, subject to confirmation by the Village Council. All members shall be appointed for the term of the Committee, unless otherwise removed.
- (c) Two (2) members of the Village Council shall serve as ex-officio liaisons to the Committee and shall be appointed by the Mayor.

SECTION 2. Conduct of Meetings; records

- (a) The Committee may establish rules concerning the procedure, meeting and operation of the Committee, which rules shall be consistent with the codes, ordinances and resolutions of the Village and other applicable law.
- (b) All meetings of the Committee shall be open to the public and conform to the Illinois Open Meetings Act.

- (c) The Committee shall keep written records of all of its meetings and proceedings. Copies of all minutes shall be forwarded to the Village Clerk.

SECTION 3. Powers and Duties.

The general purpose and duty of the Committee shall be to:

1. Define “attainable” and “middle income” housing as it relates to the Village;
2. Determine whether the Village has a shortage or an impending shortage of “attainable” or “middle income” housing;
3. Provide the Council with specific information about the current status of housing stock and how the same compares to surrounding municipalities;
4. Provide analysis as to how the Village’s available housing stock comports with any applicable State requirements for “affordable housing”;
5. Consider potential community solutions if the Committee determines there is a shortage of “attainable” or “middle income” housing;
6. Prepare a report and recommendations for submission to the Village Council on or before January 22, 2008;
7. Perform any additional duties and tasks as the Village Council may from time to time direct.

SECTION 4. General Provisions.

- (a) All resolutions or parts of resolutions in conflict with the provisions of this Resolution are hereby repealed
- (b) This resolution shall be in full force and effect from and after its passage and publication.

Mayor

Passed:

Published:

Attest: _____
Village Clerk

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Draft Report
Ad Hoc Committee on Housing
March 25, 2008

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EXECUTIVE SUMMARY

15 The Ad Hoc Committee on Housing was formed by the Village Council in August 2007 to
16 determine if Downers Grove has a shortage of attainable housing and, if so, what strategies or
17 programs could the Village Council consider to address the situation. The Committee met from
18 September 2007 through February 2008 and reviewed a variety of data including existing
19 housing stocks, housing availability, housing sales, and income levels. Based on the data and
20 analysis, the committee found there is no shortage or looming shortage of attainable housing in
21 Downers Grove.
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23

INTRODUCTION

24 Recent studies throughout the country have found housing prices have risen quicker than income
25 levels. This differential has created situations where middle income families have difficulty
26 purchasing and maintaining a single-family home. These circumstances have the potential to
27 lead to minimal reinvestment in the property creating dilapidated homes and neighborhoods. As
28 homeowners are unable to maintain their properties, the potential exists for these owner-
29 occupied units to turn into rental units. Based on concerns from residents and Village Council
30 members about the Village's attainable housing stock, the Village formed the Ad Hoc
31 Committee on Housing to examine and make recommendations on four basic questions.
32

- 33
- 34 1. Determine whether the Village has a shortage or a looming shortage of "attainable" or
35 "middle income" housing stock (this includes defining "attainable" and "middle income"
36 housing).
 - 37 2. Provide the Council with specific information about the current status of housing stock
38 and how the same compares to surrounding municipalities.
 - 39 3. Provide analysis as to how the Village's available housing stock comports with any
40 applicable State requirements for "affordable housing."
 - 41 4. Assuming the Committee determines there is a shortage of "affordable," "middle
income" or "attainable" housing, then the Committee may wish to recommend potential
community solutions.

35 The Ad Hoc Committee on Housing consists of 11 members, nine voting members and two non-
36 voting Commissioners. The Committee was formed in August 2007 by the Mayor and Council
37 and held a monthly meeting from September 2007 through February 2008. The voting members
38 include representatives from Downers Grove employers, the Downers Grove Housing Team, the
39 real estate profession, the mortgage lending profession, and Village residents. The committee
40 members are listed in the table below.
41

Committee Member	Representation
Jack Dare	Downers Grove Housing Team
Marge Earl	Resident-At-Large
Keith Hoffman	Mortgage Lender
Paul Jarosz	Resident-At-Large
Tim Meaney	Downers Grove Housing Team
Kevin O'Connor	Resident-At-Large
Megan Schroeder	Real Estate Agent
Erin Vaughan	Downers Grove Employer
Chad Walz	Resident-At-Large
Commissioner Marilyn Schnell	Chair
Commissioner William Waldack	Vice Chair

To examine the four questions, the committee was presented with housing data and presentations from a variety of sources. A Residential Market Strategy for Downers Grove prepared by Anderson Economic Group, LLC (AEG) provided detailed information regarding housing trends and markets in Downers Grove and surrounding communities. Additional data from committee members and staff was presented and discussed.

The committee heard presentations on workforce housing programs by the Illinois Housing Development Authority (IHDA), the DuPage Homeownership Center (DHOC), and the Community Housing Association of DuPage (CHAD). Additionally, Matthies Builders, Inc. and R.A. Faganel Builders provided insight from a developer's perspective. Key definitions related to the committee's discussion are listed in the glossary at the end of this report.

Based on these discussions, the committee developed an issue statement that was unanimously adopted during the January 2008 meeting.

Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and preservation of existing houses in this price range is integral to maintaining attainable housing throughout the community.

Although this statement was initially unanimously adopted, there was disagreement regarding the intent of this statement and Ms. Schroeder requested to change her vote of approval of the statement. During the January meeting, five committee members believed this statement indicated there is a gap between middle income affordability and housing availability within the Village. Four committee members stated by agreeing to this statement, they do not believe there is a statistical income and housing gap or do not believe the gap should be cause for the creation of a Village Council policy.

Two resolutions prepared by committee members were presented at the February meeting. Resolution A noted there is a shortage of attainable housing while Resolution B noted there was no attainable housing shortage. The committee discussed each of the resolutions and ultimately six members stated that Resolution B (no shortage or looming shortage of attainable housing)

1 was in line with their opinions. The committee found that there is no shortage or looming
2 shortage of attainable housing in Downers Grove.

3
4 **COMMITTEE FINDINGS**

5 The committee found there is no gap in income and housing values or that the apparent gap is not
6 a relevant policy matter. (Home value brackets and income brackets are shown in Figures 1 and
7 2.) The committee found there is a sufficient supply of houses in the price ranges within the so-
8 called gap. The problems arise because homes in this price range are disproportionately not for
9 sale and available to potential homebuyers.

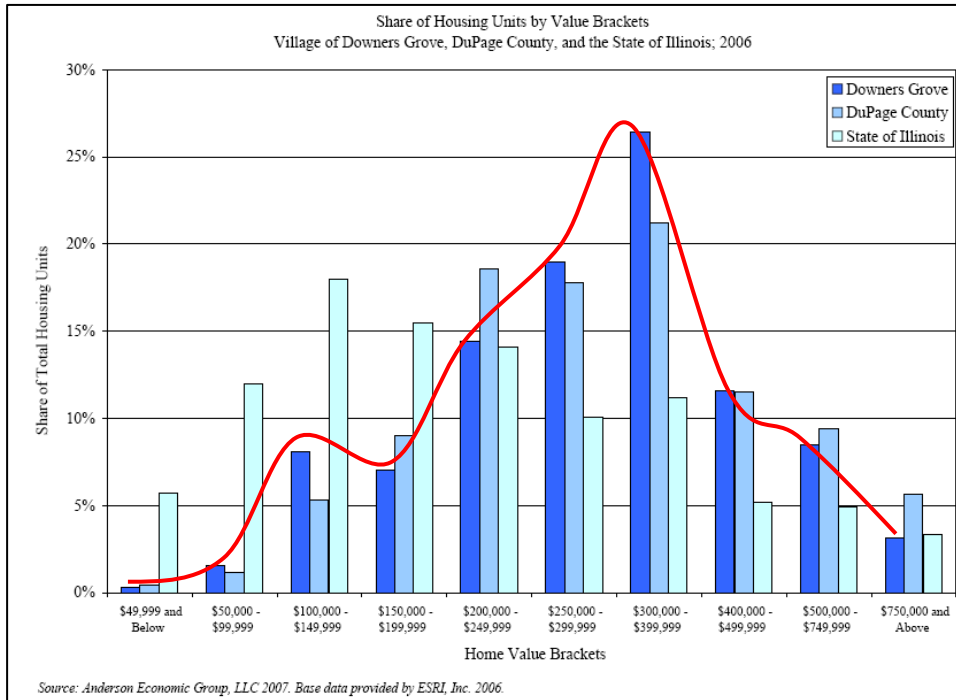
10
11 The committee found there is an adequate supply of housing available for potential homebuyers.
12 Sales data from 2007 identified 419 single family homes sold with an average sale price of
13 \$489,146. There were a total of 212 *attached* single family homes sold in 2007 with an average
14 sale price of \$198,067. Based on these figures, the committee concurs that there is an adequate
15 supply of housing available for potential homebuyers.

16
17 Equalized Assessed Value data from the Village supports the sales data as over 70% of the
18 homes in Downers Grove are valued between \$200,000 and \$400,000 (See Figure 3). According
19 to AEG market data, the most highest demand for housing in Downers Grove are houses valued
20 below \$299,999. The Village has an abundance of housing supply in the \$300,000 to \$399,999
21 range with little demand while the other ranges supply and demand mirror each other.

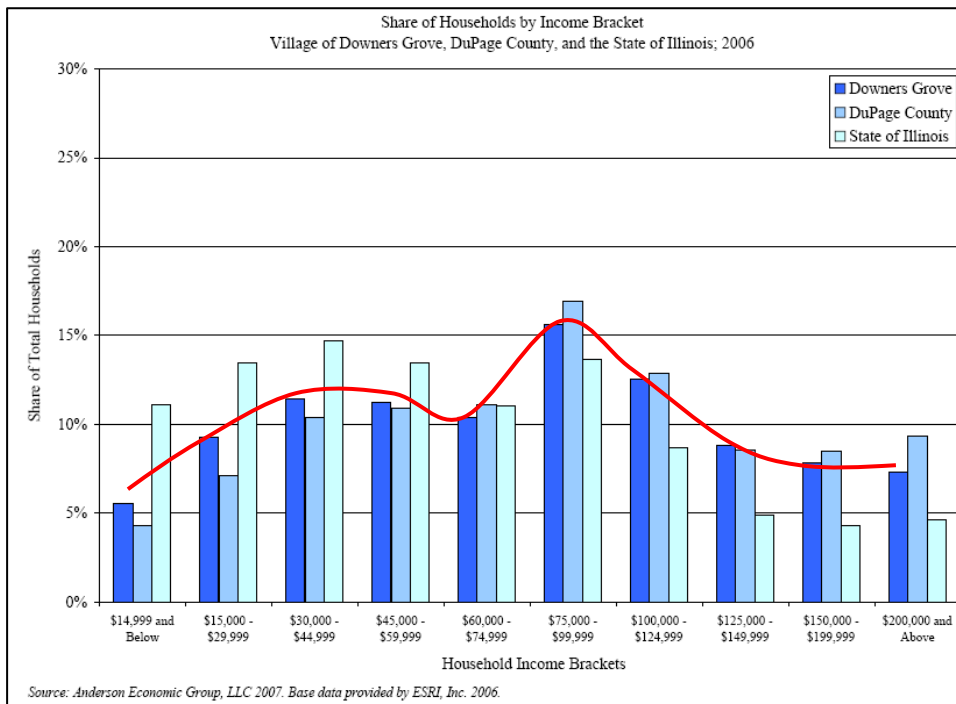
22
23 The market study done by AEG indicates that the size of many of the houses costing less than
24 \$350,000 may not be the ideal size for a family. The committee believes the homebuyers should
25 be willing to forgo house size for the unique benefits associated with living in Downers Grove.
26 Therefore, the perceived gap is not a concern because Downers Grove has enough positives that
27 outweigh the negatives of not obtaining a larger home.

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29 The committee believes the Village need not act at this time. They believe that if the attainable
30 housing does indeed become a problem, the Village should examine steps to address attainable
31 housing at that time. Steps discussed by the committee during its January 2008, prior to the
32 determination that no shortage exists, are shown in Appendix A.

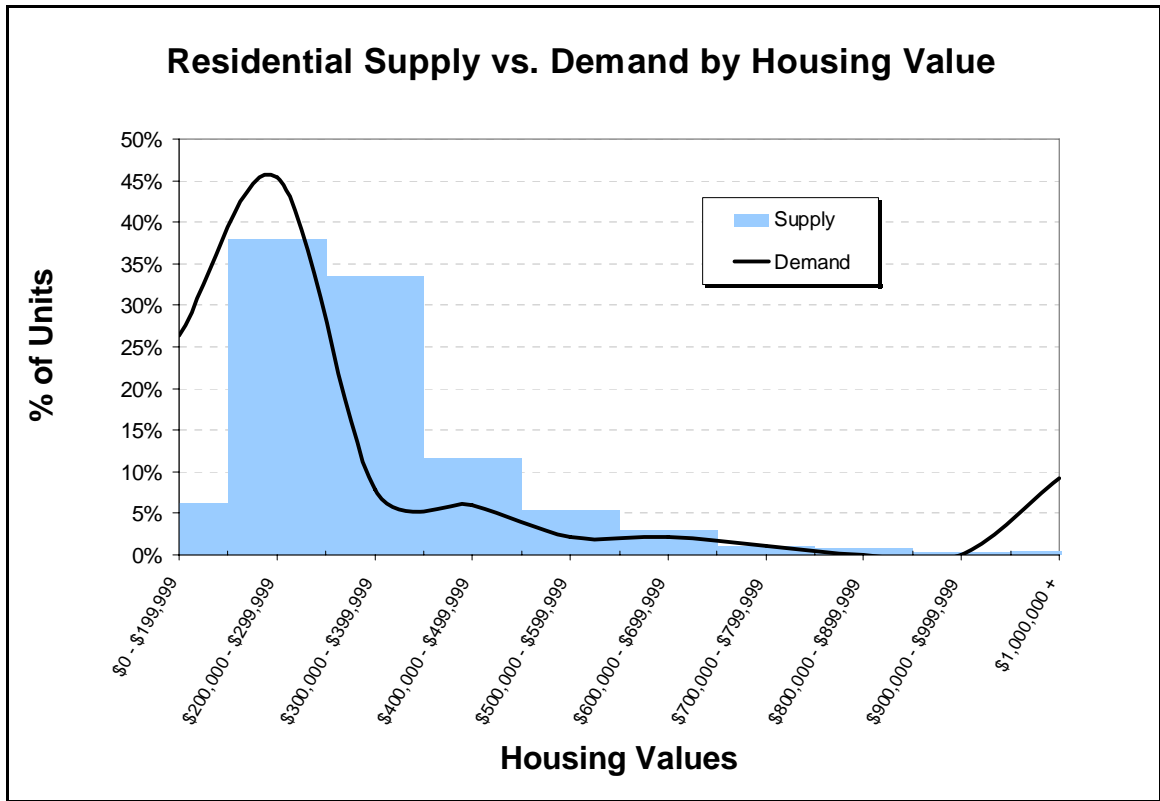
1 **FIGURES**



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3 Figure 1. Home Value Brackets – A comparison of housing values for Downers Grove, Dupage
4 County and statewide showing the greatest share of housing units within the \$300,000 to
5 \$399,000 range in both the Village and the County. Statewide that measure falls within the
6 \$100,000 to \$149,999 range. The red line places a curved line over the Downers Grove values.
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9 Figure 2. Household Income Brackets – Both the Village and the County have the greatest share
10 of incomes for its resident within the \$75,000 to \$99,999 ranges.



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 2 Figure 3. Residential Supply vs. Demand by Housing Values – The consultant’s econometric
 3 model shows demand for housing exceeding supply for housing priced under \$300,000.
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1 **GLOSSARY**

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3 Affordable housing – When no more than 30 percent of monthly household income is devoted to
4 all housing costs. Affordable housing is typically used to represent those making less than
5 80 percent of median income.
6

7 Attainable housing – A term used to represent available housing for those making more than 80
8 percent but less than 120 percent of median income.
9

10 Bond cap – Money allocated to Downers Grove by the State of Illinois according to population
11 which may be used by the municipality as conduit financing.
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13 Charrette – A collaborative session in which groups create solutions to a presented challenge.
14

15 Community housing trust fund – A dedicated funding source set aside for the housing needs of a
16 community.
17

18 Conservation district – A designated district which protects areas that retain certain desirable
19 characteristics.
20

21 Market Rate Housing – Attainable housing that also represents the typically desired size and
22 characteristics.
23

24 Median income – A value representing a point where half of the incomes are above and half are
25 below. A way to measure an “average.”
26

27 Middle income – Usually 80 percent to 120 percent of median income (no official U.S. Census
28 definition).
29

30 Mixed-use development – A development which integrates a variety of land uses including
31 entertainment, commercial, residential and retail into a single development.
32

33 Overlay district – An area where certain additional requirements are superimposed on an existing
34 zoning district.
35

36 Primary trade area – The core customer base for local real estate markets, the region of influence
37 for a development site, and competitive market area for similar land uses. A variety of
38 factors, including housing characteristics, socioeconomic factors, commute times,
39 community appeal, determine the primary trade area.
40

41 Teardown – A process in which a company or individual buys an existing home, demolishes the
42 existing home and replaces it with a new one.
43

44 Workforce Housing – See Attainable Housing

1 **Appendix A**
2 **Ad Hoc Committee on Housing**
3

4 **WHAT STEPS COULD THE VILLAGE EXAMINE TO ADDRESS THE ISSUE OF ATTAINABLE**
5 **HOUSING?**

6 The committee developed the following steps the Village could examine if the Council
7 determines there is a shortage or looming shortage of attainable housing. Because the Ad Hoc
8 Committee determined there was no shortage or looming shortage of attainable housing, the
9 committee did not formally vote on or recommend specific steps.
10

11 **Developer Incentives**

12 **Fee reductions and waivers** – The Village could reduce or waive permit fees if a project is
13 designed to include attainable housing. Village fees contribute to builder costs which are
14 ultimately passed onto the consumer. A reduction in fees could benefit the homeowner.
15

16 A review of nine teardown residential projects from June and July 2007 found the median
17 Village fee for demolition was \$645 and the median fee for new residential construction was
18 \$6,944. These fees include a demolition fee, driveway and curb fees, stormwater fees, water
19 connection fees, and building fees. While it could be possible to reduce some of these fees,
20 many of these fees can not be eliminated or significantly reduced. Downers Grove Sanitary
21 District and DuPage County assess additional fees associated with these projects. The median
22 Sanitary District fee was \$142 while the median DuPage County fee was \$593.
23

24 **Improved permitting process** – The Village could review building permit timelines and work
25 to expedite applications which include an attainable housing component. The Village has a
26 standing policy to complete first reviews within 10 business days and issue permits within 30
27 days. These standards are similar to national standards and therefore it may be difficult to
28 further reduce review and issuance timelines. Depending on the complexity of the proposed
29 development, the Village may or may not be able to reduce the review period.
30

31 **Homebuyer incentives**

32 **Homebuyer assistance** – The Village could begin a program that offers a grant or low-interest
33 loan to first time homebuyers who purchase a home in the Village. The program could provide
34 funding to cover some or all of the closing costs or down payment. The program could
35 encourage people working in the community to live in the community as well.
36

37 **Homeowner renovation and maintenance assistance** –Downers Grove could begin a program
38 to assist Village homeowners by providing a grant or low-interest loan to assist in covering a
39 portion of the costs of an addition or home improvement. The program could provide assistance
40 for energy efficient improvements, additions, and interior remodels. This program could
41 encourage people to remain in their current Downers Grove house as their family size grows
42 rather than move to another community. This program has the potential to incrementally
43 increase home sizes and values.
44

1 **Regulatory Changes**

2 **Density bonuses** – The Village could enact zoning modifications which allow higher density
3 developments if a percentage of the development were earmarked for attainable housing. It is
4 important that the attainable houses remain attainable throughout their entire life span. Deed
5 restrictions can be placed on the property to ensure long term attainability.

6
7 **Design charrette** – A charrette encompasses a group of individuals brainstorming to create
8 solutions to a presented challenge. An attainable housing charrette can be used as a tool to create
9 community buy-in to develop attainable housing. The charrette should include all interested
10 parties, including design professionals, home builders, advocates, and community members. The
11 charrette could develop conceptual plans for acceptable types of mixed-use attainable housing
12 development. Ideas regarding architectural style, unit sizes, costs and density can be brought to
13 the forefront and discussed in an open forum.

14
15 **Mixed-use neighborhoods** – Mixed-use developments integrate a variety of land uses including
16 entertainment, commercial, residential and retail into a single development. The Village’s
17 zoning ordinance allows mixed-use developments as a Special Use in the downtown business,
18 downtown transition, and general services and highway business zoning districts. The Village
19 and Economic Development Corporation could encourage mixed-use development when
20 significant pieces of commercial property are being redeveloped.

21
22 **Neighborhood conservation districts/overlay zoning districts** – The intent of a conservation
23 district is to conserve areas that retain certain desirable characteristics, stabilize and improve
24 property values, encourage the rehabilitation of existing housing stock, and promote new
25 construction that is compatible with the area. An overlay district is an area where certain
26 additional requirements, such as a conservation district, are superimposed on an existing zoning
27 district.

28
29 A conservation district could be used as an overlay district to limit the sizes of new or renovated
30 homes within a specific area. The district could be set-up so that any new house can only be up
31 to 20% larger than the average size of the surrounding homes. The implementation of this has
32 the potential to limit the ability to tear down a smaller home and replace it with a significantly
33 larger home.

34
35 **Relaxation of subdivision regulations** – The Village could examine the possibility of relaxing
36 subdivision regulations for developments that have an attainable housing component. For
37 example, the Village could allow smaller single family lots if attainable housing is provided.
38 Setback and lot coverage requirements could also be relaxed for attainable housing
39 developments.

40
41 **Rezoning** – Three locations were identified within the Village that have the potential to be
42 rezoned to residential districts. The sites are located along the railroad tracks and could provide
43 opportunities for attainable housing. The committee also believes the Village should look for
44 other rezoning opportunities throughout the Village where attainable housing could be
45 developed.

1 **Transition zoning around downtown** – The Village currently has a downtown transition zoning
2 district surrounding the downtown business district. The transition zone allows single family,
3 attached single family, and two-family dwellings. The Village could examine the potential to
4 expand this district farther from the downtown core.

5
6 **Partnerships with housing organizations**

7 **Cede bond cap authority to IHDA** – IHDA has three programs which it offers to first-time
8 homebuyers, including 30-year mortgage programs, down payment and closing cost assistance,
9 and mortgage credit certificates. These programs have a household income level maximum of
10 \$83,260, which would only provide assistance to a portion of the families the committee
11 identified in the issue statement. The Village could cede its bond cap authority to IHDA to allow
12 IHDA to implement their programs within the Village. IHDA would use this funding to target
13 projects in Downers Grove for a year, after which this funding could be used in other
14 municipalities.

15
16 Based on a review of January 2008 mortgage loan rates, the committee found that Federal
17 Housing Authority and Conventional loans have 30-year fixed rates at 5.50% while IHDA’s 30-
18 year fixed rate was 5.95%. IHDA loans do not respond as quickly to market conditions as FHA
19 or Conventional loan programs do. So while rates are falling, as is the current condition, the
20 IHDA mortgage program may not be ideal.

21
22 **Community Housing Association of DuPage (CHAD)** – The Village could partner with CHAD
23 to develop a community housing trust fund. The fund could provide opportunities for first-time
24 homebuyers. However, CHAD programs target lower income levels than the Village is currently
25 exploring for attainable housing programs. For this partnership to work, the Village and CHAD
26 would have to develop guidelines specific to Downers Grove income target groups. It has yet to
27 be explored if CHAD would agree to such an arrangement.

28
29 **To note:** Both IHDA and CHAD can function without the Village’s stewardship or oversight.
30 Policies related to these options can be a statement of preference for IHDA and CHAD as a way
31 to address affordable housing within the Village.

32
33 **Taxes –**

34 **Teardown tax** – Numerous Illinois municipalities utilize a tear down tax, including Evanston’s
35 \$10,000 tax. In 2007, there were 59 residential teardowns. A \$10,000 tax on these teardowns
36 would generate \$590,000. These taxes could be used to fund a community housing trust fund or
37 other proposed programs. However, a teardown tax could apply equally to properties
38 redeveloped for expensive or attainable housing and unless waived for certain markets or areas,
39 the tax could defeat the purpose of providing attainable housing.

40
41 There are constitutional concerns that arise with a teardown tax. In early January 2008, the City
42 of Evanston’s teardown tax was challenged by a lawsuit in the U.S. District Court. The lawsuit
43 claims the teardown tax amounts to a “taking.”

44
45 **Transfer tax** – A real estate transfer tax has the potential to generate funding for an attainable
46 housing program. Based on 2006 sales data where 631 homes were sold at an average price of

1 \$385,000, a transfer tax of \$7.50 per \$1,000 would generate \$1,822,000. The taxes collected
 2 could fund a housing trust fund or other proposed programs.

3

Steps	Affected Population			Impact to Village	
	First-time Homebuyers	Existing Families	Retirees	Fiscal Impact	Community Impact
Fee reductions & waivers	O	+	O	-	+
Improved permitting	O	+	O	O	+
Village homebuyer assistance	+	O	O	-	+
Village renovation & maintenance assistance	O	+	+	-	+
Density bonuses	+	O	O	O	O
Design charrette	O	O	O	O	+
Mixed-use neighborhoods	+	+	+	O	+
Neighborhood conservation districts \ overlay districts	O	-	-	O	O
Relaxation of subdivision ordinance	+	O	O	O	O
Rezoning	+	O	O	O	+
Transition zoning around downtown	+	O	+	O	+
Cede bond cap to IHDA	+	O	O	-	+
Community Housing Association of DuPage (CHAD)	+	O	O	-	+
Teardown tax	-	-	-	+	O
Transfer tax	-	-	-	+	O

+ = positive impact

O = no positive or negative impact

- = negative impact

4

5

6 Table 1. Attainable Housing Steps. Comparison of the identified steps the Village could
 7 undertake should Council determine there is a shortage or looming shortage of attainable
 8 housing.

August Materials

Request for Proposals
Anderson Economic Group Proposal



REQUEST FOR PROPOSAL

Name of Proposing Company: _____

Project Name: Downer's Grove Housing Market Study
Proposal No.: 001
Proposal Due: Friday, 4:30PM, August 20, 2007
Pre-Proposal Conference: None

Required of All Proposers:

Deposit: No
Letter of Capability of Acquiring Performance Bond No

Required of Awarded Contractor:

Performance Bond/Letter of Credit: No
Certificate of Insurance: No

Legal Advertisement Published: August 8, 2007
Date Issued: August 8, 2007
This document consists of 25 pages.

Return **original** and **two duplicate copies** of proposal along with **one compact disk** with proposal information contained on it in a *.doc (Microsoft Word) or *.pdf (Abode Acrobat) version in a **sealed envelope** marked with the Proposal Number as noted above to:

THERESA H. TARKA
PURCHASING ASSISTANT
VILLAGE OF DOWNERS GROVE
801 BURLINGTON AVENUE
DOWNERS GROVE, IL 60515
PHONE: 630/434-5530
FAX: 630/434-5571
www.downers.us

Village of Downers Grove

The VILLAGE OF DOWNERS GROVE will receive proposals Monday thru Friday, 8:00 A.M. to 5:00 P.M. at the Village Hall, 801 Burlington Avenue, Downers Grove, IL 60515.

SPECIFICATIONS MUST BE MET AT THE TIME THE PROPOSAL IS DUE.

The Village Council reserves the right to accept or reject any and all proposals, to waive technicalities and to accept or reject any item of any proposal.

The documents constituting component parts of this contract are the following:

- I. REQUEST FOR PROPOSALS
- II. TERMS & CONDITIONS
- III. DETAILED SPECIFICATIONS
- IV. PROPOSAL/CONTRACT FORM

DO NOT DETACH ANY PORTION OF THIS DOCUMENT. INVALIDATION COULD RESULT. Proposers MUST submit an original, 2 additional paper copies and one compact disk of the total proposal. Upon formal award of the proposal, the successful Proposer will receive a copy of the executed contract.

I. REQUEST FOR PROPOSALS

1. GENERAL

- 1.1 Notice is hereby given that Village of Downers Grove will receive sealed proposals up to 4:30 p.m., August 20, 2007
- 1.2 Proposals must be received at the Village of Downers Grove by the time and date specified. Proposals received after the specified time and date will not be accepted and will be returned unopened to the Proposer.
- 1.3 Proposal forms shall be sent to the Village of Downers Grove, ATTN: Tom Dabareiner, in a sealed envelope marked "SEALED PROPOSAL". The envelope shall be marked with the name of the project, date, and time set for receipt of proposals.
- 1.4 All proposals must be submitted on the forms supplied by the Village and signed by a proper official of the company submitting proposal. Telephone, email and fax proposals will not be accepted.
- 1.5 By submitting this proposal, the proposer certifies under penalty of perjury that they have not acted in collusion with any other proposer or potential Proposer.

2. PREPARATION OF PROPOSAL

- 2.1 It is the responsibility of the proposer to carefully examine the specifications and proposal documents and to be familiar with all of the requirements, stipulations, provisions, and conditions surrounding the proposed services.
- 2.2 No oral or telephone interpretations of specifications shall be binding upon the Village. All requests for interpretations or clarifications shall be made in writing and received by the Village at least five (5) business days prior to the date set for receipt of proposals. All changes or interpretations of the specifications shall be made by the Village in a written addendum to our proposer's of record.
- 2.3 In case of error in the extension of prices in the proposal, the hourly rate or unit price will govern. In case of discrepancy in the price between the written and numerical amounts, the written amount will govern.
- 2.4 All costs incurred in the preparation, submission, and/or presentation of any proposal including any proposer's travel or personal expenses shall be the sole responsibility of the proposer and will not be reimbursed by the Village.
- 2.5 The proposer hereby affirms and states that the prices quoted herein constitute the total cost to the Village for all work involved in the respective items and that this cost also includes all insurance, royalties, transportation charges, use of all tools and equipment, superintendence, overhead expense, all profits and all other work, services and conditions necessarily involved in the work to be done and materials to be furnished in accordance

with the requirements of the Contract Documents considered severally and collectively.

3. PRE- PROPOSAL CONFERENCE

3.1 A pre-proposal conference may be offered to provide additional information, inspection or review of current facilities or equipment, and to provide an open forum for questions from proposers. This pre-proposal conference is not mandatory (unless stated "Required" on the cover of this document), but attendance by proposers is strongly advised as this will be the last opportunity to ask questions concerning the proposal.

3.2 For those unable to attend the meeting, questions may be posed in writing to the Village (faxed and emailed questions are acceptable), but must be received by the Village prior to the scheduled time for the pre-proposal conference. Questions received will be considered at the conference. An addendum may be issued as a result of the pre-proposal conference. Such an addendum is subject to the provisions for issuance of an addendum as set forth in the section titled "Addenda".

4. MODIFICATION OR WITHDRAWAL OF PROPOSALS

4.1 A Proposal that is in the possession of the Village may be altered by a letter bearing the signature or name of person authorized for submitting a proposal, provided that it is received prior to the time and date set for the bid opening. Telephone, email or verbal alterations of a proposal will not be accepted.

4.2 A Proposal that is in the possession of the Village may be withdrawn by the proposer, up to the time set for the proposal opening, by a letter bearing the signature or name of person authorized for submitting proposals. Proposals may not be withdrawn after the proposal opening and shall remain valid for a period of ninety (90) days from the date set for the proposal opening, unless otherwise specified.

5. SECURITY FOR PERFORMANCE

5.1 The awarded contractor, within thirteen (13) calendar days after acceptance of the proposer's proposal by the Village, shall furnish security for performance acceptable to the Village when required under the documents. Such security shall be either a satisfactory performance bond (bonding company must be licensed to do business in Illinois) or a letter of credit on the form provided by the Village and available from the Village's Purchasing Manager. **NOTE: As evidence of capability to provide such security for performance, each proposer shall submit with the proposal either a letter executed by its surety company indicating the proposer's performance bonding capability, or a letter from a bank or savings and loan within twenty-five miles of the corporate boundaries of the Village indicating its willingness and intent to provide a letter of credit for the proposer.**

6. DELIVERY

6.1 All proposal prices are to be quoted, delivered F.O.B. Village of Downers Grove, 801 Burlington, Downers Grove, IL 60515.

7. TAX EXEMPTION

7.1 The Village is exempt from Illinois sales or use tax for direct purchases of materials and supplies. A copy of the Illinois Sales Tax Exemption Form will be issued upon request. Our federal identification will also be provided to selected vendor.

8. RESERVED RIGHTS

8.1 The Village of Downers Grove reserves the exclusive right to waive sections, technicalities, irregularities and informalities and to accept or reject any and all proposals and to disapprove of any and all subcontractors as may be in the best interest of the Village. Time and date requirements for receipt of proposal will not be waived.

II. TERMS AND CONDITIONS

9. VILLAGE ORDINANCES

9.1 The successful proposer will strictly comply with all ordinances of the Village of Downers Grove and laws of the State of Illinois.

10. USE OF VILLAGE'S NAME

10.1 The proposer is specifically denied the right of using in any form or medium the name of the Village for public advertising unless express permission is granted by the Village.

11. SPECIAL HANDLING

11.1 Prior to delivery of any product which is caustic, corrosive, flammable or dangerous to handle, the Proposer will provide written directions as to methods of handling such products, as well as the antidote or neutralizing material required for its first aid before delivery. Proposer shall also notify the Village and provide material safety data sheets for all substances used in connection with this contract which are defined as toxic under the Illinois Toxic Substances Disclosure to Employees Act.

12. INDEMNITY AND HOLD HARMLESS AGREEMENT

12.1 To the fullest extent permitted by law, the Proposer shall indemnify, keep and save harmless the Village and its agents, officers, and employees, against all injuries, deaths, losses, damages, claims, suits, liabilities, judgments, costs and expenses, which may arise directly or indirectly from any negligence or from the reckless or willful misconduct of the Proposer, its employees, or its subcontractors, and the Proposer, its employees, or its subcontractors, and the Proposer shall at its own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith, and, if any judgment shall be rendered against the Village in any such action, the Proposer shall, at its own expense, satisfy and discharge the same. This Agreement shall not be construed as requiring the Proposer to indemnify the Village for its own negligence. The Proposer shall indemnify, keep and save harmless the Village only where a loss was caused by the negligent, willful or reckless acts or omissions of the Proposer, its employees, or its Subcontractors.

13. NONDISCRIMINATION

13.1 Proposer shall, as a party to a public contract:

- (a) Refrain from unlawful discrimination in employment and undertake affirmative action to assure equality of employment opportunity and eliminate the effects of past discrimination;
- (b) By submission of this proposal, the Proposer certifies that he is an "equal opportunity employer" as defined by Section 2000(e) of Chapter 21, Title 42, U.S. Code Annotated and Executive Orders #11246 and #11375, which are incorporated herein by reference. The Equal Opportunity clause, Section 6.1 of the Rules and Regulations of the Department of Human Rights of the State of Illinois, is a material part of any contract awarded on the basis of this proposal.

13.2 It is unlawful to discriminate on the basis of race, color, sex, national origin, ancestry, age, marital status, physical or mental handicap or unfavorable discharge for military service. Proposer shall comply with standards set forth in Title VII of the Civil Rights Act of 1964, 42 U.S.C. Secs. 2000 et seq., The Human Rights Act of the State of Illinois, 775 ILCS 5/1-101 et. seq., and The Americans With Disabilities Act, 42 U.S.C. Secs. 12101 et. seq.

14. SEXUAL HARASSMENT POLICY

14.1 The proposer, as a party to a public contract, shall have a written sexual harassment policy that:

- 14.1.1 Notes the illegality of sexual harassment;
- 14.1.2 Sets forth the State law definition of sexual harassment;
- 14.1.3 Describes sexual harassment utilizing examples;
- 14.1.4 Describes the Proposer's internal complaint process including penalties;
- 14.1.5 Describes the legal recourse, investigative and complaint process available through the Illinois Department of Human Rights and the Human Rights Commission and how to contact these entities; and
- 14.1.6 Describes the protection against retaliation afforded under the Illinois Human Rights Act.

15. EQUAL EMPLOYMENT OPPORTUNITY

15.1 In the event of the Proposer's non-compliance with the provisions of this Equal Employment Opportunity Clause, the Illinois Human Rights Act or the Rules and Regulations of the Illinois Department of Human Rights ("Department"), the Proposer may be declared ineligible for future contracts or subcontracts with the State of Illinois or any of its political subdivisions or municipal corporations, and the contract may be canceled or voided in whole or in part, and such other sanctions or penalties may be imposed or remedies invoked as provided by statute or regulation. During the performance of this contract, the Proposer agrees as follows:

Village of Downers Grove

- 15.1.1 That it will not discriminate against any employee or applicant for employment because of race, color, religion, sex, marital status, national origin or ancestry, age, physical or mental handicap unrelated to ability, sexual orientation, sexual identity or an unfavorable discharge from military service; and further that it will examine all job classifications to determine if minority persons or women are underutilized and will take appropriate affirmative action to rectify any such underutilization.
- 15.1.2 That, if it hires additional employees in order to perform this contract or any portion thereof, it will determine the availability (in accordance with the Department's Rules and Regulations) of minorities and women in the area(s) from which it may reasonably recruit and it will hire for each job classification for which employees are hired in such a way that minorities and women are not underutilized.
- 15.1.3 That, in all solicitations or advertisements for employees placed by it or on its behalf, it will state that all applicants will be afforded equal opportunity without discrimination because of race, color, religion, sex, marital status, national origin or ancestry, age, physical or mental handicap unrelated to ability, or an unfavorable discharge from military services.
- 15.1.4 That it will send to each labor organization or representative of workers with which it has or is bound by a collective bargaining or other agreement or understanding, a notice advising such labor organization or representative of the Proposer's obligations under the Illinois Human Rights Act and the Department's Rules and Regulations. If any such labor organization or representative fails or refuses to cooperate with the Proposer in its efforts to comply with such Act and Rules and Regulations, the Proposer will promptly so notify the Department and the contracting agency and will recruit employees from other sources when necessary to fulfill its obligations thereunder.
- 15.1.5 That it will submit reports as required by the Department's Rules and Regulations, furnish all relevant information as may from time to time be requested by the Department or the contracting agency, and in all respects comply with the Illinois Human Rights Act and the Department's Rules and Regulations.
- 15.1.6 That it will permit access to all relevant books, records, accounts and work sites by personnel of the contracting agency and the Department for purpose of investigation to ascertain compliance with the Illinois Human Rights Act and the Department's Rules and Regulations.
- 15.1.7 That it will include verbatim or by reference the provisions of this clause in every subcontract it awards under which any portion of the contract obligations are undertaken or assumed, so that such provisions will be binding upon such subcontractor. In the same manner as with other provisions of this contract, the

Proposer will be liable for compliance with applicable provisions of this clause by such subcontractors; and further it will promptly notify the contracting agency and the Department in the event any subcontractor fails or refuses to comply therewith. In addition, the Proposer will not utilize any subcontractor declared by the Illinois Human Rights Commission to be ineligible for contracts or subcontracts with the State of Illinois or any of its political subdivision or municipal corporations.

16. DRUG FREE WORK PLACE

Proposer, as a party to a public contract, certifies and agrees that it will provide a drug free workplace by:

- 16.1 Publishing a statement: (1) Notifying employees that the unlawful manufacture, distribution, dispensation, possession or use of a controlled substance, including cannabis, is prohibited in the Village's or proposer's workplace. (2) Specifying the actions that will be taken against employees for violations of such prohibition. (3) Notifying the employee that, as a condition of employment on such contract or grant, the employee will: (A) abide by the terms of the statement; and (B) notify the employer of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction.
- 16.2 Establishing a drug free awareness program to inform employee's about: (1) the dangers of drug abuse in the workplace; (2) the Village's or proposer's policy of maintaining a drug free workplace; (3) any available drug counseling, rehabilitation and employee assistance programs; (4) the penalties that may be imposed upon employees for drug violations.
- 16.3 Providing a copy of the statement required above to each employee engaged in the performance of the contract or grant and to post the statement in a prominent place in the workplace.
- 16.4 Notifying the contracting or granting agency within ten (10) days after receiving notice of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction from an employee or otherwise receiving actual notice of such conviction.
- 16.5 Imposing a sanction on, or requiring the satisfactory participation in a drug abuse assistance or rehabilitation program by any employee who is so convicted as required by section 5 of the Drug Free Workplace Act.
- 16.6 Assisting employees in selecting a course of action in the event drug counseling, treatment and rehabilitation is required and indicating that a trained referral team is in place.
- 16.7 Making a good faith effort to continue to maintain a drug free workplace through

implementation of the Drug Free Workplace Act.

17. PREVAILING WAGE ACT

17.1 Proposer agrees to comply with the Illinois Prevailing Wage Act, 820 ILCS 130/1 *et seq.*, for all work completed under this contract. Proposer agrees to pay the prevailing wage and require that all of its subcontractors pay prevailing wage to any laborers, workers or mechanics who perform work pursuant to this contract or related subcontract. For applicable rates, go to the State of Illinois – Department of Labor website and use the most current DuPage County rate.

17.2 Proposer and each subcontractor shall keep or cause to be kept an accurate record of names, occupations and actual wages paid to each laborer, workman and mechanic employed by the Proposer in connection with the contract. This record shall be open to inspection at all reasonable hours by any representative of the Village or the Illinois Department of labor and must be preserved for four (4) years following completion of the contract.

17.3 In the event this is a contract for a “fixed public works” project, as defined in 820 ILCS 130/2, Proposer agrees to post at the job site in an easily accessible place, the prevailing wages for each craft or type of worker or mechanic needed to execute the contract or work to be performed.

17.4 In the event this is an Illinois public works project as defined under the Prevailing Wage Act, 820 ILCS 130/2, any and all contractors and subcontractors must submit certified payroll records to the Village on a monthly basis. **WITHOUT THIS PAPERWORK, NO INVOICE SHALL BE PAID BY THE VILLAGE.** Contractors and subcontractors must also submit a statement affirming that the records are true and accurate, that the wages paid to each worker are not less than the prevailing rate, and that the contractor and subcontractor are aware that filing false records is a Class B misdemeanor. The records must include the name, address, telephone number, social security number, job classification, hours of work, hourly rate, and start and end time of work each day for every worker employed on the public work. The Village reserves the right to check the pay stubs of the workers on the job. The Village further cautions that payment for any services rendered pursuant to this contract may be predicated upon receipt of said records.

17.5 In the event that this is a construction project where Motor Fuel tax monies or state grant monies are used in the construction, maintenance and extension of municipal streets, traffic control signals, street lighting systems, storm sewers, pedestrian subways or overhead crossings, sidewalks and off-street parking facilities, and the like, the Village will require an Apprenticeship and Training Certification, attached after the Proposer’s Certification.

18. INSURANCE REQUIREMENTS

18.1 Prior to starting the work, Contractor and any Subcontractors shall procure, maintain and

Village of Downers Grove

pay for such insurance as will protect against claims for bodily injury of death, or for damage to property, including loss of use, which may arise out of operations by the Contractor or Subcontractor or any Sub-Sub Contractor or by anyone employed by any of them, or by anyone for whose acts any of them may be liable. Such insurance shall not be less than the greater of coverages and limits of liability specified below or any coverages and limits of liability specified in the Contract Documents or coverages and limits required by law unless otherwise agreed to by the Village.

Workers Compensation	\$500,000	Statutory
Employers Liability	\$1,000,000	Each Accident
	\$1,000,000	Disease Policy Limit
	\$1,000,000	Disease Each Employee
Comprehensive General Liability	\$2,000,000	Each Occurrence
	\$2,000,000	Aggregate
		<i>(Applicable on a Per Project Basis)</i>
Commercial Automobile Liability	\$1,000,000	Each Accident
Professional Errors & Omissions (pursuant to section .9 below)	\$2,000,000	Each Claim
	\$2,000,000	Annual Aggregate
Umbrella Liability	\$ 5,000,000	

- 18.2 Commercial General Liability Insurance required under this paragraph shall be written on an occurrence form and shall include coverage for Products/Completed Operations, Personal Injury with Employment Exclusion (if any) deleted, Blanket XCU and Blanket Contractual Liability insurance applicable to defense and indemnity obligations and other contractual indemnity assumed under the Contract Documents. The limit must be on a "Per Project Basis"
- 18.3 Comprehensive Automobile Liability Insurance required under this paragraph shall include coverage for all owned, hired and non-owned automobiles.
- 18.4 Workers Compensation coverage shall include a waiver of subrogation against the Village.
- 18.5 Comprehensive General Liability, Employers Liability and Commercial Automobile Liability Insurance may be arranged under single policies for full minimum limits required, or by a combination of underlying policies with the balance provided by

Umbrella and/or Excess Liability policies.

- 18.6 Contractor and all Subcontractors shall have their respective Comprehensive General Liability (including products/completed operations coverage), Employers Liability, Commercial Automobile Liability, and Umbrella/Excess Liability policies endorsed to add the "Village of Downers Grove, officers, officials, employees and volunteers" as "additional insureds" with respect to liability arising out of operations performed; claims for bodily injury or death brought against Village by any Contractor or Subcontractor employees, or the employees of Subcontractor's subcontractors of any tier, however caused, related to the performance of operations under the Contract Documents. Such insurance afforded to the Village shall be endorsed to provide that the insurance provided under each policy shall be **Primary and Non-Contributory**.
- 18.7 Contractor and all Subcontractors shall maintain in effect all insurance coverages required by the Contract Documents at their sole expense and with insurance carriers licensed to do business in the State of Illinois and having a current A. M. Best rating of no less than A- VIII. In the event that the Contractor or any Subcontractor fails to procure or maintain any insured required by the Contract Documents, the Village may, at its option, purchase such coverage and deduct the cost thereof from any monies due to the Contractor or Subcontractor, or withhold funds in an amount sufficient to protect the Village, or terminate this Agreement pursuant to its terms.
- 18.8 All insurance policies shall contain a provision that coverages and limits afforded hereunder shall not be canceled, materially changed, non-renewed or restrictive modifications added, without thirty (30) days prior written notice to the Village. Renewal certificates shall be provided to the Village not less than five (5) prior to the expiration date of any of the required policies. All Certificates of Insurance shall be in a form acceptable to Village and shall provide satisfactory evidence of compliance with all insurance requirements. The Village shall not be obligated to review such certificates or other evidence of insurance, or to advise Contractor or Subcontractor of any deficiencies in such documents, and receipt thereof shall not relieve the Contractor or Subcontractor from, nor be deemed a waiver the right to enforce the terms of the obligations hereunder. The Village shall have the right to examine any policy required and evidenced on the Certificate of Insurance.
- 18.9 Only in the event that the Work under the Contract Documents includes design, consultation, or any other professional services, Contractor or the Subcontractor shall procure, maintain, and pay for Professional Errors and Omissions insurance with limits of not less than \$2,000,000 per claim and \$2,000,000 annual aggregate. If such insurance is written on a claim made basis, the retrospective date shall be prior to the start of the Work under the Contract Documents. Contractor and all Subcontractors agree to maintain such coverage for three (3) years after final acceptance of the Project by the Village or such longer period as the Contract Documents may require. Renewal policies during this period shall maintain the same retroactive date.

18.10 Any deductibles or self-insured retentions shall be the sole responsibility of the Insured. At the option of the Village, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the Village, its officers, officials, employees and volunteers; or the Proposer shall procure a bond guaranteeing payment of losses and related investigations, claim administration and defense expenses.

19. COPYRIGHT/PATENT INFRINGEMENT

19.1 The Proposer agrees to indemnify, defend, and hold harmless the Village against any suit, claim, or proceeding brought against the Village for alleged use of any equipment, systems, or services provided by the Proposer that constitutes a misuse of any proprietary or trade secret information or an infringement of any patent or copyright.

20. COMPLIANCE WITH OSHA STANDARDS

20.1 Equipment supplied to the Village must comply with all requirements and standards as specified by the Occupational Safety and Health Act. All guards and protectors as well as appropriate markings will be in place before delivery. Items not meeting any OSHA specifications will be refused.

21. CERCLA INDEMNIFICATION

21.1 In the event this is a contract that has environment aspects, the Awarded Proposer shall, to the maximum extent permitted by law, indemnify, defend, and hold harmless the Village, its officers, employees, agents, and attorneys from and against any and all liability, including without limitation, costs of response, removal, remediation, investigation, property damage, personal injury, damage to natural resources, health assessments, health settlements, attorneys' fees, and other related transaction costs arising under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) of 1980, 42 U.S.C.A. Sec. 9601, et seq., as amended, and all other applicable statutes, regulations, ordinances, and under common law for any release or threatened release of the waste material collected by the Awarded Proposer, both before and after its disposal.

22. SUBLETTING OF CONTRACT

22.1 No contract awarded by the Village shall be assigned or any part sub-contracted without the written consent of the Village Manager. In no case shall such consent relieve the Awarded Proposer from their obligation or change the terms of the contract.

23. TERM OF CONTRACT

23.1 This contract may be extended no more than twice for subsequent annual periods (two annual extensions) by mutual agreement of both parties, providing such agreement complies with Village purchasing policies and the availability of funds. However, if this contract is not one that is subject to extension, such information will be available in the detailed specifications or special conditions section, *supra*.

24. TERMINATION OF CONTRACT

24.1 The Village reserves the right to terminate the whole or any part of this contract, upon

written notice to the Awarded Proposer, for any reason and/or in the event that sufficient funds to complete the contract are not appropriated by the Village.

- 24.2 The Village further reserves the right to terminate the whole or any part of this contract, upon ten (10) days' written notice to the Awarded Proposer, in the event of default by the Awarded Proposer. Default is defined as failure of the Awarded Proposer to perform any of the provisions of this contract or failure to make sufficient progress so as to endanger performance of this contract in accordance with its terms. In the event that the Awarded Proposer fails to cure the default upon notice, and the Village declares default and termination, the Village may procure, upon such terms and in such manner as the Village may deem appropriate, supplies or services similar to those so terminated. The Awarded Proposer shall be liable for any excess costs for such similar supplies or services unless acceptable evidence is submitted to the Village that failure to perform the contract was due to causes beyond the control and without the fault or negligence of the Awarded Proposer. Any such excess costs incurred by the Village may be set-off against any monies due and owing by the Village to the Awarded Proposer.

25. BILLING & PAYMENT PROCEDURES

- 25.1 Payment will be made upon receipt of an invoice referencing Village purchase order number. Once an invoice and receipt of materials or service have been verified, the invoice will be processed for payment in accordance with the Village payment schedule. The Village will comply with the Local Government Prompt Payment Act, 50 ILCS 505/1 et seq., in that any bill approved for payment must be paid or the payment issued to the Proposer within 60 days of receipt of a proper bill or invoice. If payment is not issued to the Proposer within this 60 day period, an interest penalty of 1.0% of any amount approved and unpaid shall be added for each month or fraction thereof after the end of this 60 day period, until final payment is made.
- 25.2 The Village shall review in a timely manner each bill or invoice after its receipt. If the Village determines that the bill or invoice contains a defect making it unable to process the payment request, the Village shall notify the Proposer requesting payment as soon as possible after discovering the defect pursuant to rules promulgated under 50 ILCS 505/1 et seq. The notice shall identify the defect and any additional information necessary to correct the defect.
- 25.3 If this contract is for work defined as a "fixed public work" project under the Illinois Prevailing Wage Act, 820 ILCS 130/2, any contractor or subcontractor is required to submit certified payroll records along with the invoice. No invoice shall be paid without said records.
- 25.4 Please send all invoices to the attention of Village of Downers Grove, Accounts Payable, 801 Burlington, Downers Grove, IL 60515.

26. RELATIONSHIP BETWEEN THE PROPOSER AND THE VILLAGE

- 26.1 The relationship between the Village and the Proposer is that of a buyer and seller of

professional services and it is understood that the parties have not entered into any joint venture or partnership with the other.

27. STANDARD OF CARE

27.1. Services performed by Proposer under this Agreement will be conducted in a manner consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions. No other representations express or implied, and no warranty or guarantee is included or intended in this Agreement, or in any report, opinions, and documents or otherwise.

27.2 If the Proposer fails to meet the foregoing standard, Proposer will perform at its own cost, and without reimbursement from the Village, the professional services necessary to correct errors and omissions caused by Proposer's failure to comply with the above standard and reported to Proposer within one (1) year from the completion of Proposer's services for the Project.

27.3 For Professional Service Agreements (i.e. Engineer, Consultant): Project site visits by Proposer during construction or equipment installation or the furnishing of Project representatives shall not make Proposer responsible for: (i) construction means, methods, techniques, sequences or procedures; (ii) for construction safety precautions or programs; or (iii) for any construction contractor(s') failure to perform its work in accordance with contract documents.

28. GOVERNING LAW

28.1 This Agreement will be governed by and construed in accordance with the laws of the State of Illinois without regard for the conflict of laws provisions. Venue is proper only in the County of DuPage and the Northern District of Illinois.

29. SUCCESSORS AND ASSIGNS

29.1 The terms of this Agreement will be binding upon and inure to the benefit of the parties and their respective successors and assigns; provided, however, that neither party will assign this Agreement in whole or in part without the prior written approval of the other. The Proposer will provide a list of key staff, titles, responsibilities, and contact information to include all expected sub Proposers.

30. WAIVER OF CONTRACT BREACH

30.1 The waiver by one party of any breach of this Agreement or the failure of one party to enforce at any time, or for any period of time, any of the provisions hereof will be limited to the particular instance and will not operate or be deemed to waive any future breaches of this Agreement and will not be construed to be a waiver of any provision except for the particular instance.

31. AMENDMENT

31.1 This Agreement will not be subject to amendment unless made in writing and signed by all parties.

32. CHANGE ORDERS

32.1 The contract price is a “not-to-exceed” cost. At any time additional work is necessary or requested, and the not-to-exceed price is increased thereby, any change, addition or price increase must be agreed to in writing by all parties. The appropriate authorizing signature for the Village is the Village Manager.

33. SEVERABILITY OF INVALID PROVISIONS

33.1 If any provisions of this Agreement are held to contravene or be invalid under the laws of any state, country or jurisdiction, contravention will not invalidate the entire Agreement, but it will be construed as if not containing the invalid provision and the rights or obligations of the parties will be construed and enforced accordingly.

34. NOTICE

34.1 Any notice will be in writing and will be deemed to be effectively served when deposited in the mail with sufficient first class postage affixed, and addressed to the party at the party's place of business. Notices shall be addressed to the Village as follows:

**Village Manager
Village of Downers Grove
801 Burlington Ave.
Downers Grove, IL 60515**

And to the Proposer as designated in the Contract Form.

III. DETAIL SPECIFICATIONS

Project Objective

The work to be completed by the Proposer will focus on the current and projected supply and demand for single and multi-family housing. The work will be focused on providing answers to some specific questions, as follows:

Question 1: What is the difference between affordable, market-rate and other levels of quality among housing products?

Question 2: What are the benefits and risks associated with housing tear-downs and re-builds?

Question 3: What are the issues associated with replacing two small homes with one relatively larger one?

Question 4: What are the demographic and lifestyle characteristics of the Village's resident families? How is this changing over time?

Question 5: What are the characteristics of the Village's current housing stock? Are these keeping up with modern trends?

Village of Downers Grove

Question 6: Will the Village have an adequate supply of affordable and market rate housing if current trends continue? Is housing attainable for those who need it?

Question 7: What is the optimal strategy for the Village to ensure that housing demands are being met across all income brackets?

Question 8: What is the ideal format and style for new housing units in the Village?

Question 9: What other strategies can the Village consider to improve the quality of life for its resident families and workers?

Question 10: Among for-sale houses in the region, what are the typical prices per square foot? Is there a gap or opportunity for Downer's Grove?

Along this same theme, additional questions may be added if they can be answered within the scope of work detailed in this contract.

Tutorial and Demographic Profile

Prior to commencing with the supply-demand analysis for the Village of Downer's Grove, the Proposer will first prepare and deliver the following information:

An Effective Trade Area (ETA) for target home buyers.

1. A series of full-color maps displaying the regional setting, results of a drive-time analysis, the trade area, population and income distribution, transportation networks and other relevant information.
2. A set of histograms displaying the distribution of households by income bracket, and the distribution of housing units by value bracket.
3. A detailed demographic profile for the ETA, Village and primary County, plus comparisons to some of the surrounding jurisdictions.
4. A narrative assessment of demographic trends and unique characteristics of Downers Grove.
5. A tutorial with definitions of key terminology and vocabulary in the housing industry.

Data Collection

For the complete analysis, the quantitative analysis begins with an assessment of the 1990 and 2000 Census, and 2006 and 2011 vendor data provided by ESRI, Inc. Adjustments will be made to reflect local-level population projections, building permit data, recent economic events and other market indices.

Demographic and competitive data will be compiled in the Consultant's Geographic Information Systems (GIS) to aggregate the data for specific geographic areas, enabling us to present the data through maps and correlate variables.

The Proposer will also collect local data and resources from agencies that include the chamber of commerce, visitors and convention bureau, planning department, and economic development department. The Proposer will collect and review prior studies, corridor plans, master plans,

zoning ordinances, traffic count, building permit data and other information that may be relevant to the project.

Residential Supply

To complete the Residential Supply Analysis, the Proposer will rely on the data collected from field visits and in-house research, which includes projections of home values, monthly rents, vacancy rates, seasonality, total housing units, and housing units by tenure (owner vs. renter) for both single-family units and multi-family units. The Proposer will provide projections of housing supply through 2015, to include 2006 and 2011 benchmarks. The analysis will also address the following:

- Housing by Year-Built
- Number of Units per Building
- Year of Occupancy by Current Resident
- Average Monthly Mortgage Rates for the County
- Second Homes and Seasonality
- Senior and Special Needs Housing
- Single- and Multi-Family Units
- Owner- and Renter-Occupancy

The analysis will also compare for-sale units by price, price per square foot, price per square foot by size, and number of bedrooms and bathrooms by size.

Residential Demand

The result of the demand analysis will be projections of the total number of additional residential units demanded annually by population of income ranges and tenures. An integral step in the demand analysis is to conduct a thorough demographic analysis that addresses a wide range of variables that include:

- Household Size and Growth
- Households by Income Bracket
- Educational Attainment
- Median Age of Population
- Housing Unit Types, Tenure, Size and Price

The Proposer will also review lifestyle clusters and related variables, to gauge demand for housing types and unit amenities that would be best received by target home buyers.

Supply-Demand Analysis

The Proposer will conduct a rigorous supply-demand analysis for both owner and renter-occupied housing. Results of the supply-demand analysis will reveal the “gap” in the market for residential uses. The Proposer will determine the share of housing units that the Village can

support, assuming typical vacancy rates for both renter and owner-occupied housing units over the next 5 years, and by price point. The last step of the supply-demand analysis involves qualifying the results and formulating an optimal strategy for future housing.

Gap and Opportunity

After completing the market-wide analysis, the Proposer will develop strategies for specific development opportunities with a focus on affordable, workforce, senior and market-rate housing. Priorities will be formulated that will include any significant projects already identified as leading concerns. Other compelling opportunities may be identified and will also be addressed.

Final Report and Deliverables

The Proposer will prepare a report of the highest professional caliber. One copy of the draft housing assessment will be provided via e-mail, followed by nine (9) full-color copies of the bound report. The report will include at least of 35 pages of written narrative, and may easily exceed 45 pages, plus an attached appendix of production-quality color charts, maps, and graphs. Additional copies of the final report may be ordered at cost and without mark-up. All graphics, charts and maps will be provided separately in formats easily used in MS-Powerpoint.

The Consultant will also provide the final housing assessment in an electronic format (pdf) on CD-ROM and via e-mail transmittal.

Fees for Professional Time and Services

Professional fees for this will be \$_____.00, plus direct costs of \$_____.00, for a combined not-to-exceed fee of \$_____.00. Indicate a retainer amount if desired: \$_____.00.

Terms

The Proposer will provide the Village with invoices by the first of each month with detailed descriptions of completed tasks. The Village of Downers Grove will pay these invoices in accordance with Section 25, herein.

Timing

The Proposer will have the capacity to proceed with this project immediately and will deliver a draft report within six (5) weeks of commencement. The project will commence after an in-person kick-off meeting at the Village of Downers Grove administrative offices.

IV. PROPOSAL/CONTRACT FORM

*****THIS PROPOSAL, WHEN ACCEPTED AND SIGNED BY AN AUTHORIZED SIGNATORY OF THE VILLAGE OF DOWNERS GROVE, SHALL BECOME A CONTRACT BINDING UPON BOTH PARTIES.**

Entire Block Must Be Completed When A Submitted Bid Is To Be Considered For Award

PROPOSER:

_____	Date: _____
Company Name	_____
_____	Email Address
Street Address of Company	_____
_____	Contact Name (Print)
City, State, Zip	_____
_____	24-Hour Telephone
Business Phone	_____
_____	Signature of Officer, Partner or Sole Proprietor
Fax	_____
_____	Print Name & Title
ATTEST: If a Corporation	

Signature of Corporation Secretary	

VILLAGE OF DOWNERS GROVE:

_____	ATTEST:
Authorized Signature	_____
_____	Signature of Village Clerk
Title	_____
_____	Date
Date	_____

In compliance with the specifications, the above-signed offers and agrees, if this Proposal is accepted within 90 calendar days from the date of opening, to furnish any or all of the services upon which prices are quoted, at the price set opposite each item, delivered at the designated point within the time specified above.



VENDOR W-9 REQUEST FORM

The law requires that we maintain accurate taxpayer identification numbers for all individuals and partnerships to whom we make payments, because we are required to report to the I.R.S all payments of \$600 or more annually. We also follow the I.R.S. recommendation that this information be maintained for all payees including corporations.

Please complete the following substitute W-9 letter to assist us in meeting our I.R.S. reporting requirements. The information below will be used to determine whether we are required to send you a Form 1099. Please respond as soon as possible, as failure to do so will delay our payments.

BUSINESS (PLEASE PRINT OR TYPE):

NAME: _____

ADDRESS: _____

CITY: _____

STATE: _____

ZIP: _____

PHONE: _____ FAX: _____

TAX ID #(TIN): _____

(If you are supplying a social security number, please give your full name)

REMIT TO ADDRESS (IF DIFFERENT FROM ABOVE):

NAME: _____

ADDRESS: _____

CITY: _____

STATE: _____ ZIP: _____

TYPE OF ENTITY (CIRCLE ONE):

- | | |
|----------------------|---|
| Individual | Limited Liability Company –Individual/Sole Proprietor |
| Sole Proprietor | Limited Liability Company-Partnership |
| Partnership | Limited Liability Company-Corporation |
| Medical | Corporation |
| Charitable/Nonprofit | Government Agency |

SIGNATURE: _____ DATE: _____

PROPOSER'S CERTIFICATION (page 1 of 3)

With regard to _____, proposer _____ hereby certifies
(Name of Project) (Name of Proposer)
the following:

1. Proposer is not barred from bidding this contract as a result of violations of Section 720 ILCS 5/33E-3 (Bid Rigging) or 720 ILCS 5/33E-4 (Bid-Rotating);
2. Proposer certifies that it has a written sexual harassment policy in place and is in full compliance with 775 ILCS §12-105(A)(4);
3. Proposer certifies that not less than the prevailing rate of wages as determined by the Village of Downers Grove, DuPage County or the Illinois Department of Labor shall be paid to all laborers, workers and mechanics performing work for the Village of Downers Grove. All bonds shall include a provision as will guarantee the faithful performance of such prevailing wage clause. Proposer agrees to comply with the Illinois Prevailing Wage Act, 820 ILCS 130/1 *et seq.*, for all work completed. Proposer agrees to pay the prevailing wage and require that all of its subcontractors pay prevailing wage to any laborers, workers or mechanics who perform work pursuant to this contract or related subcontract. Proposer and each subcontractor shall keep or cause to be kept an accurate record of names, occupations and actual wages paid to each laborer, workman and mechanic employed by the Proposer in connection with the contract. This record shall be sent to the Village on a monthly basis along with the invoice and shall be open to inspection at all reasonable hours by any representative of the Village or the Illinois Department of Labor and must be preserved for four (4) years following completion of the contract. Proposer certifies that proposer and any subcontractors working on the project are aware that filing false payroll records is a class B misdemeanor and that the monetary penalties for violations are to be paid pursuant to law by the proposer, contractor and subcontractor. The Village shall not be liable for any underpayments. If applicable: Since this is a contract for a fixed public works project, as defined in 820 ILCS 130/2, Contractor agrees to post at the job site in an easily accessible place, the prevailing wages for each craft or type of worker or mechanic needed to execute the contract or work to be performed.
4. Proposer certifies that it is in full compliance with the Federal Highway Administrative Rules on Controlled Substances and Alcohol Use and Testing, 49 C. F.R. Parts 40 and 382 and that all employee drivers are currently participating in a drug and alcohol testing program pursuant to the Rules.
5. Proposer further certifies that it is not delinquent in the payment of any tax administered by the Department of Revenue, or that Proposer is contesting its liability for the tax delinquency or the amount of a tax delinquency in accordance with the procedures established by the appropriate Revenue Act. Proposer further certifies that if it owes any tax payment(s) to the Department of Revenue, Proposer has entered into an agreement with the Department of

PROPOSER'S CERTIFICATION (page 2 of 3)

Revenue for the payment of all such taxes that are due, and Proposer is in compliance with the agreement.

BY: _____
Proposer's Authorized Agent

		-							
--	--	---	--	--	--	--	--	--	--

FEDERAL TAXPAYER IDENTIFICATION NUMBER

or _____
Social Security Number

Subscribed and sworn to before me
this _____ day of _____, 20__.

Notary Public)

(Fill Out Applicable Paragraph Below)

(a) Corporation

The Proposer is a corporation organized and existing under the laws of the State of _____, which operates under the Legal name of _____, and the full names of its Officers are as follows:

President: _____

Secretary: _____

Treasurer: _____

and it does have a corporate seal. (In the event that this bid is executed by other than the President, attach hereto a certified copy of that section of Corporate By-Laws or other authorization by the Corporation which permits the person to execute the offer for the corporation.)

(b) Partnership

Signatures and Addresses of All Members of Partnership:

PROPOSER'S CERTIFICATION (page 3 of 3)

The partnership does business under the legal name of: _____
which name is registered with the office of _____ in the state of
_____.

(c) Sole Proprietor

The Supplier is a Sole Proprietor whose full name is: _____
and if operating under a trade name, said trade name is: _____
which name is registered with the office of _____ in the state of
_____.

5. Are you willing to comply with the Village's preceding insurance requirements within 13 days of the award of the contract?

Insurer's Name _____

Agent _____

Street Address _____

City, State, Zip Code _____

Telephone Number _____

I/We affirm that the above certifications are true and accurate and that I/we have read and understand them.

Print Name of Company: _____

Print Name and Title of Authorizing Signature: _____

Signature: _____

Date: _____

Apprenticeship and Training Certification

(Does not apply to federal aid projects. Applicable only to maintenance and construction projects that use Motor Fuel Tax funds or state grant monies)

Name of Proposer: _____

In accordance with the provisions of Section 30-22 (6) of the Illinois Procurement Code, the proposer certifies that it is a participant, either as an individual or as part of a group program, in the approved apprenticeship and training programs applicable to each type of work or craft that the proposer will perform with its own forces. The proposer further certifies for work that will be performed by subcontract that each of its subcontractors submitted for approval either (a) is, at the time of such bid, participating in an approved, applicable apprenticeship and training program; or (b) will, prior to commencement of performance of work pursuant to this contract, begin participation in an approved apprenticeship and training program applicable to the work of the subcontract. The Illinois Department of Labor, at any time before or after award, may require the production of a copy of each applicable Certificate of Registration issued by the United States Department of Labor evidencing such participation by the contractor and any or all of its subcontractors. Applicable apprenticeship and training programs are those that have been approved and registered with the United States Department of Labor. The proposer shall list in the space below, the official name of the program sponsor holding the Certificate of Registration for all of the types of work or crafts in which the proposer is a participant and that will be performed with the proposer's forces. Types of work or craft work that will be subcontracted shall be included and listed as subcontract work. The list shall also indicate any type of work or craft job category that does not have an applicable apprenticeship or training program. **The proposer is responsible for making a complete report and shall make certain that each type of work or craft job category that will be utilized on the project is accounted for and listed. Return this with the bid.**

Village of Downers Grove

The requirements of this certification and disclosure are a material part of the contract, and the contractor shall require this certification provision to be included in all approved subcontracts. In order to fulfill this requirement, it shall not be necessary that an applicable program sponsor be currently taking or that it will take applications for apprenticeship, training or employment during the performance of the work of this contract.

Print Name and Title of Authorizing Signature: _____

Signature: _____

Date: _____

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August 15, 2007

Village of Downers Grove, IL Residential Market Strategy

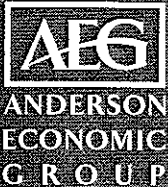
A Proposal

Prepared for:

Community Development Department
Village of Downers Grove, IL
801 Burlington Avenue
Downers Grove, Illinois 60515

Prepared by:

Sharon M. Vokes, Principal





Mr. Tom Dabareiner
Director of Community Development
Village of Downers Grove, IL
801 Burlington Avenue
Downers Grove, Illinois 60515

RE: Residential Market Strategy

Dear Mr. Dabareiner,

On behalf of Anderson Economic Group, LLC (AEG), I would like to thank you for this opportunity to submit a proposal for the Village of Downers Grove Residential Market Strategy.

We recognize that this Residential Market Strategy will may have a bearing on the quality of life for resident families in your community. We ask that you take into consideration our firm's prior experience in similar projects, knowledge of the Chicago market, dedication to providing access to quality and "affordable" housing for everyone, and our core principles.

Anderson Economic Group is a multidisciplinary firm with core services that include developing economic growth strategies for unique markets, with an emphasis on land uses and real estate development. Our clients are typically municipalities, jurisdictions and agencies, and we often collaborate with professional firms in planning, landscape architecture and design industries.

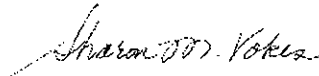
For your Housing Needs Assessment, we invite you to consider our qualifications and distinct advantages:

- Our analysis includes measuring supply and demand, assessing home values and rent structures and formulating a strategy for future housing in unique communities.
- Private-sector developers also use our analyses to set rent rates, determine amenity packages, and likely return on investment. Many of these projects are mixed-use and include retail and office space.
- Our team includes experienced and qualified analysts with diverse backgrounds in economics, applied geography, demographics, public policy, and fiscal analysis.

- Our deliverables include documenting the full market opportunity and optimal strategy in a professional-quality bound report with color exhibits (photos, tables, maps, demographic reports, charts, etc.). Our reports usually exceed 50 pages, and examples are available on our website, at www.AndersonEconomicGroup.com.
- As a Principal at Anderson Economic Group, I offer over 15 years of applied experience in the real estate industry. My academic credentials include a Master's Degree in Geography with an emphasis in Urban Planning and a Minor in Mathematics.
- I know the Chicago markets well. During prior employment with Dayton-Hudson Corporation in 1993, I formulated the Chicago-wide market strategy for Target Department stores as part of that company's acquisition of Venture Stores. I also developed a market strategy for the Village Glenview, Illinois and Village of Pleasant Prairie, Wisconsin (Kenosha), and am currently working with the Village of Orland Park.

Thank you again for inviting us to submit this proposal for this important community project. We value this opportunity to develop a strategy that will ensure a quality of life for resident families of Downers Grove. Meanwhile, please call with any questions you may have.

Sincerely Yours,



Sharon M. Vokes
Principal

*Village of Downers Grove, IL
Residential Market Strategy*

List of Tabs

Tab A: The Proposal

Tab B: Company Qualifications

Tab C: Engagement Profiles

August 15, 2007

Village of Downers Grove, IL Residential Market Strategy

The Proposal

Prepared for:

Community Development Department
Village of Downers Grove, IL
801 Burlington Avenue
Downers Grove, Illinois 60515

Prepared by:

Sharon M. Vokes, Principal





REQUEST FOR PROPOSAL

Name of Proposing Company: **Anderson Economic Group, LLC**

Project Name: Downers Grove Housing Market Study
Proposal No.: 001
Proposal Due: Friday, 4:30PM, August 20, 2007
Pre-Proposal Conference: None

Required of All Proposers:

Deposit: No
Letter of Capability of Acquiring Performance Bond No

Required of Awarded Contractor:

Performance Bond/Letter of Credit: No
Certificate of Insurance: No

Legal Advertisement Published: August 8, 2007
Date Issued: August 8, 2007
This document consists of 26 pages.

Return **original** and **two duplicate copies** of proposal along with **one compact disk** with proposal information contained on it in a *.doc (Microsoft Word) or *.pdf (Adobe Acrobat) version in a **sealed envelope** marked with the Proposal Number as noted above to:

THERESA H. TARKA
PURCHASING ASSISTANT
VILLAGE OF DOWNERS GROVE
801 BURLINGTON AVENUE
DOWNERS GROVE, IL 60515
PHONE: 630/434-5530
FAX: 630/434-5571
www.downers.us

Village of Downers Grove

The VILLAGE OF DOWNERS GROVE will receive proposals Monday thru Friday, 8:00 A.M. to 5:00 P.M. at the Village Hall, 801 Burlington Avenue, Downers Grove, IL 60515.

SPECIFICATIONS MUST BE MET AT THE TIME THE PROPOSAL IS DUE.

The Village Council reserves the right to accept or reject any and all proposals, to waive technicalities and to accept or reject any item of any proposal.

The documents constituting component parts of this contract are the following:

- I. REQUEST FOR PROPOSALS
- II. TERMS & CONDITIONS
- III. DETAILED SPECIFICATIONS
- IV. PROPOSAL/CONTRACT FORM

DO NOT DETACH ANY PORTION OF THIS DOCUMENT. INVALIDATION COULD RESULT. Proposers MUST submit an original, 2 additional paper copies and one compact disk of the total proposal. Upon formal award of the proposal, the successful Proposer will receive a copy of the executed contract.

I. REQUEST FOR PROPOSALS

1. GENERAL

- 1.1 Notice is hereby given that Village of Downers Grove will receive sealed proposals up to 4:30 p.m., August 20, 2007
- 1.2 Proposals must be received at the Village of Downers Grove by the time and date specified. Proposals received after the specified time and date will not be accepted and will be returned unopened to the Proposer.
- 1.3 Proposal forms shall be sent to the Village of Downers Grove, ATTN: Tom Dabareiner, in a sealed envelope marked "SEALED PROPOSAL". The envelope shall be marked with the name of the project, date, and time set for receipt of proposals.
- 1.4 All proposals must be submitted on the forms supplied by the Village and signed by a proper official of the company submitting proposal. Telephone, email and fax proposals will not be accepted.
- 1.5 By submitting this proposal, the proposer certifies under penalty of perjury that they have not acted in collusion with any other proposer or potential Proposer.

2. PREPARATION OF PROPOSAL

- 2.1 It is the responsibility of the proposer to carefully examine the specifications and proposal documents and to be familiar with all of the requirements, stipulations, provisions, and conditions surrounding the proposed services.
- 2.2 No oral or telephone interpretations of specifications shall be binding upon the Village. All requests for interpretations or clarifications shall be made in writing and received by the Village at least five (5) business days prior to the date set for receipt of proposals. All changes or interpretations of the specifications shall be made by the Village in a written addendum to our proposer's of record.
- 2.3 In case of error in the extension of prices in the proposal, the hourly rate or unit price will govern. In case of discrepancy in the price between the written and numerical amounts, the written amount will govern.
- 2.4 All costs incurred in the preparation, submission, and/or presentation of any proposal including any proposer's travel or personal expenses shall be the sole responsibility of the proposer and will not be reimbursed by the Village.

Village of Downers Grove

- 2.5 The proposer hereby affirms and states that the prices quoted herein constitute the total cost to the Village for all work involved in the respective items and that this cost also includes all insurance, royalties, transportation charges, use of all tools and equipment, superintendence, overhead expense, all profits and all other work, services and conditions necessarily involved in the work to be done and materials to be furnished in accordance with the requirements of the Contract Documents considered severally and collectively.

3. PRE- PROPOSAL CONFERENCE

- 3.1 A pre-proposal conference may be offered to provide additional information, inspection or review of current facilities or equipment, and to provide an open forum for questions from proposers. This pre-proposal conference is not mandatory (unless stated "Required" on the cover of this document), but attendance by proposers is strongly advised as this will be the last opportunity to ask questions concerning the proposal.
- 3.2 For those unable to attend the meeting, questions may be posed in writing to the Village (faxed and emailed questions are acceptable), but must be received by the Village prior to the scheduled time for the pre-proposal conference. Questions received will be considered at the conference. An addendum may be issued as a result of the pre-proposal conference. Such an addendum is subject to the provisions for issuance of an addendum as set forth in the section titled "Addenda".

4. MODIFICATION OR WITHDRAWAL OF PROPOSALS

- 4.1 A Proposal that is in the possession of the Village may be altered by a letter bearing the signature or name of person authorized for submitting a proposal, provided that it is received prior to the time and date set for the bid opening. Telephone, email or verbal alterations of a proposal will not be accepted.
- 4.2 A Proposal that is in the possession of the Village may be withdrawn by the proposer, up to the time set for the proposal opening, by a letter bearing the signature or name of person authorized for submitting proposals. Proposals may not be withdrawn after the proposal opening and shall remain valid for a period of ninety (90) days from the date set for the proposal opening, unless otherwise specified.

5. SECURITY FOR PERFORMANCE

- 5.1 The awarded contractor, within thirteen (13) calendar days after acceptance of the proposer's proposal by the Village, shall furnish security for performance acceptable to the Village when required under the documents. Such security shall be either a satisfactory performance bond (bonding company must be licensed to do business in Illinois) or a letter of credit on the form provided by the Village and available from the Village's Purchasing Manager. **NOTE: As evidence of capability to provide such security for performance, each proposer shall submit with the proposal either a letter executed by its surety company indicating the proposer's performance bonding capability, or a letter from a bank or savings and loan within twenty-five miles of the corporate boundaries of the Village indicating its willingness and intent to provide a letter of credit for the proposer.**

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6. DELIVERY

- 6.1 All proposal prices are to be quoted, delivered F.O.B. Village of Downers Grove, 801 Burlington, Downers Grove, IL 60515.

7. TAX EXEMPTION

- 7.1 The Village is exempt from Illinois sales or use tax for direct purchases of materials and supplies. A copy of the Illinois Sales Tax Exemption Form will be issued upon request. Our federal identification will also be provided to selected vendor.

8. RESERVED RIGHTS

- 8.1 The Village of Downers Grove reserves the exclusive right to waive sections, technicalities, irregularities and informalities and to accept or reject any and all proposals and to disapprove of any and all subcontractors as may be in the best interest of the Village. Time and date requirements for receipt of proposal will not be waived.

II. TERMS AND CONDITIONS

9. VILLAGE ORDINANCES

- 9.1 The successful proposer will strictly comply with all ordinances of the Village of Downers Grove and laws of the State of Illinois.

10. USE OF VILLAGE'S NAME

- 10.1 The proposer is specifically denied the right of using in any form or medium the name of the Village for public advertising unless express permission is granted by the Village.

11. SPECIAL HANDLING

- 11.1 Prior to delivery of any product which is caustic, corrosive, flammable or dangerous to handle, the Proposer will provide written directions as to methods of handling such products, as well as the antidote or neutralizing material required for its first aid before delivery. Proposer shall also notify the Village and provide material safety data sheets for all substances used in connection with this contract which are defined as toxic under the Illinois Toxic Substances Disclosure to Employees Act.

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12. INDEMNITY AND HOLD HARMLESS AGREEMENT

12.1 To the fullest extent permitted by law, the Proposer shall indemnify, keep and save harmless the Village and its agents, officers, and employees, against all injuries, deaths, losses, damages, claims, suits, liabilities, judgments, costs and expenses, which may arise directly or indirectly from any negligence or from the reckless or willful misconduct of the Proposer, its employees, or its subcontractors, and the Proposer, its employees, or its subcontractors, and the Proposer shall at its own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith, and, if any judgment shall be rendered against the Village in any such action, the Proposer shall, at its own expense, satisfy and discharge the same. This Agreement shall not be construed as requiring the Proposer to indemnify the Village for its own negligence. The Proposer shall indemnify, keep and save harmless the Village only where a loss was caused by the negligent, willful or reckless acts or omissions of the Proposer, its employees, or its Subcontractors.

13. NONDISCRIMINATION

13.1 Proposer shall, as a party to a public contract:

- (a) Refrain from unlawful discrimination in employment and undertake affirmative action to assure equality of employment opportunity and eliminate the effects of past discrimination;
- (b) By submission of this proposal, the Proposer certifies that he is an "equal opportunity employer" as defined by Section 2000(e) of Chapter 21, Title 42, U.S. Code Annotated and Executive Orders #11246 and #11375, which are incorporated herein by reference. The Equal Opportunity clause, Section 6.1 of the Rules and Regulations of the Department of Human Rights of the State of Illinois, is a material part of any contract awarded on the basis of this proposal.

13.2 It is unlawful to discriminate on the basis of race, color, sex, national origin, ancestry, age, marital status, physical or mental handicap or unfavorable discharge for military service. Proposer shall comply with standards set forth in Title VII of the Civil Rights Act of 1964, 42 U.S.C. Secs. 2000 et seq., The Human Rights Act of the State of Illinois, 775 ILCS 5/1-101 et. seq., and The Americans With Disabilities Act, 42 U.S.C. Secs. 12101 et. seq.

14. SEXUAL HARASSMENT POLICY

14.1 The proposer, as a party to a public contract, shall have a written sexual harassment policy that:

- 14.1.1 Notes the illegality of sexual harassment;
- 14.1.2 Sets forth the State law definition of sexual harassment;
- 14.1.3 Describes sexual harassment utilizing examples;
- 14.1.4 Describes the Proposer's internal complaint process including penalties;
- 14.1.5 Describes the legal recourse, investigative and complaint process available through the Illinois Department of Human Rights and the Human Rights Commission and how to contact these entities; and
- 14.1.6 Describes the protection against retaliation afforded under the Illinois Human Rights Act.

15. EQUAL EMPLOYMENT OPPORTUNITY

15.1 In the event of the Proposer's non-compliance with the provisions of this Equal Employment Opportunity Clause, the Illinois Human Rights Act or the Rules and Regulations of the Illinois Department of Human Rights ("Department"), the Proposer may be declared ineligible for future contracts or subcontracts with the State of Illinois or any of its political subdivisions or municipal corporations, and the contract may be canceled or voided in whole or in part, and such other sanctions or penalties may be imposed or remedies invoked as provided by statute or regulation. During the performance of this contract, the Proposer agrees as follows:

- 15.1.1 That it will not discriminate against any employee or applicant for employment because of race, color, religion, sex, marital status, national origin or ancestry, age, physical or mental handicap unrelated to ability, sexual orientation, sexual identity or an unfavorable discharge from military service; and further that it will examine all job classifications to determine if minority persons or women are underutilized and will take appropriate affirmative action to rectify any such underutilization.
- 15.1.2 That, if it hires additional employees in order to perform this contract or any portion thereof, it will determine the availability (in accordance with the Department's Rules and Regulations) of minorities and women in the area(s) from which it may reasonably recruit and it will hire for each job classification for which employees are hired in such a way that minorities and women are not underutilized.
- 15.1.3 That, in all solicitations or advertisements for employees placed by it or on its behalf, it will state that all applicants will be afforded equal opportunity without discrimination because of race, color, religion, sex, marital status, national origin or ancestry, age, physical or mental handicap unrelated to ability, or an unfavorable discharge from military services.

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- 15.1.4 That it will send to each labor organization or representative of workers with which it has or is bound by a collective bargaining or other agreement or understanding, a notice advising such labor organization or representative of the Proposer's obligations under the Illinois Human Rights Act and the Department's Rules and Regulations. If any such labor organization or representative fails or refuses to cooperate with the Proposer in its efforts to comply with such Act and Rules and Regulations, the Proposer will promptly so notify the Department and the contracting agency and will recruit employees from other sources when necessary to fulfill its obligations thereunder.
- 15.1.5 That it will submit reports as required by the Department's Rules and Regulations, furnish all relevant information as may from time to time be requested by the Department or the contracting agency, and in all respects comply with the Illinois Human Rights Act and the Department's Rules and Regulations.
- 15.1.6 That it will permit access to all relevant books, records, accounts and work sites by personnel of the contracting agency and the Department for purpose of investigation to ascertain compliance with the Illinois Human Rights Act and the Department's Rules and Regulations.
- 15.1.7 That it will include verbatim or by reference the provisions of this clause in every subcontract it awards under which any portion of the contract obligations are undertaken or assumed, so that such provisions will be binding upon such subcontractor. In the same manner as with other provisions of this contract, the Proposer will be liable for compliance with applicable provisions of this clause by such subcontractors; and further it will promptly notify the contracting agency and the Department in the event any subcontractor fails or refuses to comply therewith. In addition, the Proposer will not utilize any subcontractor declared by the Illinois Human Rights Commission to be ineligible for contracts or subcontracts with the State of Illinois or any of its political subdivision or municipal corporations.

16. DRUG FREE WORK PLACE

Proposer, as a party to a public contract, certifies and agrees that it will provide a drug free workplace by:

- 16.1 Publishing a statement: (1) Notifying employees that the unlawful manufacture, distribution, dispensation, possession or use of a controlled substance, including cannabis, is prohibited in the Village's or proposer's workplace. (2) Specifying the actions that will be taken against employees for violations of such prohibition. (3) Notifying the employee that, as a condition of employment on such contract or grant, the employee will: (A) abide by the terms of the statement; and (B) notify the employer of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction.

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- 16.2 Establishing a drug free awareness program to inform employee's about: (1) the dangers of drug abuse in the workplace; (2) the Village's or proposer's policy of maintaining a drug free workplace; (3) any available drug counseling, rehabilitation and employee assistance programs; (4) the penalties that may be imposed upon employees for drug violations.
- 16.3 Providing a copy of the statement required above to each employee engaged in the performance of the contract or grant and to post the statement in a prominent place in the workplace.
- 16.4 Notifying the contracting or granting agency within ten (10) days after receiving notice of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction from an employee or otherwise receiving actual notice of such conviction.
- 16.5 Imposing a sanction on, or requiring the satisfactory participation in a drug abuse assistance or rehabilitation program by any employee who is so convicted as required by section 5 of the Drug Free Workplace Act.
- 16.6 Assisting employees in selecting a course of action in the event drug counseling, treatment and rehabilitation is required and indicating that a trained referral team is in place.
- 16.7 Making a good faith effort to continue to maintain a drug free workplace through implementation of the Drug Free Workplace Act.
17. **PREVAILING WAGE ACT**
 - 17.1 Proposer agrees to comply with the Illinois Prevailing Wage Act, 820 ILCS 130/1 *et seq.*, for all work completed under this contract. Proposer agrees to pay the prevailing wage and require that all of its subcontractors pay prevailing wage to any laborers, workers or mechanics who perform work pursuant to this contract or related subcontract. For applicable rates, go to the State of Illinois – Department of Labor website and use the most current DuPage County rate.
 - 17.2 Proposer and each subcontractor shall keep or cause to be kept an accurate record of names, occupations and actual wages paid to each laborer, workman and mechanic employed by the Proposer in connection with the contract. This record shall be open to inspection at all reasonable hours by any representative of the Village or the Illinois Department of labor and must be preserved for four (4) years following completion of the contract.
 - 17.3 In the event this is a contract for a “fixed public works” project, as defined in 820 ILCS 130/2, Proposer agrees to post at the job site in an easily accessible place, the prevailing wages for each craft or type of worker or mechanic needed to execute the contract or work to be performed.

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17.4 In the event this is an Illinois public works project as defined under the Prevailing Wage Act, 820 ILCS 130/2, any and all contractors and subcontractors must submit certified payroll records to the Village on a monthly basis. **WITHOUT THIS PAPERWORK, NO INVOICE SHALL BE PAID BY THE VILLAGE.** Contractors and subcontractors must also submit a statement affirming that the records are true and accurate, that the wages paid to each worker are not less than the prevailing rate, and that the contractor and subcontractor are aware that filing false records is a Class B misdemeanor. The records must include the name, address, telephone number, social security number, job classification, hours of work, hourly rate, and start and end time of work each day for every worker employed on the public work. The Village reserves the right to check the pay stubs of the workers on the job. The Village further cautions that payment for any services rendered pursuant to this contract may be predicated upon receipt of said records.

17.5 In the event that this is a construction project where Motor Fuel tax monies or state grant monies are used in the construction, maintenance and extension of municipal streets, traffic control signals, street lighting systems, storm sewers, pedestrian subways or overhead crossings, sidewalks and off-street parking facilities, and the like, the Village will require an Apprenticeship and Training Certification, attached after the Proposer's Certification.

18. INSURANCE REQUIREMENTS

18.1 Prior to starting the work, Contractor and any Subcontractors shall procure, maintain and pay for such insurance as will protect against claims for bodily injury of death, or for damage to property, including loss of use, which may arise out of operations by the Contractor or Subcontractor or any Sub-Sub Contractor or by anyone employed by any of them, or by anyone for whose acts any of them may be liable. Such insurance shall not be less than the greater of coverages and limits of liability specified below or any coverages and limits of liability specified in the Contract Documents or coverages and limits required by law unless otherwise agreed to by the Village.

Workers Compensation	\$500,000	Statutory
Employers Liability	\$1,000,000	Each Accident
	\$1,000,000	Disease Policy Limit
	\$1,000,000	Disease Each Employee
Comprehensive General Liability	\$2,000,000	Each Occurrence
	\$2,000,000	Aggregate <i>(Applicable on a Per Project Basis)</i>
Commercial Automobile Liability	\$1,000,000	Each Accident

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Professional Errors & Omissions (pursuant to section .9 below)	\$2,000,000 \$2,000,000	Each Claim Annual Aggregate
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Umbrella Liability	\$ 5,000,000
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- 18.2 Commercial General Liability Insurance required under this paragraph shall be written on an occurrence form and shall include coverage for Products/Completed Operations, Personal Injury with Employment Exclusion (if any) deleted, Blanket XCU and Blanket Contractual Liability insurance applicable to defense and indemnity obligations and other contractual indemnity assumed under the Contract Documents. The limit must be on a "Per Project Basis"
- 18.3 Comprehensive Automobile Liability Insurance required under this paragraph shall include coverage for all owned, hired and non-owned automobiles.
- 18.4 Workers Compensation coverage shall include a waiver of subrogation against the Village.
- 18.5 Comprehensive General Liability, Employers Liability and Commercial Automobile Liability Insurance may be arranged under single policies for full minimum limits required, or by a combination of underlying policies with the balance provided by Umbrella and/or Excess Liability policies.
- 18.6 Contractor and all Subcontractors shall have their respective Comprehensive General Liability (including products/completed operations coverage), Employers Liability, Commercial Automobile Liability, and Umbrella/Excess Liability policies endorsed to add the "Village of Downers Grove, officers, officials, employees and volunteers" as "additional insureds" with respect to liability arising out of operations performed; claims for bodily injury or death brought against Village by any Contractor or Subcontractor employees, or the employees of Subcontractor's subcontractors of any tier, however caused, related to the performance of operations under the Contract Documents. Such insurance afforded to the Village shall be endorsed to provide that the insurance provided under each policy shall be *Primary and Non-Contributory*.
- 18.7 Contractor and all Subcontractors shall maintain in effect all insurance coverages required by the Contract Documents at their sole expense and with insurance carriers licensed to do business in the State of Illinois and having a current A. M. Best rating of no less than A- VIII. In the event that the Contractor or any Subcontractor fails to procure or maintain any insured required by the Contract Documents, the Village may, at its option, purchase such coverage and deduct the cost thereof from any monies due to the Contractor or Subcontractor, or withhold funds in an amount sufficient to protect the Village, or terminate this Agreement pursuant to its terms.

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- 18.8 All insurance policies shall contain a provision that coverages and limits afforded hereunder shall not be canceled, materially changed, non-renewed or restrictive modifications added, without thirty (30) days prior written notice to the Village. Renewal certificates shall be provided to the Village not less than five (5) prior to the expiration date of any of the required policies. All Certificates of Insurance shall be in a form acceptable to Village and shall provide satisfactory evidence of compliance with all insurance requirements. The Village shall not be obligated to review such certificates or other evidence of insurance, or to advise Contractor or Subcontractor of any deficiencies in such documents, and receipt thereof shall not relieve the Contractor or Subcontractor from, nor be deemed a waiver the right to enforce the terms of the obligations hereunder. The Village shall have the right to examine any policy required and evidenced on the Certificate of Insurance.
- 18.9 Only in the event that the Work under the Contract Documents includes design, consultation, or any other professional services, Contractor or the Subcontractor shall procure, maintain, and pay for Professional Errors and Omissions insurance with limits of not less than \$2,000,000 per claim and \$2,000,000 annual aggregate. If such insurance is written on a claim made basis, the retrospective date shall be prior to the start of the Work under the Contract Documents. Contractor and all Subcontractors agree to maintain such coverage for three (3) years after final acceptance of the Project by the Village or such longer period as the Contract Documents may require. Renewal policies during this period shall maintain the same retroactive date.
- 18.10 Any deductibles or self-insured retentions shall be the sole responsibility of the Insured. At the option of the Village, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the Village, its officers, officials, employees and volunteers; or the Proposer shall procure a bond guaranteeing payment of losses and related investigations, claim administration and defense expenses.
- 19. COPYRIGHT/PATENT INFRINGEMENT**
- 19.1 The Proposer agrees to indemnify, defend, and hold harmless the Village against any suit, claim, or proceeding brought against the Village for alleged use of any equipment, systems, or services provided by the Proposer that constitutes a misuse of any proprietary or trade secret information or an infringement of any patent or copyright.
- 20. COMPLIANCE WITH OSHA STANDARDS**
- 20.1 Equipment supplied to the Village must comply with all requirements and standards as specified by the Occupational Safety and Health Act. All guards and protectors as well as appropriate markings will be in place before delivery. Items not meeting any OSHA specifications will be refused.

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21. CERCLA INDEMNIFICATION

21.1 In the event this is a contract that has environment aspects, the Awarded Proposer shall, to the maximum extent permitted by law, indemnify, defend, and hold harmless the Village, its officers, employees, agents, and attorneys from and against any and all liability, including without limitation, costs of response, removal, remediation, investigation, property damage, personal injury, damage to natural resources, health assessments, health settlements, attorneys' fees, and other related transaction costs arising under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) of 1980, 42 U.S.C.A. Sec. 9601, et seq., as amended, and all other applicable statutes, regulations, ordinances, and under common law for any release or threatened release of the waste material collected by the Awarded Proposer, both before and after its disposal.

22. SUBLETTING OF CONTRACT

22.1 No contract awarded by the Village shall be assigned or any part sub-contracted without the written consent of the Village Manager. In no case shall such consent relieve the Awarded Proposer from their obligation or change the terms of the contract.

23. TERM OF CONTRACT

23.1 This contract may be extended no more than twice for subsequent annual periods (two annual extensions) by mutual agreement of both parties, providing such agreement complies with Village purchasing policies and the availability of funds. However, if this contract is not one that is subject to extension, such information will be available in the detailed specifications or special conditions section, *supra*.

24. TERMINATION OF CONTRACT

24.1 The Village reserves the right to terminate the whole or any part of this contract, upon written notice to the Awarded Proposer, for any reason and/or in the event that sufficient funds to complete the contract are not appropriated by the Village.

24.2 The Village further reserves the right to terminate the whole or any part of this contract, upon ten (10) days' written notice to the Awarded Proposer, in the event of default by the Awarded Proposer. Default is defined as failure of the Awarded Proposer to perform any of the provisions of this contract or failure to make sufficient progress so as to endanger performance of this contract in accordance with its terms. In the event that the Awarded Proposer fails to cure the default upon notice, and the Village declares default and termination, the Village may procure, upon such terms and in such manner as the Village may deem appropriate, supplies or services similar to those so terminated. The Awarded Proposer shall be liable for any excess costs for such similar supplies or services unless acceptable evidence is submitted to the Village that failure to perform the contract was due to causes beyond the control and without the fault or negligence of the Awarded Proposer. Any such excess costs incurred by the Village may be set-off against any monies due and owing by the Village to the Awarded Proposer.

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25. BILLING & PAYMENT PROCEDURES

- 25.1 Payment will be made upon receipt of an invoice referencing Village purchase order number. Once an invoice and receipt of materials or service have been verified, the invoice will be processed for payment in accordance with the Village payment schedule. The Village will comply with the Local Government Prompt Payment Act, 50 ILCS 505/1 et seq., in that any bill approved for payment must be paid or the payment issued to the Proposer within 60 days of receipt of a proper bill or invoice. If payment is not issued to the Proposer within this 60 day period, an interest penalty of 1.0% of any amount approved and unpaid shall be added for each month or fraction thereof after the end of this 60 day period, until final payment is made.
- 25.2 The Village shall review in a timely manner each bill or invoice after its receipt. If the Village determines that the bill or invoice contains a defect making it unable to process the payment request, the Village shall notify the Proposer requesting payment as soon as possible after discovering the defect pursuant to rules promulgated under 50 ILCS 505/1 et seq. The notice shall identify the defect and any additional information necessary to correct the defect.
- 25.3 If this contract is for work defined as a "fixed public work" project under the Illinois Prevailing Wage Act, 820 ILCS 130/2, any contractor or subcontractor is required to submit certified payroll records along with the invoice. No invoice shall be paid without said records.
- 25.4 Please send all invoices to the attention of Village of Downers Grove, Accounts Payable, 801 Burlington, Downers Grove, IL 60515.

26. RELATIONSHIP BETWEEN THE PROPOSER AND THE VILLAGE

- 26.1 The relationship between the Village and the Proposer is that of a buyer and seller of professional services and it is understood that the parties have not entered into any joint venture or partnership with the other.

27. STANDARD OF CARE

- 27.1. Services performed by Proposer under this Agreement will be conducted in a manner consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions. No other representations express or implied, and no warranty or guarantee is included or intended in this Agreement, or in any report, opinions, and documents or otherwise.
- 27.2 If the Proposer fails to meet the foregoing standard, Proposer will perform at its own cost, and without reimbursement from the Village, the professional services necessary to correct errors and omissions caused by Proposer's failure to comply with the above standard and reported to Proposer within one (1) year from the completion of Proposer's services for the Project.

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27.3 For Professional Service Agreements (i.e. Engineer, Consultant): Project site visits by Proposer during construction or equipment installation or the furnishing of Project representatives shall not make Proposer responsible for: (i) constructions means, methods, techniques, sequences or procedures; (ii) for construction safety precautions or programs; or (iii) for any construction contactor(s') failure to perform its work in accordance with contract documents.

28. GOVERNING LAW

28.1 This Agreement will be governed by and construed in accordance with the laws of the State of Illinois without regard for the conflict of laws provisions. Venue is proper only in the County of DuPage and the Northern District of Illinois.

29. SUCCESSORS AND ASSIGNS

29.1 The terms of this Agreement will be binding upon and inure to the benefit of the parties and their respective successors and assigns; provided, however, that neither party will assign this Agreement in whole or in part without the prior written approval of the other. The Proposer will provide a list of key staff, titles, responsibilities, and contact information to include all expected sub Proposers.

30. WAIVER OF CONTRACT BREACH

30.1 The waiver by one party of any breach of this Agreement or the failure of one party to enforce at any time, or for any period of time, any of the provisions hereof will be limited to the particular instance and will not operate or be deemed to waive any future breaches of this Agreement and will not be construed to be a waiver of any provision except for the particular instance.

31. AMENDMENT

31.1 This Agreement will not be subject to amendment unless made in writing and signed by all parties.

32. CHANGE ORDERS

32.1 The contract price is a "not-to-exceed" cost. At any time additional work is necessary or requested, and the not-to-exceed price is increased thereby, any change, addition or price increase must be agreed to in writing by all parties. The appropriate authorizing signature for the Village is the Village Manager.

33. SEVERABILITY OF INVALID PROVISIONS

33.1 If any provisions of this Agreement are held to contravene or be invalid under the laws of any state, country or jurisdiction, contravention will not invalidate the entire Agreement, but it will be construed as if not containing the invalid provision and the rights or obligations of the parties will be construed and enforced accordingly.

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34. NOTICE

34.1 Any notice will be in writing and will be deemed to be effectively served when deposited in the mail with sufficient first class postage affixed, and addressed to the party at the party's place of business. Notices shall be addressed to the Village as follows:

**Village Manager
Village of Downers Grove
801 Burlington Ave.
Downers Grove, IL 60515**

And to the Proposer as designated in the Contract Form.

III. DETAIL SPECIFICATIONS

Project Objective

The work to be completed by the Proposer will focus on the current and projected supply and demand for single and multi-family housing. The work will be focused on providing answers to some specific questions, as follows:

Question 1: What is the difference between affordable, market-rate and other levels of quality among housing products?

Question 2: What are the benefits and risks associated with housing tear-downs and re-builds?

Question 3: What are the issues associated with replacing two small homes with one relatively larger one?

Question 4: What are the demographic and lifestyle characteristics of the Village's resident families? How is this changing over time?

Question 5: What are the characteristics of the Village's current housing stock? Are these keeping up with modern trends?

Question 6: Will the Village have an adequate supply of affordable and market rate housing if current trends continue? Is housing attainable for those who need it?

Question 7: What is the optimal strategy for the Village to ensure that housing demands are being met across all income brackets?

Question 8: What is the ideal format and style for new housing units in the Village?

Question 9: What other strategies can the Village consider to improve the quality of life for its resident families and workers?

Question 10: Among for-sale houses in the region, what are the typical prices per square foot? Is there a gap or opportunity for Downers Grove?

Along this same theme, additional questions may be added if they can be answered within the scope of work detailed in this contract.

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Tutorial and Demographic Profile

Prior to commencing with the supply-demand analysis for the Village of Downer's Grove, the Proposer will first prepare and deliver the following information:

An Effective Trade Area (ETA) for target home buyers.

1. A series of full-color maps displaying the regional setting, results of a drive-time analysis, the trade area, population and income distribution, transportation networks and other relevant information.
2. A set of histograms displaying the distribution of households by income bracket, and the distribution of housing units by value bracket.
3. A detailed demographic profile for the ETA, Village and primary County, plus comparisons to some of the surrounding jurisdictions.
4. A narrative assessment of demographic trends and unique characteristics of Downers Grove.
5. A tutorial with definitions of key terminology and vocabulary in the housing industry.

Data Collection

For the complete analysis, the quantitative analysis begins with an assessment of the 1990 and 2000 Census, and 2006 and 2011 vendor data provided by ESRI, Inc. Adjustments will be made to reflect local-level population projections, building permit data, recent economic events and other market indices.

Demographic and competitive data will be compiled in the Consultant's Geographic Information Systems (GIS) to aggregate the data for specific geographic areas, enabling us to present the data through maps and correlate variables.

The Proposer will also collect local data and resources from agencies that include the chamber of commerce, visitors and convention bureau, planning department, and economic development department. The Proposer will collect and review prior studies, corridor plans, master plans, zoning ordinances, traffic count, building permit data and other information that may be relevant to the project.

Residential Supply

To complete the Residential Supply Analysis, the Proposer will rely on the data collected from field visits and in-house research, which includes projections of home values, monthly rents, vacancy rates, seasonality, total housing units, and housing units by tenure (owner vs. renter) for both single-family units and multi-family units. The Proposer will provide projections of housing supply through 2015, to include 2006 and 2011 benchmarks. The analysis will also address the following:

Village of Downers Grove

- Housing by Year-Built
- Number of Units per Building
- Year of Occupancy by Current Resident
- Average Monthly Mortgage Rates for the County
- Second Homes and Seasonality
- Senior and Special Needs Housing
- Single- and Multi-Family Units
- Owner- and Renter-Occupancy

The analysis will also compare for-sale units by price, price per square foot, price per square foot by size, and number of bedrooms and bathrooms by size.

Residential Demand

The result of the demand analysis will be projections of the total number of additional residential units demanded annually by population of income ranges and tenures. An integral step in the demand analysis is to conduct a thorough demographic analysis that addresses a wide range of variables that include:

- Household Size and Growth
- Households by Income Bracket
- Educational Attainment
- Median Age of Population
- Housing Unit Types, Tenure, Size and Price

The Proposer will also review lifestyle clusters and related variables, to gauge demand for housing types and unit amenities that would be best received by target home buyers.

Supply-Demand Analysis

The Proposer will conduct a rigorous supply-demand analysis for both owner and renter-occupied housing. Results of the supply-demand analysis will reveal the “gap” in the market for residential uses. The Proposer will determine the share of housing units that the Village can support, assuming typical vacancy rates for both renter and owner-occupied housing units over the next 5 years, and by price point. The last step of the supply-demand analysis involves qualifying the results and formulating an optimal strategy for future housing.

Village of Downers Grove

Gap and Opportunity

After completing the market-wide analysis, the Proposer will develop strategies for specific development opportunities with a focus on affordable, workforce, senior and market-rate housing. Priorities will be formulated that will include any significant projects already identified as leading concerns. Other compelling opportunities may be identified and will also be addressed.

Final Report and Deliverables

The Proposer will prepare a report of the highest professional caliber. One copy of the draft housing assessment will be provided via e-mail, followed by nine (9) full-color copies of the bound report. The report will include at least of 35 pages of written narrative, and may easily exceed 45 pages, plus an attached appendix of production-quality color charts, maps, and graphs. Additional copies of the final report may be ordered at cost and without mark-up. All graphics, charts and maps will be provided separately in formats easily used in MS-Powerpoint.

The Consultant will also provide the final housing assessment in an electronic format (pdf) on CD-ROM and via e-mail transmittal.

Fees for Professional Time and Services

Professional fees for this will be \$13,000.00, plus direct costs of \$1,900.00, for a combined not-to-exceed fee of \$14,900.00. Indicate a retainer amount if desired: \$5,000.00.

Terms

The Proposer will provide the Village with invoices by the first of each month with detailed descriptions of completed tasks. The Village of Downers Grove will pay these invoices in accordance with Section 25, herein.

Timing

The Proposer will have the capacity to proceed with this project immediately and will deliver a draft report within six (6) weeks of commencement. The project will commence after an in-person kick-off meeting at the Village of Downers Grove administrative offices and upon receipt of a retainer and signed contract.

IV. PROPOSAL/CONTRACT FORM

*****THIS PROPOSAL, WHEN ACCEPTED AND SIGNED BY AN AUTHORIZED SIGNATORY OF THE VILLAGE OF DOWNERS GROVE, SHALL BECOME A CONTRACT BINDING UPON BOTH PARTIES.**

Entire Block Must Be Completed When A Submitted Bid Is To Be Considered For Award

PROPOSER:

Anderson Economic Group, LLC
Company Name

Date: August 15, 2007

1555 Watertower Place
Street Address of Company

SVokes@AndersonEconomicGroup.com
Email Address

East Lansing, Michigan 48823
City, State, Zip

Sharon M. Vokes
Contact Name (Print)

(517) 333-6984
Business Phone

(517) 290-5531 (cell phone)
24-Hour Telephone

(517) 333-7058
Fax Number

Sharon M. Vokes, Principal

ATTEST: If a Corporation

VILLAGE OF DOWNERS GROVE:

Authorized Signature

ATTEST:

Title

Signature of Village Clerk

Date

Date

In compliance with the specifications, the above-signed offers and agrees, if this Proposal is accepted within **90** calendar days from the date of opening, to furnish any or all of the services upon which prices are quoted, at the price set opposite each item, delivered at the designated point within the time specified above.

Village of Downers Grove



VENDOR W-9 REQUEST FORM

The law requires that we maintain accurate taxpayer identification numbers for all individuals and partnerships to whom we make payments, because we are required to report to the I.R.S all payments of \$600 or more annually. We also follow the I.R.S. recommendation that this information be maintained for all payees including corporations.

Please complete the following substitute W-9 letter to assist us in meeting our I.R.S. reporting requirements. The information below will be used to determine whether we are required to send you a Form 1099. Please respond as soon as possible, as failure to do so will delay our payments.

BUSINESS (PLEASE PRINT OR TYPE):

NAME: ANDERSON ECONOMIC GROUP, LLC

ADDRESS: 1555 WATERTOWER PLACE

CITY: EAST LANSING

STATE: MICHIGAN

ZIP: 48823

PHONE: (517) 333-6984 **FAX:** (517) 333-7058

TAX ID #(TIN): 38-3316467

(If you are supplying a social security number, please give your full name)

REMIT TO ADDRESS (IF DIFFERENT FROM ABOVE):

NAME: _____ Same as Above _____

ADDRESS: _____

CITY: _____

STATE: _____ **ZIP:** _____

TYPE OF ENTITY : Limited Liability Company-Corporation

SIGNATURE: _____ **DATE:** August 15, 2007

Village of Downers Grove

PROPOSER'S CERTIFICATION (page 1 of 3)

With regard to _____, proposer _____ hereby certifies
(Name of Project) (Name of Proposer)
the following:

1. Proposer is not barred from bidding this contract as a result of violations of Section 720 ILCS 5/33E-3 (Bid Rigging) or 720 ILCS 5/33E-4 (Bid-Rotating);

2. Proposer certifies that it has a written sexual harassment policy in place and is in full compliance with 775 ILCS §12-105(A)(4);

3. Proposer certifies that not less than the prevailing rate of wages as determined by the Village of Downers Grove, DuPage County or the Illinois Department of Labor shall be paid to all laborers, workers and mechanics performing work for the Village of Downers Grove. All bonds shall include a provision as will guarantee the faithful performance of such prevailing wage clause. Proposer agrees to comply with the Illinois Prevailing Wage Act, 820 ILCS 130/1 *et seq.*, for all work completed. Proposer agrees to pay the prevailing wage and require that all of its subcontractors pay prevailing wage to any laborers, workers or mechanics who perform work pursuant to this contract or related subcontract. Proposer and each subcontractor shall keep or cause to be kept an accurate record of names, occupations and actual wages paid to each laborer, workman and mechanic employed by the Proposer in connection with the contract. This record shall be sent to the Village on a monthly basis along with the invoice and shall be open to inspection at all reasonable hours by any representative of the Village or the Illinois Department of Labor and must be preserved for four (4) years following completion of the contract. Proposer certifies that proposer and any subcontractors working on the project are aware that filing false payroll records is a class B misdemeanor and that the monetary penalties for violations are to be paid pursuant to law by the proposer, contractor and subcontractor. The Village shall not be liable for any underpayments. If applicable: Since this is a contract for a fixed public works project, as defined in 820 ILCS 130/2, Contractor agrees to post at the job site in an easily accessible place, the prevailing wages for each craft or type of worker or mechanic needed to execute the contract or work to be performed.

4. Proposer certifies that it is in full compliance with the Federal Highway Administrative Rules on Controlled Substances and Alcohol Use and Testing, 49 C. F.R. Parts 40 and 382 and that all employee drivers are currently participating in a drug and alcohol testing program pursuant to the Rules.

6. Proposer further certifies that it is not delinquent in the payment of any tax administered by the Department of Revenue, or that Proposer is contesting its liability for the tax delinquency or the amount of a tax delinquency in accordance with the procedures established by the appropriate Revenue Act. Proposer further certifies that if it owes any tax payment(s) to the Department of Revenue, Proposer has entered into an agreement with the Department of

PROPOSER'S CERTIFICATION (page 2 of 3)

Revenue for the payment of all such taxes that are due, and Proposer is in compliance with the agreement.

BY: Sharon M. Vokes, Principal
Proposer's Authorized Agent

3	8	3	3	1	6	4	6	7
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FEDERAL TAXPAYER IDENTIFICATION NUMBER

or _____
Social Security Number

Subscribed and sworn to before me
this 15th day of August, 2007.

(Fill Out Applicable Paragraph Below)

(a) **Corporation**

The Proposer is a corporation organized and existing under the laws of the State of Michigan, which operates under the Legal name of Anderson Economic Group, LLC, and the full names of its Officers are as follows:

- President: Patrick L. Anderson
- Secretary: Scott D. Watkins
- Treasurer: Scott D. Watkins
- Principal: Sharon M. Vokes
- Principal: Wm. Timothy Mahon

and it does have a corporate seal. (In the event that this bid is executed by other than the President, attach hereto a certified copy of that section of Corporate By-Laws or other authorization by the Corporation which permits the person to execute the offer for the corporation.)

(b) **Partnership**

Signatures and Addresses of All Members of Partnership:

PROPOSER'S CERTIFICATION (page 3 of 3)

The partnership does business under the legal name of: Anderson Economic Group, LLC
which name is registered with the office of _____ in the state of
Michigan.

(c) Sole Proprietor

The Supplier is a Sole Proprietor whose full name is: _____
and if operating under a trade name, said trade name is: _____
which name is registered with the office of _____ in the state of
_____.

5. Are you willing to comply with the Village's preceding insurance requirements within 13 days of the award of the contract?

Insurer's Name Auto-Owners Insurance Company

Agent Voss Insurance Services, Inc.

Street Address 2395 Jolly Road, Suite 195

City, State, Zip Code Okemos, Michigan 48864-5987

Telephone Number 517-347-6100

I/We affirm that the above certifications are true and accurate and that I/we have read and understand them.

Print Name of Company: Anderson Economic Group, LLC

Print Name and Title of Authorizing Signature: Sharon M. Vokes, Principal

Signature: _____

Date: August 15, 2007

Apprenticeship and Training Certification

(Does not apply to federal aid projects. Applicable only to maintenance and construction projects that use Motor Fuel Tax funds or state grant monies)

Name of Proposer: _____

In accordance with the provisions of Section 30-22 (6) of the Illinois Procurement Code, the proposer certifies that it is a participant, either as an individual or as part of a group program, in the approved apprenticeship and training programs applicable to each type of work or craft that the proposer will perform with its own forces. The proposer further certifies for work that will be performed by subcontract that each of its subcontractors submitted for approval either (a) is, at the time of such bid, participating in an approved, applicable apprenticeship and training program; or (b) will, prior to commencement of performance of work pursuant to this contract, begin participation in an approved apprenticeship and training program applicable to the work of the subcontract. The Illinois Department of Labor, at any time before or after award, may require the production of a copy of each applicable Certificate of Registration issued by the United States Department of Labor evidencing such participation by the contractor and any or all of its subcontractors. Applicable apprenticeship and training programs are those that have been approved and registered with the United States Department of Labor. The proposer shall list in the space below, the official name of the program sponsor holding the Certificate of Registration for all of the types of work or crafts in which the proposer is a participant and that will be performed with the proposer's forces. Types of work or craft work that will be subcontracted shall be included and listed as subcontract work. The list shall also indicate any type of work or craft job category that does not have an applicable apprenticeship or training program. **The proposer is responsible for making a complete report and shall make certain that each type of work or craft job category that will be utilized on the project is accounted for and listed. Return this with the bid.**

Village of Downers Grove

The requirements of this certification and disclosure are a material part of the contract, and the contractor shall require this certification provision to be included in all approved subcontracts. In order to fulfill this requirement, it shall not be necessary that an applicable program sponsor be currently taking or that it will take applications for apprenticeship, training or employment during the performance of the work of this contract.

Print Name and Title of Authorizing Signature: Sharon M. Vokes, Principal

Signature:

Date:

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August 15, 2007

Village of Downers Grove, IL Residential Market Strategy

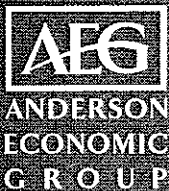
Company Qualifications

Prepared for:

Community Development Department
Village of Downers Grove, IL
801 Burlington Avenue
Downers Grove, Illinois 60515

Prepared by:

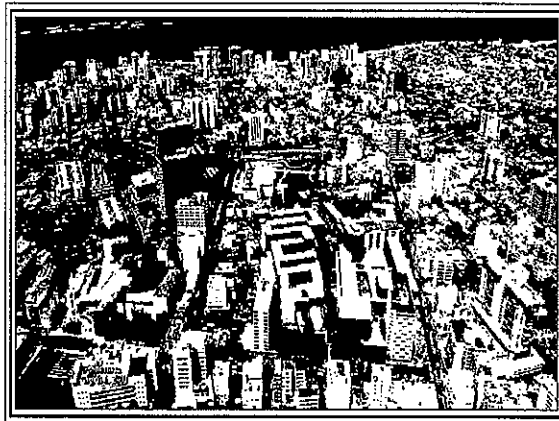
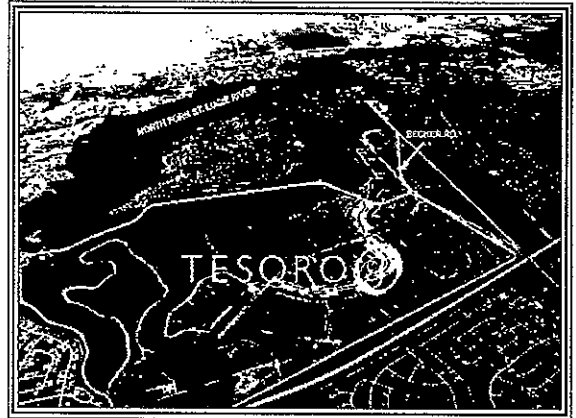
Sharon M. Vokes, Principal



Market Research and Analysis

Professional Services

- Real Estate Market Strategies
- Feasibility Studies
- Economic Analyses
- Supply - Demand Analyses
- Market Prioritizations
- Highest and Best Use Analyses
- Planning Advisory Services
- Site Selection
- Location Analysis



Development Categories

- Residential and Housing
- Commercial and Retail
- Office and Professional Space
- Industrial and Manufacturing
- Planned Urban Developments
- Traditional Neighborhoods
- Commercial Corridors
- Downtowns and Main Streets

Other AEG Services

- Expert Testimony and Litigation Support
- Fiscal and Economic Impact Analyses
- Intercept Studies and Consumer Surveys
- Public Policy and Regulatory Analyses
- Business Plans and Grant Applications
- Focus Group Sessions, Visioning Sessions
- Marketing and Implementation Plans
- Public Presentations

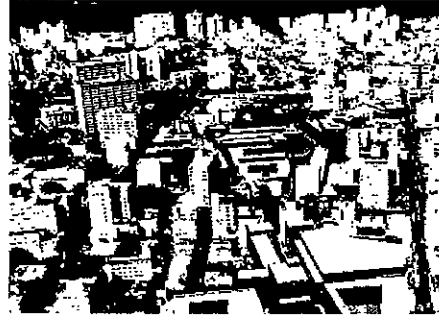


Market Assessments

Anderson Economic Group provides a team of real estate strategists that focus on development issues. We conduct retail and residential feasibility studies, develop strategies for downtown revitalization and target community-wide economic opportunities. Our consultants offer diverse backgrounds in market research, urban planning, economics, retail and real estate development. Our services include:

Market Strategies / Feasibility Studies -

Evaluating multiple scenarios, land uses and site options to identify the best opportunities. Conducting prioritization studies and identifying optimal real estate development opportunities throughout the United States.



Retail Feasibility Studies -

Determining the amount of incremental retail space that a market can support. We evaluate up to 60 categories that include conventional and specialty retail, services, entertainment venues, convenience, restaurants and travel accommodations.

Housing Market Strategies - Helping community planners and developers identify the appropriate price-points, tenure, quality, type and absorption rates for residential projects. We address conventional houses and apartments as well as condominiums, stacked-flats, townhomes, rowhouses, brownstones and live-work units. The vast majority of our work focuses on market-rate housing, however we are also a MSHDA-approved firm for affordable housing.

Demographic Analyses - Analysis of a region's demographic and consumer expenditure variables to provide a more complete understanding of consumer demand. We evaluate over 1,000 demographic variables in each study, and provide detailed analyses of population, income and housing, as well as unique factors like visitor and tourist import and lifestyle clusters.

Site Selection / Site Development - Providing analyses of potential development sites for unique projects, including assessments of access / egress, traffic flow, parking, visibility to customers, and related planning concerns. We specialize in developing real estate market strategies that optimize locations relative to targeted customers and competition.

Economic Development - Determining the best catalyst for future economic growth. We work closely with many communities throughout Michigan and the United States to identify the best economic opportunities, including job growth, business retention, recruitment and marketing. Our work can address public education, transportation and warehousing, industrial and manufacturing, business centers, civic uses, entertainment destinations, health care systems other community amenities.



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Anderson Economic Group LLC • <http://www.AndersonEconomicGroup.com>
1555 Watertower Place, Suite 100 • East Lansing, MI 48823 • Tel: (517) 333-6984 • Fax: (517) 333-7058

Economic Development

Obtaining and maintaining a competitive economy has become an increasingly difficult task for state and local governments, development agencies and community organizations.

Anderson Economic Group is committed to helping clients achieve their development goals through in-depth reporting, advanced analytics and effective strategies. We analyze each unique market based on its regional characteristics, and develop strategies targeted to capitalize on local economic conditions. We assist development of State, County and City governments with urban and rural economic development services that include:

Business Climate Benchmarking - Comparing states and cities nationwide, ranking them on labor costs, tax burdens, utility costs and other factors.

Diversification and Recession Risk - Determining the degree to which a regional economy is diversified across industries and the likely economic impact of a recession.

Incentive Program Applications - Evaluating eligibility and preparing applications for participation in federal and state incentive programs such as Enterprise Zones, Renewal Communities, Brownfield Redevelopment and Renaissance Zones.

Workforce Development - Identifying policies to improve workforce development programs, laborforce skills and entrepreneurial abilities.

Economic Development - Identifying opportunities for job growth, business recruitment and economic diversity.

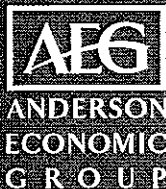
Learn More

To learn more about the economic development services of Anderson Economic Group, contact our East Lansing, Michigan office at (517) 333-6984.



"I've had a chance to read (AEG's) regional workshop recommendations, and let me tell you, they are right on!"

*North Carolina Governor Michael Easley,
Statewide Workforce Development Summit, Greensboro N.C.*



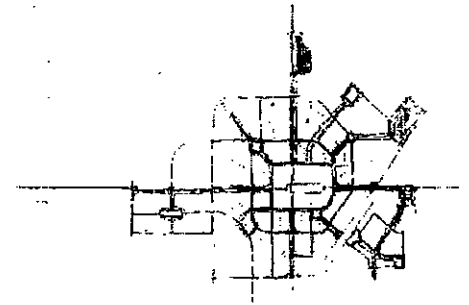
Community Development

In today's built environment, the emphasis is no longer on Urban Renewal, but more appropriately on Revitalization and SmartGrowth. Popular phrases like New Urbanism, Sustainability and Walkability are also abound in the media, but are often misunderstood or improperly applied. At Anderson Economic Group, we can help qualify planning initiatives and create actionable strategies for long-term development in your community.

We offer an experienced team of consultants with diverse backgrounds in economic analysis, market research, land use planning, geography and demographics. We focus on developing actionable market strategies, and are committed to creating communities that are enjoyable for working, living, learning, shopping and playing.

Services We Provide:

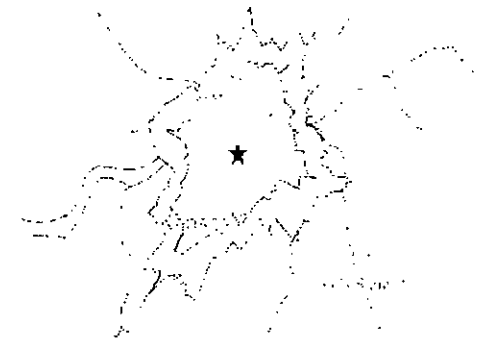
- Residential and Housing Analysis
- Downtown and Mainstreet Assessments
- Traditional Neighborhood Design Strategies
- Commercial and Retail Analysis
- Industrial and Manufacturing Analysis
- Commercial Corridor Strategies



At Anderson Economic Group, we offer a broad scope of services that includes an Economic Market Assessment and rigorous Supply-Demand Analysis. We include a highly participatory process with Community Stakeholders which may involve focus group sessions, intercept studies, interviews, visioning sessions and final presentations.

Clients We Serve:

Our primary clients are communities, counties, cities, towns and villages, including Economic Development Corporations, Downtown Development Authorities, and local planning departments. We often collaborate with planners, landscape architects and urban designers on community Master Plans, as well as with developers' on site-specific projects.



Market Experience:

Anderson Economic Group has market expertise throughout the country, from Anchorage, Alaska to San Juan, Puerto Rico. We also have a long-standing presence throughout the Upper Midwest, particularly in Michigan, Wisconsin and Illinois.



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Real Estate Feasibility Studies

Anderson Economic Group is committed to helping real estate developers and planners in effective land use strategies through economic analyses of local market dynamics, spatial analyses of competition and consumer demand.

Our clients include:

- Private Land Owners and Developers
- Real Estate Development Companies
- Real Estate Investment Trusts (REITS)
- Investors, Banks and Lending Institutions
- Prospective Businesses and Merchants
- Planning Firms and Urban Architects

We create real estate development strategies that go beyond theoretical thought, and incorporate systematic and proven analyses that are enhanced by in-field qualitative assessments. We can provide you and your business partners with a better understanding of local economies by evaluating existing land uses, adjacencies, location and site characteristics, competition, resident demographics and consumer trends. We specialize in formulating strategies for achieving the highest and best use of land development opportunities, providing you with a competitive edge.

Our strategies are of the highest professional calibre, and are often used by our private-sector clients to gain the support of local planning officials, developers, builders, investors, lenders and financial institutions. Wherever possible, we provide alternative strategies or solutions for overcoming hurdles and will strive to maximize returns on your business investments.



We offer a diverse team of Real Estate Strategists, Market Analysts and Economists with expertise in:

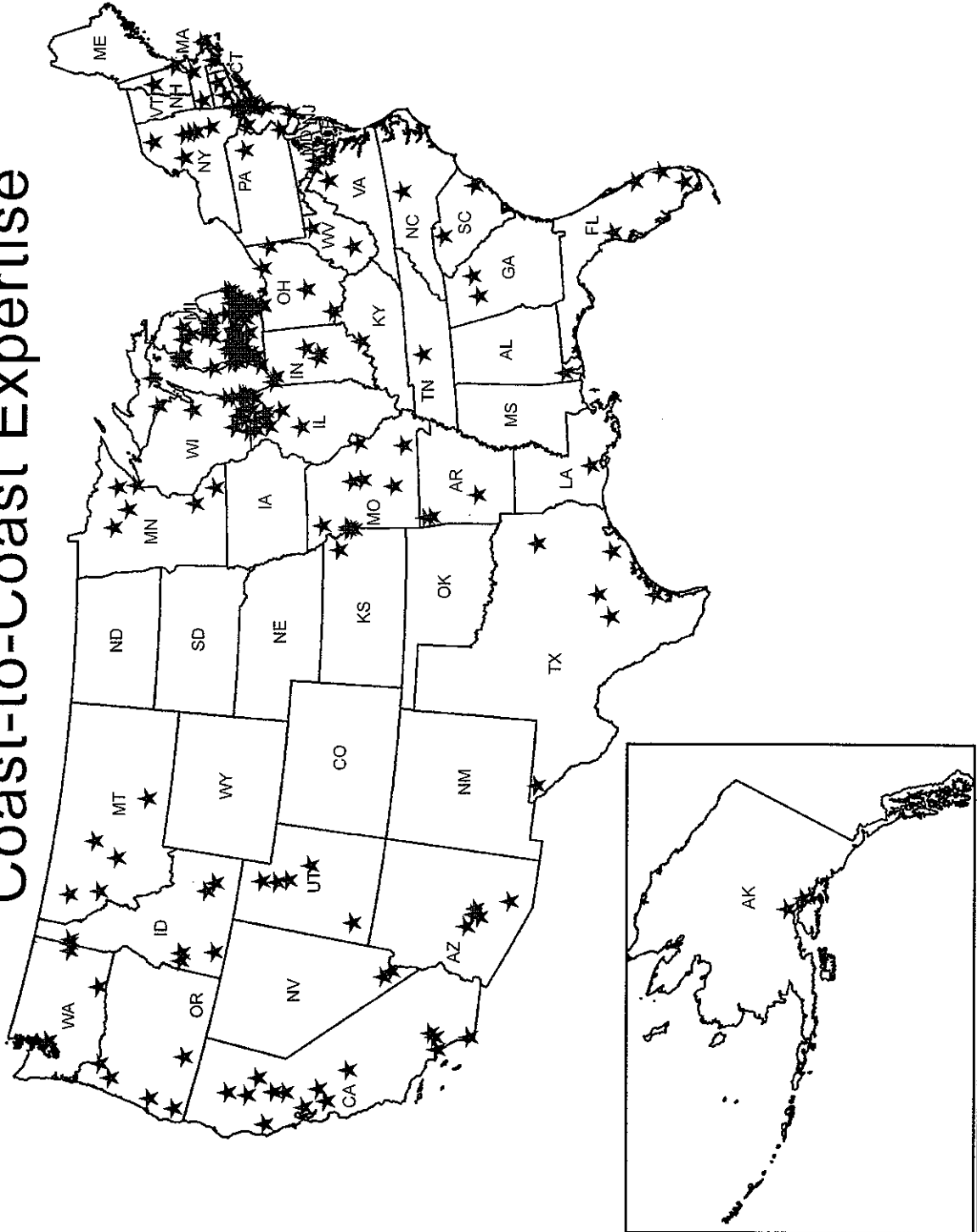
- Retail, Residential, Mixed-Use Planning
- Site Selection and Location Analyses
- Demographic Analyses and Consumer Profiling
- Budgeting and Financing; Fiscal Analyses
- Economic Analyses, Industrial / Commercial Diversification
- Applied New Urbanism and SmartGrowth
- Public Policy and Law; Expert Testimony



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Anderson Economic Group Coast-to-Coast Expertise



Client List

MUNICIPAL MARKET STRATEGIES

Anchorage, Alaska
Ashwaubenon, Wisconsin
Arlington Heights, Illinois
Atlanta, Georgia
Boise, Idaho
Bowie University, Maryland
Barbados, Carribean
Boston, Massachusettes
Chandler, Arizona
Chicago, Illinois
Cleveland, Ohio
Coeur d'Alene, Idaho
Columbia, Missouri
Columbus, Ohio
Corpus Christi, Texas
Crabapple Corners - Alpharetta, Georgia
Fayetteville, Arkansas
Fort Pierce - Port St. Lucie, Florida
Fort Wayne, Indiana
Gilbert, Arizona
Glenview, Illinois (Chicago)
Green Bay, Wisconsin
Henderson, Nevada
Houston, Texas
Johnson County, Kansas
Kansas City, Missouri-Kansas
Kenosha, Wisconsin
Lafayette, Louisiana
Long Island, New York
Los Angeles, California
Las Vegas, Nevada
Madison, Wisconsin
Mesa, Arizona
Milwaukee, Wisconsin
Mobile, Alabama

MUNICIPAL MARKET STRATEGIES

New York, New York-New Jersey
Norfolk, Virginia
Ogden, Utah
Orange County, California
Philadelphia, Pennsylvania
Phoenix, Arizona
Plano, Texas
Pleasant Prairie, Wisconsin
Portland, Oregon
Post Falls, Idaho
Providence, Rhode Island
Provo, Utah
Puerto Rico, Government of
Riverside, California
San Antonio, Texas
San Bernadino, California
San Diego, California
Sacramento, California
San Francisco, California
San Juan, Puerto Rico (Santurce)
Salt Lake City, Utah
Seattle-Tacoma, Washington
Springdale, Arkansas
Spokane, Washington
Stamford, Connecticut
St. Louis, Missouri
Stuart, Florida (Ft.Pierce)
The State of Wisconsin
The State of North Carolina
Tucson, Arizona



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Principal

Sharon M. Vokes

Principal

Ms. Vokes is a Principal at Anderson Economic Group, based in East Lansing, MI. She has over 15 years of professional experience developing Market Strategies and conducting Feasibility Studies. Her expertise is in developing real estate strategies for mixed-use, retail and residential projects, and particularly for traditional downtowns, Traditional Neighborhood Developments (TND's), Planned Urban Developments (PUD's) and other pedestrian-friendly projects.

Ms. Vokes commenced her professional career in 1990 with Target Corporation (at the Minneapolis World Headquarters), and spent over three years developing market strategies for big-box discount stores. In 1993, she was recruited by Federated Department Stores (Cincinnati World Headquarters), and dedicated over seven years to developing market strategies for conventional department stores like Macy's and Bloomingdale's.

In 2000, she was recruited to the Kmart Corporation (Troy, Michigan), where she served as the Director of Real Estate Market Strategies. Store expansions became an obsolete function when Kmart entered Chapter 11 bankruptcy protection, so research functions were eliminated from the organization.

After consulting for two years with other firms, Ms. Vokes launched her own consulting firm to help developers, community planners and public sector clients develop appropriate real estate strategies. Through this work, she became an advocate for Michigan's traditional downtowns and is now helping tenants recapture market share in competitive retail environments.

In 2003, Ms. Vokes combined resources with Anderson Economic Group (AEG), and this larger firm acquired her consulting company. Since joining AEG, Ms. Vokes has become steadfast in her belief that pedestrian-friendly retail environments hold the key for the future of our communities, and that they can catalyze economic growth when appropriately balanced with job growth, housing choices, opportunities for recreation, learning and life enjoyment.

Ms. Vokes is an active member of the Michigan Downtown Association, Michigan Chapter of the American Planning Association, Congress of New Urbanism, and the International Council of Shopping Centers. She travels throughout the country developing market strategies for developers and communities and delivering public presentations.

In 2005 and 2006, Ms. Vokes has assisted clients in Spokane, Riverside-San Bernardino, Orange County, San Diego, Salt Lake City, Las Vegas, Phoenix-Mesa, Tucson, Kansas City, Springdale-Fayetteville, Louisville, Lafayette, Madison, Racine-Kenosha, Atlanta, Connecticut, Long Island, and throughout Michigan.

Ms. Vokes also provides presentations for both private-sector clients and agencies, facilitates focus group sessions, and provides on-site consulting. She manages AEG's team of market analysts, and partners with the firm's economists in developing long-term strategies for community and economic growth.



Market Analysts

Cameron L. Van Wyngarden

Senior Analyst

Mr. Van Wyngarden is a Market Analyst at Anderson Economic Group, in the Market Strategies practice area. His specialties include conducting market feasibility studies for real estate ventures and community development projects, economic assessments and developing long-term growth strategies. His most recent projects include developing Downtown Market Strategies for the cities of Albion, Hart, and Iron Mountain, Michigan as well as Residential and Retail Market Studies for private developers.

Prior to joining Anderson Economic Group, Mr. Van Wyngarden served as a Planning Research Analyst for the County of Ottawa, Michigan, where he conducted statistical analyses and published a series of County Data Books. He has also served as a legislative aide in the Michigan House of Representatives.

Mr. Van Wyngarden holds a Bachelor of Arts in Political Science and Business Communications from Calvin College in Grand Rapids, Michigan. He has recently completed his Masters in Public Administration from Western Michigan University. He is a member of the Michigan Association of Planning (MAP), and the American Planning Association (APA).

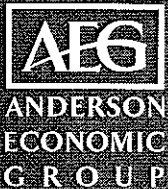
Jeffrey J. Smith

Senior Analyst

Mr. Smith is a Senior Analyst at Anderson Economic Group, and specializes in Urban Planning and Economic Development. He works closely with communities and developers to ensure that new housing developments meet the wants and needs of local families, and to ensure appropriate housing choices are being built in each unique market. His most recent projects include developing Market Strategies for development in the cities of Madison, Wisconsin, Kansas City, Kansas, and the Detroit Metro region in Michigan.

Prior to joining Anderson Economic Group, Mr. Smith served as a Market Analyst for the Vice President of Government Affairs at AT&T Broadband. His team created an online-searchable database to pinpoint subscribers in national Congressional Districts. His duties included project management, statistical analysis and data mapping.

Mr. Smith holds a Bachelor of Arts in Telecommunications from Michigan State University in East Lansing, Michigan. He is currently pursuing his Masters in Urban and Regional Planning from Michigan State University, focusing on Economic Development. He is a member of the Community Economic Development Association of Michigan (CEDAM), and the American Planning Association (APA).



August 15, 2007

Village of Downers Grove, IL Residential Market Strategy

Prior Engagements

Prepared for:

Community Development Department
Village of Downers Grove, IL
801 Burlington Avenue
Downers Grove, Illinois 60515

Prepared by:

Sharon M. Vokes, Principal



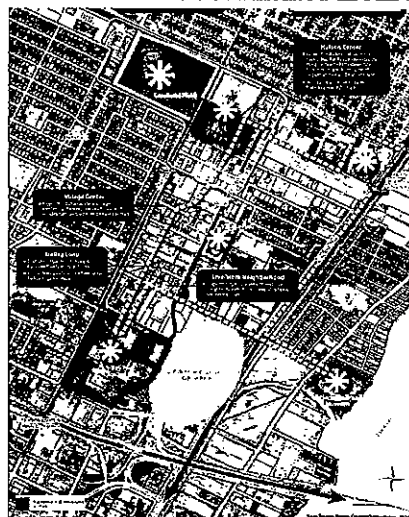
**Green Bay, Wisconsin (Ashwaubenon)
Mixed-Use Market Strategy Study**

<i>Project Focus:</i>	
Brownfield Revitalization	Residential Feasibility
Retail Feasibility	Pedestrian Corridor Study
Office Space Feasibility	Import / Export Analysis
Entertainment Feasibility	Planning Advisory Services

The Village of Ashwaubenon, Wisconsin is a suburb of neighboring Green Bay and lies adjacent to its largest entertainment venue, Lambeau Field, home of the National Football League’s Green Bay Packers. Nearby is the Resch Center, Veteran’s Memorial Arena, and ShopKo Hall that serve as facilities for conventions and smaller events. Bay Park Square Mall lies one mile south of these venues in the heart of Ashwaubenon and serves as a regional shopping destination.

Village leaders proposed a pedestrian walkway between Lambeau Field and Bay Park Square to encourage visitors to shop at the mall and other retail locations, and spur economic redevelopment in the industrial corridor between the mall and Lambeau Field.

The Village of Ashwaubenon retained AEG to develop a market strategy study and development plan for the area between Lambeau Field/Resch Center and Bay Park Square Mall. The proposed plan would include a mixed-use development that integrated housing with retail, restaurants and other entertainment options that would draw from the visitors to the larger entertainment venues. The Village plan now includes a mixed-use development with integrated housing, retail, restaurants, civic space, and other entertainment venues, and follows specific recommendations documented in AEG’s Market Strategy Study.



Michigan's Red Arrow Communities Economic Growth Strategies

* Award Winning

<i>Project Focus:</i>	
Main Street Revitalization	Industrial & Manufacturing
Retail & Commercial	Economic Assessment
Tourism & Marketing	Community Collaboration

The Michigan communities of Mattawan, Paw Paw, Hartford, Lawrence, Water-vliet, and Coloma are located along the I-94 / Red Arrow Highway in West Michigan. These six communities, collectively known as the Red Arrow Communities, are actively developing strategies to enhance their economies.

To assist in this process, Anderson Economic Group conducted intensive economic and market analyses that provided the Red Arrow Steering Committee with: Community Market Assessments; Community Socio-economic and Demographic Reports; Identification of Critical Downtown Development Issues; Identification of Critical Manufacturing Development Issues; Strategy Recommendations for Increased Community Collaboration; Recommended Community Marketing Strategies; and Strategies for Addressing Other Limiting Factors.

Our work recently helped the Red Arrow Communities win the designation of "Outstanding Cooperative Efforts for Developing a Regional Downtown Development Plan" from the Michigan Economic Development Corporation. Our award-winning analyses and strategies have enabled the communities to build on their strengths to increase collaboration efforts, build their economies, and increase their recognition to tourists and businesses. The final reports are available on www.AndersonEconomicGroup.com.

The City of Southgate, Michigan Residential Market Strategy

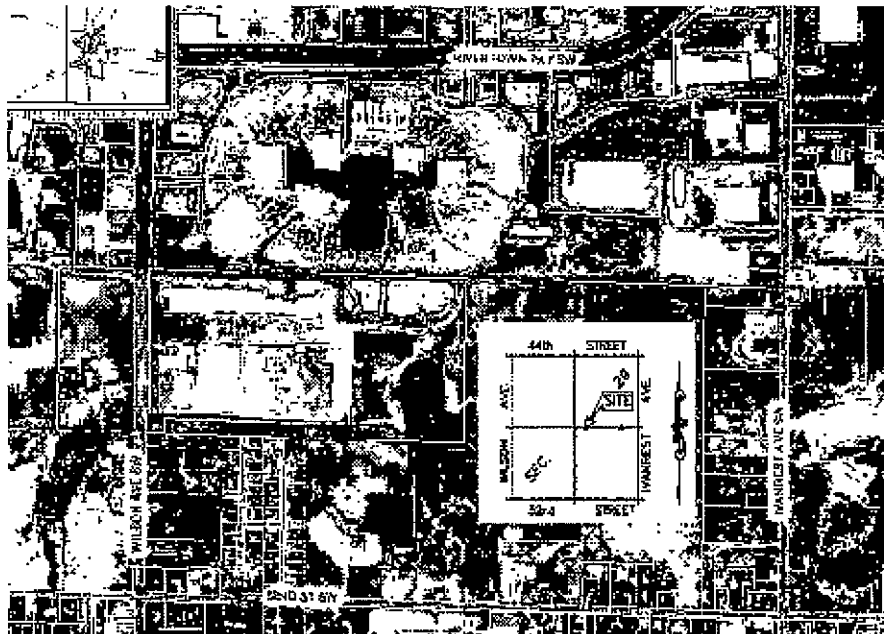
The City of Southgate, along with the Downtown Development Authority, has been pursuing a plan to improve Southgate's Downtown Development District (DDA District). This plan was initiated in the "Ways of Life-Eureka Corridor" study. This study laid out a plan to revitalize the corridor by adding residential units and complementary commercial clusters with New Urbanism design elements. In order to ensure the success of the revitalization effects, the City of Southgate commissioned Anderson Economic Group to assess the feasibility of developing additional residential units within the Downtown Development District.

Our study focused on the demand for various housing categories, including owner vs. renter units, single-family vs. multi-family, and housing cost. Additionally, various types of housing were considered including brownstone, stack-flat, and work-live complexes, standard apartments, condominiums and custom built homes. From our assessment, we identified various types of housing that the city should consider developing within the DDA District and identified specific sites for development.



Greater Grand Rapids Area, Michigan (Wyoming) Residential Market Strategy

Anderson Economic Group was retained by a private developer to conduct a market strategy for a Planned Urban Development in the Wyoming-Grandville area (Greater Grand Rapids, Michigan). The proposed development site includes about 120 acres at the northwest corner of Ivanrest & 52nd Street, in a fringe but transitioning sector of the market. The purpose of our strategy was to measure opportunity for building housing units on the parcel, determine price points and absorption rates, and provide recommendations for housing and product mix.



Our recommendations included favorable but conservative projections that could be exceeded only if the project is executed with a high level of effectiveness. Our estimates of units, price points and absorption rates also reflected assumptions regarding quality projects with design elements, landscape architecture and amenities consistent with fundamental planning principles of Traditional Neighborhood Developments.

Based on our recommendations, the developers of this project are planning to proceed with the project, with ground-breaking expected to occur in the Summer of 2005. The developers are also expanding their consideration of unique product types and amenity packages based on the recommendations of our study and report.

Residential Market Study Atlanta, GA - Laurel Rivers Properties

Laurel Rivers Properties is a development and construction company located in Atlanta Georgia. Laurel River was established in 1993 by Sheila Brice, its President, and Jeff Brice, vice president. A modest three-home project in a Suwanee, Georgia subdivision has grown into a major home-building enterprise with projects throughout the Atlanta metro area. The company, now headquartered in Atlanta, anticipates continued rapid growth.

Laurel River Properties contacted Anderson Economic Group to conduct a Residential Market Study for a proposed development in northern Atlanta. AEG analyzed the market demographics, delineated a trade area and conducted a supply/demand analysis. We also assessed the proposed site, the local economy, and area amenities, and determined that the proposed project was feasible. We then conducted a competitive analysis to determine the appropriate price points and absorption rates for each of the proposed home styles.

Based on our analysis, Laurel Rivers pursued a plan to develop the proposed site. However, due to land design constraints the company was not able to follow through with the development plans.



**Residential Market Prioritization; Wisconsin, Northern Illinois
Simon Group, Ltd.**

Simon Group is a private development firm, based in Brookfield, Wisconsin, specializing in residential and commercial development. The firm is expanding its territory and is interested in developing a long-term growth strategy on the basis of market accessibility, potential, and risk to name a few.

AEG was retained to complete a Market Scoring Analysis and Prioritization for several counties in Wisconsin and Illinois, focusing on the City level for Janesville and Beloit market areas.

Based on our analyses, we found the counties of Waukesha, McHenry, and Boone to be most favorable and recommended that Simon Group pursue these markets in their long-term growth strategy and future development options.

Village of Pleasant Prairie, Wisconsin Village Green and Highpoint Projects - Market Strategy

The Village of Pleasant Prairie is a jurisdiction in the Racine-Kenosha market of Wisconsin. The village has been particularly active in the development of a master planned community that will result in a desirable place to live, with a high quality of life for existing and future residents. They have been working closely and productively with local developers to guide projects in a manner that will support these goals.

A leading challenge for the village was management of a variety of retail developments proposed by various developers. Several competing projects had the risk of resulting in retail fragmentation and commercial sprawl. In addition, there was a risk that some of these projects would actually undermine the village's efforts, resulting in the under utilization of important parcels for uses like gasoline stations, motels and fast food restaurants.

In our work, we addressed a number of proposed projects, most notably the Highpoint Project by Simon Group, the Village Green Project by Land and Lakes Development, and the Katres Project by a private family. We also considered a number of nearby projects, including Simon Group's Bristol mixed-use P.U.D., and neighborhood

Anderson Economic Group worked closely with the village and with several developers to formulate an optimal retail strategy. We developed tenant-specific recommendations for three significant sites, and allocated supportable uses like grocery, hardware, pharmacy stores and restaurants.

In addition to formulating a tenant mix for each project, we also provided planning advisory services to guide the various plans. Specifically, we addressed items like roundabouts, access/egress, curb cuts, signage and wayfinding, setbacks, store fronts, parking ratios, connectivities to adjacent neighborhoods, gateway entrances, and linkages between projects. We also addressed retail strategic considerations, like critical mass, first-in benefits, synergies, land use adjacencies, tenant mix, pricing strategies, branding and marketing.

**Racine, Wisconsin - Village of Caledonia
Legacy Development Company, Inc. - Market Strategy**

The primary purpose of this Market Strategy was to assess the feasibility of a proposed 200-acre mixed-use project in the newly chartered Village of Caledonia, Wisconsin. The developer, Legacy Development Company (LDC), was interested in testing the feasibility of a variety of retail uses in the project. We tested over 50 unique retail categories for the market, and have determined the categories that represent an opportunity for the project.

We also evaluated the developer's preliminary plan and presented advisory services to Legacy DC and Caledonia regarding the project design and lay-out. Based on our assessment of the project's draw and trade area, competing shopping destinations, employment centers, housing growth and various site limitations and advantages, we have determined that the project is supportable long-term, but that its immediate success is relatively tenuous.

As a result of our work, Legacy DC and Caledonia are proceeding with the proposed project, and are working on recruiting tenants that would align well with the market opportunity for this unique project. In addition, the community is working with existing businesses on a retention strategy, including the relocation of some entrepreneurial businesses from single-family houses into professional office and retail space.

Indianapolis, Indiana - Feasibility Study Republic Development Corporation - Saxony Village (Fishers)

Saxony Village is a highly publicized mixed-use project located in Fishers, Indiana, a growing community in the affluent suburbs of northeast Indianapolis. Anderson Economic Group was retained by a Republic Development to test the feasibility of a few small tenants in the project, specifically in neighborhood locations within the larger project.

We tested the market for various professional uses, convenience retail and restaurants. In addition, we prepared several pro forma analyses for a number of specific buildings in the project, which have been used to help secure funding from lending institutions. The project was completed in several phases, with periodic requests for additional pro forma analyses through Fall 2006.



The specific results of our analysis is proprietary to Republic Development. In general, the Saxony project holds high potential for long-term success, and the prospect of a future shopping destination makes the community even more appealing to new families and home buyers.

September Materials

Agenda
Powerpoint Presentation
Minutes
Chicago Tribune Article
Wall Street Journal Article
Daily Herald Article

VILLAGE OF DOWNERS GROVE - HOUSING AD HOC COMMITTEE
VILLAGE HALL COMMITTEE ROOM
801 BURLINGTON AVENUE

September 10, 2007
6:30 p.m.

AGENDA

1. Call to Order
2. Opening Statement - Chairperson
3. Meeting Dates, Procedures, Packets
4. Introductions - Members and Staff
5. Overview of Ad Hoc Committee Topic and Goals
6. Developing a common vocabulary
7. The defining demographics - past, present and future
8. Housing Market Study Results - Part 1
9. Adjourn

THIS AGENDA MAY BE SUBJECT TO CHANGE

Housing Ad Hoc Committee

September 10, 2007



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Meeting Dates, Procedures and Packets

- 2nd Mondays, Committee Room or Council Chambers
- Agenda and materials to be sent a week in advance
- Email?
- Robert's "Loose" Rules of Order
- Outside discussion ...OMA



Open Meetings Act

- Applies to all public meetings
 - Any majority of a quorum (11 members, requires 6, so 3 violates OMA)
 - "Rolling majorities" is a violation
 - Electronic attendance (phone, video, fax, email, instant messaging) counts! Copying/forwarding emails may be construed as trying to circumvent the OMA.
- Legal Notice is Required
- Agenda and Meeting Minutes Required
- Rules associated with closed meetings (not anticipated)



Village Staff

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Stan Popovich AICP

Planner

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spopovich@downers.us



<Some research by Anderson Economic Group>

Ad Hoc Members

Member	Category of Representation
Marilyn Schnell	Chair, ex officio
William Waldack	Vice Chair, ex officio
Jack Dare	Downers Grove Housing Team Member
Tim Meaney	Downers Grove Housing Team Member
Megan Schroeder	Real Estate Representative
Keith Hoffman	Mortgage/Lender Representative
Erin Vaughn	Downers Grove Employer Representative
Marge Earl	Resident At-Large
Paul Jarosz	Resident At-Large
Kevin O'Connor	Resident At-Large
Chad Walz	Resident At-Large



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Topics and Goals

July 24, 2007: Direction of Village Council to the Ad Hoc Committee on Housing

The Ad Hoc Committee shall be charged with evaluating and making recommendations to the Village Council related to the following:

- **Determine whether the Village has a shortage** or a looming shortage of "attainable" or "middle income" housing stock (this includes defining "attainable" and "middle income" housing);
- Provide the Council with specific information about **the current status of housing stock** and how the same compares to surrounding municipalities;
- Provide analysis as to how the Village's available housing stock comports with any applicable **State requirements for "affordable housing."**

Continued...



Topics and Goals (cont)

- Assuming the Committee determines there is a shortage of "affordable", "middle income" or "attainable" housing, then the **Committee may wish to consider potential community solutions**, including but not limited to:

- Reviewing and reporting on the need for a 30-Year Fixed-Rate Program as offered by IHDA.
- Reviewing and reporting on the need for a HELP Program as offered by IHDA.
- Reviewing and reporting on the need for a Mortgage Credit Certificate (MCC) Program as offered by IHDA.
- Reviewing and reporting on the need for establishment of the Village's authority to issue bonds and operate affordable housing programs directly pursuant to Section 27-19 of the Village Code entitled, "Mortgage Revenue Bonds."

The enabling resolution would provide for a final report to be provided to the Village Council **on or before January 22, 2008**, at which time the Ad Hoc Committee's work would conclude unless further extended by action of the Village Council.



Topics and Goals

- **Combination of Fact and Value Questions**
 - Is workforce housing a Downers Grove issue? Given the suburban setting, is our primary trade area really a circle representing a 15-30 minute commute to Downers Grove? And as long as *they* have workforce housing, are we okay?
 - Does government have a role? Should our regulatory approach be reevaluated? How do we measure success?
 - Should we broaden the issue? What about *lifecycle* housing? Attracting young professionals? Adequate housing for elderly?
 - Do we limit any approach to specific neighborhoods? Should certain neighborhoods be targeted to encourage workforce housing, which represent the areas most likely for success?



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Common Vocabulary

- ❑ *Middle Income* Housing: a.k.a. *Attainable* Housing, *Workforce* Housing, *Affordable* Housing, *Market Rate* Housing
- ❑ Confusing to call it “affordable housing” because its focus is on incomes below 80% of median income
- ❑ *Median Income*: A way to measure “average.” A value representing a point where half of the incomes are above and half below. Also, *median housing value*, *median age* and other measures may be noted. *Mean* or *mode* are also measures of average or central tendencies.

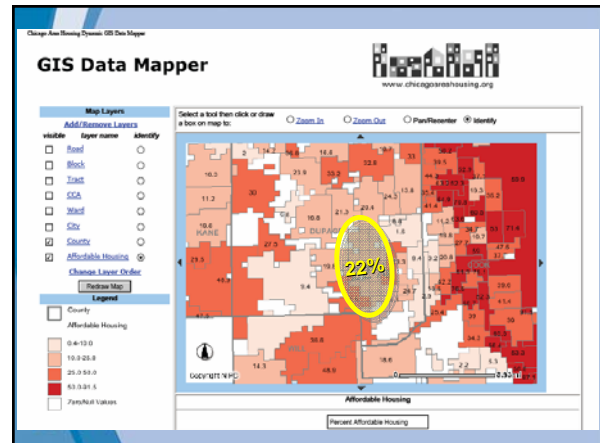
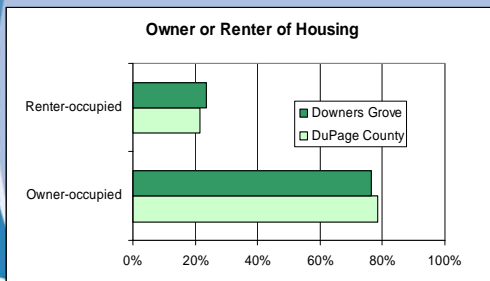


Common Vocabulary

- ❑ *Primary Trade Area*: 70% of potential homebuyers and competitive housing units (based on housing characteristics, incomes, household sizes, natural/manmade barriers and commute times/locations, could/ would/ do live in Downers Grove.
- ❑ *Middle Income*: US Census has no official definition, although they tend to use the middle quintile (80% to 120% of median income)
- ❑ *Affordable Housing*: when no more than 30% of monthly income is devoted to all housing costs. The term is typically used to represent those making less than 80% of median income. Key stat: <10%



Affordable Housing



AGENDA

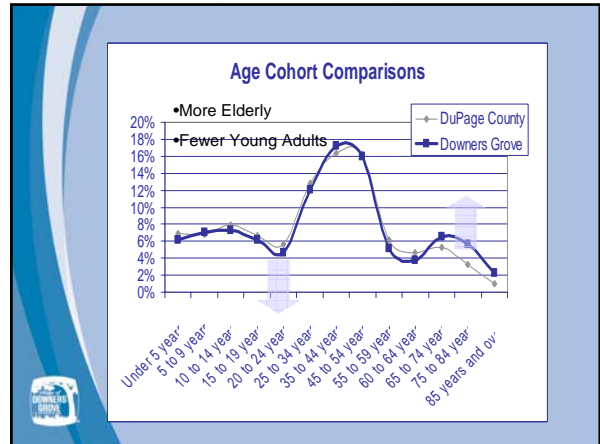
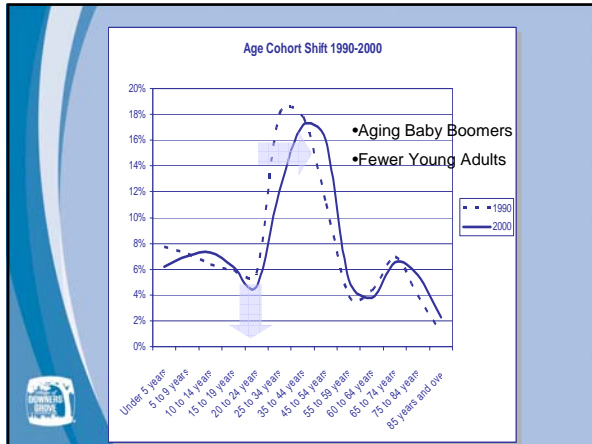
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Relevant Demographics

- ❑ DG Population 2006: 50,665
- ❑ PTA Population: 698,723
- ❑ 1990-2000 growth stronger than state; 2000 to 2006 growth weaker than state
- ❑ 1990 median age (32.3) younger than state; 2006 median age (36.6) older than state





Incomes

	Village	PTA
2000 Median Income	\$67,600	\$65,200
2006 Median Income	\$82,300	\$79,700
2011 Projected	\$99,100	\$94,600

Housing

- 75.8% Owner Occupied Single Family Dwellings
- 3.3% Vacancy (2.6% nationally)

	Village	PTA
2000 Median Home	\$188K	\$184K
2006 Median Home	\$294K	\$288K
2011 Projected	\$377K	\$369K

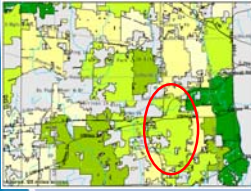
* Values Include Condos

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- ### Summary
- Concern is over a Structural Instability in the housing market: Housing / Income Mismatch
 - Downers Grove labeled a "retirement community" by housing experts. Aging population. Loss of young professional age group.
 - Not a traditional low-income affordability concern. Downers Grove higher than County average at 22% affordable (many communities under 10%)
 - A middle-income affordability concern. Median income's purchase power well below Average Single Family House on the market today - requires \$91,354 income, more than the \$82,300.
 - Different neighborhoods, different concerns. Some have teardown or rental pressures; others see significant reinvestment and remodeling.

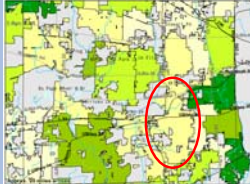
Income - Housing Mismatch

HOUSING COST QUINTILE

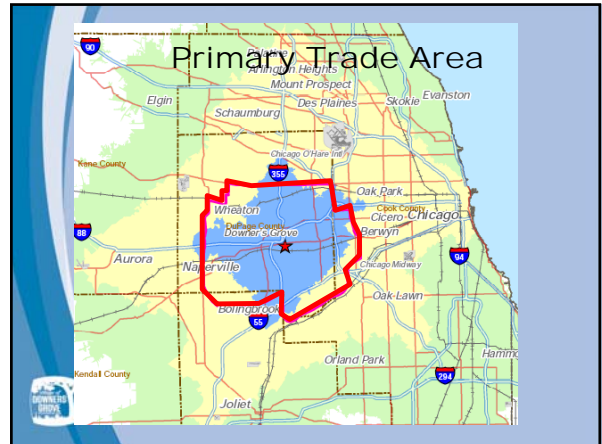


- Year 2000 Data
- Is it still valid?

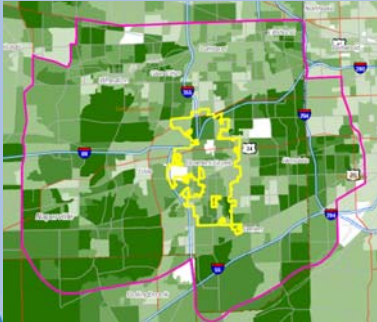
INCOME QUINTILE



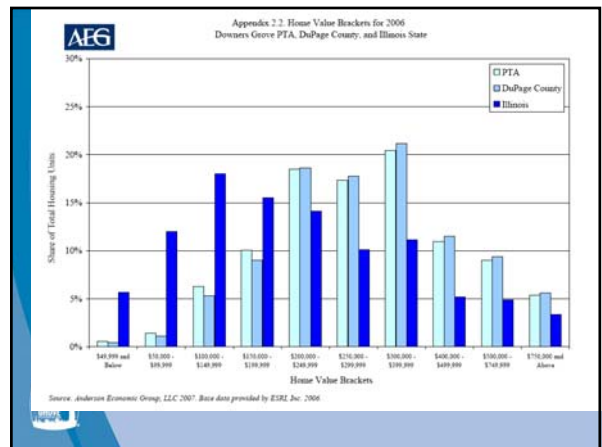
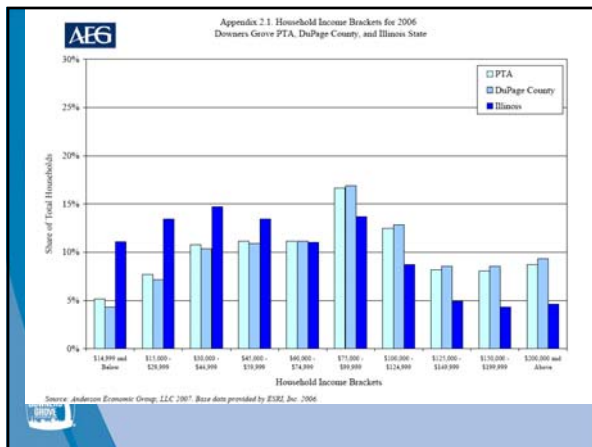
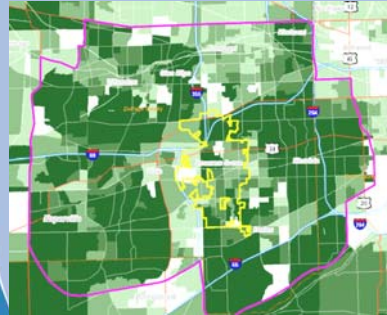
* Quintile represents 1/5th of the range of any given measure.

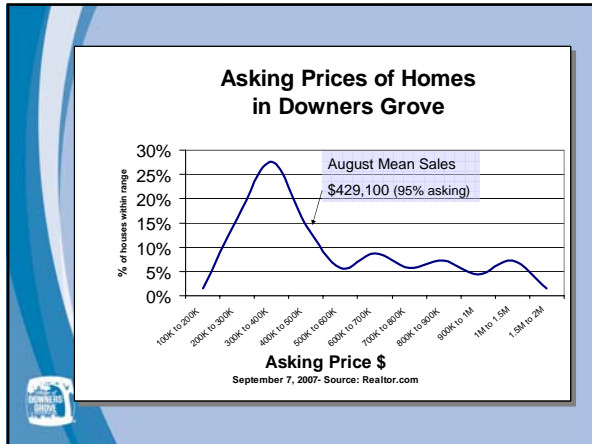


Incomes



Housing Values





- ### What's Next?
- October – Housing Market Info, Part 2; Range of Solutions
 - November – Who helps? Let's listen!
 - December – What fits Downers Grove? Preliminary Draft report.
 - January – Recommended Draft; report to Council.

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HOUSING AD HOC COMMITTEE

Minutes of Public Hearing
Downers Grove Village Hall

September 10, 2007, 6:30 p.m.

CALL TO ORDER

Chairman Schnell called the Housing Ad Hoc Committee meeting to order at 6:33 p.m.

Present: Marilyn Schnell, William Waldack, Jack Dare, Tim Meaney, Keith Hoffman, Erin Vaughn, Marge Earl, Paul Jarosz, Kevin O'Connor, Chad Walz, Megan Schroeder (arrived about 7:00 p.m.)

Absent: None

Staff: Community Development Dir. Tom Dabareiner; Villlage Management Analyst Megan Bourke; and Village Planner Stan Popovich

OPENING STATEMENT

Chairman Schnell thanked the members for volunteering for the committee.

MEETING DATES, PROCEDURES, PACKETS

Reviewing a PowerPoint presentation, the chair noted some of the rules and procedures that will take place as it relates to meeting dates and mailing of packets. Members were asked to contact Community Development Director Tom Dabareiner with any questions or if they cannot attend a meeting. Rules for the Open Meetings Act were referenced.

INTRODUCTIONS - MEMBERS AND STAFF

Director of Community Development, Tom Dabareiner, was introduced. He explained the protocol for the meeting and asked that members call out their name when speaking due to the absence of a recording secretary. Mr. Dabareiner introduced Megan Bourke, Management Analyst for the Village, and Stan Popovich, Planner for the Village. Mr. Dabareiner discussed the importance of consistency when meeting and spoke about the amount of packet information that the members will be receiving. Violations of the Open Meetings Act were explained.

Members of the Ad Hoc Committee introduced themselves and provided a brief background of themselves and their ideas for the committee.

OVERVIEW OF AD HOC COMMITTEE TOPIC AND GOALS

Mr. Dabareiner discussed that the Village Council was seeking consideration of issues related to affordable housing. Mr. Dabareiner explained that this committee must ask and try to answer certain questions, such as whether workforce housing is a Downers Grove issue; whether the Village's primary trade area is really a circle representing a 15 to 30

minute commute to Downers Grove; and, as long as the region has workforce housing, is the village okay? Additionally, the committee will have to discuss whether the government has a role in resolving the housing-income gap; should the village's regulatory approach be re-evaluated; and how will the village measure its success? Lastly, should the issue be broadened? What about life-cycle housing, attracting young professionals, providing adequate housing for the elderly? The committee will have to discuss whether to limit an approach to specific neighborhoods or should certain neighborhoods be targeted to encourage workforce housing, etc.

DEVELOPING A COMMON VOCABULARY

Mr. Dabareiner discussed some of the common terms used with the Middle Income Housing, such as Attainable Housing, Workforce Housing, Affordable Housing, and Market Rate Housing. Some confused the issue here by calling it "Affordable Housing" because its focus was on incomes below 80% of median income. Per Ms. Vaughan's question, Mr. Dabareiner explained there is Affordable Housing available in Downers Grove for that income level.

The term Median Income, he explained, is a way to measure "average." A value representing a point where half of the incomes are above and half below. Also, median housing value, median age, and other measures may be noted. Mean or mode were also measures of average or central tendencies.

Continuing, Mr. Dabareiner explained the following terms:

Primary Trade Area: 70% of potential homebuyers and competitive housing units (based on housing characteristics), incomes, household sizes, natural/man-made barriers and commute times/locations, could/ would/ do live in Downers Grove. An example of Downers Grove's Primary Trade Area followed.

Middle Income: U.S. Census has no official definition, although it tends to use the middle quintile (80% to 120% of median income).

Affordable Housing: When no more than 30% of monthly income is devoted to all housing costs. The term is typically used to represent those making less than 80% of median income. If a community has below 10% of its housing units devoted to Affordable Housing, a serious issue exists. Per Mr. Dabareiner, approximately 22% of the Village's housing is rental housing, as compared to DuPage County, which is a bit less.

Regarding the 22% figure for apartments, Mr. Dabareiner explained how to figure the cost differences between the 22% of rental units and a home. Mr. Hoffman found the percentage figures were skewed because the \$200,000 range originally mentioned was too low. In addition, the taxes were varied considerably and the debt ratio for each borrower would have to be \$22,000 in debt to get to that point. Mr. Dabareiner reminded the committee that part of the committee's task was to define what portion of this issue, if any, needed addressing and that he would not put too much emphasis on this part of the discussion.

THE DEFINING DEMOGRAPHICS - PAST, PRESENT AND FUTURE

A view of the village's demographics followed, noting that in 2006, the village's population was estimated at 50,665. From 1990 to 2000 the village's population growth was stronger than the state. From 2000 to 2006, the population growth was weaker than the state. In 1990, the median age in the village was 32.3 and was younger than the state. In 2006, the median age in the village was 36.6 and was older than the state. In reviewing graphs, Mr. Dabareiner explained the aging demographics of the village's baby boomers as compared to DuPage County. Median Incomes for 2000 and 2006 were also noted as well as 2011 projected incomes. In the village, approximately 75.8% of the single-family dwellings were owner-occupied while there was a 3.3% vacancy as compared to 2.6% nationally. Discussion followed on the current real estate market conditions in relation to the 3.3% vacancy rate, i.e., higher-end homes were not selling, teardowns were occurring, builders were not able to produce buyers for their homes, increased interest rates, all which affect the village's vacancy factor. Foreclosures was another issue.

Ms. Schroeder discussed the number of homes she has been through that are for rent as well as for sale and the owners have moved on to a smaller place, nursing home, or with a family member, etc. Asked if the higher vacancy rate can suggest less affordability, some members thought it was just the opposite, explaining that when there are a number of vacancies, the competitiveness goes down. Mr. Hoffman listed some examples.

HOUSING MARKET STUDY RESULTS - PART 1

Mr. Dabareiner, referring to the recent housing market study, stated the study generated many facts and will generate recommendations as well. As planners, the focus is on structural instability in the housing market, i.e., the Housing versus Income mismatch. He discussed that Downers Grove has been labeled as a "retirement community" by housing experts due to its aging population and loss of its young professional age group. The village does not have a traditional low-income affordability concern since it is higher than the county's average at 22% affordable. Many communities were under 10%. The village had a middle-income affordability concern since the median income's purchasing power was well below the average single-family house on the market today, which required a \$91,354 income -- more than the \$82,300. Lastly, different neighborhoods had different concerns. Some had teardown or rental pressures; others saw significant reinvestment and remodeling.

A number of maps were discussed as it relates to income and housing mismatch, housing values (from 2006), and incomes. However, Mr. Dabareiner explained that some of the data he was beginning to see with the housing costs - income mismatch was not as significant a difference as seen in the 2000 census.

Household income level comparisons for 2006 were noted between the Village of Downers Grove, the State of Illinois, and Du Page County. It was pointed out that the income level of \$75,000 to \$99,999 was the middle income bracket that the committee was interested in. Also noted were the home value comparisons for 2006 between the Village of Downers Grove, the State of Illinois, and Du Page County. A dialog was raised by Ms. Vaughan that members should keep in mind that the low income population, while getting subsidized in some way, usually falls through the cracks sometimes, in that a person may be making too much money to get any assistance but yet cannot afford a home.

Comments followed from Mr. Jarosz that his understanding was when the committee was examining Affordable Housing, the committee should be looking more at the potential low income buyers and not necessarily low or moderate income.

A conversation followed on available housing [difficult to hear at this point] and some figures which Mr. Dabareiner just received on housing sales, i.e., \$429,000 was a mean number as compared to the mean income of \$82,000. He discussed that when he reviews numbers, such as those above, he is using the basic pre-qualifying formula with whatever the current rates happen to be. Mr. Hoffman commented that a number of variables were in place and lenders did not use 30% of income but, instead, used a range. When he did his own calculations he believed the formula was off and by \$45,000 to \$50,000 less noting the figures also depended upon taxes and the interest rate being used. He discussed the discrepancies between the two as referenced in a recent newspaper article, pointing out that a person could actually purchase a home for \$250,000 and not \$200,000. A dialog followed that many different types of loans existed and the committee needed a center point in order to discuss the matter further.

Mr. Dabareiner reviewed the timeline for this committee, noting that in October the members will receive housing market information (Part 2) and will discuss a range of solutions. In November the committee will discuss if assistance already exists and how to obtain that assistance, possibly through experienced parties. In December, the committee will address what fits Downers Grove and will discuss the Preliminary Draft report which will be issued to the Village Council. In January, a recommended draft will be created and finally be reported to the Village Council. Discussion followed by the chair that the committee will have to be focused and, if necessary, hold a February meeting.

A topic was raised on the large amount of senior citizens and how much those figures skewed the figures for Downers Grove, along with figures of those families who, for whatever reason, move out of town a couple of years only to return to a higher priced housing stock. Other comments followed that the discussion should not be about just getting people into the community, but instead having quality citizens in the community. Other concerns voiced were that some residents could not afford to purchase their own home when returning to the area, but could not afford to downsize either. Also, the values of homes were increasing along with the taxes but the income level was not keeping up.

Again, the chair stated the above issues were some of the issues that needed to be discussed.

Ms. Vaughan inquired whether Mr. Dabareiner's data included information about the diversity and economic development of a vital community, wherein Mr. Dabareiner discussed that there will be a lot of data presented but eventually it comes down to the committee members making value judgments. Asked if the median price of new construction was taken into consideration, Mr. Dabareiner believed it was. Comments followed that it would be beneficial to see that data since one of the reasons why housing prices were increasing faster than income was due to the market and due to new construction replacing more modestly priced homes. A question was asked if the median salary for employers within the village could be obtained, wherein Mr. Dabareiner indicated the census data could be obtained.

A comment was raised that there needed to be a differentiation between condos and single-family detached homes because condos skewed the single-family home figures. However, it was noted that it was difficult to take the income of the condo families and senior citizens out of the median income. Ms. Schroeder did not necessarily agree, noting families were in condos because they wanted to live and work in the village. She also brought up that another area for consideration is the option of rent with the option to buy.

Other comments followed that the matter was a national problem and DuPage County communities were sharing the same concerns. A disconnect existed.

PUBLIC COMMENTS - None

Chairman Schnell asked the committee to contact Mr. Dabareiner with any questions. For those who wanted to attend the Home Ownership Task Force meeting, the chair asked that members be sure not to violate the Open Meetings Act. Mr. Dabareiner will email the PowerPoint slides to the members. Ms. Schroeder would obtain some information from an alternative source to www.Realtor.com for members. More discussion followed on the rules of the Open Meetings Act.

It was announced that the next meeting was scheduled for October 8, 2007, 6:30 p.m.

ADJOURN

The meeting was called adjourned at 8:30 p.m. by the chairwoman.

Respectfully submitted,
(as transcribed by tape)

/s/ Celeste K. Weilandt
Celeste K. Weilandt, Recording Secretary

www.chicagotribune.com/news/local/chi-duhousing_04sep04,1,3498876.story

chicagotribune.com

Study: Home prices going through roof

New report says costs outpacing DuPage incomes

By Joseph Sjostrom

Tribune staff reporter

September 4, 2007

In an ideal market, families with an annual median income of \$69,800 should be able to afford a median-price, single-family home, but in DuPage County that's only about half the wages needed to buy that \$360,000 house, according to a new report.

At best, that income could support a home priced at \$200,000, according to an official at the DuPage Homeownership Center, which issued its annual Labor Day Housing Affordability Index report Friday. And few of those homes are available in DuPage, real estate agents say.

The DuPage median income is only 55 percent of what's needed to buy a median-price house in the county, the report states.

The index used in the report is based on a concept created by the National Association of Realtors and provides an indication of whether a housing market is in balance, said Dru Bergman, executive director of the Homeownership Center.

"The conventional wisdom is that a family earning the median income for a given area should be able to afford the median-priced home in that area," Bergman said. "An index of 100 would mean that the market is in balance. Clearly in DuPage, with an index of just 55, housing prices are far outpacing the incomes of many working families." And indexes from previous years indicate a worsening situation, the report states. Last year's index was 59, and in 2005 it was 63.

chicagotribune.com/homes

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The report uses home-price figures from the Illinois Association of Realtors for the second quarter of 2007 and income statistics from the U.S. Department of Housing and Urban Development.

Housing and finance experts recommend that a family spend no more than 30 percent of its income on housing. Applying that theory to typical down payment and mortgage rates, it would take an income of at least \$126,120 to buy a \$360,000 median-price home, the report states.

The median family income in DuPage is \$69,800, meaning half the incomes in the county are more and half are less, according to the report.

Multiple Listing Service figures show there were 6,983 single-family detached homes for sale in DuPage on Friday, and 79 of them were listed at \$200,000 or less, said Josie Morrison, a member of a Homeownership Center committee on affordability and a real estate sales associate at Re/Max Suburban in Wheaton.

Morrison said, however, that there were 1,596 attached residences, such as townhouses and condominiums, listed for sale at \$200,000 or less.

jsjostrom@tribune.com

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September 12, 2007

PAGE ONE

DOW JONES REPRINTS

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Size of New Homes Starts Shrinking As Builders Battle Housing Slump

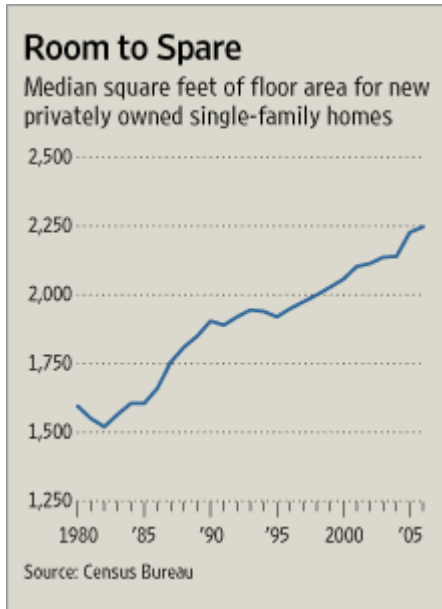
By KELLY EVANS
September 12, 2007; Page A1

The McMansion may be shrinking.

With the nation's housing market in a slump and the mortgage market in disarray, many home builders are putting up fewer supersize homes and offering smaller floor plans. That seems to be what buyers suddenly want in an era of high prices and tougher financing.

"Financing has tightened down so much that many people aren't able to qualify for the larger houses," said Kathryn Boyce, an account executive in Northern California for Boston-based real-estate research firm Hanley Wood Market Intelligence. "Throughout the U.S. people can't afford what they previously did. Floor plans are going to get smaller."

Home sales have plunged over the past year, leaving builders saddled with excess inventory, especially of larger, more expensive homes. In July, new-home sales were running at a seasonally adjusted annual rate of 870,000 units, down sharply from 1.3 million in 2005.



More recently, turmoil in the mortgage market has made it harder for buyers to qualify for bigger loans. As lending standards get stiffer, lenders have cut back on mortgages exceeding \$417,000. That's the maximum size loan that lenders can sell to Fannie Mae and Freddie Mac, the government-sponsored financiers that buy mortgages from lenders and repackage them into mortgage bonds for sale to investors.

All this is causing builders to redraw their blueprints. After reducing prices on their current inventories of unsold homes, the next step is to "start building to a new market. That new market is a lower price point at a smaller size. To the extent they can do it, they will," said Kermit Baker, chief economist at the American Institute

of Architects.

Over the past three decades, prosperity and a demand for space to accommodate home theaters, offices, gyms and palatial kitchens has pushed up the average size of newly constructed single-family homes by nearly 45% even as the size of the average family has declined. Last year, according to the Census Bureau, the median size of a newly completed single-family home reached 2,248 square feet, up from 1,560 square feet in 1974.

The expansion continued into the first quarter of this year, with the median home size inching up to a near-record 2,302 square feet. But it slipped to 2,241 square feet in the second quarter, and many analysts think a broader decline may be in the offing.

Jeffrey Mezger, chief executive of Los Angeles-based KB Home, said the change has been "driven by data on what our home buyers want and what they can afford in a new home." Mr. Mezger estimates that the average size of a newly built KB Home today is 2,200 square feet, 200 square feet less than before the shift in sentiment took hold.

A spokesman for Centex Corp., which is based in Dallas, said that in some of its developments Centex is scaling down the size of its homes or their amenities to put them within reach of more buyers.

Even Toll Brothers Inc., known for its sprawling suburban "McMansions," recognizes that buyers may want smaller homes. Kira McCarron, the company's chief marketing officer, said Toll doesn't track home size, but she concedes that there "probably is more demand for 3,000- versus 6,000-square-foot," homes.

Ms. McCarron added, however, that for Toll's high-end buyers, the issue isn't so much cost. "It's not that people don't want or can't afford [big houses]. It's that they're afraid of them now -- it's a confidence issue more than an affordability issue."

In some cases, home builders are making the shift to smaller, less costly homes in existing subdivisions, angering homeowners who bought large homes during an earlier stage of the project's development.

David Raidman, 37 years old, moved into his 2,760-square-foot lake-front home in Fort Pierce, Fla., last fall in the first phase of a gated community developed by Lennar Corp. of Miami. Mr. Raidman said he was told that his home would be surrounded by similarly sized and priced homes. But when he heard Lennar was planning to build much smaller homes in his neighborhood, he and other homeowners fought the company's plans.

Although Lennar agreed not to build the smallest of its new models -- at just 1,326 square feet -- next to the larger ones, the home builder has continued with its plans to downsize.

"Our biggest concern is what it would do to the value of our homes," said Mr. Raidman, who doubts he can sell his home today for the \$300,000 he paid for it last year. Standing on his back porch, he can look out across the lake and see at least six newer, smaller homes. "The garage looks bigger than the house," he said.

Pulte Homes Inc., based in Bloomfield Hills, Mich., is also offering buyers less costly alternatives within its existing communities. "The base price that we start with when we release a new phase might be lower than what the base price was in the previous phase," Pulte Chief Operating Officer Steve Petruska said in a conference call with investors in July.

Pulte said it expects its average selling price for the third quarter of this year to be \$331,000, down from \$335,000 last year.

But while home builders are aware that customers increasingly want smaller, cheaper homes -- and in some cases can't afford anything else -- building those homes eats into their profits, often because of the high price they paid for the land the homes are built on. That leaves them having to hope for higher sales volume to offset their reduced margins.

Some welcome the downsizing trend, including author Sarah Susanka. Since 1997 Ms. Susanka has written several best-selling books extolling the virtues of "The Not-So-Big House," and she says she has recently been attracting more interest from home builders. "I used to be asked all the time why would anybody want to downsize? People thought I was crazy," she said. "Now it's becoming much more mainstream."

Write to Kelly Evans at kelly.evans@wsj.com¹

URL for this article:

<http://online.wsj.com/article/SB118955679788724507.html>

Hyperlinks in this Article:

(1) <mailto:kelly.evans@wsj.com>

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Panel likes affordable housing plan

By Marni Pyke | Daily Herald Staff

Published: 9/20/2007 10:39 AM

While many working families are hard-pressed to find an affordable home in DuPage County, there's hope in sight for 16 households.

DuPage County's development committee approved plans Tuesday for a 16-unit development in Glen Ellyn.

The project is being built under the auspices of the Community Housing Association of DuPage, a nonprofit agency that assists residents with finding low-priced apartments and houses.

In the case of the townhouses, CHAD will sell units to deserving first-time buyers but maintain a financial share in the property. When those buyers are ready to move, they sell back to the agency, which starts the cycle again.

Dru Bergman, executive director of the DuPage Homeownership Center, noted median house prices in DuPage County are about \$360,000 -- a price many workers can't afford.

"They either give up on the American dream or move further west or south," Bergman said. "There's not enough reasonably priced starter homes."

Several people spoke in favor of the plan, including members of DuPage United, a coalition of groups working for social and economic justice.

"There's a great deal of concern in Glen Ellyn that we're becoming sort of a gated community," DuPage United member Debbie Fulks said.

The development is near the northwest corner of Butterfield Road and Route 53. The residences would each have three bedrooms and range in size from 1,700 to 2,200 square feet. Units will sell for about \$200,000 each.

"If we achieve a profit, we'll reduce the price for other units," CHAD Executive Director Robert Wahlgren said.

The development committee's recommendation still requires a full vote by the DuPage County Board.

"This is what we need in DuPage County," board member Debra Olson said. "The evidence shows we need more work-force housing."

October Materials

Agenda

Powerpoint Presentation

Minutes

MLS Data (from committee member)

MLS Charts

American Planning Association Zoning Practice: Affordable Housing

AGENDA

HOUSING AD HOC COMMITTEE

**Village of Downers Grove
801 Burlington
Committee Room**

6:30PM, October 8, 2007

1. Call to Order
2. Approval of Meeting Minutes 9/10/07
3. More Vocabulary and Definitions
4. Primary Housing Analysis
5. Introduction to the Menu of Strategies
6. Discussion
7. Public Comment
8. Adjourn

* Agenda may change

Housing Ad Hoc Committee

October 8, 2007

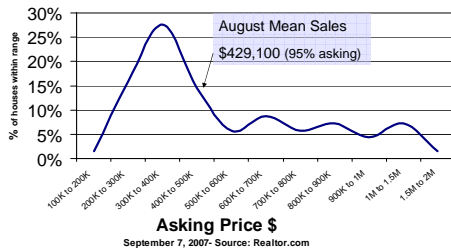


AGENDA

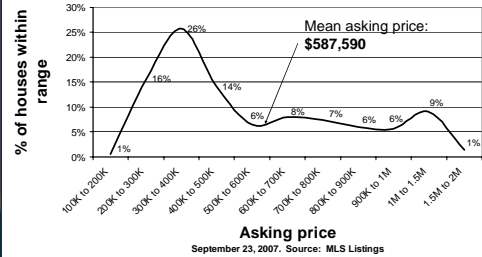
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8. Adjourn



Asking Prices of Homes in Downers Grove



Asking Price of Detached Single Family Homes For Sale in Downers Grove



More Vocabulary and Definitions

Key Housing Terms

Absorption Rate. Absorption rate describes the number of housing units that will be sold or leased over a period of time, typically a month.

Affordability. Affordability is a term that is loosely and often inaccurately used as the housing industry. Generally speaking, it measures a household's ability to afford and keep a home, and one might say households that are either renting or owning their home. The concept with housing affordability is based on multiples of income, usually set by mortgage lenders. For example, households spending 30 percent or more of their income on rent are probably not living on an affordable rate, regardless of their income and the quality of their rental unit.

Especially Charming. Especially charming means that the property is suitable for use to adequately perform the function for which it was intended due to a substantial loss in value resulting from factors such as obsolescence, change in technology, deterioration or abandonment in design, or other similar factors that affect the property itself or the property's relationship with other surrounding property.

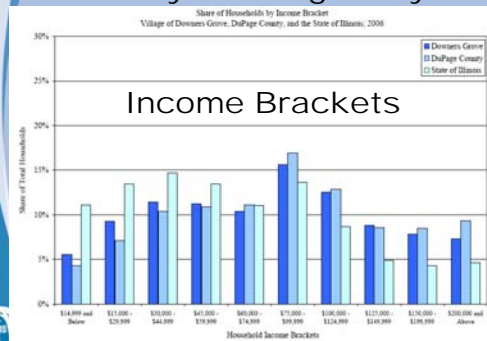
Housing Need. The situation in which individuals or families are living in housing that is not suitable for their current or future needs. For example, an individual with a disability requiring a wheelchair would need a house that accommodates wheelchair access.

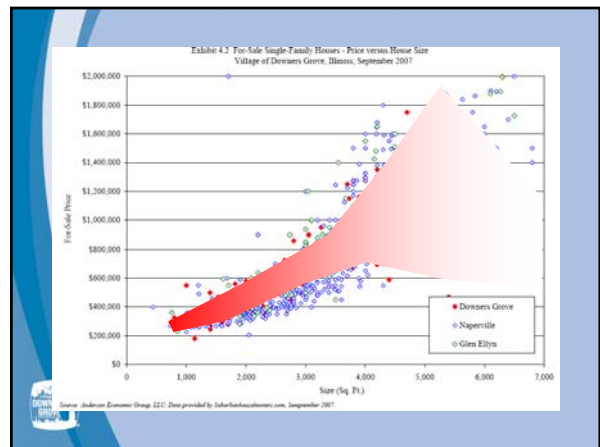
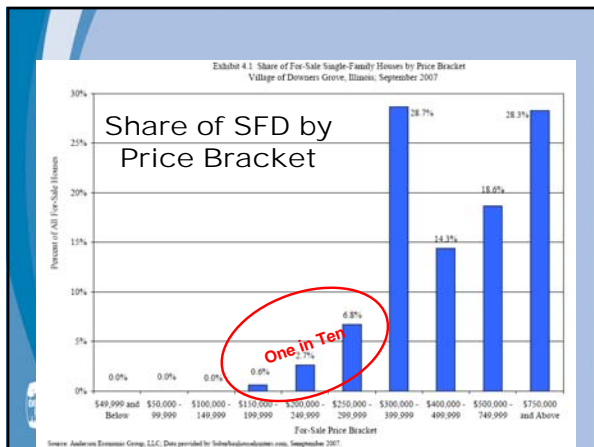
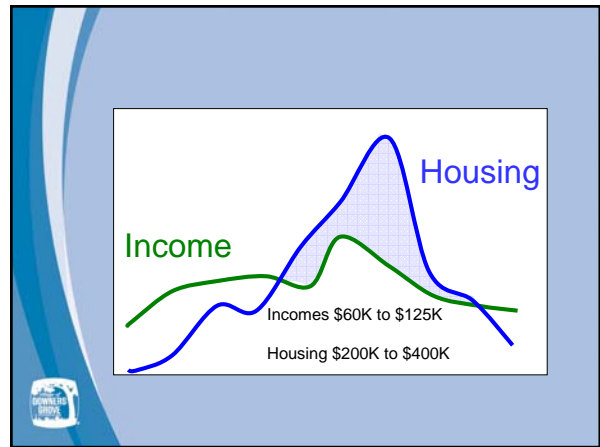
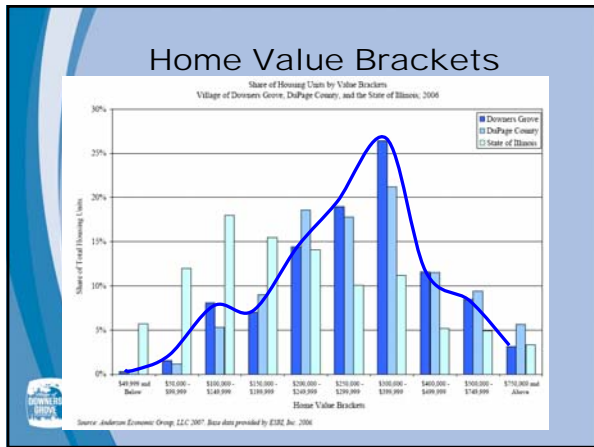
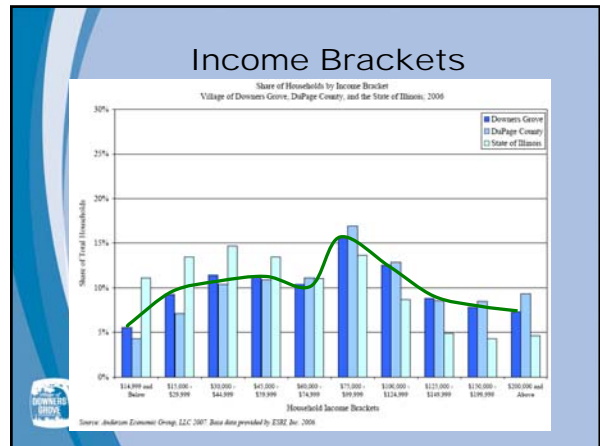
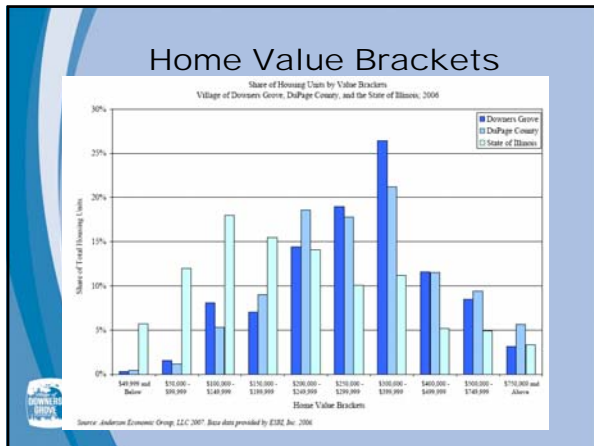
Low Income Housing. The Department of Housing and Urban Development (HUD) defines low income housing as:

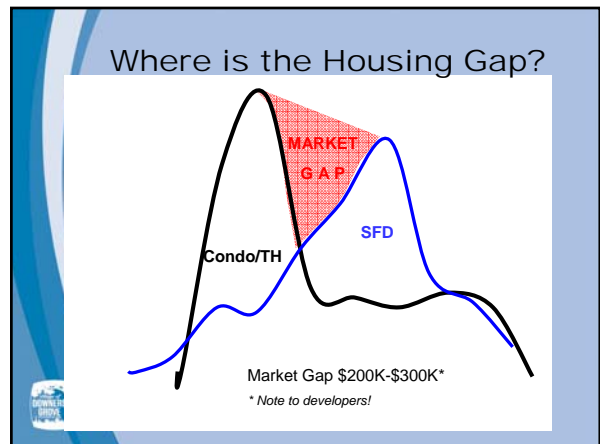
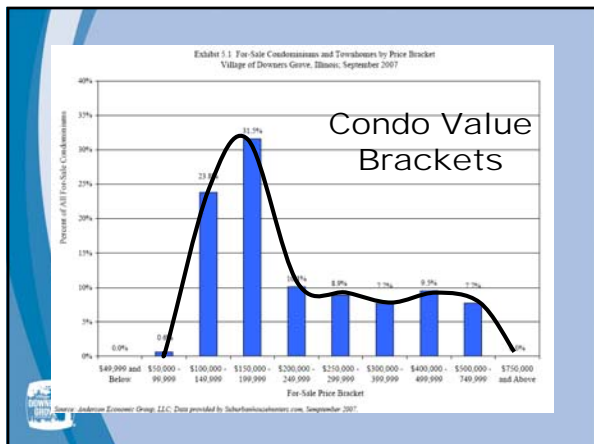
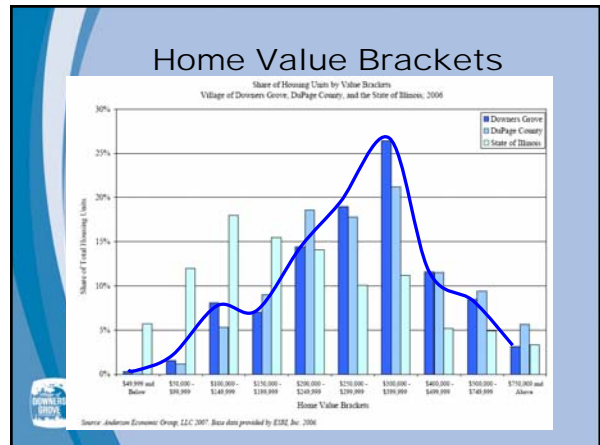
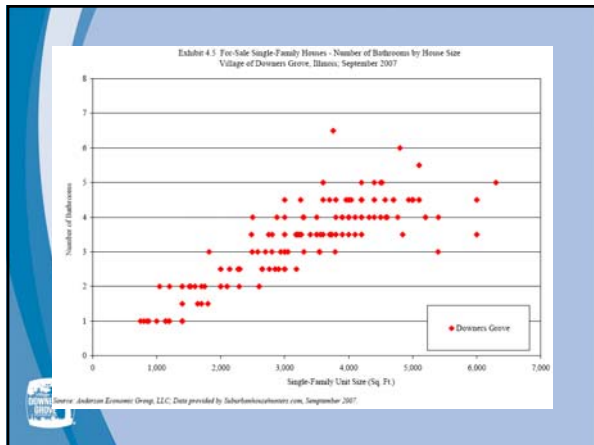
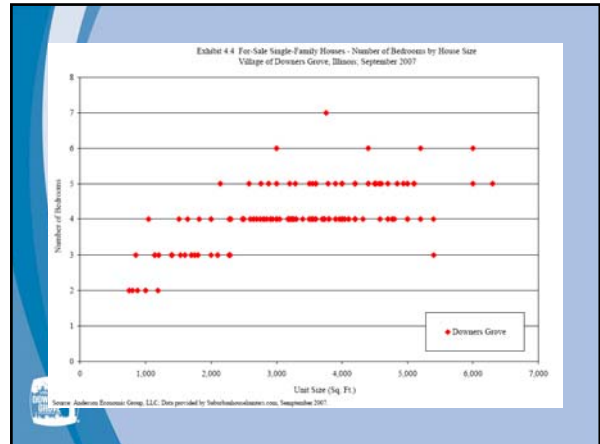
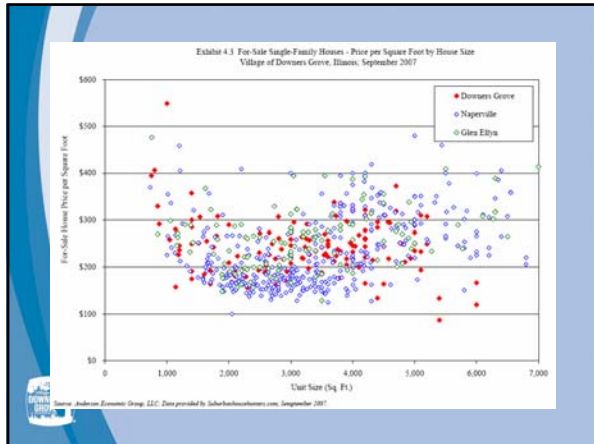
Market Rate Housing. Market Rate Housing is housing that is bought and sold at the market rate. This type of housing can include low income housing and high income housing but is generally not subsidized by an agency or organization.

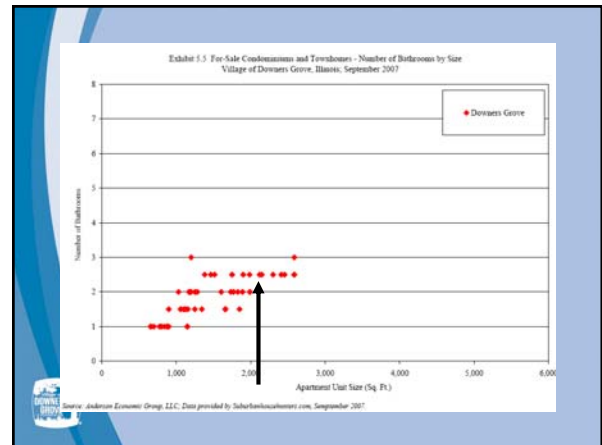
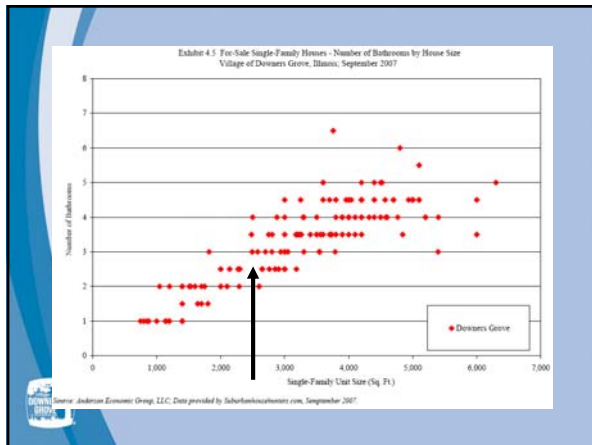
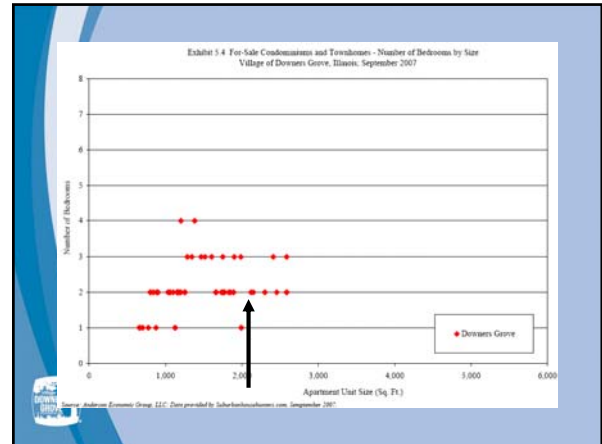
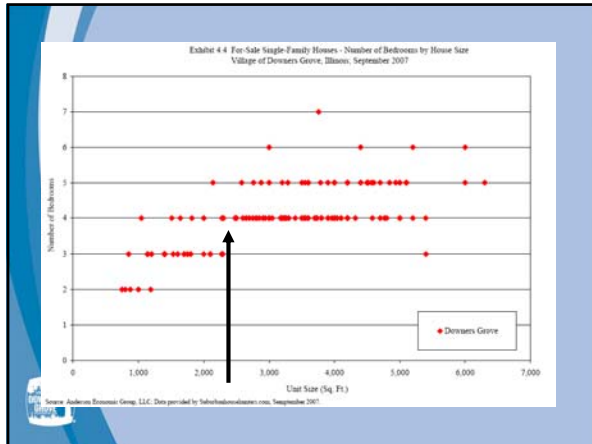


Primary Housing Analysis









Introduction to the Menu of Strategies

- Key Issues
- Range of Options
- Zoning Tools

Source: Anderson Economic Group, LLC. Data provided by SuburbanRealEstate.com, September 2007.


Key Issues for Inclusionary Housing

- Equity
 - Advocates – only way to provide workforce housing due to costs
 - Opponents – unfair for government to require subsidies
- Incentives/Offsets
 - Density bonuses
 - Fast-track approval process or pre-approval to build 'as of right'

Source: Anderson Economic Group, LLC. Data provided by SuburbanRealEstate.com, September 2007.

Key Issues for Inclusionary Housing

- ❑ **Process Matters**
 - Development recommendations should include both developers and advocates
 - Examine real world impacts of proposed policies
- ❑ **Voluntary vs. Mandatory**
 - Mandatory works better than voluntary




Key Issues for Inclusionary Housing

- ❑ **Target Income Levels**
 - Better for moderate income families
 - Politically feasible when focused on moderate income families
- ❑ **Duration of Affordability**
 - 15-20 years may not be long enough to create long term availability
 - Indefinite affordability may be best




Key Issues for Inclusionary Housing

- ❑ **On-Site vs. Off-Site**
 - Gaining consensus is easier when off-site affordability or fee in-lieu is permitted
- ❑ **Market Variations**
 - Most effective while there is a significant number of developable parcels
- ❑ **Relationship with Other Strategies**
 - Most effective in a larger and more comprehensive approach to workforce housing




Options to Increase Workforce Housing

- ❑ **Expand the availability of sites for the development of workforce housing**
 - Make public lands available
 - Facilitate reuse of vacant, abandoned, or tax-delinquent land
 - Rezone more land for residential use and increase allowable densities
- ❑ **Reduce red tape and regulatory barriers**
 - Zoning policies which support a diversity of housing types
 - Expedited permitting and review processes
 - Revise impact fee structure for smaller, less expensive homes
 - Building codes that facilitate rehabilitation of existing homes
- ❑ **Harness the power of strong housing markets**
 - TIF for workforce housing
 - Stimulate rehabilitation through tax abatements
 - Create a dedicated housing trust fund
 - Establish inclusionary zoning requirements and incentives
 - Use cross-subsidies to support mixed income housing




Options to Increase Workforce Housing

- ❑ **Generate additional capital for workforce homes**
 - Pre-development, acquisition, and working capital financing
 - Support housing bond issues
 - Ensure housing finance agency reserves are used for workforce housing
 - Foster employer interest in workforce housing
- ❑ **Preserve and recycle resources for workforce housing**
 - Preserve attainable rental homes
 - Recycle downpayment assistance
 - Use shared equity mechanisms to create and preserve a workforce housing stock
- ❑ **Empower residents to purchase and retain private market homes**
 - Expand home ownership education and counseling
 - ✓ Pre- and post-purchase
 - Help moderate income home owners avoid foreclosure and equity loss



Zoning Tools

- ❑ **Revise current zoning policies**
 - Make more land available for residential use through rezoning
 - ✓ More sites available = lower costs
 - Increase allowable residential densities
 - ✓ Reduce lot area and width requirements for new developments



Zoning Tools

- Adopt new zoning policies
 - Allow multi-family homes
 - Allow manufactured homes
 - Allow accessory dwelling units
- * *These types of homes are less expensive than detached single family homes*



Zoning Tools

- Inclusionary zoning & incentives
 - Require developers to include a percentage of workforce homes within their developments
 - Provide incentives



Discussion and Public Comment



Next Meeting and Adjourn

- November 12
- Guest speakers from IHDA and CHAD scheduled



HOUSING AD HOC COMMITTEE

Minutes of Public Hearing
Downers Grove Village Hall

October 8, 2007, 6:30 p.m.

CALL TO ORDER

Chairman Schnell called the Housing Ad Hoc Committee meeting to order at 6:35 p.m.

Present: Marilyn Schnell, William Waldack (arrived about 7:00pm), Jack Dare, Tim Meaney, Keith Hoffman, Marge Earl, Paul Jarosz, Kevin O'Connor, Chad Walz, Megan Schroeder

Absent: Erin Vaughn

Staff: Community Development Director Tom Dabareiner; Management Analyst Megan Bourke; and Planner Stan Popovich

Visitors: John Schofield, 1125 Jefferson Avenue, Downers Grove; Pat Sullivan, Downers Grove Housing Team, 4702 Stonewall Avenue, Downers Grove; Dave Reynolds, Downers Grove Housing Team, 4919 Bryan Place, Downers Grove; Lisa Lockerby, 4732 Forest Avenue, Downers Grove; Lynn Bedalov, 4840 Seeley Avenue, Downers Grove; Mark Thoman, 1109 61st Street, Downers Grove

Minutes from the September 10, 2007 meeting were approved.

Tom Dabareiner, Director of Community Development, opened the meeting by presenting the previous month's Realtor.com data and more recent data provided by Ms. Schroeder regarding asking prices of homes in Downers Grove. While some of the numbers changed, the pattern remained the same.

There was discussion regarding the asking price figures. The September mean asking price for a one-day snapshot was \$587,590 on September 23, 2007. The group asked the median price. Mr. Meaney stated that the prices shown are in the midst of a slump and that could be affecting the numbers. It might be better to provide numbers which were outside of the current housing slump, presumably from earlier this year. Ms. Schroeder noted the best numbers would be showing the actual sale figures. Mr. Dabareiner noted there are significant amounts of data available but the curve would generally be the same.

HOUSING MARKET STUDY RESULTS

Mr. Dabareiner presented additional definitions, including Market Rate Housing, from the consultants (Anderson Economics Group) initial Residential Market Study. Mr. Dabareiner presented separate slides identifying the income and home values of Downers Grove, DuPage County, and the State of Illinois. Mr. Dabareiner combined the two slides to show a gap in the income levels and housing prices. The consultant noted the two lines, one showing income and one showing home values, should match. He noted the lines are consistent with each other on either end of the spectrum but do not match in the middle income area. Where the lines do not match, there is an income and housing gap. The gap appears in the \$200,000 – \$400,000 price

range. Mr. Dabareiner noted the consultant unequivocally believes there is a housing gap in Downers Grove. A discussion ensued about the presented data.

Mr. Dabareiner presented the percent share of single family dwellings by price bracket. He noted only 10% of homes in the area were priced under \$250,000 whereas 19% of home prices were between \$300,000 and \$400,000 and 19% were above \$750,000. Mr. Dabareiner showed a dot diagram which identified house prices versus house sizes in Downers Grove, Naperville, and Glen Ellyn. The dots were clustered tightly for all three communities at the lower priced smaller homes but expanded immensely for Downers Grove at the higher priced larger homes.

Mr. Hoffman noted the disparity of Naperville being further out from Downers Grove which could lead to lower prices. They have available land to build on. Based on his calculations, a family with \$120,000 of income and a conservative loan could afford approximately \$354,000. He was not convinced there was an income disparity. He noted the taxes are different between the jurisdictions and Naperville does not have a teardown trend like Downers Grove does.

Mr. Dabareiner noted Naperville has vast amounts of land that can be opened up to development which would enhance the availability of different price levels of housing. He observed that Naperville is in Downers Grove's primary trade area and could fill the need for workforce housing. Downers Grove doesn't necessarily have to fill the need if it is available in the primary trade area.

Ms. Schroeder noted the housing stock in Downers Grove is older than Naperville's and much of the stock needs updating. She noted many people do not want to buy houses which need updating and therefore go to Naperville and other communities for housing.

Mr. Dabareiner presented a second dot diagram identifying price per square foot versus unit size. The lower square footage generally has a higher price per square foot. Generally the line should go from the upper left to the lower left. In this case, the line appears more like a 'U'. The Naperville and Glen Ellyn dots are relatively compact and well defined while the Downers Grove dots are spread out.

Mr. Hoffman noted there are a lot of houses in the \$200,000 to \$300,000 range. Ms. Schroeder questioned if these were new or used houses. She stated many of the houses may be overpriced and not selling for what the asking price is. She stated it is difficult to compare when these prices have nothing to do with the house itself and how it looks. It is purely choice. She believes this chart proves there is a diverse housing stock noting some dots out of the core areas.

Mr. Dabareiner noted there are always examples which do not fit the mold and that Downers Grove has a wide range of cost per square foot. Ms. Schroeder asked where the data was found. Mr. Dabareiner noted it was the consultant that provided the data.

Mr. Dabareiner provided a chart which showed the number of bedrooms versus square footage. The chart showed everything larger than approximately 2,500 square feet had 4 bedrooms. A similar chart identified the number of bathrooms versus square footage. Houses above 2,500 square feet typically had at least 2.5 bathrooms.

Mr. Dabareiner presented the charts on home values and condo values. When combined the graph shows two distinct bumps with a gap between the two bumps. The chart identifies a gap of available housing in the \$200,000 to \$300,000 value. Charts showing the number of bedrooms and bathrooms in both single family and condominiums and townhouses were

presented. These charts identified that under 2,000 square feet a condo is available with typically no more than 2 bedrooms and 2 bathrooms. Over 2,000 square feet, single family houses typically have 4 bedrooms and 2.5 bathrooms.

Paul Jarosz noted this is the ideal house, 4 bedrooms and 2.5 baths. He questioned whether affordable should mean ideal or whether it means someone can move into Downers Grove without the ideal house. He noted homes are available but they may not be ideal.

Mr. Dabareiner noted if the same single family house can be found in the primary trade area then it is equal for the buyer. He questioned if someone should assume a 4 bedroom 2.5 bath house is available to them. He noted for the money, you can have a larger house somewhere else within the primary trade area. Mr. Dabareiner stated it is a value judgment for everyone. The gap from condo to houses is evident in Downers Grove and it is not true everywhere. There are options for workforce housing in the primary trade area. The question becomes does Downers Grove have a responsibility to provide workforce housing or does Downers Grove let others in the primary trade area provide workforce housing regionally?

A discussion ensued regarding the costs of housing and that options exist within a short drive from Downers Grove. Mr. Dabareiner stated it is possible for an individual to get a toe hold in Downers Grove through a one-bedroom condominium; however, if the individual wishes to start a family and stay in the community, a leap in income is required.

Chairman Schnell noted it is easier and cheaper to build houses in Plainfield where more land is available. She asked if Downers Grove's building codes were more stringent than other nearby communities. She noted Downers Grove houses tend to be of a higher quality than some surrounding communities. She asked if it was the Village's responsibility to provide a 4 bedroom 2.5 bath house to everyone who desires one.

Ms. Schroeder noted the figures shown are asking prices and not what the house may sell for. She noted some of the figures may be for land only and include teardowns. She stated the data should look at sold houses and that would determine if there is a gap. Mr. Dabareiner noted the pattern is important and typically 95% of asking price is what the house is typically sold for. He noted the gap in housing and that in completing the global analysis there are other options. Mr. Dabareiner stated he never said that Downers Grove had to do anything.

Mr. Hoffman felt the problem was with lending and affordability with debt. He noted the FHA is raising limits which will help private lenders raise their limits.

Mr. Dabareiner noted some strategies could take place locally and that Stan Popovich, Village Planner would present some strategies.

Mr. Popovich reviewed the key issues for inclusionary housing, including density bonus incentives, quicker review processes, on-site versus off-site workforce housing, and targeting workforce housing. He noted inclusionary housing practices are more successful when they are combined with other practices and used comprehensively. A discussion ensued whether incentives, and what incentives, could work for developers.

Mr. Popovich reviewed alternatives that other communities had adopted to assist with this issue. These included making public lands available, generating income for workforce housing through TIF districts, and preserving and recycling workforce housing. Mr. Popovich presented the options to revise and adopt new zoning policies for workforce housing.

Chairman Schnell noted many of these ideas could work but there is a lot of 'not-in-my-backyard' concerns from the neighbors. She asked how this has been successful in other communities. Mr. Dabareiner noted successful communities take the project to the community early and often. Clustered housing is appropriate where the development is looking to preserve other areas of the development, such as a wetland.

Mr. Walz noted the abundance of statistics but the group has not yet defined their basic purpose. What does the community want to be, a quaint community or a less prestigious community. Mr. Dabareiner confirmed that is the point. Does Downers Grove have a problem or does Downers Grove let the primary trade area provide workforce housing? Mr. Dabareiner stated he would have more information from the consultant for the next meeting where representatives from Illinois Housing Development Authority (IHDA) and Community Housing Association of DuPage (CHAD) will be presenting their programs.

Chairman Schnell stated the benefits of statistics which can prove or disprove if there is an issue. She stated it was important to go through the process because lots of people in the Village do not believe there is a problem, but data is needed to determine if there is a problem.

Mr. Waldack asked what incentives would work for developers. He noted density could be increased in some places but not all. Per the Strategic Plan the residents like the character and the diversity that currently exists and they do not want to see the village change (to become like other neighboring communities).

Mr. Meaney noted the statistics show a bi-module distribution with condominiums and larger homes and a gap in between. He wondered what other Illinois communities have done and noted the Business and Professional People for the Public Interest (BPI) had a good website which was a good source for housing data.

Ms. Schroeder felt the problem with Downers Grove housing is the lack of amenities. She noted higher density could work in some places but she liked the eclectic mix of housing stock in the Village. She noted the housing stock should be brought up and not just torn down for new housing. She noted Woodridge has a program that its residents can use to repair their homes. Mr. Dabareiner noted homeowner assistance programs are helpful. He stated the Village's codes could be update to better allow renovations and rehabilitations.

Mr. Dare felt the problem exists in the middle income area, between \$65,000 and \$120,000. He felt there was a clear shortage of housing in this range and asked what the Village can do about it. Can larger lots be split to provide workforce housing? Mr. Hoffman felt the cost of land and construction that would be prohibitive. He felt a \$200,000 to \$300,000 single family detached house wasn't available without selling below market rate.

Mr. Jarosz stated the ideal house is 4 bedrooms 2.5 bathrooms but the affordable house is 3 bedrooms 1.5 bathrooms. He believes some nice houses are out there but are being torn down to build larger houses.

Ms. Earl noted the smaller lots in the Village and that people look for variances to increase the size of their house on these smaller lots. She felt the Village should not let the houses get bigger on the smaller lots, that the Village should preserve the middle income housing it has.

Mr. Waldack noted IHDA and CHAD representatives would be at the November meeting and that it might be good to have a developer come in as well.

PUBLIC COMMENTS

Mr. Pat Sullivan, a member of the Downers Grove Housing Team, felt this was a good start. He likes the diversity of opportunities and that having IHDA and CHAD come to the next meeting is good. He felt other organizations such as BPI would be good to hear from as well.

Mr. Mark Thoman inquired about the condominium and home value brackets and asked what would happen if the curves were combined. He felt this would be a good chart to provide as well. Mr. Dabareiner noted the curve would flatten out. Mr. Thoman felt subsidies might help as well as rezoning more land for workforce housing.

It was announced that the next meeting was scheduled for November 12, 2007, 6:30 p.m.

ADJOURN

The meeting was called adjourned at 8:30 p.m. by the chairwoman.

Transcribed by:

Stan Popovich, AICP
Planner

Attached Single Family - Active MLS listing on September 23, 2007

Stat	List#	Address		Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type	
ACTV	6627066	2900		MAPLE AVE	9D	515	\$ 101,900	4	1	1	58	N 0	CONDO
ACTV	6499059	5300		WALNUT AVE	15A	515	\$ 102,500	4	1	1	145	S 1	CONDO*
ACTV	6520904	2900		MAPLE AVE	E2	515	\$ 130,000	4	1	1	131	S 2	CONDO
ACTV	6638694	5115		BLODGETT AVE	204W	515	\$ 104,999	4	1	1	506	S 2	CONDO
ACTV	6482187	5300		WALNUT AVE	9C	515	\$ 109,900	4	1	1	161	S 1	CONDO*
ACTV	6528368	5400		WALNUT PL	307	515	\$ 117,900	3	1	1	122	S 2	CONDO
ACTV	6420067	5125		BLODGETT AVE	213	515	\$ 119,900	3	1	1	213	S 1	CONDO
ACTV	6444341	4431		ARBOR CIR	2	515	\$ 122,000	4	1	1	190	S 1	CONDO
ACTV	6493201	2205		ARBOR CIR	8	515	\$ 125,000	4	1	1	151	S 1	CONDO
ACTV	6622431	4946		DOUGLAS RD	302	515	\$ 125,000	3	1	1	58	S 1	CONDO
ACTV	6470123	4440		ARBOR CIRCLE CT	2	515	\$ 125,900	4	1	1	168	S 1	CONDO
ACTV	6626427	5540		WALNUT AVE	20A	515	\$ 126,000	4	1	1	54	S 1	CONDO
CTGA/I	6622916	2419		OGDEN AVE	11	515	\$ 127,500	4	1	1	56	S 1	CONDO
ACTV	6648133	2800		MAPLE AVE	32C	515	\$ 128,500	5	2	1	34	S 1	CONDO
ACTV	6499986	2220		ARBOR CIR	5	515	\$ 129,000	4	1	1	145	S 1	CONDO
CTGA/I	6636565	5115		BLODGETT AVE	104	515	\$ 129,900	4	1	1	45	S 1	CONDO
ACTV	6656151	4133		SARATOGA AVE	B104	515	\$ 129,900	4	1	1	26	S 1	CONDO
ACTV	6295342	5300		WALNUT	1C	515	\$ 130,900	5	2	1	360	S 1	CONDO*
ACTV	6368159	5300		WALNUT	6E	515	\$ 130,900	5	2	1	265	S 1	CONDO*
ACTV	6639678	2900		MAPLE AVE	12A	515	\$ 130,900	5	2	1	42	S 1	CONDO
ACTV	6516379	3941		SARATOGA AVE	109	515	\$ 132,500	4	1	1	132	S 2	CONDO
ACTV	6648323	4944		DOUGLAS RD	103	515	\$ 132,900	4	1	1	34	G 1	CONDO*
ACTV	6642240	4221		SARATOGA AVE	409A	515	\$ 133,700	4	1	1	41	G 1	CONDO
NEW	6681338	2900		MAPLE AVE	24D	515	\$ 134,900	5	2	1	2	S 2	CONDO
ACTV	6623145	2900		MAPLE AVE	7D	515	\$ 135,000	5	2	1	56	G 1	CONDO
CTGFIN	6639126	4435		ARBOR CIR	24	515	\$ 135,000	5	2	1	42	S 2	CONDO
ACTV	6558350	2900		MAPLE AVE	23B	515	\$ 137,500	5	2	1	96	G 1	CONDO
ACTV	6614236	2900		MAPLE AVE	8-D	515	\$ 137,500	5	2	1	66	G 2	CONDO
ACTV	6662167	2431		OGDEN AVE	8	515	\$ 137,500	4	2	1	19	S 1	CONDO
ACTV	6483124	2327		OGDEN AVE	9	515	\$ 139,900	4	2	1	159	S 1	CONDO
CTGA/I	6554621	5300		WALNUT ST	10A	515	\$ 139,900	5	2	1	100	G 1	CONDO*
ACTV	6578984	4224		SARATOGA ST	J112	515	\$ 139,900	5	2	1	77	S 2	CONDO
ACTV	6657243	2900		MAPLE AVE	3B	515	\$ 140,000	5	2	1	26	G 1	CONDO*
PCHG	6638979	5540	S	WALNUT AVE	36A	515	\$ 141,900	5	2	1.1	43	S 1	CONDO
ACTV	6641072	7440		GRAND AVE	105C	515	\$ 142,900	5	2	2	262	S 1	CONDO
ACTV	6659745	7353		BLACKBURN	206	515	\$ 144,000	5	2	2	20	S 1	CONDO*
ACTV	6438588	548		73RD ST	104	515	\$ 145,000	5	2	2	195	S 1	CONDO

Attached Single Family - Active MLS listing on September 23, 2007

Stat	List#	Address		Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type	
ACTV	6460102	4220		SARATOGA AVE	112	515	\$ 145,900	5	2	1	178	S 2	CONDO
ACTV	6668796	2800		MAPLE	36B	515	\$ 145,900	5	2	1.1	167	S 1	CONDO
ACTV	6647957	460		74TH ST	102	515	\$ 146,900	5	2	2	151	S 1	CONDO
ACTV	6674511	7461		BLACKBURN	206	515	\$ 149,000	5	2	2	8	S 1	CONDO*
ACTV	6421931	3915		SARATOGA AVE	206	515	\$ 149,900	4	2	1	210	S 2	CONDO
ACTV	6603905	7363		GRAND AVE	203	515	\$ 149,900	5	2	2	74	S 1	CONDO
ACTV	6669972	5540	S	WALNUT AVE	12-A	515	\$ 149,900	5	2	1.1	12	G 1	CONDO
ACTV	6514304	7461		BLACKBURN AVE	105	515	\$ 153,500	5	2	2	133	S 1	CONDO
ACTV	6645217	4129		SARATOGA AVE	103	515	\$ 153,900	5	2	1	130	S 2	CONDO
ACTV	6491156	7353		BLACKBURN AVE	205	515	\$ 154,900	5	2	2	152	S 1	CONDO*
ACTV	6660217	7300	S	FAIRVIEW AVE	105	515	\$ 155,900	5	2	2	143	S 1	CONDO
ACTV	6563100	541		73RD ST	101	515	\$ 158,900	5	2	2	92	S 1	CONDO*
ACTV	6604151	7400		GRAND AVE	203	515	\$ 158,900	5	2	2	195	S 1	CONDO
ACTV	6652872	5400		WALNUT AVE	204	515	\$ 159,500	5	2	2	28	G 1	CONDO*
ACTV	6655060	4220		SARATOGA ST	315	515	\$ 159,900	5	2	1	27	N 0	CONDO
ACTV	6658654	4250		SARATOGA ST	201	515	\$ 159,900	5	2	2	23	S 2	CONDO
ACTV	6673263	7323		BLACKBURN	201	515	\$ 159,900	5	2	2	62	S 1	CONDO
NEW	6681158	8200		WOODGLEN ST	101	515	\$ 159,900	5	2	1.1	2	G 1	CONDO
CTGA/I	6635492	7318		WINTHROP WAY	5	515	\$ 160,900	6	2	1.1	46	N 2	TOWNH*
ACTV	6433366	2427		OGDEN AVE	10	515	\$ 162,000	5	2	2	203	S 1	CONDO
ACTV	6602031	8025		WOODGLEN LN	312	515	\$ 163,000	5	2	1	75	G 1	CONDO
ACTV	6626644	502		REDONDO DR	212	515	\$ 163,500	5	2	1	162	G 1	CONDO
NEW	6681244	7312		WINTHROP WAY	1	515	\$ 163,500	5	3	1.1	450	S 2	TOWNH*
CTGA/I	6518017	505		REDONDO DR	510	515	\$ 163,900	5	2	1.1	130	G 1	CONDO
ACTV	6630701	7363		GRAND AVE	104	515	\$ 164,000	5	2	2	238	S 1	CONDO
PCHG	6580894	4248		SARATOGA AVE	K215	515	\$ 164,200	5	2	1	79	S 2	CONDO
ACTV	6649967	11		TOWER CT	-	515	\$ 164,900	4	2	1.1	32	S 2	1/2 D*
ACTV	6381003	7312		WINTHROP WAY	3	515	\$ 168,900	5	3	1.1	252	S 2	CONDO
ACTV	6548773	7330		WINTHROP WAY ST	16	515	\$ 169,500	5	2	1.1	104	S 2	TOWNH*
ACTV	6504118	5400		WALNUT	304	515	\$ 169,900	5	2	2	142	G 1	CONDO*
ACTV	6517221	7333		GRAND AVE	206	515	\$ 169,900	5	2	2	131	S 1	CONDO
ACTV	6601722	502		REDONDO DR	406	515	\$ 169,900	5	2	1	227	G 1	CONDO
ACTV	6637143	4250		SARATOGA ST	206	515	\$ 169,900	5	2	1.1	489	S 1	CONDO
ACTV	6647725	3913		SARATOGA AVE	201G	515	\$ 169,900	5	2	2	82	G 1	CONDO
ACTV	6660234	7300		FAIRVIEW AVE	205	515	\$ 169,900	5	2	2	81	S 1	CONDO
ACTV	6645863	8025		WOODGLEN LN	310	515	\$ 170,000	5	2	1.1	36	G 1	CONDO

Attached Single Family - Active MLS listing on September 23, 2007

Stat	List#	Address	Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type
ACTV	6573329	8200 WOODGLEN	202	515	\$ 172,500	5	2	1.1	83	G 1	CONDO
ACTV	6534801	4221 SARATOGA	401	515	\$ 172,900	5	2	2	115	S 1	CONDO
PCHG	6493496	512 REDONDO DR	510	515	\$ 174,000	5	2	1.1	171	G 2	CONDO
ACTV	6559194	7346 COUNTRY CREEK WAY	5	515	\$ 174,000	5	2	1.1	97	S 2	CONDO*
ACTV	6551014	505 REDONDO DR	410	515	\$ 174,900	5	2	1.1	162	G 1	CONDO
ACTV	6627603	505 REDONDO DR	501	515	\$ 174,900	5	2	1	54	G 1	CONDO
ACTV	6424848	8025 WOODGLEN LN	306	515	\$ 175,000	5	2	1	208	G 1	CONDO
ACTV	6530636	444 REDONDO DR	303	515	\$ 179,800	5	2	2	118	G 2	CONDO
ACTV	6566944	444 REDONDO DR	301	515	\$ 179,900	5	2	2	91	G 1	CONDO
ACTV	6642225	512 REDONDO DR	207	515	\$ 182,000	5	2	1	40	S 1	CONDO
ACTV	6573959	444 REDONDO DR	201	515	\$ 184,500	5	2	2	84	G 2	CONDO
ACTV	6499800	444 REDONDO DR	208	515	\$ 184,900	5	2	2	146	G 1	CONDO
ACTV	6660297	444 REDONDO DR	306	515	\$ 185,000	5	2	2	21	G 1	CONDO*
PCHG	6644592	7342 WINTHROP WAY	1	515	\$ 186,500	7	2	1.1	39	S 2	TOWNH*
ACTV	6549940	5300 WALNUT ST	2B	515	\$ 189,900	6	3	2	103	G 1	CONDO*
ACTV	6660006	8200 WOODGLEN LN	104	515	\$ 189,900	5	2	2	20	G 1	CONDO
ACTV	6669904	7317 BAYBURY RD	7317	515	\$ 189,900	5	2	1.1	12	G 1	TOWNH*
NEW	6677598	4220 SARATOGA AVE	302	515	\$ 189,900	5	2	2	5	S 2	CONDO
ACTV	6661534	6565 MAIN ST	302	515	\$ 193,214	5	2	2	19	S 1	CONDO
ACTV	6502372	7315 WINTHROP WAY	10	515	\$ 196,900	8	3	1.1	143	S 2	TOWNH*
CTGA/I	6657238	7304 CANTERBURY	7304	515	\$ 198,000	5	2	1.1	25	G 1	TOWNH*
ACTV	6666595	7315 WINTHROP WAY	9	515	\$ 198,500	8	3	1.1	15	S 2	TOWNH*
ACTV	6546493	7336 WINTHROP WAY	10	515	\$ 199,500	7	4	2.1	342	S 1	TOWNH*
ACTV	6669241	7351 CANTERBURY PL	7351	515	\$ 199,900	5	2	2	169	G 1	CONDO
ACTV	6670768	4225 SARATOGA DR	210B	515	\$ 199,900	4	2	2	12	G 1	CONDO
NEW	6678190	9 WINTHROP CT	9	515	\$ 202,900	7	3	2.1	160	S 2	TOWNH*
ACTV	6430591	7344 COUNTRY CREEK WAY	4	515	\$ 212,900	5	2	1.1	202	S 4	TOWNH*
CTGA/I	6478115	1728 WHIDDEN AVE	1728	515	\$ 213,999	5	2	1.1	162	G 1	TOWNH*
ACTV	6638493	6545 MAIN ST	403	515	\$ 214,800	5	2	2	44	G 2	CONDO
ACTV	6671615	1709 BREASTED	1709	515	\$ 216,000	5	2	1.1	11	G 1	TOWNH*
ACTV	6611275	1766 BREASTED AVE	1	515	\$ 217,500	5	2	1.1	68	G 1	TOWNH*
NEW	6679680	7326 CANTERBURY PL	7326	515	\$ 218,000	5	2	2	4	G 1	TOWNH*
ACTV	6541241	7340 TRENT RD	7340	515	\$ 229,700	6	3	1.1	112	G 1	TOWNH*
ACTV	6416907	744 73RD ST	0	515	\$ 229,900	6	3	1.1	309	G 1	MANOR*
ACTV	6576556	7325 HARTFORD RD	0	515	\$ 229,900	6	3	1.1	83	G 1	MANOR*

Attached Single Family - Active MLS listing on September 23, 2007

Stat	List#	Address		Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type	
ACTV	6670586	1808		BREASTED ST	1808	515	\$ 233,900	7	3	2.1	12	G 1	TOWNH*
ACTV	6535630	6476		NASH ST	6476	515	\$ 234,900	6	3	2.1	124	G 1	TOWNH*
CTGFIN	6454924	1735		PRENTISS DR	1735	515	\$ 235,900	7	3	1.1	182	G 1	TOWNH*
ACTV	6219754	704		ROGERS	704	515	\$ 239,900	4	2	2	427	S 1	TOWNH*
ACTV	6219757	706		ROGERS	706	515	\$ 239,900	4	2	2	427	S 1	TOWNH*
ACTV	6219759	708		ROGERS	708	515	\$ 239,900	4	2	2	427	S 1	TOWNH*
ACTV	6219763	710		ROGERS	710	515	\$ 239,900	4	2	2	427	S 1	TOWNH*
ACTV	6637103	1747		BROOKWOOD DR	1747	515	\$ 244,900	7	3	1.1	45	G 1	TOWNH*
ACTV	6566927	6348		BRIGHTON ST	6348	515	\$ 245,000	6	3	2.1	89	G 1	TOWNH*
ACTV	6673951	1749		WHIDDEN AVE	1749	515	\$ 245,900	7	3	2.1	10	G 1	CONDO
PCHG	6639018	918		ROGERS	103	515	\$ 249,900	5	2	2	42	G 1	CONDO
ACTV	6484416	6401		OTTO ST	6401	515	\$ 259,900	7	2	1.1	158	G 2	TOWNH*
ACTV	6658595	2343		OLD GEORGE WAY	2343	515	\$ 259,900	7	2	2	136	G 2	TOWNH*
ACTV	6673291	1924		PRENTISS DR	1924	515	\$ 263,900	6	3	2.1	10	G 2	TOWNH*
ACTV	6646054	1110		GROVE ST	4H	515	\$ 269,500	5	2	2	35	S 1	CONDO
NEW	6676811	6515		BARCLAY CT	6515	515	\$ 269,500	6	3	2.1	6	G 2	TOWNH*
ACTV	6641172	6444		LOOMES AVE	6444	515	\$ 269,900	5	2	2	41	G 2	GROUN*
ACTV	6532195	6440		BUSH PL	6440	515	\$ 271,900	6	3	2.1	117	G 2	TOWNH*
ACTV	6572890	965		ROGERS ST	310	515	\$ 272,000	4	1	1	83	G 1	CONDO
NEW	6678069	5440		ASHBROOK PL	5440	515	\$ 274,900	5	2	2	375	G 2	CONDO
ACTV	6562026	6532		KENSINGTON PL	6532	515	\$ 279,900	6	3	2.1	94	G 2	TOWNH*
ACTV	6547262	965		ROGERS ST	304	515	\$ 282,000	4	1	1	322	G 1	CONDO
ACTV	6535514	965	W	ROGERS ST	105	515	\$ 289,900	4	1	1	115	G 1	CONDO
ACTV	6410780	2349		OLD GEORGE WAY	2349	515	\$ 290,000	9	3	3	222	G 2	1/2 D*
ACTV	6604312	5456		ASHBROOK PL	5456	515	\$ 293,700	7	2	2	74	G 1	MANOR*
PCHG	6661746	1110		GROVE ST	5-C	515	\$ 299,000	5	2	2	19	S 2	CONDO
ACTV	6654749	2337		OLD GEORGE WAY	2337	515	\$ 299,900	7	3	2	27	G 2	TOWNH*
ACTV	6274936	5430		ASHBROOK PLACE	5430	515	\$ 305,000	6	3	2	378	G 2	CONDO*
PCHG	6657796	2303		ARQUILLA DR	2303	515	\$ 308,888	9	4	3	117	G 2	TOWNH*
ACTV	6622934	2315		CHASEWOOD DR	2315	515	\$ 309,900	8	3	3	56	G 2	TOWNH*
ACTV	6656132	965	W	ROGERS	206	515	\$ 310,000	5	1	1	26	G 2	CONDO
PCHG	6567371	1040		PINEWOOD DR	1040	515	\$ 314,900	6	2	1.1	89	G 2	TOWNH*
CTGA/I	6666487	1012		PINEWOOD DR	1012	515	\$ 317,250	7	2	2.1	87	G 2	TOWNH*
ACTV	5357308	4929		FOREST	2G	515	\$ 319,000	5	1	1.1	1156	G 1	SGL F*
ACTV	5370436	4929		FOREST	3G	515	\$ 329,000	5	1	1.1	1136	G 1	SGL F*
ACTV	6675144	1022		CLAREMONT DR	1022	515	\$ 329,900	8	2	2.1	8	G 2	TOWNH*
ACTV	6460621	965	W	ROGERS	211	515	\$ 345,000	5	2	2	178	G 2	CONDO

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Stat	List#	Address		Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type	
CTGA/I	5370440	4929		FOREST	4G	515	\$ 349,000	5	1	1.1	1144	G 1	SGL F*
ACTV	6408827	5329		MAIN ST	405	515	\$ 349,000	7	2	2	224	G 2	CONDO
CTGCTGO	5366125	4929		FOREST	5G	515	\$ 359,000	5	1	1.1	645	G 1	SGL F*
ACTV	6505728	965	W	ROGERS ST	209	515	\$ 367,900	6	2	2	140	G 2	CONDO
ACTV	6544625	965		ROGERS	207	515	\$ 420,000	5	2	2	108	G 2	CONDO
ACTV	6675246	1008		BRAEMOOR DR	1008	515	\$ 427,000	10	3	2.1	347	G 2	1/2 D*
ACTV	5279225	4929		FOREST	2F	515	\$ 429,000	6	2	1.1	1186	G 1	SGL F*
ACTV	6442749	208		FOXFIRE CT	208	515	\$ 429,900	7	2	3.1	283	G 2	TOWNH*
CTGA/I	6633063	1009		MISTWOOD LN	1009	515	\$ 429,900	7	3	2.1	48	G 2	TOWNH*
ACTV	5279213	4929		FOREST	2E	515	\$ 435,000	6	2	2	1186	G 1	SGL F*
ACTV	5373124	4929		FOREST	3F	515	\$ 435,000	6	2	1.1	1128	G 1	SGL F*
ACTV	6639942	5499		ASPEN AVE	5499	515	\$ 439,900	9	3	3.1	149	G 2	TOWNH*
ACTV	5279182	4929		FOREST	2D	515	\$ 445,000	6	2	2	1186	G 1	SGL F*
CTGA/I	6657580	5528		DURAND DR	0	515	\$ 445,000	7	3	2.1	24	G 2	TOWNH*
CTGCTGO	5361467	4929		FOREST	5D	515	\$ 449,000	6	2	2	651	G 1	SGL F*
ACTV	6552446	6316		FAIRVIEW AVE	6316	515	\$ 449,000	7	3	3.1	468	G 2	TOWNH*
ACTV	5270641	4929		FOREST	2C	515	\$ 455,000	7	1	2	1263	G 1	SGL F*
CTGCTGO	5373007	4929		FOREST	3E	515	\$ 459,000	7	2	2	1128	G 1	SGL F*
ACTV	5373144	4929		FOREST	4F	515	\$ 460,000	6	2	1.1	1132	G 1	SGL F*
CTGCTGO	5373103	4929		FOREST	3D	515	\$ 465,000	6	2	2	1128	G 1	SGL F*
ACTV	6606185	922		WARREN AVE	6	515	\$ 474,500	6	2	2.1	73	G 2	TOWNH*
NEW	6676287	5529		DURAND DR	5529	515	\$ 474,900	6	2	2	7	G 2	TOWNH*
ACTV	5370459	4929		FOREST	5F	515	\$ 479,000	6	2	1.1	637	G 1	SGL F*
CTGCTGO	5361120	4929		FOREST	5E	515	\$ 489,000	7	2	2	651	G 1	SGL F*
ACTV	5373048	4929		FOREST	4C	515	\$ 489,000	7	1	2	1128	G 1	SGL F*
CTGCTGO	5273165	4929		FOREST	3C	515	\$ 491,600	7	1	2	1194	G 1	SGL F*
ACTV	6417460	344		MAPLE AVE	344	515	\$ 495,000	8	3	3.1	554	G 2	TOWNH*
ACTV	5373107	4929		FOREST	4D	515	\$ 499,000	6	2	2	1146	G 1	SGL F*
NEW	6681322	1113		GILBERT AVE	1113	515	\$ 500,000	7	2	2.1	G 2	TOWN	V
ACTV	6406799	1105		GILBERT AVE	1105	515	\$ 509,900	7	2	2.1	G 2	TOWN	N
ACTV	5373115	4929		FOREST	4E	515	\$ 510,000	7	2	2	G 1	SGL F	N
ACTV	6460607	1109		GILBERT AVE	1109	515	\$ 514,000	6	2	2.1	G 2	TOWN	N
ACTV	6612543	922		WARREN AVE	14	515	\$ 519,500	7	3	2.1	G 2	TOWN	N
ACTV	6612571	922		WARREN AVE	28	515	\$ 519,500	7	3	2.1	G 2	TOWN	N
CTGCTGO	5373075	4929		FOREST	5C	515	\$ 529,000	7	1	2	G 1	SGL F	N
ACTV	6612527	922		WARREN AVE	22	515	\$ 529,500	7	2	2.1	G 2	TOWN	N
ACTV	6629105	1044		BRAEMOOR DR	1044	515	\$ 529,900	9	3	2.1	G 2	TOWN	V

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Stat	List#	Address		Unit	Area	List \$	Rms	BR	Bth	MT	P #	Type
CTGHC48	6449671	1017		BRAEMOOR ST	1017	515	\$ 534,900	9	3	2.1	G 2	COND Z
ACTV	6612399	922		WARREN AVE	8	515	\$ 539,500	8	3	2.1	G 2	TOWN N
ACTV	6656003	5544		DURAND DR	5544	515	\$ 550,000	7	2	2.1	G 2	TOWN N
CTGCTGO	5270637	4929		FOREST	2B	515	\$ 599,900	8	2	2.1	G 1	SGL F N
CTGCTGO	5270609	4929		FOREST	2A	515	\$ 650,000	8	2	3	1263	G 2 SGL F*
CTGCTGO	5372973	4929		FOREST	4B	515	\$ 650,000	8	2	2.1	1128	G 1 SGL F*
CTGA/I	5273161	4929		FOREST	3A	515	\$ 665,000	8	2	2.1	1197	G 2 SGL F*
CTGA/I	5372976	4929		FOREST	5B	515	\$ 680,000	8	2	2.1	633	G 1 SGL F*
ACTV	6671795	4929		FOREST	3B	515	\$ 680,000	8	2	2.1	1195	G 1 SGL F*
ACTV	5370960	4929		FOREST	4A	515	\$ 720,000	8	2	2.1	1135	G 2 SGL F*
ACTV	5370970	4929		FOREST	5A	515	\$ 745,000	8	3	3	637	G 2 SGL F*

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
PCHG	6622924	1034		ADELIA ST	515	\$ 174,900	6	3	1		LT .25 AC	1.5*	N
ACTV	6467025	1908		MAPLE AVE	515	\$ 199,000	4	2	1		LT .25 AC	1 S*	N
ACTV	6630541	4910	S	CROSS AVE	515	\$ 199,700	4	2	1		LT .25 AC	1 S*	N
CTGA/I	6545022	4529		FAIRVIEW AVE	515	\$ 209,000	5	2	1	108	LT .25 AC	1 S*	V
CTGA/I	6545022	4529		FAIRVIEW AVE	515	\$ 209,000	5	2	1	108	LT .25 AC	1 S*	V
ACTV	6626272	1137		PALMER ST	515	\$ 214,900	5	3	1.1	54	LT .25 AC	1 S*	V
ACTV	6638147	1133	W	63RD ST	515	\$ 215,000	7	3	1	73	.25-.49 AC	2 S*	N
ACTV	6667112	2604	W	BURLINGTON AVE	515	\$ 219,000	6	1	1	162	LT .25 AC	RAI*	N
ACTV	6329637	5753		MAIN	515	\$ 219,900	4	2	1	326	LT .25 AC	1 S*	N
ACTV	6656922	1129		OXFORD ST	515	\$ 219,900	5	2	1	25	LT .25 AC	OTH*	N
ACTV	6474750	4229		MAIN ST	515	\$ 229,500	4	2	1	342	LT .25 AC	1 S*	N
CTGA/I	6639926	6300		BARRETT ST	515	\$ 229,900	5	3	1	74	.25-.49 AC	1 S*	N
CTGA/I	6639926	6300		BARRETT ST	515	\$ 229,900	5	3	1	74	.25-.49 AC	1 S*	N
ACTV	6570800	5401		FAIRMOUNT AVE	515	\$ 234,900	4	2	1	676	LT .25 AC	1 S*	N
ACTV	6156593	1027	W	63RD STREET	515	\$ 239,900	6	3	1	732	.25-.49 AC	1 S*	N
ACTV	6641941	1137		OXFORD ST	515	\$ 239,900	6	3	1	40	.25-.49 AC	1 S*	N
ACTV	6512407	5401		FLORENCE AVE	515	\$ 245,000	6	3	1	136	LT .25 AC	1 S*	N
ACTV	6634000	5704		PLYMOUTH ST	515	\$ 249,900	4	2	1	47	LT .25 AC	1 S*	N
ACTV	6663444	2607		MAPLE AVE	515	\$ 249,900	4	2	1	19	.25-.49 AC	1 S*	V
CTGA/I	6508887	5401		LANE PL	515	\$ 249,900	5	2	1	138	LT .25 AC	1 S*	V
CTGA/I	6508887	5401		LANE PL	515	\$ 249,900	5	2	1	138	LT .25 AC	1 S*	V
ACTV	6607897	5001		FLORENCE AVE	515	\$ 250,000	4	1	1	70	.25-.49 AC	1 S*	N
NEW	6676907	5639		MAIN ST	515	\$ 254,900	5	3	1	6	LT .25 AC	1 S*	N
PCHG	6531845	4612		MAIN ST	515	\$ 254,900	5	3	2	117	LT .25 AC	1 S*	N
NEW	6676907	5639		MAIN ST	515	\$ 254,900	5	3	1	6	LT .25 AC	1 S*	N
PCHG	6531845	4612		MAIN ST	515	\$ 254,900	5	3	2	117	LT .25 AC	1 S*	N
ACTV	6670782	412	N	ROGERS ST	515	\$ 255,000	4	2	1	167	.25-.49 AC	1 S*	N
ACTV	6567195	6110		WOODWARD AVE	515	\$ 259,000	9	3	2	274	.25-.49 AC	SPL*	V
ACTV	6607716	4100		FAIRVIEW AVE	515	\$ 259,000	4	2	1	70	.25-.49 AC	1 S*	N
ACTV	6608269	4740		WASHINGTON	515	\$ 259,900	6	3	1.1	319	.25-.49 AC	1 S*	N
CTGA/I	6425966	5838		BROOKBANK RD	515	\$ 259,900	6	3	1	268	.25-.49 AC	SPL*	N
CTGA/I	6425966	5838		BROOKBANK RD	515	\$ 259,900	6	3	1	268	.25-.49 AC	SPL*	N
ACTV	6649519	5500		WASHINGTON ST	515	\$ 264,900	5	2	1	33	LT .25 AC	1 S*	N
ACTV	6485075	3913		WILLIAMS ST	515	\$ 268,000	7	3	1	157	LT .25 AC	RAI*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6669716	4215		HIGHLAND AVE	515	\$ 268,900	7	3	1	14	LT .25 AC	1.5*	N
ACTV	6442371	4813		BELMONT RD	515	\$ 269,000	6	2	1	192	LT .25 AC	2 S*	V
ACTV	6615266	2304		61ST ST	515	\$ 269,000	4	2	1	155	LT .25 AC	1 S*	N
PCHG	6632372	527		FRANKLIN ST	515	\$ 269,000	5	3	1	48	LT .25 AC	1.5*	N
PCHG	6632372	527		FRANKLIN ST	515	\$ 269,000	5	3	1	48	LT .25 AC	1.5*	N
ACTV	6482052	6312		POWELL ST	515	\$ 269,500	5	3	1	159	.25-.49 AC	1 S*	N
ACTV	6571287	5700	W	PERSHING AVE AVE	515	\$ 269,900	5	3	1	84	.25-.49 AC	1 S*	V
ACTV	6519866	5636		PLYMOUTH ST	515	\$ 270,000	7	4	2	441	LT .25 AC	1.5*	N
ACTV	6538975	6613		BLACKSTONE DR	515	\$ 270,000	6	3	1	202	LT .25 AC	1 S*	N
ACTV	6538975	6613		BLACKSTONE DR	515	\$ 270,000	6	3	1	202	LT .25 AC	1 S*	N
ACTV	6605553	6001	S	FAIRVIEW AVE	515	\$ 274,800	5	2	2	74	.25-.49 AC	1 S*	V
ACTV	6605553	6001	S	FAIRVIEW AVE	515	\$ 274,800	5	2	2	74	.25-.49 AC	1 S*	V
ACTV	6662744	6095		CHASE AVE	515	\$ 274,900	6	3	2	19	.25-.49 AC	SPL*	N
NEW	6679316	405		GRANT ST	515	\$ 274,900	5	2	1	4	LT .25 AC	1 S*	N
ACTV	6662744	6095		CHASE AVE	515	\$ 274,900	6	3	2	19	.25-.49 AC	SPL*	N
NEW	6679316	405		GRANT ST	515	\$ 274,900	5	2	1	4	LT .25 AC	1 S*	N
ACTV	6505600	4808		ROSLYN RD	515	\$ 278,900	4	2	1	140	.25-.49 AC	1 S*	N
ACTV	6674829	1835	N	59TH ST	515	\$ 278,900	7	4	1.1	8	.25-.49 AC	1 S*	N
ACTV	6505600	4808		ROSLYN RD	515	\$ 278,900	4	2	1	140	.25-.49 AC	1 S*	N
ACTV	6674829	1835	N	59TH ST	515	\$ 278,900	7	4	1.1	8	.25-.49 AC	1 S*	N
ACTV	6438253	6019		WOODWARD	515	\$ 279,000	6	3	1	196	.25-.49 AC	1 S*	N
ACTV	6614382	6009		SPRINGSIDE AVE	515	\$ 279,000	5	3	2	65	.50-.99 AC	1 S*	N
ACTV	6438253	6019		WOODWARD	515	\$ 279,000	6	3	1	196	.25-.49 AC	1 S*	N
ACTV	6614382	6009		SPRINGSIDE AVE	515	\$ 279,000	5	3	2	65	.50-.99 AC	1 S*	N
ACTV	6327159	5728		PLYMOUTH	515	\$ 280,000	5	3	1	451	.25-.49 AC	1 S*	N
ACTV	6327159	5728		PLYMOUTH	515	\$ 280,000	5	3	1	451	.25-.49 AC	1 S*	N
ACTV	6617235	2007		MAPLE AVE	515	\$ 281,999	6	3	1	245	.25-.49 AC	1 S*	M
ACTV	6617235	2007		MAPLE AVE	515	\$ 281,999	6	3	1	245	.25-.49 AC	1 S*	M
ACTV	6577088	5938		DUNHAM RD	515	\$ 283,900	7	3	2	822	.25-.49 AC	1 S*	N
ACTV	6577088	5938		DUNHAM RD	515	\$ 283,900	7	3	2	822	.25-.49 AC	1 S*	N
ACTV	6245621	606		WILSON ST.	515	\$ 284,900	6	3	2	520	.25-.49 AC	2 S*	N
ACTV	6245621	606		WILSON ST.	515	\$ 284,900	6	3	2	520	.25-.49 AC	2 S*	N
ACTV	6525995	5716		DUNHAM RD	515	\$ 294,900	6	3	1	420	.25-.49 AC	1 S*	N
CTGA/I	6465860	6942		MEADOWCREST DR	515	\$ 294,900	7	3	1.1	173	LT .25 AC	1 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
NEW	6681104	6208		BELMONT RD	515	\$ 294,900	7	3	2	3	.25-.49 AC	1 S*	N
ACTV	6525995	5716		DUNHAM RD	515	\$ 294,900	6	3	1	420	.25-.49 AC	1 S*	N
CTGA/I	6465860	6942		MEADOWCREST DR	515	\$ 294,900	7	3	1.1	173	LT .25 AC	1 S*	N
NEW	6681104	6208		BELMONT RD	515	\$ 294,900	7	3	2	3	.25-.49 AC	1 S*	N
ACTV	6575958	6207		WOODWARD	515	\$ 295,000	6	2	1	80	.25-.49 AC	1 S*	N
ACTV	6672032	4434		WILSON AVE	515	\$ 295,000	6	3	1	167	LT .25 AC	1.5*	N
ACTV	6575958	6207		WOODWARD	515	\$ 295,000	6	2	1	80	.25-.49 AC	1 S*	N
ACTV	6672032	4434		WILSON AVE	515	\$ 295,000	6	3	1	167	LT .25 AC	1.5*	N
ACTV	6612624	6140		BELMONT AVE	515	\$ 295,500	7	3	2	67	.25-.49 AC	SPL*	N
ACTV	6612624	6140		BELMONT AVE	515	\$ 295,500	7	3	2	67	.25-.49 AC	SPL*	N
ACTV	6613180	5732		WEBSTER ST	515	\$ 299,000	6	3	1.1	66	LT .25 AC	1 S*	N
CTGA/I	6610832	4330		HIGHLAND AVE	515	\$ 299,000	7	3	2	68	LT .25 AC	1 S*	N
ACTV	6613180	5732		WEBSTER ST	515	\$ 299,000	6	3	1.1	66	LT .25 AC	1 S*	N
CTGA/I	6610832	4330		HIGHLAND AVE	515	\$ 299,000	7	3	2	68	LT .25 AC	1 S*	N
ACTV	6656326	5837		SPRINGSIDE AVE	515	\$ 299,500	7	3	2	202	LT .25 AC	1 S*	N
PCHG	6634797	5537		WASHINGTON ST	515	\$ 299,500	6	3	1	130	LT .25 AC	SPL*	N
ACTV	6656326	5837		SPRINGSIDE AVE	515	\$ 299,500	7	3	2	202	LT .25 AC	1 S*	N
PCHG	6634797	5537		WASHINGTON ST	515	\$ 299,500	6	3	1	130	LT .25 AC	SPL*	N
ACTV	6615496	341		SHELDON AVE	515	\$ 299,900	4	2	1	185	.25-.49 AC	OTH*	N
ACTV	6660252	4914		CUMNOR RD	515	\$ 299,900	7	3	1.1	164	LT .25 AC	1 S*	N
ACTV	6615496	341		SHELDON AVE	515	\$ 299,900	4	2	1	185	.25-.49 AC	OTH*	N
ACTV	6660252	4914		CUMNOR RD	515	\$ 299,900	7	3	1.1	164	LT .25 AC	1 S*	N
PCHG	6608569	5741		MAIN ST	515	\$ 307,900	7	3	1.1	164	LT .25 AC	SPL*	N
ACTV	6669860	1744		VIRGINIA AVE	515	\$ 308,000	6	3	1	12	.50-.99 AC	1 S*	N
ACTV	6662908	1320	W	67TH ST	515	\$ 309,000	6	3	2	19	.25-.49 AC	RAI*	N
ACTV	6449977	4608		WASHINGTON ST	515	\$ 309,900	6	3	1	186	LT .25 AC	1.5*	V
NEW	6681176	4100		LACEY RD	515	\$ 310,000	7	3	1	2	.25-.49 AC	1 S*	N
ACTV	6630686	5405		PARK AVE	515	\$ 314,000	5	3	1.1	51	LT .25 AC	1.5*	V
ACTV	6603249	236		LINCOLN ST	515	\$ 314,900	5	3	1	77	LT .25 AC	1 S*	N
ACTV	6499984	1658		JANET ST	515	\$ 315,000	8	3	1	420	.50-.99 AC	1 S*	N
ACTV	6655143	5345		LYMAN AVE	515	\$ 315,900	6	2	2	27	LT .25 AC	1 S*	N
ACTV	6418053	22		SIXTH ST	515	\$ 317,900	6	3	2	310	LT .25 AC	1 S*	N
ACTV	6476580	715		39TH ST	515	\$ 319,000	5	3	1	164	.25-.49 AC	1 S*	N
ACTV	6661325	828		CHICAGO AVE	515	\$ 319,000	7	3	1	153	LT .25 AC	1 S*	V

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6530865	4338		STANLEY AVE	515	\$ 319,900	6	3	1	118	LT .25 AC	1 S*	V
ACTV	6552818	6255		PUFFER RD	515	\$ 319,900	7	3	1.1	102	.25-.49 AC	SPL*	N
ACTV	6660367	108		2ND ST	515	\$ 320,000	8	3	1	209	LT .25 AC	2 S*	N
ACTV	6534136	310		LINCOLN	515	\$ 324,900	7	3	1.1	116	LT .25 AC	1 S*	N
ACTV	6538149	1420		63RD ST	515	\$ 324,900	6	3	2.1	112	.50-.99 AC	2 S*	N
ACTV	6605971	316		6TH ST	515	\$ 324,900	7	4	1.1	74	LT .25 AC	1.5*	N
ACTV	6614636	4935		NORTHCOTT AVE	515	\$ 324,900	8	2	1.1	65	.25-.49 AC	2 S*	N
ACTV	6623753	5529		WASHINGTON ST	515	\$ 324,900	7	2	2	56	LT .25 AC	RAI*	N
ACTV	6655324	6911		WATERFALL PL	515	\$ 324,900	7	3	1.1	122	LT .25 AC	SPL*	N
ACTV	6577041	5417		BENTON AVE	515	\$ 325,000	5	2	1.1	80	LT .25 AC	1 S*	M
ACTV	6633452	5513		WASHINGTON ST	515	\$ 325,000	8	4	2	48	.25-.49 AC	SPL*	N
ACTV	6635529	1908		HITCHCOCK AVE	515	\$ 325,000	6	2	1	139	.25-.49 AC	1 S*	N
PCHG	6479321	2727		63RD ST	515	\$ 325,000	9	3	1.1	161	.50-.99 AC	1 S*	N
ACTV	6465991	6313		DUNHAM RD	515	\$ 327,000	5	3	1	173	.25-.49 AC	1 S*	N
ACTV	6470039	7132	S	GRAND AVE	515	\$ 328,900	8	3	2	168	LT .25 AC	SPL*	N
ACTV	6665724	10		8TH ST	515	\$ 328,900	6	3	1	141	LT .25 AC	1 S*	N
ACTV	6555111	418		AUSTIN	515	\$ 329,000	6	3	1.1	98	LT .25 AC	1 S*	N
ACTV	6574490	5611		KATRINE	515	\$ 329,000	4	1	1	202	.50-.99 AC	1 S*	N
ACTV	6626540	6009		BLODGETT AVE	515	\$ 329,500	6	3	1.1	55	LT .25 AC	SPL*	N
ACTV	6507417	9S149		CUMNOR	515	\$ 329,900	9	4	2	139	LT .25 AC	RAI*	V
ACTV	6520026	5635		PLYMOUTH ST	515	\$ 329,900	8	3	2.1	129	LT .25 AC	SPL*	N
ACTV	6574107	6501		FAIRMOUNT AVE	515	\$ 329,900	8	3	2	82	LT .25 AC	RAI*	V
ACTV	6640228	5313		GRAND AVE	515	\$ 329,900	7	3	2	123	.25-.49 AC	1 S*	N
ACTV	6575290	6925		VALLEYVIEW DR	515	\$ 334,900	7	3	2	522	LT .25 AC	RAI*	N
ACTV	6607238	6159		PERSHING AVE	515	\$ 334,900	7	3	2	70	.50-.99 AC	SPL*	N
ACTV	6424847	6033		OSAGE AVE	515	\$ 335,000	7	4	1.1	207	.25-.49 AC	2 S*	V
ACTV	6564246	438		OTIS	515	\$ 335,000	5	2	1.1	91	LT .25 AC	1 S*	N
CTGA/I	6605401	6720		BARRETT ST	515	\$ 335,000	9	3	2	74	LT .25 AC	1 S*	N
ACTV	6640862	5804		PLYMOUTH ST	515	\$ 337,900	7	4	2	41	LT .25 AC	RAI*	N
ACTV	6617935	6707		MEADOWCREST DR	515	\$ 338,400	8	3	2	62	.50-.99 AC	RAI*	N
ACTV	6531960	736		CLAREMONT DR	515	\$ 339,000	9	3	2	117	.25-.49 AC	RAI*	V
ACTV	6426683	4109		LINDLEY ST	515	\$ 339,900	7	3	2	206	.25-.49 AC	2 S*	N
ACTV	6553660	114		7TH STREET	515	\$ 339,900	9	3	2	345	LT .25 AC	1 S*	N
NEW	6680387	436		DAVIS ST	515	\$ 339,900	6	3	2	278	.25-.49 AC	2 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6535184	5939		BELMONT RD	515	\$ 340,000	8	4	2.1	404	.50-.99 AC	2 S*	N
ACTV	6671758	10S520		HAVENS DR	515	\$ 344,900	6	3	2	12	LT .25 AC	SPL*	N
ACTV	6667050	6900		CAMDEN RD	515	\$ 345,000	7	3	2	14	LT .25 AC	SPL*	N
ACTV	6667749	4937		WOODWARD AVE	515	\$ 347,000	5	3	1.1	169	.25-.49 AC	1 S*	N
ACTV	6626757	5505		MAIN ST	515	\$ 347,500	7	3	2	96	LT .25 AC	SPL*	N
CTGPC	6469206	821		CHICAGO AVE	515	\$ 347,900	8	3	2.1	172	LT .25 AC	1.5*	N
ACTV	6526171	4016		ELM ST	515	\$ 349,000	7	4	2	124	LT .25 AC	SPL*	V
ACTV	6602710	6256		JANES AVE	515	\$ 349,000	9	3	2	75	LT .25 AC	2 S*	N
ACTV	6657885	5501		FAIRVIEW AVE	515	\$ 349,000	7	4	2	84	.25-.49 AC	1 S*	V
ACTV	6661610	601		PRAIRIE AVE	515	\$ 349,000	7	3	1.1	20	LT .25 AC	2 S*	N
ACTV	6636666	5521		DUNHAM	515	\$ 349,400	7	3	2.1	210	.25-.49 AC	2 S*	V
ACTV	6503611	5200		FAIRVIEW	515	\$ 349,900	9	3	2	143	.50-.99 AC	1.5*	N
ACTV	6537431	6111		SPRINGSIDE AVE	515	\$ 349,900	3	3	2	113	.25-.49 AC	1 S*	N
ACTV	6559286	5635	S	MAIN ST	515	\$ 349,900	7	3	2	96	.25-.49 AC	1 S*	N
ACTV	6624773	5307		VICTOR	515	\$ 349,900	4	2	1	55	.50-.99 AC	1.5*	V
ACTV	6626636	805		CURTISS ST	515	\$ 349,900	6	3	2	54	.25-.49 AC	1 S*	N
ACTV	6659950	4600		ELM ST	515	\$ 349,900	8	4	2	69	LT .25 AC	2 S*	N
ACTV	6668103	2400		MAPLE AVE	515	\$ 349,900	6	3	1	195	.50-.99 AC	1.5*	N
CTGA/I	6644647	10S231		WALLACE DR	515	\$ 349,900	8	3	2	38	.25-.49 AC	SPL*	V
ACTV	6527809	7709		BAIMBRIDGE DR	515	\$ 350,000	9	3	2	122	.25-.49 AC	RAI*	N
ACTV	6624959	6512		BRIARGATE DR	515	\$ 350,000	7	3	2	55	.25-.49 AC	SPL*	N
ACTV	6657416	4915		WASHINGTON ST	515	\$ 350,000	5	2	1	82	LT .25 AC	1 S*	V
ACTV	6507249	1241		PALMER	515	\$ 354,900	8	4	3	139	.25-.49 AC	RAI*	N
ACTV	6669518	230		8TH ST	515	\$ 355,000	7	4	2	13	LT .25 AC	2 S*	N
ACTV	6657957	5431		FAIRVIEW AVE	515	\$ 359,000	5	3	1.1	24	LT .25 AC	1 S*	N
CTGA/I	6545859	5741		WASHINGTON ST	515	\$ 359,000	5	3	2	107	.25-.49 AC	1 S*	V
ACTV	6382433	20W475		WESTMINSTER DR	515	\$ 359,900	9	3	2.1	251	LT .25 AC	SPL*	N
ACTV	6574171	6651		STONEWALL AVE	515	\$ 359,900	8	4	2.1	603	LT .25 AC	2 S*	N
ACTV	6655333	5843		DUNHAM RD	515	\$ 364,900	8	3	2.1	162	.25-.49 AC	SPL*	N
CTGA/I	6619600	4831		FLORENCE AVE	515	\$ 365,500	7	3	2.1	123	.25-.49 AC	1 S*	N
ACTV	6535517	210		8TH ST	515	\$ 365,999	8	3	2	115	LT .25 AC	2 S*	N
ACTV	6519187	4029		WASHINGTON	515	\$ 369,000	6	3	2	130	.25-.49 AC	SPL*	N
ACTV	6624225	6124		PUFFER RD	515	\$ 369,900	8	3	2	73	.25-.49 AC	SPL*	N
ACTV	6650603	2634		SOUTHCREST DR	515	\$ 369,900	8	3	2	32	.50-.99 AC	1 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
CTGA/I	6573061	8500	S	BROOKRIDGE RD	515	\$ 369,900	11	5	2.1	83	.50-.99 AC	SPL*	N
ACTV	6536291	4042		HIGHLAND AVE	515	\$ 374,900	7	3	2	219	.25-.49 AC	2 S*	N
ACTV	6660472	6661		DUNHAM RD	515	\$ 374,900	8	4	2.1	97	LT .25 AC	2 S*	N
PCHG	6649606	1437	S	CONCORD	515	\$ 374,900	9	4	2.1	33	.25-.49 AC	SPL*	N
ACTV	6635121	4943		SEELEY AVE	515	\$ 375,000	6	3	2	46	.25-.49 AC	1.5*	N
ACTV	6669928	1115		55TH ST	515	\$ 375,000	7	3	2	12	LT .25 AC	4+ *	V
ACTV	6578770	7824		ROHRER	515	\$ 378,000	7	3	2	77	.25-.49 AC	SPL*	N
ACTV	6630098	2150		63RD ST	515	\$ 378,900	8	3	2.1	300	.25-.49 AC	2 S*	N
ACTV	6430065	5934		DOWNERS DR	515	\$ 379,000	6	2	2	202	.25-.49 AC	2 S*	N
ACTV	6511385	3130		SARATOGA AVE	515	\$ 379,000	7	3	2	136	.25-.49 AC	1 S*	N
ACTV	6537035	8415		BROOKRIDGE RD	515	\$ 379,000	8	4	2	114	.50-.99 AC	SPL*	V
ACTV	6602102	1451		BOLSON DR	515	\$ 379,000	8	4	2.1	323	.25-.49 AC	2 S*	N
ACTV	6671322	5606		CHASE AVE	515	\$ 379,000	6	3	2	11	.50-.99 AC	2 S*	N
NEW	6676552	221		GRANT AVE	515	\$ 379,000	8	3	2	167	LT .25 AC	2 S*	N
PCHG	6498585	7112		LYMAN AVE	515	\$ 379,000	7	3	2	146	.25-.49 AC	1 S*	M
ACTV	6571788	2224		OXNARD DR	515	\$ 379,500	8	4	2.1	162	.25-.49 AC	RAI*	N
ACTV	6477452	6212		BROOKBANK RD	515	\$ 379,900	9	4	2.1	163	.25-.49 AC	2 S*	N
ACTV	6479662	546		59TH ST	515	\$ 379,900	7	4	2	161	LT .25 AC	1.5*	N
ACTV	6537420	6109		SPRINGSIDE AVE	515	\$ 379,900	3	3	2	113	.25-.49 AC	SPL*	N
ACTV	6576645	619		41ST ST	515	\$ 379,900	7	3	2	80	.50-.99 AC	RAI*	N
PCHG	6608382	4932		PROSPECT AVE	515	\$ 379,900	7	3	1.1	266	.25-.49 AC	2 S*	N
ACTV	6437377	4228		HIGHLAND AVE	515	\$ 380,000	10	3	2	196	LT .25 AC	2 S*	N
ACTV	6536429	4140		FOREST AVE	515	\$ 380,000	8	3	2	115	.25-.49 AC	1 S*	N
ACTV	6649452	4937		FRANCISCO AVE	515	\$ 380,000	7	3	2.1	158	.25-.49 AC	2 S*	N
ACTV	6664439	7201		GRAND AVE	515	\$ 382,500	8	3	1.1	18	.25-.49 AC	SPL*	N
ACTV	6608182	221		8TH ST	515	\$ 384,500	8	4	2	70	LT .25 AC	2 S*	V
ACTV	6615004	326		MAPLE AVE	515	\$ 384,900	8	3	1.1	64	.25-.49 AC	OTH*	N
ACTV	6642751	1400		GOLDEN BELL CT	515	\$ 384,900	7	3	2.1	39	LT .25 AC	RAI*	N
ACTV	6644536	1721		OXNARD DR	515	\$ 384,900	8	4	3	38	LT .25 AC	RAI*	N
ACTV	6562975	1100		PALMER ST	515	\$ 385,000	8	3	2	92	.25-.49 AC	SPL*	N
ACTV	6611582	515		39TH ST	515	\$ 385,000	6	3	1	153	.25-.49 AC	2 S*	V
ACTV	6510566	7248		KELLY PL	515	\$ 387,900	8	4	3	138	.25-.49 AC	SPL*	N
PCHG	6616510	1400		CONCORD DR	515	\$ 389,000	8	4	2	63	LT .25 AC	SPL*	N
ACTV	6305290	4532		BRYAN PLACE	515	\$ 389,900	7	3	2	350	.25-.49 AC	RAI*	V

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6323490	310		GIERZ	515	\$ 389,900	7	3	1.1	333	LT .25 AC	1 S*	M
ACTV	6489118	6160		CHASE AVE	515	\$ 389,900	7	3	2	153	.25-.49 AC	SPL*	V
ACTV	6546238	1224		WARREN AVE	515	\$ 389,900	5	2	1	107	LT .25 AC	2 S*	N
ACTV	6574243	3940		WEST END RD	515	\$ 389,900	9	4	2.1	381	LT .25 AC	2 S*	N
CTGA/I	6616461	2639		SOUTHCREST DR	515	\$ 389,900	7	3	2	63	.50-.99 AC	1 S*	N
										OVRSDZD			
ACTV	6566881	4517		PERSHING	515	\$ 391,888	7	4	3	89	CHIC LOT	3 S*	N
ACTV	6607796	4513		HIGHLAND AVE	515	\$ 394,000	9	4	2	182	.25-.49 AC	2 S*	N
ACTV	6620802	830		BLANCHARD ST	515	\$ 394,900	7	4	2	124	LT .25 AC	1 S*	N
ACTV	6468261	4940		SEELEY	515	\$ 395,000	6	3	1.1	171	.25-.49 AC	OTH*	V
ACTV	6532125	418		67TH CT	515	\$ 395,000	8	4	2.1	117	.50-.99 AC	SPL*	N
ACTV	6628926	1019		CAROL ST ST	515	\$ 395,000	9	3	3	52	LT .25 AC	SPL*	N
										OVRSDZD			
ACTV	6650423	4524	N	FOREST	515	\$ 395,000	8	3	2	338	CHIC LOT	2 S*	N
ACTV	6530861	4035		FAIRVIEW AVE	515	\$ 397,900	9	5	2.1	118	.25-.49 AC	OTH*	N
ACTV	6507895	6813		PENNER PLACE PL	515	\$ 397,980	10	4	3.1	139	.25-.49 AC	3 S*	N
ACTV	6448723	4750		PERSHING AVE	515	\$ 398,500	8	3	2.1	187	.25-.49 AC	RAI*	N
ACTV	6539642	4947		CORNELL	515	\$ 399,000	6	3	1.1	111	.50-.99 AC	1.5*	N
										OVRSDZD			
ACTV	6576004	4613		BELMONT RD	515	\$ 399,000	7	4	3	570	CHIC LOT	SPL*	N
ACTV	6629192	1732		BORMAN PL	515	\$ 399,000	9	3	2	55	LT .25 AC	SPL*	N
ACTV	6651020	835		CLAREMONT DR	515	\$ 399,000	7	3	2.1	32	LT .25 AC	1 S*	N
ACTV	6672178	5626	S	MAIN ST	515	\$ 399,000	10	5	3.1	165	.25-.49 AC	2 S*	V
ACTV	6633097	1412		62ND ST	515	\$ 399,500	7	3	2.1	48	.25-.49 AC	1.5*	N
ACTV	6435791	2710		HOBSON RD	515	\$ 399,900	8	3	2	199	.50-.99 AC	SPL*	N
ACTV	6462535	4818		STONEWALL AVE	515	\$ 399,900	8	3	1.1	175	.25-.49 AC	2 S*	N
ACTV	6526839	4333		HIGHLAND AVE	515	\$ 399,900	5	2	2	123	.25-.49 AC	RAI*	N
ACTV	6570192	1728		BORMAN PL	515	\$ 399,900	9	4	2.1	87	.25-.49 AC	2 S*	N
ACTV	6657745	4929		WHIFFIN PL	515	\$ 399,900	8	3	2	75	LT .25 AC	1 S*	N
ACTV	6673501	2032		HOWARD AVE	515	\$ 399,900	7	3	2	10	LT .25 AC	2 S*	N
CTGA/I	6570934	4927		EDWARD AVE	515	\$ 399,900	7	3	1.1	85	.25-.49 AC	SPL*	N
CTGHC72	6307962	3673		QUINCE COURT	515	\$ 399,900	8	4	2.1	349	.25-.49 AC	SPL*	N
ACTV	6669482	3451	N	HICKORY CT	515	\$ 409,000	11	4	2.1	379	LT .25 AC	2 S*	N

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Stat	List#		Address	Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S
PCHG	6661864	1421	TERRACE DR	515	\$ 409,900	9	4	1.1	19	.25-.49 AC	SPL*	V
ACTV	6511592	5420	BLODGETT	515	\$ 409,999	6	3	2	136	LT .25 AC	1.5*	N
CTGHS48	6304673	2018	ALDRICH PL	515	\$ 410,000	9	4	2.1	445	.25-.49 AC	SPL*	N
ACTV	6498344	4828	DOUGLAS RD	515	\$ 414,000	9	4	2.1	147	.25-.49 AC	2 S*	N
ACTV	6488822	6105	SPRINGSIDE AVE	515	\$ 419,000	9	4	2	154	.25-.49 AC	1 S*	N
ACTV	6536372	4201	N FOREST AVE	515	\$ 419,900	8	3	1.1	115	LT .25 AC	1 S*	N
ACTV	6675686	5510	DUNHAM RD	515	\$ 419,900	7	3	2	7	.25-.49 AC	1.5*	N
ACTV	6487863	4416	FLORENCE AVE	515	\$ 420,000	6	3	1	156	.50-.99 AC	1 S*	N
ACTV	6507676	4930	SARATOGA	515	\$ 420,000	8	3	2	442	LT .25 AC	2 S*	Z,
ACTV	6543736	419	RIDGEVIEW ST	515	\$ 424,900	8	4	3.1	189	.25-.49 AC	SPL*	V
ACTV	6645892	7223	TICONDEROGA PL	515	\$ 424,900	9	4	2.1	35	LT .25 AC	2 S*	N
ACTV	6648450	1830	STURBRIDGE PL	515	\$ 425,000	10	5	3	34	.25-.49 AC	SPL*	N
ACTV	6669748	6136	DUNHAM RD	515	\$ 425,000	6	3	2	136	.50-.99 AC	1 S*	N
CTGA/I	6647483	3736	FAIRVIEW (QUIET)	515	\$ 425,000	8	4	2.1	134	.50-.99 AC	SPL*	N
ACTV	6578850	930	MEADOWLAWN AVE	515	\$ 429,000	10	4	2.1	77	.25-.49 AC	2 S*	N
ACTV	6675109	8635	LEMONT RD	515	\$ 429,000	10	3	2.1	253	.50-.99 AC	1 S*	N
PCHG	6384763	5742	DUNHAM RD	515	\$ 429,500	10	4	2	249	LT .25 AC	1.5*	N
ACTV	6620580	5914	S OSAGE CIR	515	\$ 429,900	8	3	2.1	147	LT .25 AC	RAI*	N
ACTV	6621707	4342	N SEELEY AVE	515	\$ 429,900	6	3	1.1	59	.25-.49 AC	2 S*	V
ACTV	6537197	4925	HIGHLAND AVE	515	\$ 431,500	6	3	1.1	116	LT .25 AC	2 S*	V
ACTV	6365488	10S424	HAVENS DR	515	\$ 434,000	12	4	4.1	313	LT .25 AC	SPL*	N
ACTV	6667054	5908	CUMNOR RD	515	\$ 434,000	9	3	2	204	.25-.49 AC	1.5*	N
ACTV	6626823	4029	HIGHLAND AVE	515	\$ 435,000	7	3	2	345	.25-.49 AC	SPL*	M
CTGA/I	6436011	5238	FARRAR CT	515	\$ 435,000	4	2	1	198	.25-.49 AC	1 S*	N
CTGA/I	6610398	4910	NORTHCOTT DR	515	\$ 439,900	8	3	2	68	.25-.49 AC	1 S*	N
ACTV	6604788	651	MAPLE AVE	515	\$ 440,000	8	3	2	266	LT .25 AC	1 S*	N
ACTV	6417837	5950	PUFFER RD	515	\$ 447,400	11	3	2.1	343	LT .25 AC	2 S*	N
NEW	6677988	2330	63RD ST ST	515	\$ 447,500	10	4	2.5	5	LT .25 AC	2 S*	N
PCHG	6639967	1502	HERBERT ST	515	\$ 448,900	9	4	2.1	678	.25-.49 AC	SPL*	M
ACTV	6515430	4701	CUMNOR RD	515	\$ 449,000	9	3	2	245	.25-.49 AC	2 S*	N
ACTV	6558209	528	59TH ST	515	\$ 449,000	11	5	2.1	96	.25-.49 AC	2 S*	N
ACTV	6603251	213	FIFTH ST	515	\$ 449,000	7	3	2	75	LT .25 AC	1.5*	V
ACTV	6638273	6821	SPRINGSIDE AVE	515	\$ 449,000	11	4	2.1	321	LT .25 AC	2 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6641700	706	N	72ND ST	515	\$ 449,000	10	5	3	65	LT .25 AC	SPL*	N
CTGA/I	6521200	840		VALLEY VIEW DR	515	\$ 449,000	9	3	3.1	128	.25-.49 AC	1 S*	N
CTGA/I	6629764	7889		DUNHAM RD	515	\$ 449,000	8	4	1.1	52	.50-.99 AC	SPL*	N
NEW	6677614	830		VALLEY VIEW DR	515	\$ 449,800	8	4	3	98	.25-.49 AC	1 S*	V
ACTV	6607969	1605		PLUM CT	515	\$ 449,900	9	3	2.1	375	LT .25 AC	2 S*	N
ACTV	6642862	4536		FOREST AVE	515	\$ 449,900	10	4	1.1	172	.25-.49 AC	2 S*	V
PCHG	6620035	3536		SARATOGA AVE	515	\$ 449,900	8	4	2.1	60	LT .25 AC	2 S*	V
ACTV	6531666	3750		STERLING AVE	515	\$ 450,000	8	4	3	452	.50-.99 AC	1 S*	N
ACTV	6546603	6009		CARPENTER ST	515	\$ 450,000	11	4	2	131	.25-.49 AC	SPL*	V
ACTV	6514736	1751		VIRGINIA ST	515	\$ 454,900	10	4	2.1	133	.25-.49 AC	2 S*	N
CTGA/I	6620268	904		LANCASTER AVE	515	\$ 459,000	9	4	2.2	173	.25-.49 AC	SPL*	N
ACTV	6573069	5965	S	CHASE AVE	515	\$ 459,900	11	4	2.1	174	.50-.99 AC	SPL*	N
PCHG	6607696	4204		HIGHLAND (QUIET) AVE	515	\$ 459,900	10	3	2	233	.25-.49 AC	2 S*	N
ACTV	6563664	5334		MAIN ST	515	\$ 469,000	6	3	2	91	LT .25 AC	2 S*	V
ACTV	6368310	22		TOWER RD	515	\$ 469,900	11	4	2.1	267	.25-.49 AC	2 S*	V
ACTV	6469237	1626		JANET ST	515	\$ 469,900	11	3	4	592	.25-.49 AC	2 S*	N
ACTV	6555569	1507		HILLCREST	515	\$ 469,900	10	4	2.1	123	LT .25 AC	2 S*	N
ACTV	6476704	2654		SOUTHCREST DR	515	\$ 475,000	12	5	3	164	.50-.99 AC	2 S*	N
ACTV	6530957	4925		SARATOGA AVE	515	\$ 475,000	7	3	1.1	448	LT .25 AC	2 S*	N
ACTV	6552848	1109		NORFOLK ST	515	\$ 475,000	10	5	3.1	101	.25-.49 AC	SPL*	V
ACTV	6670933	1805		MAPLE AVE	515	\$ 475,000	8	4	1.1	12	2.0-4.99 AC	2 S*	N
ACTV	6490949	5415		WASHINGTON ST	515	\$ 479,000	9	5	2.1	256	.25-.49 AC	2 S*	N
PCHG	6473768	4224		EARLSTON	515	\$ 479,000	8	4	2.1	166	LT .25 AC	2 S*	N
ACTV	6525195	5345		PARK AVE	515	\$ 479,900	7	3	1.1	124	LT .25 AC	2 S*	V
ACTV	6608305	1121		62ND PL	515	\$ 479,900	10	4	3.1	193	LT .25 AC	2 S*	N
ACTV	6495003	4939		WALLBANK AVE	515	\$ 480,000	7	3	1.1	149	.25-.49 AC	2 S*	V
ACTV	6633277	4416		DOWNERS DR	515	\$ 480,000	5	2	1	48	.50-.99 AC	1 S*	N
ACTV	6638527	3649		BUCKTHORN LN	515	\$ 484,900	8	4	2.1	71	LT .25 AC	2 S*	N
ACTV	6322026	3672		DOWNERS DRIVE	515	\$ 485,000	10	5	3	390	LT .25 AC	2 S*	N
ACTV	6461977	917		ROB ROY PLACE	515	\$ 487,900	12	4	3	817	.25-.49 AC	1 S*	N
ACTV	6490529	101	W	39TH	515	\$ 489,000	11	4	3	335	.25-.49 AC	2 S*	N
ACTV	6631678	612		MAPLE AVE	515	\$ 489,000	7	3	1.1	49	LT .25 AC	2 S*	N
ACTV	6525565	4331		DOUGLAS RD	515	\$ 489,000	11	5	3	124	LT .25 AC	SPL*	N
CTGA/I	6454345	225		SHADY LN	515	\$ 489,000	8	3	2.1	182	LT .25 AC	1 S*	N

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Stat	List#		Address	Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S
ACTV	6673860	7212	WEBSTER ST	515	\$ 490,000	9	4	2.1	10	.25-.49 AC	2 S*	N
ACTV	6640479	433	OTIS AVE	515	\$ 495,000	12	5	2.1	41	.25-.49 AC	2 S*	N
ACTV	6495270	8118	S HIGHLAND AVE	515	\$ 497,900	9	4	2	148	.50-.99 AC	1 S*	N
ACTV	6393773	3784	DOUGLAS RD	515	\$ 499,000	7	3	2	240	.50-.99 AC	SPL*	N
ACTV	6482711	5740	WASHINGTON ST	515	\$ 499,000	7	4	2	159	.25-.49 AC	1.5*	V
ACTV	6607302	1024	NORFOLK ST	515	\$ 499,000	10	3	3.1	132	.50-.99 AC	2 S*	N
ACTV	6668358	7922	SUMMER LANE	515	\$ 499,000	9	5	3	14	.25-.49 AC	2 S*	N
ACTV	6547118	901	62ND ST	515	\$ 499,800	10	4	2.1	369	.25-.49 AC	2 S*	N
ACTV	6609297	618	41ST ST	515	\$ 499,900	10	4	3	169	LT .25 AC	2 S*	V
ACTV	6612137	162	TOWER RD	515	\$ 499,900	12	4	2.1	67	.25-.49 AC	2 S*	V
ACTV	6512389	4721	MIDDAUGH AVE	515	\$ 500,000	7	3	2		LT .25 AC	SPL*	N
CTGHC48	6655941	1015	CAROL ST	515	\$ 500,000	9	4	2.1		LT .25 AC	2 S*	V
ACTV	6645534	4728	LEE AVE	515	\$ 509,000	7	3	1.1		.25-.49 AC	2 S*	N
ACTV	6564578	2317	MAPLE AVE	515	\$ 509,900	10	3	2		.50-.99 AC	2 S*	N
ACTV	6671510	600	61ST ST	515	\$ 514,900	10	4	3		LT .25 AC	3 S*	V
ACTV	6645674	6271	JANES AVE	515	\$ 516,900	9	4	2.1		LT .25 AC	2 S*	N
ACTV	6567919	1430	THORNWOOD	515	\$ 519,000	9	4	2		LT .25 AC	2 S*	V
ACTV	6245347	9S181	LANDSFIELD AVE	515	\$ 529,000	11	3	2.1		LT .25 AC	2 S*	N
ACTV	6534266	6246	STONEWALL AVE	515	\$ 529,000	9	3	2.1		.25-.49 AC	2 S*	V
ACTV	6640624	1111	WOODCREST DR	515	\$ 529,000	8	4	2		.50-.99 AC	HIL*	N
PCHG	6566488	4609	PRINCE ST	515	\$ 534,900	10	4	2		LT .25 AC	2 S*	V
ACTV	6612588	4717	WASHINGTON ST	515	\$ 539,900	11	4	2.1		LT .25 AC	3 S*	N
ACTV	6320746	5638	WASHINGTON ST	515	\$ 549,000	5	2	1		.25-.49 AC	2 S*	N
NEW	6676199	1080	CANDLEWOOD DR	515	\$ 549,000	11	5	2.1		.25-.49 AC	2 S*	N
ACTV	6634873	4122	ROSLYN RD	515	\$ 550,000	10	4	2.1		LT .25 AC	2 S*	N
ACTV	6483696	1212	BARNESWOOD DR	515	\$ 559,900	11	5	2.1		LT .25 AC	2 S*	N
ACTV	6623352	6134	OSAGE AVE	515	\$ 559,900	9	4	3		.25-.49 AC	SPL*	N
ACTV	6424849	1110	CAROL ST	515	\$ 560,000	8	4	3		.25-.49 AC	2 S*	N
ACTV	6622292	1023	NORFOLK ST	515	\$ 560,000	10	4	3		.25-.49 AC	SPL*	N
CTGA/I	6415476	7113	DUNHAM RD	515	\$ 569,000	9	4	2.1		LT .25 AC	2 S*	N
ACTV	6645889	1525	ALMOND CT	515	\$ 569,900	9	5	2.2		.25-.49 AC	2 S*	N
PCHG	6498294	3912	EARLSTON RD	515	\$ 574,899	10	4	3		.25-.49 AC	2 S*	N
ACTV	6459159	2318	60TH ST	515	\$ 574,900	8	4	2.1		.25-.49 AC	2 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6615046	6133		BROOKBANK	515	\$ 575,000	11	5	2.2		.25-.49 AC	2 S*	N
ACTV	6483676	4707		PRINCE ST	515	\$ 579,900	11	5	5		LT .25 AC	2 S*	N
ACTV	6606922	1000		BLANCHARD ST	515	\$ 579,900	9	5	3.1		LT .25 AC	2 S*	N
ACTV	6656678	4505		LINSCOTT AVE	515	\$ 579,900	7	4	2.1		LT .25 AC	SPL*	N
ACTV	6608809	4934		PERSHING	515	\$ 585,000	10	4	2		.25-.49 AC	2 S*	N
ACTV	6631048	5430		FAIRVIEW AVE	515	\$ 585,000	8	4	2		.25-.49 AC	2 S*	N
PCHG	6614318	344		SHADY LN	515	\$ 585,000	12	5	2.2		.25-.49 AC	SPL*	N
ACTV	6535924	1145		86TH ST	515	\$ 589,000	12	6	4		.50-.99 AC	2 S*	V
ACTV	6674557	4636		FOREST AVE	515	\$ 589,000	10	4	3		LT .25 AC	2 S*	V
ACTV	6627406	4718		STONEWALL AVE	515	\$ 599,000	10	5	2.1		.25-.49 AC	SPL*	N
ACTV	6661818	8740	S	LEMONT RD	515	\$ 599,000	10	4	3		1.0-1.99 AC	SPL*	V
ACTV	6630442	7518		FLORENCE AVE	515	\$ 599,000	12	4	2.1		LT .25 AC	2 S*	N
ACTV	6541730	131	W	CHICAGO AVE	515	\$ 599,999	12	4	2.1		.25-.49 AC	2 S*	N
ACTV	6512053	3835		DOWNERS DR	515	\$ 600,000	10	4	2.1	137	LT .25 AC	SPL*	N
ACTV	6653596	5927		RIDGEWOOD CIR	515	\$ 615,000	11	4	3	28	.25-.49 AC	2 S*	N
ACTV	6527619	7011		DU PAGE DR	515	\$ 619,000	8	4	1.1	124	2.0-4.99 AC	2 S*	N
ACTV	6465877	4724		NORTHCOTT AVE	515	\$ 619,900	10	4	3	173	.50-.99 AC	2 S*	N
ACTV	6609353	6094		JANES	515	\$ 624,500	11	4	3.1	88	LT .25 AC	2 S*	N
PCHG	6603395	1016		PALMER ST	515	\$ 624,800	10	5	4	74	LT .25 AC	2 S*	N
ACTV	6453265	4063		GLENDENNING RD	515	\$ 624,900	12	5	3.2	182	.25-.49 AC	2 S*	N
ACTV	6633627	3811		CANDLEWOOD CT	515	\$ 624,900	8	4	2.1	47	LT .25 AC	1 S*	M
PCHG	6537426	4033		HIGHLAND AVE	515	\$ 624,900	8	4	3	315	.50-.99 AC	SPL*	N
ACTV	6628110	6624		ST. JAMES CT	515	\$ 625,000	13	6	4	144	LT .25 AC	2 S*	N
ACTV	6635349	1014		67TH ST	515	\$ 629,000	9	4	2.1	258	LT .25 AC	2 S*	N
ACTV	6566259	5548		CARPENTER ST	515	\$ 629,900	10	4	3	241	.25-.49 AC	SPL*	N
ACTV	6602932	1510		SNOWBERRY CT	515	\$ 637,900	10	4	2.1	75	.25-.49 AC	2 S*	N
ACTV	6580552	1050		CAROL ST	515	\$ 639,000	10	4	2.1	288	LT .25 AC	2 S*	N
ACTV	6655029	8247		CAMBRIDGE CT	515	\$ 639,000	10	4	2.1	27	.50-.99 AC	SPL*	N
ACTV	6538804	3808		WILCOX AVE	515	\$ 639,900	8	3	1.1	112	LT .25 AC	SPL*	V
ACTV	6424727	1016		CAROL	515	\$ 645,000	9	4	3	207	.25-.49 AC	2 S*	N
ACTV	6661175	431		INDIANAPOLIS	515	\$ 649,000	8	4	2.1	633	LT .25 AC	2 S*	N
ACTV	6662741	3661	N	DUCHESS CT	515	\$ 649,500	8	4	3	20	LT .25 AC	1 S*	N
ACTV	6209345	4017		WILLIAMS	515	\$ 649,500	10	4	2.1	583	LT .25 AC	2 S*	N
ACTV	6316886	1116		OXFORD	515	\$ 649,900	12	4	2.1	340	.25-.49 AC	2 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6531887	1080		35TH ST	515	\$ 649,900	10	4	3.1	117	.25-.49 AC	OTH*	N
ACTV	6578937	501		BUCKINGHAM PL	515	\$ 649,900	13	4	3	77	.25-.49 AC	2 S*	N
ACTV	6611365	2261		MIDHURST RD	515	\$ 649,900	11	4	3.1	68	.25-.49 AC	2 S*	N
ACTV	6634183	19W140	S	MALLARD CT	515	\$ 649,900	10	4	2.1	47	.25-.49 AC	2 S*	N
ACTV	6604314	4604		WOODWARD AVE	515	\$ 650,000	11	4	3	74	LT .25 AC	2 S*	N
PCHG	6302917	1033		CAROL ST	515	\$ 659,890	11	5	3.1	354	LT .25 AC	2 S*	N
PCHG	6664717	5707		BROOKBANK RD	515	\$ 667,000	8	3	3.1	101	.25-.49 AC	HIL*	N
ACTV	6136423	7612		FLORENCE	515	\$ 669,000	13	5	3	528	LT .25 AC	2 S*	N
ACTV	6302908	1031		CAROL ST	515	\$ 669,900	11	5	3.1	354	LT .25 AC	2 S*	N
ACTV	6209638	5320	N	BLODGETT AVE.	515	\$ 679,900	10	4	4	437	LT .25 AC	2 S*	V
CTGHS24	6641953	19W201		80TH ST	515	\$ 679,900	11	4	2.1	40	.50-.99 AC	2 S*	N
ACTV	6532227	1710		MAPLE AVE	515	\$ 682,900	13	7	3.1	117	.50-.99 AC	3 S*	M
ACTV	6128243	1038		SAYLOR ST	515	\$ 689,900	9	4	3	508	LT .25 AC	2 S*	N
ACTV	6223775	4605		DRENDEL RD	515	\$ 695,000	9	4	3.1	425	.25-.49 AC	2 S*	N
ACTV	6657611	1333		BLANCHARD ST	515	\$ 695,000	10	4	3.1	342	.25-.49 AC	2 S*	N
CTGA/I	6635447	749		SUMMIT ST	515	\$ 695,000	11	5	4	46	LT .25 AC	2 S*	N
ACTV	6437593	1537		THORNWOOD	515	\$ 698,900	10	5	3	882	.25-.49 AC	2 S*	N
CTGA/I	6530685	627		CHICAGO AVE	515	\$ 699,000	9	5	3	118	LT .25 AC	2 S*	N
ACTV	6528430	9S300	S	WOODCREEK PL	515	\$ 699,900	10	4	3.1	523	.25-.49 AC	2 S*	N
ACTV	6555014	1124		SAYLOR ST	515	\$ 699,900	11	4	3	337	LT .25 AC	2 S*	N
ACTV	6662740	8323		BROOKRIDGE RD	515	\$ 699,900	14	4	3.1	20	.25-.49 AC	2 S*	N
ACTV	6671381	5321		WEBSTER ST	515	\$ 699,900	12	3	3	125	LT .25 AC	1 S*	N
CTGCTG O	6505650	1567		SNOWBERRY CT	515	\$ 699,900	14	5	3.1	140	.25-.49 AC	2 S*	N
ACTV	6407683	2		JACQUELINE DRIVE	515	\$ 700,000	12	4	2.1	852	.25-.49 AC	2 S*	N
ACTV	6561163	4935		HIGHLAND AVE	515	\$ 709,000	11	4	2.1	94	LT .25 AC	2 S*	N
ACTV	6419321	6321		DAVANE CT	515	\$ 719,000	12	6	4.1	213	.50-.99 AC	2 S*	V
ACTV	6651799	716	W	79TH PL	515	\$ 719,900	12	4	3	32	.50-.99 AC	2 S*	N
ACTV	6513836	4324		STERLING RD	515	\$ 725,000	11	4	2.1	197	.25-.49 AC	2 S*	N
ACTV	6622360	7907		WINTER CIRCLE DR	515	\$ 729,000	13	6	4	58	.25-.49 AC	2 S*	V
ACTV	6580928	5628		PLYMOUTH ST	515	\$ 734,000	9	5	4.1	644	LT .25 AC	2 S*	N
ACTV	6660109	418	W	WILSON AVE	515	\$ 739,000	10	5	4	20	.25-.49 AC	2 S*	N
ACTV	6563348	314		8TH ST ST	515	\$ 739,900	12	4	3	91	LT .25 AC	2 S*	N

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Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6087658	323	W	60TH ST	515	\$ 743,000	10	5	3	544	.25-.49 AC	2 S*	V
ACTV	6664550	4905		ELM ST	515	\$ 745,000	10	5	5	289	LT .25 AC	2 S*	N
ACTV	6279372	5917		BLODGETT	515	\$ 749,000	10	4	3.1	767	.25-.49 AC	2 S*	N
ACTV	6432876	4605		PROSPECT AVE	515	\$ 749,900	12	5	4	200	LT .25 AC	2 S*	N
ACTV	6565370	6204		OSAGE AVE	515	\$ 749,999	11	4	3	173	.25-.49 AC	2 S*	N
ACTV	6495957	4833		MONTGOMERY	515	\$ 750,000	11	5	3	147	LT .25 AC	2 S*	N
ACTV	6579956	510		AUSTIN ST	515	\$ 750,000	10	4	2.1	102	LT .25 AC	2 S*	V
ACTV	6601691	5537		SPRINGSIDE AVE	515	\$ 750,000	11	4	3.1	344	.25-.49 AC	2 S*	V
ACTV	6513288	4617		PROSPECT AVE	515	\$ 759,000	12	5	3.1	394	LT .25 AC	2 S*	N
ACTV	6602398	4341		WASHINGTON ST	515	\$ 759,000	11	5	3	586	.50-.99 AC	2 S*	Z
ACTV	6673690	4945		LEE ST	515	\$ 759,999	11	4	2.1	280	.50-.99 AC	2 S*	N
ACTV	6651783	4518		PRINCE	515	\$ 762,900	11	5	3	495	LT .25 AC	2 S*	N
ACTV	6474047	19W114		WOODCREEK PL	515	\$ 769,000	10	4	2.1	166	.25-.49 AC	2 S*	V
ACTV	6666912	4803		HIGHLAND AVE	515	\$ 775,000	12	5	3	14	.25-.49 AC	2 S*	V
ACTV	6308832	5409	S	FAIRMOUNT	515	\$ 785,000	9	4	4.1	719	LT .25 AC	2 S*	N
ACTV	6572848	5245	N	BENTON AVE	515	\$ 785,000	12	4	3.1	243	LT .25 AC	2 S*	N
ACTV	6644727	432		OTIS AVE	515	\$ 785,000	11	5	5	38	LT .25 AC	2 S*	N
ACTV	6550196	5752		LYMAN	515	\$ 795,000	10	4	3.1	103	LT .25 AC	2 S*	N
ACTV	6621175	4524		BRYAN PL	515	\$ 795,000	10	4	2.1	59	LT .25 AC	2 S*	V
ACTV	6508161	5540		WASHINGTON	515	\$ 799,000	11	4	4	831	.25-.49 AC	2 S*	N
ACTV	6534762	3700		WOODLAND LN	515	\$ 799,000	7	3	2	115	1.0-1.99 AC	1 S*	N
PCHG	6673353	318		LINCOLN ST	515	\$ 799,000	12	4	3.1	358	LT .25 AC	2 S*	N
ACTV	6581338	5601		SHERMAN AVE	515	\$ 799,800	10	4	3.1	807	.25-.49 AC	2 S*	N
ACTV	6451098	6001		BOUNDARY RD	515	\$ 799,900	10	4	2.2	367	.50-.99 AC	2 S*	N
ACTV	6518185	5408		BLODGETT ST	515	\$ 799,900	10	4	3.1	660	LT .25 AC	2 S*	N
ACTV	6569272	6029		BLODGETT	515	\$ 799,900	12	4	3.1	87	LT .25 AC	2 S*	N
ACTV	6602305	1333		59TH ST	515	\$ 799,900	9	5	3.1	826	LT .25 AC	2 S*	N
ACTV	6602309	1938		HITCHCOCK AVE	515	\$ 799,900	10	4	3.2	602	.50-.99 AC	2 S*	N
ACTV	6675586	545		37TH ST	515	\$ 799,900	10	4	2.1	7	.25-.49 AC	2 S*	N
ACTV	6547655	5820		WASHINGTON ST	515	\$ 799,900	11	4	4	586	.25-.49 AC	2 S*	N
CTGA/I	6610730	1230		BROOK LN	515	\$ 799,900	12	4	3	68	.25-.49 AC	2 S*	N
CTGA/I	6641890	4926		PERSHING AVE	515	\$ 799,900	9	4	3.1	708	.25-.49 AC	2 S*	N
ACTV	6446137	4822		PERSHING AVE	515	\$ 800,000	12	5	4	189	.25-.49 AC	2 S*	N
ACTV	6672513	4520		BRYAN PL	515	\$ 814,900	12	4	3.2	193	LT .25 AC	2 S*	N

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Stat	List#		Address	Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S
ACTV	6576745	5227	BROOKBANK RD	515	\$ 814,999	10	4	3.1	80	.25-.49 AC	2 S*	N
NEW	6681491	4101	LINDLEY ST	515	\$ 815,000	5	3	2	2	1.0-1.99 AC	2 S*	V
ACTV	6424792	4423	FAIRVIEW AVE	515	\$ 819,000	11	4	3.1	208	LT .25 AC	2 S*	N
ACTV	6568324	5428	S BLODGETT ST	515	\$ 819,000	8	4	4.1	88	LT .25 AC	2 S*	V
ACTV	6564987	5517	STONEWALL AVE	515	\$ 834,500	10	5	4	757	.25-.49 AC	2 S*	N
ACTV	6649890	1965	ELMORE DR	515	\$ 837,500	10	4	3.1	426	.25-.49 AC	2 S*	N
ACTV	6573791	3913	WASHINGTON DR	515	\$ 838,900	10	5	3.1	83	LT .25 AC	2 S*	V
CTGHS72	6536301	4829	MONTGOMERY AVE	515	\$ 839,500	10	4	3.1	115	.25-.49 AC	2 S*	N
ACTV	6383166	825	ROGERS ST	515	\$ 849,000	9	4	3.1	251	LT .25 AC	2 S*	N
ACTV	6452138	7887	S DUNHAM RD	515	\$ 849,000	10	4	4	185	.50-.99 AC	2 S*	N
ACTV	6555722	5633	SPRINGSIDE AVE	515	\$ 849,000	12	4	2.2	98	.50-.99 AC	2 S*	N
ACTV	6605170	5314	TURVEY CT	515	\$ 849,500	13	4	3.1	174	.50-.99 AC	2 S*	V
ACTV	6389433	4914	WASHINGTON ST	515	\$ 849,900	10	5	3.1	245	LT .25 AC	2 S*	V
ACTV	6547438	4504	WOODWARD AVE	515	\$ 849,990	12	5	4	535	.25-.49 AC	2 S*	N
ACTV	6525965	4528	STATTON AVE	515	\$ 850,000	9	4	3.1	321	LT .25 AC	2 S*	V
ACTV	6651340	4622	DOUGLAS RD	515	\$ 850,000	11	4	3.2	458	.25-.49 AC	2 S*	N
ACTV	6572896	4620	SEELEY AVE	515	\$ 860,000	9	4	3	193	.50-.99 AC	2 S*	N
PCHG	6405697	5225	GRAND AVE	515	\$ 864,900	11	5	4.2	228	.50-.99 AC	2 S*	V
PCHG	6451523	3919	WASHINGTON ST	515	\$ 869,900	11	4	3.1	185	LT .25 AC	2 S*	N
CTGA/I	6566243	5626	CHASE AVE	515	\$ 874,000	10	4	3.1	89	.25-.49 AC	2 S*	V
ACTV	6292947	219	2ND	515	\$ 874,900	12	5	3.1	362	.25-.49 AC	2 S*	N
ACTV	6578915	4820	SEELEY AVE	515	\$ 874,900	10	4	2	160	.50-.99 AC	2 S*	N
ACTV	6631441	525	36TH ST	515	\$ 875,000	9	4	4	50	.25-.49 AC	2 S*	N
ACTV	6609541	414	40TH STREET ST	515	\$ 879,000	11	4	4.1	69	.25-.49 AC	2 S*	N
ACTV	6616640	1965	S WISCONSIN ST	515	\$ 890,000	10	4	3.1	862	.25-.49 AC	2 S*	N
ACTV	6326434	19W124	WOODCREEK DR	515	\$ 895,000	13	7	6.1	332	LT .25 AC	3 S*	N
ACTV	6435292	5612	FAIRVIEW AVE	515	\$ 897,000	8	3	2	199	1.0-1.99 AC	SPL*	N
ACTV	6443980	4536	SARATOGA AVE	515	\$ 899,000	13	4	4.1	352	LT .25 AC	2 S*	N
ACTV	6559607	4942	STONEWALL	515	\$ 899,900	9	4	3	96	LT .25 AC	2 S*	N
ACTV	6637403	4536	STERLING	515	\$ 899,900	10	4	3.1	461	.25-.49 AC	2 S*	N
PCHG	6636683	3741	GLENDENNING	515	\$ 899,900	12	5	4	45	.50-.99 AC	3 S*	V
ACTV	6133146	6558	DEVANE LN	515	\$ 918,000	10	4	3.1	503	LT .25 AC	2 S*	N
ACTV	6134606	6566	DEVANE LN	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N

Detached Single Family - Active MLS listing on September 23, 2007

Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S	
ACTV	6134595	6562		DEVANE LN	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134618	6565		DEVANE LN	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134628	6561		DEVANE LN	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134658	406		LYNN GREMER COURT	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134646	404		LYNN GREMER COURT	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134669	405		LYNN GREMER COURT	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134706	6568		FAIRVIEW	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134692	401		LYNN GREMER COURT	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6134680	403		LYNN GREMER COURT	515	\$ 918,000	10	4	3.1	502	LT .25 AC	2 S*	N
ACTV	6622033	4728		FAIRVIEW AVE	515	\$ 925,000	10	5	5	58	LT .25 AC	2 S*	V
ACTV	6626557	4435		WOODWARD AVE	515	\$ 929,000	12	4	4	910	.25-.49 AC	2 S*	N
ACTV	6179695	6606		WALNUT GROVE COURT	515	\$ 929,735	10	4	4	464	.25-.49 AC	2 S*	N
ACTV	6675543	3800		DILLON CT	515	\$ 929,900	11	4	3	7	.25-.49 AC	2 S*	N
ACTV	6374456	5432		BLODGETT ST	515	\$ 930,000	12	4	4.1	259	LT .25 AC	3 S*	M
ACTV	6511987	4730		ELM ST	515	\$ 934,900	9	4	3.1	214	LT .25 AC	2 S*	N
CTGA/I	6602042	802		RANDALL ST	515	\$ 945,000	11	4	3.1	101	LT .25 AC	2 S*	N
ACTV	6630498	4913		PARKWAY DR	515	\$ 949,000	9	4	3.1	51	LT .25 AC	3 S*	N
ACTV	6061406	6811		FAIRVIEW AVENUE	515	\$ 950,000	6	2	1	748	1.0-1.99 AC	1 S*	N
ACTV	6516853	4940		NORTHCOTT	515	\$ 950,000	13	4	4.1	131	.25-.49 AC	2 S*	N
ACTV	6625586	631		36TH ST	515	\$ 959,000	13	5	3	147	.25-.49 AC	2 S*	N
ACTV	6367606	804		60TH PL	515	\$ 969,000	12	4	3	265	.25-.49 AC	2 S*	N
ACTV	6622075	4221	S	VENARD	515	\$ 984,000	11	5	4	510	.50-.99 AC	2 S*	N
ACTV	6505443	3929		ELM ST	\$ 515	\$ 984,949	12	4	4	289	.25-.49 AC	2 S*	V
ACTV	6441315	1945		HITCHCOCK AVE	515	\$ 989,900	12	5	4.1	194	.25-.49 AC	2 S*	V
ACTV	6571043	4202		FOREST AVE	515	\$ 989,900	12	4	4.1	85	.25-.49 AC	2 S*	N
ACTV	6566756	3919		DOUGLAS RD	515	\$ 997,000	11	4	4	237	.50-.99 AC	2 S*	N
ACTV	6574376	4057		GLENDENNING	515	\$ 997,000	12	4	4.1	405	.25-.49 AC	2 S*	N
ACTV	6440849	4015		HIGHLAND AVE	515	\$ 999,990	12	5	3.1	194	.50-.99 AC	2 S*	M
ACTV	6135490	3940		STERLING DRIVE	515	\$ 999,999	11	4	4	502	.50-.99 AC	2 S*	N
ACTV	6675118	437		FRANKLIN ST	515	\$ 1,000,000	10	5	3.1	7	LT .25 AC	3 S*	N
ACTV	6213234	6624		WALNUT GROVE COURT	515	\$ 1,022,669	10	5	3.1	433	.25-.49 AC	3 S*	N
ACTV	6504975	822		BIRCH	515	\$ 1,025,000	12	5	5	140	LT .25 AC	2 S*	M

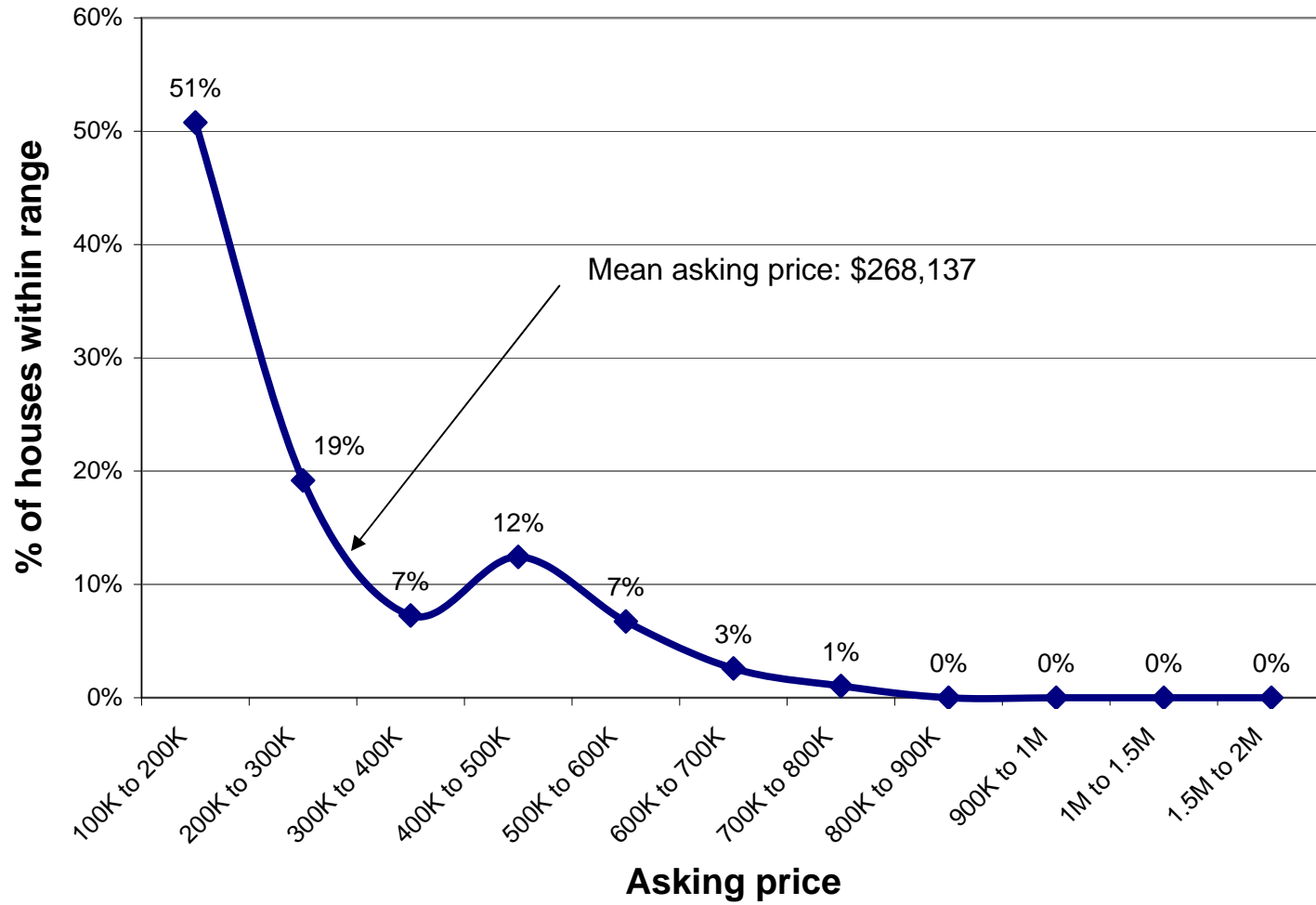
Detached Single Family - Active MLS listing on September 23, 2007

Stat	List#		Address	Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S
ACTV	6213266	6619	WALNUT GROVE COURT	515	\$ 1,079,934	10	5	4.1	433	.25-.49 AC	3 S*	N
ACTV	6426633	5513	MIDDAUGH AVE	515	\$ 1,089,000	13	5	4	208	.25-.49 AC	3 S*	V
ACTV	6549361	4817	MIDDAUGH AVE	515	\$ 1,089,000	8	4	3.1	104	LT .25 AC	2 S*	N
ACTV	6656514	4444	LEE AVE	515	\$ 1,095,000	12	4	4	88	.50-.99 AC	2 S*	N
CTGA/I	6659852	1329	TURVEY RD	515	\$ 1,095,000	10	4	4	20	.25-.49 AC	2 S*	N
ACTV	6573650	4616	SARATOGA ST	515	\$ 1,099,000	13	5	4.1	175	LT .25 AC	3 S*	N
ACTV	6664102	5310	BENDING OAKS CT	515	\$ 1,099,000	13	5	4.2	147	LT .25 AC	2 S*	N
ACTV	6660955	3850	STERLING RD	515	\$ 1,099,900	13	4	4	236	.25-.49 AC	2 S*	N
CTGA/I	6602656	4436	ROSLYN RD	515	\$ 1,099,900	11	5	4.1	116	.25-.49 AC	2 S*	V
ACTV	6643832	734	41ST ST	515	\$ 1,149,900	11	4	3.1	501	.25-.49 AC	2 S*	N
ACTV	6466771	4713	ROSLYN RD	515	\$ 1,159,000	11	4	3.1	172	.25-.49 AC	1 S*	N
ACTV	6649406	1231	ARNOLD CT	515	\$ 1,169,000	13	4	4.1	33	.25-.49 AC	2 S*	N
ACTV	6442333	571	MILLBROOK DR	515	\$ 1,175,000	10	4	4.1	192	.50-.99 AC	2 S*	V
ACTV	6636597	4624	WASHINGTON ST	515	\$ 1,189,900	12	5	4.1	45	.25-.49 AC	2 S*	N
ACTV	6621392	635	37TH ST	515	\$ 1,199,000	11	5	3.1	1296	.25-.49 AC	2 S*	N
ACTV	6672613	819	MAPLE AVE	515	\$ 1,199,000	15	4	3.2	148	.50-.99 AC	2 S*	N
ACTV	6663854	4136	W DOUGLAS RD	515	\$ 1,200,000	9	4	5.2	173	1.0-1.99 AC	2 S*	N
ACTV	6665825	2220	COLLEGE DR	515	\$ 1,200,000	12	5	4.1	17	.25-.49 AC	2 S*	N
CTGA/I	6424841	611	36TH ST	515	\$ 1,249,000	10	4	3.1	493	.25-.49 AC	2 S*	N
ACTV	6580780	5128	BENTON AVE	515	\$ 1,249,900	13	5	5	76	LT .25 AC	3 S*	V
ACTV	6146245	4717	WALLBANK	515	\$ 1,250,000	12	4	3.1	1431	.25-.49 AC	2 S*	V
ACTV	6488467	4833	STONEWALL	515	\$ 1,250,000	13	5	4.1	154	.25-.49 AC	3 S*	V
ACTV	6494879	1206	WOODCREST DR	515	\$ 1,250,000	4	2	1	151	2.0-4.99 AC	1 S*	N
ACTV	6424577	4433	ROSLYN RD	515	\$ 1,274,600	12	5	4	257	.25-.49 AC	2 S*	M,
ACTV	6539671	1210	ROSS CT	515	\$ 1,275,000	10	4	4.1	115	.25-.49 AC	3 S*	N
ACTV	4285634	6124	PLYMOUTH	515	\$ 1,295,000	10	4	4	1012	.25-.49 AC	2 S*	V
CTGA/I	4285677	6126	PLYMOUTH	515	\$ 1,295,000	10	4	4	1012	.25-.49 AC	2 S*	V
ACTV	6556613	4942	N LEE AVE	515	\$ 1,298,000	13	6	4	511	.50-.99 AC	2 S*	N
ACTV	6669166	455	38 ST	515	\$ 1,299,000	10	5	4.1	98	.25-.49 AC	2 S*	V
ACTV	6294026	4629	HIGHLAND AVENUE	515	\$ 1,299,900	9	4	3	361	.25-.49 AC	2 S*	N
ACTV	6439375	730	GRANT ST	515	\$ 1,299,900	13	5	4.1	565	.50-.99 AC	2 S*	V
ACTV	6646941	9S280	GRACELAND ST	515	\$ 1,300,000	9	4	4	35	.50-.99 AC	2 S*	N
ACTV	6134636	6557	DEVANE LN	515	\$ 1,325,000	10	5	4.1	502	LT .25 AC	2 S*	N

Detached Single Family - Active MLS listing on September 23, 2007

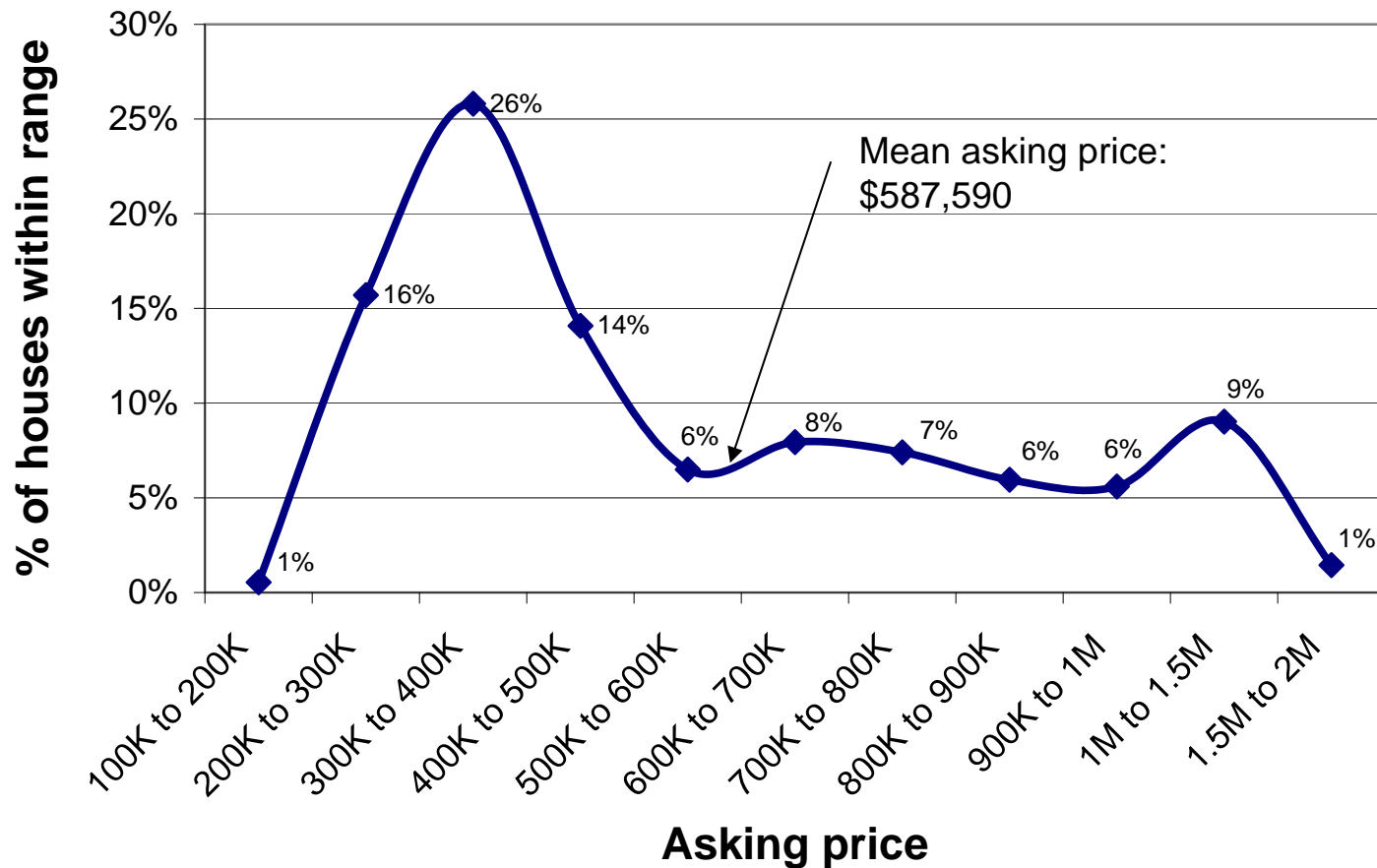
Stat	List#	Address		Area	List \$	Rms	BR	Bth	MT	Lsz	Type	S
PCHG	6304773	5150	GRAND	515	\$ 1,335,000	12	5	5	352	.25-.49 AC	2 S*	N
PCHG	6476865	4420	DOWNERS DR	515	\$ 1,348,900	10	5	4.1	164	1.0-1.99 AC	2 S*	N
ACTV	6491281	1000	59TH ST	515	\$ 1,350,000	18	4	3.2	152	.50-.99 AC	OTH*	N
ACTV	6552572	3964	DOUGLAS RD	515	\$ 1,350,000	12	5	4	102	.25-.49 AC	2 S*	N
ACTV	6325841	4816	MIDDAUGH AVE	515	\$ 1,369,000	15	4	4.1	329	LT .25 AC	2 S*	V
ACTV	6042786	402	LYNN GREMER COURT	515	\$ 1,399,000	13	4	4.1	755	.25-.49 AC	2 S*	V
ACTV	6545563	4705	SEELEY AVE	515	\$ 1,399,700	13	5	4.2	474	.25-.49 AC	OTH*	N
NEW	6678068	3940	DOUGLAS RD	515	\$ 1,399,999	11	4	4.1	5	.50-.99 AC	2 S*	V
ACTV	6648446	4722	STONEWALL AVE	515	\$ 1,400,000	12	5	5	34	.25-.49 AC	2 S*	V
ACTV	6654064	4906	MONTGOMERY ST	515	\$ 1,448,000	10	4	3.1	27	.25-.49 AC	2 S*	N
NEW	6680992	3920	DOUGLAS RD	515	\$ 1,449,000	12	4	4.2	4	.50-.99 AC	2 S*	V
ACTV	6653339	612	CHICAGO AVE	515	\$ 1,498,000	13	5	4.1	28	.25-.49 AC	3 S*	N
ACTV	6565057	3655	GLENDENNING ST	515	\$ 1,499,900	12	4	3.1	289	.25-.49 AC	2 S*	N
ACTV	6615178	4341	SEELEY AVE	515	\$ 1,499,900	12	5	4.1	63	.50-.99 AC	2 S*	N
ACTV	6617575	3713	STERLING RD	515	\$ 1,579,000	12	5	5.1	62	.25-.49 AC	2 S*	N
ACTV	6660915	4409	STONEWALL AVE	515	\$ 1,598,000	14	4	4	140	.25-.49 AC	2 S*	N
ACTV	6480296	1805	MAPLE AVE	515	\$ 1,600,000	8	4	1.1	160	2.0-4.99 AC	2 S*	V
ACTV	6663335	4606	PUFFER	515	\$ 1,600,000	8	4	4	18	.50-.99 AC	OTH*	N
ACTV	6432175	4516	STONEWALL AVE	515	\$ 1,750,000	10	4	4.1	201	.25-.49 AC	2 S*	N
ACTV	6613244	4425	SEELEY AVE	515	\$ 1,895,000	12	5	5.2	66	.25-.49 AC	3 S*	N
NEW	6680555	4007	STERLING RD	515	\$ 1,999,000	13	5	4.2	674	.50-.99 AC	3 S*	V
NEW	6680555	4007	STERLING RD	515	\$ 1,999,000	13	5	4.2	675	.50-.99 AC	3 S*	V

Asking Price of Attached Single Family Homes in Downers Grove



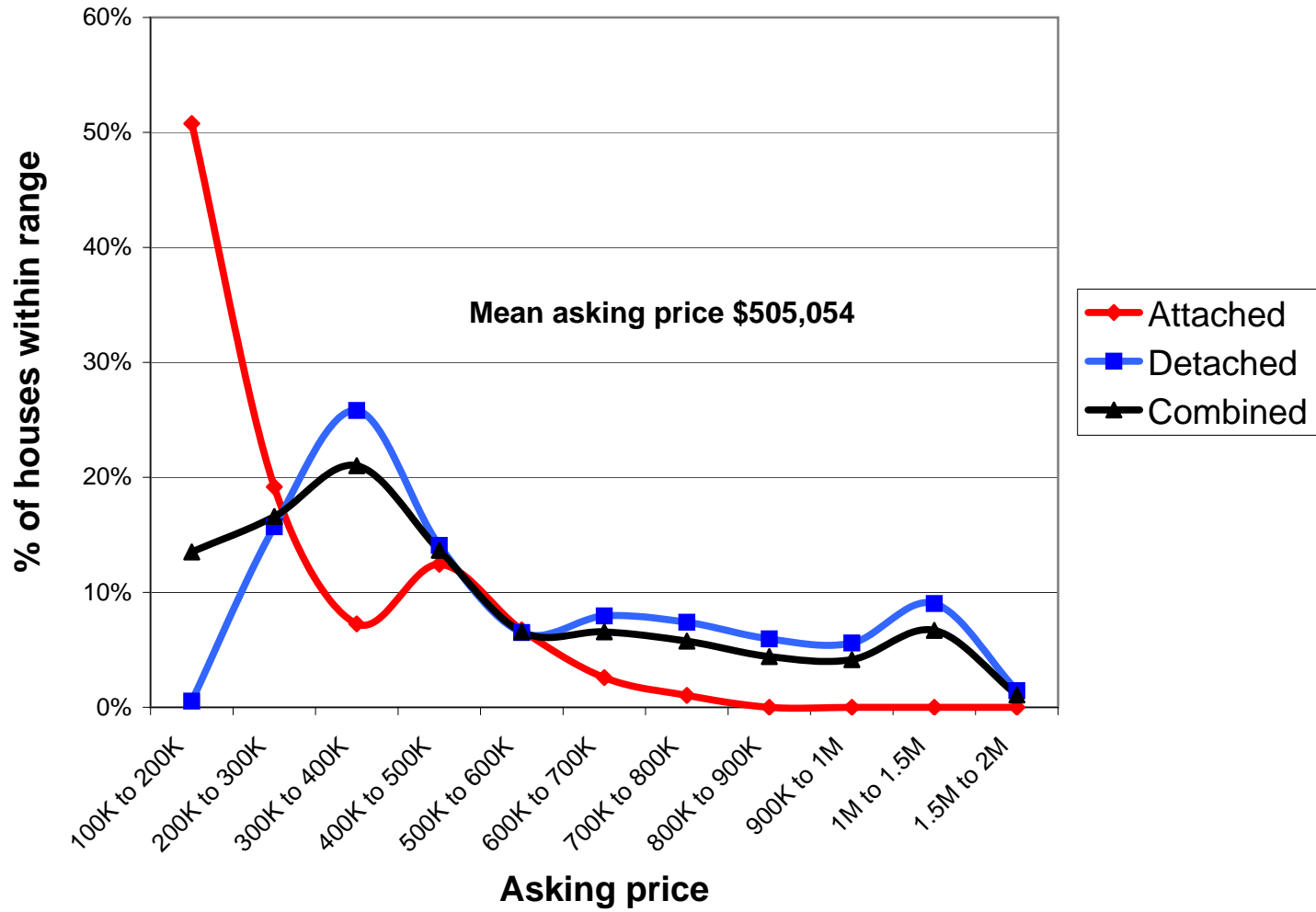
Asking price
September 23, 2007 Source: MLS Listings

Asking Price of Detached Single Family Homes in Downers Grove



September 23, 2007. Source: MLS Listings

Asking Price of Single Family Homes in Downers Grove



September 23, 2007 Source: MLS Listings

ZONING PRACTICE

December 2006

AMERICAN PLANNING ASSOCIATION



➔ ISSUE NUMBER TWELVE

PRACTICE AFFORDABLE HOUSING

A low-angle, sepia-toned photograph of a multi-story building facade, showing gabled roofs and windows. A large, bold, black number '12' is overlaid on the bottom half of the image, indicating the issue number.

12

Zoning to Expand Affordable Housing

By Jeffrey Lubell

Despite a recent slowdown in home sales, working families continue to struggle to find affordable homes—both rental and for sale—in communities around the country.



➔ Auburn Court, a mixed income multifamily development in Cambridge, Massachusetts.

The problem has grown to the point where it is no longer of concern only to the affected families, but also to the communities in which they live or wish to live.

Communities that cannot provide affordable homes for teachers, nurses, fire fighters, police officers, and other essential workers are at a competitive disadvantage in attracting dedicated workers for these positions. Similarly, employers will be less likely to stay in or relocate to communities that cannot provide an adequate supply of homes that are affordable to their workers.

Providing affordable homes is a major challenge that requires multiple responses by a variety of actors at the federal, state, and local levels. While city planners, zoning board officials, and others involved in the zoning process

cannot solve this problem alone, there are a number of steps they can take to make a material difference in increasing the availability of homes affordable to working families.

This issue of *Zoning Practice* highlights three zoning tools used by communities to increase the availability of affordable homes:

- Revising zoning policies to make more land available for residential use and increase allowable densities within residential zones.
- Adopting zoning policies that support a diversity of housing types, including multifamily, accessory dwelling units, and manufactured homes.
- Establishing inclusionary zoning requirements or incentives.

To set these tools in context, we start by reviewing the scope of the affordable housing

challenge facing working families and the range of policy options available to state and local leaders seeking to address it. Following this overview, the article examines the potential of each of the three zoning policies to increase the availability of homes affordable to working families. The article concludes with brief suggestions on how to build on these policy proposals to launch a comprehensive and coordinated effort to meet a community's need for affordable homes.

HOUSING CHALLENGES FACING WORKING FAMILIES

According to Barbara J. Lipman, author of *The Housing Landscape for America's Working Families*, a publication of the D.C.-based Center for Housing Policy, five million working families nationwide had critical housing needs in 2003—an increase of 60 percent since 1997. For purposes of this calculation, “working families” are defined as families with earnings equal to at least full-time minimum wage work but less than 120 percent of area median income. These tabulations of data from the 2003 American Housing Survey are the most recent available. Updated tabulations will be available in early to mid-2007. The vast majority of these families spent half or more of their monthly incomes on the costs of owning or renting a home. Others had critical housing needs because they lived in homes with severe physical problems, such as lack of reliable plumbing or heating.

Millions of additional working families have moderate housing cost burdens or can only afford to live far from their places of work, forcing them to endure long commutes and spend much of their housing cost savings on

ASK THE AUTHOR JOIN US ONLINE!

Go online from January 22 to February 2 to participate in our “Ask the Author” forum, an interactive feature of *Zoning Practice*. Jeffrey Lubell will be available to answer questions about this article. Go to the APA website at www.planning.org and follow the links to the Ask the Author section. From there, just submit your questions about the article using an e-mail link. The authors will reply, and *Zoning Practice* will post the answers cumulatively on the website for the benefit of all subscribers. This feature will be available for selected issues of *Zoning Practice* at announced times. After each online discussion is closed, the answers will be saved in an online archive available through the APA *Zoning Practice* web pages.

About the Author

Jeffrey Lubell is executive director of the Center for Housing Policy, a nonprofit research organization affiliated with the National Housing Conference and based in Washington, D.C. This article is based on a broader examination of promising state and local housing policies by the same author titled *Increasing the Availability of Affordable Homes: A Handbook of High-Impact State and Local Solutions* (and an accompanying analysis), published and copyrighted jointly by the Center for Housing Policy and Homes for Working Families. Those documents are available at www.homesforworkingfamilies.org and www.nhc.org.

transportation, according to Lipman’s 2006 report for the Center for Housing Policy, *A Heavy Load: The Combined Housing and Transportation Burdens of Working Families*. These problems undermine the well-being of both the affected families and the communities in which they live or wish to live. Families that cannot afford the costs of their homes may be only one paycheck away from foreclosure or eviction. They also may have insufficient income left over to afford necessary food, health, and education expenses, leading to adverse nutrition, health, and education outcomes for their children. Such problems are compounded by the stress of continually struggling to meet unaffordable housing costs and the high cost and lost time with family associated with lengthy commutes.

For many communities, the high cost of homes makes it difficult or impossible for police officers, fire fighters, and other essential workers to live in the communities they serve, reducing their capacity to respond promptly to emergency situations and to participate in community life after 5 p.m. The high cost of homes also makes it difficult for communities to attract teachers, nurses, and other valuable community servants and for employers to attract the workers they need to sustain and grow their businesses.

These are serious problems. But fortunately, there is a wealth of experience in how to address them. While in earlier decades the federal government may have taken the lead in developing solutions, the focus of decision making today is at the state and local level. Many promising strategies exist for municipal leaders—including a number of policies that rely on the zoning process—to expand the availability of affordable homes for working families.

OPTIONS FOR STATE AND LOCAL GOVERNMENTS

State and local governments can choose from six principal options to increase the availability of affordable homes.

Expand the availability of sites for the development of affordable homes. In most communities where homes are fiscally out of reach for working families, land is expensive. By making publicly owned land and tax-delinquent properties available for the development of affordable homes, local governments can neutralize this obstacle. Local governments also can expand the supply of sites for new development through changes in zoning rules or maps that make new areas available for development or expand the number of homes that can be built in existing residential areas.

For many communities,
the high cost of homes
makes it difficult or
impossible for police
officers, fire fighters, and
other essential workers to
live in the communities
they serve.

Reduce red tape and other regulatory barriers to affordable homes. In the development world, time is money. The longer it takes to gain the necessary approvals to build a home, and the more uncertainty involved in the approval process, the higher the costs of newly built or renovated homes. By expediting the approval process for affordable homes

and addressing the regulatory barriers that drive up costs, such as overly restrictive zoning rules and building codes and regressive fees, state and local governments can cut through the red tape and expand the supply of affordable homes.

Harness the power of strong housing markets. The greatest housing challenges are found in hot housing markets where the costs of buying or renting a home increase much faster than incomes. Fortunately, state and local governments can take steps to capitalize on strong markets to expand the supply of affordable homes. These policies include strategies for tapping the increased tax revenue associated with increases in property values and an active real estate market, as well as incentivizing or requiring the development of a modest number of affordable homes as part of the process of developing more expensive homes.

Generate additional capital for affordable homes. While successful efforts to reduce regulatory barriers can help expand the supply of affordable homes, in many communities additional resources will be needed to bring the price of homes within reach of working families. There is a range of promising approaches for generating revenue for this purpose, including leveraging additional federal funds through the four percent low-income housing tax credit program, supporting the issuance of general obligation bonds for affordable homes, and tapping employer interest in providing homes for their workers.

Preserve and recycle resources for affordable homes. Given the limited availability of public funds for affordable homes, it is essential that funding be used in a cost-effective

HIGH-IMPACT STATE AND LOCAL HOUSING SOLUTIONS

Expand the Availability of Sites for Affordable Homes

- Make publicly owned land available for affordable homes.
- Facilitate the reuse of vacant, abandoned, tax-delinquent properties.
- Expand the supply of homes through rezonings that make more land available for residential use and increase allowable densities within residential zones.

Reduce Red Tape and Other Regulatory Barriers to Affordable Homes

- Ensure that zoning policies support a diversity of housing types, including multifamily, accessory dwelling units, and manufactured homes.
- Adopt expedited permitting and review policies.
- Revise impact fee structure to reduce the burden on families occupying smaller, less-expensive homes.
- Adopt building codes that facilitate rehabilitation of existing structures.

Harness the Power of Strong Housing Markets

- Utilize tax increment financing to fund affordable homes.
- Stimulate rental home construction and rehabilitation through tax abatements.
- Create or expand dedicated housing trust funds.
- Establish inclusionary zoning requirements or incentives.
- Use cross-subsidies to support mixed income housing.

Generate Additional Capital for Affordable Homes

- Expand utilization of four percent low-income housing tax credits.
- Provide pre-development, acquisition, and working capital financing.
- Support housing bond issues.
- Ensure that housing finance agency reserves are used for affordable homes.
- Tap and foster employer interest in affordable homes for their workers.

Preserve and Recycle Resources for Affordable Homes

- Preserve affordable rental homes.
- Recycle downpayment assistance.
- Use shared equity mechanisms to create and preserve a housing stock affordable to families with a mix of incomes.

Empower Residents to Purchase and Retain Private Market Homes

- Expand home ownership education and counseling, including credit counseling.
- Help moderate income home owners avoid forecloser and equity loss.

manner designed to produce the maximum benefits for the minimum cost. Providing funds to help preserve existing affordable homes that might otherwise deteriorate due to neglect or be lost from the affordable inventory through gentrification is one particularly cost-effective strategy. Others include recycling down payment assistance by providing assistance in the form of loans rather than grants and the use of “shared equity” strategies that help preserve the buying power of government subsidies for homeownership in markets with rapidly appreciating home prices.

Empower residents to purchase and retain private-market homes. As a group, the policies described in the first five roles have focused

overwhelmingly on expanding the supply of homes. But there is also a “demand” side to the equation. To the extent that families have adequate incomes and credit to afford private-market homes, the need for government intervention to provide affordable homes is greatly reduced. One demand-side strategy within the domain of housing policy is to invest in home ownership education and counseling that help families navigate the complicated home buying process and improve their credit and debt profile so they can access more private-market mortgage capital at reasonable rates. Given the rise of foreclosures in certain markets, it is important to marry this “pre-purchase” strategy with a “post-purchase” one designed to help

existing home owners retain their home ownership status in the face of confusing mortgage products, rising interest rates, and rising property taxes.

ZONING TOOLS

The pages that follow focus on three zoning tools for meeting the need for affordable homes. The sidebar on the left has a more exhaustive list of high-impact local and state strategies.

Rezoning. Communities can expand the supply of homes through rezonings that make more land available for residential use or increase allowable densities within residential zones. As noted above, one of the biggest challenges involved in building affordable homes in hot housing markets is finding reasonably priced sites for development. By determining what land is available for residential development, and the density with which homes may be built in areas zoned for residential use, zoning policies obviously have a direct bearing on the availability of sites for development. The more sites that are available, the lower the costs, and thus the greater likelihood of a well-functioning housing market capable of producing homes affordable to working families.

By revising zoning policies to make land available for residential development that is not currently zoned for that use, some localities have successfully increased the supply of land for new development. Localities also have expanded the supply of homes by increasing (in appropriate locations) the allowable densities within residential areas.

For example, Fairfax County, Virginia, recently approved a plan to rezone an area near the Vienna Metro stop to substantially increase densities. By combining an older low-density subdivision that contained approximately 65 single-family homes with five acres that had previously been used for surface parking, the MetroWest redevelopment plan will provide approximately 2,250 condominiums, apartments, and townhouses, along with two acres of structured parking, up to 300,000 square feet of office space, and up to 190,000 square feet of retail space. During negotiations over the proposed MetroWest development with developer Pulte Homes, Fairfax County secured a promise that approximately five percent of the homes would be affordable—almost double the number required under current Fairfax County requirements for developments of this density.

New York City took a similar approach in the comprehensive rezoning of Greenpoint-Williamsburg in May 2005. As described by the city, the rezoning “sets the stage for the renewal of a vacant and underutilized stretch of the Brooklyn waterfront. . . . It reclaims two miles of long-neglected East River waterfront to create over 50 acres of open space, including a continuous public esplanade and a new 28-acre park surrounding the Bushwick Inlet. The plan creates new opportunities for thousands of units of much-needed housing, including affordable housing, within a detailed urban design plan that addresses the scale of the existing neighborhoods.”

The zoning plan includes a voluntary inclusionary housing program that provides

To yield meaningful benefits for home affordability, such strategies generally need to be implemented either on a broad enough scale to significantly increase the supply of homes or in a manner designed specifically to lead to the production of additional affordable homes, such as through inclusionary zoning requirements or incentives. The latter approach is discussed later in this article.

Zoning for a variety of housing types.

Many communities have zoning policies that either directly restrict or have the effect of restricting (for example, through infeasible parking requirements) the construction of new multifamily homes, manufactured homes, or accessory dwelling units. Because each of these housing types can be used to construct homes

neighborhoods, increasing the ridership for public transit, and providing homes for working families near where they work—cutting down on traffic congestion and improving job retention. Many of the higher-end manufactured homes can no longer be distinguished from stick-built homes, yet cost thousands less. Finally, accessory dwellings—smaller homes that are built next to or as part of a principal home—can be an excellent way to provide affordable homes for parents or caretakers of the principal residents or to provide opportunities to expand the supply of rental homes while generating income for the owners.

Auburn Court, in Cambridge, Massachusetts, is a good example of an attractive mixed income development that provides 137 homes in a multifamily setting spread out along three garden courtyard residential blocks. Established as part of the larger University Park development on land assembled by the Massachusetts Institute of Technology, Auburn Court consists of a mix of one-, two-, and three-bedroom rental homes distributed among flats and duplexes. Most buildings in the development are three stories, though several rise up to six stories to frame the entrance to University Park. With half the homes affordable to families with incomes below 50 percent of the area median, and other homes either at market rate or affordable to families at 90 percent of the area median income, Auburn Court was featured as part of a recent National Building Museum exhibit on affordable homes.

Many people are familiar with the use of manufactured homes in rural settings, but Oakland Community Housing Inc. [California] demonstrates that they also have a place in the city. As part of their infill homeownership initiative, they have produced both single-family detached homes (the “E” Street project) and multistory town homes (the Linden Terrace project).

Both Santa Rosa, California, and Mercer Island, Washington, use accessory dwelling units as a strategy for expanding the supply of affordable homes. In Santa Rosa, accessory dwelling units are typically incorporated into new developments, such as Courtside Village, a pedestrian-friendly mixed use development that includes 100 accessory units. In Mercer Island, officials have streamlined the permitting process and launched a public education



Pulte Homes

➡ A rendering of the proposed MetroWest development in Vienna, Virginia.

a density bonus and tax abatements to developers that agree to certain affordability restrictions. Initial reports show a strong take-up of these incentives. According to Mayor Bloomberg’s June 26, 2006, press release, “The plan will spur 10,800 new units of much-needed housing, and through a powerful combination of zoning incentives, housing programs, and city-owned land, 3,500 of those units will be affordable. One year after the rezoning was enacted there are already 1,000 affordable units in the pipeline for near-term construction on the waterfront alone. That’s 64 percent of the rezoning estimate of 1,563 affordable units on the waterfront.”

that are less expensive than detached, single-family homes, such policies tend to make homes more expensive for working families.

On the other hand, by adopting zoning policies that maximize the availability of these housing types, communities can both expand the supply of affordable homes and meet a wider range of their constituents’ needs.

In recent years, tremendous advances have been made in the design of both multifamily and manufactured homes. When well designed, both types are of extremely high quality and fit in well into the community. Multifamily homes can add value to communities by helping to revitalize distressed

and information program to promote accessory units. The Transportation and Land Use Coalition reports that Santa Rosa’s strategy produces about 39 to 47 new accessory units each year, while Mercer Island produced about 173 accessory units between 1995 and 2004.

None of these strategies would be possible without zoning policies that allow reasonable use of a diverse range of housing types to expand choices and ensure the availability of homes affordable to working families.

Inclusionary zoning requirements or incentives. Few housing policies have generated as much attention (and in many communities, controversy) in recent years as inclusionary zoning. Inclusionary zoning generally involves a requirement or an incentive for developers to include a modest percentage of affordable homes within newly created developments. This is one way of harnessing the power of the market to produce affordable homes.

The nation’s first inclusionary zoning law

developers received a density bonus allowing them to build up to 22 percent more homes than otherwise permitted. The affordable homes were required to remain affordable for 20 years. While the Montgomery County ordinance has been modified many times over the years, it has endured and produced more than 12,000 moderately priced homes through 2005, including 8,527 for-sale homes and 3,520 rental homes.

Since that time, numerous other jurisdictions have adopted inclusionary zoning, especially in high-cost markets such as California. According to a survey conducted by the California Coalition for Rural Housing and the Nonprofit Housing Association of Northern California, as of 2003, 107 cities and counties had adopted inclusionary zoning within the state, producing more than 34,000 affordable for-sale and rental homes. An updated survey was recently conducted and is presently in the process of being analyzed; it is expected to reveal numerous additional jurisdictions in

notably Massachusetts and New Jersey—have enacted statewide laws that achieve similar effects.

While a complete analysis of this complicated subject is beyond the scope of this article, the following are some of the key issues for communities to consider:

- **Equity.** Advocates of inclusionary zoning argue that because land is in limited supply and the price of homes in high-cost markets are so out of reach of working families, inclusionary zoning is the only cost-effective way of ensuring the production of homes affordable to working families. Opponents, on the other hand, argue that it is unfair for the government to require one class of individuals (property owners) to subsidize the public good of affordable homes.

- **Incentives/Offsets.** Consensus around the adoption of inclusionary zoning is generally easier to achieve when well-crafted incentives (also known as offsets) are included to compensate property owners and developers for the foregone revenue associated with producing homes at below-market prices or rents. By ensuring that development continues to be an attractive financial proposition, well-crafted incentives are also likely to blunt the critique offered by some critics that inclusionary zoning policies may lead to an increase in the price of market-rate housing or a decrease in the supply of market-rate housing in the area (because developers do not want to build there). The most common and effective incentive/offset is a density bonus to allow the production of more homes than would normally be permitted under the jurisdiction’s zoning rules. Another useful incentive is to provide developers proposing projects that meet specified affordability guidelines with a fast-track approval process or preapproval to build “as of right.” When inclusionary zoning facilitates an increase in density in otherwise low-density areas, greater speed and certainty in the approvals process, and more affordable homes, all stakeholders benefit.

- **Process Matters.** Consensus is more likely to be achieved when the process for developing recommendations includes both developers and advocates. It also helps to “get into the numbers,” examining the real-world impact of various proposed policies and offsets and the applicability of the proposed policies to local market conditions and housing needs.



Innovative Housing Institute

➡ The Wynncrest development in Ashton, Maryland, in eastern Montgomery County. The moderately priced units are the two smaller units in the middle of the row, flanked by larger market-rate units.

was enacted in the 1970s in Montgomery County, Maryland. The law specified that in any new housing development including 50 or more homes, at least 12.5 to 15 percent must be made affordable to families with incomes at or below 65 percent of the area median income. In exchange for this requirement,

California that have adopted inclusionary zoning and more complete totals of affordable homes produced.

Inclusionary zoning ordinances also have been passed in Washington D.C., Fairfax County, Virginia, and many communities in and around Boston. A number of states—

DEVELOPING AND SUPPORTING A HOUSING STRATEGY FOR WORKING FAMILIES

- Assess housing needs and resources
 - Know your market
 - Be comprehensive
 - Foster interagency collaboration
 - Exercise leadership
 - Set and track progress toward goals
 - Proactively plan for future growth
 - Build public support for affordable housing
 - Create open lines of communication
 - Involve the business community
 - Insist on excellent design
 - Promote a mix of incomes
 - Continually evaluate and refine your strategies
 - Think locally and regionally
- *Voluntary vs. Mandatory.* The consensus view of practitioners working in this area is that mandatory requirements work better than voluntary policies that rely entirely on incentives. On the other hand, New York City appears to have had significant take-up of its voluntary inclusionary housing incentives for Greenpoint-Williamsburg. Chicago has a cross between voluntary and mandatory policies, with the policy optional for those developments that do not seek financial assistance from the city, but mandatory for those that do. It remains to be seen whether the voluntary approach can be extended effectively to other contexts.
- *Target Income Levels.* In general, inclusionary zoning appears better suited to producing homes affordable to families with moderate income than families with very low incomes. This is due both to the economics—moderate income families can afford to pay more than very low-income families, meaning there is less foregone revenue associated with those homes—and the fact that inclusionary zoning is more feasible politically when focused on moderate income families.
- To ensure that very low-income families have access to some of the for-sale or rental homes produced through inclusionary zoning policies, jurisdictions may want to authorize a

local housing authority or other public entity to purchase a portion of the affordable homes, as is the case in both Montgomery and Fairfax Counties. After purchasing the homes, the housing authorities can combine them with other subsidies to make them affordable to lower income families.

- *Duration of Affordability.* One of the limitations of many inclusionary zoning ordinances is that they guarantee affordability for only a limited time period. While 15 or 20 years may seem like a long time, such affordability periods limit the effectiveness of inclusionary zoning policies in contributing to a lasting increase in affordable housing opportunities for moderate income families. They also make it harder to preserve mixed income communities over time. As discussed in greater detail in the analysis on which this article is based, a number of solutions exist to extend the affordability period indefinitely, while still ensuring opportunities for individual asset growth. Such solutions are generally preferable to more limited affordability periods.
- *On-site vs. Off-site.* Some advocates of inclusionary zoning insist that each development include a percentage of affordable homes. Others believe it is sensible to allow developers to provide an equivalent number of homes off-site or pay a fee in lieu of providing on-site affordable homes, with funds to be used to develop affordable homes elsewhere in the community. In general, it appears easier to gain consensus around inclusionary policies that permit off-site affordability or in-lieu fees. This approach also may increase the number of affordable homes constructed by shifting the production of affordable homes to sites with lower land and production costs.
- *Market variations.* It is important to be sensitive to market realities. Inclusionary zoning mandates probably do not make a lot of sense for declining neighborhoods struggling to attract any development whatsoever. While inclusionary zoning is likely to be more effective in hot markets, it will likely be most effective if enacted while there is still a significant number of developable parcels. Interested communities should try to anticipate areas of future growth.
- *Relation to other housing strategies.* While inclusionary zoning is a promising tool for harnessing strong markets to produce affordable homes, it is not a panacea. Inclusionary housing policies will ultimately be most effective if they are part of a larger and more comprehensive

approach to solving a community's housing challenges.

STRATEGY DEVELOPMENT AND SUPPORT

The three policies outlined here demonstrate the potential of the zoning process to expand (or restrict) the availability of affordable homes. Each of these individual approaches is likely to yield improvement, but the benefits would be maximized by adopting all three at once—ideally as part of a comprehensive and strategic approach to meeting a community's need for affordable homes.

While space does not permit a thorough discussion of the process of developing and supporting a housing strategy for working families, the list at the left provides a brief list of many of the key elements. To the extent that communities can initiate a broad and comprehensive process for examining their needs, and bring the full array of resources and agencies to the table to meet those needs, they are more likely to gain support for needed changes and more likely to develop effective strategies for increasing the availability of homes affordable to working families.

Cover photo: www.istockimages.com
A row of San Francisco Victorian homes.

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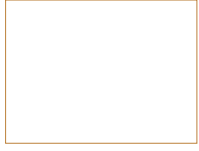
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CAN PEOPLE AFFORD TO
LIVE WHERE THEY WORK?

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November Materials

Agenda

Minutes

Illinois Housing Development Authority (IHDA) Information

Community Housing Association of DuPage (CHAD) Information

DuPage Homeownership Center (DHOC) Information

Dwelling Unit Value Distribution Chart

**AGENDA
VILLAGE OF DOWNERS GROVE
HOUSING AD HOC COMMITTEE**

**COMMITTEE ROOM
MONDAY, November 12, 2007
6:30 P.M.**

- I. Call to Order
- II. Approval of Meeting Minutes of October 8, 2007
- III. Update by Staff
- IV. Workforce Housing Programs – Organizations and Builders
- V. Committee Discussion
- VI. Public Comment
- VII. Adjournment

HOUSING AD HOC COMMITTEE
Minutes of Public Hearing
Downers Grove Village Hall

November 12, 2007, 6:30 p.m.

CALL TO ORDER

Chairman Schnell called the Housing Ad Hoc Committee meeting to order at 6:33 p.m.

Present: Marilyn Schnell, William Waldack, Jack Dare, Tim Meaney, Keith Hoffman, Marge Earl, Paul Jarosz, Kevin O'Connor, Chad Walz, Megan Schroeder

Staff: Management Analyst Megan Bourke and Planner Stan Popovich

Visitors: Dru Bergman, DHOC, 1333 N. Main Street, Wheaton; Roger & Char Morsch, Illinois Housing Development Authority, 401 N. Michigan Avenue, Chicago; Pat Sullivan, St. Joseph Church, 4702 Stonewall Avenue, Downers Grove; David Matthies, Matthies Builders, Inc., 4417 Downers Drive, Downers Grove; Mark Thoman, 1109 61st Street, Downers Grove; Jerry Holman, 834 72nd Street, Downers Grove; Mary Hason, 5720 Hillcrest Road, Downers Grove; Dave Reynolds, Downers Grove Housing Team, 4919 Bryan Place, Downers Grove; Amy Lawless, 41 N. Park Boulevard, Downers Grove; Bob Wahlgren, Community Housing Association of DuPage, 35 W. St. Charles Road, Villa Park; John & Colette Hazard, St. Joseph Church, 1029 Blanchard, Downers Grove; Dan Loftus, Downers Grove.

Minutes from the October 8, 2007 meeting were approved with modifications.

Stan Popovich, Planner, opened the meeting by reminding the group about the November 29 Homeownership Seminar being put on by the DuPage Homeownership Center. As requested by the committee, a new dwelling unit value distribution chart was provided. The mean sales price for single family detached homes in Downers Grove during September and October was \$465,700.

Mr. Popovich informed the committee that Mr. Dabareiner received an outline of the consultants report but that it was not what the Village was looking for and he requested further revisions. Mr. Dabareiner anticipates receiving the report by the end of the week and will forward it to the committee when he receives it. Additionally, the consultant will be available the afternoon of November 21st to talk to individual committee members regarding the report. If a group of members wishes to speak with the consultant, please inform staff so that the meeting can be properly noticed.

Mr. Popovich noted there had been some committee discussions at the previous meetings regarding taking a vote on whether there is an issue, if the Village has a role in finding solutions to the issues, and what the Village would be willing to undertake. Staff wanted to remind the committee that these are valid questions but the committee is still in the fact finding mode of the process. The discussion phase of the process will start with the December 10 meeting where

staff hopes all the committee members will be present. During the January meeting, a draft report will be presented for review with a final report being prepared for the February meeting.

Mr. Popovich noted Chairwoman Schnell inquired if the January meeting could be moved up from January 14 to January 7 due to a previously scheduled engagement. Commissioner Schnell requested the committee check schedules and let the group know during the December meeting.

WORKFORCE HOUSING PRESENTATIONS

Mr. Roger Morsch, Illinois Housing Development Authority (IHDA), provided a brief background of his experience and IHDA. He believes Downers Grove needs to decide what it wants to do. He reviewed the loans his organization provided to the communities of Downers Grove, Naperville, and Wheaton. He noted zero loans were provided within Downers Grove, three loans in Naperville, and nine loans in Wheaton.

He stated IHDA programs are funded through the municipality ceding their bond cap authority to IHDA. IHDA administers three programs as outlined in the material. The first is a 30-year loan that is provided at 75 points below the market rate. The second program is the HELP program. This program is a grant to assist with down payment and origination fees. The program requires the applicant to put down either 1% or \$1,000, whichever is more. He noted individuals who put no money down are four times more likely to default on loans. The third IHDA program is the Mortgage Credit Certificate (MCC) which provides federal income tax relief.

Mr. Morsch noted there would be no Village cost or fiduciary responsibilities to implement the IHDA programs. The bigger question in his mind is does Downers Grove want to see programs in their community to help people purchase a home in Downers Grove.

Mr. Jarosz inquired how communities inform the public about these programs. Mr. Morsch noted some communities have grand unveilings while other times IHDA will meet with realtor groups. He noted IHDA really focuses on realtors and many of IHDA clients come to IHDA through realtor referrals. He noted it is important for the mayor and council to be supportive and encourage the use of these programs if they are implemented. Ms. Vaughn noted church groups and employers could assist in getting the word out.

Mr. Hoffman asked what the disadvantages and restrictions of the IHDA programs were. Mr. Morsch noted there really were not any disadvantages. He noted IHDA has purchase price and income level restrictions but the bond cap money is used primarily for first time homebuyers who produce the most economic impact of any homebuying demographic. Mr. Morsch stated the maximum purchase price for a property this year is \$325,000. If the Village does not have properties available in that price range, then ceding the bond cap money to IHDA would not make any sense. Mr. Morsch clarified the buyers of condominiums and townhouses can use IHDA programs, not just single family detached homebuyers.

Ms. Bourke asked if IHDA has programs for homebuyers after they purchase the home. Mr. Morsch noted they team with organizations such as DuPage Homeownership Center (DHOC) to provide those services. Mr. Morsch noted for a bond cap of \$4.1 million, they would be able to assist around 12 families. He noted the income level restrictions are determined by HUD annually whereas the maximum purchase price is determined by the IRS on an annual basis.

Mr. Waldack asked if the Village were to cede one-year of bond cap money to IHDA how long would the money be available to Downers Grove residents. Mr. Morsch noted the Village and

IHDA would sign an exclusive agreement for a one-year period. After that, IHDA is free to use the money elsewhere, but they try to use all the funding within the community. IHDA has certain timelines with regard to how quickly the funding has to be dispersed.

Chairwoman Schnell asked if first time homebuyers would settle for smaller, older homes instead of looking for a larger home. Mr. Morsch noted in his experience first time homebuyers will look at smaller older homes and not necessarily believe they can go straight into a McMansion.

Mr. Morsch confirmed that all three IHDA programs are starting in Arlington Heights. Mr. Waldack requested staff contact Arlington Heights to gather information about their program.

Mr. Bob Wahlgren of the Community Housing Association of DuPage (CHAD) provided a brief background of his 501(c)3 organization. He noted CHAD has over 350 rental units throughout the county, including 23 in Downers Grove, including 124 Second Street. His organization provides housing opportunities for low and moderate income level groups but does not provide lending or counseling services.

CHAD's 'Just Homes' program provides homeownership opportunities. The program is based on equity sharing with CHAD purchasing a property and financing 40% of the mortgage while the homeowner would finance 60% of the mortgage. CHAD has first right-of-refusal to purchase the property if the homeowner would leave. An appraiser would determine the new value of the house and the homeowner would be provided with 60% of its value. CHAD would then make any necessary repairs and sell the house again, keeping it affordable by splitting the financing 40/60. Mr. Wahlgren noted the program is very liquid and can work with other programs. CHAD is currently talking with Wheaton on a potential project. Mr. Wahlgren noted the programs are similar to a housing trust fund and that CHAD is willing to work with communities to meet their needs and tailor the program as such.

Ms. Vaughn asked about income levels. Mr. Wahlgren noted they work through HUD requirements for the definition of first-time homebuyers. Mr. Hoffman wondered what type of loan the homeowner's secured for the 60% requirement and how CHAD was affected by the loss of the Ameridream and Nehemiah programs. Mr. Wahlgren noted they were not affected by the loss of these programs and that the homeowners obtain standard loans for the 60% requirement. He noted the 60/40 split can be negotiated with the Village if they desired other splits. CHAD's first right-of-refusal keeps the houses affordable for the long-term.

Mr. Wahlgren noted CHAD does not have a maximum purchase price but they try and keep all the houses affordable. If one homeowner would move out, the homeowner would receive 60% of the value of the house and CHAD would turn around and sell the 60% to another homeowner. CHAD has 29 townhouses throughout DuPage County, with one being located in Downers Grove. They purchased the Downers Grove unit three years ago through grant funding. A single family has been living there for three years. Out of the 29 units, four have been turned over due to divorce, death, and financial distress. Mr. Wahlgren noted Highland Park's program and noted some of its restrictions. It was suggested that staff contact Highland Park to gather information on their program.

Mr. Wahlgren clarified CHAD's funding comes from private foundation grants, DuPage County grants and HUD grants. There was discussion concerning keeping houses instead of tearing down houses and using the 60/40 split to maintain the affordability of them.

Discussion ensued regarding how the Village could begin a program such as this one. Mr. Wahlgren suggested a tear-down fee to be placed into an escrow account. Chairwoman Schnell wondered what criteria would need to be used to equitably distribute this government money. Criteria would need to be set up to ensure proper distribution of the money.

Ms. Bergman, DuPage Homeownership Center (DHOC), provided a brief background of her 501(c)3 organization which was started as the result of the DuPage County Affordable Housing Task Force. Her organization provides free education and counseling to homebuyers. Classes are offered throughout the county twice a month with individual counseling available. The education includes both pre-purchase and post-purchase counseling. DHOC also has a program for seniors, which has included 26 from Downers Grove.

The Homestead Program was established in 1992 and provides layered financing to average working families. The layered financing program consists of four mortgages through IHDA, Harris Bank, Illinois Affordable Housing Trust Fund, and DuPage County's HOME federal block grant. The blending of finance programs provides lower interest costs while increasing buying power. DHOC has serviced 460 families since the program's inception, including 18 in Downers Grove. Of the 18 families in Downers Grove, five purchased detached single family homes and four purchased townhouses prior to 2002. Since 2002, the nine Downers Grove families all purchased townhouses. This is the same trend seen throughout DuPage County.

Ms. Bergman noted as incomes have risen, housing prices have risen at a higher rate. They work with IHDA to provide assistance to families and provide counseling. Ms. Bergman noted the upcoming November 29 Homeownership program and hoped members of the committee would attend. Ms. Bergman reiterated Mr. Morsch's point that it comes down to the Village's will to address these issues. There are ways to address these problems; Rochester, Minnesota, has a successful program that is addressing these concerns. She noted people are giving up on the DuPage County housing market.

During discussion, Ms. Bergman noted the federal government sets the definition for a first-time homebuyer (those individuals who have not purchased a house in the last three years) and the first-time homebuyer is realistic in what they can afford. Many will go into a townhouse, but in many instances a one-bedroom or two-bedroom townhouse is not realistic for a 30-year old couple with two children.

Ms. Bergman noted inclusionary zoning, overlay districts, and land trusts can be used to provide housing that is affordable to the working family. She noted that individuals in their programs fit into the neighborhood because only the lenders know the families were involved in the program; the neighbors do not know.

Mr. Walz asked what role Downers Grove could have in facilitating a program like this and where Homestead funding comes from. Ms. Bergman noted the Village Council and this committee's support are needed. Homestead funding is from trust funds, and state and county funds which are competitive. Ms. Bergman noted a teardown tax and homeownership-friendly zoning policies assist communities in developing housing options. Ms. Bergman noted in Wheaton the number of teardowns increased substantially from 2005 to 2006 and the average home prices for houses that replaced teardowns increased substantially as well. Ms. Bergman discussed the tear-down trend with increased property values then affects fixed-income seniors who have higher taxes.

Mr. Hoffman asked about the third and fourth mortgages in the Homestead program. Ms. Bergman noted the third and fourth mortgages are used to buy down the first and second mortgages. Additionally, the homebuyer would be benefited from increased property values.

Mr. Dave Faganel, R.A. Faganel Builders, provided a background on his family company which was started in 1964. He informed the committee builders would be more inclined to build attainable houses because there are more buyers at those price points. He described the housing triangle, with more expensive houses at the tip of the triangle with less expensive homes making up the base of the triangle. Attainable housing is less risky for developers and over the past six months the vast majority of homes selling are those under \$250,000.

Mr. Faganel believed politics and a not-in-my-backyard sentiment limit the ability of developers from building attainable housing. The cost of housing is driven up by building, zoning, and impact fees which are always increasing. Mr. Faganel stated he is writing more checks to municipalities than he ever has before for schools, park, building permit fees, transition fees, and review fees. He noted project timelines have also increased; approvals which used to take six months now take two to three years. Local land prices and minimum lot sizes drive the prices of homes up. Mr. Faganel noted hard costs such as roads and streetlights which used to run \$20,000 in the late 1980s are now up to \$45,000 for single family home developments and \$24,000 for townhouse developments.

Mr. Faganel noted Naperville has a \$27,000 teardown fee. He noted a reduction in impact fees if the development were for attainable housing would reduce the price, but how low would be on a case-by-case basis. A larger scale development would be easier than individual houses.

Mr. Meaney asked what could be done to fill the gap between \$200,000 and \$400,000 houses in Downers Grove. Mr. Faganel said getting down to \$200,000 would be very difficult, but developers and the Village would have to be creative to meet the higher end of that range. He noted lot costs and building code requirements, such as sprinklers or electrical conduit instead of Romex, drive up the cost as well. Mr. Faganel noted CHAD's program could be helpful but to be careful of potential windfalls of people purchasing a house for a lower amount and flipping it to receive a large profit.

Mr. Dave Matthies, Matthies Builders, Inc., provided a brief history of his firm and explained he purchased two 50 by 132 lots a few years ago for around \$280,000 each and tried to produce a product for under \$800,000. He sold both houses for a loss. He noted people do not want a house with less than 2,700 square feet which means a higher price.

Mr. Matthies noted building and stormwater fees can run into the \$70,000s and a \$10,000 teardown fee would only increase the cost of homes. He noted the cost of materials continues to rise which is passed along to the homebuyer. As examples, he noted lumber prices have risen as has the cost of foundations. He noted the idea that builders are making more money on higher priced house is not accurate as the costs are higher as well.

Chairwoman Schnell inquired how a developer could build \$350,000 or \$400,000 homes. Would cluster housing be helpful? Mr. Matthies noted building in bulk reduces costs and cluster housing would help in lowering costs. Zoning to allow higher densities in certain areas, such as near railroad tracks, would be helpful. Per a question regarding townhouse developments affecting residential property values, Mr. Matthies noted high level projects such as the Sievers project on Maple Avenue are achieved through density increases. He noted those townhouses are in the \$400,000 to \$500,000 price range.

Mr. Matthies clarified the housing triangle is about price, not size of houses. In Hinsdale, a two or three million dollar house is at the top of the triangle, but in Downers Grove the highest price home may be less than that. He noted clients don't want to spend \$700,000 for a small house when they can go elsewhere and buy a larger house for the same price.

Mr. Matthies stated he'd be a fool not to build houses in the \$200,000 to \$400,000 range because they would sell quickly. However, the costs of land, building materials, and fees make it harder to build these homes. He noted it would be very difficult to accomplish this in Downers Grove for single family homes; townhouses would be possible, while clustering homes may bring the price down to near \$400,000.

Mr. Dare inquired about the possibility of constructing duplexes. Mr. Matthies noted it would bring down some costs but the zoning may not allow for it in some locations. He stated he is aware of some duplexes selling for \$450,000 that are not selling. He noted if zoning laws and impact fees were changed to enable this type of development, it may work.

Mr. Matthias felt the financing options were the most viable way to proceed due strictly to the cost of the land and materials. He noted building costs are around \$200 per square foot now in Downers Grove because some rooms, bathrooms and kitchens, are more expensive while others, family rooms, are cheaper. Every house has to have a bathroom and kitchen no matter the size. Mr. Faganel noted house costs can be around \$65 per square foot on larger tracts of land as developers do not build basements and other items. The question is whether those houses would fit into Downers Grove and if the neighbors would like them.

Mr. Faganel felt duplexes could work but cluster development may be difficult. He noted municipalities should set guidelines to help developers and homeowners achieve the attainable housing. He noted there is a variety of house products available to different income ranges.

Ms. Schroeder noted the \$65 per square foot would not include land costs in Downers Grove. She noted 50 by 150 lots are selling for \$250,000 in Downers Grove. Many of these lots contain homes which require significant fixes or are too small for what people want to do in today's home. The buyer with a lower price point has to lower expectations in the size of the house they can afford.

A discussion took place regarding the possibility of clustering homes and selling them for around \$400,000 but being able to sell the same unit for \$600,000 in a year's time. How do you keep it attainable? The CHAD program was identified as a way to keep it attainable. The ability of the Village to purchase land and provide it to a developer was discussed; however, it didn't seem as if that would be possible. It was identified the Village should look at existing houses and how to help the homeowner maintain and improve the existing stock.

Mr. Matthies noted 70% of his clients are currently Downers Grove residents who want to stay in the Village. Mr. Waldack noted the Village was losing housing stock to teardowns and wondered if impact fees would stop teardowns. He asked staff to provide information regarding the fees a developer pays to the Village. Ms. Schroeder noted some houses need to be torn down and have outlived their life span. Mr. Matthies noted a client's attempt to purchase a smaller house and rent it prior to tearing it down, but that the quality of the house was such that it would need extensive repairs even to rent it.

Chairwoman Schnell noted the proposed townhouse development at Ogden and Lee Avenue and how it is somewhat controversial. How do you educate residents about these projects and get good design. Mr. Matthies noted the Village should work closely with the developer to

ensure good design and quality building products. Mr. Faganel warned against micro-managing projects and encouraged master planning development to identify sites for attainable housing. He noted allowing 'granny flats' above detached garages provide affordable housing opportunities. He felt a teardown impact fee would hurt the evolution of housing as some houses need to be torn down as they deteriorate.

Mr. Matthies noted he has clients through August 2008 and is no longer constructing spec houses, only pre-sold client homes. He noted there is still a lot of inventory available. He has clients who are replacing smaller homes with larger homes on the same lot. Many look to rehabilitate or expand an existing house but when they see the small cost difference between expanding and building new, they tend to build new.

Ms. Schroeder noted the market may be down but people are still purchasing homes. The slow down is a global problem but the Midwest is relatively strong. Land is not depreciating and homes remain saleable.

Mr. Meaney believes there is a problem and isn't sure there is a solution. Ms. Vaughn noted there is a solution in what has been presented tonight; it will just take collaboration from the government, builders, and advocates. Chairwoman Schnell noted the next meeting is where the committee will begin to talk about solutions. Chairwoman Schnell thanked all the speakers for attending tonight's meeting and presenting their programs and experiences.

PUBLIC COMMENTS

John Hazard, 1029 Blanchard, noted he was pleased with the discussion this evening and the committee's work. He believes there is a gap in the housing and the question is a question of vision. He believes the committee should not set the vision but should play a role in developing the vision and working with others to set the vision. He noted mixed-use buildings and other types of developments may create more attainable housing. He hoped the timeframe for the committee could be extended past February to work more on these issues.

It was announced that the next meeting was scheduled for December 10, 2007, at 6:30 p.m.

ADJOURN

The meeting was called adjourned at 8:40 p.m. by the chairwoman.

Transcribed by:

Stan Popovich, AICP
Planner

Summary of Advantages to Working with IHDA's I-Loan Mortgage

- **Below market interest rates**
- **90 day rate lock with option to "lock" rate for up to 9 months**
- **Down payment and closing cost assistance options**
- **Full reimbursement for "recapture tax"**
- **3 years of "job loss protection" at no cost to the borrower**
- **Dramatically reduced premiums for pmi insurance for loans with less than 20% downpayment**
- **Option to finance pmi into loan**
- **Availability of the entire IHDA lender network with hundreds of branch locations**
- **As little as 3% downpayment**
- **Ability to use soft seconds and grants from most sources**
- **Fast approval times (generally 1-2 days after receipt)**
- **Very minimal extra documentation**

TARGETED AREAS INCOME & PURCHASE PRICE LIMITS

MRB AND MCC ATTACHMENT	Maximum Household Income Limits		New Construction				Maximum Purchase Price Limits Existing Construction							
	Household of 1 or 2	Household of 3 or More	New Construction		New Construction		1 Unit		2 Units		3 Units		4 Units	
			1 Unit	2 Unit	1 Unit	2 Unit	1 Unit	2 Units	3 Units	4 Units				
Cook, Kane, Lake, Will	\$86,880	\$101,360	\$398,310	\$448,620	\$398,310	\$448,620	\$398,310	\$448,620	\$545,060	\$628,910	\$545,060	\$628,910	\$545,060	\$628,910
DeKalb	\$83,280	\$97,160	\$398,310	\$448,620	\$398,310	\$448,620	\$398,310	\$448,620	\$545,060	\$628,910	\$545,060	\$628,910	\$545,060	\$628,910
McLean	\$88,200	\$102,900	\$289,700	\$370,880	\$289,700	\$370,880	\$289,700	\$370,880	\$448,310	\$557,140	\$448,310	\$557,140	\$448,310	\$557,140
St. Clair, Madison	\$79,920	\$93,240	\$309,370	\$370,880	\$309,370	\$370,880	\$309,370	\$370,880	\$448,310	\$557,140	\$448,310	\$557,140	\$448,310	\$557,140
All Other Counties with Targeted Areas***	\$79,920	\$93,240	\$289,700	\$370,880	\$289,700	\$370,880	\$289,700	\$370,880	\$448,310	\$557,140	\$448,310	\$557,140	\$448,310	\$557,140

*** ALL OTHER COUNTIES WITH TARGETED AREAS: Adams, Alexander, Champaign, Crawford, Franklin, Greene, Jackson, Jefferson, Kankakee, LaSalle, McDonough, Macon, Marion, Mercer, Morgan, Peoria, Pulaski, Rock Island, Saline, Sangamon, Stephenson, Tazewell, Vermilion, White, Winnebago.

NON-TARGETED AREAS INCOME & PURCHASE PRICE LIMITS

MRB AND MCC ATTACHMENT	Maximum Household Income Limits		Maximum Purchase Price Limits				
	Household of 1 or 2	Household of 3 or More	Existing Construction				
			New Construction 1 Unit	1 Unit	2 Units	3 Units	4 Units
County where Residence is Located	Household of 1 or 2	Household of 3 or More	New Construction 1 Unit	1 Unit	2 Units	3 Units	4 Units
Cook, Du Page, Kane, Lake, McHenry, Will	\$72,400	\$83,260	\$325,890	\$325,890	\$367,060	\$445,960	\$514,570
DeKalb	\$69,400	\$79,810	\$325,890	\$325,890	\$367,060	\$445,960	\$514,570
Grundy	\$72,800	\$83,720	\$325,890	\$325,890	\$367,060	\$445,960	\$514,570
Kendall	\$83,900	\$96,485	\$325,890	\$325,890	\$367,060	\$445,960	\$514,570
McLean	\$73,500	\$84,525	\$237,030	\$237,030	\$303,450	\$366,800	\$455,840
St. Clair, Clinton, Jersey, Madison, Monroe	\$66,600	\$76,590	\$253,120	\$253,120	\$303,450	\$366,800	\$455,840
Bond, Calhoun, Macoupin	\$66,600	\$76,590	\$253,120	\$253,120	\$303,450	\$366,800	\$455,840
All Other Counties	\$66,600	\$76,590	\$237,030	\$237,030	\$303,450	\$366,800	\$455,840

Some of these limits have been determined by a Private Letter Ruling issued by the IRS to the Authority. These limits may be used only in connection with Authority Programs. Use of these limits in connection with other Bond Programs is prohibited.

The Affordable Housing Fact Sheet 30-Year Fixed-Rate Program

The Illinois Housing Development Authority (IHDA) and select Illinois communities now offer 30-year fixed-rate mortgages especially for you at rates between one and two percent below market rates.

Qualifying applicants enjoy the following **program benefits**:

- Interest rates approximately 50 bp's below conventional rates
- Add 25 bp's to the rate and get \$1,000 toward closing costs
- Add 37.5 bp's and receive \$1,500 closing cost assistance

In addition, there are zero points, borrowers must be first-time homebuyers (in certain economically depressed areas, this requirement is waived), a borrower's income cannot exceed single-family program limits, the purchase price cannot exceed program ceilings set by the federal government, and homebuyer counseling may be required before purchase.

Who is a First-Time Buyer?

IHDA's customized First-Time Homebuyer Programs have helped tens of thousands of Illinois residents realize their dream of homeownership. These programs are designed to help first-time homebuyers who **haven't owned a home of their own in the last three years, meet the program's income and purchase price limits, and live within a locality's corporate limits.**

What You Should Know

Homebuyers must live in the house as their principal residence and move in within 60 days of closing. Several types of property may be purchased, including both new and existing homes. Single-family residence types may include single-family detached homes, townhomes, condominium units, or two-, three- or four-flat units, as long as the buyer lives in one of the units.

For more information about First-Time Homebuyer eligibility, please call the IHDA Home Line at (800) 942-8439 or contact one of our participating lenders. The lender list can also be accessed online at <http://www.ihda.org>.

The Affordable Housing Fact Sheet

HELP Program - Down Payment/Closing Cost Assistance

The Illinois Housing Development Authority (IHDA) has partnered with certain Illinois localities to help first-time homebuyers reap yet another benefit of homeownership. Thanks to the HELP Program, assistance with down payment and origination fees is available.

Qualifying applicants will meet the following **program parameters**:

- Buyers who have not owned a home as their principal residence in three years
- And will be moving into the property within 60 days of closing
- And who purchase within city limits

HELP is a 30-year, fixed-rate conventional loan. Mortgage industry studies show half those turned down for loans would have qualified, if they had enough money for down payment and closing costs. HELP solves this problem by providing buyers with the funds they need to purchase their first home.

Who is a first-time Buyer?

IHDA's customized First-Time Homebuyer Programs have helped tens of thousands of Illinois residents realize their dream of homeownership. These customized programs are designed to help first-time homebuyers who **haven't owned a home of their own in the last three years, meet the program's income and purchase price limits, and live within a locality's corporate limits.**

What You Should Know

Homebuyers must live in the house as their principal residence and move in within 60 days of closing. Several types of property may be purchased, including both new and existing homes. Single-family residence types may include single-family detached homes, townhomes, and condominium units.

How HELP Works

Say a buyer purchases a home for \$100,000. Under HELP, the buyer would receive a grant of \$4,250 (4.25% of the purchase price). This provides the buyer with \$3,000 (3%) in cash to be applied to his/her down payment and \$1,250 (1.25 %) to be used toward origination fees, which are part of closing costs.

For more information about First-Time Homebuyer eligibility, please call the IHDA Home Line at (800) 942-8439 or contact one of our participating lenders. The lender list can also be accessed online at <http://www.ihda.org>.

The Affordable Housing Fact Sheet Mortgage Credit Certificate

The Illinois Housing Development Authority (IHDA) and certain Illinois localities have partnered to help first-time homebuyers reap yet another benefit of homeownership. The Mortgage Credit Certificate (MCC) Program provides a break in federal income taxes.

Qualifying applicants enjoy the following **program benefits**:

- Dollar-for-dollar reduction in federal income taxes
- Equal to 20% of mortgage interest paid.
- Plus the standard income tax deduction available when purchasing a home

MCCs can be used with any type of mortgage loan: conventional, fixed-rate, adjustable, or a balloon-rate mortgage. It also works with FHA and VA loans. Qualified MCC buyers can either file a revised W-4 withholding form to receive immediate benefits, or wait to file the federal income tax return at the end of the year. Either way, buyers can apply more of their earnings to a new home and less to federal income taxes.

Who is a First-Time Buyer?

IHDA's customized First-Time Homebuyer Programs have helped tens of thousands of Illinois residents realize their dream of homeownership. These programs are designed to help first-time homebuyers who **haven't owned a home of their own in the last three years, meet the program's income and purchase price limits, and live within a locality's corporate boundaries.**

What You Should Know

Homebuyers must live in the house as their principal residence and move in within 60 days of closing. Several types of property may be purchased, including both new and existing homes. Single-family residence types may include single-family detached homes, townhomes, and condominium units.

How an MCC Works

Say a buyer takes out a \$100,000 conventional market rate mortgage at 6.5% interest. On a 30-year fixed loan, the buyer normally pays \$6467 in mortgage interest in year one. With an MCC, the buyer gets to take 20 % (\$1293) off federal income taxes, **which has the same effect as adding \$108 in additional income per month. This saves the buyer \$25,508 in federal taxes over the life of the loan.**

For more information about First-Time Homebuyer eligibility, please call the IHDA Home Line at (800) 942-8439 or contact one of our participating lenders. The lender list can also be accessed online at <http://www.ihda.org>.

09/4/2007



**ILLINOIS
HOUSING
DEVELOPMENT
AUTHORITY**

401 N. Michigan Ave.
Chicago, IL 60611

312-836-5200 Main
312-836-5222 TDD

www.ihda.org

Dear Lender,

Effective September 5, 2007, the Illinois Housing Development Authority will change its interest rates for the First-Time Homebuyer Program. The new rates for both "non-targeted" and "targeted" properties are as follows:*

6.25% - 0 Points
6.10% - 1 Points
5.95% - 2 Points
5.80% - 3 Points

This change is for new reservations and does not effect loans already reserved. Also, once a loan is reserved the rate is locked for 90 days.

If you need a longer rate lock, we suggest you select the extended rate lock option.

We will continue to offer the \$1,000 contribution for closing costs option as well. The rates for that option are:

6.50% - 0 Points
6.35% - 1 Point
6.20% - 2 Points
6.05% - 3 Points

Our special city programs will decrease to 6.00%, 0 points or 6.25%, with up to \$1,000 in closing cost assistance or 6.375%, with up to \$1,500 in closing cost assistance.

In addition, we still have our HELP Program available. See our web site www.ihda.org . The interest rate on that product will decrease to 6.75%.

Finally, our rural initiative program will decrease to 6.00%, 0 points or 6.25% with \$1,000 in closing cost assistance or 6.375% with up to \$1,500 in closing cost assistance.

In order to make a reservation, log onto our Mitas reservation website at <https://ilrss.ihda.org/ilrss/> . If you or your institution does not have the necessary passwords to access the system, please contact your compliance officer immediately .

*Rates are subject to change at any given time. Please continue to use our website, www.ihda.org for current information.

Thank you,

Gregory L. Lewis
Director
Single Family Originations and Portfolio Administration

Just Homes

NOW YOU CAN BUY A HOME
OF YOUR OWN FOR LESS THAN
THE COST OF YOUR RENT!



COMMUNITY HOUSING ASSOCIATION

WWW.CHADHOUSING.COM

DO YOU QUALIFY?

You simply need to be a first-time homebuyer with a household of 4 or more, and must have a yearly suggested income of at least \$37,000/year but not to exceed eighty percent of the area median income of DuPage County, as seen below:

<i>Family Size</i>	<i>Maximum Total Income</i>
4	\$59,600
5	\$64,350
6	\$69,150
7	\$73,900
8	\$78,650

For more information regarding the Just Homes program, please call Barb Mashburn at 630.942.6923 or Dawn Ward at 630.665.1000 ext. 17, or feel free to visit our website at www.chadhousing.com.



Imagine your own house with central air conditioning, three bedrooms, a garage, and the convenience of being located close to the kids' school and nearby shopping center!

Community Housing Association of DuPage (CHAD) is introducing a new program, "Just Homes." In this equity sharing program, CHAD sells you house for sixty percent of the market value but retains a forty percent interest as a "silent partner." For example, CHAD could buy a house for \$200,000. CHAD will then sell a 60% interest in the property to you for only \$120,000!

HERE'S HOW IT WORKS

You would pay approximately \$1,100 per month (based on 6.5% mortgage) for the mortgage, property taxes, and insurance on the house. You will enjoy income tax deductions from this. CHAD is the silent partner, helping you live in your dream home.

In addition, as a buyer, you will receive the 2% down payment and closing costs in an amount not to exceed \$6,300 per residence.

Later, if you sell your house, CHAD will buy it back at the same rate, sixty percent of the current appraised value of the house.

This means if you bought the \$200,000 house for \$120,000 as in the example, and the value for that house goes up to \$250,000, CHAD would buy it back at \$150,000, and you make a profit of \$30,000 on your house. No realtor would be involved, so you would not pay a commission!



DuPage
Homeownership
Center

33 N. Main St • Wheaton, IL 60187
630-260-2500 • f: 630-260-2505

Free Help for First-Time Home Buyers

The DuPage Homeownership Center is a HUD-certified nonprofit agency offering free homebuyer education and counseling to help you make the dream of homeownership a reality.

Free Home Buyer Education Classes

Get on the path to ownership with this comprehensive, step-by-step guide to the home-buying process. We offer valuable consumer education on obtaining a mortgage, finding a property and selecting professional services. We also provide information on special homeownership programs in DuPage County for low- and moderate-income first-time buyers.

Class Date

Class Location

Saturday, November 17, 2007
9 a.m. to 1 p.m.

Outreach Community Center
345 S. President Street
Carol Stream, IL 60188

Saturday, December 8, 2007
9 a.m. to 1 p.m.

DuPage County Govt. Center
Administration Bldg. Auditorium
421 N. County Farm Road
Wheaton, IL 60187

Saturday, January 12, 2008
9 a.m. to 1 p.m.

Naperville Municipal Center
400 S. Eagle Street
Naperville, IL 60540

Saturday, February 9, 2008
9 a.m. to 1 p.m.

Mainstreet Organization of REALTORS
6655 S. Main Street
Downers Grove, IL 60516

Space is limited and reservations are required. Please call (630) 260-2500 for reservations.

Free Individual Counseling

Information will be provided at the class about arranging free pre-purchase counseling. Our housing counselors will meet with you to determine what you can afford and help you develop an Action Plan to achieve homeownership. We also can provide a copy of your merged credit report and help you address credit problems that may prevent you from becoming a homeowner. (Credit report cost: \$17 per individual or married couple.) More information on individual counseling will be available at the class.

The DuPage Homeownership Center is supported by a public/private partnership of area lenders, government, social service agencies, and the REALTOR Association of West/South Suburban Chicagoland. Additional support is provided by The Grand Victoria Foundation, The DuPage Community Foundation and the U.S. Department of Housing and Urban Development. This event is not sponsored by or endorsed by any of the host sites.

Making
The Dream Possible  www.dhoc.org



1333 N. Main St • Wheaton, IL 60187
p: 630-260-2500 • f: 630-260-2505

DuPage Homestead Program Information Packet

*Having trouble affording a house in expensive DuPage County?
Our special mortgage financing can help!*

What is the DuPage Homestead Program? The DuPage Homeownership Center (DHOC), a non-profit, HUD-certified housing counseling agency, created the Homestead Program in 1992 to help first-time homebuyers who were being priced out of the high-cost DuPage housing market. Homestead uses a reduced-interest mortgage-financing package to boost the buying power of income-eligible first-time buyers to enable them to afford a home in DuPage County. Because you are paying less in interest charges than with market-rate financing, you can afford more house!

How do I qualify for the Homestead Program? You must meet ALL of the following eligibility criteria at the time you close on a home. Counseling may help you to meet some criteria that you do not currently meet. Meeting these criteria does not guarantee that you will get a loan.

1. None of the applicants have owned a home as their principal residence in the past three years.
2. After covering your downpayment and closing costs, total liquid household assets such as checking, savings, money markets, mutual funds, etc. (not including retirement plans), do not exceed \$20,000.
3. Any bankruptcies must have been discharged at least two years and you must have reestablished at least 12 months of traditional credit.
4. None of the applicants owes federal, state or local tax debts.
5. Total GROSS household income cannot exceed the following limits (gross income is defined as income from all sources, including child support, before any deductions):

Family Size	1	2	3	4	5	6	7	8
Household Income*	\$41,700	\$47,700	\$53,650	\$59,600	\$64,350	\$69,150	\$73,900	\$78,650

**Income guidelines are determined by HUD and adjusted every February (updated 3/06).*

I'm a Housing Choice Voucher Holder. Can I use my voucher with the Homestead Program? Yes! Please refer to the sheet titled "Special Information for Housing Choice Voucher Holders" at the end of this information packet.

What are the downpayment requirements? You must put down at least 3%. Of this, a minimum of 1% must be from your own funds. Beyond that, you can put additional money toward the downpayment (there is no maximum), and up to \$10,000 of any amount over 1% can be from a gift. (Your combined loan-to-value ratio cannot exceed 100%.) In addition to your downpayment, you must have one mortgage payment in reserve after you close. For example, if your monthly mortgage payment is \$1,000, you must have \$1,000 set

aside at closing in a "rainy day fund" for emergencies. This is for your own financial protection. Your housing counselor will explain this requirement in greater detail.

Does DHOC charge any fees to participate in Homestead? We charge \$17 per individual or married couple for a merged credit report. We also charge a \$400 administration fee, which you pay at closing **ONLY** if you buy a home through Homestead.

Are there any restrictions on the house I can buy? You select the house you want to buy with the following restrictions: (1) The house price will depend on what you can afford, but in no case can it exceed \$275,200; (2) The house must be located in DuPage County; (3) No multifamily dwellings (you can buy a condominium, townhouse, or your side of a duplex); (4) The house must pass inspection by a licensed ASHI home inspector; (5) You must be able to afford the property as determined by your counselor and mortgage lender.

Can I buy a house through this program if I have bad credit or too much debt? DHOC will counsel you on budgeting and credit management so that eventually you may qualify for a mortgage. Please understand that you may be facing six months or more of work to address past problems before you can qualify for a mortgage. **DON'T BE DISCOURAGED!** It is definitely worth the time and effort to become financially stronger so that you can eventually buy a home. We encourage you to enter the program.

How long will it take to buy a home through the Homestead Program?

That depends on your financial situation when you enter the program (see previous question). The soonest you would be able to purchase is approximately four months. You will be ready to purchase when you meet **ALL** of the following qualifications:

1. You have adequate savings for at least a 1% downpayment and a minimum of one mortgage payment in reserve (probably at least \$3,000).
2. You have sufficient income to afford a monthly mortgage payment.
3. You have a reasonable debt load relative to your income.
4. You have a minimum credit score of 620.
5. You must have stable income and be able to demonstrate that you have been continuously employed in the United States for at least the past two years. It is acceptable to be a recent graduate (of a vocational training program or school/college) if you have been employed in your area of study for at least one year.

Please note that meeting these criteria does not guarantee that you will obtain financing.

Remember that counseling can help you work through credit problems and other issues if you do not qualify to purchase when you enter the program.

How do I enter the program?

STEP ONE: Attend a DHOC Home Buyer Education Class and receive your Certificate of Completion. **YOU MUST ATTEND THIS CLASS BEFORE YOU CAN PROCEED TO THE NEXT STEPS.** All household members age 18 and over must attend the class, except adult children or senior relatives living in the home who will not be on the mortgage (although any income they receive must be disclosed to determine household program eligibility).

STEP TWO: Obtain an Application Package at the Home Buyer Education Class.

STEP THREE: Read the Application Package carefully and complete ALL of the fields.

STEP FOUR: Assemble COPIES of the following documents:

- _ Federal tax returns for the past two years
- _ W-2s for the past two years
- _ If self-employed, year-to-date profit-and-loss statement
- _ Pay stubs for the past 30 days for all household members age 18 and over
- _ Bank statements for the past two months
- _ A check or money order for \$17 per individual or married couple for your credit report, made payable to the DuPage Homeownership Center, or a copy of your credit report (if it is less than six months old).

Please note that we cannot accept originals and we cannot make copies for you.

STEP FIVE: Submit your completed application form and documents to

DuPage Homeownership Center
1333 N. Main Street
Wheaton, IL 60187

You can submit your information by mail. When we receive your package, we will call you to schedule an appointment for an individual intake session. **If we cannot reach you within 30 days, we will mail your credit report payment back to you and shred your documents.**

You also can deliver your information in person to our offices most weekdays. **Please call ahead to make sure someone will be available to receive your documents – (630) 260-2500.** When you hand them in, we will schedule an appointment for you to come back for an individual intake session. **REMEMBER, PLEASE CALL AHEAD BEFORE COMING!**

STEP SIX: At your individual intake session, you will meet with a housing counselor who, prior to the meeting, will have reviewed your documents, obtained your credit report, assessed your initial eligibility for the program and estimated your purchasing power based on the information you provided. The counselor will develop a customized Homeownership Action Plan for you detailing a suggested course of action to help you achieve homeownership. This may include recommendations for addressing credit problems or other barriers that may be preventing you from becoming a homeowner. It also will include a list of any additional information we need from you in order for you to move forward in the program. If the counselor discovers you are not eligible for the Homestead Program, she will provide information on other resources to help you purchase a home.

STEP SEVEN: You will be responsible for working on any issues identified in the Homeownership Action Plan. Your housing counselor will contact you periodically to check on your progress and you can feel free to contact her with any questions or concerns you

might have. You will remain in our active client database as long as you wish while you are working on your Action Plan, provided you maintain contact with your counselor.

STEP EIGHT: When you have completed your Action Plan (however long that takes will depend on your individual circumstances), you will be placed in our "Market Ready" pool. You will attend a Homestead Placement Class, where we will prepare you for the final stages of the process, including critical information about property selection and contract negotiation. (Please note that if it has been more than one year since you attended Home Buyer Education, you also will have to repeat that course.) Then you will have the opportunity to apply to one of our participating lenders to be preapproved for financing. (Please note: If the number of "Market Ready" clients exceeds the amount of available funds, applicants will be prioritized based on the date of their initial intake session.)

STEP NINE: Once you are preapproved for financing by a participating lender, you can shop for a home.

Some Important DON'TS:

- Do NOT bring originals of your personal documents. We will accept copies only.
- DO NOT ask our staff to make copies; we do not have the time or budget to do this for you.
- Do NOT leave your documents in the unsecured mailbox outside our door. We cannot be responsible for any items left outside our offices.
- Do NOT try to hand in your documents at our offsite events, such as our Home Buyer Education Classes or our Annual Home Buyers Fair. We will NOT accept them, as we have no way to secure your documents at these public events.
- Do NOT shop for a home until you are accepted into the program and PREAPPROVED for financing (see Step Nine above).

Questions? Call the DuPage Homeownership Center at (630) 260-2500 or visit our website at www.dhoc.org.

**IMPORTANT NOTE FOR
HOUSING CHOICE VOUCHER HOLDERS:
You must read and comply with the program
requirements listed on the following page.**

Special Information for Housing Choice Voucher Holders

Housing Choice "Section 8" Voucher Holders now can use their vouchers with the DuPage Homestead Program. In order to qualify, you must meet the following ADDITIONAL program requirements (you also must meet the DuPage Homestead Program requirements listed earlier).

Please note that you must meet ALL of the eligibility criteria at the time you close on a home. Counseling may help you to meet some criteria that you do not currently meet. Meeting these criteria does not guarantee that you will get a loan.

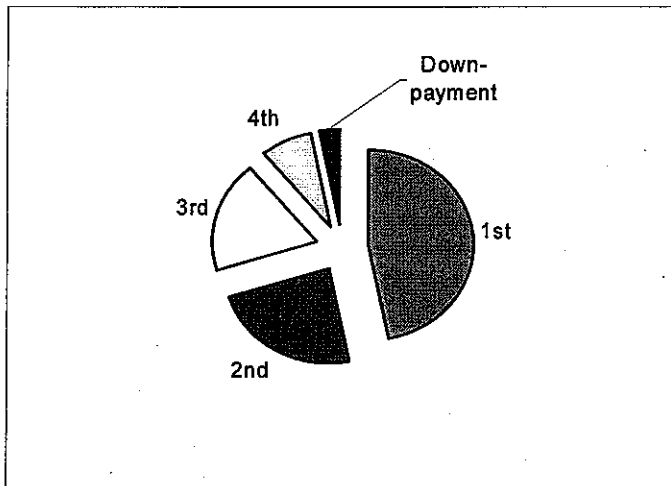
- Applicant must have a current "Section 8" Housing Choice Voucher.
- ALL applicants must have a minimum annual income of \$10,300.
 - Applicants must be earning the equivalent of 2,000 hours per year at the federal minimum wage and thereby have earned income from employment of at least \$10,300.
- Applicants must have been employed for the past 12 months.
 - Exception: Persons with disabilities do not have to be working. They must have a minimum income of \$10,300 but may qualify with income from non-earned sources such as social security or disability.

How the DuPage Homestead Program Works

Homestead provides mortgage financing at reduced interest charges relative to what you would pay if you used regular market financing. You pay less in interest so more of your money goes directly toward the purchase price of the home, enabling you to afford more.

Homestead is what we call a "layered financing package." Here's how the layers work:

	Amount of Funds	Source of Funds	Terms
First Mortgage	Approximately 47% of the purchase price of the home	Participating mortgage lender, in cooperation with Illinois Housing Development Authority	30-year mortgage at a fixed interest rate that is about ½ to 1% below current market rates
Second Mortgage	23% of the purchase price of the home	Harris Bank	30-year mortgage at a fixed interest rate of 4%
Third Mortgage	19% of the purchase price of the home	Illinois Affordable Housing Trust Fund (a state pool of funds used to provide affordable housing)	No monthly payments; no interest charges or shared appreciation; due on sale or transfer of home
Fourth Mortgage	\$20,000 – pays portion of cost of home, 3 "points" to buy down the first mortgage interest rate, and up to \$1,000 of closing costs	DuPage County's HOME federal block grant	No monthly payments; no interest charges or shared appreciation; due on sale or transfer of home
Downpayment	3% of the purchase price of the home	1% must be your own funds, 2% can be a gift or grant	

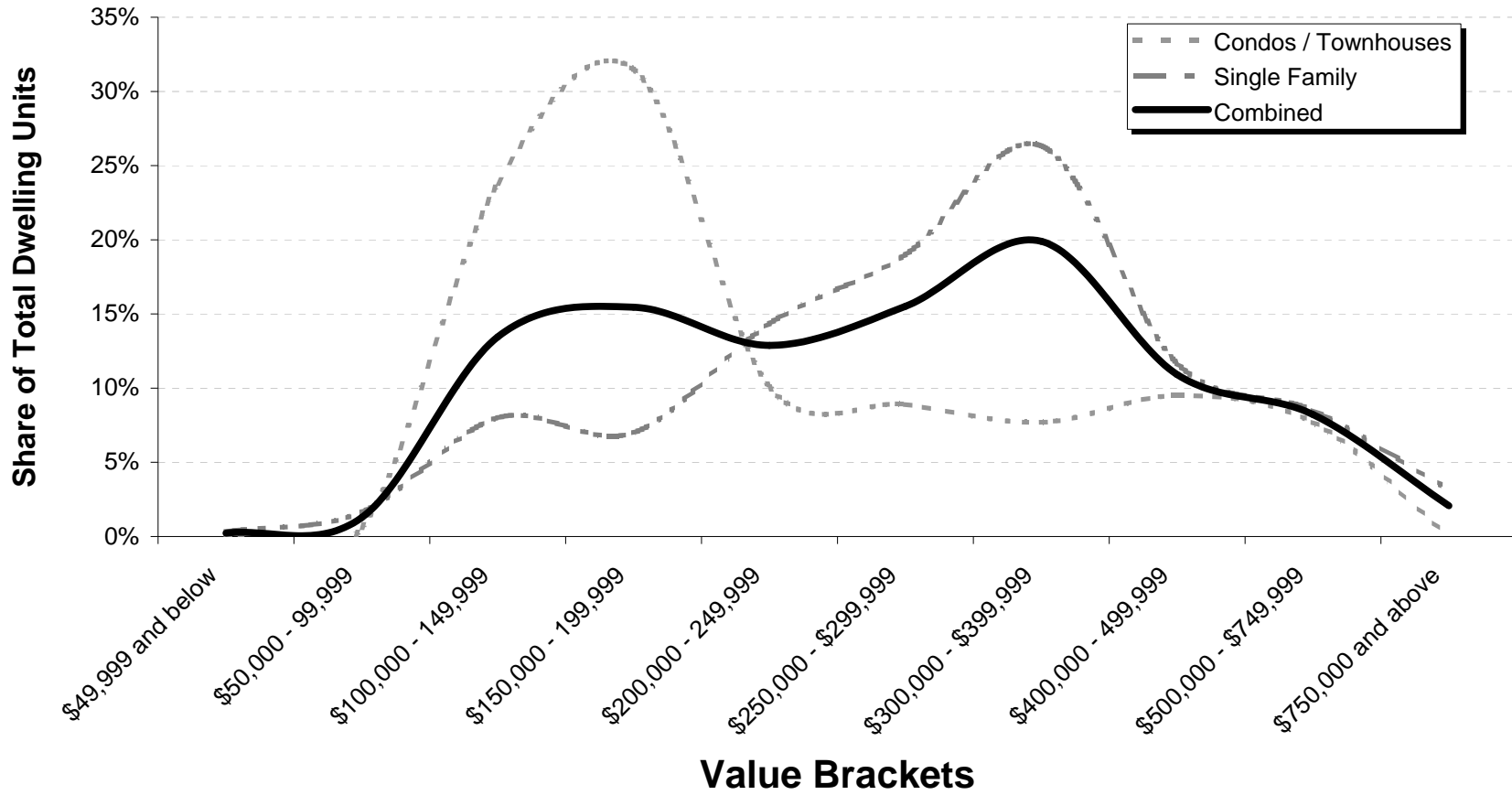


Example

To purchase a \$200,000 house using typical market financing, you would need to have a total annual income of approximately \$47,000 (assuming no other debts). With Homestead, you would need a total annual income of approximately \$34,000.

Please note that this is just an example – your actual affordability will depend on current interest rates and your unique individual financial situation.

Dwelling Unit Value Distribution



December Materials

Agenda

Powerpoint Presentation

Minutes

Residential Market Study Executive Summary (prepared by AEG)

Staff Memo to Committee with Attachments

St. Charles Housing Powerpoint

**AGENDA
VILLAGE OF DOWNERS GROVE
HOUSING AD HOC COMMITTEE**

**COMMITTEE ROOM
MONDAY, December 10, 2007
6:30 P.M.**

1. Call to Order
2. Approval of Meeting Minutes of November 12, 2007
3. Update by Staff – New information and discussion of consultant report
4. Committee Discussion
 - a. Consideration of an Income-Housing Gap
 - b. Should the Village Act?
 - c. What Steps are Recommended?
5. Next Steps – Need extra time/meeting?
6. Public Comment
7. Adjournment

** * * The January 2008 meeting of the Housing Ad Hoc Committee has been rescheduled to Monday, January 7. This is a one-time only change.*

Housing Ad Hoc Committee

December 10, 2007



AGENDA

1. Call to Order
2. Approval of Meeting Minutes 11/12/07
3. Update by Staff
4. Committee Discussion
 - a. Consideration of Income-Housing Gap
 - b. Should the Village Act?
 - c. What Steps are Recommended
5. Next Steps
6. Public Comment
7. Adjourn



Gap and Opportunity

- Opportunity for up to 440 new residential units
- Infill
 - Opportunity between \$300k - \$749k, \$1M+
 - Most opportunity between \$300k - \$399k
- New Detached Single-Family
 - Opportunity between \$150k - \$299k
- Condos/Townhouses/Lofts
 - Now - Opportunity between \$125k - \$175k
 - 2011 – Opportunity between \$200k - \$299k



Recommendations

- Design overlay zones
- Re-zoning of three areas
- Targeted new developments across various price and size brackets
- Use State funded programs

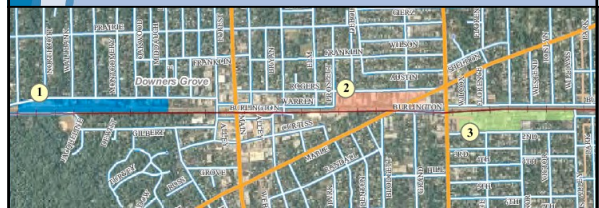


Design Overlay Zones

- Apply to specific neighborhoods
- Apply to properties/structures based on certain dimensional/use criteria
- Restrictions on new construction
 - New single-family infill homes no more than 20% larger than average size of homes in zone
 - Footprint size and dimension restrictions
 - Design review for new developments and exterior alterations



Re-Zoning



1. Warren Avenue between Lee Avenue & Linscott Avenue
2. Rogers Street between Prospect Avenue & Fairview Avenue
3. 2nd Avenue between Fairview Avenue & Williams Street



Development Opportunities

- Infill
 - Target \$450k - \$650k
 - Target 1,600 s.f. – 2,500 s.f.
- Detached single-family homes in re-zoned areas 2 and 3
 - Target \$200k - \$300k
 - Target 1,200 s.f. – 1,800 s.f.



Development Opportunities

- Condominiums / Townhouses in re-zoned area 1
 - Target \$125k - \$225k
 - Target 900 s.f. – 1,400 s.f.
- Downtown Lofts / Flats
 - Target \$125k - \$175k
 - Target 900 s.f. – 1,200 s.f.



State Funded Programs

- Fixed-rate mortgages
- Down payment / closing cost assistance
- Mortgage credits



Committee Discussion



Discussion and Public Comment



Next Meeting and Adjourn

- January 7
- Discuss Draft Report



HOUSING AD HOC COMMITTEE

Minutes of Public Hearing
Downers Grove Village Hall

December 10, 2007, 6:30 p.m.

CALL TO ORDER

Chairman Schnell called the Housing Ad Hoc Committee meeting to order at 6:35 p.m.

Present: Marilyn Schnell, William Waldack, Jack Dare, Tim Meaney, Erin Vaughan, Marge Earl (arrives 6:45 p.m.), Paul Jarosz, Kevin O'Connor, Megan Schroeder (arrives 6:40 p.m.), Chad Walz

Absent: Keith Hoffman

Staff: Community Development Dir. Tom Dabareiner; Village Planner Stan Popovich

Also present: Michael Crowley, 5614 Brookbank Rd., Downers Grove; Bob Wahlgren, 35 W. St. Charles Road; Jerry Holman, 834 72nd Street, Downers Grove; John Hazard, 1029 Blanchard, Downers Grove; Pat Sullivan, 4702 Stonewall, Downers Grove; Mark Thoman, 1109 61st Street, Downers Grove; John Scholfield, 1125 Jefferson, Downers Grove; Sheila Beine, 5549 Lyman Ave., Downers Grove; Dan Loftus, 1037 Curtiss Street, Downers Grove; Chic Briner, 5933 Lyman Avenue, Downers Grove, and Eva McKendrince with *The Sun*

Chairman Schnell said she announced at the last village council meeting that this committee may need a two-month extension for discussion purposes.

APPROVAL OF MEETING MINUTES DATED NOVEMBER 12, 2007

The November 12, 2007 meeting minutes were approved on motion by Mr. Dare, seconded by Mr. Meaney. Motion carried unanimously.

UPDATE BY STAFF - NEW INFORMATION AND DISCUSSION OF CONSULTANT REPORT

Director of Community Development, Tom Dabareiner summarized the consultant's draft report which discussed certain gaps in the housing market and potential strategies to consider. The document will be available on the Internet once it is finalized. A more thorough review of the report followed noting there was an opportunity to put 440 new residential infill units in the village with the most opportunity in the infill area between \$300,000 to \$749,000. New detached single-family had opportunities between \$150,000 to \$299,000; condos, townhomes, and lofts had opportunities between \$125,000 to \$175,000 but with the cost of living increases, by 2011 that opportunity would be between the new detached single-family, or the \$200,000 to \$299,000 range.

Four recommendations came from the consultant and included rezoning three areas in the village; implementing Design Overlay Zones; targeting new development across various price and size brackets; using state-funded programs, such as fixed-rate mortgages, closing cost assistance, and mortgage credits. Details of each recommendation followed. Clarification followed on overlay zoning, noting that zoning can be used to either further restrict the zoning or lessen it and target certain properties or sizes. Staff explained overlays can be flexible but can also be difficult to understand. Staff clarified the consultant did not direct staff to specific areas for such overlays, but instead, gave staff some tools to consider. If the village were to rezone some light manufacturing areas, it would prohibit light industrial uses to expand their businesses, basically sending the message that the village wants to see residential uses instead.

COMMITTEE DISCUSSION:

- CONSIDERATION OF AN INCOME-HOUSING GAP

Mr. Walz discussed that there was a gap in homes for sale in the \$200,000 to \$300,000 price range but that owners did not want to sell their homes. Many of those homes were starter homes on large lots. Based on the data seen, Ms. Vaughan believed there was a gap in the same range within the village and within the county. Mr. Meaney raised the fact that it takes an income of \$91,000 to purchase the median home in the village and the current median income was \$9,000 less than that. While there was a gap in the availability of the homes for sale, as discussed above, home prices were also escalating faster than income. Ms. Schroeder did not agree there was a gap and conveyed there were homes that were for sale, citing real estate listing figures and sold figures. She believed more data was available. Ms. Earl believed there was no gap but just an increase in the prices of real estate due to the current market conditions over the past two years. She believed there are houses out there but they may not be what people are looking for.

Mr. Dare believed the numbers reflected in the report explained that a gap existed and it took more than a median salary to purchase a median home and the gap was increasing. He also believed it was a discussion about where the village wanted to move into the future, i.e., take care of its community or not. Mr. Jarosz agreed there was a gap but more information was necessary. Preserving the current housing stock was also essential as well as possible incentives for residents to remodel their homes to keep them as opposed to selling them only to be torn down. Mr. O'Connor believed providing workforce housing was also important but pinpointing the demand was difficult. Mr. Waldack agreed a gap existed after reviewing the figures being presented at this meeting and at the county level. However, he stated the village was currently meeting the state requirement to supply a certain amount of affordable housing. However, there was also concern that if the current trend continued, the village may not meet the requirement.

Chairman Schnell believed the issue was being approached from different ways, but at the same time, agreed the statistics reflected that the median income could not afford the median priced homes. The statistics also reflected that the village has met its 10% requirement of affordable housing. The chair also believed preserving the current housing stock was important and that more information needed to be

gathered on the current housing stock and its condition, how to improve it, and make the stock available.

Discussion followed that the median income issue to the median priced housing gap was a global issue. If the committee does nothing, large houses will continue to replace smaller houses. Many of the members agreed that investing and/or preserving the village's own housing stock was important. Another point raised was how does the village best enable home ownership? and what steps or considerations can the village take from the consultant report? It was noted some people do not want to make sacrifices to enter the community. Mr. Jarosz preferred the report's recommendation of rezoning because it increased the village's inventory, as long as it was directed toward the "affordable houses."

The topic of high land costs were briefly discussed. Also mentioned was the fact that the consultant's report already reflected where the village was heading, i.e., becoming an affluent suburb, which could not be stopped at the present time. Mr. Walz favored the rezoning of property along the train tracks in the report but as far as he was concerned, the report conveyed that the village should have addressed this issue many years ago. The only solution he saw was to stunt home values, which he did not support. Rezoning areas was a concern for him also. However, discussion by Mr. O'Connor suggested an incremental increases to height, size of home to limit teardowns.

Ms. Schroeder pointed out the fact that there were many homes for sale that the committee was discussing, noting 800 homes were on the market when 300 were normally on the market. The sold median price of single-family homes (including condos and townhomes) in December was \$255,000. Mr. Dabareiner noted the median price of detached single-family homes was closer to \$500,000.

Dialog followed that measures should be put in place to reserve a certain number of new construction units as "affordable" and that the amenities within those units reflect same. Other ideas followed such as using the CHAD program. There was a discussion that a mix of zoning, incentives and financing be used to promote attainable housing. The chair asked Ms. Schroeder to provide a list of homes on the market within the \$200,000 to \$300,000 price range, a list of what has sold, and a list based on the equalized value tax assessments. Discussion then moved to the fact that teachers and police officers in the village were well paid and the goal of the committee was to assist other types of families. Mr. Walz explained that the Village of Mt. Prospect offers subsidies to its residents for adding on to their homes to stop the teardowns. Mr. Waldack questioned whether the Village of Downers Grove was getting older and asked to see enrollment figures in the school district system. He was interested in preserving the entire character of the village. He also pointed out that a certain percentage of residents existed who, while during the teardown movement, did not want to make repairs to their homes because they were already considered teardowns and wanted to sell their homes.

It was noted that the Village of Highland Park has a community land trust to make houses affordable. It also had a loan pilot program. The Village of Woodridge had

similar programs. Another point raised was the fact that the Village of Downers Grove required much permitting paperwork, and was there a way to reduce it?

Pointing out the consistent discussion throughout the report of the number of units the village will need over the years, Mr. Dabareiner explained the consultant was aware of the units already in town using its own economic model. That information was also related to the discussion at hand. As to the 440 units mentioned in the report, Mr. Dabareiner stated it was just a demand projected.

Members summarized the information they would like to see presented at the next meeting: sales figures in the gap area from other communities; average property taxes; properties that have sold that were "real" teardowns; school enrollments; impact fees; and what people are going to other communities to find that they cannot find in Downers Grove. Mr. Dabareiner indicated information pertaining to other communities was presented during earlier meetings and is in the draft report appendix. Mr. Meaney cautioned the group that the real estate market was in a down market which was driving some of the inventory and prices.

Lastly, discussion centered on the fact that the committee appeared to be in agreement that housing stock in certain price ranges needed to be preserved and that programs should be put in place to assist those homeowners who may need financial assistance, i.e., senior citizens. Additional suggestions included a reduction of the red tape associated with permitting and possibly renaming the committee to a more appropriate name. It was noted if the Village does act, they should 'enable' not 'subsidize' or reduce the value of existing homes.

Discussion followed on the committee's definition of "attainable housing," versus the definition discussed in the report. The committee agreed it should be defined as "middle income housing" with earnings ranging between \$65,000 and \$125,000 and house pricing between \$175,000 to \$325,000. The committee also agreed the idea of preserving the existing housing stock is integral to maintaining attainable housing.

NEXT STEPS - NEED EXTRA TIME/MEETING?

Staff noted the next meeting will be held January 7, 2008, 6:30 p.m. The chair asked that staff bring back steps and figures that a resident must go through to receive a permit.

PUBLIC COMMENT

The chair opened up the meeting to public comment.

Ms. Chic Briner, 5933 Lyman Avenue, supported helping the individual buyer versus micromanaging a real estate market. Targeting a certain income population was how it could be done.

Mr. Bob Wahlgren, Community Housing Association of DuPage (CHAD), 675 Euclid, Glen Ellyn, Illinois, stated his organization has 23 rental units plus one Just Homes houses in Downers Grove. His organization is in the process of constructing 16 townhomes at Route 53 and Butterfield Road for a total cost of \$230,000. The cost of the land is estimated at \$40,000 per unit. He noted the Village of Highland Park has a teardown fee of \$10,000 per house. He also noted that impact fees only apply when there is vacant land. Therefore, to

charge a \$10,000 teardown fee for a million dollar home is not much of an impact because no other impact fees exist. As a result, Mr. Wahlgren explained Highland Park has received significant amounts of money from the teardowns which money was put into a housing trust fund which supports the Highland Park community land trust.

Mr. Patrick Sullivan, 4702 Stonewall, Downers Grove, noted that models in other communities exist that work, explaining the City of St. Charles has a model relating to density, size, etc. He stated that teachers or nurses earning \$60,000 cannot afford a \$259,000 home in Downers Grove. He supported the preservation of the existing stock of homes. He stated that communities such as Bolingbrook use CDBG funds for the renovation of homes for middle to low-income buyers in the community. While the real estate market was down, he agreed there were homes on the market, but there was the concern that those home prices would increase again. He agreed the consultant's report reflected a large gap in the \$200,000 to \$400,000 range in the village. He discussed the benefits of the IHDA (Illinois Housing Development Authority) program. Mr. Sullivan stated he sent staff a copy of the plan used by the St. Charles Housing Commission which covered the same issues as this village.

Ms. Lynn Bedalov, 4840 Seeley Avenue, Downers Grove, believed the current real estate market was a correction and that the best idea she heard was assisting people to maintain their homes, albeit, through loans, certain programs, etc.

Mr. John Hazard, 1029 Blanchard, Downers Grove, discussed the importance of following the statistics and not following "one time snapshots."

A handout from the Highland Park Community Land Trust was distributed to members.

ADJOURN

The meeting was called adjourned at 8:28 p.m. by the chairwoman.

Respectfully submitted,
(as transcribed by tape)

/s/ Celeste K. Weilandt
Celeste K. Weilandt, Recording Secretary

1.0 Executive Summary

1.1 Introduction

Anderson Economic Group was retained by the Village of Downers Grove to conduct a Residential Market Strategy, with an emphasis on neighborhood sustainability. This report presents our findings for current and projected supply and demand for single and multi-family housing, as well as recommended strategies for land use and development.

1.2 Statement Of The Problem

Over the last several years, Downers Grove has experienced one of the highest tear-down rates in the Chicago area. The trend is the result of urban infill, whereby houses are torn down to make room for new, larger homes. Despite the *new* housing growth that the Village is experiencing, the population has been slowly declining since 2000.

This is a source of concern for the Village and has raised questions regarding displacement of low to moderate-income families as the values of neighboring homes rises. These trends are often difficult to reverse once the process of infill has begun, especially in a market like Downers Grove where land is being marketed and sold at a premium.

There is a clear need for housing that is more affordable than what exists in most of the established neighborhoods near the downtown. Efforts to mitigate the trend of tear-downs and rebuilds may *slow* the climbing of home values, but will not be sufficient enough to meet the needs of moderate-income families.

1.3 Project Objective And Purpose

The Village would like to better understand the current trends within their own community and how they will impact the quality of life for current and future residents. The Village is hoping to mitigate some of these concerns to ensure housing needs are being met for residents of every demographic.

This report presents an optimal development strategy for the Village and recommendations for future land uses. In addition to providing solutions to the issues mentioned in the “Statement of the Problem”, this report answers the following questions:

1. What kind of policies should be set in place to regulate the trend of teardowns and rebuilds in older neighborhoods?

2. How many new units can the Village absorb and what price point and format should it be targeting?

1.4 Summary Recommendations

The Village of Downers Grove should mitigate the trend of teardowns for much larger replacement homes through neighborhood preservation in combination with new policies. However, these efforts alone will not meet the needs of moderate-income families.

The Village's primary focus should be the addition of housing in the downtown area. The development of new single-family homes, condominiums/townhomes, and lofts will be pertinent to the growth and socioeconomic diversity in Downers Grove.

Our recommendation is comprised of a three-fold strategy, including the following:

1. Establish a design overlay zone for selected residential neighborhoods near the downtown;
2. Re-zone three parcels that run adjacent to the Burlington Northern rail line, currently zoned Light Manufacturing (M1) to High-Density Residential;
3. Plan for new developments in selected areas in and around the downtown that include limited infill, *new* single-family homes, condos/townhomes, and lofts/flats above streetfront retail.

In combination with new developments for single-family homes, condominiums/townhomes, and lofts, we recommend that the Village utilize State funded programs for new homebuyers, such as fixed-rate mortgages, down payments/closing cost assistance, and mortgage credits. Developers will have more incentive to work with the Village in the planning for new communities for moderate- to middle-income families with these programs in place.

The following section of our report presents the complete strategy and qualifies the results.

1.5 About The Authors

Anderson Economic Group, LLC (AEG) provides consulting services in market assessments, feasibility studies, and community and regional economic analyses. AEG has expertise in a variety of planning sectors that include industrial parks, economics, public policy, retail strategies, and residential development. For information about our firm and biographical sketches of the authors, visit www.AndersonEconomicGroup.com.

1.6 *Disclaimer And Cautions*

The findings and recommendations of this research effort were based on the assumptions and expertise of Anderson Economic Group. We collected and utilized various data and resources, which we deem reliable. Every reasonable effort has been made to ensure that the referenced data reflect the most accurate and timely information possible. No warranty or representation is made by the consultants regarding the potential success of this project or any related project.

- END OF EXECUTIVE SUMMARY -

VILLAGE OF DOWNERS GROVE
REPORT FOR THE HOUSING AD HOC COMMITTEE
DECEMBER 10, 2007
6:30 P.M. COMMITTEE ROOM

SUBJECT:	SUBMITTED BY:
Requested Information from Housing Ad Hoc Committee Meeting on November 12, 2007	Tom Dabareiner Community Development Director

SYNOPSIS

The Housing Ad Hoc Committee members requested at the November 12 meeting for staff to provide information regarding the Village of Arlington Heights and the City of Highland Park's affordable housing programs. Also requested was the schedule of fees which the Village charges to developers.

STRATEGIC PLAN ALIGNMENT

The Five Year Plan and Goals for 2006-2011 identifies *Preservation of Our Residential and Neighborhood Character*. An objective is *Continuing Reinvestment in the Neighborhoods*.

FISCAL IMPACT

N/A.

RECOMMENDATION

Information only.

BACKGROUND

Staff has provided the requested information from the November 12 Housing Ad Hoc Committee meeting.

1. Village of Arlington Heights

The Village of Arlington Heights participated in the Illinois Housing Development Authority (IHDA) MRB program from 2004 to 2006 and will participate in 2007 through 2009. Between 2004 and 2006, five first-time homebuyers participated in the program; the total mortgage amount was about \$750,000. The Village receives HOME funds (Part I of the National Affordable Housing Act of 1990) from IHDA for a first-time homebuyer program which the Village administers itself. The program is further described below.

The following information is from the Village of Arlington Height's website:

Village Policies, Commissions and Committees

Housing Commission. The Village's seven member Housing Commission is charged with promoting adequate housing for all the community's people, to create and/or maintain sound viable neighborhoods, to meet the needs for housing by increasing the number of housing units for low and moderate income families and individuals, and to expand housing opportunities for all members of the community. The Housing Commission meets the first Tuesday of each month at 7:30 p.m. at Village Hall.

Housing Endorsement Criteria. In 2002, the Village Board adopted the Metropolitan Mayors Caucus' "Housing Endorsement Criteria" that include promoting transit oriented and pedestrian-friendly development projects, encouraging an array of quality housing options throughout the community including housing at various price points, giving preference to mixed-income developments, promoting good design in order to ensure the long-term contribution to the improvement of neighborhoods.

Multi-Family Affordable Housing Policy. Developers of multi-family residential housing must now submit information to the Village concerning how they intend to address the Village Board's goal to promote affordable housing in the Village. The provision of affordable housing will be one of the issues examined when deciding whether to grant new Planned Unit Development or amendments to Planned Unit Development for multi-family residential housing.

Village Programs

Single Family Rehabilitation Loan Program. Zero percent interest home rehabilitation loans for low- and moderate-income homeowners.

Applicant Eligibility

An applicant's adjusted gross annual household income must be at or below 80% of the area median income, adjusted of household size. Incomes of all household members who are 18 years of age and older will be taken into account when determining the household income. The home must be within the corporate limits of the Village of Arlington Heights. The homeowner must have owned and lived in the home for at least two years prior to participate in the program.

Eligible Repairs

Financing is provided for basic repairs and maintenance such as roof replacement, plumbing, electric, etc. Modifications to make homes safer and more accessible for senior and disabled residents are also eligible.

Terms of Financing

Loans are at zero percent interest and there are no monthly payments. Eligible low-income homeowners may qualify for loans for 100 percent of the cost of construction. Moderate-income homeowners may qualify for loans for 70 percent of the cost of construction. A \$100 Village administrative fee is charged for each loan and is included in the loan amount. Loans are repaid when the owner ceases to be the full-time owner-occupant of the home. Most commonly, this is when the home is eventually sold. The maximum loan amount is \$25,000. The Village loan, combined with other loans secured by the property, may not exceed 85 percent of the appraised value of the property. Each loan is secured by an Estoppel Agreement (similar to a second mortgage) that is recorded against the title of the property.

Income Guidelines – 2006

<u>Household Size</u>	<u>Low-Income (at or below)</u>	<u>Moderate-Income (at or below)</u>
1	\$26,400	\$41,700
2	\$30,150	\$47,700
3	\$33,950	\$53,650
4	\$37,700	\$59,600
5	\$40,700	\$64,350
6	\$43,750	\$69,160
7	\$46,750	\$73,900
8	\$49,750	\$78,650

First-Time Homebuyer Program. The Village of Arlington Heights is a participating community for two of the Illinois Housing Development Authority’s homebuyer assistance programs. These programs provide down payment and closing cost assistance loans to qualified low- and moderate-income first-time homebuyers enabling them to purchase homes within the corporate limits of the Village of Arlington Heights. There is a maximum purchase price under the program. Properties purchased are typically modest condominiums. Properties must pass in inspection prior to purchase. Refinancing does not qualify. The application must be reviewed by the Village and several steps must be completed, including completion of a homebuyer education course, prior to signing a sales contract.

Village loan amounts will be determined on a case-by-case basis (up to a maximum of \$14,999) and will be that amount needed to bridge the gap between the buyer’s private financing (the buyer’s down payment plus the first mortgage amount) and the amount needed to purchase the home. Buyers must provide down payments from their own funds of at least 3% of the purchase price. The Village loans will have a 5-year term, will be at zero percent interest, and will be forgivable (1/60th per month) over the term of the loan.

First mortgages under the program are obtained from Village Bank and Trust, the Village’s private sector partner for this program. In order to qualify for a first mortgage, applicants must be able to fulfill their financial obligations and have satisfactory credit and financial standing.

Income Guidelines – 2006 – HOME First-Time Homebuyer Program

Maximum adjusted gross annual income for all persons who will be residing in the home and are age 18 years and older (whether or not they will be co-owners of the home).

<u>Household Size</u>	<u>Maximum Annual Income</u>
1	\$41,700
2	\$47,700
3	\$53,650
4	\$59,600
5	\$64,350
6	\$69,160
7	\$73,900
8	\$78,650

Assist Program. Provides qualified low- and moderate- income first time homebuyers 4.25 percent of the purchase price of a home as a “gift.” Three percent is used toward the down payment obligation. The other 1.25 percent is paid to the lender as an origination fee.

Income Guidelines – 2006 – ASSIST Program

<u>Household Size</u>	<u>Maximum Annual Income</u>
1-2	\$72,400
3 or more	\$83,620

Federal Programs

Federally Subsidized Housing in the Village of Arlington Heights. All of these facilities have waiting lists. Linden Place and Cedar Village of Arlington Height give preference on their

waiting lists to current Arlington Heights residents. In some cases, preference is also given to family members of Arlington Heights residents.

Linden Place

One hundred ten units for low income senior citizens and 80 units for low income families.

Goedke House

One hundred eighteen units for low income senior citizens.

Cedar Village of Arlington Heights

Eighty units for low income senior citizens.

Federal Section 8 Program. The Federal Section 8 subsidized housing program is administered by the Housing Authority of the County of Cook. There is a waiting list.

Other Programs

Wright House. CEDA Northwest, a non-profit agency, owns and manages this transitional housing program in the Village of Arlington Heights. Apartments in this 11-unit building are rented at a reduced rate to approved tenants participating in CEDA's program. Tenants receive budget counseling, parenting classes, employment counseling and other services during their maximum two-year stay to prepare them to be self-sustaining in the private housing market.

Shared Housing Program. The Resource Center for the Elderly matches homeowners with low-income home seekers who are in need of affordable housing. Through this program, homeowners are given the opportunity to generate income and remain independent in their homes while providing decent, safe, affordable housing to low-income home seekers.

Timber Court Condominiums. Twenty-one condominiums at Timber Court Condominiums are restricted to ownership by low- and moderate-income households. There will be 12 one-bedroom and 9 two-bedroom affordable units. The units will be sold to income and asset-eligible households at below-market sale prices. Owners must sign an Agreement stating that they will re-sell the units only to households that are certified at income-eligible by the Village at affordable sale prices. The method for calculating the resale price is contained in the Agreement.

2. City of Highland Park

The City of Highland Park has been involved in affordable housing issues since the 1970s. In 1973 the Highland Park Housing Commission was formed to study concerns that "the diversity of housing and residents was decreasing" in the City.¹ In 1997, the City Council adopted a list of goals for affordable housing and commissioned a master plan to include an affordable housing study. Published in 2001 and updated in 2003, the *Affordable Housing Needs and Implementation Plan* details the trends in the housing stock and demographics within Highland Park. Having demonstrated a commitment to affordable housing for three decades, the City established four objectives for the next phase action items.

1. Establish a housing trust fund to subsidize rehabilitation and new construction of affordable housing
2. Launch a community land trust to preserve existing affordable housing stock

¹ City of Highland Park. *Affordable Housing Needs and Implementation Plan*, The Nathalie P. Voorhees Center for Neighborhood and Community Improvement of the University of Illinois at Chicago: Chicago, 2003.

3. Compose an Inclusionary Zoning Ordinance to require all new developments of five units or greater to have 20 percent of the units be affordable
4. Create an Employer Contributions Program to improve recruitment and retention of workers in the City. If an employer contributes funds for an employee's home purchase, the Housing Commission's housing trust fund matches the contribution.

The City's commitment to affordable housing is twofold. Residents and elected officials of Highland Park seek to maintain economic diversity by making housing affordable for those groups who benefit from affordable housing: employees working but not living in Highland Park; seniors on a fixed income; single-parent families; young households; and persons with disabilities. It is also a goal to supply workforce housing so the City can remain competitive with surrounding towns in both new residents and businesses.

Attached are the Executive Summary, Introduction, Action Steps and the Conclusion from Highland Park's *Affordable Housing Needs and Implementation Plan*.

3. Village Developer Fees

Staff has compiled a sampling of fees for new construction of single family homes in the Village as requested. The table is attached.

ATTACHMENTS

Permit fees for new construction of single family homes

Selections from *Affordable Housing Needs and Implementation Plan*

Permit Fees for 10 New Construction Single Family Homes - June/July 2007

Permit #	Demo Permit Fee	Building Permit Fee	Sanitary District	DuPage County	TOTAL FEES		Demo Permit Bond	Building Permit Bond	TOTAL BONDS
07-13-NEW-0310	\$ 735.00	\$ 8,920.82	\$ 142.00	\$ 585.02	\$ 10,382.84		\$ 5,000.00	\$ 9,500.00	\$ 14,500.00
07-13-NEW-0489	\$ 790.00	\$ 10,841.00	\$ 136.00	\$ 1,221.79	\$ 12,988.79		\$ 5,000.00	\$ 15,225.00	\$ 20,225.00
07-13-NEW-0575	\$ 470.00	\$ 6,636.00	\$ 142.00	\$ 567.00	\$ 7,815.00		\$ 5,000.00	\$ 5,950.00	\$ 10,950.00
07-13-NEW-0599	\$ 530.00	\$ 5,107.20	\$ 142.00	\$ 579.04	\$ 6,358.24		\$ 5,000.00	\$ 7,180.00	\$ 12,180.00
07-13-NEW-0722	\$ 615.00	\$ 6,304.00	\$ 142.00	\$ 593.82	\$ 7,654.82		\$ 5,000.00	\$ 5,400.00	\$ 10,400.00
07-13-NEW-0389	\$ 675.00	\$ 6,944.00	\$ 142.00	\$ 526.34	\$ 8,287.34		\$ 5,000.00	\$ 7,000.00	\$ 12,000.00
07-13-NEW-0210	\$ 575.00	\$ 10,898.00	\$ 142.00	\$ 657.26	\$ 12,272.26		\$ 5,000.00	\$ 8,250.00	\$ 13,250.00
07-13-NEW-0407	\$ 775.00	\$ 6,987.00	\$ 20,994.00	\$ 1,275.29	\$ 30,031.29		\$ 5,000.00	\$ 4,700.00	\$ 9,700.00
07-13-NEW-1172	N/A	\$ 6,008.20	\$ 2,389.00	\$ 1,341.47	\$ 9,738.67		N/A	\$ 7,000.00	\$ 7,000.00
AVERAGE	\$ 645.63	\$ 7,627.36	\$ 2,707.89	\$ 816.34	\$ 8,914.51		\$ 5,000.00	\$ 7,800.56	\$ 12,245.00
MEDIAN	\$ 645.00	\$ 6,944.00	\$ 142.00	\$ 593.82	\$ 9,738.67		\$ 5,000.00	\$ 7,000.00	\$ 12,000.00

EXECUTIVE SUMMARY

The Affordable Housing Implementation Plan for the City of Highland Park has been developed by the staff of the Nathalie P. Voorhees Center and the Great Cities Institute at the University of Illinois at Chicago working in conjunction with the Highland Park Housing Commission (HPHC) and planning staff. This report contains findings based on data collected to document changes in the population and housing affecting affordable housing demand in the past few years, and recommendations based on strategies that were deemed feasible and appropriate for helping the city of Highland Park preserve and develop affordable housing.

THE NEED FOR AFFORDABLE HOUSING

The City of Highland Park has a long history of offering a wide range of housing options to meet the community's needs. In the last decade, the mix of options has narrowed as the city has experienced change in its population and housing stock. Since 1990 there have been 1) an increase in housing values, 2) a decrease in the supply of affordable housing, and 3) a decrease in income diversity. Specific evidence of a growing need for affordable housing includes the following changes:

- The income diversity of Highland Park households has been decreasing through the 1990s, affecting specific groups identified below.
- At least 324 affordable rental units are estimated to have been lost since 1990.
- Between 1993 and 1999, the median sales price of a home increased 17.2%, from \$238,750 to \$332,000. A minimum annual household income of \$108,000 is needed to afford the median 1999 home price of \$332,000¹.
- The average home mortgage loan has increased 20% between 1993 and 1997.
- Since 1993, the share of home mortgages going to households making less than 80% of the metropolitan area median income has declined.

Based on the data and input from the community and city officials, the following five groups of people have been identified as being in need of affordable housing:

- workers employed in Highland Park who cannot afford to live in the city;
- seniors often living on fixed and limited incomes;
- single-parent families that are struggling due to a drop in income attributed to divorce or loss of a spouse;
- young households, many which grew up in the community, seeking starter homes; and
- persons with disabilities who require affordable and accessible housing.

¹ All dollars have been adjusted for inflation.

STRATEGIES AND RECOMMENDATIONS

Each group requires affordable housing, which, depending on their income level, may be in the form of rental or for-sale housing. In general, households with lower-income levels are expected to need rental housing. Regardless of tenure, three specific strategies have been identified that can help the city preserve and expand affordable housing options:

- establishing a land trust to preserve existing stock by taking it off the market and limiting appreciation;
- a trust fund to subsidize rehabilitation and new construction of affordable housing, as well as to become a depository of funds for the land trust; and
- employer-assisted housing to improve recruitment and retention of workers in the city.

In addition, several special opportunities have been identified where affordable housing can be incorporated:

- Fort Sheridan redevelopment, which may occur in the near future, can result in additional units of affordable housing for Highland Park if the city intervenes to accomplish such a goal;
- The city can use its regulatory and zoning powers to promote affordable housing, e.g., through establishing set-aside requirements, incentives, and fee waivers; and
- other large tracts of land that might become available in the future can also be used to build new affordable housing, either directly on-site or through the use of a fee to support development elsewhere.

IMPLEMENTATION

The proposed strategies and policies are viable vehicles for the city to accomplish its declared objective of promoting affordable housing through both the preservation of old stock and the construction of new developments. A number of sources of funding, including federal, state, and county programs that will assist the city in carrying out its commitment, have been identified in the report. A key to successful implementation of any of these strategies, in addition to continued commitment by city officials and leadership by HPHC, is the placing of staff with housing finance and development skills in charge of day-to-day operation of the proposed plan.

INTRODUCTION

The suburb of Highland Park distinguishes itself from its North Shore peers through a unique history of religious pluralism and deliberate tolerance. From its establishment in 1869, the Highland Park promoters and residents marketed the area as distinct from rival suburbs as an “inclusive” area to attract new residents.² This history of “inclusiveness” is reflected in 1874 by the Highland Park Building Company’s promise of “great harmony” among residents, the absence of restrictive covenants, and the presence of an income mix of residents living in a diverse housing stock from mansions to affordable rental apartments in the central business area.

Highland Park has a history of inclusiveness

Beginning in 1970, there was a concern that the diversity of housing and residents was decreasing. This concern precipitated the formation of the Highland Park Housing Commission in 1973. Since the establishment of the HPHC, there has been some development of affordable or government-assisted housing units in the city. Despite these efforts of HPHC, the conditions first recognized in 1970 have continued to intensify and threaten to change the Highland Park character and legacy of inclusiveness.

In this last decade of the twentieth century, Highland Park has become an increasingly attractive place to live. This has resulted in higher home prices and the conversion or demolition of many affordable housing units to make way for larger and/or more expensive homes. The upgrading and expansion of the central business district has also caused the demolition of rental housing that was home to lower income families. These events are squeezing out lower-income families and long-time residents on fixed incomes. The decrease in affordable units is also affecting the ability of local businesses to hire and keep employees, especially as the labor market remains tight and unemployment remains low.

The attractiveness of Highland Park has contributed to the demolition of affordable housing in the community

In May 1997, the Highland Park City Council adopted goals for the city’s new master plan that included the goal “to preserve, maintain, and promote housing of high quality that reflects the community’s commitment to cultural and economic diversity.” The goals recognize the need to provide affordable housing that is an integral part of neighborhoods throughout the community, particularly for senior citizens, single parent households, developmentally disabled residents, and others with special needs, low- and moderate-income families, families with young children, young adults and employees who work in Highland Park but cannot afford to live here.

² Ebner, M. Creating Chicago’s North Shore, The University of Chicago Press: Chicago, 1988.

To implement the city's housing goals, the HPHC, the Human Relations Commission, the Historic Preservation Commission, and the Plan Commission recommended the development of an Affordable Housing Implementation Plan as part of the city's updated master plan. On November 23, 1998, the city council approved a resolution that directs HPHC to coordinate efforts to prepare such a plan as an element of the master plan, recognizes the need for affordable housing, and supports and seeks to increase affordable housing options in the city. HPHC has retained the University of Illinois at Chicago Nathalie P. Voorhees Center for Neighborhood and Community Improvement (VNC) and the Great Cities Institute (CGI) as consultants for this planning process. Specifically, HPHC sought assistance in quantifying the need for affordable housing in Highland Park and in formulating policies and programs to promote the development of affordable housing in the community.

OVERVIEW OF THE PLANNING PROCESS

Preparing the plan was an interactive process. Staff from VNC and GCI worked with HPHC members to finalize a scope of work and to identify key informants and others to contact for interviews and information. During the fall and winter of 1999, VNC and GCI staff completed the following tasks aimed at assessing and quantifying the affordable housing needs of Highland Park:

- Analyzed existing Highland Park population and housing data from the 1990 U.S. Census and 1999 projections from the Claritas marketing firm on population, housing, and income distribution.
- Analyzed existing data on housing prices and turnover in Highland Park using sales transaction data from Inter-Realty a real estate firm, needs ID for the 1993-98 period. Analyzed existing data on home prices from Multiple Listing Service for 1999.
- Analyzed existing Home Mortgage Disclosure Data (HMDA) to compare changes in mortgage loan dollars in Highland Park from 1993-97.
- Interviewed 13 key informants from affordable housing, fair housing, private developers, and other organizations in Highland Park and the surrounding area to determine their views on affordable housing issues and recommendations.
- Interviewed six top employers in Highland Park to determine whether their employees live and work in the area. Dun and Bradstreet and Illinois Department on Employment Security (IDES) data on the firms were also analyzed.

***Adopted by City Council
January 22, 2001***

- Worked with City of Highland Park staff and consultants to obtain and review existing policies, building permit and code enforcement information, ordinances, and reports related to affordable housing initiatives.
- Reviewed what other cities similar to Highland Park have tried and adopted related to affordable housing initiatives.

While completing these tasks, the Voorhees Neighborhood Center and Great Cities Institute staff conferred with the members of HPHC and other commissioners from the Highland Park Planning and Human Relations Department, as well as city staff. VNC and GCI staff attended six meetings organized by HPHC to discuss findings and progress of the on-going research. In addition, the VNC and GCI staff assisted in the planning and organization of a community meeting on November 18, 1999, to present and discuss the preliminary findings with Highland Park residents. The estimated 75 persons who attended this meeting provided valuable feedback on community concerns. Two meetings with staff from Camiros and Associates were also held to clarify specific questions dealing with zoning-related issues.

Producing this document was also interactive, with staff providing drafts to HPHC members at different stages for review and comment. Feedback received was then incorporated into a final plan, which consists of three parts. Section One reviews existing conditions, providing an overview of trends and changes in the housing and people living in Highland Park since 1990. Section One also identifies different groups of people in the community that can benefit from affordable housing. Section Two lays out different strategies for preserving and producing affordable housing. This includes examples of how other communities have used these mechanisms and discussion of the potential opportunities and conditions that make certain strategies more applicable than others to Highland Park. Section Three describes policy initiatives that can be used to promote affordable housing in Highland Park, including special opportunities that may present themselves in the future. Section Four sets forth short-term, midterm, and long-term action steps to implement the affordable housing plan. Also included in the appendix is a detailed catalogue of various affordable housing programs and resources that the city can utilize when implementing the plan.

SECTION FOUR: ACTION STEPS

The following table sets forth action steps to be taken during three time periods (Short-Term, 0-2 Years; Midterm 2-5 Years; Long-Term 5+ Years). One critical element of the implementation of the affordable housing plan will be the hiring of a full-time staff person, for a minimum period of one year, to work with HPHC and the city council on the action plan set forth herein. HPHC has focused on preparing a plan that, while ambitious, is achievable through the use of proven affordable housing strategies. In order to produce results implementation of the plan will require an intense period of dedicated work, technical expertise, and staff continuity.

Table 8: Action Steps

Recommendation	Responsibility	Short-Term 0-2 Years	Mid-Term 2-5 Years	Long-Term 5+ Years
GENERAL				
Hire temporary staff person to initiate plan implementation	City of Highland Park	✓		
Collect data relative to the supply and demand for affordable housing in the city	HPHC Community Department	✓	✓	✓
Assess data needs relative to affordable housing and develop mechanisms for collection of such data through ordinances or administrative procedures	HPHC Community Development Dept.	✓	✓	✓
Coordinate, monitor, report and publicize on the status of the affordable housing plan	HPHC Community Development	✓	✓	✓
Appointment of affordable housing liaisons to the HPHC. By pertinent commissions	Plan commission, Historic Preservation, Human Relations, etc.	✓		
LAND TRUST AND TRUST FUND				
Strategic Planning for Development of land trust and trust fund	HPHC/City of Highland Park	✓		
Develop organizational structure of land trust and trust fund	HPHC recommendation to city council	✓		
Prepare and adopt ordinances establishing land trust and trust fund	HPHC and corporation counsel	✓		
Identify land trust and trust fund revenue sources	HPHC/city staff/land trust and trust fund entities	✓	✓	✓
Prepare and adopt ordinances to implement land trust and trust fund revenue sources	Corporation counsel/city council	✓		

Highland Park Affordable Housing Plan

Recommendation	Responsibility	Short-Term 0-2 Years	Mid-Term 2-5 Years	Long-Term 5+ Years
		✓		
Prepare budget request to city for land trust and trust fund start-up	Housing Commission	✓		
Land trust and trust fund initiate property acquisition and other affordable housing activities	Land trust/trust fund entity	✓	✓	✓
Seek out donations/grants to land trust and trust fund	Land trust/trust fund entity	✓	✓	✓
PUBLIC POLICY				
Amend the zoning Ordinance to require the provision of affordable housing units or a fee-in-lieu in all zoning districts and in planned unit developments, based on project thresholds (inclusionary zoning) and in "special opportunities" cases	HPHC, plan commission, city council	✓		
Establish fees recommended herein including: <ul style="list-style-type: none"> • Tear down fee • New construction fee • Other fees 	City council	✓		
Amend city codes to waive or reduce application, building permit, tap-on and other fees in cases of the provision of affordable housing units	City council	✓		
Create a reuse plan for Fort Sheridan, which contains a provision for a certain percentage of housing to be developed as affordable housing	HPHC/planning commission/ city council	✓	✓	✓

CONCLUSION

The preceding pages addressed a number of strategies and recommendations. It is apparent that no single one is going to solve the spectrum of affordable housing issues. It is more likely that a number of appropriately packaged strategies and recommendations will do so.

An example of combining different strategies is the approach that Highland Park itself has implemented in connection with the Central Avenue Development. Working together, HPHC and the city provided land for the development. The city has committed to waive certain fees including development impact fees, and allowed for density increases. Sponsored by the city, this 60-unit development for seniors contains affordable for-sale condominium and rental units, and is expected to break ground in the year 2000. This is a model that should be replicated in the future to meet affordable housing needs.

A number of federal, state, and county programs provide funding support to promote affordable housing. Most of them target low-income populations, earning household incomes of less than 80% of the area median income. Some programs are for special populations (e.g., the elderly, persons with disabilities) while others apply more generally. Some resources are available only to nonprofit organizations engaged in the provision of affordable housing. Hence, it would be useful for the city to strengthen existing nonprofit entities and to assist in the formation of others so that such restricted resources may be utilized in Highland Park. A summary of programs that are potential resources for Highland Park and detailed descriptions of those programs are included in the Appendix.

A skillful use of the strategies, recommendations, and resources presented in this report can have a significant impact in addressing affordable housing goals in Highland Park. The framework for oversight and leadership is already in place. HPHC is an established entity with proper mandate by the City Council to pursue affordable housing goals. Implementation can be started with the establishment of an appropriate structure manned with qualified staff.

It is our sincere hope that these strategies and recommendations provide a blueprint for action to begin to address the needs identified in this report, and to make strides toward the declared goal of enhancing affordable housing opportunities in Highland Park.

St. Charles Housing: Today and in the Future

Steps to Attaining a Balanced Community



A Report by the St. Charles Housing Commission to
the City Council

What Describes a Balanced Community In St. Charles?

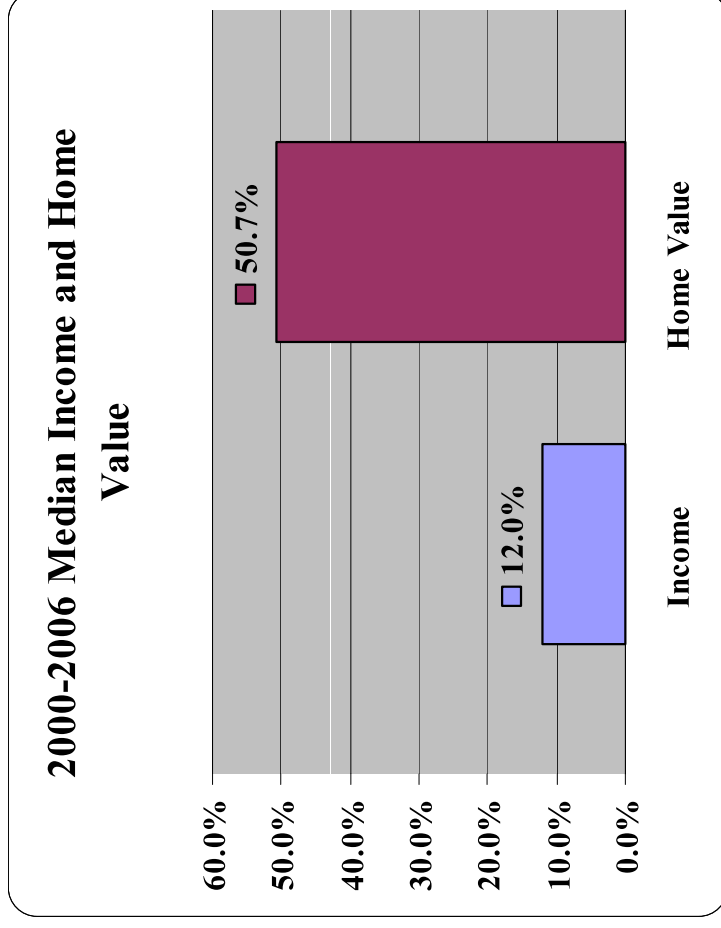
- *A person who grew up in St. Charles should be able to afford to raise his/her family in St. Charles.*
- *A person who raises their family in St. Charles should be able to retire in the same community.*
- *A City as affluent as St. Charles should be able to provide housing choices for individuals with special needs.*
- *Individuals who work in St. Charles should be able to live in St. Charles.*



Income vs. Home Values

2000 – 2006 Increases

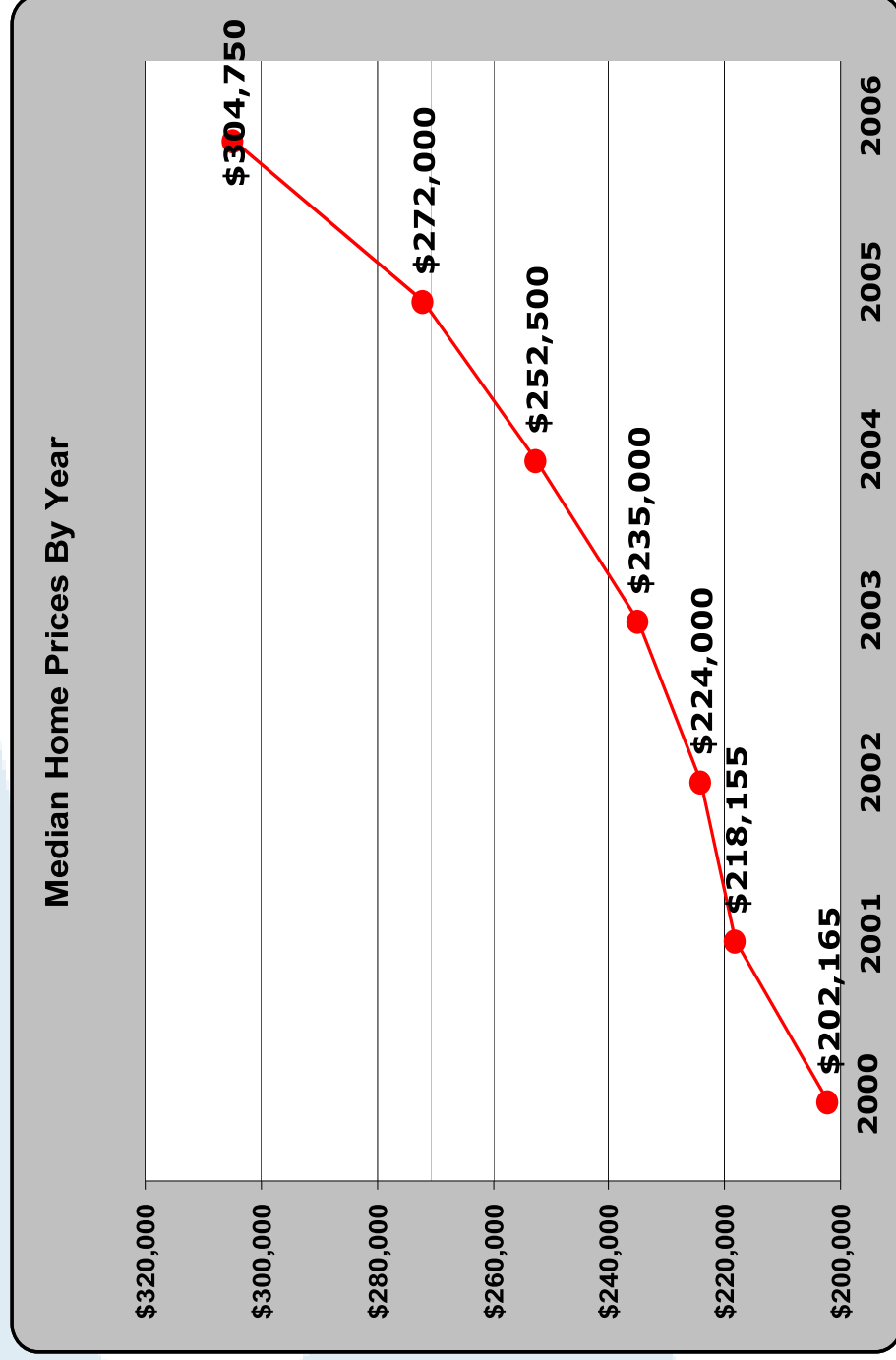
- *The increase in home prices is outpacing the growth of household income*
- *There is a widening gap between what households can afford and the price of homes available to purchase*



Sources: Claritas (Income); St. Charles Twp. Assessor (Home Value)

Median Sale Price of Homes 2000 to 2006

(Includes Single-family Detached, Townhomes and Condominiums)



Source: St. Charles Township Assessor

Who is being shut out of the housing market in St. Charles?

Occupation	Median Wage	Price affordable to worker (30% of income for housing)	Afford the Median Home sold in STC? (\$304,750 in 2006)
Teacher	\$61,496	\$204,987	NO
Firefighter	\$59,164	\$197,213	NO
Police Officer	\$60,188	\$200,627	NO
Municipal Worker	\$46,484	\$154,947	NO

- *Teachers*
- *Police Officers*
- *Retail Clerks*
- *Senior Citizens/Retirees*
- *Nurses / Hospital aides*
- *Secretaries*
- *Firefighters*
- *Bank Tellers*
- *Social Workers*
- *Military/Veterans*
- *... and others*



State legislation: Affordable Housing Planning and Appeal Act

- *In 2003 the State of Illinois enacted the Illinois Affordable Housing Planning and Appeal Act*
- *This law imposes requirements on municipalities where less than 10% of their housing is affordable:*
 - *Must enact a plan to increase the number or percentage of affordable dwellings*
 - *The State may override local denial of any affordable housing development proposed in the municipality.*
- *Municipalities that maintain at least 10% affordable are exempt from the State mandates and overrides*



How is St. Charles doing?

- In **2000**, **16.3%** of all homes in St. Charles were “affordable”, per the State of Illinois mandate.
- However, in **2006**, this number is probably about **10%**
- This figure is expected to plunge to **2%** by **2010**, as economic forces continue to push prices higher.
- It’s not that the City has “lost” affordable units – they have been priced out of reach due to incomes not keeping up with home prices.



	2000	2006	Change
Affordable Housing	16.3%	Probably about 10%	
Median Household Income	\$71,266	\$79,807	+ 12.0%
Median Price of Homes Sold	\$202,165	\$304,750	+50.7%

% of Homes Sold that were Affordable

Year	Total Sold	Affordable %	Median of Homes Sold
2002	875	23.4%	\$224,000
2003	819	22.1%	\$235,000
2004	671	15.5%	\$252,500
2005	681	8.1%	\$272,000
2006	589	6.8%	\$304,750



Source: St. Charles Township Assessor

Housing Commission Purpose is to make recommendations to City Council that:

- A. Preserve the existing affordable housing stock;*
- B. Promote public awareness of the need for affordable housing;*
- C. Encourage and guide market forces to build new homes that meet the St. Charles Housing Endorsement Criteria, and*
- D. Maintain/increase the availability of attainable/affordable housing for all members of the community by working with the private sector and major employers in the community.*



Some Definitions (!!)

1. *“AMI: Area Median Income”*
2. *“Affordable Unit”*
3. *“Inclusionary Housing”*



1. “AMI: Area Median Income”

- Area: • *Chicago Primary Metropolitan Statistical Area*
- Median: • *As many households above as below this number*
- Income: • *Household Income*



2007 AMI = \$74,500 for a family of 4

2. “Affordable Unit”

- *For-sale: A household earning 80% of AMI will spend no more than 30% of its gross household income on mortgage, taxes, insurance, and homeowner/condo fees*
- *Rental: A household earning 60% of AMI will spend no more than 30% of its gross household income on rent and utilities*



Examples of What is Considered “Affordable”?

In 2007, using State standards:

- For-Sale: A 3-bedroom home selling for \$198,667 is considered “affordable” to a household of 4 making \$59,600 annually.
- Rental: A 2-bedroom apartment, renting for \$1,018 is considered “affordable” to a household of 3 making \$40,740 annually.



3. “Inclusionary Housing”

- *It’s a Zoning Term (Jargon)*
- *Zoning can be “**exclusionary**” when used to decrease the variety of housing types and prices (i.e., zoning only for large lot single family)*
- *Zoning can be “**inclusionary**” when used to help increase the variety of housing types and prices*
- *Hence, “**Inclusionary Housing**”*

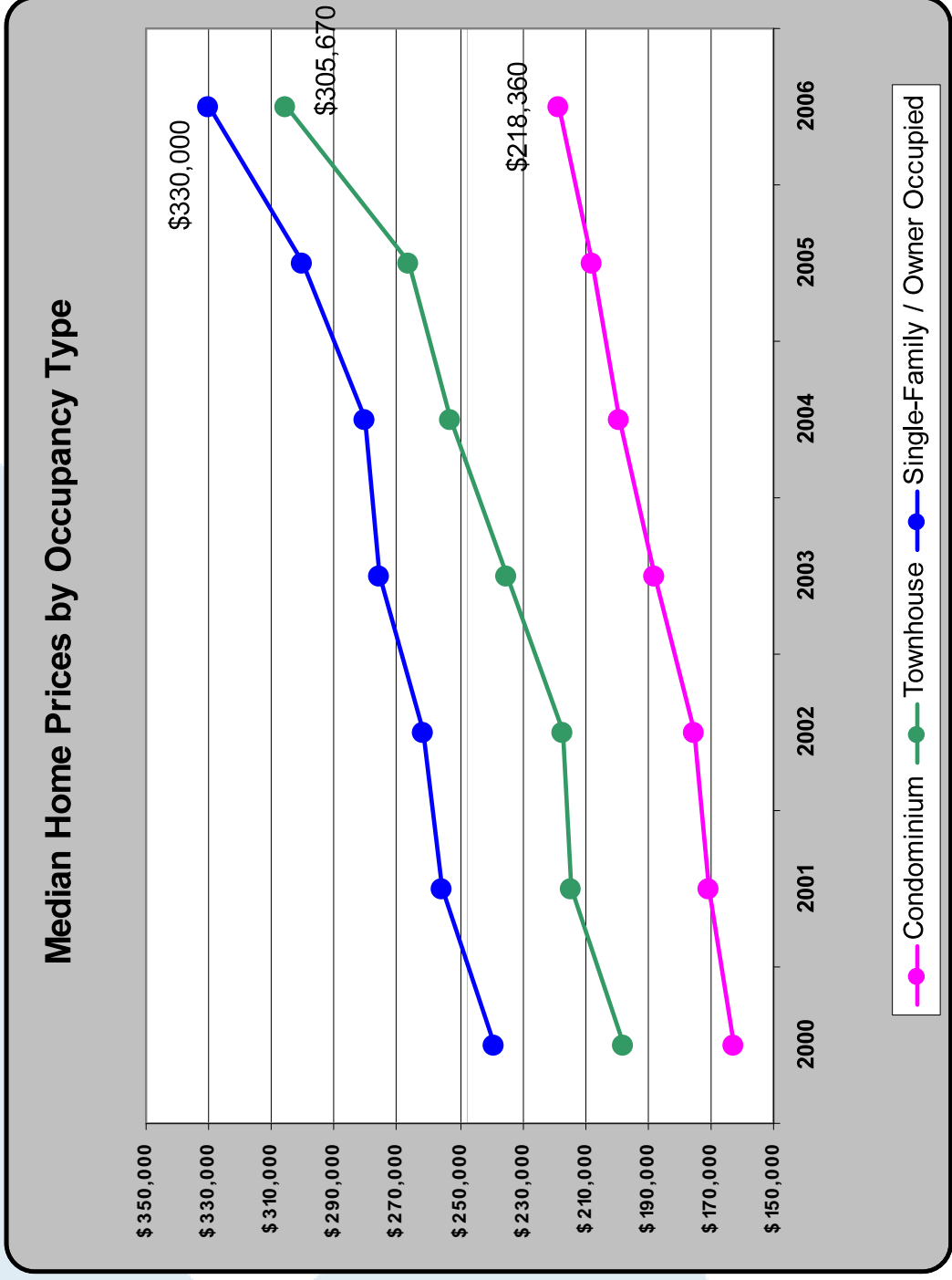


Key Challenges

- *Rising land costs push new development costs out of reach of an ever-larger share of residents*
- *Rebuilding of affordable single family housing stock into larger homes (teardowns)*



Rising Costs for All Types of Housing



Impact of Teardowns

- *As land costs rise, teardowns become more economically feasible*
- *Rule of thumb: a teardown is feasible if a new (larger) home can be sold for 3x the cost of buying the lot + the old house*
- *Therefore: Where teardowns are feasible, smaller, more affordable homes will be replaced by larger, much more expensive homes*



Housing Commission's Agenda for 2007-2008:

- *Propose Inclusionary Housing Ordinance to Council*
- *Propose a Housing Trust Fund*
- *Propose a rehab loan program funded by the Trust Fund which would promote the preservation of the existing affordable housing stock*



Housing Commission's Agenda for 2007-2008:

- *Develop and propose tools that would allow both for-profit and non-profit developers to build housing more affordably such as TIF, Tax-exempt bonds, the donation tax-credit, etc.*
- *Open dialogues with Kane County, IHDA and other levels of government to develop resources that would promote the development of affordable housing*
- *Review building codes and design guidelines and make recommendations that promote affordable constructability*



Inclusionary Housing Proposal:

- *Commission received input from local homebuilders*
- *Policy outline endorsed by P&D Committee 2006*
- *Allows for flexibility depending on size of development*
- *Fee waivers and density bonus to ease cost impacts*
- *Confirmed feasibility with study by S.B. Friedman report*



Inclusionary Housing Proposal:

- **Up to 10 units:** **5% units required to be affordable**
- **11 to 50 units:** **10% units required to be affordable**
- **More than 50 units:** **15% units required to be affordable**
- **Fee-in-lieu allowed for smaller developments (\$140,000 per each required affordable unit not built)**
 - \$7,000 per unit spread over project for 1-10 units
 - \$14,000 per unit spread over project for 11-50 units (max. 50%)
 - \$21,000 per unit spread over project for over 50 units (only if justified)



Inclusionary Housing Proposal:

- Density bonus: 1 market rate unit for every required affordable unit constructed on site, up to 120% of base density.
- Exterior appearance and finish of affordable units to be same as market rate units. Interior size and finishes may differ.
- Priority to be given to those who live or work in St.

Charles



Proposed Fee Waivers:

- *Waiver of City permit and connection fees approx. \$4700 per affordable unit built*
- *Waiver of School and Park Land/Cash fees for the affordable units built*
 - *\$15,109 for 4-bedroom single family*
 - *\$6,506 for 3-bedroom townhome*
 - *\$4,695 for 2-bedroom condo*
- *No waiver for market rate units*
- *No waiver for additional affordable units above the 5%-10%-15% requirement*
- *No waiver of property taxes*



Applying the Inclusionary Housing Ordinance: Teardown Unit

- *Does not apply if new dwelling will be occupied by same family as existing unit*
- *5% affordable required (1-10 units)*
- *Fee in-lieu acceptable*
- *5% x 1 unit x \$140,000 = \$7,000 to be paid with building permit*



Applying the Inclusionary Housing Ordinance: 5 Units

- *Example: Site Zoned for 5 lots, townhomes, or condos*
- *5% affordable required (1-10 units)*
- *Fee in-lieu acceptable*
- *5% x 5 lots x \$140,000 = \$35,000 to be paid with building permit (5 lots @ \$7,000 per lot)*
- *No affordable units built – no bonus units or fee waivers*



Applying the Inclusionary Housing Ordinance: 25 Units

- *Example: Site Zoned for 25 lots, townhomes or condos*
- *10% affordable required (11-50 units)*
- *Fee in-lieu option (max 50%)*
 - *10% x 25 lots x .50 x \$140,000 = \$175,000 to be paid with building permit (12.5 units @ \$14,000 per lot)*
- *Build option (min 50%):*
 - *10% x 25 lots = 2.5 units; round to 2 units*
 - *Build 2 affordable units, get 2 bonus units*
 - *Total units permitted = 27*



Applying the Inclusionary Housing Ordinance: 80 units

- *Example: Site Zoned for 80 lots, townhomes or condos*
- *15% affordable required (more than 50 units)*
- *Fee in-lieu option (Only if justified; max 50%)*
 - *15% x 80 lots x \$140,000 x .50 = \$840,000 (\$21,000 per lot over 40 lots)*
- *Build option*
 - *15% x 80 lots = 12 affordable units*
 - *Build 12 affordable units, get 12 bonus units*
 - *Total units permitted = 92*



Long Term Affordability

- *Rentals: Deed restriction*
- *For-sale:*
 - *Will develop a preferred form for use by developers*
 - *Second mortgage to City for the difference between affordable selling price & market value*
 - *Purchaser must sell to affordable buyer or repay 2nd mortgage to City*
 - *Shared equity: homeowner and City benefit from market increases*
 - *Homeowner pays real estate taxes on market value*



Management of Housing Trust Fund

- *Housing Commission recommends detailed goals, budget, program requirements, priorities, criteria, etc. for Council approval*
- *Housing Commission reviews applications for funding*
- *Expenditures can only be made to advance affordable housing opportunities*
- *All expenditures subject to approval by the City Council*
- *Expenditures to be evaluated for effectiveness*



Potential Uses of Housing Trust Fund

- *Assist with rehabilitation, new construction*
- *Acquire land or buildings*
- *Grants to non-profit organizations that address housing needs*
- *Retain third party administrator*
- *Other: rental assistance, home ownership assistance, preserving existing affordable housing, weatherization, emergency repairs*



Questions and Comments



January Materials

Agenda
Minutes
Housing Value Distribution Chart
Chicago Tribune Article

**DRAFT AGENDA
VILLAGE OF DOWNERS GROVE
HOUSING AD HOC COMMITTEE**

**COMMITTEE ROOM
MONDAY, JANUARY 7, 2008
6:30 P.M.**

- I. Call to Order
- II. Approval of the Minutes of December 10, 2007
- III. Staff Updates
- IV. Adopted Point

A definition of the income and housing cost ranges was agreed to at the last Committee meeting, along with a comment on proper maintenance, for the purposes of continued discussion. In statement form, the following was agreed to by committee members:

"Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing quality housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and upkeep of existing houses in this price range is integral to maintaining attainable housing throughout the community."

- V. Additional Points for Discussion

1) Should the Village Council formulate a housing policy for the Village?

2) What actions does the Committee favor to address the gap?
(Examples: cede bond cap to IHDA; offer financial assistance to ensure maintained houses; rezone three areas along RR track; overlay zoning; limit new builds to only 20% larger than neighboring housing)

- VI. Next Meeting - February 11, 2008
- VII. Adjourn

HOUSING AD HOC COMMITTEE

Minutes of Public Hearing
Downers Grove Village Hall

January 7, 2008, 6:30 p.m.

CALL TO ORDER

Chairwoman Schnell called the Housing Ad Hoc Committee meeting to order at 6:33 p.m.

Present: Marilyn Schnell, William Waldack, Jack Dare, Keith Hoffman, Tim Meaney, Erin Vaughan, Marge Earl, Paul Jarosz, Kevin O'Connor, Megan Schroeder
Chad Walz

Staff: Community Development Director Tom Dabareiner; Management Analyst
Megan Bourke

Also present: Mr. John Hazard, 1029 Blanchard, Downers Grove; Mr. Dave Reynolds, 4919 Bryan, Downers Grove; and Mr. Jerry Holman, 3470 72nd Street, Downers Grove

APPROVAL OF MEETING MINUTES DATED DECEMBER 10, 2007

Ms. Vaughan noted the correct spelling of her name. Mr. Jarosz noted that Bob Wahlgren's address was located in Villa Park. **The December 10, 2007 meeting minutes were approved, as corrected, on motion by Mr. Jarosz, seconded by Ms. Vaughan. Motion carried unanimously by voice vote of 9-0.**

STAFF UPDATES

Director of Community Development, Tom Dabareiner, recalled the committee asked for a distribution of housing values. He reviewed his graph, noting the information was presented prior in some form or another. Chair Schnell asked the group to consider responding to the three previous questions or modifying them.

ADOPTED POINT

Mr. Dabareiner recalled staff was charged with a statement basically stating that *“working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing quality housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and upkeep of existing houses in this price range is integral to maintaining attainable housing throughout the community.”* He asked if the statement was correct and acceptable.

Mr. Hoffman pointed out that the income range between \$65,000 to \$125,000 was significant in that it becomes a one-income family to a two-income family and was significant to use as a general statement. Additionally, the housing range of \$175,000 to \$325,000 was significant. Mr. Dabareiner stated some of that data that was pulled from previous presentations. A suggestion was made to remove the income range figures and to consider

adding the word “preservation” be added to the statement. Mr. Meaney supported the statements in principle. Ms. Earl had issues with the words “quality housing” since it could be subjective.

Mr. Dabareiner read the refined statement: *“Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and preservation of existing houses in this price range is integral to maintaining attainable housing throughout the community.”*

Mr. Jarosz made a motion to adopt the above refined statement, seconded by Ms. Vaughan. Motion passed unanimously by a hand vote of 9-0.

ADDITIONAL POINTS FOR DISCUSSION

1. Should the Village Council formulate a housing policy for the Village? Mr. Meaney acknowledged that a problem exists and the committee should be discussing potential options, such to form a strategy, form a range of solutions that fit within certain criteria and to bring it forth to the village council. Parts of the policy could address different sectors, i.e., first-time home buyers, individuals downsizing, etc. Mr. Dare agreed the council should adopt a policy and for them to set the policy. He suggested that this committee make a simple recommendation such as stating that “it is the village’s intention to create a policy that would preserve diversity in a mixture of housing across the village.” Ms. Vaughan agreed the council should formulate a strong policy and ideas could come from the county and other entities. Mr. Walz favored a “dooms day” approach and would not necessarily agree to begin a plan just yet because he did not want the state or the county to mandate the village to meet specific requirements. Rather, he preferred having some guidelines in place for the future.

Ms. Earl and Ms. Schroeder concurred with Mr. Walz. Ms. Schroeder discussed prior percentage figures for homes at the \$325,000 price range and pointed out that in 2005, 1058 units were sold, of which 313 were below \$325,000 or 29.58%. In 2006 that figure was 26%; in 2007 it was 24.24%. As of December 13, 2007 it was 36% of the market that was below \$325,000. As of yesterday, it was 32% of the market with 17% of that market being detached housing stock. She agreed the village was not ready for a policy but a policy could be set aside for the future. A mission statement was also suggested.

Mr. Hoffman discussed that if the council believes it is necessary to review long-term goals, he supported it, but he was not supportive of formulating a specific plan because nothing in the data presented justified using the taxpayers’ money at this time. He preferred to see more detached townhomes or condos in the \$175,000 to \$325,000 price range since those were the medium homes to start out with. Mr. O’Conner supported some form of policy before it became an issue.

Continuing, Mr. Meaney said the committee could make a statement that the village should look into the matter or take steps to deal with the matter. He suggested an aggressive statement that delivers something of value to the Council. He suggested the process used by the Architectural Design Review Board, wherein they adopted an historic preservation ordinance. Details followed. Mr. O’Connor mentioned that this would be a chance for the village council to be proactive but he was unsure about rezoning.

Commissioner Schnell acknowledged there was a split among the committee members. Commissioner Waldack also summarized the comments made among the group members, some of which were similar while others were not. For instance, the committee recognized that there was a challenge between incomes and availability. In addition, the village council also agreed there was a challenge, which was why this committee was formed. To not discuss having a policy did not appear to make sense and would not make sense to the village council. He summarized other statements made throughout the meetings, i.e., wages were not keeping up with the prices of housing, etc. He stated implementation of the policy would have to be determined. As to the statistics being raised, he believed the information should be made available to everyone and identify the sources they come from.

Commissioner Schnell observed that about half the committee supported a policy while the other half felt that if a policy was to be implemented, it would be a long-term range policy.

Ms. Vaughan believed a common ground existed as more discussion took place. For instance, when the committee members were talking about mandates, spending taxpayer dollars, and discussing subsidies, the discussion moved away from having a policy in place. Whereas, when the committee talked about incentives for residents to remodel, incentives for reduction of unnecessary teardowns, and rezoning areas near the train tracks, there was a common ground. She was not convinced two diverging opinions existed among the group and believed the committee did not want to leave the meeting without some form of recommendation.

Commissioner Schnell discussed her need to better understand those members who supported some form of policy but for the long-term.

Mr. Hoffman proceeded to review the calculations he did for himself and stated he found no relationship between a \$65,000 borrower and a \$125,000 borrower, which is why he questioned the one income purchaser versus the two-income purchaser. He did not believe it was the village's right to tell the consumer where he could live. Due to his job and running credits on a regular basis, Mr. Hoffman found that many people have debt much higher than they should and, therefore, cannot afford the homes. He did not see the matter as an issue. Instead, he believed the village should review different opportunities for lower priced townhomes and condos and people should start by purchasing smaller housing and then move onto to their next home, thereby building equity. Ms. Schroeder clarified where she found her statistics and offered to write them down. She asked the committee to really consider what a policy meant, i.e., a strong statement for the government to create, and cautioned the committee.

Mr. Dabareiner suggested summarizing the two positions and then present them at next month's meeting. Again, Commissioner Waldack asked that when numbers are being presented that they be summarized in a formal report for the members to review together and for the village council to see, understand, and get into the record.

Commissioner Schnell asked if members had any issues with staff formulating the two positions in a report and contacting them if necessary. No objections were voiced.

The committee proceeded to discuss voting on the two positions. No formal vote was taken. Those that did not support the policy included Earl, Walz, Schroeder, and Hoffman. Those that supported the policy included Jarosz, Vaughan, Dare, and Meaney. O'Connor was undecided. Discussion followed on the various definitions of the term "policy".

Commissioner Schnell asked that staff define the term “policy” for next month’s meeting. Ms. Schroeder asked for a legal opinion on the definition as well. The committee took another vote to determine if a policy should be developed. Five members, Jarosz, Vaughan, Dare, Meaney, and O’Connor, supported the development of a policy. Four members, Earl, Walz, Schroeder, and Hoffman, did not support the development of a policy.

2. What actions does the Committee favor to address the gap? Mr. Jarosz distributed his handout which consisted of his thoughts on paper, noting they were to be considered as a starting point. For his own understanding, Mr. Dare asked for clarification of zoning wherein Mr. Dabareiner explained that zoning does not necessarily deal with the types of construction but deals with increasing the density which can also change the economics of the parcel.

Mr. Dare, referring to the consultant’s report about their suggestion to take a certain area near downtown and create an overlay of zoning changes, felt that by creating such an overlay, a transitional zone could exist whereby townhomes and condos could be created as attainable housing. He believed an incentive could be created by the village for such areas to work. He clarified it was removing a person’s right to retain their property the way it exists currently. Ms. Earl was agreeable to putting an overlay into place as long as those existing businesses were still allowed to expand their businesses and not be kicked out. She cautioned members on how to put the zoning into place.

In discussing the creation of an overlay in the downtown area, Mr. Dabareiner explained the consultant was looking for an overlay in some locations and then outright rezoning in other areas. Ms. Schroeder believed it was acceptable to have more density and turn commercial to residential. Any kind of zoning would not be advantageous to the village.

Turning to Question Three, the members discussed suggestions for policies and/or programs for new and existing housing, such as having a transfer tax on the purchase/sale of homes for establishing a fund for a housing assistance program for new home owners. For those staying within the village, the tax would not be charged. Another suggestion included creating a home addition program so that homeowners can keep their existing home and making the home more desirable to live in. Providing financial assistance to get village employees to live in the village was another suggestion. Others ideas included examining regulatory tools (impact fees, permit fees), holding design charrettes for the community; forgivable down payment loans; fine-tuning the Special Use process; cede the \$4.0 million bond cap item for a first-time buyer’s assistance program with IHDA; rezone the three parcels along the tracks as recommended by the Anderson Group; rezone areas near downtown to allow for mixed use development (retail lower level; residential above); create a transition zone which ties into the consultant’s overlay; create an inclusionary ordinance; and creating a housing trust fund.

Ms. Schroeder asked for better clarification on the bond cap and to receive a statement from the village explaining the ramifications if the village uses up its bonding power.

Turning to his points, Mr. Meaney suggested that the committee focus on attainability in a way that is not restricted necessarily to specific areas, i.e., the area along the tracks, but have a program in place that is broad enough to encompass other areas of the village and to look into covenants around a housing development. He suggested two criteria to consider: would the policy affect home values; and second, whatever policy is put into place, would it be done in such a way that it would maintain itself as attainable housing.

Mr. Meaney believed by asking these sorts of questions it would clarify some of the issues among the committee members. Lastly, a suggestion was to partner with companies in the village to assist their workers to live in Downers Grove. The committee talked about directing such assistance programs to the new home category and not to existing homes and consider those who will benefit from such programs, possibly working with the Economic Development Commission.

Commissioner Waldack's ideas included reducing remodeling costs, having a teardown tax, and relaxing lot width requirements for new attainable housing programs, and considering the three programs under the IHDA program. He also believed a committee should be in place to track such programs. He supported the design charrette and the CHAD trust fund suggestions.

Commissioner Schnell stated the suggestions will be placed in a draft report and be ready for the committee's review. She asked that staff get the report out one week prior to the next meeting.

Commissioner Schnell opened up the meeting to public comment.

Mr. John Hazard, 1029 Blanchard, Downers Grove, believed the two following questions were being mixed together: 1) did a gap exist, and 2) if there was a gap, was it an issue or did the committee care? He believed the taxpayers already spent enough money on the consultant's report and believed enough experienced people existed in the village to come up with the same results. He believed the consultant should clarify and backup up his figures.

Mr. Dave Reynolds, 4919 Bryan, Downers Grove, stated that if the custom homes were subtracted from the equation and the focus was just on the resale of homes, he believed those homes were staying on the market for a long time. Ms. Schroeder concurred.

Mr. Jerry Holman, 3470 72nd Street, Downers Grove, stated that one of the most profound things he heard at the November meeting was from the representative from IHDA who stated that "you have to decide what you want to be," in which Mr. Holman believed this committee was at that point but was still unclear. He initially supported the rezoning of the three areas along the train tracks until he drove past the areas. While he believed the Fairview area had potential, he did have concerns about the Warren Avenue area and limiting viable businesses to expand their business due to rezoning the area. He believed it could send a bad message to the businesses. Mr. Holman expressed reservations about the 20% limitation. While there was mention that there are affordable areas in Downers Grove, they were referred to in the consultant's report as areas "less desirable" due to less transportation, etc. He was surprised by the reference. He did support the suggestion for 63rd and Woodward, which could use some renovation to the area. In general, he felt the study made static assumptions and he still believed the problem was not identified and because of that, he would not support drafting a policy at this time.

Mr. Hoffman addressed the prices versus length of homes being on the market, explaining that the more expensive homes have been hit due to the changes in the lending programs. The changes that are to come about are important because lenders are going to risk base lending, meaning if one's credit scores are lower, one will have a higher interest rate and a person cannot borrow as much. The changes will affect all homeowners who either want to

refinance or purchase. While he agreed with the statement about the 63rd and Woodward area, the site was privately held and the village has been speaking to the owner.

To Mr. Hazard's point, Ms. Schroeder stated that if in any way the discussion infers that she agrees a gap existed, she asked to take back her vote because she did not agree with that.

NEXT MEETING

The next meeting was scheduled for February 11, 2008.

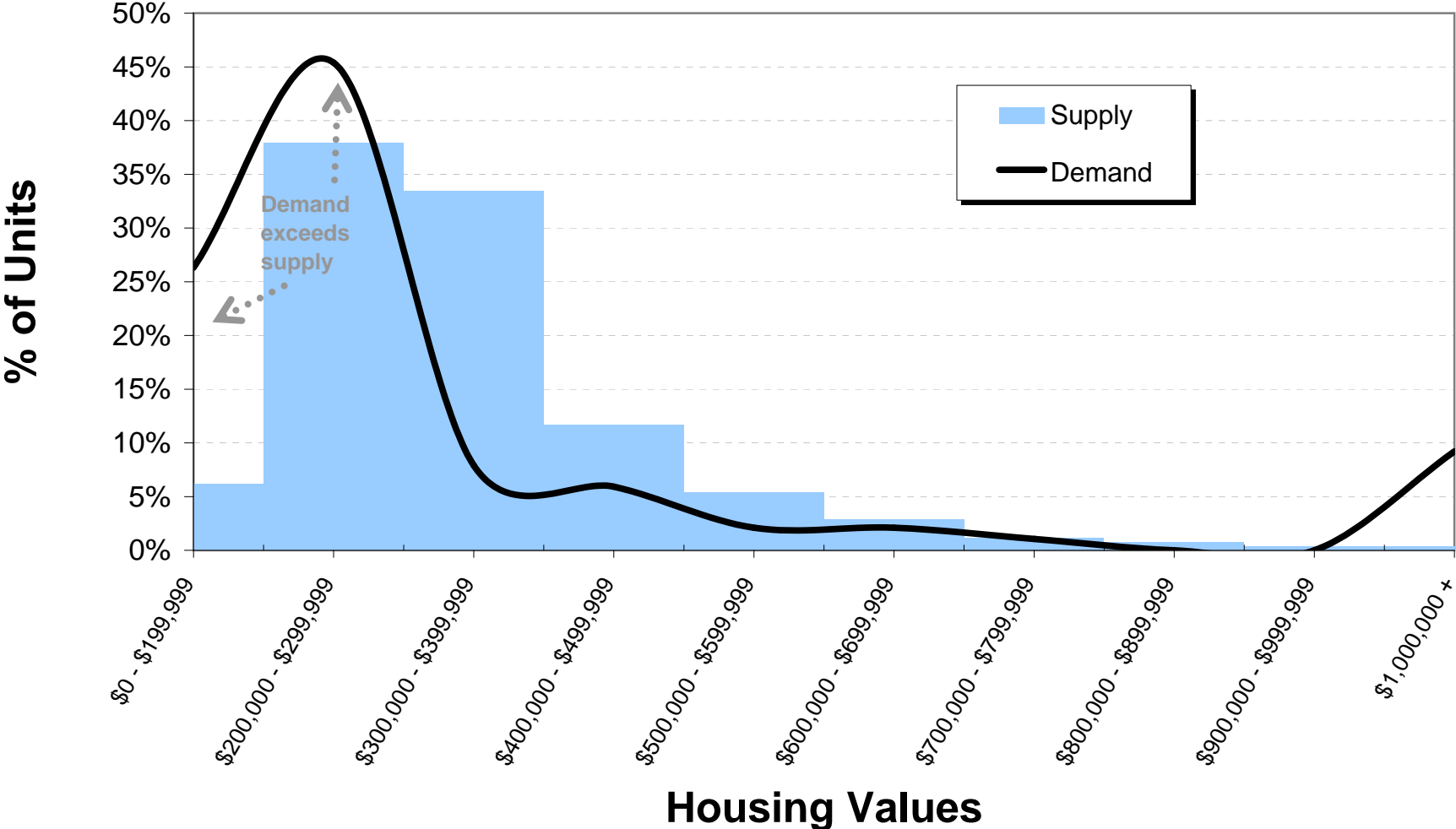
ADJOURN

The meeting was called adjourned at 8:30 p.m. by Commissioner Schnell.

Respectfully submitted,
(as transcribed by tape)

/s/ Celeste K. Weilandt
Celeste K. Weilandt, Recording Secretary

Residential Supply vs. Demand by Housing Value



Median price of existing single-family home in U.S. drops in 2007

2007's decline 1st in decades; local figures brighter

By Mary Umberger / *Chicago Tribune*, January 25, 2008

The housing market reached another milestone in 2007, though not the kind that anyone wishes for.

For the first time in at least 40 years -- and possibly since the Depression -- the median price declined for an existing single-family home across the country, according to a report Thursday by the National Association of Realtors.

"It's the first annual drop since we started collecting data in 1968," association spokesman Walter Molony said. "Based on anecdotal information, academics agree the previous [such] decline was in the Great Depression."

The sobering announcement came on the same day that congressional leaders said they had tentatively agreed on an economic-stimulus program, which, among other things, would raise the loan limits for Fannie Mae and Freddie Mac. The government-sponsored enterprises may soon be allowed to back loans as high as \$729,750, up from \$417,000 now.

Backers hope the changes will put housing back on its feet and stop further price declines.

David Oser, chief economist for ShoreBank in Chicago, isn't too optimistic. "Things take a really long time to play out [in housing]," he said. "And even if we have reached a bottom, we're going to bump along at that bottom for a long time -- many months, perhaps a year before a recovery starts."

"The federal government can inject stimulus into the overall economy and do all sorts of things to put money into people's pockets, but when it comes down to housing itself, it gets solved family by family."

And families nationwide saw the median home price fall 1.4 percent in 2007 to \$218,900, from \$221,900 in 2006.

Also part of the data was the Realtors' analysis of existing-home sales in December, which were down 22 percent from a year earlier. The trade group said the national median existing-home price in December alone was down 6 percent, year over year.

Locally, the report was a little brighter in December. The Illinois Association of Realtors said prices were up 1.1 percent in the Chicago area, though off 6.6 percent statewide from a year earlier. Sales, however, were off 27.7 percent, the group said.

"We still haven't reached a bottom for the housing slump, nor do the data suggest that we are close," said Bernard Baumohl, managing director of the Economic Outlook Group, a forecaster in Princeton, N.J.

"But it wasn't all bad news," he said. "The months' supply of homes for sale dropped to 9.6 months, which was the lowest since August. And yes, 1.4 percent [in prices] is a decline, but it's not the end of the world. Last year's sales, 5.62 million, turned out to be the fifth-highest on record."

Little or no appreciation

"The average price is now back to the level of March 2005, which implies that many people who bought homes even two years ago have experienced no appreciation in their homes' worth," said ShoreBank's Oser. "Those who bought more recently are likely to live in homes that are worth less than they paid for them."

For Chad and Jeanine Smith, who bought a townhouse in northwest suburban Lakemoor in December 2002, the line between profit and breaking even -- or losing money -- is a fine one.

"I don't want to have to take a loss, though I'm afraid that might have to happen," he said.

The couple began trying to sell their home in April 2007, with several potential buyers visiting over the summer. But they've had no one look at the three-bedroom unit in several months. They've lowered their price to \$203,900 from \$207,000 and are thinking about asking \$199,000, he said.

"I'd be happy with \$199,000," Chad Smith said. "That would represent a profit, but not much."

The National Association of Realtors said single-family sales in December fared slightly better than those of condos, nationally, declining 21.6 percent and 24.5 percent, respectively.

The Illinois group doesn't break out sales for the two housing types. It said the collective median price in December was \$247,800, up from \$245,000 a year earlier. It also said that for all of 2007, home sales in the Chicago area totaled 92,656, down 20.5 percent from 116,527 in 2006. In 2005, the year the market peaked, 133,305 homes were sold.

Analysts said the reduction of inventory of homes for sale was slightly encouraging, but the figure may reflect sizable numbers of people who took their homes off the market

during the holidays and who may soon relist them.

Then there's the rising flow of homes in foreclosure. Those properties are expected to land on the market in 2008 in record numbers.

"We have some additional downturn in sales to go and a downturn in prices in many parts of the country," said David Berson, chief economist for PMI Group, a private mortgage insurer. "The fall in prices is likely to be less as the year goes on, but we will still have that through 2008."

mumberger@tribune.com

February Materials

Agenda
Minutes
Draft Report Dated 2/11/08
Attainable Housing Steps
Definitions
Ad Hoc Assumptions
Mortgage Information
Resolution A
Resolution B

HOUSING AD HOC COMMITTEE
AGENDA

Village Hall - Committee Room
6:30PM, Monday, February 11, 2008

- I. Call to Order
- II. Approval of the Minutes of January 7, 2007
- III. Staff Updates
- IV. Review of Draft Staff Report
- V. Public Comment
- VI. Issue Report to Village Council
- VII. Adjourn

HOUSING AD HOC COMMITTEE
Minutes of Public Hearing
Downers Grove Village Hall

February 11, 2008, 6:30 p.m.

CALL TO ORDER

Chairwoman Schnell called the Housing Ad Hoc Committee meeting to order at 6:30 p.m.

Present: Chairwoman Marilyn Schnell, William Waldack, Jack Dare, Keith Hoffman, Tim Meaney, Erin Vaughan, Marge Earl, Paul Jarosz, Kevin O'Connor, Megan Schroeder, Chad Walz

Staff: Community Development Director Tom Dabareiner, Planner Stan Popovich, Management Analyst Megan Bourke

Also present: Mr. Patrick Sullivan, 4702 Stonewall, Downers Grove; Lillian and Michael Moats, 1100 Maple Avenue, Downers Grove; Mr. Phil Poirier, 4602 Prince Street, Downers Grove; Colette and John Hazard, 1029 Blanchard St., Downers Grove; Mr. Matt Sullivan, 5752 Walnut Ave., Apt. 1B, Downers Grove; Ms. Ginny Foskett, 6123 Hillcrest, Downers Grove; Ms. Kay Vlahos, 4911 Washington St., Downers Grove; Joe and Pat Smyth, 4914 Lee Ave., Downers Grove; Ms. Mary Hason, 5720 Hillcrest Rd., Downers Grove; Ms. Deb Harris, 4717 Seeley, Downers Grove; Mr. George Nicholaou, 4845 Highland Ave., Downers Grove; Mr. Bill Haider, 5427 Main St., Downers Grove; Ms. Cathy Mikes, 1285 Candlewood Dr., Downers Grove; Mr. Gordon Goodman, 5834 Middaugh Ave., Downers Grove; Mr. Bill Wrobel, 7800 Queens Ct., Downers Grove; Mr. Jim Russ, 1218 Maple Ave., Downers Grove; Mr. Dan Loftus, 4704 Main St., Downers Grove; Mr. Mark Thoman, 1109 61st St., Downers Grove; and Mr. Dave Reynolds, 4919 Bryan, Downers Grove.

APPROVAL OF MEETING MINUTES DATED JANUARY 7, 2008

Ms. Schroeder wanted the draft report to note that it was her who wanted to change her vote of approval considering the issue statement during the January meeting

The January 7, 2008 meeting minutes were approved on motion by Ms. Earl, seconded by Ms. Vaughan. Motion carried.

STAFF UPDATES -

Mr. Dabareiner noted a significant amount of information has come forward in the past week, with some as recently as today. The new information has been placed in front of the committee members just prior to the meeting and is available to the public. This information is not reflected in the agenda and the committee may need to take some liberties with the agenda due to the new information. As such, the committee may not spend a lot of time

discussing the draft report that was provided to the committee last week. Mr. Dabareiner noted it is the intent of tonight's meeting that the committee reach some conclusion and forward the committee's findings to the Village Council.

Chairwoman Schnell noted the two different resolutions that were submitted to staff earlier today. Chairwoman Schnell felt it would be best to discuss the two resolutions before the committee instead of delving into the draft report's majority and minority opinion since she felt the committee was split on whether there is an attainable housing issue. She invited the authors of the two resolutions to discuss their resolutions.

REVIEW OF RESOLUTIONS

Mr. Meaney discussed his resolution (Resolution A) and made clear the resolution was talking about attainable housing, not affordable housing. He acknowledged the independent consultant and that the committee had determined there is a market gap between income and housing values. His resolution noted there is a large supply of middle-income homes but there is still a demand which exceeds the supply of these houses. He noted the Village's 2022 Vision within the Strategic Plan which identifies "homes available to diverse income levels" as important. The resolution also calls for the Council to create a standing committee to look at attainable housing issues. He does not believe you would put anti-economic development people on an economic development committee. Therefore a committee of individuals dedicated to this issue should be created.

Ms. Schroeder reviewed Resolution B. The resolution notes that the data presented does not support the theory that a shortage of attainable housing exists. Ms. Schroeder noted new data she provided today from the DuPage County Assessor. She believes the housing stock is adequate and that there are multiple mortgage types available to homebuyers. The resolution calls for a policy to recalculate and look at the data annually, consider tax incentive programs, fee reductions for attainable housing permits, and an educational program for seniors.

Chairwoman Schnell asked the committee to discuss whether they could support one resolution or another. Mr. O'Connor noted he had some issues with some of the points in Resolution A and he tends to side with Resolution B. Based on the report and MLS data, there is a fair amount of housing stock available.

Mr. Dare supports Resolution A. He believes Resolution A is needed because the draft staff report does not call for action. Mr. Dare believes if there is not a consensus on some number of action steps the Village could take, the committee is letting the community down. He believes the committee can reach a consensus. He believes the consultants report is looking long-term and comprehensively, not only at today's data.

Ms. Vaughan felt the committee can come to a consensus to do something. She doesn't believe there are adversarial roles amongst the committee. She believes the argument should be reframed to ask what can the committee agree on. Ms. Vaughan believes income is not rising as quickly as housing values. She believes the data presented in Resolution B is a snap-shot and is not representative of the trends of attainable housing. She believes the consequences of doing nothing would be hard to deal with. She was concerned about teardowns and people leaving the Village. She believes there should be a broad spectrum of housing available to different income levels. Just because of the current

market downturn, it does not mean the trend of income and housing availability is not there. She believes the group should come to a consensus to recommend tools the Council could consider. She noted her support of Resolution A.

Ms. Earl noted there is a lot of information in front of the committee. She noted Downers Grove is not an island and there are housing opportunities in surrounding communities. She agrees with Resolution B and the County Assessor's data. She does not condemn the teardown trend and believes the Village could help seniors so their homes do not become teardowns. On the surface, attainable housing is a good thing, but she doesn't believe the presented data supports this as an issue. Ms. Earl noted that placing someone in a house and subsidizing a mortgage was not doing anything to keep the house affordable for the long term and it was a disservice to place debt on an owner just to get them into a home. She expressed concern that the housing market currently was out of balance and in a correction and the report was just a "snap shot." Ms. Earl reiterated her support for Resolution B.

Mr. Hoffman had a couple of problems with Resolution A, expressing concern whether the study was truly accurate and that it could be biased or have "an agenda". Mr. Hoffman noted that his figures have shown that there was less of a gap than being seen in the report. Another concern was the fact that if an individual could purchase a home and the home was not available; could a builder construct such a home for the same price? Wherein it was noted the builder could not, even if the land was donated. He believed Resolution B was in line with his own thought process. He stated there were attainable homes in Downers Grove but the issue was that not many people wanted to move into them and qualify for the mortgage for them, i.e., the sub-prime lending caused major issues with the guidelines for everyone else.

Dialog moved to the significance of the MLS data. Ms. Schroeder believed to ignore supply and demand in such a study was outrageous. She pointed out how data was used in the report but not the MLS data and the fact that the data was dated and inaccurate. As to the number of teardowns reported, she clarified two homes were not being torn down to rebuild a larger home. She pointed out that she called the Assessor's Office on that matter. It was not an issue but it was reported in the study and she did have an issue with that. As to the report stating the population in the village was diminishing, she was not able to identify that fact anywhere on the Internet or from the Census Bureau. Contrarily, she stated it was increasing by half as much as it was in the last six years. She also believed the committee should have been addressing the issue of teardowns and the village's character versus affordable housing/attainable middle-income housing.

Mr. Jarosz noted his agreement with portions of both resolutions. He hopes the committee can come to some sort of consensus decision. He noted some of the information in the consultant's report was not documented properly and that the discussion for teardowns was another topic for discussion. Mr. Jarosz noted there was housing available in the village but people were "fussy" and did not want to move into such homes because they lacked certain amenities of newer homes. He believes everyone thinks something needs to be done.

Mr. Walz noted his preference for Resolution B. His issues included the clarification between the terms of "attainable" and "middle-income" housing. Mr. Walz believed middle-income housing for the village was between \$350,000 and \$500,000 and the two terms were very different. He felt the \$125,000 income value was too high. He did not see a

middle-income shortage of housing in the village. He stated purchasers needed to buy homes where they can afford them and eventually move up the property ladder. He did not want to see the village's tax dollars given away for downpayment or other assistance. He supported helping seniors keep their homes since they lived in the village for many years. He supported Resolution "B". He also agreed the housing market should eventually correct itself.

Mr. Meaney felt that strong arguments could be made against both resolutions and against some of the comments made. He felt the group should take a historical perspective on the entire issue, noting Resolution "A" references the village's Strategic Plan and the Vision 2022 - Homes Available for Diverse Income Levels. He pointed out that the year 2022 was 14 years away and that 20 years ago there was a heated discussion and a statement made in one of the village's commissions about the preservation of neighborhoods and the concern of teardowns. Mr. Meaney pointed out how, after that statement was made, a very different situation existed today than was thought of back then. Another historical perspective was the fact that the new zoning regulations that exist today took approximately two to three years to develop. He believed an opportunity existed to focus on the future that shouldn't be missed. He believes the committee should work to move forward and to make a recommendation to the council, such as that in Resolution "A".

Chairwoman Schnell asked members about the consensus on the two resolutions and acknowledged they had concerns about the reports.

Mr. Waldack provided his opinion and noted that whatever report comes out of this committee, it needed to be complete before going to the village council. He believed holes could be poked through the consultant's report, and the MLS data was a snap shot in time and not a trend. He did acknowledge, however, that a trend existed where the incomes were not keeping up with the rising cost of housing. To the discussion of teardowns, he stated that when a home is torn down, builders state it is not replaceable for less than \$400,000. As to the medium-income range of \$75,000, he discussed how the Village employs over 300 people and the majority of Village employees are in the middle-income range. He noted his belief that the committee voted in January that there is a gap. While he agreed fixing up homes in the Village to make the Village look nicer was a positive as well as assisting seniors; however, he did not believe it was this group's charge. In general he agreed the population's age in the Village was increasing and there was a need for change. He looks in the strategic plan and observes the need for more families and thinks it is something that needs to be looked at. He also pointed out that if the reports were going to be criticized then the MLS information would have to be equally criticized.

ISSUE REPORT TO VILLAGE COUNCIL

Chairwoman Schnell reviewed the Council questions (original charge) that needed to be addressed before sending the report on to the Village Council. Asked if the committee found there was "a looming shortage of attainable or middle-incoming housing," Ms. Vaughan believed the question, based on what the committee was preparing, was unanswerable because all of the data was in question. However, she pointed out that there appeared to be consensus that the village should do something but it should not be based on whether a gap existed or not. Mr. Hoffman stated that while there may not be a looming gap, alternatives could be suggested to the village council.

Community Development Director Tom Dabareiner felt there was no reason to respond to the "accusations about utilizing biased materials," as questioned by Ms. Vaughan. Director Dabareiner stated there was no need to comment and staff went through the RFP process and noted the firm selected was nationally known and respected. The MLS data was incorporated into the report. Mr. Dabareiner reiterated his comments from the first meeting which included that much data existed on this topic and which may contradict each other, and neither may be right nor wrong. In the end, he stated it was a philosophical decision for each member to make.

Chairwoman Schnell called for a motion on the first question if there is a shortage or looming shortage of attainable housing.

Ms. Vaughan made a motion that the committee has found there is a shortage or looming shortage of "attainable" or "middle-income" housing in the village. Seconded by Mr. Meaney. Roll call:

Aye: Dare, Meaney, Vaughan

Nay: Hoffman, Earl, Jarosz, O'Connor, Schroeder, Walz

MOTION FAILED. VOTE: 3:6

Mr. Jarosz made a motion that the committee has found that there is no shortage or looming shortage of "attainable" or "middle-income" housing in the village. Seconded by Mr. O'Connor. Roll call:

Aye: Hoffman, Earl, Jarosz, O'Connor, Schroeder, Walz

Nay: Dare, Meaney, Vaughan

MOTION PASSED. VOTE: 6:3

It was noted the Council's charge was to recommend solutions only if the committee determined there was a shortage of attainable housing. Chairwoman Schnell closed the committee portion of the meeting and opened up the meeting to public comment.

PUBLIC COMMENT

Mr. Patrick Sullivan, 4702 Stonewall Avenue, Downers Grove, thanked the committee and staff for their hard work on this matter. He stated the ad hoc group heard from individuals from CHAD and IHDA who were experts on the local housing scene who agreed there was a shortage of attainable housing/workforce housing in the Village and in DuPage County. In addition, he stated the Anderson report reflected a shortage of homes priced in the \$200,000 to \$300,000 range in the Village. He found it unbelievable that the members on this committee rejected the findings of the experts for anecdotal evidence, unscientific evidence, and hastily prepared evidence. He pointed out the Anderson firm was a national firm and was a neutral fact-finder. He believed it placed the Village behind other villages who have acknowledged a shortage of middle income housing, who were taking action to keep their communities vibrant and diverse. He asked that this committee or a committee more dedicated to move on to a resolution about looking for solutions.

Ms. Vaughan inquired whether all the information presented tonight would go in front of the Council. Chairwoman Schnell noted all the information obtained by the committee would be presented to Council.

Mr. John Hazard, 1029 Blanchard Street, Downers Grove, was surprised that the gap was voted on again since it was voted on at a previous meeting with the result of 5 to 4 stating there was a gap. He did not understand why the matter came up again and why it was important. He stated there was data that came out today on the B Resolution which discussed housing statistics up to \$350,000. He noted the consultant's gap recognized a shortage between \$200,000 and \$300,000. He believed the data presented in Resolution B was not a factual representation of anything that the consultant's report said. He believed the public attending would agree there was a gap. He supported Ms. Vaughan's comments. He recommended removing the discussion about the gap and suggested that the report to the Village Council state that the question of a gap became irrelevant and the committee began to work on solutions.

Mr. George Nicholaou, 4845 Highland Avenue, Downers Grove, respected each of the members' votes and for the public to accuse the ad hoc members of misreading or not understanding something was someone who had never sat on a Village committee who had to make a decision. Mr. Nicholaou stated he has also been a realtor in this community for 30 years and stated that his own children do not want the house he has lived in but do want a house they want to construct. He stated there was housing in the community but the issue was that many of the children did not want to live in it. He discussed the straight-forwardness of the MLS data and the availability of housing in the various price ranges being discussed. He also discussed the fact that the young purchasers have to learn to move up, which was a reality.

Mr. Matthew Sullivan, 5752 Walnut Avenue, Downers Grove, attended the meeting to learn about local politics and was surprised that the issue was avoided and ultimately led to the people against it to say 'I can't believe this.' Data was presented and questioned and led to basic trust issues with the data.

Ms. Ginny Foskett, 6123 Hillcrest, Downers Grove, has resided in the village for 37 years and has moved to her current third location and has been there 34 years. She discussed the importance of community and it being "inclusive" not exclusive. She believed the path the Village was taking was the exclusive route. She preferred more studies to be taken in order to get innovative ideas.

Mr. Dave Reynolds, 4919 Bryan Place, Downers Grove, recalled the first Housing Team meeting where over 200 people attended. Another meeting was held and nearly 400 people attended. He stated there was an obvious concern about this issue. He stated his concern with the outcome of this meeting was that the committee reached a dead-end and there was no opportunity for creativity with the decision made. He preferred Resolution "A" because it opened the doors for another committee. He pointed out the market would change eventually. He asked that the committee keep an open end to involve some people and discuss options.

Chairwoman Schnell thanked the staff and the members of the Ad Hoc Committee for their work on the committee. She reminded the members and public that staff will make another

presentation to the Village Council and another opportunity will exist for the public to make their comments. She did not believe the issue was dead-ended.

ADJOURN

The meeting was adjourned at 8:11 p.m. on motion by Mr. Hoffman, seconded by Ms. Earl. Motion carried unanimously.

Respectfully submitted,
(as transcribed by tape)

/s/ Celeste K. Weilandt
Celeste K. Weilandt, Recording Secretary

Proposed edits to minutes– Page 4, first full paragraph

(Proposed additions are indicated by shading/underline; proposed deletions by ~~strikeout~~)

Mr. Meaney felt that strong arguments could be made against ~~both resolutions~~ several assumptions in Resolution B and against some of the comments made. He felt the group should take a historical perspective on the entire issue, noting Resolution “A” references the village’s Strategic Plan and the Vision 2022 - Homes Available for Diverse Income Levels. He pointed out that the year 2022 was only 14 years away and that 20 years ago there was a ~~heated~~ discussion and a statement made in one of the village’s commissions about the preservation of neighborhoods and ~~the concern of teardowns~~ that teardowns would never be an issue in Downers Grove. Mr. Meaney pointed out how, after that statement was made, a very different situation existed today than was thought of back then. Another historical perspective was the fact that the new zoning regulations that exist today took approximately two to three years to develop. He believed an opportunity existed to focus on the future that shouldn’t be missed. He believes the committee should work to move forward and to make a recommendation to the council, such as that in Resolution “A”.

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Draft Report
Ad Hoc Committee on Housing
February 11, 2008

14

EXECUTIVE SUMMARY

15 The Ad Hoc Committee on Housing was formed by the Village Council in August 2007 to
16 determine if Downers Grove has a shortage of attainable housing and, if so, what strategies or
17 programs could the Village Council consider to address the situation. The Committee has met
18 since September 2007 and reviewed a variety of data including existing housing stocks, housing
19 availability, housing sales, and income levels. Based on the data and analysis, the committee is
20 split on whether there is a shortage of attainable housing in Downers Grove and whether or not
21 to recommend policies for the Village Council's consideration.
22

23

INTRODUCTION

24 Recent studies throughout the country have found housing prices have risen quicker than income
25 levels. This differential has created situations where middle income families have difficulty
26 purchasing and maintaining a single-family home. These circumstances have the potential to
27 lead to minimal reinvestment in the property creating dilapidated homes and neighborhoods. As
28 homeowners are unable to maintain their properties, the potential exists for these owner-
29 occupied units to turn into rental units. Based on concerns from residents and Village Council
30 members about the Village's attainable housing stock, the Village formed the Ad Hoc
31 Committee on Housing to examine and make recommendations on four basic questions.
32

- 33
- 34 1. Determine whether the Village has a shortage or a looming shortage of "attainable" or
35 "middle income" housing stock (this includes defining "attainable" and "middle income"
36 housing).
 - 37 2. Provide the Council with specific information about the current status of housing stock
38 and how the same compares to surrounding municipalities.
 - 39 3. Provide analysis as to how the Village's available housing stock comports with any
40 applicable State requirements for "affordable housing."
 - 41 4. Assuming the Committee determines there is a shortage of "affordable," "middle
income" or "attainable" housing, then the Committee may wish to recommend potential
community solutions.

35 The Ad Hoc Committee on Housing consists of 11 members, nine voting members and two non-
36 voting Commissioners. The Committee was formed in August 2007 by the Mayor and Council
37 and held a monthly meeting from September 2007 through February 2008. The voting members
38 include representatives from Downers Grove employers, the Downers Grove Housing Team, the
39 real estate profession, the mortgage lending profession, and Village residents. The committee
40 members are listed in the table below.
41

Committee Member	Representation
Jack Dare	Downers Grove Housing Team
Marge Earl	Resident-At-Large
Keith Hoffman	Mortgage Lender
Paul Jarosz	Resident-At-Large
Tim Meaney	Downers Grove Housing Team
Kevin O'Connor	Resident-At-Large
Megan Schroeder	Real Estate Agent
Erin Vaughan	Downers Grove Employer
Chad Walz	Resident-At-Large
Commissioner Marilyn Schnell	Chair
Commissioner William Waldack	Vice Chair

To examine the four questions, the committee was presented with housing data and presentations from a variety of sources. A Residential Market Strategy for Downers Grove prepared by Anderson Economic Group, LLC (AEG) provided detailed information regarding housing trends and markets in Downers Grove and surrounding communities. Additional data from committee members and staff was presented and discussed.

The committee heard presentations on workforce housing programs by the Illinois Housing Development Authority (IHDA), the DuPage Homeownership Center (DHOC), and the Community Housing Association of DuPage (CHAD). Additionally, Matthies Builders, Inc. and R.A. Faganel Builders provided insight from a developer’s perspective. Key definitions related to the committee’s discussion are listed in the glossary at the end of this report.

Based on these discussions, the committee developed an issue statement that was unanimously adopted.

Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and preservation of existing houses in this price range is integral to maintaining attainable housing throughout the community.

Although this statement was initially unanimously adopted, there was disagreement regarding the intent of this statement and one committee member requested to change her vote of approval of the statement. Five committee members believe this statement indicates there is a gap between middle income affordability and housing availability within the Village. Four committee members stated by agreeing to this statement, they do not believe there is a statistical income and housing gap or do not believe the gap should be cause for the creation of a Village Council policy.

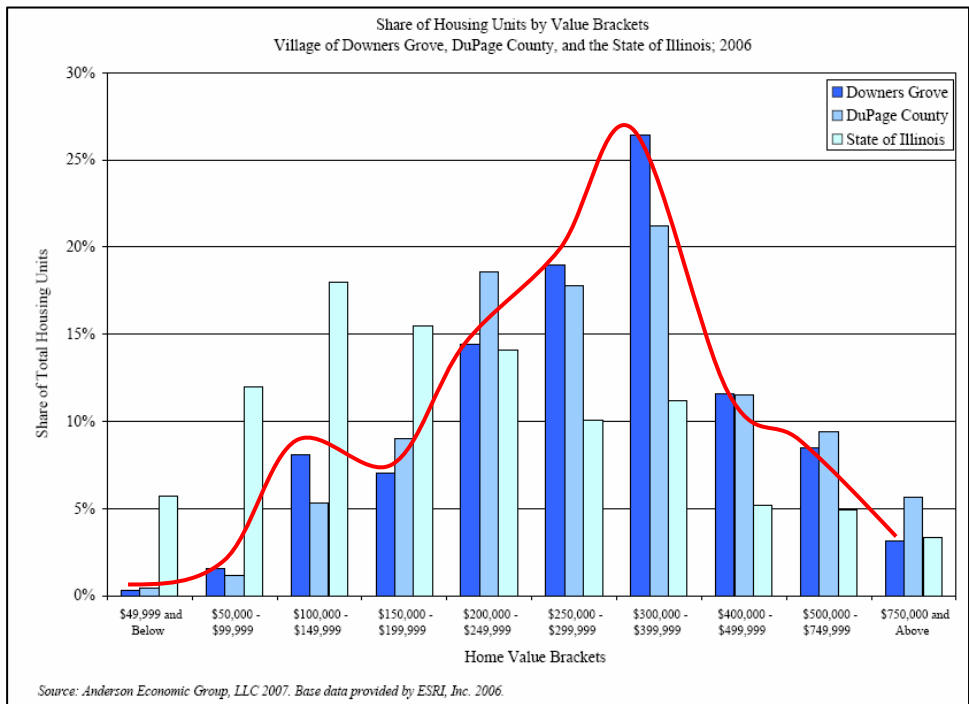
MAJORITY OPINION

Five committee members believe there is an income and housing gap, and the Village Council should act to combat this gap. The gap implies that those classified as middle income cannot afford a median-priced house in Downers Grove. Home value and income distributions (see

1 Figures 1 and 2) within Downers Grove were compared to each other. The distributions should
 2 closely mirror each other if housing and incomes are in harmony with each other. In this case,
 3 the Downers Grove distributions do not mirror each other; rather the lines diverge from each
 4 other and present a large gap.

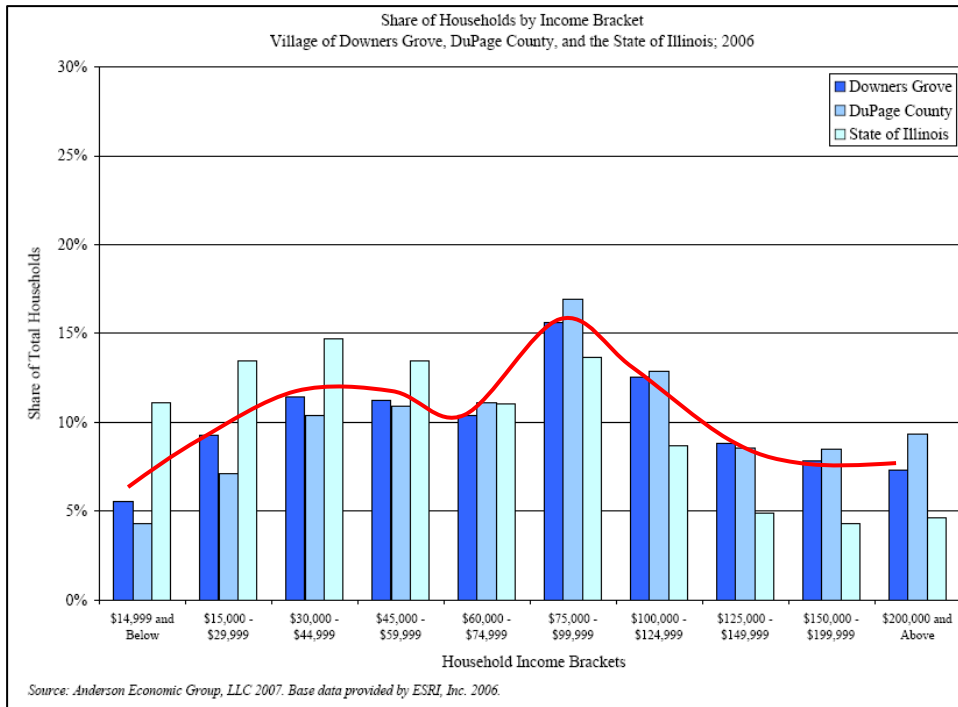
5
 6 The committee reviewed supply and demand data for homes within the Village. Based on
 7 Village data, the supply side identified over 70% of homes being valued between \$200,000 and
 8 \$399,999. Market data from AEG identified the most significant demand for homes valued
 9 below \$299,999. A comparison of the supply and demand (see Figure 3) identifies a gap in the
 10 two lowest value ranges up to \$299,999. The Village has an abundance of housing supply in the
 11 \$300,000 to \$399,999 range with little demand while the other ranges supply and demand mirror
 12 each other. The majority believe this data also identifies a gap that requires action.

13

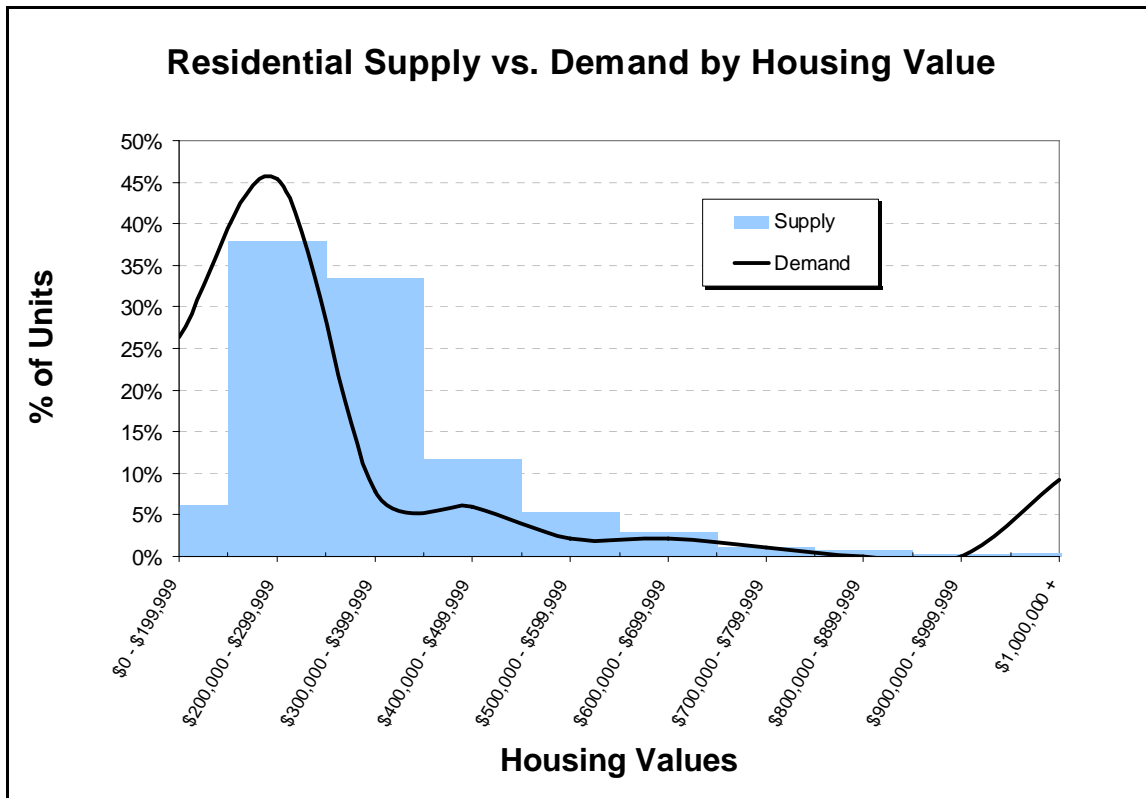


14
 15 Figure 1. Home Value Brackets – A comparison of housing values for Downers Grove, Dupage
 16 County and statewide showing the greatest share of housing units within the \$300,000 to
 17 \$399,000 range in both the Village and the County. Statewide that measure falls within the
 18 \$100,000 to \$149,999 range. The red line places a curved line over the Downers Grove values.

19



1
2 Figure 2. Household Income Brackets – Both the Village and the County have the greatest share
3 of incomes for its resident within the \$75,000 to \$99,999 ranges.
4



5
6 Figure 3. Residential Supply vs. Demand by Housing Values – The consultant’s econometric
7 model shows demand for housing exceeding supply for housing priced under \$300,000.
8

1 **MINORITY OPINION**

2 Four members of the committee either believe there is no gap in income and housing values or
3 that the apparent gap is not a relevant policy matter. These members suggest there is a sufficient
4 supply of houses in the price ranges within the so-called gap. The minority concur the problems
5 arise because homes in this price range are disproportionately not for sale and available to
6 potential homebuyers. The data in Figure 3 shows that over 70% of the homes in Downers
7 Grove are valued between \$200,000 and \$400,000.

8
9 The minority opinion cites data identifying 419 single family homes sold in 2007 with an
10 average sale price of \$489,146. There were a total of 212 *attached* single family homes sold in
11 2007 with an average sale price of \$198,067. Based on these numbers, the minority concur that
12 there is an adequate supply of housing available for potential homebuyers.

13
14 The market study done by AEG indicates that the size of many of the houses costing less than
15 \$350,000 may not be the ideal size for a family. The minority believes the homebuyers should
16 be willing to forgo house size for the unique benefits associated with living in Downers Grove.
17 Therefore, the minority opinion does not agree the perceived gap should be a concern because
18 Downers Grove has enough positives that outweigh the negatives of not obtaining a larger home.

19
20 The minority believes the Village need not act at this time. They believe that if the attainable
21 housing does indeed become a problem, the Village should examine the steps to address
22 attainable housing at that time.

23
24 **WHAT STEPS COULD THE VILLAGE EXAMINE TO ADDRESS THE ISSUE OF ATTAINABLE**
25 **HOUSING?**

26 Although the committee was split on whether there is a housing and income gap, the whole
27 committee offered a number of suggestions for additional research and investigation that may
28 address attainable housing concerns. The Village Council may choose to package together
29 multiple ideas to create a comprehensive policy.

30
31 **Developer Incentives**

32 **Fee reductions and waivers** – The Village could reduce or waive permit fees if a project is
33 designed to include attainable housing. Village fees contribute to builder costs which are
34 ultimately passed onto the consumer. A reduction in fees could benefit the homeowner.

35
36 A review of nine teardown residential projects from June and July 2007 found the median
37 Village fee for demolition was \$645 and the median fee for new residential construction was
38 \$6,944. These fees include a demolition fee, driveway and curb fees, stormwater fees, water
39 connection fees, and building fees. While it could be possible to reduce some of these fees,
40 many of these fees can not be eliminated or significantly reduced. Downers Grove Sanitary
41 District and DuPage County assess additional fees associated with these projects. The median
42 Sanitary District fee was \$142 while the median DuPage County fee was \$593.

43
44 **Improved permitting process** – The Village could review building permit timelines and work
45 to expedite applications which include an attainable housing component. The Village has a
46 standing policy to complete first reviews within 10 business days and issue permits within 30

1 days. These standards are similar to national standards and therefore it may be difficult to
2 further reduce review and issuance timelines. Depending on the complexity of the proposed
3 development, the Village may or may not be able to reduce the review period.

4 **Homebuyer incentives**

5 **Homebuyer assistance** – The Village could begin a program that offers a grant or low-interest
6 loan to first time homebuyers who purchase a home in the Village. The program could provide
7 funding to cover some or all of the closing costs or down payment. The program could
8 encourage people working in the community to live in the community as well.

9
10
11 **Homeowner renovation and maintenance assistance** –Downers Grove could begin a program
12 to assist Village homeowners by providing a grant or low-interest loan to assist in covering a
13 portion of the costs of an addition or home improvement. The program could provide assistance
14 for energy efficient improvements, additions, and interior remodels. This program could
15 encourage people to remain in their current Downers Grove house as their family size grows
16 rather than move to another community. This program has the potential to incrementally
17 increase home sizes and values.

18 **Regulatory Changes**

19 **Density bonuses** – The Village could enact zoning modifications which allow higher density
20 developments if a percentage of the development were earmarked for attainable housing. It is
21 important that the attainable houses remain attainable throughout their entire life span. Deed
22 restrictions can be placed on the property to ensure long term attainability.

23
24
25 **Design charrette** – A charrette encompasses a group of individuals brainstorming to create
26 solutions to a presented challenge. An attainable housing charrette can be used as a tool to create
27 community buy-in to develop attainable housing. The charrette should include all interested
28 parties, including design professionals, home builders, advocates, and community members. The
29 charrette could develop conceptual plans for acceptable types of mixed-use attainable housing
30 development. Ideas regarding architectural style, unit sizes, costs and density can be brought to
31 the forefront and discussed in an open forum.

32
33 **Mixed-use neighborhoods** – Mixed-use developments integrate a variety of land uses including
34 entertainment, commercial, residential and retail into a single development. The Village’s
35 zoning ordinance allows mixed-use developments as a Special Use in the downtown business,
36 downtown transition, and general services and highway business zoning districts. The Village
37 and Economic Development Corporation could encourage mixed-use development when
38 significant pieces of commercial property are being redeveloped.

39
40 **Neighborhood conservation districts/overlay zoning districts** – The intent of a conservation
41 district is to conserve areas that retain certain desirable characteristics, stabilize and improve
42 property values, encourage the rehabilitation of existing housing stock, and promote new
43 construction that is compatible with the area. An overlay district is an area where certain
44 additional requirements, such as a conservation district, are superimposed on an existing zoning
45 district.

1 A conservation district could be used as an overlay district to limit the sizes of new or renovated
2 homes within a specific area. The district could be set-up so that any new house can only be up
3 to 20% larger than the average size of the surrounding homes. The implementation of this has
4 the potential to limit the ability to tear down a smaller home and replace it with a significantly
5 larger home.

6
7 **Relaxation of subdivision regulations** – The Village could examine the possibility of relaxing
8 subdivision regulations for developments that have an attainable housing component. For
9 example, the Village could allow smaller single family lots if attainable housing is provided.
10 Setback and lot coverage requirements could also be relaxed for attainable housing
11 developments.

12
13 **Rezoning** – Three locations were identified within the Village that have the potential to be
14 rezoned to residential districts. The sites are located along the railroad tracks and could provide
15 opportunities for attainable housing. The committee also believes the Village should look for
16 other rezoning opportunities throughout the Village where attainable housing could be
17 developed.

18
19 **Transition zoning around downtown** – The Village currently has a downtown transition zoning
20 district surrounding the downtown business district. The transition zone allows single family,
21 attached single family, and two-family dwellings. The Village could examine the potential to
22 expand this district farther from the downtown core.

23 **Partnerships with housing organizations**

24 **Cede bond cap authority to IHDA** – IHDA has three programs which it offers to first-time
25 homebuyers, including 30-year mortgage programs, down payment and closing cost assistance,
26 and mortgage credit certificates. These programs have a household income level maximum of
27 \$83,260, which would only provide assistance to a portion of the families the committee
28 identified in the issue statement. The Village could cede its bond cap authority to IHDA to allow
29 IHDA to implement their programs within the Village. IHDA would use this funding to target
30 projects in Downers Grove for a year, after which this funding could be used in other
31 municipalities.

32
33
34 Based on a review of January 2008 mortgage loan rates, the committee found that Federal
35 Housing Authority and Conventional loans have 30-year fixed rates at 5.50% while IHDA's 30-
36 year fixed rate was 5.95%. IHDA loans do not respond as quickly to market conditions as FHA
37 or Conventional loan programs do. So while rates are falling, as is the current condition, the
38 IHDA mortgage program may not be ideal.

39
40 **Community Housing Association of DuPage (CHAD)** – The Village could partner with CHAD
41 to develop a community housing trust fund. The fund could provide opportunities for first-time
42 homebuyers. However, CHAD programs target lower income levels than the Village is currently
43 exploring for attainable housing programs. For this partnership to work, the Village and CHAD
44 would have to develop guidelines specific to Downers Grove income target groups. It has yet to
45 be explored if CHAD would agree to such an arrangement.

1 **To note:** Both IHDA and CHAD can function without the Village’s stewardship or oversight.
2 Policies related to these options can be a statement of preference for IHDA and CHAD as a way
3 to address affordable housing within the Village.
4

5 **Taxes –**

6 **Teardown tax** – Numerous Illinois municipalities utilize a tear down tax, including Evanston’s
7 \$10,000 tax. In 2007, there were 59 residential teardowns. A \$10,000 tax on these teardowns
8 would generate \$590,000. These taxes could be used to fund a community housing trust fund or
9 other proposed programs. However, a teardown tax could apply equally to properties
10 redeveloped for expensive or attainable housing and unless waived for certain markets or areas,
11 the tax could defeat the purpose of providing attainable housing.
12

13 There are constitutional concerns that arise with a teardown tax. In early January 2008, the City
14 of Evanston’s teardown tax was challenged by a lawsuit in the U.S. District Court. The lawsuit
15 claims the teardown tax amounts to a “taking.”
16

17 **Transfer tax** – A real estate transfer tax has the potential to generate funding for an attainable
18 housing program. Based on 2006 sales data where 631 homes were sold at an average price of
19 \$385,000, a transfer tax of \$7.50 per \$1,000 would generate \$1,822,000. The taxes collected
20 could fund a housing trust fund or other proposed programs.
21

1
2
3 **GLOSSARY**

4 Affordable housing – When no more than 30 percent of monthly household income is devoted to
5 all housing costs. Affordable housing is typically used to represent those making less than
6 80 percent of median income.
7

8 Attainable housing – A term used to represent available housing for those making more than 80
9 percent but less than 120 percent of median income.
10

11 Bond cap – Money allocated to Downers Grove by the State of Illinois according to population
12 which may be used by the municipality as conduit financing.
13

14 Charrette – A collaborative session in which groups create solutions to a presented challenge.
15

16 Community housing trust fund – A dedicated funding source set aside for the housing needs of a
17 community.
18

19 Conservation district – A designated district which protects areas that retain certain desirable
20 characteristics.
21

22 Market Rate Housing – Attainable housing that also represents the typically desired size and
23 characteristics.
24

25 Median income – A value representing a point where half of the incomes are above and half are
26 below. A way to measure an “average.”
27

28 Middle income – Usually 80 percent to 120 percent of median income (no official U.S. Census
29 definition).
30

31 Mixed-use development – A development which integrates a variety of land uses including
32 entertainment, commercial, residential and retail into a single development.
33

34 Overlay district – An area where certain additional requirements are superimposed on an existing
35 zoning district.
36

37 Primary trade area – The core customer base for local real estate markets, the region of influence
38 for a development site, and competitive market area for similar land uses. A variety of
39 factors, including housing characteristics, socioeconomic factors, commute times,
40 community appeal, determine the primary trade area.
41

42 Teardown – A process in which a company or individual buys an existing home, demolishes the
43 existing home and replaces it with a new one.
44

45 Workforce Housing – See Attainable Housing
46

Steps the Village could examine to address the issue of attainable housing

Steps	Affected Population			Impact to Village	
	First-time Homebuyers	Existing Families	Retirees	Fiscal Impact	Community Impact
Fee reductions & waivers	O	+	O	-	+
Improved permitting	O	+	O	O	+
Village homebuyer assistance	+	O	O	-	+
Village renovation & maintenance assistance	O	+	+	-	+
Density bonuses	+	O	O	O	O
Design charrette	O	O	O	O	+
Mixed-use neighborhoods	+	+	+	O	+
Neighborhood conservation districts \ overlay districts	O	-	-	O	O
Relaxation of subdivision ordinance	+	O	O	O	O
Rezoning	+	O	O	O	+
Transition zoning around downtown	+	O	+	O	+
Cede bond cap to IHDA	+	O	O	-	+
Community Housing Association of DuPage (CHAD)	+	O	O	-	+
Teardown tax	-	-	-	+	O
Transfer tax	-	-	-	+	O

+ = positive impact

O = no positive or negative impact

- = negative impact

Definition of Policy

Policy is defined in the *Black's Law Dictionary* as “the general principle by which a government is guided in its management of public affairs, or the legislature in its measures. This term, as applied to a law, ordinance, or rule of law, denotes its general purpose or tendency considered as directed to the welfare or prosperity of the state or community.”

The Village Council is a policy-setting body. Policies, as they differ from ordinances, are guidelines that have been established by the Village Council for the purpose of aiding in the decision-making process. Policies are not contained within the Municipal Code, which is a body of ordinances that mandate specific action.

It is a *policy* of the Village Council to approve the placement of crosswalks at an intersection for which traffic regulatory devices have been installed. The Municipal Code mandates that it shall be unlawful for any person driving or operating any vehicle to fail to yield the right-of-way to any pedestrian within the designated crosswalk.

Ceding Bond Cap Authority

One option that was suggested by the committee involves ceding the Village's bond cap authority to another entity, including the Illinois Housing Development Authority (IHDA). Each year, the State of Illinois allocates money to each municipality, according to population, which may be used by the municipality as conduit financing. Pursuant to State and Federal law, the municipality may issue tax-exempt bonds to non-profit organizations, categorized as 501(c)(3) by the Internal Revenue Service. The municipality may also issue economic revenue bonds (also known as private activity bonds). A third option states that the municipality may cede its bonding authority to other qualifying entities, as stipulated under the Tax Reform Act of 1986. If the allocated funds are not used by the municipality, the funds may be used by other municipalities or be absorbed by the State.

The municipality's bond rating is not affected if it chooses to participate in any three of the above listed options. If the municipality chooses to issue bonds, the municipality will not be liable or responsible for the repayment of the debt as stipulated and authorized by the above mentioned State and Federal statutes. If the municipality chooses to cede its bonding authority to a qualified entity, the municipality is no longer in control of that bonding authority and therefore has no responsibility for its repayment.

The Village's full bonding authority is currently \$4,172,990. The Village Council's Debt Management Policy details the process the Village follows in order to do any one of the three options listed above. In 2007, the Village Council approved a resolution to cede the Village's bond cap authority to the Illinois Finance Authority.

Givens

- No one wants to raise taxes on existing homeowners.
- No one wants to negatively affect home values.
- We cannot deter the force of the free market.
- DG is a desirable community and not surprisingly, many would like to live here, but:
 - Not everyone can afford to live in DG.
 - Not everyone can afford his/her dream home.
 - If any recommendations are made, none will involve *handouts*.
- Teardowns are a fact of life in DG; however, solving the teardown “problem” is not the primary purpose of this Committee.

Facts

- DG is an affluent community (MLS figures from Chicago magazine)

	Average Home Sale Price
2007	\$471,625
2006	\$459,650
2005	\$395,511

(Although it appears that we in currently in the midst of a “correction”.)

- Much of the housing stock (north of 55th?) is over 50 years old and may not have all the features and amenities that appeal to today’s buyers.
- Affordable housing is associated with those making < 80% of median income.
 - Municipalities that maintain at least 10% affordable housing are exempt from State mandates and overrides.
 - DG is at ~17%, so this is not a concern now.

This committee is not concerned with *affordable* housing.

- Attainable/workforce (middle income) housing is associated with those making >80% and <120% of median income. (For DG this is from \$60,000 to \$125,000.)

This committee is concerned with *attainable* housing.

- There are many programs/agencies currently in existence that assist homebuyers.

Theories

- Much of the inventory of houses <\$350,000 may not be on the market as folks are not selling.
- Seniors may not be able to afford upkeep/taxes on houses.
- The DG permit process is not “user-friendly”.
- To be economically viable, the sale price of a new home replacing a teardown must be 2-1/2 to 3 times the amount paid for the old property.

Downers Grove Ad Hoc Housing Committee – Facts

The following information is information that is needed to disseminate an opinion on whether the committee should make a recommendation to the council as to making a policy regarding a potential gap in housing in Downers Grove for the moderate income residents. Documents supporting this information are attached and copied from proper agencies.

First, I have looked at and researched mortgages, rates and qualification to see where they stand for residents. Rates directly effect how much a person can borrow for a mortgage. The qualifying ratios below are just the housing ratio that is considered by each agency guidelines.

There are typically 3-4 types of mortgages most people get.

1. A conventional mortgage that is guaranteed by either Fannie Mae or Freddie Mac. For the most part, they are underwritten under the same guidelines and use the computer automated system to approval most loans. Those loans that meet the qualifications but ratios are high, are then manually underwritten by an underwriter.
2. FHA loans which are federally insured through HUD.
3. VA loans which are for veterans.
4. Agency loans like IHDA.

The following assumptions are made when looking at these figures single family dwellings including condos & town homes.

1. According to the officer of Business & Product Development with IHDA, their rates don't react quickly to market conditions like FHA or conventional loans.
2. IHDA figures are based on non-target areas because DuPage County does not have any targeted areas.
3. The maximum income limits & maximum purchase price are for either new construction or existing 1 unit properties for both the Mortgage Revenue Bond Program (IHDA) & the MCC (Mortgage Credit Certificate Program).
4. Loans are based on the lender making 1.25% due to the maximum allowed by IHDA.
5. Rates on 1/14/2008

<u>Type of loan</u>	<u>Term</u>	<u>Rate</u>	<u>Typical Qualifying Ratio</u>	<u>DuPage Max. Income</u>	<u>Maximum Purchase Price</u>
IHDA I- Loans (First Time Buyers)	30 Yr.	5.95%	33%	\$72,400 / \$83,260 (Household 1-2 / 3 +)	\$325,980
IHDA I- Loan (With \$1000 grant form IHDA)	30 Yr.	6.20%	33%	\$72,400 / \$83,260 (Household 1-2 / 3 +)	\$325,980
FHA	30 Yr.	5.50%	31%	No Maximum	NONE
Conventional	30 Yr.	5.50%	25-28%	No Maximum	NONE

The following are facts and observations regarding this topic:

- According to the committee's defined need, if IHDA is to be considered for a borrower, it will only benefit those borrower who fall into the income range from \$65,000 - \$72,400 or potentially \$83,260 for those families with 3 or more incomes. That doesn't seem to be assisting the wider range of income borrowers who range from \$72,400 - \$125,000.
- As shown on the most recent IHDA letter dates 12/5/07, the cost to buy down rates are higher than conventional or FHA mortgages.
Example: IHDA costs 1 point which equals 1% of the loan for each 15 basis points reduction, while typically FHA & conventional mortgages cost 1 point for each 100 basis points. For example, if you spent 1 point for each loan, it would look like this:

<u>Agency contribution</u>	<u>Points</u>	<u>Rate</u>	<u>Rate with \$1000 IHDA</u>
IHDA	0	5.95%	6.20%
	1	5.80%	6.05%
	2	5.65%	5.90%
	3	5.50%	5.75%
FHA	0	5.50%	
	1	5.375%	
	2	5.125%	
	3	N/A	
Conventional	0	5.50%	
	1	5.375%	
	2	5.25%	
	3	5.000%	

As you can see, borrowers will benefit from lower interest rates by going through either FHA or

Conventional loans program. Most borrowers down have the money to buy down rates more than

1 point if at all and IHDA doesn't react quickly to market movements so if we are in a falling rate environment as we are these days, IHDA doesn't look to be the best programs.

FACT: Many communities that seed their bond cap monies to IHDA have not been able to use all their funds. And in the case of Downers Grove, it will only help a small percentage of the range of income borrowers we have defined as a potential gap between income & housing.


- Special City or County bond programs as discussed with bond cap money will work like this. Villages, cities or towns assign part or all their bond cap money to IHDA for the HELP Program. The potential borrower will receive 4.5% down payment assistance program, Of that, the lender will get 1.25% which leave the borrower with 3.25% down payment. Lenders will not be paid the customary 1.25% paid by IHDA so that is why it is done this way. The cost to the borrower is an additional \$500 Fee of which \$350 goes to IHDA & the lender makes the other \$150. The borrower must put in 1% or \$1000 which ever is greater towards the transaction and this will contain prepayment recapture. If the home is sold within the first 10 years, there is a penalty for recapture. Recapture happens when you have all of the following 3 things happen.
 1. Sell the property within the first 9 years.
 2. Obtain a capital gain or increase in value on the property.
 3. Obtain a higher income limit than IHDA allows for that year.
- Under present guidelines for each agency, the following is a grid for loan amounts per income level. This task takes into consideration that each borrower is not heavy in debt and assumes the premise of debt being 12% of their income along with estimated taxes/insurance/mortgage insurance being \$600 per month. Please remember that at lower loan amounts, this \$600 will be lower therefore increasing the amount

<u>Income</u>	<u>Loan Program</u>	<u>Rate</u>	<u>Loan Amount</u>
\$65,000	IHDA	5.95%	\$199,131
\$85,000			\$291,360
\$105,000			\$383,590
\$125,000			\$475,819
\$65,000	FHA	5.50%	\$209,144
\$85,000			\$275,200 – Maximum Limit
\$105,000			\$275,200 – Maximum Limit
\$125,000			\$275,200 – Maximum Limit
\$65,000	Conventional	5.50%	\$209,200
\$85,000			\$306,011
\$105,000			\$402,878
\$125,000			\$499,745
\$65,000	Conventional	6.00%	\$198,065
\$85,000			\$289,600
\$105,000			\$381,535
\$125,000			\$473,271

Attached Information Regarding DG Home Sales 2007

I have received these numbers from an outside independent Real Estate Agent who pulled this from MLS (Multiple Listing Service) on 1/11/08. These are the sales from 2007 in Downers Grove Only.

- Number of Single Family Detached Homes sold in 2007 in Downers Grove was 419. The average time on the market for a 3 bedroom or less is 117 days. The average ratio for sales price to listing price is 94.5% of the listing price, with 2 bedrooms selling for an average of \$282,665 and a 3 bedroom being sold for an average of \$365,139.
- The number of Single family Attached homes which include condos & town homes are 212 sold in 2007 in Downers Grove. The average market time for 2 bed rooms were 99 days, 3 bedrooms were 87 days and 4 bedrooms were 273 days which is totally out of the spectrum in this market with only 2 sales for the year. The average sales price for 2 or less bedrooms was \$177,625, 3 bedrooms was \$287,827 & 4 Bedrooms were \$195,500. Again the 4 bedrooms for some reason were out of skew for this market. The average selling price for all these was 96% of list price.
- Totally in Downers Grove in 2007, there were sales of Single Family Attached & Detached homes that equaled 631. This number confirms Meghan Schroeder's numbers as she brought forth in our last meeting.

 You replied on 1/11/2008 10:48 AM.

Keith Hoffman

From: Hank Roeters [HankRoeters@comcast.net] **Sent:** Fri 1/11/2008 10:40 AM
To: Keith Hoffman
Cc:
Subject: DG Detached Single Family 2007
Attachments:

Total Sold: 419 **Average List:** \$511,989. **Average Sale:** \$489,146. **Sp:LP Ratio:** 96% **Average MT:** 151 Days.

Bedrooms

2 or less	23	Average List: \$303,843	Average Sale \$282,665.	Sp:LP Ratio: 93%	Average MT: 118 Days.
3	193	Average List: \$381,279	Average Sale: \$365,139.	Sp:LP Ratio: 96%	Average MT 116 Days.
4	158	Average List: \$608,008	Average Sale: \$581,797.	Sp:LP Ratio: 96%	Average MT 173 Days
5 or more	45	Average List: \$841,846.	Average Sale: \$801,228.	Sp:LP Ratio: 95%	Average MT 244 Days

Hank Roeters, ABR, GRI, e-Pro

Broker Associate

Platinum Partners Realtors

www.HankRoeters.com

Hank@HankRoeters.com

630-294-1383

Keith Hoffman**From:** Hank Roeters [HankRoeters@comcast.net]**Sent:** Fri 1/11/2008 12:57 PM**To:** Keith Hoffman**Cc:****Subject:** DG Attached Single Family 2007**Attachments:**

Bedrooms:	#Sold	Avg LP:	Avg Sold Price:	Sp:LP Ratio:	Avg MT:
All	212	\$205,161.	\$198,067.	97%	98 Days
2 or less	171	\$184,478.	\$177,625.	96%	99 Days
3	39	\$295,864.	\$287,827.	97%	87 Days
4	2	\$204,900	\$195,500	95%	273 Days

Hank Roeters, ABR, GRI, e-Pro

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Platinum Partners Realtors

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Hank@HankRoeters.com

630-294-1383



U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
WASHINGTON, DC 20410-8000

ASSISTANT SECRETARY FOR HOUSING-
FEDERAL HOUSING COMMISSIONER

April 13, 2005

MORTGAGEE LETTER 2005 - 16

TO: ALL APPROVED MORTGAGEES

SUBJECT: Revised Qualifying Ratios and Treatment of Child Support

The following changes to Federal Housing Administration's (FHA) instructions regarding qualifying ratios and the treatment of child support in the underwriting analysis are effective immediately. Each is designed to enhance homeownership opportunities for low- and moderate-income individuals and families.

- **Qualifying Ratios:** FHA's benchmark payment-to-income and debt-to-income ratios of 29% and 41%, respectively, were promulgated before Congress enacted recent federal tax cuts. Consequently, most borrowers seeking FHA mortgage insurance have enjoyed a reduction to their federal income tax during the last several years, thus increasing their buying power and disposable income.

Therefore, for manually underwritten mortgages where the Direct Endorsement (DE) underwriter must make the credit decision, the qualifying ratios are raised to **31% and 43%**. This change will allow a larger number of deserving families to purchase their first home while not increasing the risk of default. As always, if either or both ratios are exceeded on a manually underwritten mortgage, the lender must describe the compensating factors used to justify mortgage approval. For those borrowers who qualify under FHA's Energy Efficient Homes (EEH), as described in handbook HUD-4155.1 REV-5, paragraph 2-19, the "stretch ratios" are increased to 33% and 45%.

- **Treatment of Child Support:** Paragraph 2-7 Q of handbook HUD-4155.1 REV-5 does not permit the "grossing up" of child support income in calculating the qualifying ratios. However, after considerable review, the Department has decided to permit properly documented child support to be grossed up under the same terms and conditions as other non-taxable income sources.

If you have any questions regarding this Mortgage Letter, please contact your local Homeownership Center (HOC) in Atlanta (888-696-4687), Denver (800-543-9378), Philadelphia (800-440-8647), or Santa Ana (888-827-5605).

Sincerely,

John C. Weicher
Assistant Secretary for Housing-
Federal Housing Commissioner

fha mortgage limits list

 **Message: MORTGAGE LIMITS SUCCESSFULLY COMPLETED**

Mortgage maximums as of Tuesday January 08, 2008
(1 records were selected, 1 records displayed.)

MSA Name	MSA Code	Division	County Name	County Code	State	One-Family	Two-Family	Three-Family	Four-F
CHICAGO-NAPERVILLE-JOLIET, IL METROPOLITAN DIVISIO	16980	16974	DUPAGE	043	IL	\$275,200	\$309,962	\$376,589	\$434

Selection criteria

Sorted by: County

State:

County: dupage

County Code:

MSA Name:

MSA Code:

Last Revised:

The current basic standard mortgage limits for FHA insured loans are:

One-family	Two-family	Three-family	Four-family
\$200,160.00	\$256,248.00	\$309,744.00	\$384,936.00

High cost area limits are subject to a ceiling based on a percent of the Freddie Mac Loan limits

The ceilings are currently:

One-family	Two-family	Three-family	Four-family
\$362,790.00	\$464,449.00	\$561,411.00	\$697,696.00

Section 214 of the National Housing Act provides that mortgage limits for Alaska, Guam, Hawaii, and the Virgin Islands may be adjusted up to 150 percent of the new ceilings. This results in new ceilings for these areas of:

One-family	Two-family	Three-family	Four-family
\$544,185.00	\$696,673.00	\$842,116.00	\$1,046,544.00

This is a listing of the FHA single family mortgage limits. This listing was downloaded from the Department's Computerized Home Underwriting Management System. Since mortgage limits are updated constantly, please contact the [Homeownership Center](#) if you believe this information is in error.

You may download the mortgage limits [data](#) or its [file description](#).



[\[Previous\]](#)



Loan Limits for Conventional Mortgages

2008 Loan Limits

First Mortgages

These amounts will apply to all conventional mortgages that are delivered to us for cash purchase or MBS pool issuance on or after January 1, 2008 — including mortgages originated prior to that date, provided the original unpaid principal balance (UPB) was equal to or less than the new maximum. Lenders may deliver mortgages with these amounts under any outstanding contracts or commitments. Please note that the 2008 conforming loan limits are identical to the 2007 and 2006 conforming loan limits.

Number of Units	Maximum Original Principal Balance	Alaska, Guam, Hawaii, and U.S. Virgin Islands Only
1	\$417,000	\$625,500
2	\$533,850	\$800,775
3	\$645,300	\$967,950
4	\$801,950	\$1,202,925

Second Mortgages

We will purchase or securitize a second mortgage, provided that the property is the borrower's principal residence (i.e., not a second home or investment property). The maximum allowable original loan amount for a second mortgage is described in the chart below.

Number of Units	Maximum Original Principal Balance	Alaska, Guam, Hawaii, and U.S. Virgin Islands Only
1	\$208,500	\$312,750
2	\$266,925	\$400,387
3	\$322,650	\$483,975
4	\$400,975	\$601,462

Further, the sum of the original loan amounts of the first and second mortgages cannot exceed the maximum loan limits for a first mortgage secured by the same property, which are described in the First Mortgages section above. We apply this rule whether or not we own or have an interest in the first mortgage.

For more details, read our Lender Announcement and the complete 2008 loan limits news release.

[Lender Announcement 07-20](#)

[2008 Loan Limits News Release on www.fanniemae.com](http://www.fanniemae.com)

For More Information

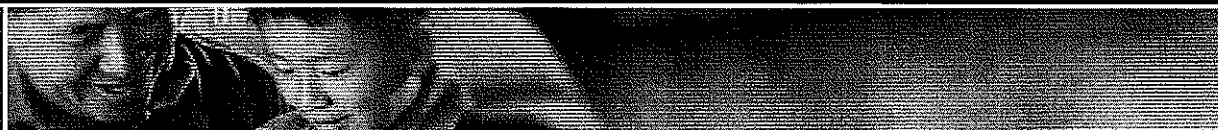
For historical loan limit information, please consult our historical Fannie Mae loan limits.

<https://www.efanniemae.com/sf/refmaterials/loanlimits/>

1/8/2008

Historical Fannie Mae Loan Limits
(.pdf, 9K, 1 page)

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Single-Family News

Online Updates from Your Freddie Mac Team

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December 2007

2008 conforming loan limits

On November 27, we announced that for 2008 we are maintaining our conforming loan limits at the 2007 levels. This is the third consecutive year we'll have the same conforming loan limits. Through December 31, 2008, Freddie Mac will continue to purchase home mortgages up to the following loan amounts:

Property type	2008 Loan Limits (Except for properties in AK, HI, GU & VI)	2008 Loan Limits for properties in AK, HI, GU & VI
1-unit	\$417,000	\$625,500
2-unit	\$533,850	\$800,775
3-unit	\$645,300	\$967,950
4-unit	\$801,950	\$1,202,925

The unchanged conforming loan limits will allow you to:

- **Continue to make lower-cost mortgages available to homebuyers**, particularly those interested in purchasing homes in areas where home prices remain high.
- **Assess your portfolio needs.** The shifting market environment may be impacting the interest rate and credit risk of mortgages in your portfolio. Now is the time to take a look at your portfolio and determine solutions that meet your business objectives
- **Rest easy with no operational changes.** Because 2008 loan limits are unchanged from 2007, there are no changes to your operational procedures or processes, including Loan Prospector® assessment, and commitment and delivery.

The 2008 conforming loan limits will be incorporated into the *Single-Family Seller/Servicer Guide* in an upcoming Guide Bulletin.

In This Issue...

What's New

[December 5 Single-Family Seller/Servicer Guide Bulletin](#)
[2008 conforming loan limits](#)

[Important changes to pricing and credit requirements](#)

Mortgage Products

[Home Possible marketing materials now available in Spanish](#)

[Insights on expanding markets](#)

Underwrite and Process with Loan Prospector

[Loan Prospector helps you meet changing market requirements](#)

[Transitioning the invoicing of new merged credit fees](#)

Sell & Deliver Loans

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[Faster funding options that address year-end business strategies](#)

Service Loans

[First Tuesday remittances for the December accounting cycle](#)

[Servicer Performance Profile changes effective in January](#)

[2008 Due Date Calendar for Monthly Reporting and Remitting \(PDF 97K\)](#)

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[Tour the Learning Center: An informative new tutorial](#)

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www.ihda.org
Rod Blagojevich, Governor

Authority Links

2007 HOMEOWNER OUTREACH DAYS

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[Statewide Resources](#)



[Forms & Downloads](#)

The Illinois Housing Development Authority finances the creation and the preservation of affordable housing throughout the state to increase the supply of decent and safe places for people of low or moderate means to live.

IHDA Mortgage Rates

I-LOAN Mortgage

For first time homebuyers

5.95%	0 Points
6.20%	0 Points, 270-day rate lock
5.80%	1 Point
6.05%	1 Point, 270-day rate lock
5.65%	2 Points
5.90%	2 Points, 270-day rate lock
5.50%	3 Points
5.75%	3 Points, 270-day rate lock

I-LOAN Mortgage With \$1000 Grant from IHDA

For first time homebuyers

6.20%	0 Points
6.05%	1 Point
5.90%	2 Points
5.75%	3 Points

H.E.L.P. Program

Offers 4.25% of the purchase price of a house as a "gift" which can be used for 3% downpayment and 1.25% for origination fee. Available in participating communities only.

6.45%	IHDA grant of 4.25% of the purchase price.
-------	--

Rural Development Program

5.70%	0 points
5.95%	0 points, plus \$1,000 grant towards closing costs
6.075%	0 points, plus \$1,500 grant towards closing costs

City Programs

5.70%	0 points
5.95%	0 points, \$1,000 IHDA grant towards closing costs
6.075%	0 points, \$1,500 IHDA grant towards closing costs

Announcements

Blagojevich Administration officials launch Homeowner Outreach Days to help Illinois homeowners avoid foreclosure

On behalf of Governor Rod R. Blagojevich, Illinois Housing Development Authority (IHDA) Executive Director DeShana L. Forney and Illinois Department of Financial and Professional Regulation (IDFPR) Secretary Dean Martinez today launched the first of six Homeowner Outreach Days to help Illinois residents avoid losing their homes through foreclosure and stabilize neighborhoods. Recent surveys show foreclosure filings are up 16 percent in Illinois since 2006 and 18 percent in Chicago. The events will provide one-on-one counseling sessions between borrowers and lenders, as well as workshops on refinancing, foreclosure prevention, legal rights, loss mitigation and credit counseling. (11.15.07)

[For more information, see News Release Details »](#)

Governor Blagojevich signs anti-predatory lending law,

Events and Meetings

HOMEOWNER OUTREACH DAYS!

The Illinois Housing Development Authority is bringing mortgage loan providers, local housing assistance groups and state agencies together in one place to help homeowners who are struggling to pay their mortgages.

(11.8.07)
[For more information, see HOMEOWNER OUTREACH DAYS Details »](#)

2008 LENDER TRAINING SEMINARS ANNOUNCEMENT/SCHEDULE

IHDA LENDER TRAINING SCHEDULE. CLICK THE LINK BELOW TO VIEW AND PRINT THE SCHEDULE (1.7.08)

[For more information, see SCHEDULE Details »](#)

2008 Brochure - IHDA SF Implementation

The Illinois Housing Development Authority (IHDA) is providing you with four training opportunities related to the implementation of its HOME-funded housing programs. IHDA recently awarded funding to local governments, which are invited to attend any of these training programs. (1.7.08)

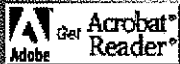
[For more information, see Brochure](#)

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**announces
borrower outreach
initiative to help
fight foreclosures**

As the nation's foreclosure rate continues to rise, Governor Rod R. Blagojevich today took action to provide Illinois homeowners facing foreclosure with opportunities to meet directly with lenders, community housing counselors and local, state and federal housing officials during a series of Homeowner Outreach Days scheduled for November and December. The Governor also signed legislation that will help reduce the risks of Illinois families seeking new mortgages.

(11.2.07)

For more information, see News Release Details »

**Gov. Blagojevich
announces nearly
\$2.8 million to help
seniors and
residents with
disabilities remain
independent in
their own homes -
Includes double
state funding for
Home Modification
Program to \$2.3
million; Additional
\$500,000 federal
grant to help
seniors stay
independent**

Governor Rod R. Blagojevich today announced nearly \$2.8 million in grants to help Illinois seniors and residents with disabilities live independently in their own homes and communities. Funding for the Home Modification Program has more than doubled from last year to \$2.3 million and will help approximately 140 low-income seniors and individuals with disabilities across Illinois afford home accessibility improvements.

(10.11.07)

For more information, see News Release Details »

**Gov. Blagojevich
announces grant to
counsel Illinois**

DuPage County Program

5.70%	0 Points
5.95%	0 Points, 270 - day rate lock
5.55%	1 Point
5.80%	1 Point, 270 - day rate lock
5.40%	2 Points
5.65%	2 Points, 270 - day rate lock
5.25%	3 Points
5.50%	3 Points, 270 - day rate lock

homeowners facing foreclosure and help an estimated 250 families avoid losing their homes - Grant will create, train, and fund a statewide network of counseling agencies to reach homeowners facing foreclosure

As the nation's foreclosure rate continues to rise, Governor Rod R. Blagojevich today announced a \$370,000 grant to counsel approximately one thousand Illinois homeowners facing foreclosure and help an estimated 250 families avoid losing their homes. The technical assistance grant will create, train, and fund a statewide network of counseling agencies - the first of its kind in Illinois - to help homeowners avoid foreclosure.

(10.3.07)

[For more information, see News Release Details »](#)

Governor Blagojevich's G-I Loan for Heroes homeownership program receives national recognition

The National Council of State Housing Agencies (NCSHA) this week recognized Governor Rod R. Blagojevich's G-I Loan for Heroes homeownership program for outstanding achievement in affordable housing. The program has already invested \$30 million dollars to provide low-interest loans, closing cost assistance, and homeownership counseling and has so far helped approximately 200 veterans and active duty personnel. The Special Achievement award was presented to the Illinois Housing Development Authority (IHDA) at the NCSHA annual conference in New Orleans.

(9.21.07)

[For more information, see News Release Details »](#)

Gov. Blagojevich

**launches
innovative program
to help Illinois
residents buy their
first homes**

Governor Rod R. Blagojevich today launched an innovative program that could help up to 850 people across the state become first time homeowners. The Assets Illinois Homeownership Project funded by the Illinois Department of Human Services (IDHS) will offer a dollar for dollar up to \$2,000 match in a structured savings account to help individuals save for the purchase of their first homes and build equity for the future. The program's free homeownership counseling will also educate participants about the financial obligations of homeownership and help homebuyers avoid the dangers of predatory lending.

(9.7.07)

**[For more information,
see News Release
Details »](#)**

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I-Loan Mortgage (MRB) Program

 [View Printable Version](#)

[Click here to download
Governor Blagojevich's news
release announcing the I-
Loan Mortgage Program.](#)

Illinois Housing Development Authority I-Loan Mortgage (MRB) Program

Program Highlights: This program offers 30-year fixed-rate mortgage products with interest rates approximately 1/2 percent below market rates. Borrowers must be first-time buyers (except in targeted areas*), with income and purchase price not exceeding specified limits. Underwriting standards are standard conventional "affordable housing" standards as published by the major Private Mortgage Insurance (PMI) companies and FannieMae/Freddie Mac.

Loans are reserved with IHDA and the interest rate is "locked" at the time of reservation. The lock on existing construction is good for 90 days at no additional charge. This lock can generally be extended to 270 days for a fee of .25%. The rate lock for loans on new construction is 270 days at a fee of .25%.

The Authority operates what is called a "seamless program." This means IHDA has mortgage money available at all times. Rates are reviewed for adjustment on a weekly basis and will always be lower than conventional lending rates. Some of our rates are accompanied by closing cost assistance options for the buyer.

Lender Eligibility: To originate loans for IHDA, lenders must be a bank, savings and loan association, credit union or mortgage banker. Lenders also must be in good standing and be licensed to do business in Illinois. **Mortgage brokers are not eligible to participate.**

Relationship & Fees: IHDA's relationship to the lender is as a *secondary* market. The lender makes the loan, and IHDA buys it. The lender receives a 1.25% premium from IHDA for each loan originated. The fee is based upon the outstanding principal balance at the time of sale. Loans are purchased on the 1st and 15th (or the first business day thereafter) of each month. Lenders also may charge usual and customary fees associated with making the loan, such as document preparation, title fees, recording fees, etc. Processing and underwriting fees are not allowed, since IHDA pays the 1.25% premium.

Servicing: Lenders may elect to service the loans that they originate. However, this is not a requirement. A 0.25% fee is paid for servicing. Lenders not wishing to service need only make that known at the time of application. IHDA will then assign a servicer to the lender.

Application to Participate: In order to become a participating lender, originators must complete the application request form included within this web site. The application consists of a contract, fact sheet and general information about the lender's operations. IHDA also requires new lenders to attend a training session conducted by IHDA, prior to reserving loans. A list of training session dates also can be found within the Lender's Section of IHDA's Web site.

Expiration Date: Ongoing



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**A Targeted Area is a census tract in which 70 percent of the people living there have household incomes below 80 percent of the median. (This evaluation is based upon the data collected from the census conducted in the year 2000).*

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Chicago, IL

12/05/2007

Rod Blagojevich, Governor



ILLINOIS
HOUSING
DEVELOPMENT
AUTHORITY

101 S. Aboligon Ave.
Chicago, IL 60611

312-463-0250 (Main)
312-463-5972 (Fax)

www.ihda.org

Effective December 6, 2007, the Illinois Housing Development Authority will change its interest rates for the First-Time Homebuyer Program. The new rates for both "non-targeted" and "targeted" properties are as follows:*

- 5.95% - 0 Points
- 5.80% - 1 Points
- 5.65% - 2 Points
- 5.50% - 3 Points

This change is for new reservations and does not effect loans already reserved. Also, once a loan is reserved the rate is locked for 90 days.

If you need a longer rate lock, we suggest you select the extended rate lock option.

We will continue to offer the \$1,000 contribution for closing costs option as well. The rates for that option are:

- 6.20% - 0 Points
- 6.05% - 1 Point
- 5.90% - 2 Points
- 5.75% - 3 Points

Our special city programs will decrease to 5.70%, 0 points or 5.95%, with up to \$1,000 in closing cost assistance or 6.075%, with up to \$1,500 in closing cost assistance.

In addition, we still have our HELP Program available. See our web site www.ihda.org. The interest rate on that product will decrease to 6.45%.

The IHDA 40 year loan rate is 6.20%. There is no rate buy-down or closing cost assistance available on this program.

Finally, our rural initiative program will decrease to 5.70%, 0 points or 5.95% with \$1,000 in closing cost assistance or 6.075% with up to \$1,500 in closing cost assistance.

In order to make a reservation, log onto our Mitas reservation website at <https://ilrss.ihda.org/ilrss/>. If you or your institution does not have the necessary passwords to access the system, please contact your compliance officer **immediately**.

*Rates are subject to change at any given time. Please continue to use our website, www.ihda.org for current information.

Thank you,

Gregory L. Lewis
Director
Single Family Originations and Portfolio Administration

(4)

TARGETED AREAS INCOME & PURCHASE PRICE LIMITS

MRB AND MCC ATTACHMENT

Maximum Household Income Limits

Maximum Purchase Price Limits Existing Construction

New Construction

County where Residence is Located	Household of 1 or 2		Household of 3 or More		New Construction 1 Unit		New Construction 2 Unit		Maximum Purchase Price Limits Existing Construction		
	1 Unit	2 Units	1 Unit	2 Units	1 Unit	2 Units	1 Unit	2 Units	3 Units	4 Units	
Cook, Kane, Lake, Will	\$86,880	\$101,360	\$398,310	\$448,620	\$398,310	\$448,620	\$398,310	\$448,620	\$545,060	\$628,910	
DeKalb	\$83,280	\$97,160	\$398,310	\$448,620	\$398,310	\$448,620	\$398,310	\$448,620	\$545,060	\$628,910	
McLean	\$88,200	\$102,900	\$289,700	\$370,880	\$289,700	\$370,880	\$289,700	\$370,880	\$448,310	\$557,140	
St. Clair, Madison	\$79,920	\$93,240	\$309,370	\$370,880	\$309,370	\$370,880	\$309,370	\$370,880	\$448,310	\$557,140	
All Other Counties with Targeted Areas***	\$79,920	\$93,240	\$289,700	\$370,880	\$289,700	\$370,880	\$289,700	\$370,880	\$448,310	\$557,140	

Now for DuPage County

*** ALL OTHER COUNTIES WITH TARGETED AREAS: Adams, Alexander, Champaign, Crawford, Franklin, Greene, Jackson, Jefferson, Kankakee, LaSalle, McDonough, Macon, Marion, Mercer, Morgan, Peoria, Pulaski, Rock Island, Saline, Sangamon, Stephenson, Tazewell, Vermilion, White, Winnebago.

NON-TARGETED AREAS INCOME & PURCHASE PRICE LIMITS

Revised: Effective 4/20/2007

MRB AND MCC ATTACHMENT	Maximum Household Income Limits		Maximum Purchase Price Limits			
	Household of 1 or 2		Existing Construction		New Construction	
	Household of 1 or 2	Household of 3 or More	1 Unit	2 Units	3 Units	4 Units
County where Residence is Located						
Cook (Du Page, Kane, Lake, McHenry, Will)	\$72,400	\$83,260	\$325,890	\$367,060	\$445,960	\$514,570
DeKalb	\$69,400	\$79,810	\$325,890	\$367,060	\$445,960	\$514,570
Grundy	\$72,800	\$83,720	\$325,890	\$367,060	\$445,960	\$514,570
Kendall	\$83,900	\$96,485	\$325,890	\$367,060	\$445,960	\$514,570
McLean	\$73,500	\$84,525	\$237,030	\$303,450	\$366,800	\$455,840
St. Clair, Clinton, Jersey, Madison, Monroe	\$66,600	\$76,590	\$253,120	\$303,450	\$366,800	\$455,840
Bond, Calhoun, Macoupin	\$66,600	\$76,590	\$253,120	\$303,450	\$366,800	\$455,840
All Other Counties	\$66,600	\$76,590	\$237,030	\$303,450	\$366,800	\$455,840

Some of these limits have been determined by a Private Letter Ruling issued by the IRS to the Authority. These limits may be used only in connection with Authority Programs. Use of these limits in connection with other Bond Programs is prohibited.

TARGETED
Effective April 20, 2007

IHDA RECAPTURE WORKSHEET #1A
INCOME LIMITS*

APPLICANT'S INCOME

COUNTY IN WHICH THE RESIDENCE IS LOCATED	MAXIMUM HOUSEHOLD INCOME LIMITS										
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 9	
Cook, Kane, Lake, Will	1 OR 2	\$86,880.00	\$91,224.00	\$95,785.20	\$100,574.46	\$105,603.18	\$110,883.34	\$116,427.51	\$122,248.88	\$128,361.33	
	3 OR MORE	\$101,360.00	\$106,428.00	\$111,749.40	\$117,336.87	\$123,203.71	\$129,363.90	\$135,832.09	\$142,623.70	\$149,754.88	
De Kalb	1 OR 2	\$83,280.00	\$87,444.00	\$91,816.20	\$96,407.01	\$101,227.36	\$106,288.73	\$111,603.16	\$117,183.32	\$123,042.49	
	3 OR MORE	\$97,160.00	\$102,018.00	\$107,118.90	\$112,474.85	\$118,098.59	\$124,003.52	\$130,203.69	\$136,713.88	\$143,549.57	
McLean	1 OR 2	\$88,200.00	\$92,610.00	\$97,240.50	\$102,102.53	\$107,207.65	\$112,568.03	\$118,196.44	\$124,106.26	\$130,311.57	
	3 OR MORE	\$102,900.00	\$108,045.00	\$113,447.25	\$119,119.61	\$125,075.59	\$131,329.37	\$137,895.84	\$144,790.63	\$152,030.17	
St.Clair, Madison	1 OR 2	\$79,920.00	\$83,916.00	\$88,111.80	\$92,517.39	\$97,143.26	\$102,000.42	\$107,100.44	\$112,455.47	\$118,078.24	
	3 OR MORE	\$93,240.00	\$97,902.00	\$102,797.10	\$107,936.96	\$113,333.80	\$119,000.49	\$124,950.52	\$131,188.04	\$137,757.95	
All Other Counties	1 OR 2	\$79,920.00	\$83,916.00	\$88,111.80	\$92,517.39	\$97,143.26	\$102,000.42	\$107,100.44	\$112,455.47	\$118,078.24	
	3 OR MORE	\$93,240.00	\$97,902.00	\$102,797.10	\$107,936.96	\$113,333.80	\$119,000.49	\$124,950.52	\$131,188.04	\$137,757.95	

*If household income is less than that shown in corresponding cell, NO recapture tax is due.

NON-TARGETED
Effective April 20, 2007

IHDA RECAPTURE WORKSHEET #1
INCOME LIMITS*

APPLICANT'S INCOME

COUNTY IN WHICH THE RESIDENCE IS LOCATED	MAXIMUM HOUSEHOLD INCOME LIMITS									
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	
Cook, DuPage, Kane, Lake, McHenry, Will	1 OR 2	\$72,400.00	\$76,020.00	\$79,821.00	\$83,812.05	\$88,002.65	\$92,402.79	\$97,022.92	\$101,874.07	\$106,967.77
	3 OR MORE	\$83,260.00	\$87,423.00	\$91,794.15	\$96,383.86	\$101,203.05	\$106,263.20	\$111,576.36	\$117,155.18	\$123,012.94
DeKalb	1 OR 2	\$69,400.00	\$72,870.00	\$76,513.50	\$80,339.18	\$84,356.13	\$88,573.94	\$93,002.64	\$97,652.77	\$102,535.41
	3 OR MORE	\$79,810.00	\$83,800.50	\$87,990.53	\$92,390.05	\$97,009.55	\$101,860.03	\$106,953.03	\$112,300.68	\$117,915.72
Grundy	1 OR 2	\$72,800.00	\$76,440.00	\$80,262.00	\$84,275.10	\$88,488.86	\$92,913.30	\$97,558.96	\$102,436.91	\$107,558.76
	3 OR MORE	\$83,720.00	\$87,906.00	\$92,301.30	\$96,916.37	\$101,762.18	\$106,850.29	\$112,192.81	\$117,802.45	\$123,692.57
Kendall	1 OR 2	\$83,900.00	\$88,095.00	\$92,499.75	\$97,124.74	\$101,980.97	\$107,080.02	\$112,434.02	\$118,055.73	\$123,958.51
	3 OR MORE	\$96,485.00	\$101,309.25	\$106,374.71	\$111,693.45	\$117,278.12	\$123,142.03	\$129,239.13	\$135,764.08	\$142,552.29
McLean	1 OR 2	\$73,500.00	\$77,175.00	\$81,033.75	\$85,085.44	\$89,339.71	\$93,806.69	\$98,497.03	\$103,421.88	\$108,592.98
	3 OR MORE	\$84,525.00	\$88,751.25	\$93,188.81	\$97,848.25	\$102,740.67	\$107,877.70	\$113,271.58	\$118,935.16	\$124,881.92
St. Clair, Clinton, Jersey, Madison, Monroe	1 OR 2	\$66,600.00	\$69,930.00	\$73,426.50	\$77,097.83	\$80,952.72	\$85,000.35	\$89,250.37	\$93,712.89	\$98,398.53
	3 OR MORE	\$76,590.00	\$80,419.50	\$84,440.48	\$88,662.50	\$93,095.62	\$97,750.40	\$102,637.93	\$107,769.82	\$113,158.31
Bond, Calhoun, Macoupin	1 OR 2	\$66,600.00	\$69,930.00	\$73,426.50	\$77,097.83	\$80,952.72	\$85,000.35	\$89,250.37	\$93,712.89	\$98,398.53
	3 OR MORE	\$76,590.00	\$80,419.50	\$84,440.48	\$88,662.50	\$93,095.62	\$97,750.40	\$102,637.93	\$107,769.82	\$113,158.31
All Other Counties	1 OR 2	\$66,600.00	\$69,930.00	\$73,426.50	\$77,097.83	\$80,952.72	\$85,000.35	\$89,250.37	\$93,712.89	\$98,398.53
	3 OR MORE	\$76,590.00	\$80,419.50	\$84,440.48	\$88,662.50	\$93,095.62	\$97,750.40	\$102,637.93	\$107,769.82	\$113,158.31

*if household income is less than that shown in corresponding cell, NO recapture tax is due.



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Equal Housing Lender

12% Ratio for Debt Qualifying



Build 7936 2008-01-08 14:42:12

Loan Prospector. Loan Prospector® calculates and evaluates the borrower's qualifying ratios. For Accept mortgages and A-Minus mortgages, Loan Prospector has determined that the borrower's qualifying ratios are acceptable.

Manually Underwritten Mortgage. For Manually Underwritten mortgages, the Seller must evaluate the borrower's ability to pay the monthly housing expense and other obligations. As a guideline, the monthly housing expense-to-income ratio should not be greater than 25% to 28% of the borrower's stable monthly income.

Exceeding Ratios. The borrower may exceed the monthly housing expense-to-income and monthly debt payment-to-income ratios only on an exception basis.

Non-Occupant Borrower. For Accept Mortgages and A-minus Mortgages with a non-occupying borrower, the Seller is not required to calculate or evaluate the occupant borrower's monthly housing expense-to-income ratio. For Manually Underwritten mortgage with a non-occupying borrower, the occupant borrower's monthly housing expense-to-income ratio should not exceed 35% of the occupant borrower's stable monthly income.

Flexibility Guideline. Examples of conditions that might support the use of higher monthly payment ratios are found in section 410.02. Generally, however, more flexibility is appropriate for the monthly housing expense-to-income ratio than for the monthly debt payment-to-income ratio. Less flexibility is appropriate for situations involving additional layers of risk, such as adjustable-rate mortgages (ARMs), a marginal credit reputation, minimal reserves or maximum financing.

Written Explanation. For any Manually Underwritten mortgage for which either of the ratio guidelines is exceeded, the Seller must prepare and retain in the mortgage file a written explanation justifying its underwriting decision.

Energy Efficient Property. If the property is energy efficient or contains energy efficient items (see section 910.17), higher housing expense-to-income and debt payment-to-income ratios may be appropriate. In its underwriting analysis, the Seller should consider the impact utility charges have on the borrower's ability to meet the monthly housing expense and properly maintain the property. An energy efficient property results in lower utility charges, allowing the owner to apply more income to housing expense. If higher ratios are used, the Seller must provide in the mortgage file the calculation and source documentation used to derive the dollar offset allowed due to lower utility charges. Source documentation may be:

- * the appraisal report indicating the energy efficiency of the property; or
- * Form 70A, Energy Addendum (Residential Appraisal Report); or
- * an established home energy rating system (HERS).

Second Home. See section 708.02 for special underwriting requirements for second home mortgages.

Investment Property. See section 500.02 for special underwriting requirements for Investment Property Mortgages.

ARMs. See section 703.01 for special underwriting requirements for ARMs.

comprehensive risk for the mortgage identifies and documents factors that justify the higher ratio.

A borrower's debt-to-income ratio is a comparison of the borrower's total monthly obligations to the borrower's stable monthly income. Total monthly obligations are the sum of

- * the monthly housing expense (as described in Section 401 above);
- * monthly payments on installment debts, revolving debts, and other mortgage debts that extend beyond ten months;
- * monthly payments on installment debts, revolving debts, and other mortgage debts that extend ten months or less -- if the payments significantly affect the borrower's ability to meet credit obligations;
- * monthly payments on lease agreements, regardless of the expiration date of the lease;
- * monthly alimony, child support, or maintenance payments that extend beyond ten months;
- * monthly payments for other recurring monthly obligations (as discussed in Sections 402 through 402.03 above); and
- * any net loss from a rental property (as discussed in Section 202.24).

Our benchmark debt-to-income ratio is 36% of the borrower's stable monthly income. However, we may occasionally specify a maximum allowable debt-to-income ratio for a particular mortgage product -- for example, we limit the debt-to-income ratio for a Streamlined Purchase Money Mortgage Option 2 to 50%. In addition, when the income from more than one borrower is used to qualify for a mortgage (and not all of the borrowers will occupy the property), we require the owner-occupant borrower(s) to satisfy an additional debt-to-income ratio -- even if the combined incomes and debts of all the borrowers result in a debt-to-income ratio of 36% or less. In this case, the owner-occupant borrower(s) should have a debt-to-income ratio of 43% or less, after excluding the income(s) and debt(s) for the non-occupying borrower(s).

CREDIT HISTORY

404

The borrower's credit history should demonstrate his or her past willingness and ability to meet credit obligations in a way that will enable the lender to draw a logical conclusion about the borrower's commitment to making payments on the new mortgage obligation that he or she is undertaking. A lender's evaluation of all aspects of the borrower's credit history to determine whether the borrower has demonstrated a willingness and ability to manage his or her financial commitments is a key element in determining the comprehensive risk for a mortgage.

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Ad Hoc Committee on Housing

Resolution

WHEREAS the Village Council of the Village of Downers Grove has established an Ad Hoc Committee on Housing (hereinafter referred to as the “Committee”) whose general purpose and duties are to:

1. Define “attainable” and “middle-income” housing as it relates to the Village;
2. Determine whether the Village has a shortage or a looming shortage of “attainable” or “middle income” housing;
3. Provide the Council with specific information about the current status of housing stock and how the same compares to surrounding municipalities;
4. Provide analysis as to how the Village’s available housing stock comports with any applicable State requirements for “affordable housing”;
5. Consider potential community solutions if the Committee determines there is a shortage of “attainable” or “middle-income” housing;

WHEREAS an independent consultant engaged by the Village has conducted an extensive and detailed analysis, the results of which point to a market gap in the availability of housing in the \$200,000 - \$300,000 range; and

WHEREAS a number of properties in this price range do exist, further analysis contained in the Village Staff report from the Committee has also shown statistically that demand for homes in this price range exceeds supply; and

WHEREAS a majority of the Task Force has voted to support a statement on “attainable” housing that

“Working families earning between \$65,000 and \$125,000 have difficulty finding and purchasing housing valued between \$175,000 and \$325,000 in Downers Grove. The proper maintenance and preservation of existing houses in this price range is integral to maintaining attainable housing throughout the community”; and

WHEREAS a majority of the Committee believes it to be in the best interests of the community to initiate actions that insure the continued availability of attainable housing throughout the community,

NOW, THEREFORE BE IT RESOLVED THAT the Committee recommends that the Village Council give earnest and immediate consideration to the Consultant’s Report and the Village Staff Report and take the following actions:

1. Consistent with Downers Grove Vision 2022 identified in the *2007 Strategic Plan*, (“Homes Available for Diverse Income Levels”), establish a policy to
 - a. Help and encourage middle-income families to purchase homes in Downers Grove and become a part of this community;
 - b. Ensure preservation of homes attainable by middle-income families and increase the supply of such homes.
2. Authorize a Standing Committee of residents committed to the detailed study and recommendation to the Village Council of specific attainable housing programs which are most consistent with our community’s needs and which provide economic benefit to the Village of Downers Grove.

REPORT – Ad Hoc Committee on Housing

Motion:

Whereas; the Ad Hoc Committee on Housing was formed to determine whether the Village has a shortage or a looming shortage of “attainable” or “middle income” housing stock and,

Whereas; the Committee believes home ownership is an important vehicle to assist in family stability and wealth building and,

Whereas; we recognize and respect the State of Illinois’ target of 10% affordable housing, and,

Whereas; the DuPage Homeownership Center indicates the greatest local need is senior home retention assistance and,

Whereas; the Anderson Consulting report has so many material defects that it may be considered irrelevant for the Village of Downers Grove and,

Whereas; the median household income in Downers Grove is approximately \$77,000 and,

Whereas; there are typically three types of mortgages issued which would qualify \$77,000 household incomes for purchase prices at least \$325,000 and,

Whereas; according to the MLS as of February 2008 there were 633 housing units including both attached and detached available for sale within the Village of Downers Grove and, of the 633 housing units for sale in Downers Grove, 232 were listed for sale at or below \$325,000 or approximately 36.7% and,

Whereas; the current market conditions suggest at least 35% of our housing stock is available to household incomes at or below the Village of Downers Grove median and,

Whereas the data supplied by the Downers Grove Township Assessors Office shows that, between 40% and 50% of all detached housing is 1800 square feet or less and said housing has assessed market values of less than \$350,000.

Therefore, the Ad Hoc Committee on Housing recommends that the Downers Grove Village Council do the following;

- 1.) Establish a policy of annual recalculation and review of the data noted above
- 2.) Consider incentive programs such as property tax or permit and fee reductions for new construction projects with unit prices under \$325,000
- 3.) Produce an annual educational program including classes and literature targeted to our village senior population helping them identify and contact the already existing agencies such as DuPage Homeownership Center, IHDA and others.
- 4.) Consider property tax incentive programs for employers who can demonstrate median payroll levels at or above the Downers Grove household median income.

B

Below is a study of single family properties, 1,800 SF or less, AND having an estimated market value less than \$350,000. (Does not include vacant land.)

<1,800SF 9,742	ALL 21,610	% OF 1,800SF OR LESS	Area description/locations TOTAL OF ALL PARCELS
NORTH OF OGDEN			
150	191	79%	Burlington Highlands, S of Ogden
339	623	54%	Downers Fairview - Ogden to 39th, Fairview to Forest
2	22	9%	Herbert, 39th St, E of Fairview
25	172	15%	Longmeadow, Cumnor to Williams
42	55	76%	Shady Lane, E of Fairview
21	69	30%	Venard Rd, Bell Aire
579	1,132	51%	TOTALS
OGDEN TO RAIL ROAD			
1,452	3,393	43%	Woodward to Fairview
-	9	0%	Banchory Woods
1,452	3,402	43%	TOTALS
RAILROAD TO 55TH ST			
806	1,684	48%	Woodward to Williams
-	30	0%	Bending Oaks
-	18	0%	Maplewood Place
806	1,732	47%	TOTALS
55TH TO 63RD			
763	1,772	43%	Aubrey Terrace to Williams
21	99	21%	Clyde Estates, SE corner Main & 59th
68	145	47%	Harmarc Estates, etc. SE Cor 55th & Fairview
74	139	53%	Greenknolls, 59th-63rd, W of Main
239	373	64%	Downers Grove Gardens, 55th - 63rd, W of Dunham
13	75	17%	Hillcrest Sub
-	65	0%	Plymouth, Springside, W of Dunham
-	75	0%	Ridgewood Circle, Ridge Ct, 61st
1,178	2,743	43%	TOTALS
SOUTH OF 63RD			
369	532	69%	El Sierra, 64th 71st, E of Main
13	32	41%	Greenbriar, 6800 Carpenter, Saratoga, 68th
250	387	65%	63rd - 67th, Main to Dunham
10	181	6%	Millbrook East
-	24	0%	Dunham Crossing 2
88	297	30%	Prentiss Brook Terrace, E of Woodward
41	106	39%	Regency Grove, W of Main
-	56	0%	Small subs S of 63rd near Fairview
11	36	31%	Grandview Estates, just N of 75th & Main, NE corner
74	145	51%	Valley View Sub
856	1,796	48%	TOTALS

Prepared by: Theresa A. Cockrell, Assessor
5-Feb-08

INFORMATION ONLY

Village of Downers Grove, Illinois Residential Market Strategy

Final Report



Prepared for:

Village of Downers Grove
Mr. Tom Dabareiner, Director of Community Development
801 Burlington Avenue
Downers Grove, IL 60515

Prepared by:

Lauren E. Hathaway, Research Associate
Sharon M. Vokes, Principal
Anderson Economic Group, LLC



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1.0 Executive Summary

1.1 Introduction

Anderson Economic Group was retained by the Village of Downers Grove to conduct a Residential Market Strategy, with an emphasis on neighborhood sustainability. This report presents our findings for current and projected supply and demand for single and multi-family housing, as well as recommended strategies for land use and development.

1.2 Statement Of The Problem

Over the last several years, Downers Grove has experienced one of the highest tear-down rates in the Chicago area. The trend is the result of urban infill, whereby houses are torn down to make room for new, larger homes. Despite the *new* housing growth that the Village is experiencing, the population has been slowly declining since 2000.

This is a source of concern for the Village and has raised questions regarding displacement of low to moderate-income families as the values of neighboring homes rises. These trends are often difficult to reverse once the process of infill has begun, especially in a market like Downers Grove where land is being marketed and sold at a premium.

There is a clear need for housing that is more affordable than what exists in most of the established neighborhoods near the downtown. Efforts to mitigate the trend of tear-downs and rebuilds may *slow* the climbing of home values, but will not be sufficient enough to meet the needs of moderate-income families.

1.3 Project Objective And Purpose

The Village would like to better understand the current trends within their own community and how they will impact the quality of life for current and future residents. The Village is hoping to mitigate some of these concerns to ensure housing needs are being met for residents of every demographic.

This report presents an optimal development strategy for the Village and recommendations for future land uses. In addition to providing solutions to the issues mentioned in the “Statement of the Problem”, this report answers the following questions:

1. What kind of policies should be set in place to regulate the trend of teardowns and rebuilds in older neighborhoods?

2. How many new units can the Village absorb and what price point and format should it be targeting?

1.4 *Summary Recommendations*

The Village of Downers Grove should mitigate the trend of teardowns for much larger replacement homes through neighborhood preservation in combination with new policies. However, these efforts alone will not meet the needs of moderate-income families.

The Village's primary focus should be the addition of housing in the downtown area. The development of new single-family homes, condominiums/townhomes, and lofts will be pertinent to the growth and socioeconomic diversity in Downers Grove.

Our recommendation is comprised of a three-fold strategy, including the following:

1. Establish a design overlay zone for selected residential neighborhoods near the downtown;
2. Re-zone three parcels that run adjacent to the Burlington Northern rail line, currently zoned Light Manufacturing (M1) to High-Density Residential;
3. Plan for new developments in selected areas in and around the downtown that include limited infill, *new* single-family homes, condos/townhomes, and lofts/flats above streetfront retail.

In combination with new developments for single-family homes, condominiums/townhomes, and lofts, we recommend that the Village utilize State funded programs for new homebuyers, such as fixed-rate mortgages, down payments/closing cost assistance, and mortgage credits. Developers will have more incentive to work with the Village in the planning for new communities for moderate- to middle-income families with these programs in place.

The following section of our report presents the complete strategy and qualifies the results.

1.5 *About The Authors*

Anderson Economic Group, LLC (AEG) provides consulting services in market assessments, feasibility studies, and community and regional economic analyses. AEG has expertise in a variety of planning sectors that include industrial parks, economics, public policy, retail strategies, and residential development. For information about our firm and biographical sketches of the authors, visit www.AndersonEconomicGroup.com.

1.6 Disclaimer And Cautions

The findings and recommendations of this research effort were based on the assumptions and expertise of Anderson Economic Group. We collected and utilized various data and resources, which we deem reliable. Every reasonable effort has been made to ensure that the referenced data reflect the most accurate and timely information possible. No warranty or representation is made by the consultants regarding the potential success of this project or any related project.

- END OF EXECUTIVE SUMMARY -

2.0 Recommended Strategy

Our recommendations for the Village of Downers Grove are woven in a three-fold strategy, including a 1) design overlay zone, 2) re-zoning of three properties, and 3) targeted developments across various brackets. Our preliminary results clearly support the development of new and redeveloped single-family detached homes, condominium/townhomes near the downtown, and loft/flat units above streetfront retail.

2.1 Design Overlay Zone

The Village's Municipal Codes that have already been set in place restrict certain elements of new development and have helped maintain the unique character of residential neighborhoods. However, additional policies should be set in place.

In order to address complex growth and development issues, we recommend that the Village designate areas of special interest for a design overlay zone, particularly in established residential neighborhoods near the downtown.

Design overlay zones apply to specific neighborhoods where architectural design and neighborhood character are of special concern. These overlays could either be Village-driven or neighborhood-driven, however, we recommend the Village operate this effort as NIMBYism (Not In My Back Yard) can sometimes over-ride neighborhoods' best interests. This effort will be best met in areas where infill is not already predominating.

The design overlay zone should include 'New construction' restrictions. These limitations will *slow* and manage the trend of tear-downs and rebuilds in Downers Grove, yet will still allow the market to progress. We recommend the following general policies:

- New, single-family infill homes no more than 20 percent larger than the average size of homes in the designated zone;
- Restrictions for the size and dimension of footprints; and
- Design review for new developments and exterior alterations.

2.2 Re-Zoning

The Village should work with the zoning board to identify and plan for redevelopment of properties for high-density residential use, more specifically, three areas which are currently zoned Light Manufacturing (M1). These areas are located along the Burlington Northern rail line, east-west through the center of the Village.

The Village should target some middle-end single-family units for infill that, in many cases, will not require tearing down two houses to construct.

EXHIBIT 2. Examples of middle-end single-family, detached infill units



Middle-end infill units should be between \$450,000 and \$650,000 and should have 1,600 to 2,500 square feet.

2.4 *New Single-Family, Detached Homes in “Midtown”*

After the re-zoning of the identified properties along the Burlington Northern rail line, the Village should raze the vacant units and develop a plan to allow for the development of single-family, detached homes for moderate-income families on Parcels 2 and 3 of the re-zoned areas. While these new units will cost less to build, they will also be unique and add value to the community’s economic diversity.

The following examples are target products for new single-family homes in “Midtown” adjacent to the rail line.

EXHIBIT 3. Examples of moderate, single-family, detached units



The Village of Downers Grove should target some moderate infill units between \$200,000 and \$300,000. These units should be between 1,200 and 1,800 square feet in size.

2.5 “Midtown” Condominiums/Townhomes

The Village should consider working with architects and developers to build condominiums or townhomes on Parcel 1 of the re-zoned areas near the rail line and proximate to the downtown.

The opportunity for units between \$125,000 and \$175,000 remains the same through 2011, but will continue to grow in the years following. In 2015, there will be opportunity for up to 140 units in these brackets.

We recommend that new condos/townhomes should be priced from a moderate \$125,000 to \$225,000 and be between 900 to 1,400 square feet. The following are examples for “Midtown” condominium/townhome units along the Burlington Northern rail line.

EXHIBIT 4. Condominium/Townhomes for the re-zoned property along the rail line



2.6 Downtown Lofts and Flats

The development and conversion of lofts above streetfront retail is a market trend on the rise for downtowns across the nation. The obstacles are few but heavily weighted, as landlords and building owners are hesitant to take a risk investing large sums and relinquishing ownership of the units. However, the opportunity is available in Downers

Grove for this alternative residential option. Educating the landlords and building owners, and aggressively promoting and marketing these units will help move the units faster as the conversions gain momentum over the first several years.

There is opportunity for several units of above-retail flats or lofts in the downtown through the year 2011, and slowly growing from 2015 to 2020. The price range for the units above streetfront retail downtown should be moderately priced, in the range of \$125,000 to \$175,000 and between 900 and 1,200 square feet.

EXHIBIT 5. Examples of downtown flats and lofts above streetfront retail



EXHIBIT 6. Examples of downtown flats and lofts above streetfront retail



3.0 Qualifying the Results

Based on our market observations and experience in developing strategies for similar residential markets, we have prepared some recommendations regarding marketing, scale, and improvements for the new developments and infill in the downtown neighborhoods. These are intended to reach beyond the recommendations that identify the product types, unit sizes and price structures, and are summarized as follows:

Infill. Ideally, the average unit size among replacement product will be 1,400 to 2,400 square feet. We recommend setting a maximum size for new infill, somewhere between 2,600 to 2,800 square feet. This will slow the trend that has become tearing two houses down to build one larger home in its place.

New, Single-Family Home Sizes. New, single-family homes should be between 1,200 and 1,800 square feet, with most units between 1,200 and 1,400 square feet. We believe it is important for most of the units to have a minimum size of 1,200 square feet.

Garages (Detached Homes). We recommend side or rear-loaded garages, front loaded that are flush with the main entrance, or completely behind the house if detached.

Condominium Unit Sizes. Units should be 900 to 1,200 square feet in size, with most units between 1,000 and 1,200. It is important for most units to have a minimum size of 1,000 square feet for marketing purposes; 1,000 square feet sounds much more spacious than 990. A few of the lower priced units should be between 900 and 1,000 square feet, with two bedrooms and one and two full baths.

Garages and Parking (Condos). All units should be provided at minimum one assigned space in the parking garage, and preferably two for two and three bedroom units. Additional assigned spaces should be available for purchase, and convenient guest parking should be provided.

Absorption. To ensure satisfactory absorption rates, we recommend thoroughly marketing the value of downtown living and alternative housing options to prospective residents before incentivizing sales. Features that would enhance the absorption potential and the ability to compete with other for-sale units in the market include adding vaulted ceilings, wood floors, sky lights, and heated garages.

Interior Treatments. As incentives to pre-sale and new home buyers, higher-end condominium units should include granite kitchen countertops, contemporary kitchen appliances including refrigerator, tiled kitchen backsplashes, hardwood floors, high quality plumbing fixtures, recessed lighting, light fixtures in the living room, and

related amenities. If units are being renovated, we encourage upgrading the interior treatments to meet basic amenity offerings that are standard in single-family developments elsewhere in the market.

Kitchens. We recommend that units include kitchens that are “open”. This means that the kitchen utilizes a counter as a buffer between the living room or family room. An open kitchen does not include cabinets over the counter that separates the rooms, and instead offers recessed lighting and encourages social interaction.

4.0 Methodology and Approach

4.1 Introduction

Our methodology and approach begins with an examination of dynamics within the Downers Grove area, including surrounding communities. We also delineated a trade area for the Village to serve as a base geography for further analysis.

Using the trade area as geographic guide, we collected and analyzed data on for-sale units (see Appendix 5.0 through 7.0, attached), conducted a rigorous supply-demand analysis, and studied comparables in Naperville and Glen Ellyn. We also qualified the results from our analysis during the site assessment and market tour to refine our recommendations.

4.2 Data Sources and GIS

Our quantitative analysis of the residential market begins with an assessment of the 1990 and 2000 Census, and also incorporates 2006 estimates provided by ESRI, with projections provided out to the year 2011.

We also utilized various data provided by the Bureau of Economic Analysis (BEA), Bureau of Labor Statistics (BLS), the Urban Land Institute (ULI), and AEG's proprietary in-house databases. Demographic and competitive data was compiled in our Geographic Information Systems (GIS) to aggregate the data for specific geographic areas, which enabled us to present the data through maps (see Appendix 4.0), and to correlate different variables.

4.3 Trade Area Delineation

The Village of Downers Grove is located just 8 miles northwest of the Naperville urban area and just 20 miles west of downtown Chicago, so offers an easy commute to jobs in those markets. Some of the new home buyers may find the traditional downtown feel of Downers Grove to be desirable and may also enjoy being removed from dense urban areas, but at the same time, close enough for short commutes.

The Primary Trade Area (PTA) represents the core customer base for local real estate markets, the region of influence for a development site, and competitive market area for similar land uses. For the purpose of this study, we have delineated a PTA for Downers Grove that reflects a variety of factors and field observations. This includes a drive-time

analysis (Appendix 2.2), socioeconomic factors (Appendix 2.3 and 2.4), locations of existing competition, highways linkages and transportation networks, and the community's overall regional appeal.

4.4 Appendix and Supporting Documentation

The vast majority of our analyses and supply-demand model is summarized in histograms, charts, scatter plots, maps and tables, all assembled in the attached Appendix to this report. The following reference numbers are used to guide the reader through our analytic process. It is not practical to discuss each and every exhibit with the parameters of this report, but the reader is encouraged to review and study all of them before drawing any conclusions that may seem contrary to our findings and recommendations detailed in this report.

Appendix 1.0 Housing Snapshot

Appendix 2.0 Key Housing Terms

Appendix 3.0 Housing Overburden

Appendix 4.0 Maps

- 4.1 Regional Overview
- 4.2 15/30/45 Minute Drive Times
- 4.3 Household Density
- 4.4 Median Household Income
- 4.5 Median Home Values
- 4.6 ZIP Codes

Appendix 5.0 Analysis of Comparables - Single-Family Homes

- 5.1 For-Sale, Single-Family Homes by Price Bracket (map)
- 5.2 For-Sale, Single-Family Homes by Price Bracket (histogram)

- 5.3 House Price versus Size
- 5.4 House Price per Square Foot versus Size
- 5.5 Number of Bedrooms by Size
- 5.6 Number of Bathrooms by Size

Appendix 6.0 Analysis of Comparables - Condominiums and Townhomes

6.1 For-Sale Condominiums and Townhomes by Price Bracket (histogram)

6.2 Price versus Size

6.3 Price per Square Foot by Size

6.4 Number of Bedrooms by Size

6.5 Number of Bathrooms by House Size

Appendix 7.0 Analysis of Comparables - Rental Units

7.1 Apartments and Homes for Rent by Monthly Rental Price Bracket

Appendix 8.0 Demographic Profiles

8.1 Household (HH) Income Brackets for 2006

8.2 Home Value Brackets for 2006

8.3 Population (PTA v. Village, County, State)

8.4 Population (Counties)

8.5 Households (PTA v. Village, County, State)

8.6 Households (Counties)

8.7 Median HH Income & Educ. Attainment (PTA v. Village, County, State)

8.8 Median HH Income & Educ. Attainment (Counties)

8.9 Mode of Travel & Vehicle Ownership (PTA v. Village, County, State)

8.10 Mode of Travel & Vehicle Ownership (Counties)

8.11 Housing Unit Growth and Tenure (PTA v. Village, County, State)

8.12 Housing Unit Growth and Tenure (Counties)

8.13 HH Income Categories (PTA v. Village, County, State)

8.14 HH Income Categories (Counties)

8.15 Units in Structure & Yr. Built (PTA v. Village, County, State)

8.16 Units in Structure & Yr. Built (Counties)

8.17 Owner-Occupied Home Values (PTA v. Village, County, State)

8.18 Owner-Occupied Home Values (Counties)

8.19 Average Contract Rent (PTA v. Village, County, State)

8.20 Average Contract Rent (Counties)

Appendix 9.0 Lifestyle Clusters

9.1 Top Ten Lifestyle Clusters

9.2 - 9.13 Summary Descriptions

For question or clarification regarding the results, interpretation, meaning, and conclusions derived from these exhibits, please contact Ms. Lauren E. Hathaway at <http://www.AndersonEconomicGroup.com>.

5.0 Market Overview

5.1 Introduction

The following is intended to provide a brief overview of the Village of Downers Grove, including its schools, area amenities, employment, and proximity to continued education centers, airports, hospitals, and areas of regional draw.

5.2 Location

The Village of Downers Grove is an affluent suburb 20 miles outside the Greater Chicago Metropolitan Area. It borders its neighboring communities of Oak Brook, Westmont, Darien, Lombard, Woodridge, and Lisle. Its proximity to downtown Chicago and traditional downtown feel have turned the Village into a bustling, thriving area, and an envied place to live.

5.3 Highway Linkages/Transportation Networks

Interstate Highways 355 and 88 intersect and pass through north and west ends of the Village, giving residents and commuters convenient access to neighboring communities and downtown Chicago.

The Village of Downers Grove also runs a shuttle bus service to the public through PACE Suburban Bus Service. The Grove Commuter Shuttle provides service to the Main Street and Belmont Road Train Stations during morning and evening rush hours.

5.4 Airports

The Chicago O'Hare International Airport, which serves as one of the largest transportation hubs in the United States, is located just 19 miles northeast of the Village of Downers Grove.

The Chicago Midway Airport is just 20 miles east of the Village of Downers Grove. One of the fastest growing airports in the continent, the Chicago Midway Airport serves over 17 million travelers each year. There are currently three concourses, serving major airlines such as American, Continental, and Southwest.

5.5 *Hospitals and Health Care Centers*

Located on Highland Avenue on the north end of Downers Grove, the Advocate Good Samaritan Hospital provides a wide range of services, including emergency care, cancer, surgery, pregnancy/child birth, heart care, mental health, and fitness/wellness.

Located just one mile away from the Good Samaritan Hospital is the Emergency Medical Center on Ogden Avenue. This urgent care, walk-in facility provides clinical services that include minor surgery, physicals, x-rays, long-term care, and worker's compensation.

5.6 *Employment*

Some of the largest employers in Downers Grove are Good Samaritan Hospital, with over 2,500 employees, Midwestern University, Wachovia Securities, Inc., and Aramark Management Services. Aramark, a Fortune 500 company, is a Uniform-Foodservice-Real Estate company whose headquarters are located in the Village.

Hub Group, Inc. is another Fortune 500 company located in Downers Grove. Hub Group offers is a transportation company with intermodal, highway, and logistic transportation offerings.

5.7 *Schools*

The Village of Downers Grove is home to 12 public elementary schools, 2 public middle schools, and 2 public high schools. Each of these schools operates under one of three school districts: Downers Grove Grade School District 58, Center Cass School District 66, and Community High School District 99, which serves not only Downers Grove, but the majority of Woodridge and parts of several other neighboring communities.

5.8 *Continued Education*

Midwestern University is an independent, not-for-profit corporation providing undergraduate, graduate, and postgraduate education in health services. There are two campuses, one of which is located in Downers Grove. The Downers Grove campus offers several health care programs, including Osteopathic Medicine, Pharmacy, Physician Assistant Studies, Physical Therapy, Occupational Therapy, Biomedical Sciences, and Clinical Psychology.

Several other universities and colleges are in proximity to Downers Grove. DeVry University has various locations, but its location in Addison is only 13 miles from the Village of Downers Grove. Aurora University is another facility within 20 miles from the Village. The following is a list of several other continued education facilities located within 30 miles of Downers Grove (not a complete list of schools):

- DeVry University - Addison
- Aurora University - Aurora
- Benedictine University - Lisle, Naperville, and Bellwood
- The Illinois Institute of Art - Chicago
- Chicago State University - Chicago
- University of Chicago - Chicago
- Depaul University - Chicago
- Loyola University - Chicago
- Robert Morris College - Chicago
- Lewis University - Romeoville

5.9 *Amenities*

Downers Grove is in proximity to various amenities. The following is a list of tourist attractions located within 30 miles of the Village:

- Drury Lane Dinner Theater
- DuPage Childrens' Museum
- Morton Arboretum
- Lyman Woods Interpretive Center (Downers Grove)
- Tivoli Theater (Downers Grove)
- Brookfield Zoo
- Arlington Park Race Track
- Aurora River Boat
- Navy Pier
- US Cellular Park (Home of the Chicago White Sox)
- Wrigley Field (Home of the Chicago Cubs)

6.0 Supply - For-Sale Units

6.1 Introduction

Our supply analysis also includes a review of current (September 2007) for-sale single-family, condominium/townhome, and rental units in the local market, to verify our field observations and to qualify the analytic results of the supply-demand model. This step begins with a collection of over 4,000 observations of for-sale units by zip code throughout the market. The ZIP Codes, shown below, can also be seen in Appendix 4.6:

60126	*60515	60540
60137	*60516	60558
60148	60517	60559
60154	60521	60561
60181	60523	60563
60187	60525	60565
60190	60527	
60514	60532	

*Downers Grove ZIP Codes

Appendices 5.0 through 7.0 include a series of charts summarizing our inventory and observations of for-sale units. These charts are useful in visualizing the current market inventory in different ways by looking at relationships between size, price, and amenities. Our analysis begins with for-sale single family houses.

6.2 For-Sale Single Family Houses

Appendix 5.1 shows the distribution of for-sale, single-family homes for-sale in Downers Grove, as well as in the surrounding areas. Each circle represents a for-sale home and its exact location. The darker the shade of the circle, the more the for-sale unit costs, and vice versa. It is interesting to note the distinction between for-sale prices, especially on the north end of the trade area, between Glen Ellyn to the west of the highway and Lombard to the east.

Appendix 5.2 provides a summary histogram of the data by listed for-sale price bracket. Nearly 30 percent of for-sale single-family homes in Downers Grove are between \$300,000 and \$399,000. At the same time, slightly more than 28 percent are \$750,000 and above. A mere 10.1 percent of all for-sale single-family homes in Downers Grove are under \$300,000.

Appendix 5.3 displays the relationship between the house size and for-sale price in Downers Grove compared to both Naperville and Glen Ellyn. Generally, residential prices increase in proportion to the unit size, but the relationship weakens as home prices and unit sizes increase. In particular, the relationship between the for-sale price and unit size begins to fade in units above \$700,000 and above 4,000 square feet in size.

This chart also reveals potential “gaps” in the market. Several small gaps can be seen in various price ranges and sizes. One such gap can be seen for units in the \$500,000 to \$700,000 price range that are between 2,000 and 2,500 square feet in size. However, this may not necessarily point to a clear “opportunity” for Downers Grove unless there is sufficient demand in that price bracket. There may also be some gaps in the market not seen in this chart, simply because the data is not there. For example, there are not many for-sale single-family homes under \$200,000 in any of the study markets. This does not mean there is no demand for units below this price.

Our study continues with an analysis of the relationship between Unit Size and Unit Price per Square Foot. Downers Grove, much like Naperville and Glen Ellyn, shows an inverse logarithmic relationship in Appendix 5.4. As a rule-of-thumb, it is typical to expect the value per square foot to decline as the unit size increases. In fact, this is almost always true.

The relationship seems weak upon first glance, however, the relationship is quite strong, with a correlation of .60 or higher. In other words, it can be proven that on average, a unit’s size accounts for its price per square foot 60 percent of the time. Said another way, a unit’s size accounts for 60 percent of the variation in prices per square foot. Other factors, including location and address, age of the unit, condition, and seller motivations account for 40 percent of the variation.

As shown in Appendix 5.4, houses in Downers Grove, Naperville, and Glen Ellyn can vary considerably in price per square foot. Units with less than 2,000 square feet sell for between \$150 and \$400 per square foot, while units with 3,000 square feet or more are selling for \$300 to \$400 per square foot and higher.

Appendix 5.4 also points to some potential gaps among single-family houses in Downers Grove with 1,200 to 2,500 square feet and between \$200 and \$250 per square foot.

We have also tested the relationship between unit size and the number of bedrooms and bathrooms, as displayed in Appendix 5.5 (bedrooms) and Appendix 5.6 (bathrooms). To be competitive in the market, new developments should offer as many bedrooms and bathrooms as reasonable for the unit size.

Based on data for single-family, for-sale units in Downers Grove, a majority of the existing stock offer 4 or 5 bedrooms. Nearly every for-sale, single-family unit over 2,500 square feet offers at least 4 bedrooms. Ideally, any brand new housing in the market built with 2,000 square feet or more would offer a minimum of 4 bedrooms.

Similarly, every new house should offer at least two full baths. Any new houses with more than 2,500 square feet should strive to offer three baths.

6.3 *For-Sale Condominiums and Townhomes*

Appendix 6.1 is a summary histogram of the data by listed for-sale price bracket among Condominiums and Townhomes for Downers Grove. The largest share of for-sale condominium and townhome units fall between \$100,000 and \$199,999. The remaining 43.9 percent are evenly distributed throughout the \$200,000 to \$749,999 price brackets.

Appendix 6.2 continues the analysis, showing a comparison of Downers Grove with Naperville and Glen Ellyn. As mentioned in the for-sale, single-family analysis, the relationship between for-sale price and unit size weakens as the units increase in size and price. The same holds true for condominiums and townhomes. The relationship between data begins to dissipate after 2,000 square feet and above \$400,000.

There is a potential gap in for-sale condominiums and townhomes for Downers Grove between \$250,000 and \$400,000 at around 1,500 square feet (Appendix 6.2). Appendix 6.3 reveals the same and also shows a small gap in units around 1,200 square feet and \$150 to \$200 per square foot.

Most of the for-sale condominiums and townhomes in Downers Grove offer 2 or 3 bedrooms (Appendix 6.4) and 1.5 to 2.5 bathrooms (Appendix 6.5).

6.4 *Rental Units*

As shown in Appendix 7.1, over half of the current stock of for-rent units are \$2,000 per month and above. Currently, there are no for-rent units in Downers Grove available for less than \$1,000 per month.

Due to a limited amount of data in Downers Grove and the surrounding areas, we were unable to complete an analysis that tests price per square foot or number of bedrooms and bathrooms by size for available rental units.

This concludes our narrative explanation of the for-sale units and analysis of comparables detailed in Appendices 5.0 through 7.0 of our report. However, the charts show a number of interesting relationships between the variables and between micro-level markets that cannot possibly be captured within this report. Overall, a careful study of these exhibits along with our supply-demand or “gap” analysis will consistently point to a similar housing market as revealed in this section.

7.0 Supply - Total Units

7.1 Supply - Introduction

To complete the Residential Supply-Demand Model, we rely on a number of variables that reach far beyond the analysis of for-sale housing units detailed in the prior chapter of our report. Our supply-demand model incorporates the following variables:

- Household Income Brackets (see Appendix 8.1);
- Home Value Brackets (Appendix 8.2);
- Rent-to-income ratios;
- Mortgage-to-Income and Mortgage-to-Home Values; and
- Seasonality of vacant housing.

We also rely upon projections of demographic variables such as households, income, tenure, and other related variables detailed in the Demographic Profiles provided throughout Appendix 8.0 of our report. We provide estimates for 2006 and projections for 2011 for most of these variables. These are all essential steps in our Supply-Demand or “gap” analysis.

The first half of the supply-demand equation involves a quantitative assessment of reported housing supply by tenure, style, units per structure, age, and perhaps most importantly, by value. This was preceded by a more subjective assessment of primary market data that is used to qualify the analytic results and conduct a reality check on the quantitative data. This was also necessary to ensure that the results reflect current construction activity in the local market.

7.2 Supply - Housing Units, Growth, and Tenure (Appendix 8.11-8.12)

We conducted a comparison of housing characteristics for the Village of Downers Grove PTA, DuPage County, Cook County, and the State of Illinois (see demographic tables throughout Appendix 8.0). The PTA had about 258,000 households in 2006, an increase of nearly 22 percent since 1990. This is similar to the 21 percent increase in households in DuPage County, 20 percent for the State of Illinois, but considerably higher than the 5 percent increase in Cook County. However, these are all miniscule increases when compared to Will County, which had Compound Annual Growth Rate (C.A.G.R.) of 4.9 percent from 2000 to 2006, and a 91 percent increase in households between 1990 and 2006.

The increase of owner-occupied housing from 2000 to 2006 in the PTA (1.5 percent) is comparable to the State of Illinois (1.5 percent), and slightly higher compared to DuPage County, Cook County, and Will County, all which had increases just over 1 percent.

7.3 Supply - Vacancy Rates (Appendix 8.11-8.12)

The vacancy rate for the Downers Grove PTA increased from 3.3 percent in 2000 to 3.7 percent in 2006. This is higher than DuPage County (3.0 to 3.3 percent) and lower than the State (6.0 to 7.1 percent). However, Cook County had the highest increase in vacancy, from 5.8 percent in 2000 to 7.4 percent in 2006. Will County remained consistent, with only a slight increase from 4.5 to 4.6 percent.

7.4 Supply - Owner-Occupied Home Values (Appendix 8.17-8.18)

A primary variable in the supply-demand model is the current and forecasted supply of housing units by unit value. The data is tested further in the supply-demand model later in the report.

Owner-occupied home values in the PTA and DuPage County do not follow a similar pattern of distribution as Cook County, Will County, or the State of Illinois. Nearly 46 percent of all housing units in the trade area and 48 percent in DuPage County are valued above \$300,000, while less than 33 percent of units in both Cook and Will Counties and less than 25 percent of units in the State of Illinois fall in this category. 18.3 percent of the PTA's units are valued under \$200,000, while over half of the State's units (51.2 percent) are valued below that.

7.5 Supply - Units by Year Built (Appendix 8.15-8.16)

The last step in the supply analysis involved a review of units by decade built for the trade area. The PTA has experienced little new construction (5 percent) since 2000 compared to both Will and Kane Counties, where construction hit their peaks (25.2 percent and 21 percent, respectively). Since 1990, 21.5 percent of the PTA's total housing units were built, compared to 8.2 percent for Cook County, 50.4 percent for Will County, 39.3 percent for Kane County, and 17.3 percent for the State of Illinois.

The 1970's were the peak construction decade for the PTA and DuPage County. During that time Cook County constructed 13.3 percent of the total units, compared to 14.3 percent for Will County, and 15.4 percent for the State.

8.0 Demand - Households and Income

8.1 Demand - Introduction

In this section of our report, we compare more detailed demographic data for the Downers Grove PTA, DuPage County, Cook County, Will County, and the State of Illinois. We focused on household characteristics and household income, which is necessary to complete the demand side of the analytic model. The comparisons are important in evaluating the local market, and help qualify any new opportunity for additional housing the Village of Downers Grove.

Reflecting current resident income levels, rent-to-income rates, mortgage-to-income rates and known events in the market, we have completed the residential demand analysis. The results of this analysis are projections of the total number of additional residential units demanded annually by households, reflecting income ranges and tenures.

8.2 Demand - Households and Growth (Appendix 8.5-8.6)

The number of total households in the PTA has been increasing steadily since 1990, adding over 46,000 new households by 2006. Since 2000, the Compound Annual Growth Rate (CAGR) has been 0.8 percent, similar to the State (also 0.8 percent), but considerably less than Will County, which has had a growth rate of 4.9 percent. Cook County has not had any growth in households since 2000.

8.3 Demand - Household Income (Appendix 8.1, 8.13-8.14)

A key step in the supply-demand analysis involves evaluating the number of households by income category. As shown in Appendix 8.1, the Downers Grove PTA shows similar household income levels as DuPage County, as much of the county is in the trade area. The State of Illinois shows a contrast in income levels, which is especially noticeable in the lower income brackets.

Roughly a third of residents in PTA are similarly distributed throughout the \$30,000 to \$74,999 income brackets, as is DuPage County. Just over one quarter (25.2 percent) of Cook County's households have incomes below \$30,000, which is similar to the State (24.5 percent), but much higher than the PTA (12.8 percent), and Will County (13.6 percent). On the other end of the spectrum, about one quarter of the PTA's and DuPage County's (25 and 26.4 percent, respectively) households have incomes over \$124,999. This compares to 14.5 percent in Cook County and 13.8 percent in the State of Illinois.

9.0 Gap and Opportunity

9.1 Introduction

Our gap and opportunity analyses compare the supply in residential units with demand to determine the number of housing units that Downers Grove can support.

The final step in the quantitative analysis involves the supply-demand analysis and qualifying the results. The model is a complex process that involves most of the variables already presented in this report. The data is transposed utilizing a matrix and additional variables are tested to refine the output. Results reveal any opportunities to increase the variety and mix of the residential units in the market.

The supply-demand analysis is a useful tool in identifying the appropriate price points for new housing units and is designed to determine the best opportunity to build new housing units within each unique market. However, while our model may indicate zero “gap” in some price brackets, some savvy developers could still try to compete for buyers in these price points.

Some home buyers may choose to spend more or less of their income for housing compared to market averages, which would place them in a different price bracket than predicted by our model. In addition, home buyers may weigh other variables such as location, highway access, and schools as important factors in their purchasing decision, and may adjust their housing choices accordingly. Finally, some new developments can actually succeed in “over-supplied” brackets by introducing unique products, unique units and community amenities, and through aggressive promotions and marketing.

9.2 Aggregate Gap and Implied Opportunity

The opportunity analysis qualifies the gap, utilizing a straight-forward market share assessment. The market share for the Village of Downers Grove has been estimated with consideration for the following factors:

- Existing product in the community
- Nearby locations
- Proximity to downtown Chicago
- Access to schools, hospitals, and highways
- Location relative to regional amenities
- Location relative to employment centers
- Unique locational attributes

The following tables present the implied opportunity for owner-occupied residences in the Village of Downers Grove based on the outcome of the supply-demand analysis. The displayed number in each bracket for any given year represents the total recommended units for the project *through* that year. The results for each year represent a *rolling* total for the project, and cannot be aggregated year-to-year. The table includes dashes in price brackets where demand is not expected to exceed supply.

Infill

Most of the opportunity for infill lies in the \$300,000 to \$399,999 price bracket and remains the same through 2011. It slightly grows in 2015 and in 2020. Units in the \$1,000,000 and above bracket holds another majority of opportunity through the next decade, showing more opportunity than the lower brackets in the year 2020. Currently, the Village of Downers Grove has opportunity for up to 80 units in this price bracket.

EXHIBIT 7. Residential Opportunity for Downers Grove - Infill

Bracket	Year						
	2007	2008	2009	2010	2011	2015	2020
\$0 - \$49,999	-	-	-	-	-	-	-
\$50,000 - \$99,999	-	-	-	-	-	-	-
\$100,000 - \$124,999	-	-	-	-	-	-	-
\$125,000 - \$149,999	-	-	-	-	-	-	-
\$150,000 - \$174,999	-	-	-	-	-	-	-
\$175,000 - \$199,999	-	-	-	-	-	-	-
\$200,000 - \$299,999	-	-	-	-	-	-	-
\$300,000 - \$399,999	90	100	100	100	100	110	120
\$400,000 - \$499,999	50	50	60	60	60	80	90
\$500,000 - \$749,999	30	30	30	40	40	60	80
\$750,000 - \$999,999	-	-	-	-	-	-	-
\$1,000,000+	80	80	90	100	100	120	140
Summation	250	260	280	300	300	370	430

Source: Proprietary Supply-Demand Model
Copyright Anderson Economic Group, LLC 2007.

It is not a part of our strategy that the Village pursue new housing units in the range of \$1,000,000 and above, however, we recognize that infill of this product may occur, as high-end homes are market-driven.

New, Single-Family Detached Homes

There is implied opportunity for infill units in Downers Grove in the \$300,000 to \$749,999 price brackets and also in the \$1,000,000 and above bracket. The premium for buying existing houses in Downers Grove, razing them, and constructing new ones moves the opportunity for units in the lower price brackets into the higher price brackets. Our estimate is that this premium, combined with the fact that there is finite space in which to develop in Downers Grove, equates to 2.5 times the normal market value. This nearly triples the price range for infill units.

EXHIBIT 8. Residential Opportunity for Downers Grove - New Single-Family Homes

Bracket	Year						
	2007	2008	2009	2010	2011	2015	2020
\$0 - \$49,999	-	-	-	-	-	-	-
\$50,000 - \$99,999	-	-	-	-	-	-	-
\$100,000 - \$124,999	-	-	-	-	-	-	-
\$125,000 - \$149,999	-	-	-	-	-	-	-
\$150,000 - \$174,999	40	40	50	50	60	90	120
\$175,000 - \$199,999	20	20	20	20	30	40	60
\$200,000 - \$299,999	-	10	40	60	210	280	450
\$300,000 - \$399,999	-	-	-	-	-	-	-
\$400,000 - \$499,999	-	-	-	-	-	-	-
\$500,000 - \$749,999	-	-	-	-	-	-	-
\$750,000 - \$999,999	-	-	-	-	-	-	-
\$1,000,000+	-	-	-	-	-	-	-
Summation	60	70	110	130	300	410	630

Source: Proprietary Supply-Demand Model
Copyright Anderson Economic Group, LLC 2007.

Our analysis implies opportunity for the development of new, single-family detached units in the price brackets between \$150,000 to \$299,999 among all *owner-occupied* units. Unique to this community, opportunity for new owner-occupied units between \$200,000 and \$299,999 makes a considerably large leap from the year 2010 to 2011 and the years after. The model's prediction for opportunity in this price bracket may seem extreme, however, it is important to note that much of the opportunity begins to shift from the lower price brackets to the upper price brackets over time, opening more opportunity for units in the \$200,000 to \$299,999 price bracket.

Condos/Townhomes and Lofts/Flats

There is implied opportunity for the Village of Downers Grove to capture some more moderate demographics through the development of new condominiums or townhomes near the downtown and lofts/flats above streetfront retail.

EXHIBIT 9. Residential Opportunity for Downers Grove - Condos/Townhomes, Lofts/Flats

Bracket	Year						
	2007	2008	2009	2010	2011	2015	2020
\$0 - \$49,999	-	-	-	-	-	-	-
\$50,000 - \$99,999	-	-	-	-	-	-	-
\$100,000 - \$124,999	-	-	-	-	-	-	-
\$125,000 - \$149,999	70	70	70	70	70	90	110
\$150,000 - \$174,999	40	40	40	50	50	50	70
\$175,000 - \$199,999	20	20	20	20	20	30	40
\$200,000 - \$299,999	-	-	20	40	110	160	240
\$300,000 - \$399,999	-	-	-	-	-	-	-
\$400,000 - \$499,999	-	-	-	-	-	-	-
\$500,000 - \$749,999	-	-	-	-	-	-	-
\$750,000 - \$999,999	-	-	-	-	-	-	-
\$1,000,000+	-	-	-	-	-	-	-
Summation	130	130	150	180	250	330	460

Source: Proprietary Supply-Demand Model
 Copyright Anderson Economic Group, LLC 2007.

As shown in the table, most of the opportunity lies in the \$200,000 to \$299,999 price bracket starting in the year 2011, but currently the majority of opportunity is in the \$125,000 to \$174,999 price brackets. As mentioned in the previous opportunity analysis for new, single-family homes, the opportunity shifts to the upper brackets over time, opening up a considerable amount of opportunity in the \$200,000 to \$299,999 bracket.

Target Sizes by Product

We have utilized the results of the scatter-plots in Appendices 5 and 6 to back into target sizes within each of these price points.

These tables should be used as general guides for future developments.

TABLE 1. Single-Family Houses - Unit Sizes by Target Price Bracket

Unit Price Bracket	Unit Size Bracket (square feet)
\$150,000 - \$174,999	900 - 1,000
\$175,000 - \$199,999	900 - 1,100
\$200,000 - \$299,999	1,200 - 1,600
\$300,000 - \$399,999	1,400 - 2,000
\$400,000 - \$499,999	1,800 - 2,200
\$500,000 - \$749,999	2,000 - 2,600
\$1,000,000 and Above	2,600 and up

TABLE 2. Condominiums/Townhomes & Lofts/Flats - Unit Sizes by Target Price Bracket

Unit Price Bracket	Unit Size Bracket (square feet)
\$125,000 - \$149,999	900 - 1,100
\$150,000 - \$174,999	1,000 - 1,200
\$175,000 - \$199,999	1,000 - 1,200
\$200,000 - \$299,999	1,200 - 1,600

Village of Downers Grove, Illinois Residential Market Strategy

Appendix



Prepared for:

Village of Downers Grove
Mr. Tom Dabareiner, Director of Community Development
801 Burlington Avenue
Downers Grove, IL 60515

Prepared by:

Lauren E. Hathaway, Research Associate
Sharon M. Vokes, Principal
Anderson Economic Group, LLC



Appendix - Table of Contents

1.0 Housing Snapshot

2.0 Key Housing Terms

3.0 Housing Overburden

4.0 Maps

5.0 Analysis of Comparables - Single-Family Homes

6.0 Analysis of Comparables - Condominiums and Townhomes

7.0 Analysis of Comparables - Rental Units

8.0 Demographic Profiles

9.0 Lifestyle Clusters

October 8, 2007

Downers Grove, Illinois Residential Market Strategy

1.0 Housing Snapshot

Submitted to:

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The Village of Downers Grove recently commissioned Anderson Economic Group to develop a Residential Market Strategy. The community is interested in understanding market conditions in supply and demand among existing housing choices for resident families. This brochure provides some preliminary data that demonstrates potential market gaps, along with definitions for key terms in the industry.

Key Housing Terms

Absorption Rate. Absorption rate describes the number of housing units that will be sold or rented over a period of time, typically a month.

Affordability. Affordability is a term that is loosely and often incorrectly used in the housing industry. Generally speaking, it measures a household's ability to obtain and keep a home, and can apply to households that are either renting or owning their home. For owners with mortgages, affordability is based on multipliers of income, usually set by competing lenders. For renters, households spending 30 percent or more of their income on rent are probably not living in an affordable unit, regardless of their income and the quality of their rental unit.

Functionally Obsolete. Functionally obsolete means that the property is unable to be used to adequately perform the function for which it was intended due to a substantial loss in value resulting from factors such as overcapacity, changes in technology, deficiencies or inadequacies in design, or other similar factors that affect the property itself or the property's relationship with other surrounding property.

Housing Need. The situation in which individuals or families are living in housing that is not suitable for their current or future needs. For example, an individual with a disability requiring a wheelchair would *need* a home that accommodates wheelchair access.

Low-Income Housing. The Department of Housing and Urban Development (HUD) defines low-income housing as households earning 60% or below the Area Median Income (AMI). HUD provides household income limits which are unique for each US metro area.

Market Rate Housing. Market Rate Housing is housing that is bought and sold at the market rate. This type of housing can include low income housing and high income housing but is generally not subsidized by an agency or organization.

Movership Rates. A community's movership rates provide a picture of whether residents have moved into their current homes from across town, within the county, or state. A community's stability can be measured based on how high (unstable) or low (stable) the movership rate is.

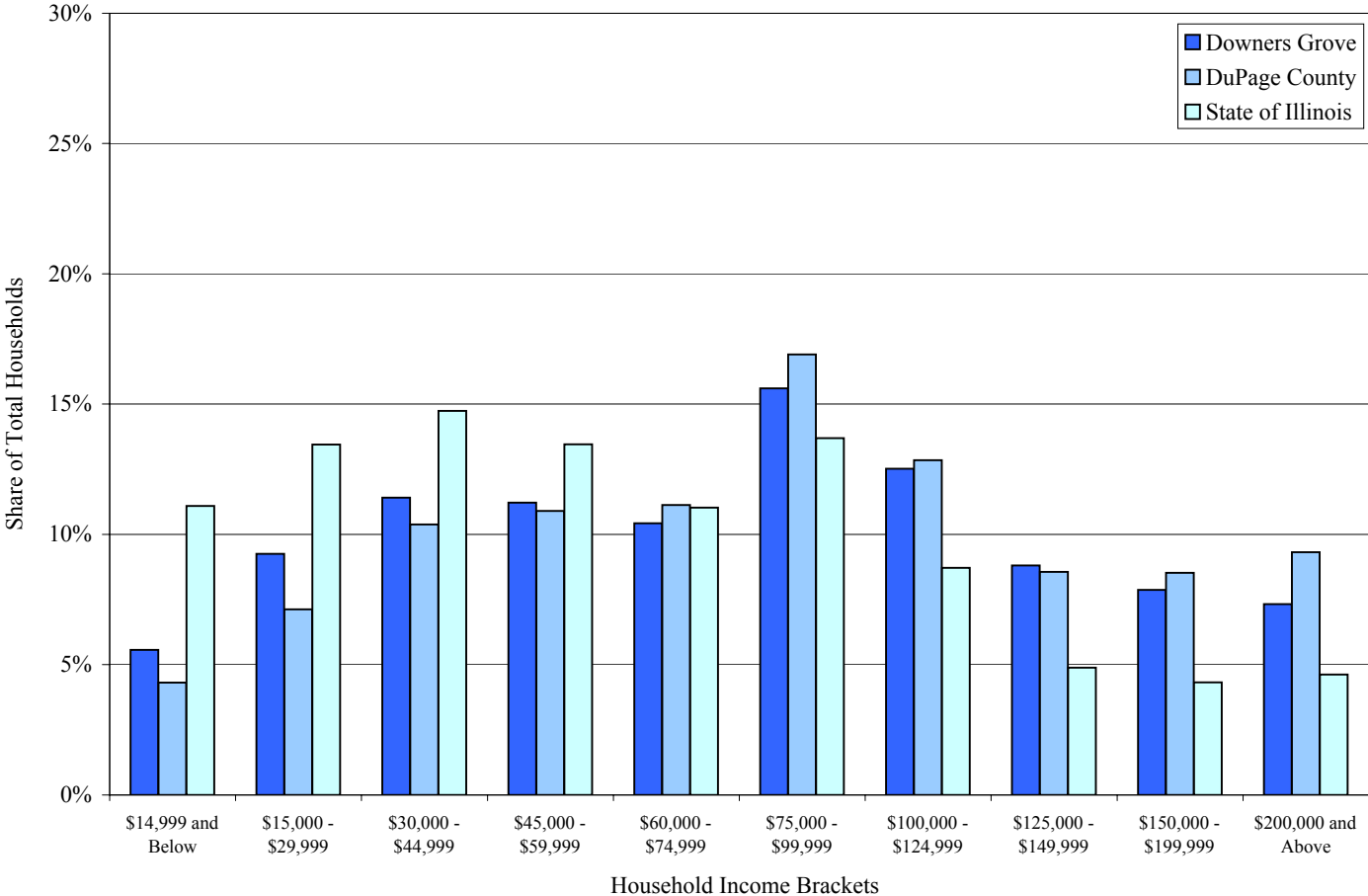
Senior Housing. Senior Housing is generally age restricted and often includes supportive services or staffing to address the needs of aging residents. Continuum of Care Retirement Communities (CCRC) cater to the various health care stages during the aging process.



Housing Snapshot

The following two charts display the distribution of households by income bracket (on this page), and the distribution of housing units by value bracket (on the next page) in the Village of Downers Grove, DuPage County, and the State of Illinois. As shown below, households are generally well-distributed across most income brackets, although the bracket of \$75,000 to \$99,000 has the largest share.

Share of Households by Income Bracket
Village of Downers Grove, DuPage County, and the State of Illinois; 2006

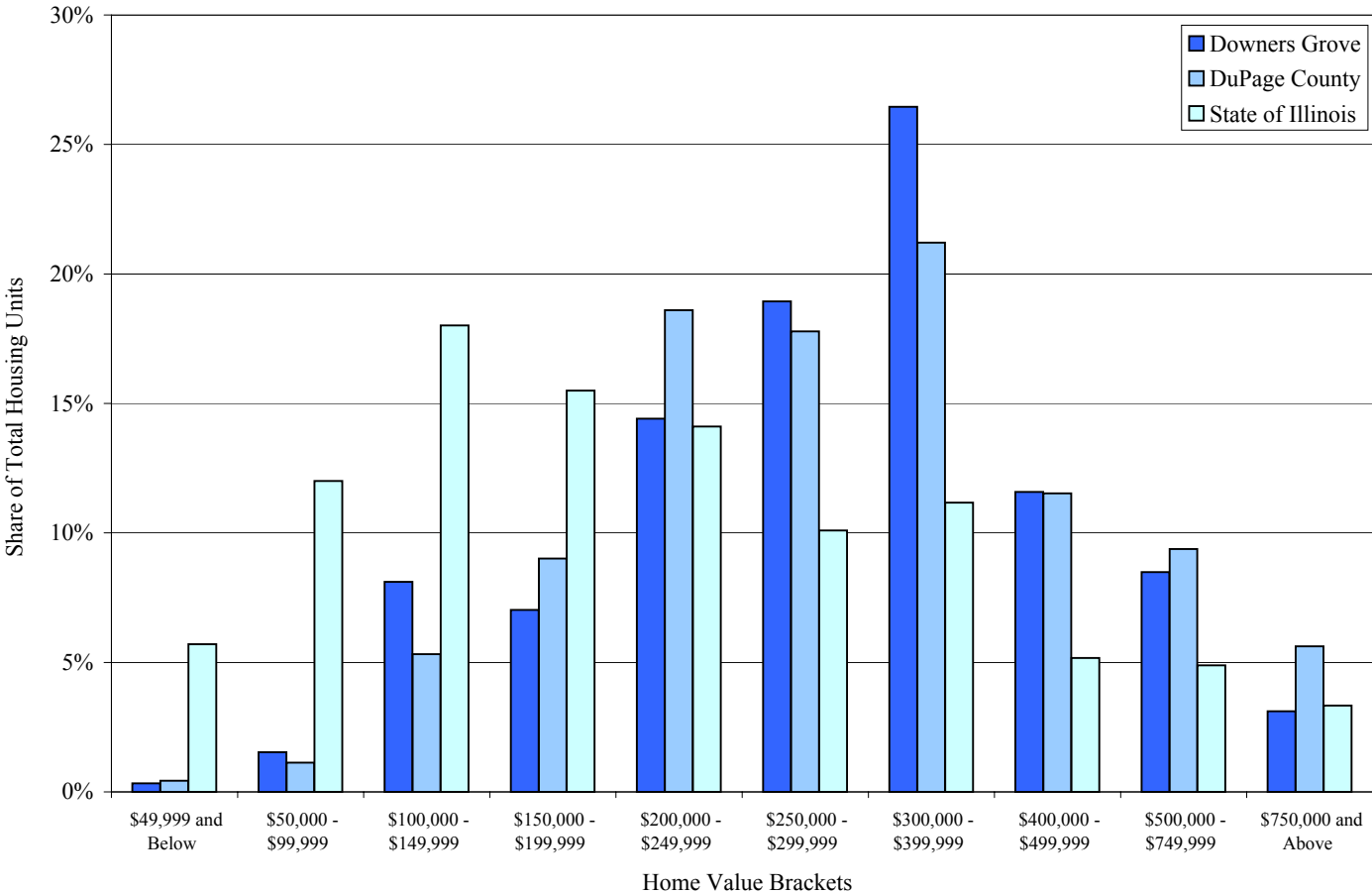


Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Housing Snapshot

The distribution of home values in Downers Grove closely follows a bell-curve shape with a spike in the \$300,000 to \$399,999 bracket. Compared to averages for DuPage County and the State of Illinois, the relationship between home values and household income is disproportionately high. Furthermore, the data suggests that homes valued below \$100,000 would be relatively hard to find, but that the supply is good in the \$250,000 to \$399,999 range.

Share of Housing Units by Value Brackets
Village of Downers Grove, DuPage County, and the State of Illinois; 2006

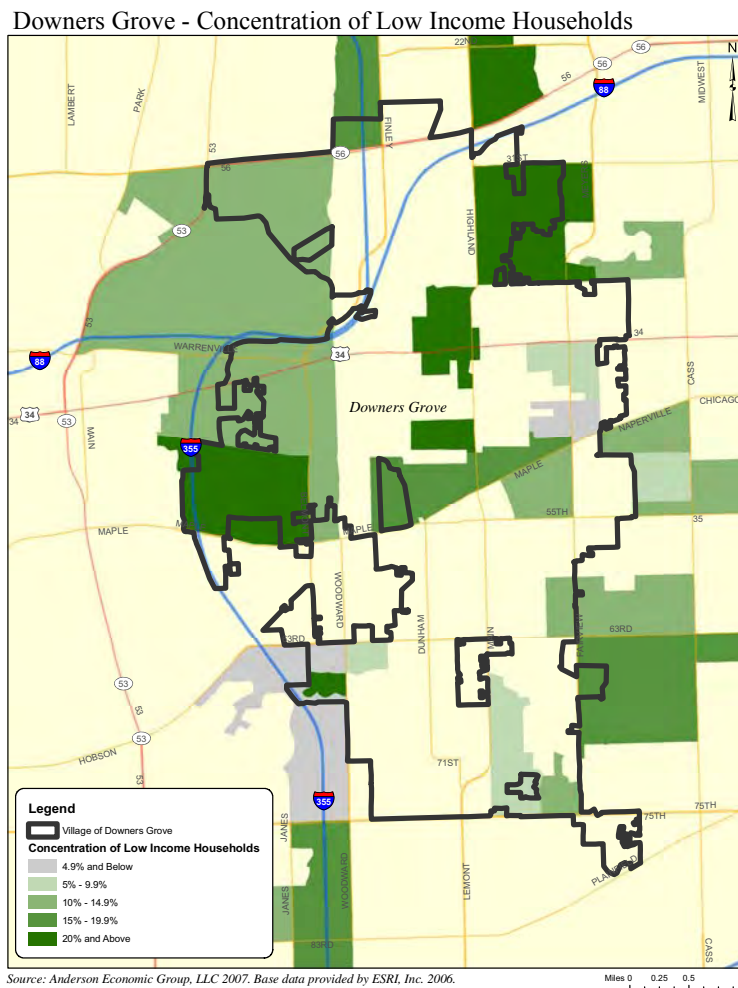


Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Housing Snapshot

One of the concerns that Downers Grove has is the long-term affordability of housing for its working families and existing residents. The Village clearly includes neighborhoods with a considerable share of low income households. An under-supply of affordable housing is certainly a socio-economic concern and one that can impact neighborhood diversity.

The following map displays the concentration of low-income households within the Village. Neighborhoods with 20 percent or more low income households are shown in the dark green, and neighborhoods with less than 5 percent are shown as white.



Share your thoughts! If you would like to contribute your thoughts on this important topic, please call Ms. Lauren E. Hathaway at Anderson Economic Group. We value your input and your comments will be held confidential. Comments are welcome through the month of October, 2007.

October 8, 2007

Downers Grove, Illinois Residential Market Strategy

2.0 Key Housing Terms

Submitted to:

Mr. Tom Dabareiner

801 Burlington Avenue

Downers Grove, IL 60515



Lauren E. Hathaway
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Key Housing Terms

This brochure provides simple definitions for key terms in the housing industry. Definitions were provided by several sources including the Department of Housing and Urban Development, State Housing Development Authorities, Community Economic Development Associations, and the Great Lakes Capital Fund. Questions on any of these terms can be directed to Mr. Jeffrey J. Smith at Anderson Economic Group.

Key Housing Terms

203(b)

The 203(b) is an FHA program which provides mortgage insurance to protect lenders from defaulting. The program is used to finance the purchase of new or existing one- to four-family housing, and is characterized by low down payment, flexible qualifying guidelines, limited fees, and a limit on maximum loan amount.

203(k)

The 203(k) is an FHA mortgage insurance program that enables home buyers to finance both the purchase of a house and the cost of its rehabilitation through a single mortgage loan.

A

Absorption Rate

Absorption rate describes the number of housing units that will be sold or rented over a period of time, typically a month.

Affordability

Affordability is a term that is loosely and often incorrectly used in the housing industry. Generally speaking, it measures a household's ability to obtain and keep a home, and can apply to households that are either renting or owning their home. For owners with mortgages, affordability is based on multipliers of income, usually set by competing lenders. For renters, households spending 30 percent or more of their income on rent are probably not living in an affordable unit, regardless of their income and the quality of their rental unit.



Amortization

Amortization is a repayment of a mortgage loan through monthly installments of principal and interest. Typically the monthly payment amount is based on a schedule that will allow ownership of a home at the end of a specific time period (for example, 15 or 30 years)

Annual Percentage Rate (APR)

Annual Percentage Rate is calculated by using a standard formula that calculates the cost of a loan. The APR is expressed as a yearly interest rate and includes the interest, points, mortgage insurance, and other fees.

Adjustable Rate Mortgage (ARM)

Adjustable Rate Mortgage is a mortgage loan subject to changes in interest rates. With ARM, monthly payments increase or decrease at intervals determined by the lender and is usually subject to a cap.

Assumable Mortgage

Assumable Mortgage refers to a mortgage that can be transferred from a seller to a buyer. Once the loan is assumed by the buyer, the seller is no longer responsible for repaying it. However, there may be a fee and/or a credit package involved in the transfer.

B

Balloon Mortgage

Balloon Mortgage is a mortgage that typically offers low rates for an initial period of time (usually 5, 7, or 10) years. After that time period elapses, the balance is due or refinanced by the borrower.

Bankruptcy

Bankruptcy is a federal law whereby a person's assets are turned over to a trustee and used to pay off outstanding debts. This usually occurs when someone owes more than they have the ability to repay.

C

Closing Costs

Closing Costs are customary costs above and beyond the sale price of the property that must be paid to cover the transfer of ownership at closing. These costs generally vary by geographic location and are typically itemized for the borrower after submission of a loan application.

D

Debt-to-Income Ratio

The Debt-to-Income Ratio provides a comparison of gross income to housing and non-housing expenses. With the FHA, the monthly mortgage payment should be no more than 29% of monthly gross income (before taxes) and the mortgage payment combined with non-housing debts should not exceed 41% of income.

F

Fair Market Value

The Fair Market Value describes the hypothetical price that a willing buyer and seller will agree upon when they are acting freely, carefully, and with complete knowledge of the situation.

Fannie Mae

The Federal National Mortgage Association (FNMA or Fannie Mae) is a federally-chartered enterprise owned by private stockholders that purchases residential mortgages and converts them into securities for sale to investors. By purchasing mortgages, Fannie Mae supplies funds to lenders who loan to potential home buyers.

Federal Housing Administration (FHA)

The Federal Housing Administration (FHA) provides mortgage insurance on loans made by approved lenders throughout the United States and its territories. The FHA insures mortgages on single family, multifamily, manufactured homes, and health care facilities. It is the largest government backed mortgage insurer.

Fixed-Rate Mortgage

A Fixed-Rate Mortgage is a mortgage with payments that remain the same throughout the life of the loan because the interest rate and other terms are fixed.

Foreclosure

Foreclosure is a legal process in which mortgaged property is sold to payoff the loan of a defaulting borrower.

Freddie Mac

The Federal Home Loan Mortgage Corporation (FHLM or Freddie Mac) is a federally-chartered corporation that purchases residential mortgages, securitizes them, and sells them to investors.

Functionally Obsolete

Functionally obsolete means that the property is unable to be used to adequately perform the function for which it was intended due to a substantial loss in value resulting from factors such as overcapacity, changes in technology, deficiencies or inadequacies in design, or similar factors that affect the property itself or relationship with other surrounding property.

G

Ginnie Mae

The Government National Mortgage Association (GNMA or Ginnie Mae) is a government-owned corporation overseen by the U.S. Department of Housing and Urban Development. Ginnie Mae pools FHA-insured and VA-guaranteed loans to back securities for private investment. As With Fannie Mae and Freddie Mac, the investment income provides funding that may then be lent to eligible borrowers by lenders.

H

Homeowner's Insurance

Homeowner's Insurance is an insurance policy that combines protection against damage to a dwelling and its contents with protection against claims of negligence.

Housing Need

Housing Need refers to the situation in which households lack their own housing or are living in housing which is inadequate or unsuitable, and who are unlikely to be able to meet their needs in the housing market without some assistance.

HUD

The U.S. Department of Housing and Urban Development (HUD), established in 1965, works to create a decent home and suitable living environment for all Americans. It does this by addressing housing needs, improving and developing American communities, and enforcing fair housing laws.

I

Inflation

Inflation occurs when the number of dollars in circulation exceeds the amount of goods and services available for purchase, resulting in a decrease in the dollar's value.

Interest Rate

Interest Rate is the amount of interest charged on a monthly loan payment and is usually expressed as a percentage.

L

Lien

Lien is a legal claim against property that must be satisfied when the property is sold.

Loan-to-Value (LTV) Ratio

Loan-to-Value Ratio is a percentage calculated by dividing the amount borrowed by the price or appraised value of the home to be purchased. The higher the LTV, the less cash a borrower is required to pay as down payment.

Low-Income Household

Low-Income Households have an income at or below 60 percent of the area median income.

M

Margin

Margin indicates an amount the lender adds to an index to determine the interest rate on an adjustable rate mortgage.

Market Rate Housing

Market Rate Housing is housing that is bought and sold at the fair market value. This type of housing can include low income housing and high income housing but is generally not subsidized by an agency or organization.

Mortgage Loan

A Mortgage Loan is a lien on property (personal property or real property) that secures the promise to repay a loan.

Mortgage Bank

A Mortgage Bank originates loans and resells them to secondary mortgage lenders like Fannie Mae or Freddie Mac.

Mortgage Index

The Mortgage Index is a measure used by lenders to determine changes to the interest rate charged on an adjustable rate mortgage.

Mortgage Insurance

Mortgage Insurance is a policy that protects lenders against some or most of the losses that can occur when a borrower defaults on a mortgage loan. Mortgage insurance is required primarily for borrowers with a down payment of less than 20% of the home's purchase price.

Movership Rate

A community's Movership Rate measures whether residents have moved into their current homes from across town, within the county, or state. Movership Rates are calculated based on the American Housing Survey, which is conducted by HUD.

O

Origination Fee

Originating Fee refers to the charge for originating a loan, and is usually calculated in the form of points and paid at closing.

P

Private Mortgage Insurance (PMI)

Privately-owned companies offer Private Mortgage Insurance for qualified borrowers with down payments of less than 20% of a purchase price.

R

Rehabilitation Mortgage

Rehabilitation Mortgage is a mortgage that covers the costs of rehabilitating (repairing or improving) a property. Some rehabilitation mortgages, like the FHA's 203(k), allow a borrower to roll the costs of rehabilitation and home purchase into one mortgage loan.

Real Estate Settlement Procedures Act (RESPA)

The Real Estate Settlement Procedures Act is a law protecting consumers from abuses during the residential real estate purchase and loan process by requiring lenders to disclose all settlement costs, practices, and relationships (see also Truth-in-Lending).

S

Senior Housing

Senior Housing is generally age restricted and includes supportive services or staffing to address the needs of aging residents. Continuum of Care Retirement Communities (CCRC) cater to the various health care stages during the aging process.

Shelter Overburden (Housing Affordability)

Shelter Overburden refers to housing costs (payment and anticipated utility costs) exceeding 30 percent of a tenant's adjusted income, or the amount of payment designated by a third-party payor as shelter cost, which ever is greater.

Special Forbearance

Special Forbearance is a loss mitigation option where the lender arranges a revised repayment plan for the borrower that may include a temporary reduction or suspension of monthly loan payments.

T

Title Insurance

Title Insurance protects a lender against any claims that may arise from arguments about ownership of the property and is also available for home buyers.

Truth-in-Lending Act

The Truth-in-Lending Act is a federal law obligating a lender to give full written disclosure of all fees, terms, and conditions associated with the loan initial period, and then adjusts to another rate that lasts for the term of the loan.



October 8, 2007

Downers Grove, Illinois Residential Market Strategy

3.0 Housing Overburden

Submitted to:

Mr. Tom Dabareiner

801 Burlington Avenue

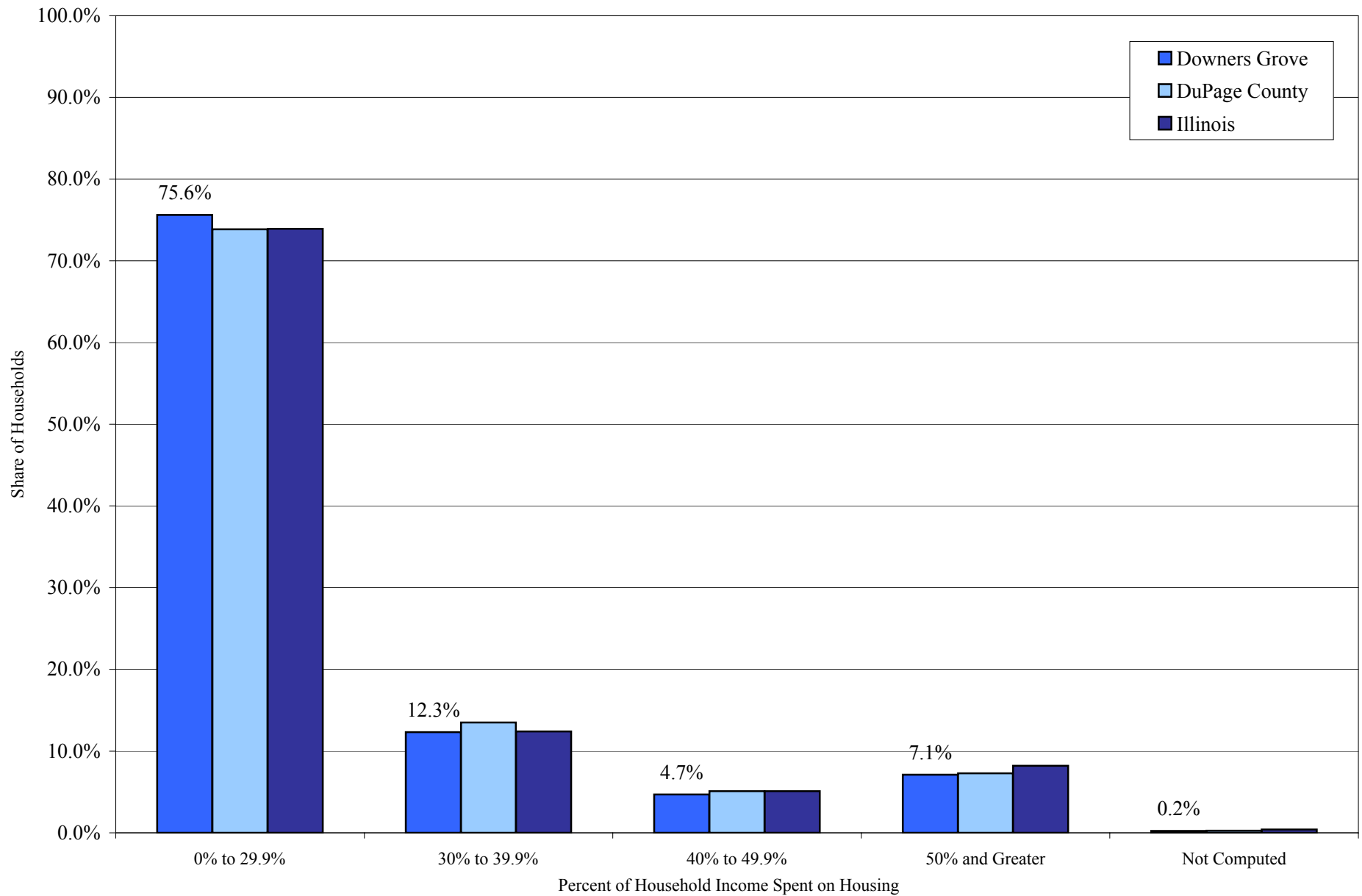
Downers Grove, IL 60515



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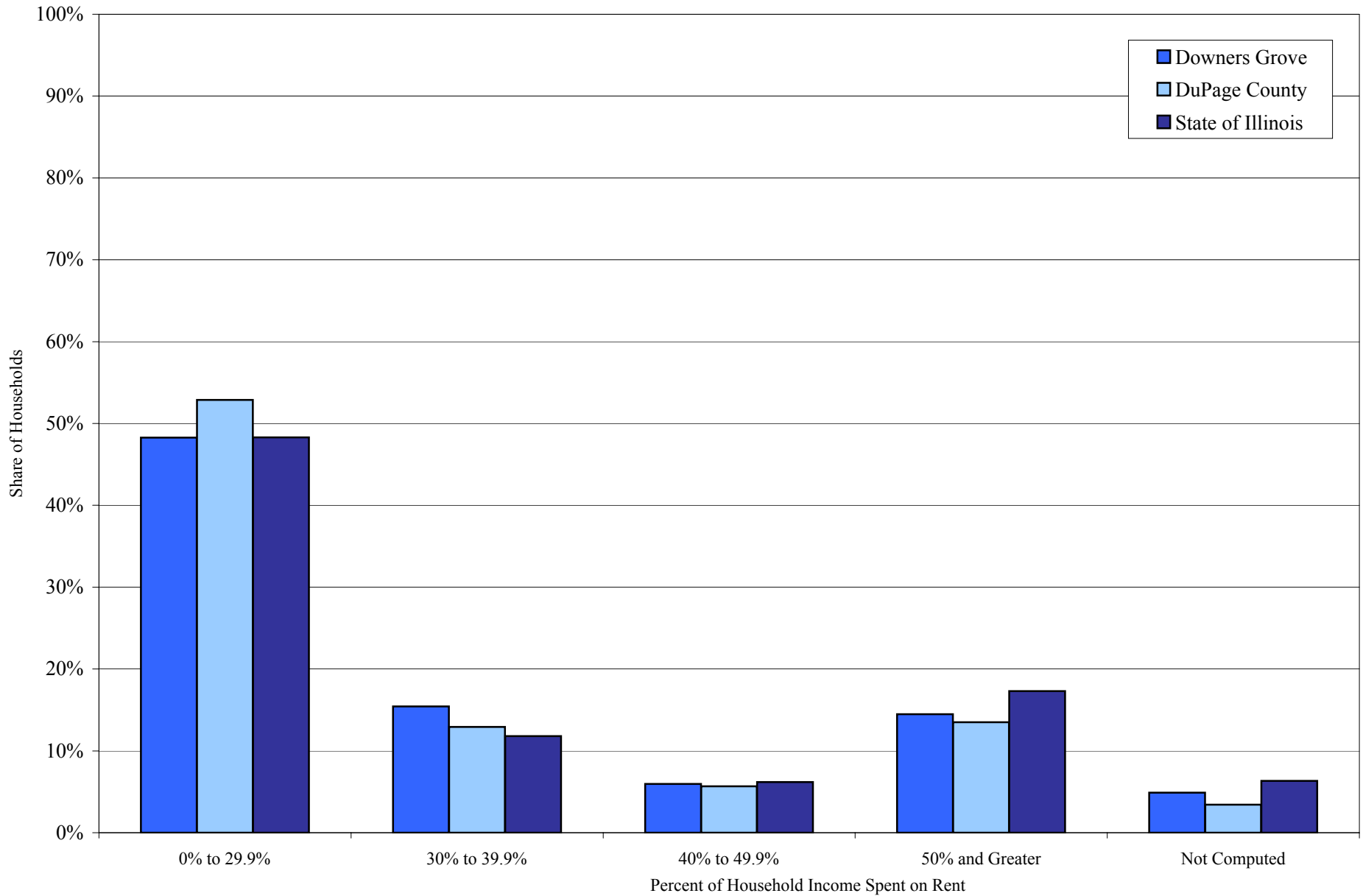
Appendix 3.1 Share of Households by Income Spent on Housing*
 Village of Downers Grove, IL, DuPage County, and the State of Illinois; 2000



Source: Anderson Economic Group, LLC 2007. Base data provided by US Census SF3, Table H69.

*Shelter Overburden is defined by HUD as Households that spend more than 30% of their income on housing.

Appendix 3.2 Renter Overburden* Comparison
 Village of Downers Grove, IL, DuPage County, and the State of Illinois; 2000



Source: Anderson Economic Group, LLC 2007. Base data provided by US Census SF3, Table H69.

*Overburden is defined by HUD as Households that spend more than 30% of their income on their shelter.

August 6, 2007

Downers Grove, Illinois Residential Market Strategy

Appendix 4.0 Maps

Submitted to:

Mr. Tom Dabareiner

801 Burlington Avenue

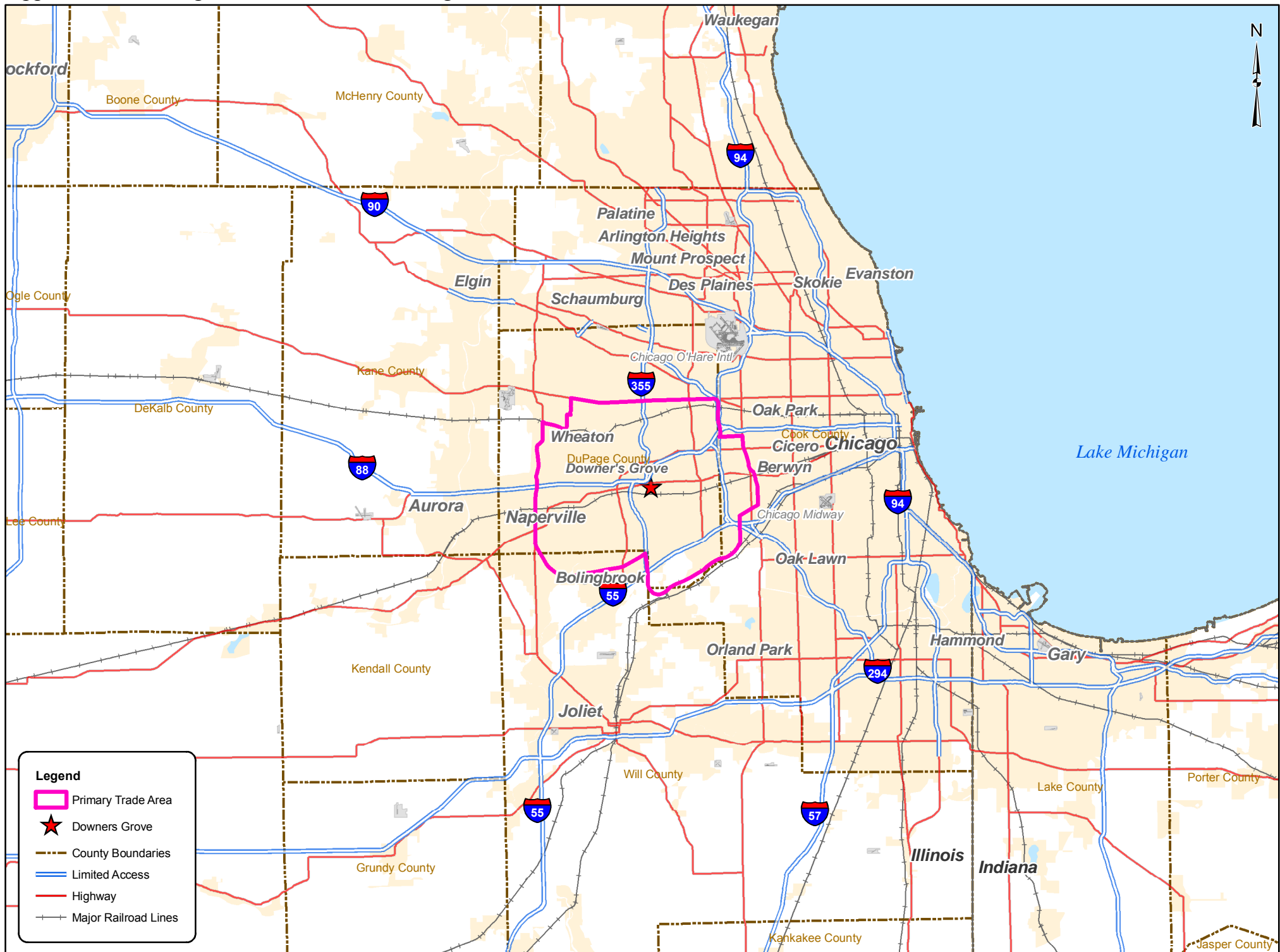
Downers Grove, IL 60515



Lauren E. Hathaway
Research Associate

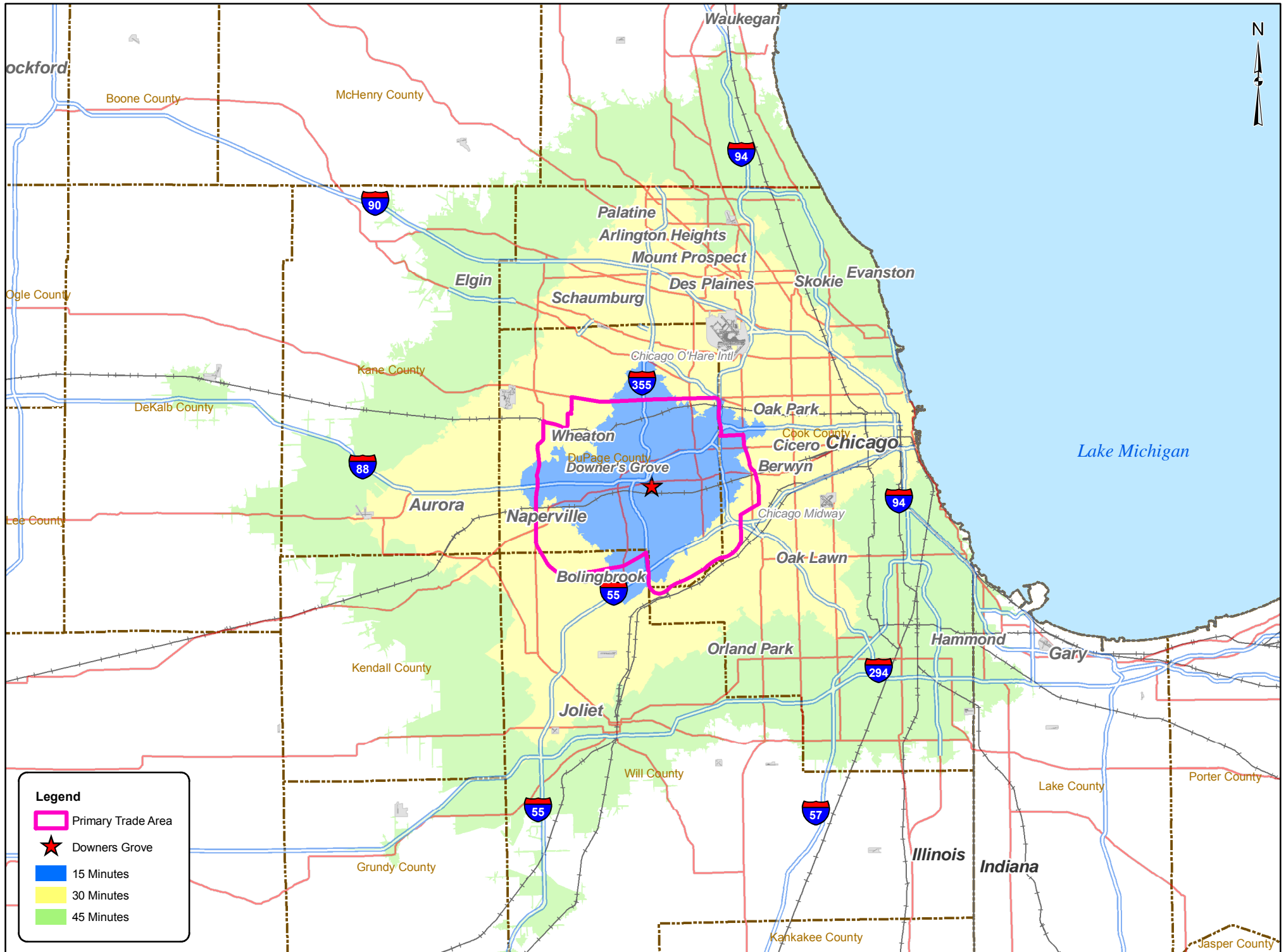
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Appendix 4.1. Village of Downers Grove - Regional Overview



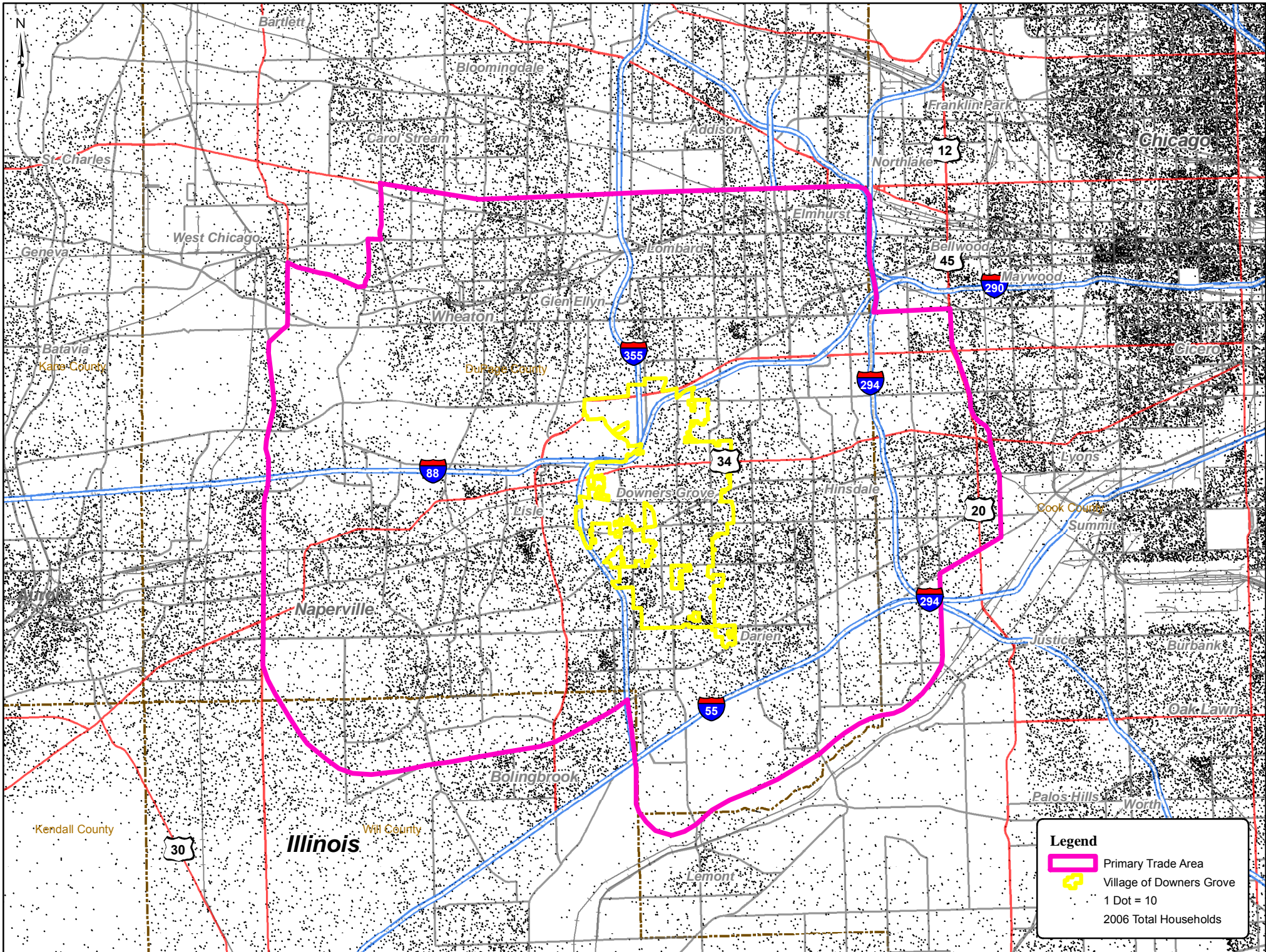
Source: Anderson Economic Group, LLC 2007. Data provided by ESRI, Inc. 2006.

Appendix 4.2. Village of Downers Grove - 15/30/45 Minute Drive Time



Source: Anderson Economic Group, LLC 2007. Data provided by ESRI, Inc. 2006.

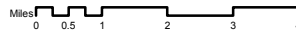
Appendix 4.3. Village of Downers Grove - 2006 Household Density



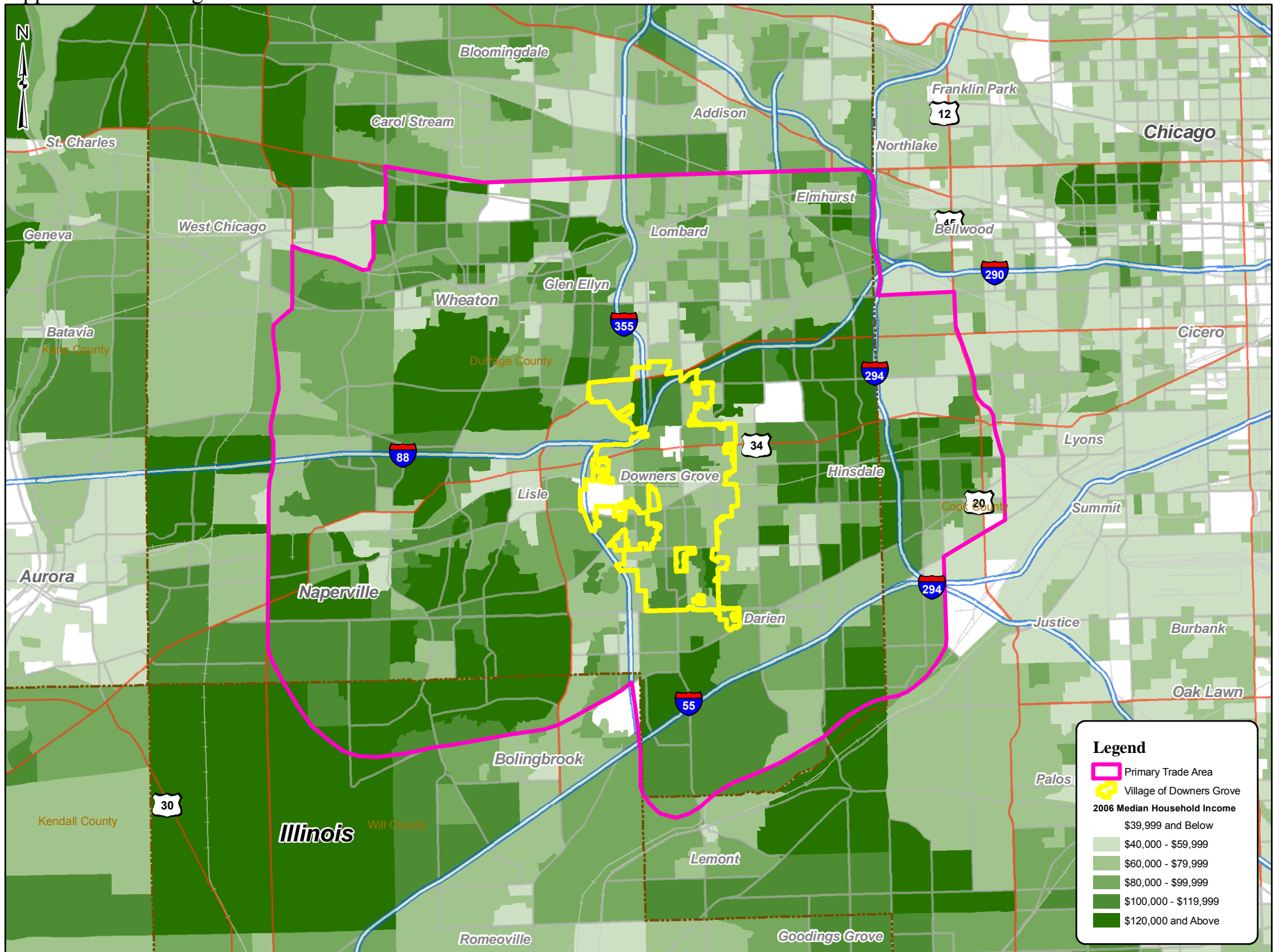
Legend

- Primary Trade Area
- Village of Downers Grove
- 1 Dot = 10
- 2006 Total Households

Source: Anderson Economic Group, LLC 2007. Data provided by ESRI, Inc. 2006.

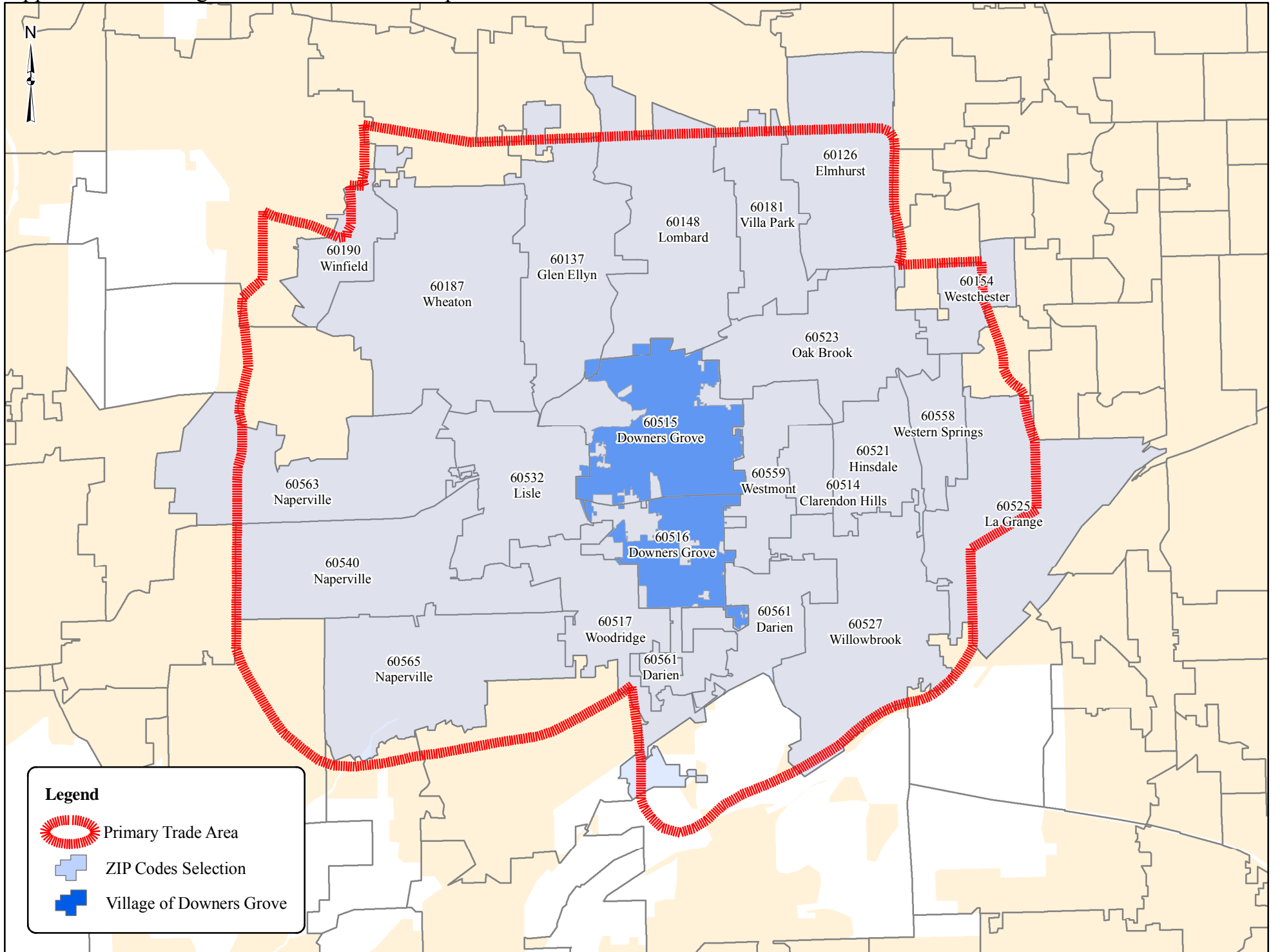


Appendix 4.4. Village of Downers Grove - 2006 Median Household Income



Source: Anderson Economic Group, LLC 2007. Data provided by ESRI, Inc. 2006.

Appendix 4.6. Village of Downers Grove - Zip Codes



Source: Anderson Economic Group, LLC 2007. Data provided by ESRI, Inc. 2006.

August 6, 2007

Downers Grove, Illinois
Residential Market Strategy

Appendix 5.0 Analysis of Comparables

Single-Family Homes

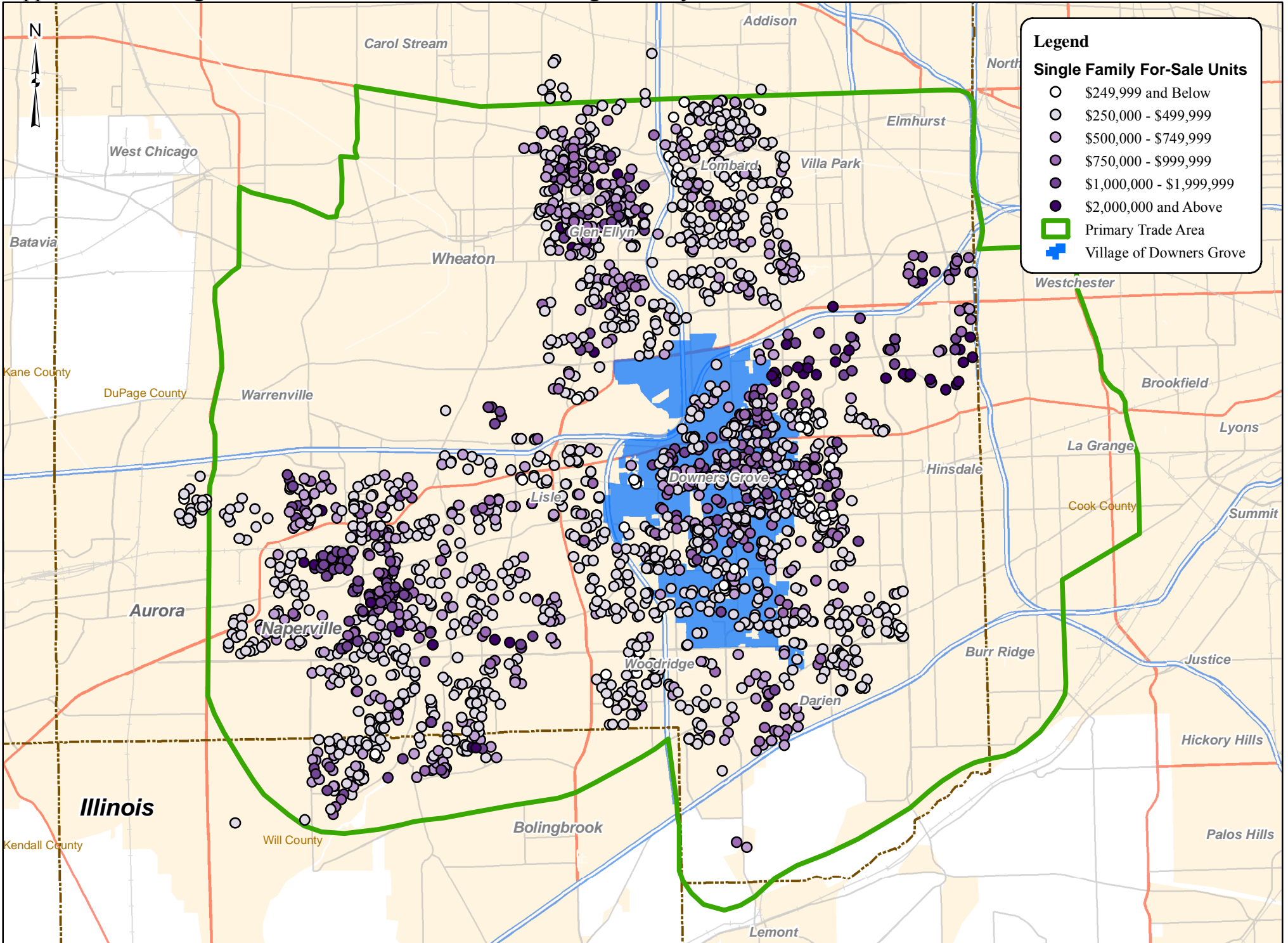
*Submitted to:
Mr. Tom Dabareiner
801 Burlington Avenue
Downers Grove, IL 60515*



Lauren E. Hathaway
Research Associate

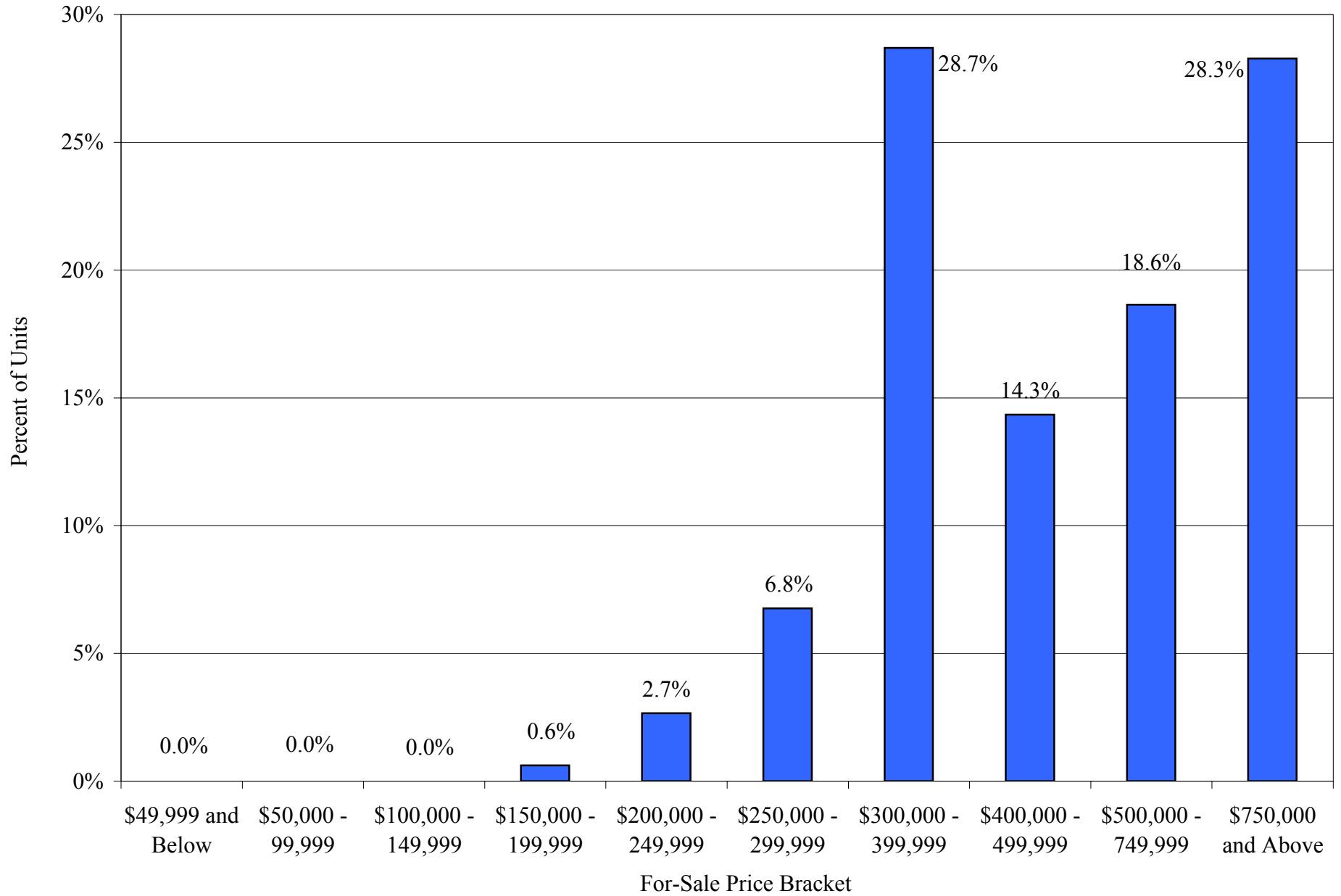
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Appendix 5.1. Village of Downers Grove - 2007 For-Sale Single-Family Homes



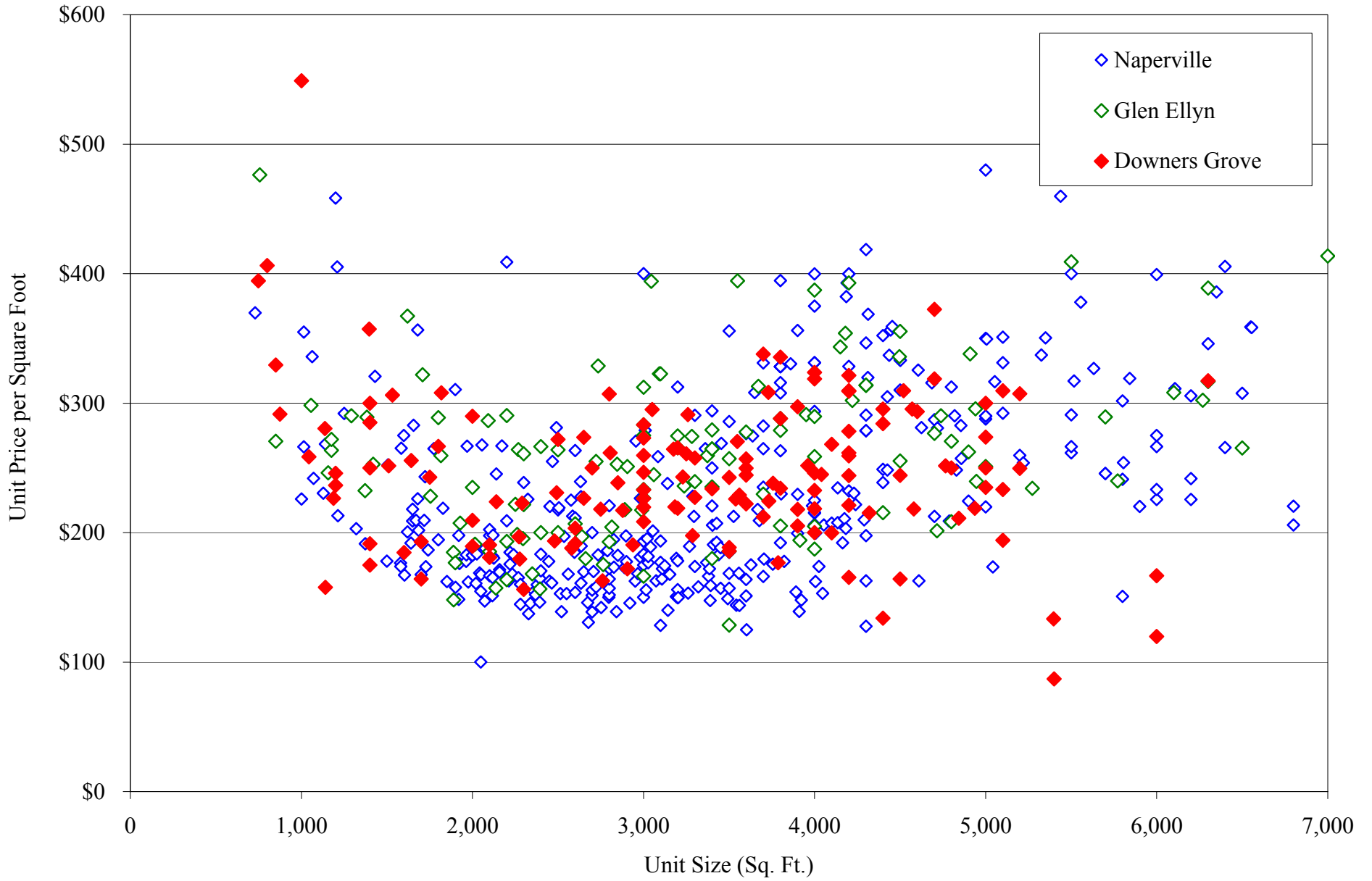
Source: Anderson Economic Group, LLC 2007. Data provided by Realtor.com, September 2007.

Appendix 5.2. Share of For-Sale Single-Family Homes by Price Bracket
Village of Downers Grove, Illinois; September 2007



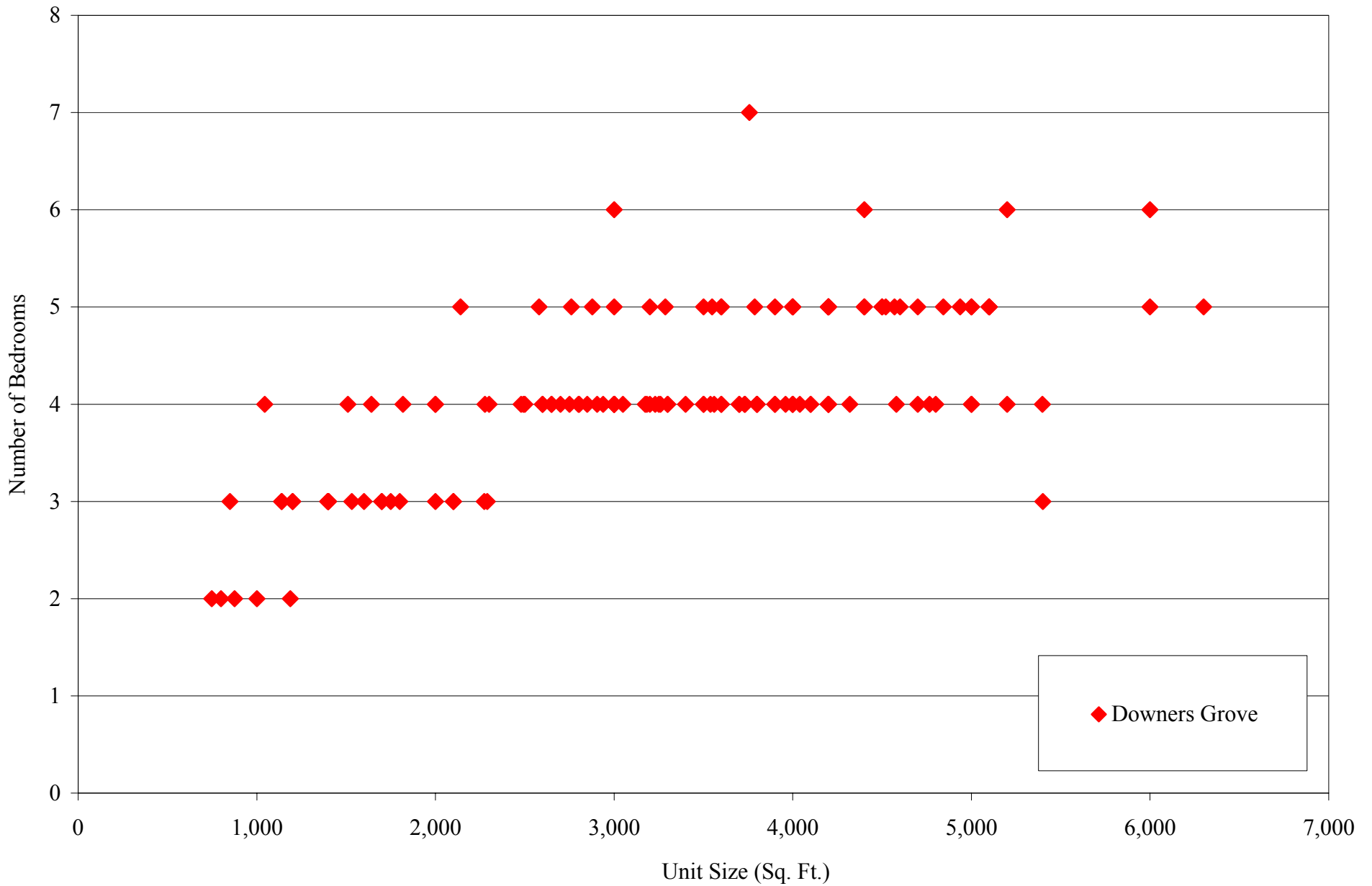
Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 5.4. For-Sale Single-Family Homes - Price per Square Foot by Size
Village of Downers Grove, Illinois; September 2007



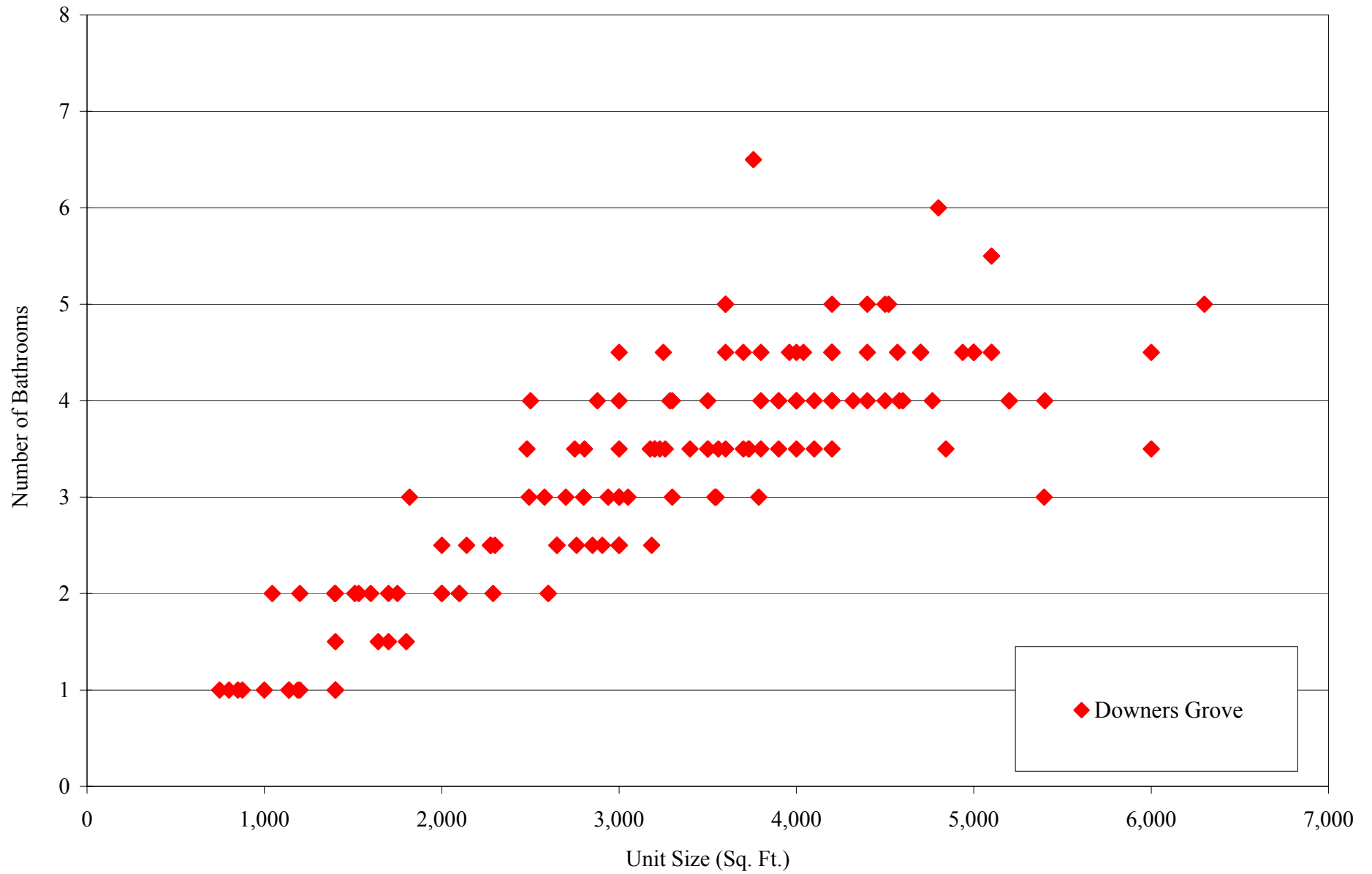
Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 5.5. For-Sale Single-Family Homes - Number of Bedrooms by Size
 Village of Downers Grove, Illinois; September 2007



Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 5.6. For-Sale Single-Family Homes - Number of Bathrooms by Size
 Village of Downers Grove, Illinois; September 2007



August 6, 2007

Downers Grove, Illinois
Residential Market Strategy

Appendix 6.0 Analysis of Comparables

Condominiums and Townhomes

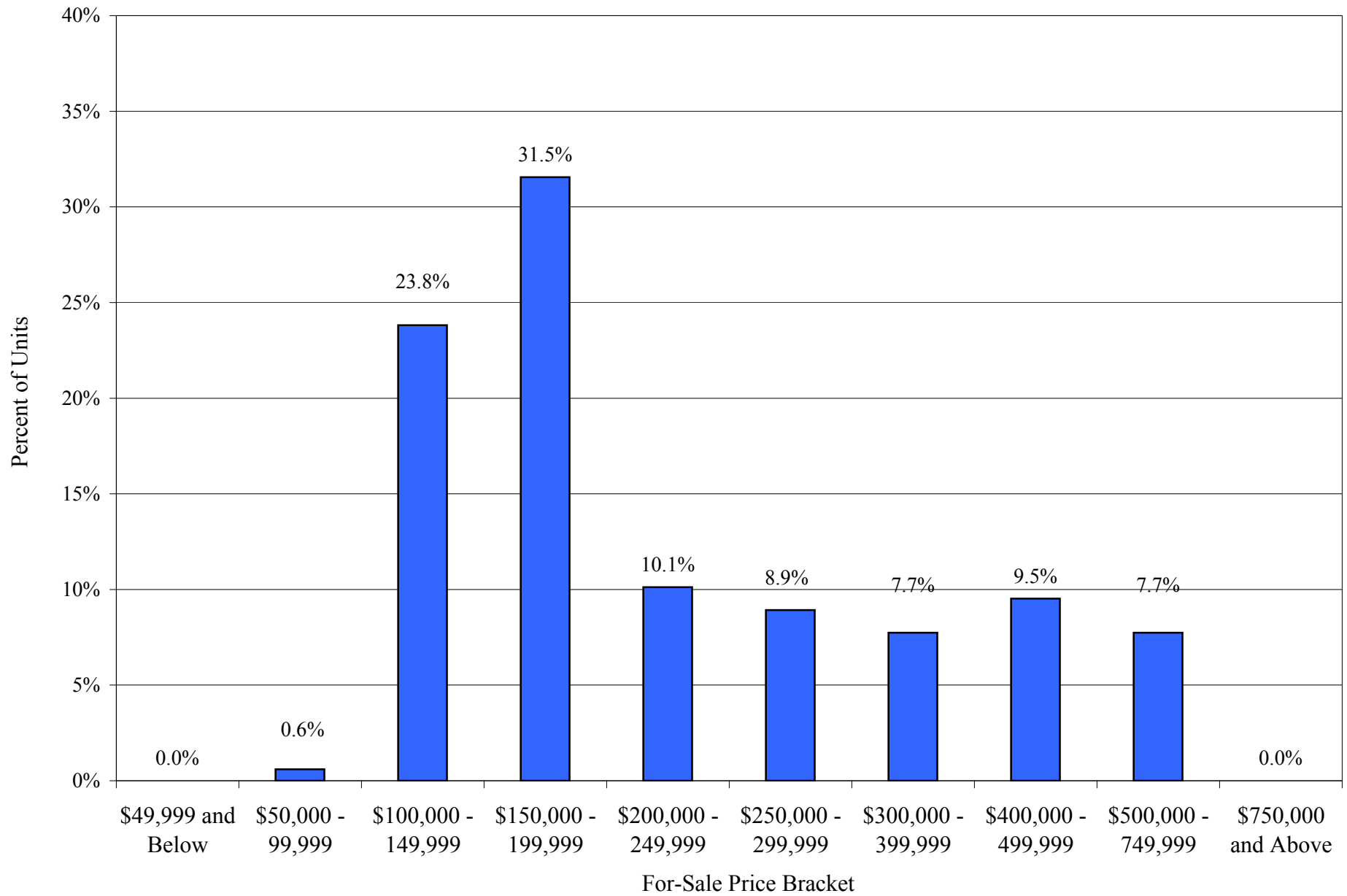
*Submitted to:
Mr. Tom Dabareiner
801 Burlington Avenue
Downers Grove, IL 60515*



Lauren E. Hathaway
Research Associate

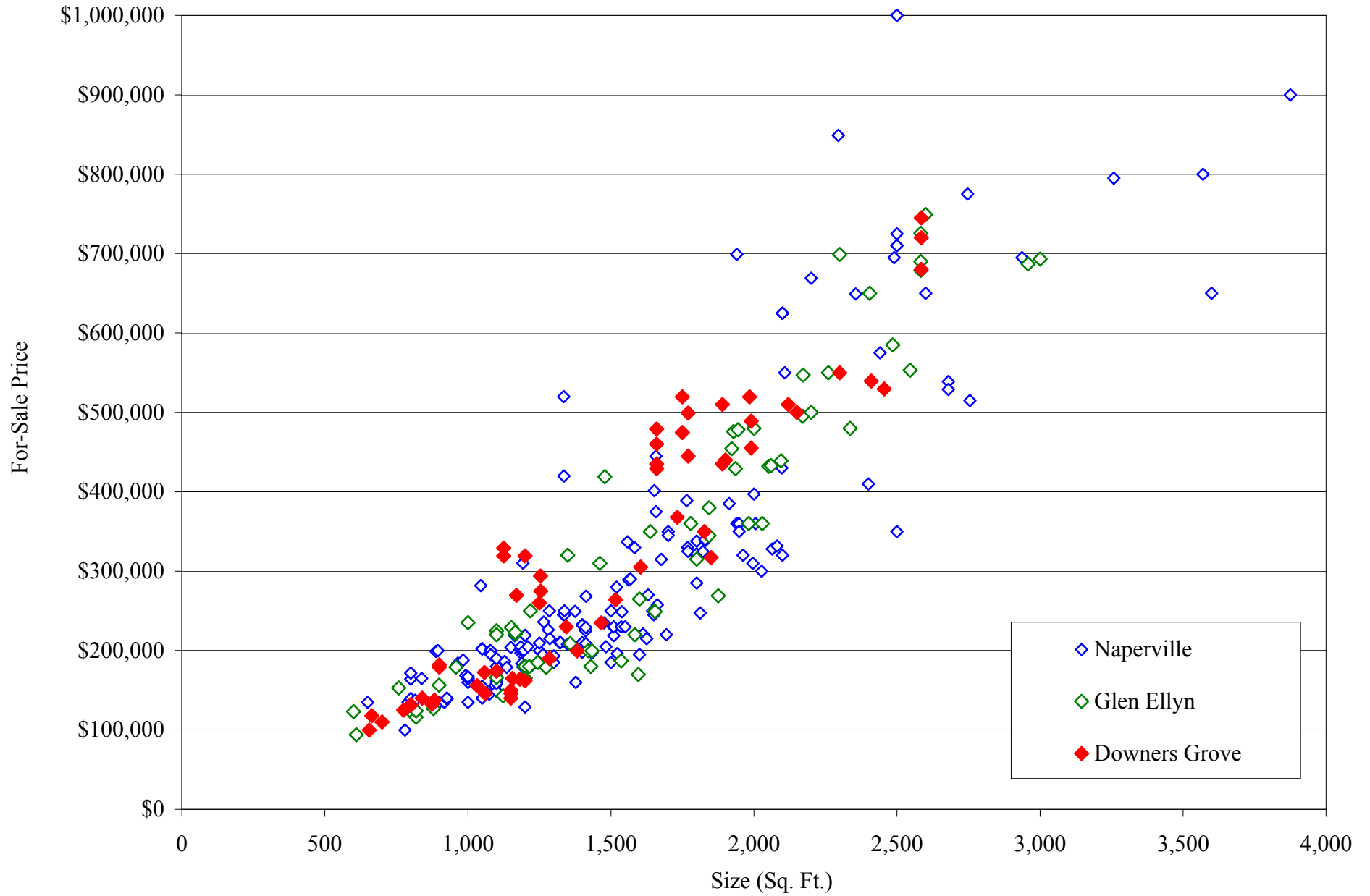
<http://www.AndersonEconomicGroup.com>
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Appendix 6.1. For-Sale Condominiums and Townhomes by Price Bracket
Village of Downers Grove, Illinois; September 2007



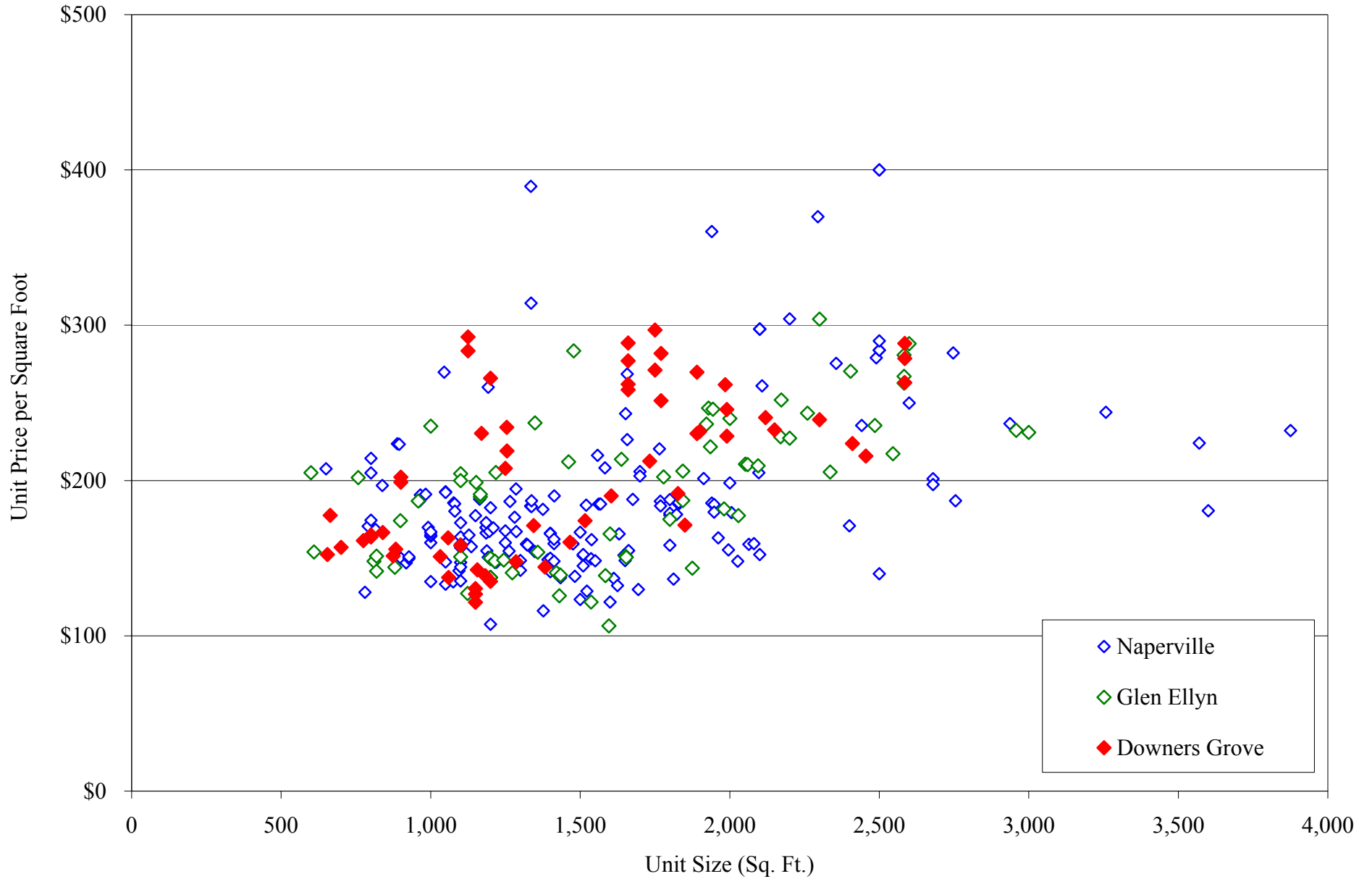
Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 6.2. For-Sale Condominiums and Townhomes - Price versus Square Foot
Village of Downers Grove, Illinois; September 2007



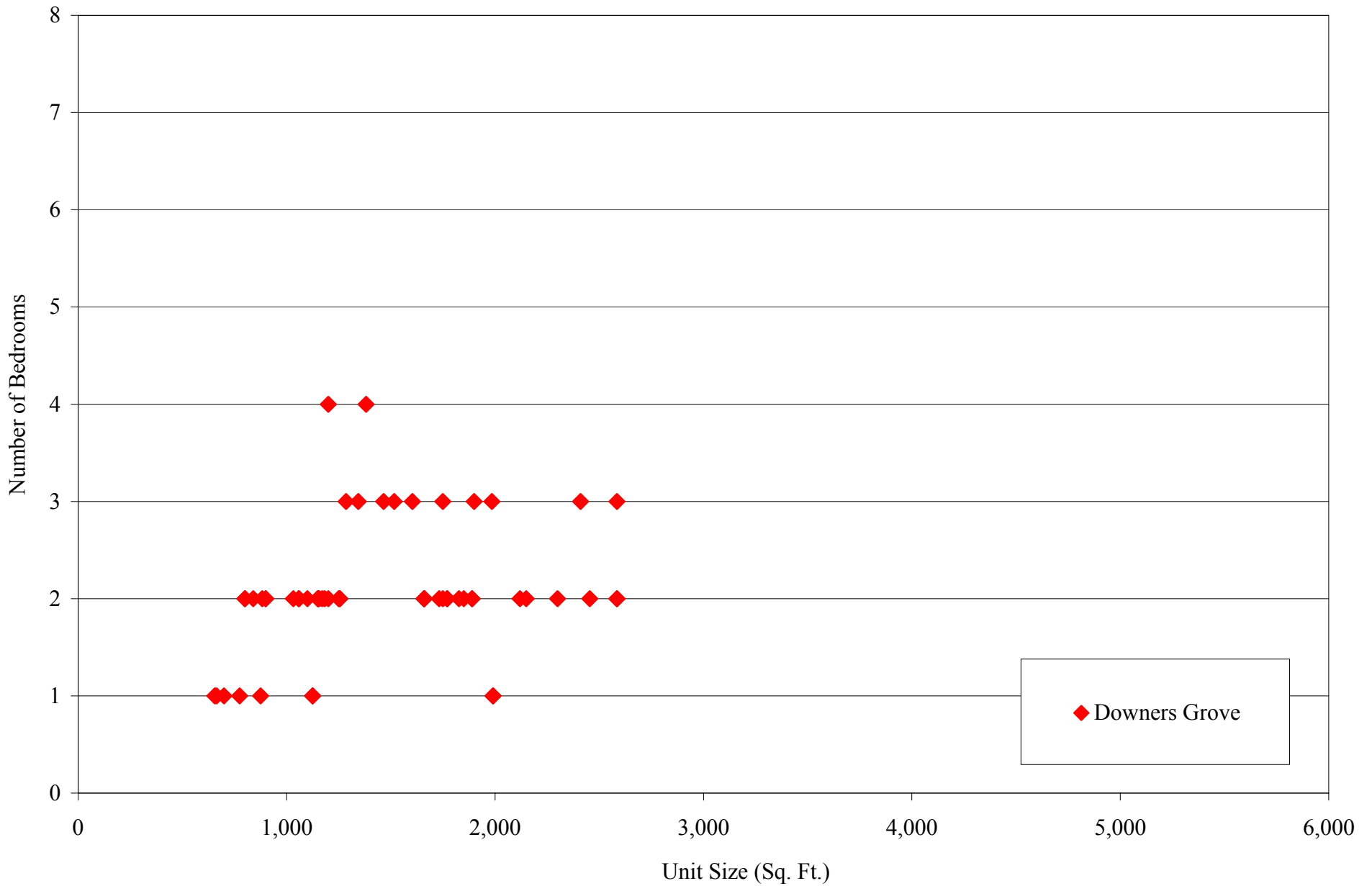
Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 6.3. For-Sale Condominiums and Townhomes - Price per Square Foot by Size
Village of Downers Grove, Illinois; September 2007



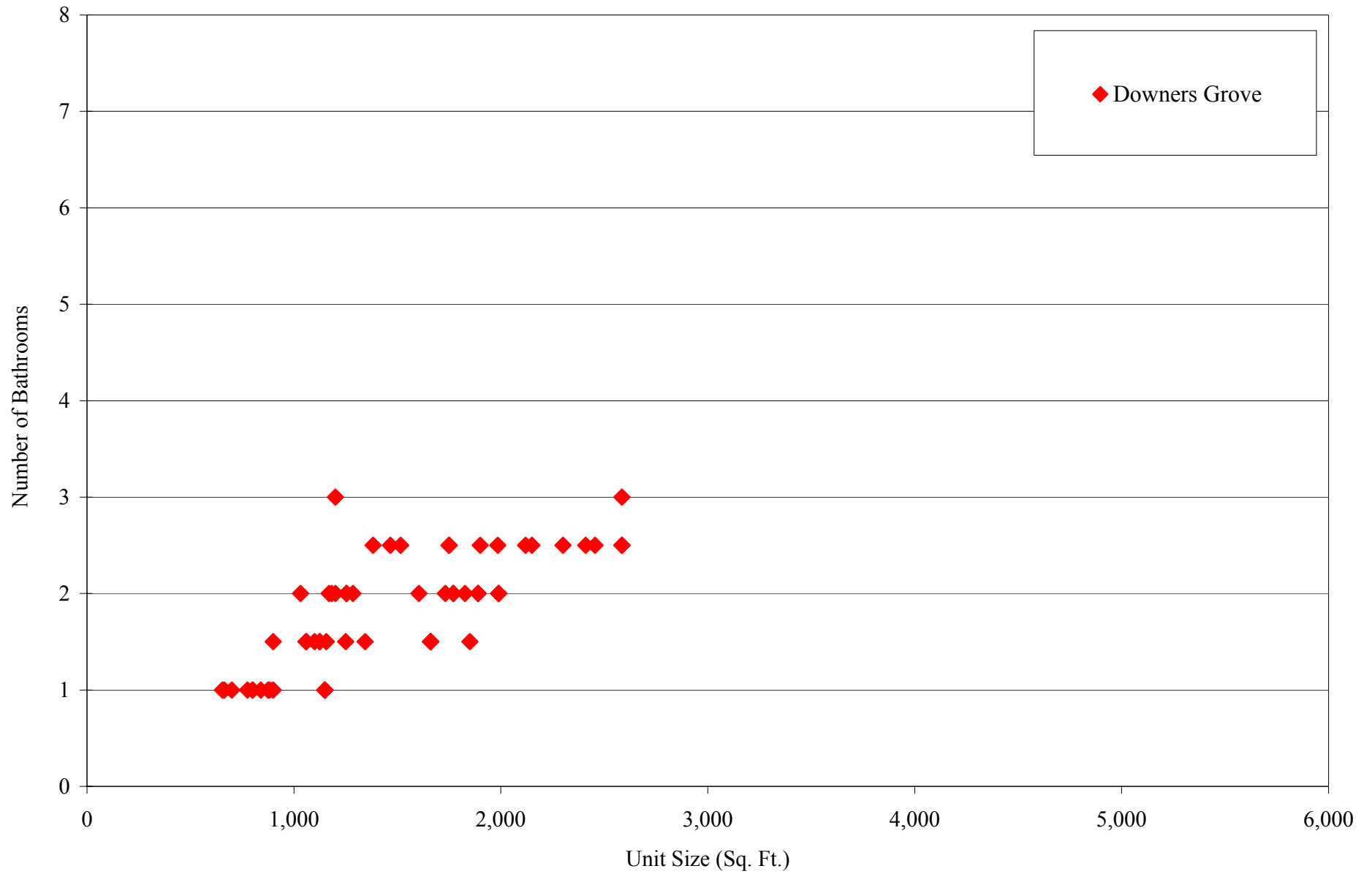
Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 6.4. For-Sale Condominiums and Townhomes - Number of Bedrooms by Size
Village of Downers Grove, Illinois; September 2007



Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

Appendix 6.5. For-Sale Condominiums and Townhomes - Number of Bathrooms by Size
Village of Downers Grove, Illinois; September 2007



Source: Anderson Economic Group, LLC; Data provided by Suburbanhousehunters.com, September 2007.

August 6, 2007

Downers Grove, Illinois
Residential Market Strategy

Appendix 7.0 Analysis of Comparables

Rental Units

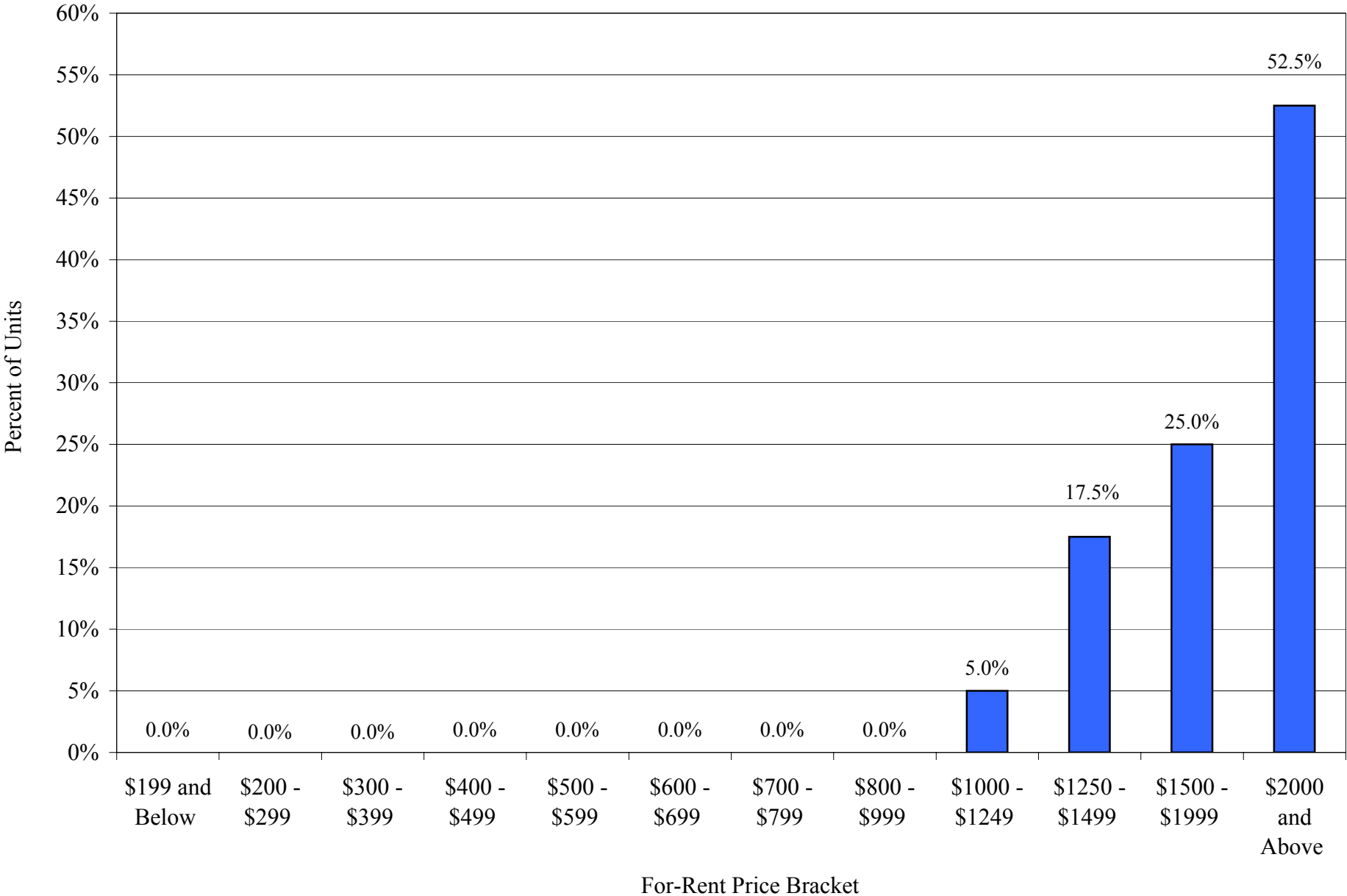
Submitted to:
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Appendix 7.1. Apartments and Homes for Rent by Monthly Rental Price Bracket
 Village of Downers Grove, Illinois; September 2007



Source: Anderson Economic Group, LLC; data collected from Suburbanhousehunters.com, September, 2007.

August 6, 2007

Downers Grove, Illinois
Residential Market Strategy

Appendix 8.0 Demographic Profiles

Submitted to:

Mr. Tom Dabareiner

801 Burlington Avenue

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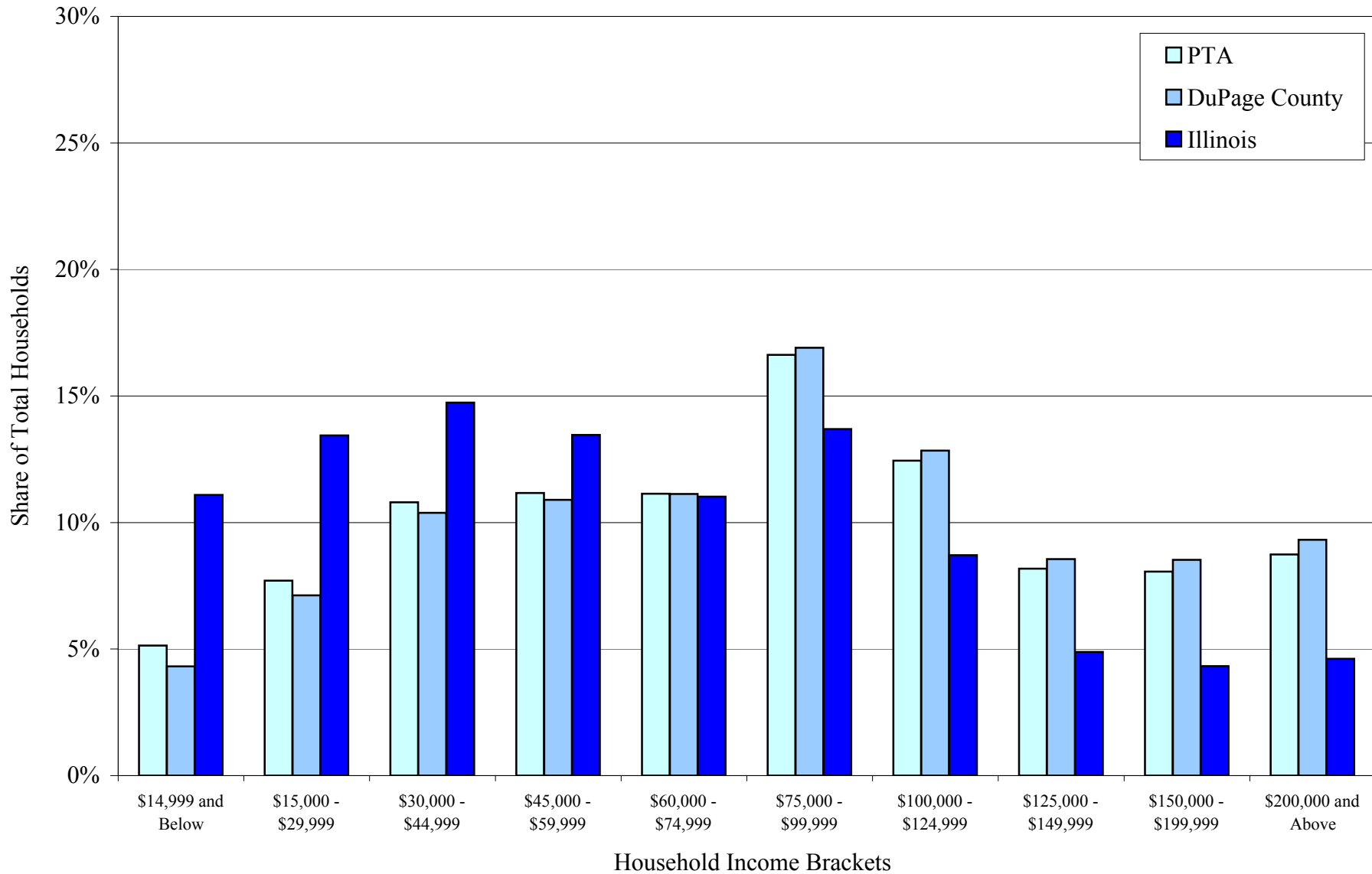


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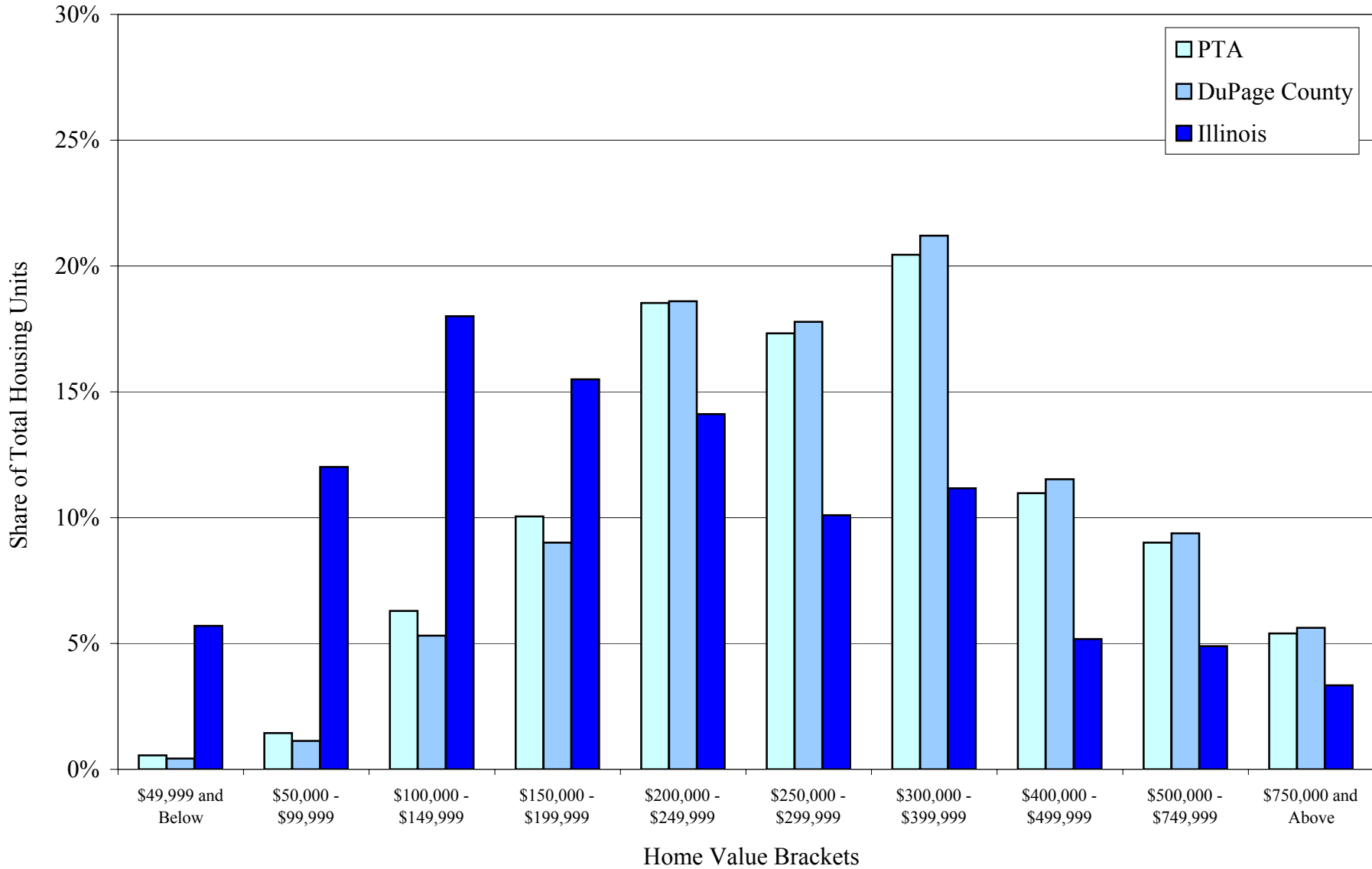
Appendix 8.1. Household Income Brackets for 2006
Downers Grove PTA, DuPage County, and Illinois State



Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.



Appendix 8.2. Home Value Brackets for 2006
Downers Grove PTA, DuPage County, and Illinois State



Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 8.3. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
POPULATION				
1990 Total Population (census)	575,191	48,090	781,666	11,430,602
1997 Total Population (interp.)	636,345	48,533	865,523	12,114,027
2000 Total Population (census)	664,505	48,724	904,161	12,419,293
2001 Total Population (interp.)	670,089	48,617	910,066	12,528,989
2002 Total Population (interp.)	675,721	48,510	916,010	12,639,653
2006 Total Population	698,723	48,084	940,177	13,092,172
2011 Total Population	730,017	48,804	968,657	13,751,029
CAGR 1990-2000	1.5%	0.1%	1.5%	0.8%
CAGR 2000-2006	0.8%	-0.2%	0.7%	0.9%
CAGR 2006-2011	0.9%	0.3%	0.6%	1.0%
2000 Pop in Group Quarters	11,229	471	15,113	321,781
2006 Group Quarters Population	11,348	479	15,332	326,961
2006 Group Quarters Population (%)	1.6%	1.0%	1.6%	2.5%
1990 Median Age	32.3	34.6	32.3	32.8
2000 Median Age	35.0	38.7	35.2	34.7
2006 Median Age	36.3	41.0	36.6	35.7

Appendix 8.4. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
POPULATION					
1990 Total Population (census)	781,666	5,105,067	357,313	317,471	516,418
1997 Total Population (interp.)	865,523	5,293,755	453,491	375,896	602,960
2000 Total Population (census)	904,161	5,376,741	502,266	404,119	644,356
2001 Total Population (interp.)	910,066	5,386,328	528,198	421,003	656,932
2002 Total Population (interp.)	916,010	5,395,932	555,469	438,593	669,753
2006 Total Population	940,177	5,434,520	679,378	516,614	723,591
2011 Total Population	968,657	5,483,384	888,143	629,990	796,241
CAGR 1990-2000	1.5%	0.5%	3.5%	2.4%	2.2%
CAGR 2000-2006	0.7%	0.2%	5.2%	4.2%	2.0%
CAGR 2006-2011	0.6%	0.2%	5.5%	4.0%	1.9%
2000 Pop in Group Quarters	15,113	93,617	9,661	6,503	20,978
2006 Group Quarters Population	15,332	97,326	8,630	6,430	21,298
2006 Group Quarters Population (%)	1.6%	1.8%	1.3%	1.2%	2.9%
1990 Median Age	32.3	32.6	31.1	30.9	31.6
2000 Median Age	35.2	33.7	33.2	32.2	33.7
2006 Median Age	36.6	34.6	34.3	33.6	34.8

Appendix 8.5. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
HOUSEHOLDS				
1990 Average Household Size	3	3	3	3
2000 Average Household Size	2.7	2.5	2.7	2.6
2006 Average Household Size	2.7	2.5	2.7	2.7
1990 Total Households	211,857	18,133	279,344	4,202,240
2000 Total Households	245,933	18,979	325,601	4,591,779
2006 Total Households	257,987	18,813	339,383	4,808,242
2011 Total Households	269,000	19,168	350,367	5,035,958
CAGR 1990-2000 (%)	1.5%	0.5%	1.5%	0.9%
CAGR 2000-2006 (%)	0.8%	-0.1%	0.7%	0.8%
CAGR 2006-2011 (%)	0.8%	0.4%	0.6%	0.9%

Appendix 8.6. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
HOUSEHOLDS					
1990 Average Household Size	3	3	3	3	3
2000 Average Household Size	2.7	2.7	2.9	3.0	2.9
2006 Average Household Size	2.7	2.7	3.0	3.0	2.9
1990 Total Households	279,344	1,879,488	116,933	107,176	173,966
2000 Total Households	325,601	1,974,181	167,542	133,901	216,297
2006 Total Households	339,383	1,978,125	223,778	167,584	239,641
2011 Total Households	350,367	1,991,947	292,409	203,196	263,075
CAGR 1990-2000 (%)	1.5%	0.5%	3.7%	2.3%	2.2%
CAGR 2000-2006 (%)	0.7%	0.0%	4.9%	3.8%	1.7%
CAGR 2006-2011 (%)	0.6%	0.1%	5.5%	3.9%	1.9%

Appendix 8.7. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
HOUSEHOLD INCOME TOTALS				
2000 Median HH Income	\$65,193	\$64,594	\$67,560	\$46,635
2006 Median HH Income	\$79,700	\$77,569	\$82,331	\$56,543
2011 Median HH Income	\$94,646	\$89,649	\$99,058	\$66,164
ADULT EDUCATIONAL ATTAINMENT				
2000 Thru 8th Grade or Lower (#)	19,257	737	22,993	597,684
2000 Some College (#)	290,821	24,218	409,054	4,280,937
2000 4-Yr. Degree or More (#)	171,085	15,085	245,452	2,078,049
2000 Thru 8th Grade or Lower (%)	4.5%	2.2%	3.9%	7.5%
2000 Some College (%)	67.4%	72.5%	69.4%	53.7%
2000 4-Yr. Degree or More (%)	39.7%	45.1%	41.7%	26.1%

Appendix 8.8. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
HOUSEHOLD INCOME TOTALS					
2000 Median HH Income	\$67,560	\$45,947	\$62,221	\$59,287	\$66,529
2006 Median HH Income	\$82,331	\$55,937	\$76,310	\$72,057	\$81,302
2011 Median HH Income	\$99,058	\$65,607	\$88,918	\$83,610	\$97,298
ADULT EDUCATIONAL ATTAINMENT					
2000 Thru 8th Grade or Lower (#)	22,993	332,628	13,370	23,726	23,819
2000 Some College (#)	409,054	1,849,722	179,725	135,467	259,750
2000 4-Yr. Degree or More (#)	245,452	968,642	79,270	68,050	153,726
2000 Thru 8th Grade or Lower (%)	3.9%	9.6%	4.3%	9.7%	6.0%
2000 Some College (%)	69.4%	53.5%	57.8%	55.2%	65.2%
2000 4-Yr. Degree or More (%)	41.7%	28.0%	25.5%	27.7%	38.6%

Appendix 8.9. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
MODE OF TRAVEL TO WORK (#)				
2000 Wrkrs/Transp: Total Private Trans (%)	78.7%	78.4%	79.9%	73.6%
2001 Wrkrs/Transp: Total Carpooled Trans	8.0%	5.5%	7.5%	10.9%
2000 Wrkrs/Transp: Total Public Trans (%)	7.5%	10.0%	6.7%	8.7%
2000 Wrkrs/Transp: Total Other Trans (%)	2.4%	1.9%	2.3%	3.8%
VEHICLE OWNERSHIP				
2000 Households with 0 Cars (%)	5.8%	6.3%	4.4%	11.8%
2000 Households with 1 or More Cars (%)	94.2%	93.7%	95.6%	88.2%
2000 Households with 2 or More Cars (%)	63.2%	61.4%	65.6%	52.8%
2000 Households with 3 or More Cars (%)	17.1%	15.9%	17.7%	15.1%
2000 Avg # of Vehicles: HHs	2	2	2	2

Appendix 8.10. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
MODE OF TRAVEL TO WORK (#)					
2000 Wrkrs/Transp: Total Private Trans (%)	79.9%	63.3%	83.0%	80.0%	76.5%
2001 Wrkrs/Transp: Total Carpooled Trans (%)	7.5%	12.3%	8.3%	11.5%	10.2%
2000 Wrkrs/Transp: Total Public Trans (%)	6.7%	17.3%	4.1%	2.7%	4.6%
2000 Wrkrs/Transp: Total Other Trans (%)	2.3%	4.6%	1.7%	2.4%	4.5%
VEHICLE OWNERSHIP					
2000 Households with 0 Cars (%)	4.4%	19.1%	4.0%	5.5%	4.6%
2000 Households with 1 or More Cars (%)	95.6%	80.9%	96.0%	94.5%	95.4%
2000 Households with 2 or More Cars (%)	65.6%	40.5%	70.3%	66.0%	67.4%
2000 Households with 3 or More Cars (%)	17.7%	10.2%	22.4%	20.9%	18.2%
2000 Avg # of Vehicles: HHs	2	1	2	2	2

Appendix 8.11. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
HOUSING UNIT GROWTH AND TENURE				
2000 Total Housing Units	253,965	19,477	335,621	4,885,615
2000 Owner Occupied HUs	183,979	15,085	248,762	3,088,884
2000 Percent Owner Occ.	72.4%	77.5%	74.1%	63.2%
2000 Renter Occupied HUs	61,954	3,894	76,839	1,502,895
2000 Vacant HUs	8435.0	496.0	10020.0	293836.0
2000 Vacancy Rate	3.3%	2.5%	3.0%	6.0%
2006 Total Housing Units	267,434	19,408	350,812	5,175,847
2006 Owner Occupied HUs	197,533	15,276	264,637	3,347,886
2006 Percent Owner Occ.	73.9%	78.7%	75.4%	64.7%
2006 Renter Occupied HUs	60,454	3,537	74,746	1,460,356
2006 Percent Renter Occ.	22.6%	18.2%	21.3%	28.2%
2006 Vacant Housing Units	9,924	593	11,429	367,605
2006 Vacancy Rate	3.7%	3.1%	3.3%	7.1%
2000 Avg HH Size: Owner Occ	2.8	2.7	2.9	2.8

Appendix 8.12. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
HOUSING UNIT GROWTH AND TENURE					
2000 Total Housing Units	335,621	2,096,121	175,524	138,998	225,919
2000 Owner Occupied HUs	248,762	1,142,677	139,311	101,739	168,301
2000 Percent Owner Occ.	74.1%	54.5%	79.4%	73.2%	74.5%
2000 Renter Occupied HUs	76,839	831,504	28,231	32,162	47,996
2000 Vacant HUs	10020.0	121940.0	7982.0	5097.0	9622.0
2000 Vacancy Rate	3.0%	5.8%	4.5%	3.7%	4.3%
2006 Total Housing Units	350,812	2,135,214	234,580	175,990	252,890
2006 Owner Occupied HUs	264,637	1,187,047	188,698	130,197	190,237
2006 Percent Owner Occ.	75.4%	55.6%	80.4%	74.0%	75.2%
2006 Renter Occupied HUs	74,746	791,078	35,080	37,387	49,404
2006 Percent Renter Occ.	21.3%	37.0%	15.0%	21.2%	19.5%
2006 Vacant Housing Units	11,429	157,089	10,802	8,406	13,249
2006 Vacancy Rate	3.3%	7.4%	4.6%	4.8%	5.2%
2000 Avg HH Size: Owner Occ	2.9	2.8	3.0	3.1	3.0

Appendix 8.13. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
HOUSEHOLD INCOME CATEGORIES				
2006 HHs w/Inc \$14,999 and Below (%)	5.1%	5.6%	4.3%	11.1%
2006 HHs w/Inc \$15,000 - \$29,999 (%)	7.7%	9.3%	7.1%	13.4%
2006 HHs w/Inc \$30,000 - \$44,999 (%)	10.8%	11.4%	10.4%	14.7%
2006 HHs w/Inc \$45,000 - \$59,999 (%)	11.2%	11.2%	10.9%	13.5%
2006 HHs w/Inc \$60,000 - \$74,999 (%)	11.1%	10.4%	11.1%	11.0%
2006 HHs w/Inc \$75,000 - \$99,999 (%)	16.6%	15.6%	16.9%	13.7%
2006 HHs w/Inc \$100,000 - \$124,999 (%)	12.4%	12.5%	12.8%	8.7%
2006 HHs w/Inc \$125,000 - \$149,999 (%)	8.2%	8.8%	8.6%	4.9%
2006 HHs w/Inc \$150,000 - \$199,999 (%)	8.1%	7.9%	8.5%	4.3%
2006 HHs w/Inc \$200,000 and Above (%)	8.7%	7.3%	9.3%	4.6%
2006 Share of HHs Earning <\$30K	12.8%	14.8%	11.4%	24.5%
2006 Share of HHs Earning \$30K+	87.2%	85.2%	88.6%	75.5%
2006 Share of HHs Earning \$60K+	65.2%	62.5%	67.3%	47.3%
2006 Share of HHs Earning \$100K+	37.4%	36.5%	39.2%	22.5%

Appendix 8.14. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
HOUSEHOLD INCOME CATEGORIES					
2006 HHs w/Inc \$14,999 and Below (%)	4.3%	12.5%	5.4%	5.8%	5.4%
2006 HHs w/Inc \$15,000 - \$29,999 (%)	7.1%	12.7%	8.2%	9.7%	8.4%
2006 HHs w/Inc \$30,000 - \$44,999 (%)	10.4%	14.6%	11.0%	12.1%	10.5%
2006 HHs w/Inc \$45,000 - \$59,999 (%)	10.9%	13.4%	11.6%	13.0%	11.1%
2006 HHs w/Inc \$60,000 - \$74,999 (%)	11.1%	10.6%	12.5%	11.3%	9.7%
2006 HHs w/Inc \$75,000 - \$99,999 (%)	16.9%	13.2%	18.5%	16.9%	15.4%
2006 HHs w/Inc \$100,000 - \$124,999 (%)	12.8%	8.5%	13.0%	11.8%	11.4%
2006 HHs w/Inc \$125,000 - \$149,999 (%)	8.6%	4.9%	7.9%	6.9%	7.7%
2006 HHs w/Inc \$150,000 - \$199,999 (%)	8.5%	4.6%	6.5%	6.4%	8.4%
2006 HHs w/Inc \$200,000 and Above (%)	9.3%	5.0%	5.5%	6.1%	12.0%
2006 Share of HHs Earning <\$30K	11.4%	25.3%	13.6%	15.5%	13.8%
2006 Share of HHs Earning \$30K+	88.6%	74.7%	86.4%	84.5%	86.2%
2006 Share of HHs Earning \$60K+	67.3%	46.7%	63.9%	59.5%	64.6%
2006 Share of HHs Earning \$100K+	39.2%	23.0%	32.9%	31.3%	39.5%

Appendix 8.15. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
HOUSING UNITS IN STRUCTURE				
Single-Family, Detached or Attached (%)	69.8%	72.4%	72.1%	62.8%
Duplexes and Quads (%)	5.5%	2.9%	3.6%	13.4%
Five to Nineteen Units per Building (%)	12.9%	11.0%	13.0%	10.5%
20+ Units per Building (%)	11.5%	13.7%	11.1%	10.1%
Mobile Homes; Other (%)	0.3%	0.1%	0.1%	3.2%
YEAR STRUCTURE BUILT				
Base (%)	100.0%	100.0%	100.0%	100.0%
Year Built 3/2000-2006	5.0%	-0.3%	4.3%	5.6%
Year Built 1999-3/2000	1.8%	0.7%	1.7%	1.5%
Year Built 1995-1998	6.2%	2.5%	6.3%	5.0%
Year Built 1990-1994	8.5%	4.3%	9.1%	5.2%
Year Built 1980-1989	17.0%	14.0%	18.6%	9.1%
Year Built 1970-1979	23.1%	24.9%	24.7%	15.4%
Year Built 1960-1969	14.2%	19.5%	14.3%	13.8%
Year Built 1950-1959	11.9%	17.3%	11.4%	14.3%
Year Built 1940-1949	4.1%	4.8%	3.3%	8.7%
Year Built 1939/Before	8.1%	12.3%	6.2%	21.3%
Housing Units Built Since 1990 (%)	21.5%	7.2%	21.5%	17.3%

Appendix 8.16. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
HOUSING UNITS IN STRUCTURE					
Single-Family, Detached or Attached (%)	72.1%	44.9%	84.2%	77.2%	77.8%
Duplexes and Quads (%)	3.6%	21.9%	5.7%	9.7%	6.6%
Five to Nineteen Units per Building (%)	13.0%	15.1%	5.0%	7.4%	7.8%
20+ Units per Building (%)	11.1%	17.4%	3.3%	4.8%	5.8%
Mobile Homes; Other (%)	0.1%	0.8%	1.8%	1.0%	1.9%
YEAR STRUCTURE BUILT					
Base (%)	100.0%	100.0%	100.0%	100.0%	100.0%
Year Built 3/2000-2006	4.3%	1.8%	25.2%	21.0%	10.7%
Year Built 1999-3/2000	1.7%	0.9%	4.7%	3.0%	2.4%
Year Built 1995-1998	6.3%	2.5%	11.9%	7.6%	9.2%
Year Built 1990-1994	9.1%	3.0%	8.7%	7.6%	10.0%
Year Built 1980-1989	18.6%	7.0%	8.2%	9.0%	14.9%
Year Built 1970-1979	24.7%	13.3%	14.3%	13.6%	16.4%
Year Built 1960-1969	14.3%	16.0%	9.1%	10.2%	11.2%
Year Built 1950-1959	11.4%	18.0%	7.2%	9.1%	12.2%
Year Built 1940-1949	3.3%	11.2%	3.5%	5.1%	4.8%
Year Built 1939/Before	6.2%	26.3%	7.2%	13.7%	8.2%
Housing Units Built Since 1990 (%)	21.5%	8.2%	50.4%	39.3%	32.3%

Appendix 8.17. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
OWNER OCCUPIED HOME VALUES				
2000 Median Home Value	\$183,793	\$191,845	\$187,637	\$127,763
2006 Median Home Value	\$287,930	\$299,041	\$293,605	\$195,692
2011 Median Home Value	\$369,215	\$380,797	\$377,071	\$247,939
CAGR 2000-2006 (%)	7.8%	7.7%	7.7%	7.4%
CAGR 2006-2011 (%)	5.1%	5.0%	5.1%	4.8%
Owner Occ. Home Value \$49,999 and Below	0.6%	0.3%	0.4%	5.7%
Owner Occ. Home Value \$50,000 - \$99,999	1.4%	1.5%	1.1%	12.0%
Owner Occ. Home Value \$100,000 - \$149,999	6.3%	8.1%	5.3%	18.0%
Owner Occ. Home Value \$150,000 - \$199,999	10.0%	7.0%	9.0%	15.5%
Owner Occ. Home Value \$200,000 - \$249,999	18.5%	14.4%	18.6%	14.1%
Owner Occ. Home Value \$250,000 - \$299,999	17.3%	18.9%	17.8%	10.1%
Owner Occ. Home Value \$300,000 - \$399,999	20.4%	26.5%	21.2%	11.2%
Owner Occ. Home Value \$400,000 - \$499,999	11.0%	11.6%	11.5%	5.2%
Owner Occ. Home Value \$500,000 - \$749,999	9.0%	8.5%	9.4%	4.9%
Owner Occ. Home Value \$750,000 and Above	5.4%	3.1%	5.6%	3.3%

Appendix 8.18. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
OWNER OCCUPIED HOME VALUES					
2000 Median Home Value	\$187,637	\$154,318	\$152,208	\$157,758	\$191,617
2006 Median Home Value	\$293,605	\$236,211	\$246,482	\$249,507	\$294,812
2011 Median Home Value	\$377,071	\$299,816	\$317,070	\$324,170	\$368,237
CAGR 2000-2006 (%)	7.7%	7.4%	8.4%	7.9%	7.4%
CAGR 2006-2011 (%)	5.1%	4.9%	5.2%	5.4%	4.5%
Owner Occ. Home Value \$49,999 and Below	0.4%	1.7%	1.0%	0.8%	1.9%
Owner Occ. Home Value \$50,000 - \$99,999	1.1%	4.0%	2.9%	1.5%	1.4%
Owner Occ. Home Value \$100,000 - \$149,999	5.3%	14.4%	11.2%	9.1%	6.2%
Owner Occ. Home Value \$150,000 - \$199,999	9.0%	17.4%	17.2%	18.7%	14.7%
Owner Occ. Home Value \$200,000 - \$249,999	18.6%	17.3%	19.0%	20.0%	15.5%
Owner Occ. Home Value \$250,000 - \$299,999	17.8%	12.9%	15.9%	14.2%	11.6%
Owner Occ. Home Value \$300,000 - \$399,999	21.2%	14.8%	15.6%	16.6%	15.5%
Owner Occ. Home Value \$400,000 - \$499,999	11.5%	6.3%	8.4%	8.6%	8.9%
Owner Occ. Home Value \$500,000 - \$749,999	9.4%	6.5%	6.4%	6.9%	12.9%
Owner Occ. Home Value \$750,000 and Above	5.6%	4.8%	2.4%	3.5%	11.5%

Appendix 8.19. Demographic Profiles
 Village of Downers Grove, Illinois

	Downers Grove PTA	Village of Downers Grove	DuPage County	Illinois
AVERAGE CONTRACT RENT				
2000 Median Contract Rent	\$746	\$693	\$775	\$525
2000 Average Contract Rent	\$773	\$717	\$808	\$561
Base (%)	100%	100%	100%	100%
Contract Rent \$199 and Below	3%	3%	2%	9%
Contract Rent \$200 - \$299	2%	3%	2%	8%
Contract Rent \$300 - \$399	3%	4%	2%	13%
Contract Rent \$400 - \$499	5%	3%	2%	16%
Contract Rent \$500 - \$599	10%	13%	8%	15%
Contract Rent \$600 - \$699	17%	24%	17%	13%
Contract Rent \$700 - \$799	20%	19%	22%	9%
Contract Rent \$800 - \$999	23%	17%	26%	9%
Contract Rent \$1000 - \$1249	10%	7%	12%	4%
Contract Rent \$1250 - \$1499	4%	4%	4%	2%
Contract Rent \$1500 - \$1999	2%	2%	2%	1%
Contract Rent \$2000 and Above	1%	0%	1%	1%

Appendix 8.20. Demographic Profiles
 Village of Downers Grove, Illinois

	DuPage County	Cook County	Will County	Kane County	Lake County
AVERAGE CONTRACT RENT					
2000 Median Contract Rent	\$775	\$582	\$554	\$615	\$669
2000 Average Contract Rent	\$808	\$618	\$561	\$623	\$704
Base (%)	100%	100%	100%	100%	100%
Contract Rent \$199 and Below	2%	7%	8%	6%	6%
Contract Rent \$200 - \$299	2%	4%	4%	2%	3%
Contract Rent \$300 - \$399	2%	8%	9%	5%	4%
Contract Rent \$400 - \$499	2%	15%	18%	13%	8%
Contract Rent \$500 - \$599	8%	18%	22%	20%	15%
Contract Rent \$600 - \$699	17%	16%	18%	23%	20%
Contract Rent \$700 - \$799	22%	10%	8%	12%	15%
Contract Rent \$800 - \$999	26%	11%	8%	12%	16%
Contract Rent \$1000 - \$1249	12%	5%	3%	4%	7%
Contract Rent \$1250 - \$1499	4%	2%	1%	2%	3%
Contract Rent \$1500 - \$1999	2%	2%	1%	1%	2%
Contract Rent \$2000 and Above	1%	1%	0%	0%	2%

August 6, 2007

Downers Grove, Illinois
Residential Market Strategy

Appendix 9.0 Lifestyle Clusters

Submitted to:

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Downers Grove, IL 60515

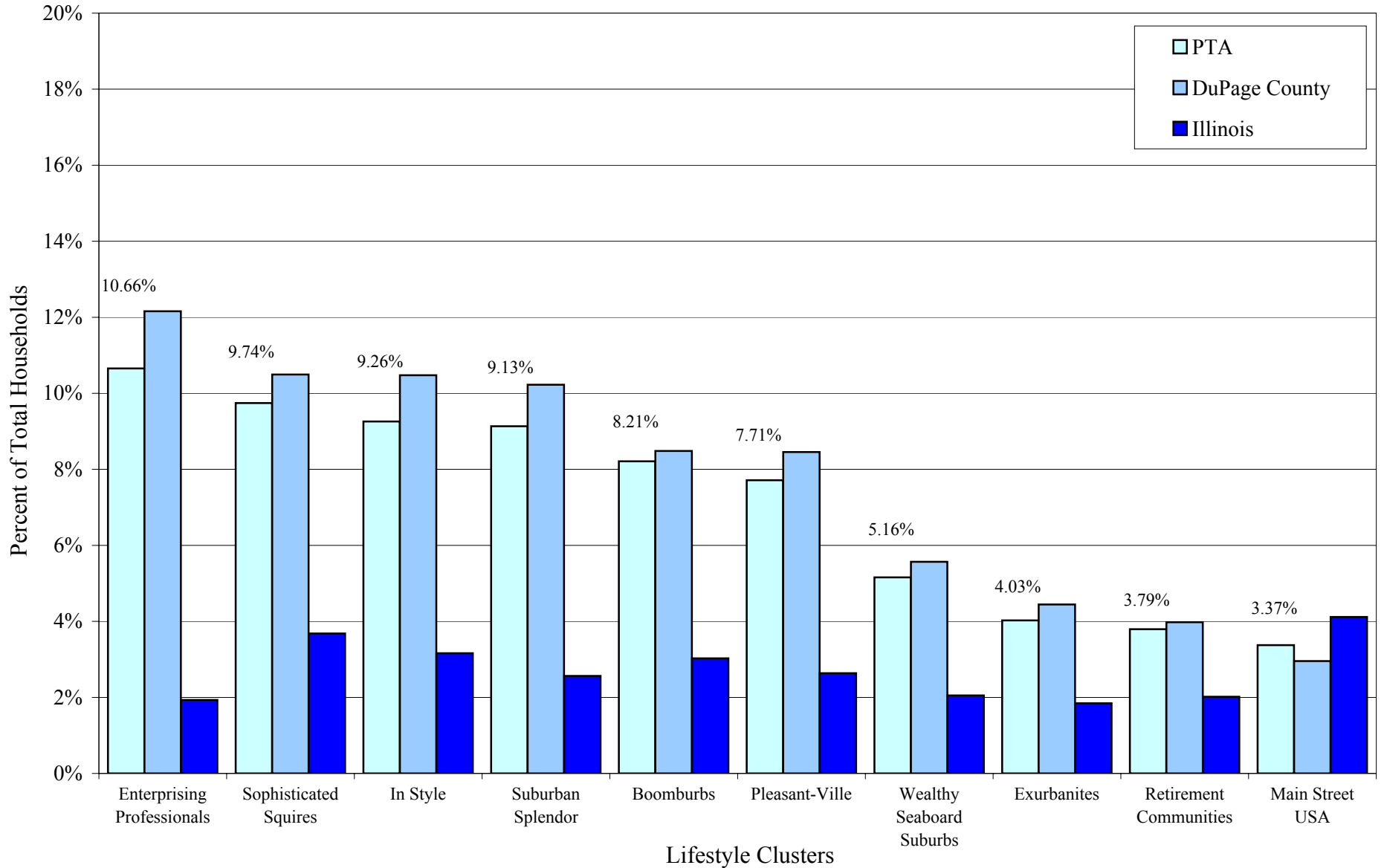


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Appendix 9.1. Top Ten Lifestyle Clusters for 2006
Downers Grove PTA, Dupage County, and Illinois State



Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.



Appendix 9.2 Community Segmentation Summary Descriptions

1. Top Rung

Top Rung is the wealthiest consumer market, representing less than one percent of all U.S. households. The median household income of \$179,000 is three and a half times that of the national median, and the median net worth of \$556,400 is more than five times that of the national level. The median home value is approximately \$1,014,600. These highly educated residents are in their peak earning years, 45-64, in married-couple households, with or without children. The median age is 42.3 years. With the purchasing power to indulge in any choice, Top Rung residents travel in style, both domestically and overseas. This is the top market for owning or leasing a luxury car; residents favor new imported vehicles, especially convertibles. Exercise and community activities are part of their busy lifestyle. Avid readers, these residents find time to read two or more daily newspapers and countless books.

2. Suburban Splendor

These successful suburbanites are the epitome of upward mobility, just a couple of rungs below the top, situated in growing neighborhoods of affluent homes, with a median value of \$408,100. Most households are comprised of two-income, married-couple families with or without children. The population is well-educated and well employed, with a median age of 40.5 years. Home improvement and remodeling are a main focus of Suburban Splendor residents. Their homes feature the latest amenities and reflect the latest in home design. Residents travel extensively in the U.S. and overseas for business and pleasure. Leisure activities include physical fitness, reading, and visiting museums, or attending the theater. This market is proactive for tracking investments, financial planning, and holding life insurance policies.

3. Connoisseurs

Second in wealth to Top Rung, but first for conspicuous consumption, Connoisseurs residents are well-educated and somewhat older, with a median age of 45.4 years. Although residents appear closer to retirement than child rearing, many of these married couples have children who still live at home. Their neighborhoods tend to be older bastions of affluence where the median home value is \$664,500. Growth in these neighborhoods is slow. Residents spend money for nice homes, cars, clothes, and vacations. Exercise is a priority; they work out weekly at a club or other facility, ski, play golf, snorkel, play tennis, practice yoga, and jog. Active in the community, they work for political candidates or parties, write

or visit elected officials, and participate in local civic issues.

4. Boomburbs

The newest additions to the suburbs, Boomburbs communities are home to younger families who live a busy, upscale lifestyle. The median age is 33.8 years. This market has the highest population growth, at 4.6 percent annually, more than four times that of the national figure. The median home value is \$308,700, and most households have two workers and two vehicles. This is the top market for households to own projection TVs, MP3 players, scanners, and laser printers, as well as owning or leasing full size SUVs. It's the second ranked market for owning flat-screen or plasma screen TVs, video game systems, and digital camcorders, as well as owning or leasing minivans. Family vacations are a top priority. Popular vacation destinations are Disney World and Universal Studios in Florida. For exercise, residents play tennis and golf, ski, and go jogging.

5. Wealthy Seaboard Suburbs

Wealthy Seaboard Suburbs neighborhoods are established quarters of affluence, located in coastal metropolitan areas, primarily along the California, New York, New Jersey, and New England coasts. Neighborhoods are older and slow to change, with a median home value that exceeds \$444,600. Households consist of married-couple families. Approximately half of employed persons are in management and professional occupations. The median age is 41.7 years. Residents enjoy traveling and shopping. They prefer to shop at Lord & Taylor, Macy's, and Nordstrom, as well as Costco Wholesale, their favorite club store. They also purchase many items online or by phone. Residents take nice vacations, traveling in the U.S. and abroad. Europe, Hawaii, Atlantic City, Las Vegas, and Disneyland are popular destinations. Leisure activities include going to the beach, skiing, ice skating, and attending theater performances.

6. Sophisticated Squires

Sophisticated Squires residents enjoy cultured country living in newer home developments with low density and a median home value of \$244,500. These urban escapees are primarily married-couple families, educated, and well-employed. They prefer to commute to maintain their semi-rural lifestyle. The median age is 37.4 years. They do their own lawn and landscaping work, as well as home improvement and remodeling projects, such as installing carpet or hardwood floors, and interior painting. They like



Appendix 9.3 Community Segmentation Summary Descriptions

to barbeque on their gas grills and make bread with their bread-making machines. This is the top market for owning 3 or more vehicles. Vehicles of choice are minivans and full size SUVs. Family activities include playing volleyball, bicycling, playing board games and cards, going to the zoo, and attending soccer and baseball games.

7. Exurbanites

Open areas with affluence define these neighborhoods. Empty nesters comprise 40 percent of these households; married couples with children occupy 32 percent. Half of the householders are between the ages of 45 and 64 years. The median age is 43.6 years. Approximately half of those who work hold professional or managerial positions. The median home value is approximately \$255,900; the median household income is \$83,200. Financial health is a priority for the Exurbanites market; they consult with financial planners and track their investments online. They own a diverse investment portfolio, and hold long-term care and substantial life insurance policies. Residents work on their homes, lawns, and gardens. Leisure activities include boating, hiking, kayaking, playing Frisbee, photography, and birdwatching. Many are members of fraternal orders and participate in civic activities.

8. Laptops and Lattes

The most eligible and unencumbered market, Laptops and Lattes residents are affluent, single, and still renting. They are highly educated, professional, and partial to city life, preferring major metropolitan areas such as New York, Los Angeles, San Francisco, Boston, and Chicago. The median household income is \$91,000; the median age is 38.1 years. Technologically savvy, this is the top market for owning a laptop or notebook PC; they use the Internet on a daily basis, especially to shop. Their favorite department store, by far, is Banana Republic. Leisure activities include going to the movies, rock concerts, shows, museums, and nightclubs. These residents exercise regularly and take vitamins. They enjoy yoga, jogging, skiing, reading, watching foreign films on video tape/DVD, dining out, and foreign travel. They embrace liberal philosophies and work for environmental causes.

9. Urban Chic

Urban Chic residents are well-educated professionals living an urban, exclusive lifestyle. Most own expensive single-family homes with a median value of \$633,000. Married-couple families and singles comprise most of these households. The median age is 41.4 years.

Urban Chic residents travel extensively, visit museums, attend dance performances, play golf, and go hiking. They use the Internet frequently to trade or track investments or to shop, buying concert and sports tickets, clothes, flowers, and books. They appreciate a good cup of coffee while reading a book or newspaper, and prefer to listen to classical music, all-talk, or public radio programs. Civic-minded, they would probably work as volunteers.

10. Pleasant-Ville

Prosperous domesticity distinguishes the settled homes of Pleasant-Ville neighborhoods. Most residents live in single-family homes with a median value of \$326,500; approximately half were built in the 1950s and 1960s. Located in the Northeast and California primarily, these households are headed by middle-aged residents, some nearing early retirement. The median age is 39.4 years. Approximately 40 percent of households include children. Home remodeling is a priority for residents who live in older homes. Shopping choices are eclectic, ranging from upscale department stores, to warehouse, or club stores. Sports fanatics, they attend ball games, listen to sports programs and games on the radio, and watch a variety of sports on TV.

11. Pacific Heights

Pacific Heights neighborhoods are found in the high-rent districts of California and Hawaii. The median home value is approximately \$573,600; residents prefer single-family homes or townhomes. This market is small but affluent; one in two households earns approximately \$76,000 annually. The median age is 38.4 years. Distance does not deter Pacific Heights residents from keeping in touch with family living overseas, as they make frequent phone calls and travel overseas to visit. Many households own 3 or more cell phones. Residents generally visit Disneyland or Las Vegas during the year, and enjoy playing chess, reading history books, and renting classics on DVD to watch on their giant screen or projection TVs. This is the top market for owning an Apple iMac brand PC.

12. Up and Coming Families

Up and Coming Families represents the second highest household growth market and with a median age of 31.9 years, the youngest of the affluent family markets. The profile for these neighborhoods is young, affluent families with young children. Approximately half of the households are concentrated in the South, with another half in the West and Midwest. Neighborhoods are located in suburban outskirts



Appendix 9.4 Community Segmentation Summary Descriptions

of midsized metropolitan areas. The homes are newer, with a median value of \$185,500. Because family and home priorities dictate their consumer purchases, they frequently shop for baby and children's products and household furniture. Leisure activities include playing softball, going to the zoo, and visiting theme parks (generally Sea World or Disney World). Residents enjoy watching science fiction, comedy, and family-type video tapes or DVDs.

13. In Style

In Style residents live in affluent neighborhoods of metropolitan areas. More suburban than urban, they nevertheless embrace an urban lifestyle. Townhome ownership is more than double that of the national level; however, more than half of the households live in traditional single-family homes. Labor force participation is high and professional couples predominate. The median household income is \$67,800. Nearly one-third of these households include children. The median age is 39.3 years. In Style residents are computer savvy; they use the Internet daily to research information, track investments, or shop. They own a diverse investment portfolio, contribute to retirement savings plans, and hold long-term care and life insurance policies. They enjoy going to the beach, snorkeling, playing golf, casino gambling, and domestic travel.

14. Prosperous Empty Nesters

Prosperous Empty Nesters are well-established neighborhoods located throughout the U.S.; approximately one-third are on the eastern seaboard. The median age is 47.2 years. More than half of the householders are aged 55 or older. Forty percent of household types are married couples with no children living at home. Educated and experienced, residents are enjoying the lifestage transition from child-rearing to retirement. The median household income is \$66,200. Residents place a high value on their physical and financial well-being, and take an active interest in their homes and communities. They travel extensively, both at home and abroad. Leisure activities include refinishing furniture, playing golf, attending sports events, and reading mysteries. Civic participation includes joining civic clubs, engaging in fundraising, and working as volunteers.

15. Silver and Gold

Silver and Gold residents are the second oldest of the Tapestry segments and the wealthiest seniors, with a median age of 58.5 years; most are retired from professional occupations. Their affluence has allowed them to move to sunnier climates. More than 60 percent of the households

are in the South (mainly in Florida); 25 percent reside in the West, primarily in California and Arizona. Neighborhoods are exclusive, with a median home value of \$326,600 and a high proportion of seasonal housing. Residents enjoy traveling, woodworking, playing cards, birdwatching, target shooting, salt water fishing, and power boating. Golf is more a way of life than a mere leisure pursuit; they play golf, attend tournaments, watch golf on TV, and listen to golf programs on the radio. They are avid readers, but allow time to watch their favorite TV shows and a multitude of news programs.

16. Enterprising Professionals

This fast-growing market is home to young, educated, working professionals, with a median age of 32.4 years. Single or married, they prefer newer neighborhoods with townhomes or apartments. The median household income is \$66,000. This segment is ranked second of all the Tapestry markets for labor force participation, at 75 percent. Their lifestyle reflects their youth, mobility, and growing consumer clout. Residents rely on cell phones and PCs to stay in touch. They use the Internet to find the next job or home, track their investments, and shop. They own the latest electronic gadgets. Leisure activities include yoga, playing Frisbee and football, jogging, going to the movies, and attending horse races and basketball games. These residents also travel frequently, domestically and overseas.

17. Green Acres

A "little bit country", Green Acres residents live in pastoral settings of developing suburban fringe areas, mainly in the Midwest and South. The median age is 39.9 years. Married couples with and without children comprise most of the households, live in single-family dwellings. This upscale market has a median household income of \$62,300 and a median home value of \$179,700. These do-it-yourselfers maintain and remodel their homes, painting, installing carpet, or adding a deck, and own all the necessary tools to accomplish these tasks. They also take care of their lawn and gardens, again with the right tools. Vehicles of choice are motorcycles and full-size pickup trucks. For exercise, residents ride their bikes and go water skiing, canoeing, and kayaking. Other activities include birdwatching, power boating, target shooting, hunting, and attending auto races.

18. Cozy and Comfortable

Cozy and Comfortable residents are settled, married, and still working. Many couples are still living in the pre-1970s, single-family homes in



Appendix 9.5 Community Segmentation Summary Descriptions

which they raised their children. Households are located primarily in suburban areas of the Midwest, Northeast, and South. The median age is 41.0 years and the median home value is \$164,000. Home improvement and remodeling are important to Cozy and Comfortable residents. Although some work is contracted, homeowners take an active part in many projects, especially painting and lawn care. They play softball and golf, attend ice hockey games, watch science fiction films on video tapes/DVDs, and gamble at casinos. Television is significant; many households have four or more sets. Preferred cable stations include QVC, Home & Garden Television, and The History Channel.

19. Milk and Cookies

Milk and Cookies households are comprised mainly of young, affluent married-couple families. Approximately half of the households include children. The median age for this market is 33.5 years. Residents preferred single-family homes in suburban areas, chiefly in the South, particularly in Texas. Smaller concentrations of households are located in the West and Midwest. The median home value is \$131,900. Families with two or more workers, more than one child, and two or more vehicles is the norm for this market. Residents are well-insured for the future. The presence of children drives their large purchases of baby and children's products, and timesavers such as fast food. For fun, residents play video games, chess, backgammon, basketball, and football, or fly kites. Favorite cable channels include Toon Disney, The Discovery Health Channel, ESPNNews, and Lifetime Movie Network.

20. City Lights

City Lights are diverse neighborhoods, situated primarily in the Northeast. This dense urban market is a mixture of housing, household types, and cultures, sharing the same city walks. Housing types include single-family homes, townhomes, and apartments. Thirty-five percent of households are apartments in buildings with two to four units, almost four times the national level. Approximately two-thirds of the housing units were built before 1960. Households include both families and singles. The median age of 37.8 years is slightly older than the U.S. median. City Lights residents are more likely to spend for household furnishings than home maintenance. They shop at a variety of stores, especially Macy's, Lord & Taylor, The Disney Store, The Gap, and BJ's Wholesale Club. They favor foreign travel. Being conservative investors, they own U.S. savings bonds.

21. Urban Villages

Urban Villages neighborhoods are multicultural enclaves of young families, unique to U.S. gateway cities, located primarily in California. The median age is 30.7 years. All family types dominate this market. The average family size of 4.12 is the second highest of all the Tapestry segments. Many households have two wage earners, chiefly employed in the manufacturing, health care, retail trade, construction, and educational services industries. The median household income is \$56,200. Most residents own older, single-family homes with a median value of \$355,600, and multiple vehicles. Family and home dictate purchases. To maintain their older homes, time and money are spent on home remodeling and repairs. Leisure activities include playing soccer and tennis, renting foreign films, listening to Hispanic and variety radio, and visiting Disneyland, Sea World, or Six Flags.

22. Metropolitans

Metropolitans residents favor city living in older neighborhoods. Approximately half of the households are comprised of singles who live alone or with others. However, married-couple families are forty percent of the households. The median age is 37.1 years. Half of employed persons hold professional or management positions. These neighborhoods are an eclectic mix of single-family homes and multiunit structures, with a median home value of \$194,100. The median household income is \$57,600. Residents lead busy, active lifestyles. They travel frequently and participate in numerous civic activities. They enjoy going to museums and zoos, and listening to classical music and jazz on the radio. Refinishing furniture and playing a musical instrument are favorite hobbies. Exercise includes yoga, roller blading, and hiking/backpacking.

23. Trendsetters

These neighborhoods are located primarily on the West Coast. On the cutting edge of urban style, Trendsetters residents are young, diverse, mobile, educated professionals with substantive jobs. The median age is 35.0 years. More than half of the households are single-person or shared. Most still rent, preferring upscale, multiunit dwellings in older city districts. The median household income is \$56,700. Residents are spenders; they shop in stores, online, and via the phone. They own the latest laptop computers, cell phones, and MP3 players, and use the Internet daily. Exercise includes playing tennis, volleyball, baseball, and golf, as well as ice skating, snorkeling, and yoga. Leisure activities include traveling, attending rock concerts, and



Appendix 9.6 Community Segmentation Summary Descriptions

reading biographies. Residents also enjoy syndicated TV shows such as Access Hollywood and Seinfeld.

24. Main Street, USA

Main Street, USA neighborhoods are a mix of single-family homes and multiunit dwellings, found in the suburbs of smaller metropolitan cities, mainly in the Northeast, West, and Midwest. This market is similar to the U.S. when comparing household type, age, race, educational attainment, housing type, occupation, industry, and household income type distributions. The median age of 36.3 years matches that of the U.S. median. The median household income is a comfortable \$51,200. Home ownership is at 66 percent and the median home value is \$190,200. Active members of the community, residents participate in local civic issues and work as volunteers. They take care of their lawns and gardens, and work on small home projects. They enjoy going to the beach and visiting theme parks, as well as playing chess, going bowling or ice skating, and participating in aerobic exercise.

25. Salt of the Earth

A rural or small town lifestyle best describes the Salt of the Earth market. The median age is 40.4 years. Labor force participation is higher than the U.S. level and unemployment is lower. Above-average numbers of employed residents work in the manufacturing, construction, mining, and agricultural industries. The median household income is \$48,800. Households are dominated by married-couple families who live in single-family dwellings, with homeownership at 86 percent. 28 percent of the households own three or more vehicles. Most homes own a truck; many own a motorcycle. Residents are settled, hardworking, and self-reliant, taking on small home projects, as well as vehicle maintenance. Families often own two or more pets, usually dogs or cats. Residents enjoy fishing, hunting, target shooting, attending country music concerts and auto races, and flying kites.

26. Midland Crowd

Approximately 10.8 million people represent Midland Crowd, Tapestry's largest market. The median age of 36.3 years parallels the U.S. median. Most households are comprised of married-couple families, half with children and half without. The median household income is \$48,200. Housing developments are generally in rural areas throughout the U.S. (more village or town than farm), mainly in the South. Home ownership is at 84 percent. Two-thirds of households are single-family structures; 28

percent are mobile homes. This is a somewhat conservative market politically. These do-it-yourselfers take pride in their homes, lawns, and vehicles. Hunting, fishing, and woodworking are favorite pursuits. Pet ownership, especially birds or dogs, is common. Many households have a satellite dish, and TV viewing includes various news programs, as well as shows on CMT and Outdoor Life Network.

27. Metro Renters

Metro Renters residents are young (approximately 30 percent are in their twenties), well-educated singles, beginning their professional careers in some of the largest U.S. cities such as New York City, Chicago, and Los Angeles. The median age is 33.6 years; the median household income is \$52,300. As the name Metro Renters implies, most residents are renting apartments in high-rise buildings, living alone or with a roommate. Their interests include traveling, reading two or more daily newspapers, listening to classical music and public radio programs, and surfing the Internet. For exercise, they work out regularly at clubs, play tennis and volleyball, practice yoga, ski, and jog. They enjoy dancing, attending rock concerts, going to museums or the movies, and throwing a Frisbee. Painting and drawing are favorite hobbies. Politically, this market is liberal.

28. Aspiring Young Families

Aspiring Young Families neighborhoods are located in large, growing metropolitan areas in the South and West, with the highest concentrations in California, Florida, and Texas. Mainly comprised of young, married-couple families or single parents with children, the median age for this segment is 30.4 years. Half of the households are owner-occupied single-family dwellings or townhomes, and half are occupied by renters, many living in newer multiunit buildings. Residents spend much of their discretionary income on baby and children's products and toys, as well as home furnishings. Recent electronic purchases include cameras and video game systems. Leisure activities include dining out, dancing, going to the movies, attending professional football games, fishing, weight lifting, and playing basketball. Vacations would probably include visits to theme parks. Internet usage mainly involves chat room visits.

29. Rustbelt Retirees

Most Rustbelt Retirees neighborhoods can be found in older, industrial cities, in the Northeast and Midwest, especially in Pennsylvania and other states surrounding the Great Lakes. Households are mainly occupied by married



Appendix 9.7 Community Segmentation Summary Descriptions

couples with no children and singles who live alone. The median age is 43.8 years. Although many residents are still working, labor force participation is below average. More than 40 percent of the households receive Social Security benefits. Most residents live in owned, single-family homes, with a median value of \$118,500. Unlike many retirees, these residents are not inclined to move. They are proud of their homes and gardens, and participate in community activities. Some are members of veterans' clubs. Leisure activities include playing bingo, gambling in Atlantic City, going to the horse races, working crossword puzzles, and playing golf.

30. Retirement Communities

Retirement Communities neighborhoods are found mostly in cities scattered across the U.S. The majority of households are multiunit dwellings. Congregate housing, which commonly includes meals and other services in the rent, is a trait of this segment, dominated by singles who live alone. This educated, older market has a median age of 50.7 years. A third of residents are aged 65 years or older. Although the median household income is a modest \$45,100, the median net worth is \$172,000. Good health is a priority; residents visit their doctors regularly, diet and exercise, purchase low-sodium food, and take vitamins. They spend their leisure time working crossword puzzles, playing bingo, gardening indoors, canoeing, gambling, and traveling overseas. They like to spend time with their grandchildren and spoil them with toys. Home remodeling projects are usually in the works.

31. Rural Resort Dwellers

Favoring milder climates and pastoral settings, Rural Resort Dwellers live in rural nonfarm areas. These small, growing communities mainly consist of single-family and mobile homes, with a significant inventory of seasonal housing. This somewhat older market has a median age of 46.0 years. Most households consist of married-couples with no children living at home or singles who live alone. A higher than average proportion of residents are self-employed and work from home. The median household income is \$45,600. Modest living and simple consumer tastes describe this market. The rural setting calls for more riding lawn mowers and satellite dishes. Lawn maintenance and gardening is a priority, and households own a plethora of tools and equipment. Many households own or lease a truck. Residents enjoy boating, hunting, fishing, snorkeling, canoeing, and listening to country music.

32. Rustbelt Traditions

Rustbelt Traditions neighborhoods are the backbone of older, industrial cities in states bordering the Great Lakes. Most employed residents work in the service, manufacturing, and retail trade industries. Most residents own and live in modest single-family homes that have a median value of \$97,000. Households are primarily a mix of married-couple families, single-parent families, and singles who live alone. The median age is 35.9 years; the median household income is \$45,300. Residents prefer to use a credit union and invest in certificates of deposit. They use coupons regularly, especially at Sam's Club, work on home remodeling or improvement projects, and buy domestic vehicles. Favorite leisure activities include hunting, bowling, fishing, and attending auto races, country music shows, and ice hockey games (in addition to listening to games on the radio).

33. Midlife Junction

Midlife Junction communities are found in suburbs across the country. Residents are phasing out of their child-rearing years. Approximately half of the households are comprised of married-couple families; 31 percent are singles who live alone. The median age is 40.5 years; the median household income is \$43,600. A third of the households receive Social Security benefits. Nearly two-thirds of the households are single-family structures; most of the remaining dwellings are apartments in multiunit buildings. These residents live quiet, settled lives. They spend their money prudently and do not succumb to fads. They prefer to shop by mail or phone from catalogs such as J.C. Penney, L.L. Bean, and Lands' End. They enjoy yoga, attending country music concerts and auto races, refinishing furniture, and reading romance novels.

34. Family Foundations

Family is the cornerstone of life in Family Foundations communities. A family mix of married couples, single parents, grandparents, and young and adult children populate these small, urban neighborhoods, located in large metropolitan areas, primarily in the South and Midwest. This market represents stability. Hardly any household growth has occurred since 2000; these neighborhoods experience little turnover. The median age is 38.1 years; the median household income is \$42,100. Most households are single-family structures, built before 1970, occupied by owners. Many residents are members of church boards or religious clubs, and participate in fundraising. Basketball is a favorite sport; residents play it, attend professional



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games, watch games on TV, and listen to games on the radio. They watch court TV shows, sports, and news programs on TV, and listen to gospel, urban, and jazz radio formats.

35. International Marketplace

Located primarily in cities in coastal gateway states, International Marketplace neighborhoods are developing urban markets with a rich blend of cultures and household types. Approximately 70 percent of households are occupied by families. Married-couples with children and single parents with children represent 44 percent of households. A typical family rents an apartment in an older, multiunit structure. Most of the households are located in California and Northeastern states. The median age is 30.4 years and the median household income is \$42,600. Top purchases include groceries and children's clothing. Residents shop at stores such as Marshalls and Costco Wholesale, but for convenience, they stop at AM/PM or 7-Eleven. They are loyal listeners of Hispanic radio programs, and prefer to watch movies and sports on TV.

36. Old and Newcomers

Old and Newcomers neighborhoods are in transition, populated by those who are starting their careers, or are retiring. The proportion of householders in their twenties or aged 75 years or older is higher than the national level. The median age is 36.6 years. Spread throughout metropolitan areas of the U.S., these neighborhoods have more single-person and shared households than families. Many residents have moved in the last five years. Sixty percent of households are occupied by renters; approximately half live in mid-rise or high-rise buildings. Residents have substantial life insurance policies and investments in certificates of deposit, bonds, and annuities. Leisure activities include roller skating, roller blading, playing golf, gambling at casinos, playing bingo, and attending college ball games. They listen to classic hits on the radio. Many residents are members of fraternal orders or school boards.

37. Prairie Living

Agriculture plays an important part of the Prairie Living economy; small, family-owned farms dominate this stable market, located mainly in the Midwest. Two-thirds of the households are married-couple families; the median age is 40.5 years. Homeownership is at 81 percent; the median home value is \$96,300. Although single-family dwellings are characteristic of these communities, 11 percent of the households live in mobile homes. Approximately 36 percent of the housing units were built before 1940. These

residents are big country music fans, and enjoy hunting, fishing, target shooting, and horseback riding. They work on their vegetable gardens, vehicles, and home projects. Many are members of church boards or civic clubs, and get involved in civic issues. Because cable TV can be unavailable in these rural areas, many households have a satellite dish. Families with pet cats or dogs are common.

38. Industrious Urban Fringe

Industrious Urban Fringe neighborhoods are found on the fringe of metropolitan cities. Approximately half of these households are located in the West; 40 percent are in the South. Most employed residents work in the manufacturing, construction, retail trade, and service industries. Family is central, and children are present in more than half of the households. Many live in multigenerational households. The median age is 28.5 years; the median household income is \$40,200. Two-thirds of the households own their single-family dwellings, with a median value of \$131,400. Necessities for babies and children are among their primary purchases along with toys and video games. Big movie fans, residents visit the cinema several times a month and watch movies at home frequently. They prefer to watch syndicated TV and listen to Hispanic radio.

39. Young and Restless

Change is the constant in this diverse market. With a median age of 28.9 years, the population is young and on the go. About 85 percent of householders moved in the last five years. Young and Restless householders are primarily renters, living in apartments in multiunit buildings. Almost 60 percent of households are single-person or shared. This educated market has the highest labor force participation among all the Tapestry segments, at 75 percent, and the highest female labor force participation, at 73 percent. The median household income is \$40,900. Residents use the Internet daily, to visit chat rooms, play games, obtain the latest news, and search for employment. They read computer and music magazines, and listen to public radio. They watch movies in the theater and on video/DVD, attend rock concerts, play pool, go dancing, and exercise weekly at a facility.

40. Military Proximity

Military Proximity communities depend upon the military for their livelihood. More than 75 percent of the labor force is in the Armed Forces, while others work in civilian jobs on military bases. The median household income is \$40,100 and the median age is 22.5 years. Two-thirds of the



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households are composed of married couples with children. Housing types are mainly townhomes and apartments in small multiunit buildings; 93 percent are occupied by renters. Residents participate in civic activities and are members of business clubs. Many homes have a pet, most likely a dog. Residents use the Internet to trade stocks and make purchases. For exercise, they snorkel, play tennis, practice yoga, and jog. Families visit theme parks and the zoo, throw Frisbees, and go bowling. Recent purchases include MP3 players, digital cameras, video game systems, cell phones, apparel, and jewelry.

41. Crossroads

Young families living in mobile homes typify Crossroads neighborhoods, found in small towns throughout the South, Midwest, and West. These growing communities are home to married-couple and single-parent families. The median age is 31.9 years. Homeownership is at 77 percent and the median home value is \$60,300. More than half of the householders live in mobile homes; 36 percent live in single-family dwellings. Employment is chiefly in the manufacturing, construction, retail trade, and service industries. Many homes have dogs. Residents generally shop at discount stores, but also frequent convenience stores. They prefer domestic cars and trucks, often buying and servicing used vehicles. Residents go fishing, attend auto races, participate in auto racing, and play the lottery. An annual family outing to Sea World is common. Outer Limits is a favorite weekly TV show.

42. Southern Satellites

Southern Satellites neighborhoods are rural settlements found primarily in the South, with employment chiefly in the manufacturing and service industries. Married-couple families dominate this market. The median age is 37.1 years and the median household income is \$37,700. Most housing is newer single-family dwellings or mobile homes with a median value of \$81,400, occupied by owners. Residents enjoy country living. They listen to gospel and country music on the radio, and attend country music concerts. They participate in fishing, hunting, and auto racing. Favorite TV stations are CMT and Outdoor Life Network. Satellite dishes are popular in these rural locations. Households own older, domestic vehicles, particularly trucks and 2-door sedans. Residents invest time in vegetable gardening, and households are likely to own riding mowers, garden tractors, and tillers.

43. The Elders

The Elders' median age of 73.4 years represents Tapestry's oldest market. The highest concentration of retiree residents prefer communities designed for senior living, primarily in warm climates. Half of these households are located in Florida, and 30 percent are situated in Arizona or California. Approximately 80 percent of households collect Social Security benefits; 48 percent receive retirement income. These residents are members of veterans' clubs and fraternal orders. Health-conscious, they take vitamins, visit doctors regularly, and watch their diets. Leisure activities include traveling, working crossword puzzles, fishing, attending horse races, gambling at casinos, going to the theater, and dining out. They play golf, listen to golf on the radio, and watch tournaments on The Golf Channel. Their daily routine includes watching TV and reading newspapers.

44. Urban Melting Pot

The ethnically rich Urban Melting Pot neighborhoods are made up of recently settled immigrants; more than half of whom were born abroad. Half of the foreign-born residents immigrated to the U.S. in the last 10 years. Most rent apartments in high-density urban canyons of large cities, primarily in New York and California. Approximately half of the housing units were built before 1950. The median age is 35.7 years and the median household income is \$37,400. Fashion- and cost-conscious, these residents love to shop, from upscale retailers to warehouse/club stores. Leisure activities include going to the beach, visiting theme parks and museums, playing football, ice skating, and roller blading. Distance does not deter these residents from contacting family living outside the U.S. They keep in touch with phone calls and foreign travel.

45. City Strivers

City Strivers are urban denizens of densely settled neighborhoods in major metropolitan areas, such as New York City and Chicago. Most households are composed of a mix of family types. The median age is 32.1 years and the median household income is \$36,800. Employment is concentrated in the city, with half of employed residents working in the service industry, particularly in health care. Twenty-two percent are government workers. Unemployment is twice that of the U.S. level. Housing is mostly older, rented apartments in smaller multiunit buildings. Primary spending is for groceries, baby products, and children's essentials. Residents enjoy going to dance performances, football and basketball games, and Six Flags theme parks.



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They listen to urban, all-news, and jazz radio formats, and watch lots of TV, especially movies, sitcoms, news programs, courtroom TV and talk shows, tennis, and wrestling.

46. Rooted Rural

Rooted Rural neighborhoods are located in rural areas throughout the country; however, more than three-fifths of the households are located in the South. Households are dominated by married-couple families; approximately one-third of whom already receive Social Security benefits. The median age is 41.0 years. Housing is predominantly single-family dwellings, with a strong presence of mobile homes and some seasonal housing. The median home value is \$89,900. Stable and settled, residents tend to move infrequently. They are do-it-yourselfers, constantly working on their homes, gardens, and vehicles. Many families have pets. Residents enjoy hunting, fishing, target shooting, boating, attending country music concerts, and listening to country music on the radio. Many households have a satellite dish; favorite stations include Outdoor Life Network and CMT.

47. Las Casas

Las Casas residents are the latest wave of western pioneers. Settled primarily in California, approximately half were born outside the United States. Young, Hispanic families dominate these households; 63 percent include children. This market has the highest average household size (4.27) among all the Tapestry segments. The median age is 25.4 years and the median household income is \$35,400. Most households are occupied by renters, although homeownership is at 42 percent. The median home value is \$278,400. Housing is a mix of older apartment buildings, single-family homes, and townhomes. This is a strong market for purchase of baby and children's products. Residents enjoy listening to Hispanic radio, reading adventure stories, and playing soccer. Many treat their children to a family outing at a theme park, especially Disneyland. When taking a trip, Mexico is a popular destination.

48. Great Expectations

Great Expectations neighborhoods are located throughout the country, with higher proportions found in the Midwest and South. Young singles and married-couple families dominate. The median age is 33.0 years. Labor force participation is high. Manufacturing, retail, and service industries are the primary employers. Approximately half of the households are owners living in single-family dwellings, with a median

value of \$100,600; the other half are renters, mainly living in apartments in low-rise or mid-rise buildings. Most of the housing units in these older suburban neighborhoods were built before 1960. Residents enjoy a young and active lifestyle. They go out to dinner, to the movies, to bars, and to nightclubs. They enjoy roller skating, roller blading, playing Frisbee, chess and pool, and attending auto races. They read music magazines and listen to rock music on the radio.

49. Senior Sun Seekers

The Senior Sun Seekers market is one of the faster growing markets, located mainly in the South and West, especially in Florida. Escaping from cold winter climates, many residents have permanently relocated to warmer areas; others are "snowbirds" who move south for the winter. Most residents are retired or are anticipating retirement. The median age is 51.4 years; 62 percent of the householders are aged 55 years or older. Most households are single-family dwellings or mobile homes, with a median value of \$107,500. There is a high proportion of seasonal housing. Many residents are members of veterans' clubs or fraternal orders. They own lots of insurance and consult with a financial advisor. Leisure activities include dining out, reading (especially boating magazines), watching TV, fishing, playing backgammon and bingo, working crossword puzzles, and gambling at casinos.

50. Heartland Communities

Heartland Communities neighborhoods are preferred by approximately 6 million people. These neighborhoods can be found primarily in small towns, primarily in the Midwest and South. More than 75 percent of the households are single-family dwellings, with a median home value of \$74,400. Most homes are older, built before 1960. The median age is 41.3 years; nearly one-third of the householders are aged 65 years or older. The distinctly country lifestyle of these residents is reflected in their interest in hunting, fishing, woodworking, playing bingo, and listening to country music. In addition to working on home improvement projects, they are avid gardeners and read gardening magazines. They participate in civic activities and take an interest in local politics. Residents order items from catalogs, QVC, and from Avon sales representatives.

51. Metro City Edge

Metro City Edge residents live in older suburban neighborhoods of large metropolitan cities, primarily in the Midwest and South. This market is home to married-couple, single-parent, and



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multi-generational families. The median age is 29.1 years and the median household income is \$30,200. Nearly half of employed residents work in the service industry. Most households live in single-family dwellings; 14 percent live in buildings with 2 to 4 units, many duplexes. Homeownership is at 56 percent and the median home value is \$74,100. Prudent shoppers, residents buy household and children's items at superstores and wholesalers. They enjoy watching TV (especially sitcoms and courtroom TV shows), going to the movies, visiting theme parks, roller skating, and playing basketball. They read music, gardening, and baby magazines, and listen to urban and gospel radio.

52. Inner City Tenants

Inner City Tenants neighborhoods are a microcosm of urban diversity, located primarily in the South and West. This multicultural market is young, with a median age of 27.8 years. Households are a mix of singles and families. Most residents rent economical apartments in mid- or high-rise buildings. Recent household purchases by this market include video game systems, baby food, baby products, and furniture. Internet access at home is not typical; those who have no access at home surf the Internet at school or at the library. Playing games and visiting chat rooms are typical online activities. Residents frequently eat at fast-food restaurants. They enjoy going to the movies, attending football and basketball games, water skiing, and playing football, basketball, and soccer. Some enjoy the nightlife, visiting bars and nightclubs to go dancing.

53. Home Town

These low-density, settled neighborhoods, located chiefly in the Midwest and South, rarely change. Home Town residents stay close to their home base. Although they may move from one house to another, they rarely cross the county line. Household types are a mix of singles and families. The median age is 33.7 years. Single-family homes predominate in this market. Homeownership is at 61 percent and the median home value is \$61,800. The manufacturing, retail trade, and service industries are the primary sources of employment. Residents enjoy fishing and playing baseball, as well as playing bingo, backgammon, and video games. Favorite cable TV stations include CMT, Nick at Nite, Game Show Network, and TV Land. When shopping, Belk and Wal-Mart are favorite stops, but residents also purchase items from Avon sales representatives.

54. Urban Rows

With about 1.2 million people, Urban Rows is the smallest Tapestry segment. Row houses are characteristic of these neighborhoods found primarily in large Northeastern cities, with much smaller concentrations in the South. Two-thirds of the households are in Pennsylvania; one-fifth are in Maryland. Homeownership is 62 percent and the median home value is \$81,300. Most housing was built before 1950. Households are a mix of family types. Nearly half of the households do not own a vehicle. The median age is 32.9 years. These residents rarely eat out. They prefer BJ's Wholesale Club for general shopping; preferred grocery stores are Acme, Pathmark, and Giant. Residents enjoy roller skating; playing baseball; attending basketball games; listening to urban, variety, and jazz radio programs; and watching sitcoms and sports on TV. Many households do not subscribe to cable.

55. College Towns

Education is the key focus for College Towns residents. College and graduate school enrollment is approximately 41 percent. The median age for this market is 24.5 years, with a high concentration of 18-24-year-olds. One out of eight residents lives in a dorm on campus. Students in off-campus housing live in low-income apartment rentals. Approximately 31 percent of the households are typically town residents who live in owner-occupied, single-family dwellings. The median home value is \$132,900. Convenience is the primary consideration for food purchases; residents frequently eat out, order in, or eat easy-to-prepare food. Many own a laptop computer. In their leisure time, they jog, go horseback riding, practice yoga, play tennis, rent videos, play chess or pool, attend concerts, attend college football or basketball games, and go to bars. They listen to classical music and public radio programs.

56. Rural Bypasses

Open space, undeveloped land, and farmland are found in Rural Bypasses neighborhoods, located almost entirely in the South. This market is home to families who live in small towns along country back roads. The median age is 37.1 years. Higher-than-average proportions of employed residents work in the agricultural, mining, manufacturing, and construction industries. Labor force participation is low and unemployment is high. Although most households are single-family dwellings, 32 percent are mobile homes. Homeownership is at 78 percent and the median home value is \$58,500. Residents save money by maintaining their homes, gardens, and



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vehicles themselves. They enjoy hunting, reading fishing and hunting magazines, and listening to gospel radio. They prefer to watch courtroom TV and talk shows, as well as cartoons. Recent purchases include baby products, clothes, and toys.

57. Simple Living

Simple Living neighborhoods are found throughout the U.S., in urban outskirts or suburban areas. Half of the households are singles who live alone or share housing, and 32 percent consist of married-couple families. The median age is 40.1 years. Approximately one-third of householders are aged 65 years or older; 19 percent are aged 75 years or older. Housing is a mix of single-family dwellings and multiunit buildings of varying stories. Some seniors live in congregate housing (assisted living). Fifty-five percent of households are occupied by renters. Approximately 40 percent of households receive Social Security benefits. Younger residents enjoy going out dancing, while seniors prefer going to bingo night. To stay fit, residents play softball and volleyball. Many households do not own a PC, cell phone, or DVD player. Residents watch a lot of TV, especially sitcoms and science fiction shows.

58. NeWest Residents

Most NeWest Residents rent apartments in mid- or high-rise buildings in primarily in major western and southern cities. California has the largest concentration of these households, followed by Texas. Families dominate this market. Children reside in 54 percent of the households, either in married-couple or single-parent families. Approximately half of the population is foreign-born. This young market has a median age of 25.3 years. Most of the employed residents work in service and skilled labor occupations. These residents lead a strong family-oriented lifestyle. Budget constraints restrict their purchases to essentials such as baby food, equipment, and products, as well as children's clothing. For fun, families go to the movies, visit theme parks, and play soccer. They like to watch sports on TV, especially wrestling and soccer, and listen to Hispanic radio.

59. Southwestern Families

These families are the bedrock of the Hispanic culture in the Southwest, more with children than without. Two-thirds of the households live in owner-occupied, single-family dwellings with a median home value is \$52,100. Most employed residents work in blue-collar or service occupations. Southwestern Families is an ethnically diverse market, with a median age of

28.2 years and a median household income of \$26,600. Recent purchases include baby and children's products. Households generally own or lease a 2-door sedan. The grocery store of choice is H.E. Butt. When eating fast food, Whataburger is a favorite stop. Residents enjoy fishing, water skiing, playing soccer, and going to the movies. They read gardening and parenthood magazines, and listen to Hispanic and urban radio formats. Typical TV viewing includes comedies, as well as wrestling and boxing.

60. City Dimensions

Diversity in household type and ethnicity characterize City Dimensions neighborhoods that are located in large urban cities. Population density remains high, with approximately 2,900 people per square mile. This market is young, with a median age of 29.0 years. Nearly 63 percent of households rent; more than half are apartments in multiunit structures. Most of the real estate is older. Approximately 70 percent of the housing units were built before 1960, 42 percent of which were built before 1940. Many households lease their vehicles, preferring Mercury or Ford models. Residents shop at BJ's Wholesale Club, Kmart, Marshalls, and T.J. Maxx. They enjoy roller skating, playing soccer and chess, attending auto races and shows, going to the movies, and renting movies on DVD (especially classics, horror, and science fiction). Video game systems are quite popular also.

61. High Rise Renters

This segment has the highest percentage of renters among all of the Tapestry segments; more than nine in ten households are renters in these densely populated neighborhoods. Approximately 41 percent rent in buildings with 50 or more units. High Rise Renters communities are located almost entirely in the Northeast; 86 percent of the households are in New York. Residents represent a diverse mix of cultures; many speak a language other than English. The median age is 29.6 years. Household types are mainly single-parent and single-person. Part-time work is just as common as full-time. Residents do aerobics and play soccer. They enjoy dancing, attending basketball and football games, watching movies on video tapes/DVDs, and listening to all-news, urban, and Hispanic radio. They watch a variety of news programs and are avid viewers of daytime TV.

62. Modest Income Homes

Modest Income Homes neighborhoods are found primarily in the older suburbs of metropolitan areas. Single-family dwellings represent more than two thirds of the housing; 15 percent are



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duplexes. The median home value is \$52,800. Household types are mainly single-person and single-parent. However, approximately 64 percent of households are family types. The median age is 35.0 years. Slightly more employed residents work part-time than full-time, mainly in service and blue-collar occupations. At 20 percent, unemployment is high. These frugal residents shop at discount stores, do not pay for Internet access, and rarely eat out. They are content to wait for movies to be shown on TV instead of going to the theater. They watch daytime and primetime TV, especially courtroom TV shows and sitcoms, and listen to urban and gospel radio. A favorite cable channel is BET.

63. Dorms to Diplomas

Dorms to Diplomas is Tapestry's youngest market, with a median age of 21.8 years. College and graduate school enrollment is approximately 81 percent. Nearly three-fourths of employed residents work part-time in low-paying service industry jobs. Approximately 43 percent of residents live in on-campus dormitories; the remainder rent apartments in off-campus multiunit buildings. Ninety percent of households are renters. PCs are a necessity, and the Internet is easily accessible to research assignments, search for jobs, obtain the latest news, and keep in touch with family. For exercise, residents participate in a variety of sports. They enjoy going to college football and basketball games, rock concerts, the movies, and bars, as well as dancing, playing pool, and renting video tapes/DVDs. They listen to classic hits, public, and rock radio programs.

64. City Commons

City Commons neighborhoods are found in cities of large metropolitan areas, mainly in the South and Midwest. This younger market has a median age of 24.2 years. Single-parent families and singles dominate these households, and children abound. Approximately 77 percent of the households are renters; approximately 63 percent of the rentals are apartments in multiunit buildings, primarily with fewer than 20 units. More residents work part-time instead of full-time. This market has the highest unemployment rate among all of the Tapestry segments. Baby and children's products are the major purchases. Residents enjoy playing basketball, softball, and backgammon. A yearly family outing to a theme park is common. They prefer courtroom TV shows when watching television; listen to gospel, urban, and jazz programs on the radio; and read music, baby, parenthood, and fashion magazines.

65. Social Security Set

Four in ten residents in the Social Security Set segment are aged 65 years or older; the median age is 44.6 years. Most of these residents live alone. Located in large cities scattered across the U.S., these communities are dispersed among business districts and around city parks. The service industry provides more than half of the jobs held by residents who will work. Households subsist on very low fixed incomes. Most residents rent apartments in low-rent, high-rise buildings. Many rely on public transportation, because more than half of these households do not own a vehicle. Limited resources somewhat restrict the purchases and activities of these residents, although many have invested their savings in stock. They enjoy going to the movies and soccer games, and reading science fiction. Many households subscribe to cable TV; residents particularly enjoy watching game shows, sports, and entertainment news shows.

66. Unclassified

Unclassified neighborhoods include unpopulated areas such as parks, golf courses, open spaces, or other types of undeveloped land. Institutional group quarters, such as prisons, juvenile detention homes, mental hospitals, or any area with insufficient data for classification are also included in this category.