

**HOUSING REPORT**  
**FOR**  
**HAYWOOD COUNTY, NORTH CAROLINA**

**Prepared for**  
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## Summary

This report examines population, household, and tenure trends, broken out into the senior market and the market from the working age population. These projections were supplemented by additional information from existing households who could be expected to consider residing in several housing options segmented by tenure and age, taking income/affordability into consideration also.

Here, it was seen that the study area - Haywood County - based on a three-year projection period over a five year study period (2020 to 2025), could support:

- a single-family development of detached single-storey homes catering to the active-adult market at a location in Waynesville, or in Canton or Clyde. Initially, a 72-lot development could be considered for Waynesville, all things considered, or around 48 lots in Canton or Clyde.
- Waynesville could accommodate a 142-unit subsidized project for low and very low income seniors, and Canton and Clyde could absorb up to 95 units, and Maggie Valley, 48 units.
- were an affordable/tax credit property to be developed in Haywood County, it could offer maybe 50 units and should be located in Waynesville, or at a site convenient to the hospital and associated medical services, in Clyde.
- with respect to market rate rentals for seniors, demand calculations suggest a 70-unit market rate property for seniors property in Waynesville, or perhaps 48 units in Clyde (providing it could attract households with incomes in the 60- to 80-percent of income, range).
- with regard to subsidized rental housing catering to low and very low income persons, projects could be considered for Waynesville, Canton, Clyde and Maggie Valley - with the assumption that more units could be placed in Waynesville than in each of the other communities, and fewer could be considered in Maggie Valley. Thus, Waynesville, for example could absorb up to 540 units, Clyde and Canton could each absorb up to 365 units, and Maggie Valley up to 180 units - subject to the provision of the necessary rental subsidies.
- calculations of the need for affordable rental housing for families suggests a 160-unit property in Waynesville and up to 100 or so units in Clyde and Canton. Actual demand would reflect the specific rent and income targeting scenario considered - and also the impact of any new competing projects.
- our calculations for market rate rentals for families suggest that unless households at 60 to 80 percent of the median could be accommodated, a reasonably sized market rate complex is not recommended.
- with respect to for-sale housing for families, the data for Haywood County for the study period suggests that a single-family subdivision catering to first-time home-buyers is not unreasonable - here a conservative 12-unit per year absorption is considered appropriate at this point, all things considered, at a location that catered to households willing to locate in the Waynesville-Clyde-Canton area.

The preceding is summarized as follows:

Type of Housing	Canton	Clyde	Maggie Valley	Waynesville
Senior, for sale	48	48		72
Subsidized: Senior, for rent	95	95	48	142
Affordable Senior, for rent		50		50
Market Rate: Senior, for rent		48		70
Family, for sale	12*	12*		12*
Subsidized: Families, for rent	365	365	180	540
Affordable: Families, for rent	100	100		160
Market Rate: Families, for rent				
<i>Note: Figures particular housing types are not additive because of overlapping markets</i>				
<i>* Annually</i>				

Introduction

The following narrative outlines our examination of housing needs in Haywood County. Tables which inform the narrative are included in the report text and other tables - both for Haywood County, Region A, and North Carolina - are included, for reference, in three reports appended to this document. It should be noted that some ancillary information is presented in the Addenda that are not referenced in this report.

The focus of this report is the identification of housing needs - by tenure and age of householder, segmented by income. The study period will focus on need over the short- to medium term: from 2020 to 2025. Housing needs will be based on household projections, which in turn are based on population trends and projections. Here, we will address population and household trends throughout Haywood County in order to identify and quantify those trends and how they might relate to recent - and projected - population, household, and housing characteristics.

Population Trends

Population growth is, fundamentally, a function of the inter-relationship between the natural increase of that population (the difference between the number/rate of births and deaths), and net-migration. In addressing the components of population growth for a specific area it is necessary to discount any non-residential/group quarters (institutional) population. Population estimates - showing total population and group quarters since 2010 - for Haywood County, are set out in Table 1, below. (Here, data presented are for the study area - Haywood County - unless otherwise stated).

Table 1 - Population Estimates

	total population	group quarters
2010	58,935	
2011	58,722	813
2012	58,642	813
2013	58,966	815
2014	59,134	628
2015	59,636	674
2016	60,389	657
2017	61,036	671
2018	61,971	681

Source: Census Bureau

Here the population of Haywood County is seen to show net growth between 2010 and 2018, based on official estimates.

As is seen in Table 2, whereas Haywood County showed net population growth between 2010 and 2018, estimates reveal that the population decreased, annually, between 2010 and 2012. Between 2010 and 2011 - and the height of the recession - the County showed a net population decrease of 207 persons. With respect to the components of that population change over that period, the number of deaths exceeded the number of births by 123 (653 recorded deaths and 530 recorded births), with a net out-migration of 82 persons. From 2010 to 2018 it is seen that, the number of deaths exceeded the number of births on an annual basis - from 2012, for example, the number of deaths have exceeded the number of births by around 150 or so persons. Over that period, however, net in-migration has been quite significant and increased over that period - with 488 migrants into the county in 2012 to 2013, and as many as 1,083 in the most recent period (2017 to 2018). Thus, the population growth that Haywood County has experienced in recent years reflects the impact of the number of persons moving into the area.

Table 2 - Components of Population Change, Numbers, 2010 to 2018

	Net change	Births	Deaths	Natural Increase	Net Migration
April 2010 to July 2010	-96	131	193	-62	-26
July 2010 to July 2011	-207	530	653	-123	-82
July 2011 to July 2012	-80	580	701	-121	49
July 2012 to July 2013	324	552	718	-166	488
July 2013 to July 2014	168	540	714	-174	342
July 2014 to July 2015	502	610	786	-176	673
July 2015 to July 2016	753	605	754	-149	901
July 2016 to July 2017	647	593	769	-176	820
July 2017 to July 2018	935	604	756	-152	1,083

Source Census Bureau

Table 3, below, illustrates the levels and trends of birth rates, death rates, the rate of natural increase and the net in-migration rate for Haywood County since 2010, based on Census Bureau estimates. With respect to these, it is seen that birth rates have been around 10 per thousand, and death rates have ranged between 11 and 13 per thousand. The net migration rate shows relatively low rates prior to 2014 to 2015, with rates between 11 and 18 percent (the latter being for the most recent year).

Table 3 - Components of Population Change, Rates, 2010 to 2018

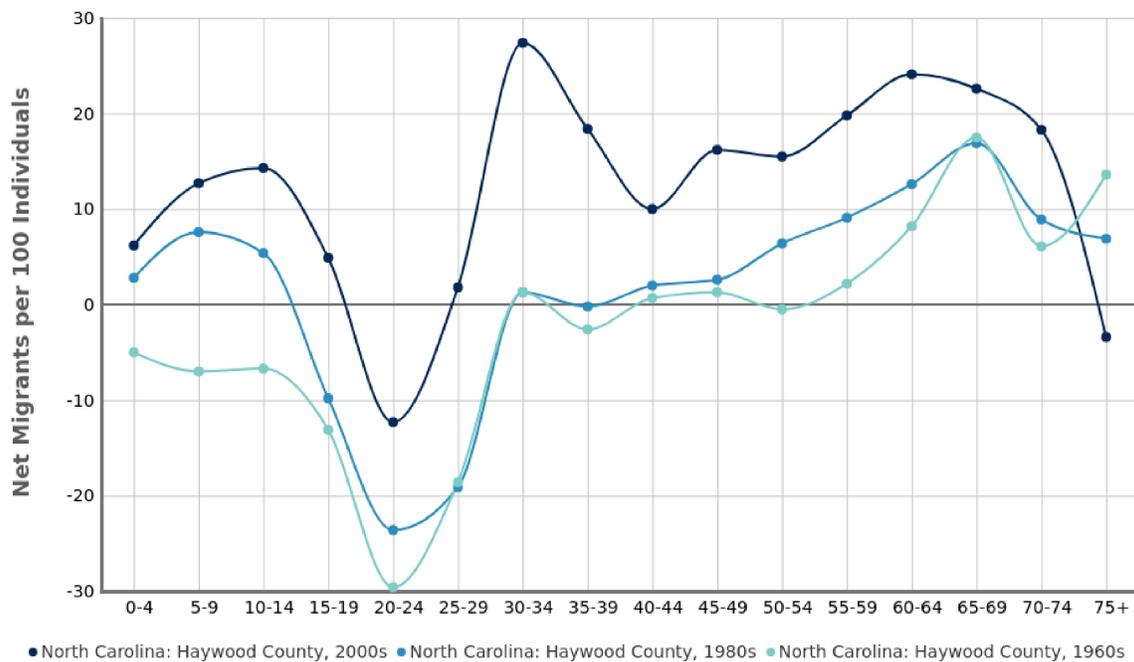
	Birth rate ‰	Death rate ‰	Natural increase rate	Migration rate ‰
July 2010 to July 2011	11.9	12.4	-0.6	-5.8
July 2011 to July 2012	10.3	12.2	-1.9	-10.0
July 2012 to July 2013	10.7	13.3	-2.6	4.0
July 2013 to July 2014	10.0	13.3	-3.2	-8.2
July 2014 to July 2015	9.2	11.3	-2.1	-0.8
July 2015 to July 2016	9.3	11.5	-2.2	-3.8
July 2016 to July 2017	10.1	12.2	-2.1	0.9
July 2017 to July 2018	8.9	11.5	-2.6	-3.2

Source Census Bureau

As noted, above, net in-migration has been the significant contributor to population growth in Haywood County since 2010. Consideration of overall net migration rates does not illustrate the extent to which those rates may vary, by, for example, age. Table 4, below, shows net migration rates, by age, for Haywood County for 1960 to 1970, for 1980 to 1990, and for 2000 to 2010 (the most recent data available).

Table 4 - Net Migration by Age

**Net Migration by Age**



Winkler, Richelle, Kenneth M. Johnson, Cheng Cheng, Jim Beaudoin, Paul R. Voss, and Katherine J. Curtis. Age-Specific Net Migration Estimates for US Counties, 1950-2010. Applied Population Laboratory, University of Wisconsin - Madison, 2013. Web.

Source: as cited

Here it is seen that in the 1960's, for example, net migration rates were negative (out-migration) for persons under 30 years of age, and positive (in-migration) for those age ranges above 30 years of age. With respect to the latter, it should be noted that net in-migration for persons between 30 and 55 years of age were relatively modest, whereas those for persons aged 55 and older were more significant. This is indicative of retirees moving to the area.

The pattern exhibited in the 1960's was mirrored by the data for both the 1980's and the 2000's. In the 1980's the rates were significantly above those for the 1960's (especially for persons aged 50 years and above), although the rates for the younger cohorts (particularly persons between 15 and 30 years) were still negative.

The pattern for the 2000's - the most recent data - shows more significant in-migration. Here, rates are positive (net in-migration) for persons 25 years and over and are notably higher than previously for each cohort (although the area experienced net out-migration of persons in the oldest cohort).

As is to be expected, the patterns of natural increase and net migration, by age, are reflected in the age distribution of the population in published censuses and in official projections. Population data, by age, for Haywood County, is set out in Table 5, below. Data for 2000 and 2010 are from the Decennial Census, and data for 2020, 2025, and 2030 are from the most recent official population projections published by the North Carolina State Data Center.

Table 5 - Population by Age, 2000 to 2030

	2000		2010		2020		2025		2030	
	number	percent.								
Total	54,033		59,036		63,950		66,424		68,899	
Male	25,897	47.9	28,502	48.3	31,056	48.6	32,341	48.7	33,627	48.8
Female	28,136	52.1	30,534	51.7	32,894	51.4	34,083	51.3	37,272	54.1
less than 5 years	2,838	5.3	2,905	4.9	3,158	4.9	3,314	5.0	3,377	4.9
5 to 9 years	3,179	5.9	3,118	5.3	2,947	4.6	3,281	4.9	3,446	5.0
10 to 14 years	3,297	6.1	3,352	5.7	3,260	5.1	3,182	4.8	3,537	5.1
15 to 19 years	2,874	5.3	3,429	5.8	3,476	5.4	3,436	5.2	3,380	4.9
20 to 24 years	2,382	4.4	2,824	4.8	3,103	4.9	3,147	4.7	3,112	4.5
25 to 34 years	6,709	12.4	5,811	9.8	6,902	10.8	7,159	10.8	7,234	10.5
35 to 44 years	7,847	14.5	7,495	12.7	6,820	10.7	7,430	11.2	8,067	11.7
45 to 54 years	7,798	14.4	8,824	14.9	8,238	12.9	7,827	11.8	7,846	11.4
55 to 59 years	3,553	6.6	4,313	7.3	4,755	7.4	4,517	6.8	4,459	6.5
60 to 64 years	3,284	6.1	4,549	7.7	4,752	7.4	5,005	7.5	4,816	7.0
65 to 74 years	5,602	10.4	6,955	11.8	9,004	14.1	9,307	14.0	9,882	14.3
75 to 84 years	3,579	6.6	4,009	6.8	5,503	8.6	6,497	9.8	7,044	10.2
85 years and older	1,091	2.0	1,452	2.5	2,032	3.2	2,322	3.5	2,699	3.9
under 15 years	9,314	17.2	9,375	15.9	9,365	14.6	9,777	14.7	10,360	15.0
15 to 64 years	34,447	63.8	37,245	63.1	38,046	59.5	38,521	58.0	38,914	56.5
65 years and older	13,556	25.1	16,965	28.7	21,291	33.3	23,131	34.8	24,441	35.5
Median Age	42.3 years		45.6 years		48.1 years		48.1 years		47.9 years	

Source: Census Bureau; North Carolina State Data Center

Here it is seen that the population of Haywood County grew from 54,033 to 59,036 between 2000 and 2010, and that official projections show that this growth is expected to continue.

As noted, the area was seen to exhibit significant in-migration of older persons. Thus, in 2000, 13,556 persons aged 65 years and older lived in the County, and in 2010 that population grew to 16,965 and accounted for 28.7 percent of the total (compared with 25.1 percent in 2000). In 2010, 28.1 percent of the population of Region A as a whole was aged 65 and older (Table A1), and only 18.6 percent of the population of North Carolina was in that age group (Table NC1). Official projections for that older cohort show continued growth in absolute numbers - up to 24,441 older persons in 2030 for example - but that the proportion in that age range is projected to level-off somewhat.

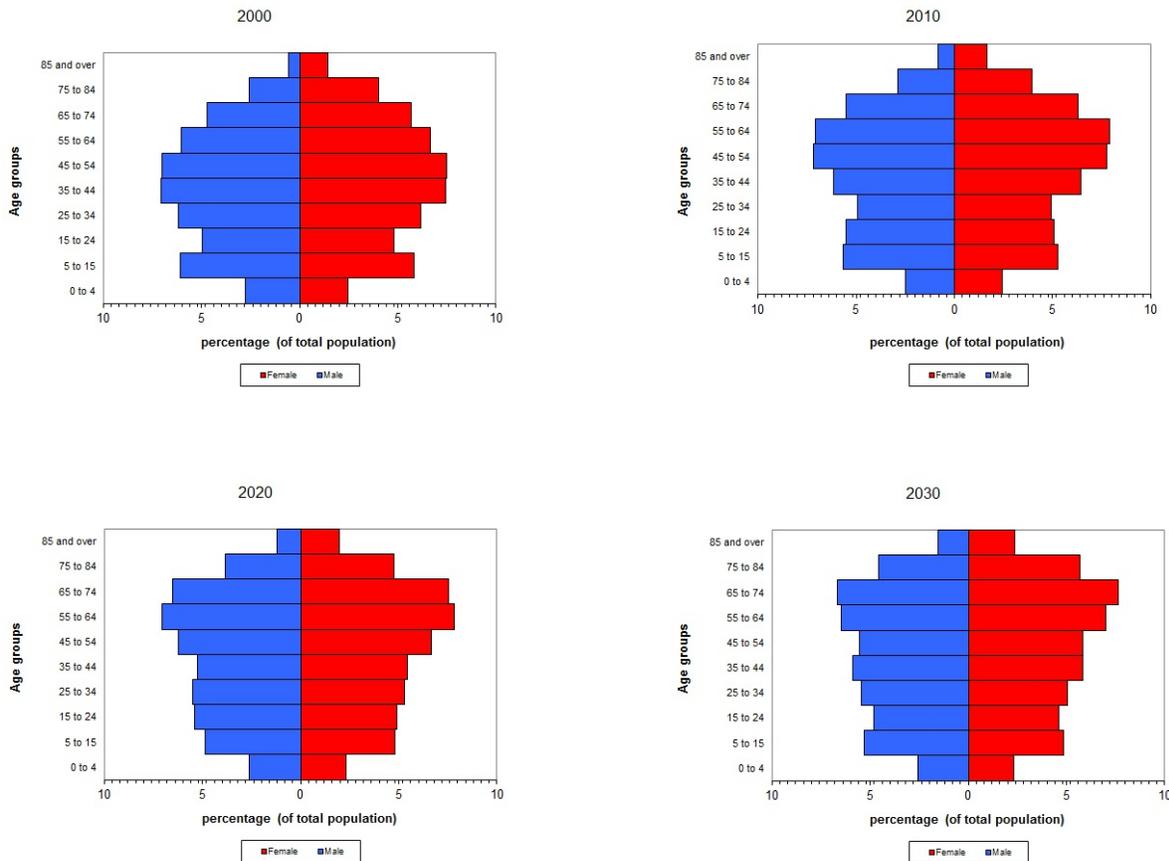
In 2000, for example, 17.2 percent of the population of Haywood County was aged less than 15 years old, and this proportion fell to 15.9 percent in 2010, and is projected to remain around 15 percent over the next two decades.

The population of Haywood County in the 15 to 64 year age group (that broadly corresponding to the working age population) amounted to 34,447 persons in 2000 and 37,245 persons in 2010. This cohort is projected to grow to 38,914 by 2030. Whereas this does represent growth in absolute numbers, the proportion of the county's population in that cohort is projected to decrease from 63.8 percent in 2000, to 63.1 percent in 2010, and to 56.5 percent in 2030. This pattern is mirrored for Region A as a whole: that is, 64.6 percent in 2000 to 54.2 percent in 2030 (Table A1). For the State as a whole, 61.7 percent of the total population will be in the 18 to 64 year age range in 2030, compared with 67.4 percent and 67.1 percent in 2000 and 2010, respectively (Table NC1).

Given these trends, by age, it is seen that the average age of the Haywood County population was 42.3 years in 2000, and increased to 45.6 years in 2010. The average for 2020 is projected to be around 48.1 years, and is projected to decrease, slightly, to 47.8 years in 2030. The median age for Region A in 2010 is estimated at around 43.6 years and that for the State as a whole in 2010 was recorded as 37.4 years.

The distribution of the various age cohorts (broken out into males and females) are illustrated in the following population pyramids - showing the relative aging of the population and concomitant decreases in the cohorts in the middle age ranges.

Table 6 - Population Pyramids, 2000 to 2030



Source: Census Bureau; North Carolina State Data Center

## Household Trends

The projections that our assessment of future housing needs are to be based on are projections of households, broken-out by tenure (owner-occupied and renter-occupied units), and by age. With respect to the latter we will focus on housing for senior households (aged 65 years and over) and for the working population/aged less than 65 years. Prior to projecting need by tenure it is therefore necessary to derive projections of the number of total households for the Haywood County study area. Projections of households are necessarily derived from population projections - applying projected average household size to projected population.

Prior to outlining household projections for Haywood County (both for all households and for households by age and/or tenure), it is pertinent to examine household characteristics and trends for that area.

In Haywood County there were 56,033 persons in 23,104 households as of the 2000 Census, and 59,036 persons in 25,563 households as recorded in the 2010 Census. Over that period, therefore, the population grew by 9.3 percent, and the number of households increased by 10.7 percent. The relatively greater increase in the number of households reflects decreases in average household size over that period (from 2.34 persons per households in 2000 to 2.31 a decade later).

These figures for average household size in Haywood County are quite low, and reflect the age and household structure of the county's population. As noted above, average age is relatively high and a significant proportion of the county's population is in the older age cohorts. Further, Census data (Table C3) show that in Haywood County, the number of one-person households accounted for 26.7 percent of all households in 2000, and increased to 28.5 percent in 2010. The number of family households declined over that decade. Thus, for example, the number of married-couple families while increasing from 13,093 in 2000 to 13,306 in 2010 accounted for 81.6 and 78.0 percent of the totals for those years, respectively. Again, in consideration of declining household size, the number of married couple families without children present grew from a relatively high 65.7 percent in 2000 to 70.0 percent in 2010. The latter illustrate the effects of the incidence of significant numbers of couples without children and childless couples (including younger couples delaying - or foregoing - having children).

Based on Decennial Census data, 77.4 percent of occupied housing units in Haywood County in 2000 were owner-occupied and 22.6 percent were renter-occupied. The corresponding proportions for 2010 were 74.1 percent and 25.9 percent, respectively. Thus, over that decade, Haywood County experienced a net increase of 2,463 households - a net increase of 1,083 owner-occupied units and 1,380 rental units.

## Selected Housing Characteristics

The Census data cited in this report (other than the Estimates in Table C1) are based on the Decennial Census. The 2010 Census no longer included detailed data - instead those data are provided on an annual basis in the American Community Survey. The latter - although it is made available on a more regular basis - is based on a small sample, and as such needs to be used with caution. That is, it is best used to highlight the relative incidence of certain criteria rather than an absolute number - that is the percentage/proportion of a population that exhibits a certain condition, rather than the number of the population that exhibits that condition. Additionally, given that, for example, the five-year estimates reflect a five-year period it is not realistic to compare one five-year report's numbers with another report that falls within that five year period because of the inherent overlap in those data. Thus, in order to draw attention certain conditions, we will employ the American Community Survey data to illustrate the relative incidence of those conditions, and where we present comparisons over time, the most recent Five-year Survey (2013 to 2017) will be compared with the five years prior to the 2013 to 2017 data (that is, the 2008 to 2012 Survey).

With respect to select pertinent housing criteria, the 2013 to 2017 America Community Survey reports that, for example, 74.5 percent of all housing units in Haywood County were occupied. Of the 25.5 percent that were reported as vacant, 1.9 percent of those were rented or sold, but not occupied, and 59.4 percent of which were recorded as second homes/held for seasonal, recreational, or occasional use, and 27.9 percent of which were 'other vacant units' (Table C4). These proportions are similar to those from the 2008 to 2012 Survey, and are comparable with the corresponding proportions for Region A as a whole (Table A4). Statewide, 14-to 15 percent of all housing units are reported to be vacant - with 31- to 33 percent being held as second homes, etc. (Table NC4).

American Community Survey data for Haywood County show that, as of the 2013 to 2017 Survey, 1.5 percent of housing units there were built since 2010, and 19.1 percent were built between 2000 and 2009, for example. The average year built in the County is seen to be 1986 (Table C6). The average year built for Region A is estimated at 1984 (Table A6), and that for North Carolina as a whole is seen to be 1988 (Table NC6).

For Haywood County, it is seen that 10.3 percent of households moved since 2015, and 27.0 percent moved between 2010 and 2014. Of those in Haywood County that moved over those two periods, 56.3 percent were renters (Table C7).

Based on ACS data, the median value of owner-occupied units is \$175,900 (Table C8) - with that for Region A being estimated at \$185,234 (Table A8); and that for North Carolina reported at \$161,000 (Table NC8).

The 2013 to 2017 ACS report shows that the median monthly housing costs for owner-occupiers (with a mortgage) was \$1,163 - compared with \$1,146 in the 2008 to 2012 Survey (Table C9). The corresponding figure for Region A is around \$1,111 (Table A9), with that for the State being \$1,261 (Table NC9).

The median monthly rent reported for Haywood County in the 2013 to 2017 Survey is found to be \$721 - compared with \$715 ( a 0.8 percent increase) from the 2008 to 2012 Survey (Table C11). The corresponding estimated median rents for the Region (Table A11) are \$670 and \$738 (a 10 percent increase), with those for the state (Table NC11) being \$759 and \$844 (a 12 percent increase).

The 2013 to 2017 ACS report reveals that for Haywood County (Table C12), 44.3 percent of renters were paying in excess of 35 percent of their income on housing costs - with 39.9 percent of renters throughout Region A (Table A12) paying that proportion (estimated), and 39.6 percent statewide, devoting that share of their income to housing costs (Table NC12) .

### Tenure Trends

In consideration of population and household growth - and focusing on tenure in particular - it is noted that for the 2008 to 2012 report for Haywood County, 25.5 percent of occupied housing units were rented, and the corresponding proportion was recorded as 28.3 percent in the subsequent, 2013 to 2017, report. This is a noteworthy change, all things considered.

The last decade or so - with a housing boom-and-bust consequent upon changes in the economy, changes in credit conditions, and evolving housing markets in general - along with demographic trends such as the aging of the population, delayed marriage, delayed child-bearing, and related factors, complicate the process of determining future tenure trends in general, and housing needs in particular. Additionally, significant and ongoing increases in construction costs impact the supply of housing - especially housing that caters to the more affordable end of the market.

On one hand, projecting tenure trends in Haywood County on the basis of, for example, the extrapolation of 2000 to 2010 tenure trends and applying those extrapolated shares to projected population and households in the short-to-medium term would serve to overstate the need for rental housing. On the other hand, assuming that the tenure trends would return to some sort of 'norm' - with tenure proportions more like the 2000 (or 1990) levels - would, in the short-to-medium term, overstate the need for owner-occupied units.

Under these circumstances, we consider it prudent (largely given the lack of applicable alternatives) to assume that the tenure proportions recorded in the 2010 Census are likely to hold, all things considered, for areas such as Haywood County. Here, we assume that tenure proportions to be used ought to be those based on the age of the householder, applying them to projected households, by age. Thus, the total population will be used to derive household projections based on decreases in average household size, and the 2020 tenure proportions will be applied to projected households, by age. With respect to the latter, given that home-ownership is typically seen to increase with age, then, given the aging of the projected population, this should result in marginal increases in owner-occupied housing and concomitant decreases in rental accommodation. Here, it should be noted that given that our tenure projections focus on a more purely demographic criterion, it is implied that economic, financial, and other criteria will be effectively held constant (or at least mirror any trends in the latter that may have been incorporated in the official population projections used - for example, the extent to those projections may be subject to employment assumptions based on recent labor force and employment numbers, etc.).

Here, we will provide tenure projections for Haywood County as a whole, for the working age population (15 to 64 years), and for the senior population (65 years and older). The data for 1990, 2000, and for 2010 are taken from the Decennial Census for those years (with 1990 data included for reference). These are set out in the following tables, along with projections for the 2020 to 2025 study period.

The following table provides projections for the total population of Haywood County. This shows, as outlined on the previous pages, consistent population growth with growth in the total number of households reflecting both the population growth and decreasing average household size. Both the number of owner-occupied households and renters households showed ongoing growth, also. Given the method used to project households by tenure (as outlined above) it is seen that, over the period from 2010 to 2025, that as the population of the County ages, the relative proportion of owner-occupied households shows marginal increases.

Table 7 - Population, Household, and Tenure Trends, 1990 to 2025

Total Population										
	Population		Households		Person per Household	Owner-occupied		Renter-occupied		
						number	percent.	number	percent.	
1990		46,942		19,211	2.44	14,817	77.1	4,394	22.9	
2000		54,033		23,100	2.34	17,869	77.4	5,231	22.6	
2010		59,036		25,563	2.31	18,952	74.1	6,611	25.9	
2020		63,950		28,337	2.26	21,291	75.1	7,046	24.9	
2025		66,424		29,578	2.25	22,317	75.5	7,260	24.5	

Source 1990, 2000 and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

The changes in these variables over the study period are illustrated in the following table.

Table 8 - Population, Household, and Tenure Trends: Change

Change		Population	Households	Owner-occupied	Renter-occupied
1990-2000		7,091	3,889	3,052	837
2000-2010		5,003	2,463	1,083	1,380
2010-2020		4,914	2,774	2,339	435
2020-2025		2,474	1,241	1,027	214
Annual change		Population	Households	Owner-occupied	Renter-occupied
1990-2000		709	389	305	84
2000-2010		500	246	108	138
2010-2020		491	277	234	43
2020-2025		495	248	205	43

Source 1990, 2000, and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

Here, it is seen that a net 1,027 owner-occupied units are projected to be needed in Haywood County from 2020 to 2025 - around 205, annually. Likewise, around 214 rental units are needed - around 43 new units on an annual basis. It should be noted that these numbers are for all household types - at all ages and all income levels, for example.

The calculations outlined in the previous two tables illustrate a net quantitative change in housing units needed - focusing on population and household growth and tenure trends. In order to get a better determination of need, it is pertinent to consider a qualitative aspect. Most housing market study guidelines incorporate an element that reflects the need for the replacement of “substandard” housing - where, most often, this variable is based on a somewhat outdated/historical definition of physically substandard housing. Thus, variables such as lacking complete plumbing facilities and/or lacking a complete kitchen facilities are used as a measure of substandard housing, often in combination with overcrowding. These criteria do not, in our opinion, reflect the need for the replacement of housing units that are physically or functionally obsolete.

Based on the most recent ACS data, less than one half of one percent of units meet either of the latter criteria in Haywood County. The American Housing Survey report on Components of Inventory Change provides data on the loss of houses to the housing inventory over a two-year period. The most recent report examines changes from 2011 to 2013. Here, it is possible to examine losses due to conversions, homes or mobile homes moving, units changing to nonresidential use, losses through demolition or disaster, units that are badly damaged or condemned, and lost in other ways. Here, it is seen that around 0.23 percent of the owner-occupied stock are lost - on annual basis - and around 0.49 percent of rental units are likewise lost. Over the five year study period, this amounts to the need for the replacement of 245 owner-occupied units and the replacement of 173 rental units in Haywood County over the study period in this report. Thus, the five-year need set out above is adjusted to 1,271 owner-occupied units and 387 rental units (254 and 77 units per year, respectively).

Our examination of housing needs in Haywood County also considers the need for housing from two populations/sub markets - the senior population and the population aged 15 to 64 years (or what can be considered the working population). The nature of these markets, highlighted by the impact of demographic factors and trends suggest that these markets should be treated separately.

Tenure Trends, by Age: Senior Households

Table 9, below, outlines the population, household, and tenure trends for the senior population of Haywood County. This shows, as outlined on the previous pages, consistent population growth with parallel growth in the total number of households reflecting both that population growth and decreasing average household size, for that age cohort. Both the number of owner-occupied households and renter households showed ongoing growth. Given the method used to project households by tenure (as outlined above) it is seen that, over the period from 2010 to 2025, as the population of the County ages, the relative proportion of owner-occupied households remains quite steady.

This table illustrates the significant growth of the Haywood County senior population - reflecting both the aging of the population and the continued impact of the net in-migration of older persons.

Table 9 - Population, Household, and Tenure Trends, Households 65 and older, 1990 to 2025

Population, 65 and older										
	Population		Households	Person per Household	Owner-occupied		Renter-occupied			
					number	percent.	number	percent.		
1990		8,544	5,488	1.56	4,634	84.4	854	15.6		
2000		10,272	6,626	1.55	5,720	86.3	906	13.7		
2010		12,416	8,114	1.53	6,805	83.9	1,309	16.1		
2020		16,539	10,977	1.51	9,201	83.8	1,776	16.2		
2025		18,126	12,170	1.49	10,192	83.8	1,977	16.2		

Source 1990, 2000, and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

The changes in these variables over the study period are illustrated in the following table.

Table 10 - Population, Household, and Tenure Trends, Households 65 and older: Change

Change		Population	Households	Owner-occupied	Renter-occupied
1990-2000		1,728	1,138	1,086	52
2000-2010		2,144	1,488	1,085	403
2010-2020		4,123	2,863	2,396	467
2020-2025		1,587	1,192	991	201
Annual change		Population	Households	Owner-occupied	Renter-occupied
1990-2000		173	114	109	5
2000-2010		214	149	109	40
2010-2020		412	286	240	47
2020-2025		317	238	198	40

Source 1990, 2000, and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

The continued growth of the senior population reveals that around 1,192, net, units are needed for seniors between 2020 and 2025 - 991 of which are owner-occupied units and 201, net, are rentals. These figures can also be adjusted to reflect potential losses (as outlined for the total population). Thus, these figures translate to an additional 106 owner-occupied units and 44 rentals - a total of 1,097 owner-occupied units, and 245 renter-occupied units - or 219 owner-occupied units and 49 renter-occupied units, annually.

Tenure Trends, by Age: Working-Age Households

The table below outlines the population, household, and tenure trends for the working age population of Haywood County. Here, it is seen that population of this cohort does exhibit consistent growth for the period covered by the table, but that that growth is less pronounced than that for the senior population. It is noteworthy that whereas population growth for this cohort was significant for the period from 1990 to 2010, the rate of growth is projected to drop-off between 2010 and 2025. These trends, in combination with increasing average household size based on the 2000 to 2010 trend, shows a projected decrease in the total number of households between 2010 and 2020, and a modest increase between 2020 and 2025. The tenure projections again show a, small, decrease in owner-occupied households between 2010 and 2020 and a modest increase between 2020 and 2025. Renter households are projected to show a modest decrease for the 2010 to 2020 period and a modest increase for 2020 to 2025. This pattern, with respect to tenure, reflects both the population projections, by age, and also tenure proportions by age. With respect to the latter, the incidence of owner-occupied housing increases with age. In Haywood County, for example, in 2010, 51.2 percent of households in the 25 to 34 year age group were owner-occupiers, with the proportion for those in the 34 to 44 year age range being 67.9 percent. This proportion increases to 84.7 percent for households aged 55 to 64 years. In 2010, the proportion of the working age population, as defined, that was at the lower end of that range (25 to 44 years) was 35.7 percent. The relative growth of the population at the higher/older end of that range between 2010 and 2020 is projected to result in the lower age ranges accounting for only 36.0 percent of the working-aged population. Between 2020 and 2025, however, the projected growth of the population in that lower range is projected to result in that cohort accounting for 37.8 percent of the overall group.

All things considered, with relatively fewer persons in the lower age groups, home-ownership will be suppressed, and as the number/proportion in that group increases as the population ages, the number of home-owners will increase. Given the age distribution for the Haywood County, as projected, the proportion of home-owners will decrease in the short-term, at least - reflecting both the age distribution of the population and also the relative strength of the rental sector in 2010.

Table 11 - Population, Household, and Tenure Trends, Households 15 to 64 years, 1990 to 2025

Population, 15 to 64 years										
	Population	Households	Person per Household	Owner-occupied number	Owner-occupied percent	Renter-occupied number	Renter-occupied percent			
1990	30,553	13,723	2.23	10,183	74.2	3,540	25.8			
2000	34,447	16,474	2.09	12,149	73.7	4,325	26.3			
2010	37,245	17,449	2.13	12,147	69.6	5,302	30.4			
2020	38,046	17,360	2.19	12,090	69.6	5,270	30.4			
2025	38,521	17,408	2.21	12,125	69.7	5,283	30.3			

Source 1990, 2000, and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

The changes in these variables over the study period are illustrated in the following table.

Table 12 - Population, Household, and Tenure Trends, Households 15 to 64 years: Change

Change				
	Population	Households	Owner-occupied	Renter-occupied
1990-2000	3,894	2,751	1,966	785
2000-2010	2,798	975	-2	977
2010-2020	801	-89	-57	-32
2020-2025	475	48	35	13
Annual change				
	Population	Households	Owner-occupied	Renter-occupied
1990-2000	389	275	197	79
2000-2010	280	98	0	98
2010-2020	80	-9	-6	-3
2020-2025	95	10	7	3

Source 1990, 2000, and 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

The projected changes in the working-age population reveal that around 48, net, units are needed between 2020 and 2025 - 35 of which are owner-occupied units and 13 are rentals. These figures can also be adjusted to reflect potential losses (as outlined previously, for other populations). Thus, these figures translate to an additional 139 owner-occupied units and 129 rentals - a total of 174 owner-occupied units, and 142 renter-occupied units - or 35 owner-occupied units and 28 renter-occupied units, annually.

Tenure Trends, by Age : Summary

Data on the tenure trends outlined above for the 2020 to 2025 summary period are summarized, below.

Table 13 - Tenure by Age, Working Age and Senior Households, 2020 to 2025.

Change, 2020 to 2025		Population	Households Occupied/ housing units	Owner- occupied	Renter- occupied
Total population		2,474	1,241	1,027	214
Working Age Population		475	48	35	13
Senior Population		1,587	1,192	991	201

Source: T.Ronald Brown: Research & Analysis

The preceding are the net numbers derived from the population, household and tenure projections. The following table includes adjustments to account for losses, as described, both for the study period as a whole and annual averages for that period.

Table 14 - Tenure by age, Working Age and Senior Households, 2020 to 2025, adjusted, and change

Adjusted for losses	Occupied/ housing units	Owner- occupied	Renter- occupied
Total population	1,658	1,271	387
Working Age Population	317	174	142
Senior Population	1,342	1,097	245
Annual Change			
Total population	332	254	77
Working Age Population	63	35	28
Senior Population	268	219	49

Source: T.Ronald Brown: Research & Analysis

Here, it is seen that, overall, owner-occupied units predominate, reflecting the impact of the senior market - which exceed the numbers for the working population. The latter, however, show less dominance of owner-occupied units. It should be noted that these numbers, while reflecting the relative strength of each segment, do not represent the demand for any single product catering to any of these segments. The extent to which one particular development could cater to any market segment will be the function of several inter-related factors such as location, price/affordability relative to a target income, and the existence of potentially competing properties, etc.

Development Options: by Age and Tenure

As noted, any potential new project will appeal to only a share of the market defined in terms of the ability, for example, of persons/households in that market to be able to afford that product at a particular location, and to choose to live there, and be willing to move.

Development Options: Senior Housing, Owner-occupied

With respect to senior housing options, the following table outlines the income distribution of Haywood County households aged 62 years and older, for all households, and by tenure. This information is derived from a Special Tabulation of American Community Survey (2013 to 2017) data prepared for, and published by, HUD.

Table 15 - Income by Tenure, Households aged 62 and over

Population aged 62 and over								
	All households		Owner-occupied		Renter-occupied			
	number	percent	number	percent	number	percent		
\$0 to \$9,999	745	7.1	440	4.9	305	19.6		
\$10,000 to \$14,999	825	7.8	670	7.4	155	9.9		
\$15,000 to \$19,999	804	7.6	634	7.0	170	10.9		
\$20,000 to \$24,999	579	5.5	504	5.6	75	4.8		
\$25,000 to \$29,999	704	6.7	604	6.7	100	6.4		
\$30,000 to \$34,999	774	7.3	524	5.8	250	16.0		
\$35,000 to \$39,999	510	4.8	500	5.6	10	0.6		
\$40,000 to \$44,999	630	6.0	595	6.6	35	2.2		
\$45,000 to \$49,999	575	5.4	550	6.1	25	1.6		
\$50,000 to \$59,999	1,039	9.8	890	9.9	149	9.6		
\$60,000 to \$74,999	990	9.4	835	9.3	155	9.9		
\$75,000 to \$99,999	1,139	10.8	1,109	12.3	30	1.9		
\$100,000 to \$124,999	445	4.2	365	4.1	80	5.1		
\$125,000 to \$149,999	305	2.9	305	3.4	0	0.0		
\$150,000 to \$199,999	275	2.6	265	2.9	10	0.6		
\$200,000 and over	225	2.1	215	2.4	10	0.6		
Median (estimate)	\$42,711		\$45,246		\$28,749			

Source: HUD Special Tabulations of Households from, American Community Survey 2013 to 2017

Assuming, for example, if single-family, for sale units were offered that appealed to seniors in the \$45,000 to \$100,000 income range, that product would appeal to 37.6 percent of that income range. The market would be further segmented on the basis of appeal of that product in terms of design, features, and location.

Applying this proportion to the five-year need for 1,097 homes from the senior population yields a county-wide need for 412 units. Given that this is a county-wide figure, it is necessary to assess the market potential of various communities throughout the county as a whole to determine the viability of such a development.

There are several communities in Haywood County that can be considered for future residential development. These are Waynesville, the county seat and the county's largest municipality (and the largest in North Carolina located west of Asheville). Other, smaller, communities are Canton, Clyde, and Maggie Valley.

In assessing housing needs on the basis of county-wide data, the implication is that the county is the market area for any potential future development. However, it is often, if not typically, the case that any potential new development will not be able to attract residents from that entire area. In segmenting the county-wide data for Haywood County to determine demand for its constituent communities, the distribution of employment, service provision (health, retail, etc.), and other amenities are considered along with the community's size and the current and projected population and household distribution within the county. It is also important to note that the market potential for each community, when summed, will typically exceed that for the county/study area as a whole (given over-lapping market areas). Thus, as a consequence, the introduction of a particular development in one community will therefore impact the need for the same product elsewhere in that area, given those overlapping markets. Also, it should be noted that the marketability of one product may differ from that for a different product/development type which may be relatively more specialized, and may be able to draw from a wider base.

With respect to the market potential for senior, for-sale, housing it is our assumption that as site in (or focused-on) Waynesville could attract up to three-fourths of the county-wide market potential, as calculated. Likewise, a site in Clyde could absorb up to one-half of the market potential. Corresponding proportions for Canton and Maggie Valley would be around one-half and one-fourth, respectively.

Applying these posited market shares to the calculated five-year need, by income, of 412 units (see above), yields up around 300 units in Waynesville, around 200 in both Canton and Clyde, and around 100 in Maggie Valley. These numbers translate to 60 units, annually, in Waynesville and around 40 in both Canton and Clyde, and around 20 for Maggie Valley. Here, the need for a specific development would be determined on the basis of the type of product offered, its location, amenities, and price. Here, a single-family development of detached single-storey homes catering to the active-adult\*market is considered reasonable for a location in Waynesville, or in Canton or Clyde. Initially, a 72-lot development could be considered for Waynesville, all things considered, or around 48 lots in Canton or Clyde.

\* Here, this may be defined as 55 years and older and therefore expand the market.

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**Development Options: Senior Housing, Renter-occupied**

With respect to the need for rental housing for seniors in Haywood County, the numbers presented above show a net need for 49 rental units, per year - again, this is for units for tenants at all income levels, throughout Haywood County. With respect to income, three income levels can be considered. These levels may best be characterized as subsidized, affordable, and market rate. These levels are traditionally defined as relating to the income level of the tenants - and those incomes are in turn, defined relative to income levels in the host community/county. Thus, subsidized housing may be defined as that targeted to households with incomes below 50 percent of the local area median, by household size, as defined by HUD. In subsidized developments it is the norm that tenants pay 30 percent of their income on housing costs (that is, rent, plus utilities). Likewise, affordable housing is that targeted to households with incomes up to 60 percent of the median. Here, rents are not subsidized, but the rents are set to be affordable to tenants who, although with moderate incomes, can afford rents that are set to be below market rates. Here, these units are considered to be those affordable to households with incomes between 40 and 60 percent of the median (excluding units that any have deeper targeting). Market rate units are those set at market rents and are rented to households whose incomes are adequate to afford prevailing market rents. For the purposes of this report, it is assumed that market rate units are affordable to households with incomes at or above 60 percent of the median. It should be noted, however, that in areas with relatively low incomes (that is low HUD median incomes) the rents that are based on a 60 percent level, may be less than the prevailing market rents. Here, an upper limit of 120 percent of the median is employed representing a level above which older persons may be more likely to prefer continuing care retirement communities or other, more upscale, communities.

The preceding designations apply to both rental properties that are open to family tenants and those that cater specifically to a senior tenantry. The latter are typically developments that offer only one- and two-bedroom units and have features and amenities that cater specifically to seniors. Units in these developments are typically on one level - either in a single building (which may have more than one storey and be served by one or more elevators), or be in attached or detached units/ cottages. Senior renters may be seen to be willing to pay a larger proportion of their incomes on housing, where they may have fewer additional expenses than family renters. This proportion can be quite significant, especially in developments that offer meals and other services to their residents.

Although many senior apartments are open to residents aged 55 and older, the calculations presented here will be based on households aged 65 and older - which allows for a more conservative (but not unrealistic approach) and reflects the availability of data on income by age.

The HUD income limits in Haywood County, for one and two-person households, are based on a median income of \$42,400 for a one person household and \$48,500 for a two-person household.

Calculations here are based on an approach following the market study guidelines required by the North Carolina Housing Finance Agency - which follow accepted standards. Here, the major components are the need from senior population and housing growth, from existing renters who would consider moving, and from some seniors who live in owner-occupied housing who wish to move to rental accommodation.

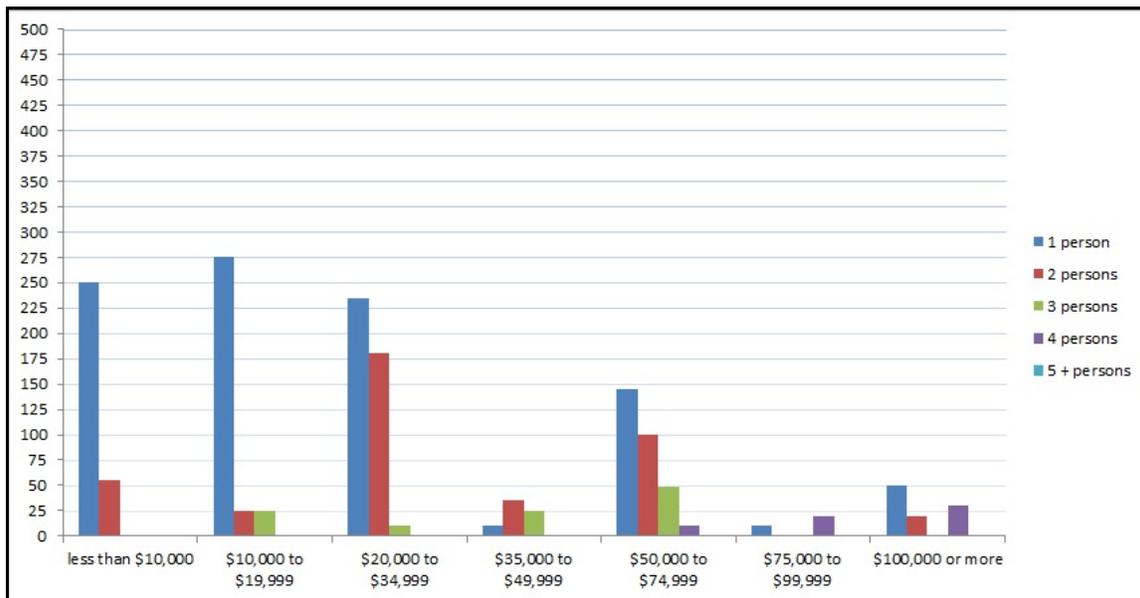
The following table provides data on the income distribution of senior rental households, by household size, for Haywood County. This information is derived from a Special Tabulation of 2013 to 2017 American Community Survey data prepared for, and published by, HUD.

Table 16 - Income by Household Size, Renter Households Aged 62 and older

	total	1 person	2 persons	3 persons	4 persons	5+ persons
less than \$10,000	305	250	55	0	0	0
\$10,000 to \$14,999	155	155	0	0	0	0
\$15,000 to \$19,999	170	120	25	25	0	0
\$20,000 to \$24,999	75	55	20	0	0	0
\$25,000 to \$29,999	100	50	40	10	0	0
\$30,000 to \$34,999	250	130	120	0	0	0
\$35,000 to \$39,999	10	0	10	0	0	0
\$40,000 to \$44,999	35	10	25	0	0	0
\$45,000 to \$49,999	25	0	0	25	0	0
\$50,000 to \$59,999	149	80	65	4	0	0
\$60,000 to \$74,999	155	65	35	45	10	0
\$75,000 to \$99,999	30	10	0	0	20	0
\$100,000 to \$124,999	80	30	20	0	30	0
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	10	10	0	0	0	0
\$200,000 and over	10	10	0	0	0	0
<b>total</b>	<b>1,559</b>	<b>975</b>	<b>415</b>	<b>109</b>	<b>60</b>	<b>0</b>

Source: HUD Special Tabulations of Households from American Community Survey, 2013 to 2017

These data are illustrated, as below.



Here it is seen that the incomes of senior renters - and particularly one-person households, are concentrated in the lower income ranges. The vast majority of senior renters are one- or two-person households.

Calculations for subsidized units are based on an effective lower income of zero dollars, with an upper limit of \$24,250 - the two person limit at 50 percent of the median. Based on the table above, it is seen that around 48.1 percent of renters are in that income range. Applying that to the projected need for 245 units yields 118 units.

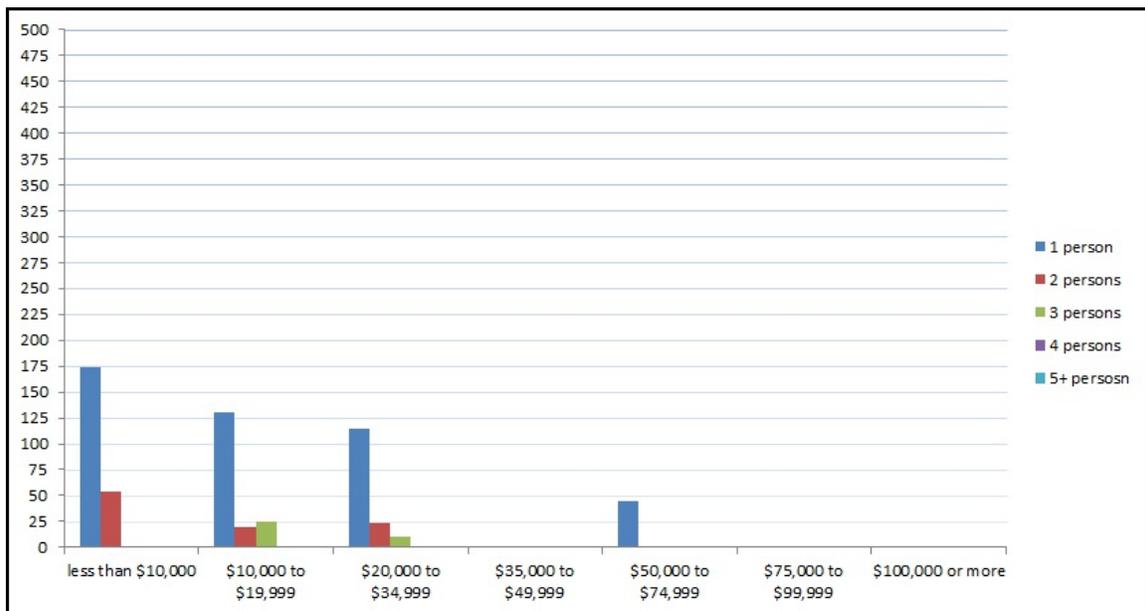
With respect to demand from existing renters who would likely move to a new complex, the market study guidelines suggest using rent-overburdened households - those paying more a certain proportion of income on rent. In North Carolina that proportion is 40 percent for senior households. The Special Tabulations data upon which our calculations are based, define certain “selected conditions”, which for renters are seen to be households “having at least one of the following housing conditions: lacking complete plumbing facilities, lacking complete kitchen facilities, with more than 1.01 persons per room, and selected monthly owner costs greater than 30 percent of household income (2017), or gross rent as a percentage of household income (2017) of greater than 30 percent”. The table for those households for senior renters in Haywood County are as set out below.

Table 17 - Income and Household Size, Renter Households Aged 62 and older, with Special Conditions

	total	1 person	2 persons	3 persons	4 persons	5+ persons
less than \$10,000	228	174	54	0	0	0
\$10,000 to \$14,999	90	90	0	0	0	0
\$15,000 to \$19,999	85	40	20	25	0	0
\$20,000 to \$24,999	25	15	10	0	0	0
\$25,000 to \$29,999	55	35	10	10	0	0
\$30,000 to \$34,999	69	65	4	0	0	0
\$35,000 to \$39,999	0	0	0	0	0	0
\$40,000 to \$44,999	0	0	0	0	0	0
\$45,000 to \$49,999	0	0	0	0	0	0
\$50,000 to \$59,999	45	45	0	0	0	0
\$60,000 to \$74,999	0	0	0	0	0	0
\$75,000 to \$99,999	0	0	0	0	0	0
\$100,000 to \$124,999	0	0	0	0	0	0
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 and over	0	0	0	0	0	0
<b>total</b>	<b>597</b>	<b>464</b>	<b>98</b>	<b>35</b>	<b>0</b>	<b>0</b>

Source: HUD Special Tabulations of Households from American Community Survey, 2013 to 2017

These data, graphed, are as follows.



Here, the pattern parallels that for the total number of senior renters, with rent-overburdening, etc., being concentrated in the lower income ranges.

Based on these data, it is found that as many as 59.7 percent of income-eligible renters have those selected conditions - or around 510 renters.

With respect to senior home-owners who may consider moving to senior apartments, our calculations show that there will be a total of 2,450 older owner-occupied households in the qualifying income ranges in the market area. With respect to the existing elderly homeowners it is conservatively assumed that perhaps 2 percent would consider moving to the proposed apartments. Thus, a total of 49 older homeowners might consider moving.

Based on the 118 new income eligible renters derived from household growth, the 510 existing renters who might consider moving to a new subsidized complex, and the 49 older home-owners who might consider moving to rental accommodation, there is seen to be a total of 677 senior households who would be eligible for a potential new subsidized rental complex for seniors (age 65 and older). This would be from throughout Haywood County, based on a five-year projection period. Assuming that a new complex could capture around 30 percent of this potential demand, then demand is determined to be for a 203-unit complex - or 189 units based on a three-year projection period.

Assuming that the share of the county-wide need for owner-occupied housing that each of the local communities was assumed to be able to capture also holds for rental units, then Waynesville could accommodate a 142-unit subsidized project for seniors, and Canton and Clyde could absorb up to 95 units, and Maggie Valley, 48 units.

The projections of demand for an affordable senior housing complex are based on a qualifying income range from 40 to 60 percent of the local area median. The latter would range from \$16,960 (the one-person limit at 40 percent of the median) to \$29,100 (the two-person limit at the 60 percent level). This is a relatively narrow target range - given the mandated upper income limit and the fact that the tenants have to be able to afford rent under the assumptions used.

Paralleling the calculations for subsidized units, it is seen that potential demand for an affordable senior complex from projected household growth is seen to be for around 42 new units. The corresponding numbers from existing renters and from existing home-owners are found to be 126 units and 20 units, respectively. This yields a total potential demand for 188 affordable units - or a 56-unit complex assuming a 30 percent capture rate. This translates to 51 units over three years.

Here, it is our observation that were an affordable/tax credit property to be developed in Haywood County, that it could absorb maybe 50 units and should be located in Waynesville, or at a site convenient to the hospital and associated medical services, in Clyde. In this context, given NCHFA income targeting criteria, it may be possible to contemplate a slightly larger project were deeper income targeting considered.

With respect to market rate rentals for seniors, demand calculations are based on a qualifying income range with a lower level equivalent to the one-person 60 percent income limit, and an upper limit equivalent to 120 percent of the area median income for two person households. Under this scenario, and following the approach used for the subsidized and affordable segments, we determined there to be a need for 347 units: 87 units based on growth, 188 from existing renters, and 72 units from home-owners. A 30 percent capture rate translates to a 104-unit project. Again, this was based on a county-wide market area, over a five-year period. Assuming a three-year projection period this translates to a 94-unit need, countywide. Here, this might suggest a 70-unit property in Waynesville, or perhaps 48 units in Clyde.

As suggested earlier, basing the latter on a lower income limit of \$25,448 - the one-person 60 percent limit - may not be realistic as that would suggest a net rent of \$748 for a one-bedroom unit where the tenant pays 40 percent of income on rent, and utilities are assumed to be around \$100 for that unit. Were the one-person 80 percent limit used, that would translate to a net rent of \$1,031 and suggests a demand for 156 units: 47 units with a 30 percent capture rate. This translates to 42 units based on a three-year projection period. Thus, a significant portion of demand in Haywood County for rental housing for seniors, would be from households in the 60- to 80-percent of income range, and that were a market rate project for seniors to be developed it would need to capture that market segment. This level of demand suggests that unless this more affordable cohort could be accommodated a reasonably sized market rate complex for seniors could not be accommodated over a three-year projection period in a specific community/location.

### Development Options: Housing for Working Age Households, Renter-occupied

The previous section outlined potential demand, by income for the population aged 65 years and older - with the projected growth for the area being supplemented by need from existing renter households in the area who would move to be better housed. The demand projections for renter households of working age population can be obtained using the same approach as for senior rentals (omitting demand from homeowners who might move to rental accommodation).

As set out above, we have examined the subsidized, affordable, and market-rate segments - however, whereas it is realistic to look at senior rentals on the basis of a 40 percent rent-to-income ratio, we are employing a 35 percent figure for family units (assuming, as is generally held, that families have more non-housing expenses).

Here, demand for subsidized apartments for families is seen to amount to 2,467 units - as many as 2,384 being from existing renters that are rent-overburdened, etc. A 30 percent capture rate yields 740 units - again, based on a five-year period, countywide, or up to 730 units, or so, over a three-year period (where there is little projected household growth for this population).

Based on these numbers - which reflect the provision of subsidies for low and very low income persons, subsidized projects could be considered for Waynesville, Canton, Clyde and Maggie Valley - with the assumption that more units could be placed in Waynesville, than in each of the other communities, and fewer could be considered in Maggie Valley. Thus, Waynesville, for example could absorb up to 540 units, Clyde and Canton could each absorb up to 365 units, and Maggie Valley up to 180 units - subject to the provision of the necessary rental subsidies.

Demand for affordable housing, as defined, amounts to a total of 1,077 units: 1,031 of which are from existing overburdened households. This total translates to 323 units upon applying a 30 percent capture rate, and 318 units using a three-year projection period.

Here, it is assumed that a family complex in Waynesville could absorb one-half of the market and complexes in Clyde and Canton could absorb up to one-third of the market, each. This suggests a 160-unit property in Waynesville and up to 100 or so units in Clyde and Canton. Again, actual demand would reflect the specific rent and income targeting scenario considered - and also the impact of any competing projects (for example the rehabilitation of the old hospital property in Waynesville) that might absorb a potentially significant portion of this need, were it to be funded and built.

Using 60- to 120 percent of the median as the basis for determining the need for market rate units suggests the need for 456 units : or 131 units over three years, with a 30 percent capture rate. Given the affordability standard used, these figures are based on a net one-bedroom unit of \$642, which is probably unrealistically low). As with the calculation for market rate senior rentals, this segment was re-calculated using an 80- to 120 percent range (assuming a one-bedroom rent of \$890), and yields a demand for 223 units : or 62 units, countywide after the capture rate is applied and a three year projection period). This level of demand suggests that unless this more affordable cohort could be accommodated a reasonably sized market rate complex could not be accommodated over a three-year projection period in a specific community/location.

In this section, we will examine the need for owner-occupied units by persons of working age. As noted above, the net need for such housing is determined to be for 174 units throughout Haywood County over the 2020 to 2025 study period (that is, 116 units over three years, or 35 units, annually).

#### Development Options: Housing for Working Age Households, Owner-occupied

Given our projections, it is unlikely that any one single development/subdivision targeted to the working age population could expect to be absorbed in significant numbers in a reasonable time-frame to make that development feasible. Instead, growth from this market segment would represent the projected increase in home-ownership as the number of households age, and consider purchasing homes. The latter would represent the normal practice of households who were renters transferring to home-ownership as they establish their family/household. It should be noted, though, that as set out earlier, home-ownership rates for households in the 25 to 44 year age range dropped from 67.9 percent in 2000 to 67.1 percent in 2010. Thus, it was seen that the number of households of working age was projected to decrease, slightly, between 2010 and 2020, and increase somewhat thereafter. It is our observation that there is likely to be pent-up demand for owner-occupied units by persons in the younger middle-age ranges of the working population. This demand may be unmet where households in those age groups may prefer to rent, or by households in that age who rent not being able to qualify for a home loan or make a reasonable down-payment. However, it may be that there is not an adequate supply of affordable homes available for first-time home-buyers in these circumstances. Here, we address the market from potential first-time home-buyers in Haywood County.

The market for single-family homes for first-time buyers is focused on potential buyers living in the area at present, and who would be income-eligible for any affordable development. Those potential buyers are necessarily households now renting in the area.

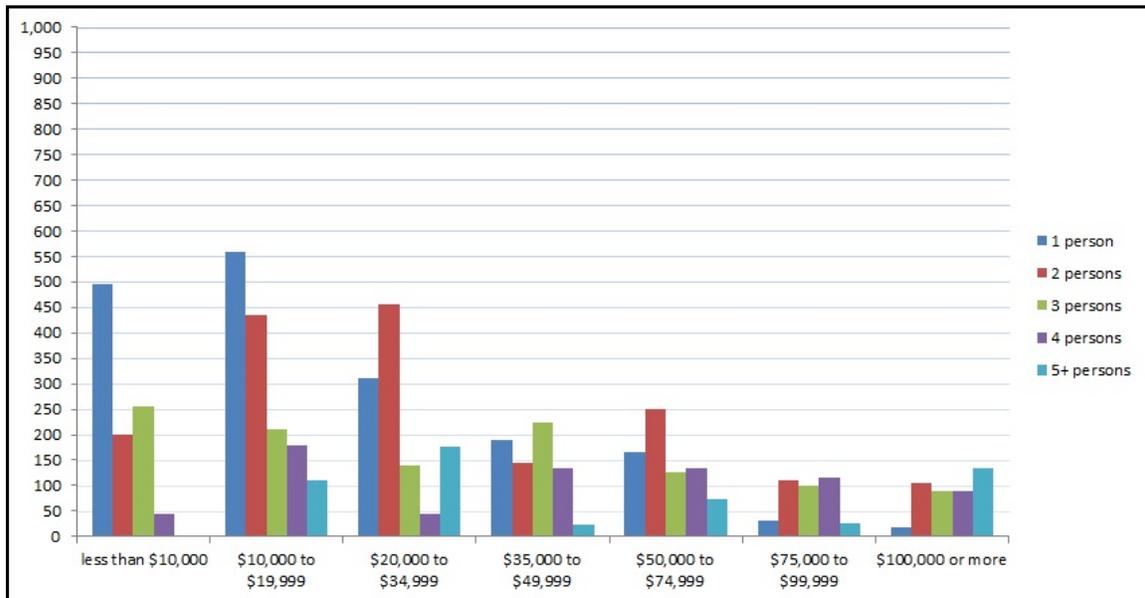
The income distribution for renters aged 15 to 61 in Haywood County is set out in Table below. Again, this information is derived from a Special Tabulation of 2013 to 2017 American Community Survey data prepared for, and published by, HUD.

Table 18 - Income and Household Size, Renter Households Aged 15 to 61 years

	total	1 person	2 persons	3 persons	4 persons	5+ persons
less than \$10,000	995	495	200	255	45	0
\$10,000 to \$14,999	685	325	135	135	25	65
\$15,000 to \$19,999	810	235	300	75	155	45
\$20,000 to \$24,999	495	125	210	35	15	110
\$25,000 to \$29,999	259	125	80	35	4	15
\$30,000 to \$34,999	370	60	165	70	25	50
\$35,000 to \$39,999	309	80	35	115	75	4
\$40,000 to \$44,999	220	110	35	40	35	0
\$45,000 to \$49,999	190	0	75	70	25	20
\$50,000 to \$59,999	490	150	100	65	105	70
\$60,000 to \$74,999	259	15	150	60	30	4
\$75,000 to \$99,999	380	30	110	100	115	25
\$100,000 to \$124,999	200	15	55	30	20	80
\$125,000 to \$149,999	119	4	10	60	15	30
\$150,000 to \$199,999	50	0	0	0	25	25
\$200,000 and over	70	0	40	0	30	0
<b>total</b>	<b>5,901</b>	<b>1,769</b>	<b>1,700</b>	<b>1,145</b>	<b>744</b>	<b>543</b>

Source: HUD Special Tabulations of Households from American Community Survey, 2013 to 2017

These data are graphed, below.



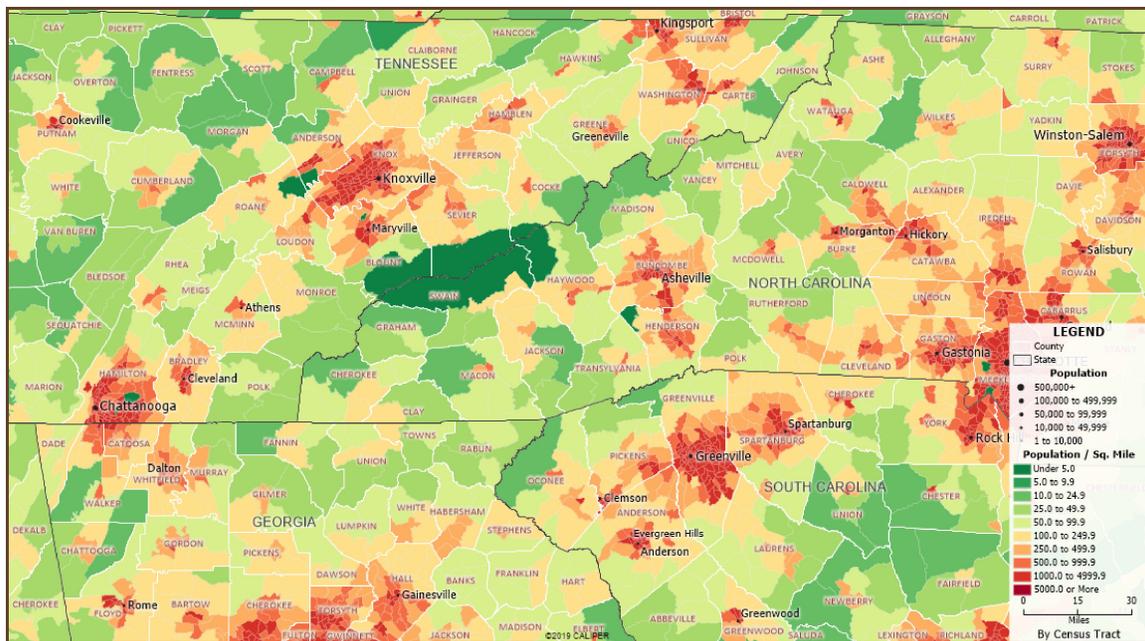
Here it is seen that many renters have relatively low incomes, particularly one-person households. Here, we will calculate potential need for two income groups. The first, a lower group, will be households with incomes between \$40,000 and \$50,000, which in Haywood County would, broadly, correspond to that cohort that would be eligible for USDA Section 502 homes. The second cohort would be that segment, with incomes above \$50,000 and less than \$89,500, that would qualify for North Carolina Housing Finance Agency mortgage/down-payment assistance - and would broadly represent the bulk of potential first-time home-buyers, regardless of financing source.

The lower income range is met by 6.9 percent of renters in the market area - corresponding to 336 households. The higher income range corresponds to 16.4 percent of renters - that is, 866 households. In market studies for homes for first-time home-buyers the proportion of renters that would translate to home-ownership needs to take into account those who rent by choice (either in the short- or long-term) and households who do not qualify for a mortgage or not be able to afford a down-payment. The share also has to account for the fact that a particular development may not appeal to all potential buyers (again, in terms of features, location, and the like). Typically, we have used a 1- to 2-percent figure in these circumstances. Here, we use 2 percent - which would suggest an annual demand for seven units in the lower range, and 17 units in the higher range. Again, this represents demand on a county-wide basis.

This calculated demand for 17 units annually suggests that a single-family subdivision catering to first-time home-buyers is not unreasonable - assuming that it were to be developed at a good location and offer attractive, relatively affordable homes and would be well-marketed and involve the active participation of local lenders. With respect to location, it is assumed that it would be located with reasonable access to local services and major thoroughfares - and would cater to households willing to locate in the Waynesville-Clyde-Canton area. A conservative 12-unit per year absorption is considered appropriate at this point, all things considered.

These various observations show that in some circumstances there is not a deep enough market to support various residential options in the study area when segmented by age, tenure, income, and location. This reflects the overall size of the market - which is not atypical of rural/non-urban areas.

The map, below, shows population density at the census tract level, focusing on southwestern North Carolina, and shows adjacent areas in North Carolina as well as in South Carolina, Tennessee, and Georgia. This illustrates how settlement throughout Region A area is significantly less dense than adjoining areas. This pattern reflects the location, topography, and history of the area. This map also illustrates that the population base of at least parts of Haywood County are commensurate with parts of, for example, adjoining portions of Buncombe and Henderson Counties. Thus, whereas development options are constrained in most of the Region, the study area does support some development options as set out in the foregoing report.



## Market Study Terminology

The following presents the accepted definitions of various terms typically found in real estate market studies. These definitions are typically followed unless reviewing agency requirements differ.

**Absorption period** - the period of time necessary for a newly constructed or renovated property to achieve the *stabilized level of occupancy*. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the *stabilized level of occupancy* has a signed lease. Assumes a typical premarketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

**Absorption rate** - the average number of units rented each month during the *absorption period*.

**Acceptable rent burden** - the rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

**Achievable rents** - See *Market Rent, Achievable Restricted Rent*.

**Affordable housing** - housing affordable to low or very low-income tenants.

**Amenity** - tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.

**Annual demand** - the total estimated demand present to the market in any one year for the type of units proposed.

**Assisted housing** - housing where federal, state or other programs *subsidize* the monthly costs to the tenants.

**Bias** - a proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.

**Capture rate** - the percentage of age, size, and income qualified renter households in the *primary market area* that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The *Capture Rate* is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the *primary market area*. See also: penetration rate.

**Comparable property** - a property that is representative of the rental housing choices of the subject's *primary market area* and that is similar in construction, size, amenities, location, and/or age. Comparable and *competitive* properties are generally used to derive market rent and to evaluate the subject's position in the market.

**Competitive property** - a property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

**Comprehensive market study** - NCHMA (the National Council of Housing Market Analysts) defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'

**Concession** - discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).

**Demand** - the total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

**Effective rents** - contract rent less concessions.

**Household trends** - changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.e. at marriage or separation), changes in average household size, and net *migration*.

**Income band** - the range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined *acceptable rent burden* percentage and the maximum typically<sup>7</sup> is pre-defined by specific program requirements or by general market parameters.

**Infrastructure** - services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

**Market advantage** - the difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property.  $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$

**Market analysis** - a study of real estate market conditions for a specific type of property.

**Market area** - See *primary market area*.

**Market demand** - the total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.

**Market rent** - the rent that an apartment, without rent or income restrictions or rent subsidies, would command in the *primary market area* considering its location, features and amenities. Market rent should be adjusted for *concessions* and owner paid utilities included in the rent.

**Market study** - a comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.

**Marketability** - the manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

**Market vacancy rate, economic** - percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

**Market vacancy rate, physical** - average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.

**Migration** - the movement of households into or out of an area, especially a *primary market area*.

**Mixed income property** - an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50%, and 60%).

**Mobility** - the ease with which people move from one location to another.

**Move-up demand** - an estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to new tax credit properties.

**Multi-family** - structures that contain more than two housing units.

**Neighborhood** - an area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

**Net rent (also referred to as contract rent or lease rent)** - Gross rent less tenant paid utilities.

**Penetration rate** - The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed with six months of the subject, and which are competitively priced to the subject that must be captured to achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors. Units in all proposals / households in market \* 100, see also: capture rate.

**Pent-up demand** - a market in which there is a scarcity of supply and vacancy rates are very low.

**Population trends** - changes in population levels for a particular area over a specific period of time – which is a function of the level of births, deaths, and net *migration*.

**Primary market area** - a geographic area from which a property is expected to draw the majority of its residents.

**Programmatic rents** - See *restricted rents*.

**Project based rent assistance** - rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

**Redevelopment** - the redesign or rehabilitation of existing properties.

**Rent burden** - gross rent divided by adjusted monthly household income.

**Rent burdened households** - households with *rent burden* above the level determined by the lender, investor, or public program to be an acceptable rent-to-income.

**Restricted rent** - the rent charged under the restrictions of a specific housing program or subsidy.

**Restricted rent, achievable** - the rents that the project can attain taking into account both market conditions and rent in the *primary market area* and income restrictions.

**Saturation** - the point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.

**Secondary market area** - the portion of a market that supplies additional support to an apartment property beyond that provided by the primary market area.

**Special needs population** - specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs population include: substance abusers, visually impaired person or persons with mobility limitations.

**Stabilized level of occupancy** - the underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

**Subsidy** - monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's *contract rent* and the amount paid by the tenant toward rent.

**Substandard conditions** - housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

**Target income band** - the *income band* from which the subject property will draw tenants.

**Target population** - the market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.

**Tenant paid utilities** - the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

**Turnover period** - 1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units \* 100 2. The percent of occupants in a given apartment complex that move in one year.

**Unmet housing need** - new units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.

**Unrestricted rents** - rents that are not subject to *restriction*.

**Unrestricted units** - units that are not subject to any income or rent restrictions.

**Vacancy period** - the amount of time that an apartment remains vacant and available for rent.

**Vacancy rate-economic vacancy rate - physical** - maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

## Other Terms

The following terms are also to be found in professional market studies - here, this information is drawn from various sources including HUD, the Census Bureau, and the Urban Land Institute.

**Area Median Income (AMI)** - 100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.

**Attached housing** - two or more dwelling units connected with party walls (e.g. townhouses or flats).

**Basic rent** - the maximum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

**Below Market Interest Rate program (BMIR)** - Program targeted to renters with income not exceeding 80% or area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

**Census tract** - a small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

**Central Business District (CBD)** - the center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

**Community Development Corporation (CDC)** - entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

**Condominium** - a form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

**Contract rent** - 1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).

**Difficult Development Area (DDA)** - an area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.

**Detached housing** - a freestanding dwelling unit, typically single-family, situated on its own lot.

**Elder or senior housing** - housing where (1) all units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

**Extremely low income** - person or household with income below 30% of the Area Median Income adjusted for household size.

**Fair Market Rent (FMR)** - the estimates established by HUD of the Gross rents (Contract rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally set FMR so that 40% of the rental units have rents below FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50<sup>th</sup> percentile of rents.

**Garden apartments** - apartments in low-rise buildings (typically two or four stories) that feature low density, ample open-space around buildings, and on-site parking.

**Gross rent** - the monthly housing cost to a tenant which equals the Contract rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

**High-rise** - a residential building having more than ten stories.

**Household** - one or more people who occupy a housing unit as their usual place of residence.

**Housing unit** - house, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

**Housing Choice Voucher (Section 8 Program)** - federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible households in the use of the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

**Housing Finance Agency (FHA)** - state or local agencies responsible for financing housing and administering assisted housing programs.

**HUD Section 8 Program** - federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the contract rent and a specified percentage of tenants' adjusted income.

**HUD Section 202 Program** - federal program which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

**HUD Section 811 Program** - federal program which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 510(c)(3) nonprofit organization.

**HUD Section 236 Program** - federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

**Income limits** - maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limits each year for 30% median. Very low income (50%), and low income (80%), for households with 1 through 8 people.

**Low income** - person or household with gross household income below 80% of Area Median Income adjusted for household size.

**Low income housing tax credit** - a program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on those units be restricted accordingly.

**Low rise building** - a building with one to three stories.

**Metropolitan Statistical Area (MSA)** - a geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities have a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

**Mid-rise** - a building with four to ten stories.

**Moderate income** - person or household with gross household income between 80 and 120 percent of area median income adjusted for household size.

**Public Housing or Low Income Conventional Public Housing** - HUD program administered by local (or regional) Housing Authorities which serves low- and very-low income households with rent based on the same formula used for HUD Section 8 assistance.

**Qualified Census Tract (QCT)** - any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of households have an income less than 60% of the area median income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credit may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.

**Rural Development (RD) market rent** - a monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. The rent is the maximum rent that a tenant can pay at an RD Property.

**Rural Development (RD) Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program)** - federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

**Single-family housing** - a dwelling unit, either attached or detached, designed for use by one household and with the direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

**State Data Center (SDC)** - a state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.

**Tenant** - one who rents real property from another.

**Tenure** - the distinction between owner-occupied and renter-occupied housing units.

**Townhouse (or Row House)** - single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.

**Very low income** - person or household whose gross household income does not exceed 50% of Area Median Income adjusted for household size.

**Zoning** - classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

ADDENDUM

HAYWOOD COUNTY TABLES

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## Selected Population Characteristics

Table C1 - Haywood County, Population, by age, 2000 to 2030

	2000		2010		2020		2025		2030	
	number	percent.								
Total	54,033		59,036		63,950		66,424		68,899	
Male	25,897	47.9	28,502	48.3	31,056	48.6	32,341	48.7	33,627	48.8
Female	28,136	52.1	30,534	51.7	32,894	51.4	34,083	51.3	37,272	54.1
less than 5 years	2,838	5.3	2,905	4.9	3,158	4.9	3,314	5.0	3,377	4.9
5 to 9 years	3,179	5.9	3,118	5.3	2,947	4.6	3,281	4.9	3,446	5.0
10 to 14 years	3,297	6.1	3,352	5.7	3,260	5.1	3,182	4.8	3,537	5.1
15 to 19 years	2,874	5.3	3,429	5.8	3,476	5.4	3,436	5.2	3,380	4.9
20 to 24 years	2,382	4.4	2,824	4.8	3,103	4.9	3,147	4.7	3,112	4.5
25 to 34 years	6,709	12.4	5,811	9.8	6,902	10.8	7,159	10.8	7,234	10.5
35 to 44 years	7,847	14.5	7,495	12.7	6,820	10.7	7,430	11.2	8,067	11.7
45 to 54 years	7,798	14.4	8,824	14.9	8,238	12.9	7,827	11.8	7,846	11.4
55 to 59 years	3,553	6.6	4,313	7.3	4,755	7.4	4,517	6.8	4,459	6.5
60 to 64 years	3,284	6.1	4,549	7.7	4,752	7.4	5,005	7.5	4,816	7.0
65 to 74 years	5,602	10.4	6,955	11.8	9,004	14.1	9,307	14.0	9,882	14.3
75 to 84 years	3,579	6.6	4,009	6.8	5,503	8.6	6,497	9.8	7,044	10.2
85 years and older	1,091	2.0	1,452	2.5	2,032	3.2	2,322	3.5	2,699	3.9
under 15 years	9,314	17.2	9,375	15.9	9,365	14.6	9,777	14.7	10,360	15.0
15 to 64 years	34,447	63.8	37,245	63.1	38,046	59.5	38,521	58.0	38,914	56.5
65 years and older	13,556	25.1	16,965	28.7	21,291	33.3	23,131	34.8	24,441	35.5
Median Age	42.3 years		45.6 years		48.1 years		48.1 years		47.9 years	

Source: 2000 Census; 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

Table C2 - Haywood County, Population, by Race, 2010

Race	2010	
	number	percent
Total	59,036	100.0
One race	58,406	98.9
White	56,405	95.5
Black or African American	624	1.1
American Indian and Alaska Native	303	0.5
Asian	215	0.4
Native Hawaiian/other Pacific	15	0.0
Some other race	844	1.4
Two or more races	630	1.1
Two races, with some other race	78	0.1
Two races without some other race	517	0.9
Three races, with some other race	2	0.0
Three races without some other race	33	0.1
Hispanic or Latino		
Total population	59,036	100.0
Hispanic or Latino (any race)	1,999	3.4
Mexican	1,486	2.5
Puerto Rican	137	0.2
Cuban	104	0.2
Other Hispanic or Latino	272	0.5
Not Hispanic or Latino	57,037	96.6
Race and Hispanic or Latino		
Total population	59,036	100.0
One race	58,406	98.9
Hispanic or Latino	1,903	3.2
Not Hispanic or Latino	56,503	95.7
Two or more races	630	1.1
Hispanic or Latino	96	0.2
Not Hispanic or Latino	56,407	95.5

Source: 2010 Census; T.Ronald Brown: Research & Analysis

## Selected Household Characteristics

Table C3 - Haywood County, Households, by type, 2000 and 2010

	2000		2010	
	number	pct.	number	pct.
Total Households	23,100		25,563	
1-person households	6,176	26.7	7,273	28.5
Male	2,317	37.5	2,960	40.7
Female	3,859	62.5	4,313	59.3
2 or more person households	16,924	73.3	18,290	71.5
Family Households	16,043	69.5	17,050	66.7
Husband/wife family	13,093	81.6	13,306	78.0
with children	4,490	34.3	3,989	30.0
without children	8,603	65.7	9,317	70.0
Other family	2,950	18.4	3,744	22.0
Male Householder/no wife	750	4.7	1,096	6.4
with children	393	52.4	568	51.8
without children	357	47.6	528	48.2
Female Householder/no husband	2,200	13.7	2,648	15.5
with children	1,171	53.2	1,351	51.0
without children	1,029	46.8	1,297	49.0
Nonfamily Households	881	3.8	1,240	4.9
Male Householder	531	60.3	671	54.1
Female Householder	350	39.7	569	45.9

Source: 2000 Census; 2010 Census; T.Ronald Brown: Research & Analysis

## Selected Housing Characteristics

Table C4 - Haywood County, Housing Occupancy and Vacancy status, 2008-2012 and 2013-2017

	2008-2012		2013-2017	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Total Housing Units	34,800		35,295	
Occupied Housing Units	26,469	76.1	26,288	74.5
Vacant Housing Units	8,331	23.9	9,007	25.5
Rented or sold, not occupied	98	1.2	169	1.9
Seasonal, Recreational or occasional use	5,454	65.5	5,349	59.4
Other vacant	1,717	20.6	2,517	27.9

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C5 - Haywood County, Units in Structure, 2008-2012 and 2013-2017

	2008-2012						2013-2017					
	owner		renter		total		owner		renter		total	
	<u>number</u>	<u>percent.</u>										
Total	19,725	74.5	6,744	25.5	26,469		18,861	71.7	7,427	28.3	26,288	
1, detached	15,422	78.2	3,605	53.5	19,027	71.9	15,294	81.1	3,441	46.3	18,735	71.3
1, attached	300	1.5	180	2.7	480	1.8	280	1.5	52	0.7	332	1.3
2	62	0.3	408	6.0	470	1.8	163	0.9	432	5.8	595	2.3
3 or 4	37	0.2	475	7.0	512	1.9	60	0.3	630	8.5	690	2.6
5 to 9	26	0.1	225	3.3	251	0.9	24	0.1	371	5.0	395	1.5
10 to 19	3	0.0	90	1.3	93	0.4	45	0.2	153	2.1	198	0.8
20 to 49	14	0.1	110	1.6	124	0.5	0	0.0	125	1.7	125	0.5
50 or more	0	0.0	38	0.6	38	0.1	0	0.0	96	1.3	96	0.4
mobile home	3859	19.6	1,613	23.9	5,472	20.7	2,984	15.8	2,116	28.5	5,100	19.4
Other	2	0.0	0	0.0	2	0.0	11	0.1	11	0.1	22	0.1

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C6 - Haywood County, Year Structure Built, 2013-2017

	2013-2017					
	owner		renter		total	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Built 2014 or later	118	0.6	0	0.0	118	0.4
Built 2010 to 2013	214	1.1	64	0.9	278	1.1
Built 2000 to 2009	3,867	20.5	1166	15.7	5,033	19.1
Built 1990 to 1999	2,976	15.8	998	13.4	3,974	15.1
Built 1980 to 1989	3,363	17.8	1163	15.7	4,526	17.2
Built 1970 to 1979	2,311	12.3	1127	15.2	3,438	13.1
Built 1960 to 1969	1,785	9.5	748	10.1	2,533	9.6
Built 1950 to 1959	1,643	8.7	868	11.7	2,511	9.6
Built 1940 to 1949	1,021	5.4	550	7.4	1,571	6.0
Built 1939, or earlier	1,563	8.3	743	10.0	2,306	8.8
Median	1983		1977		1986	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table C7 - Haywood County, Tenure by Year Household moved into unit, 2013-2017

	2013-2017					
	owner		renter		total	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Moved in 2015 or later	1,034	5.5	1,676	22.6	2,710	10.3
Moved in 2010 to 2014	3,246	17.2	3,843	51.7	7,089	27.0
Moved in 2000 to 2009	6,315	33.5	1,399	18.8	7,714	29.3
Moved in 1990 to 1999	3,387	18.0	304	4.1	3,691	14.0
Moved in 1980 to 1989	1,940	10.3	99	1.3	2,039	7.8
Moved in 1979, or earlier	2,939	15.6	106	1.4	3,045	11.6
Median	2002		2012		2006	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table C8 - Haywood County, Value, Owner-occupied Housing Units, 2013-2017

	2013-2017	
	<u>number</u>	<u>percent.</u>
less than \$50,000	2,128	11.3
\$50,000 to \$99,999	2,415	12.8
\$100,000 to \$149,999	3,166	16.8
\$150,000 to \$199,999	3,288	17.4
\$200,000 to \$299,999	4,353	23.1
\$300,000 to \$499,999	2,519	13.4
\$500,000 to \$999,999	795	4.2
\$1,000,000 or more	197	1.0
Median	\$175,900	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table C9 - Haywood County, Selected Monthly Owner Costs, 2008-2102 and 2013-2017

Units with a mortgage	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than \$300	38	0.4	less than \$500	283	2.8
\$300 to \$499	486	4.5	\$500 to \$999	3,320	33.1
\$500-\$699	1,311	12.3	\$1,000-\$1,499	3,518	35.0
\$700-\$999	2,365	22.1	\$1,500 to \$1,999	1,784	17.8
\$1,000 to \$1,499	3,537	33.1	\$2,000 to \$2,499	633	6.3
\$1,500 to \$1,999	1,777	16.6	\$2,500 to \$2,999	281	2.8
\$2,000 or more	1,187	11.1	\$3,000 or more	223	2.2
Median	\$1,146		Median	\$1,163	
Units without a mortgage	9,024	45.7 percent of total		8,819	46.8 percent of total

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C10 - Haywood County, Selected Monthly Owner Costs as a Percentage of Household Income ,  
2008-2012 and 2013-2017

Units with a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 20.0 percent	4,028	37.8	4,531	45.4	
20.0 to 24.9 percent	1,643	15.4	1,378	13.8	
25.0 to 29.9 percent	1,212	11.4	1,013	10.1	
30 to 34.9 percent	905	8.5	834	8.4	
35.0 percent or more	2,866	26.9	2,226	22.3	
Units without a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 10.0 percent	4,042	45.1	4,171	48.3	
10.0 to 14.9 percent	1,726	19.2	1,754	20.3	
15.0 to 19.9 percent	976	10.9	836	9.7	
20.0 to 24.9 percent	841	9.4	533	6.2	
25.0 to 29.9 percent	262	2.9	345	4.0	
30 to 34.9 percent	364	4.1	253	2.9	
35.0 percent or more	757	8.4	752	8.7	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C11 - Haywood County, Rent, Renter-occupied Housing Units, 2008-2012 and 2013-2017

	2008-2012		2013-2017		
	number	percent.	number	percent.	
less than \$200	96	1.7	less than \$500	1,270	19.4
\$200 to \$299	262	4.6	\$500 to \$999	4,095	62.6
\$300 to \$499	586	10.2	\$1,000 to \$1,499	1,034	15.8
\$500 to \$749	2,272	39.7	\$1,500 to \$1,999	107	1.6
\$750 to \$999	1,608	28.1	\$2,000 to \$2,499	38	0.6
\$1,000 to \$1,499	838	14.6	\$2,500 to \$2,999	0	0.0
\$1,500 or more	68	1.2	\$3,000 or more	0	0.0
Median	\$715		Median	\$721	
No rent paid	1,014		No rent paid	883	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C12 - Haywood County, Selected Monthly Renter Costs as a Percentage of Household Income , 2008-2012 and 2013-2017

	2008-2012		2013-2017	
	number	percent.	number	percent.
less than 15.0 percent	899	16.0	978	15.2
15.0 to 19.9 percent	630	11.2	795	12.3
20.0 to 24.9 percent	707	12.6	897	13.9
25.0 to 29.9 percent	602	10.7	531	8.2
30.0 to 34.9 percent	501	8.9	388	6.0
35.0 percent or more	2,293	40.7	2,851	44.3

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table C13 below, gives details of residential construction throughout Haywood County since 2000. Here, this is for all units permitted - all of which may or may not have been built. It should be noted that data for single-family and multi-family units relate to units in structure, not tenure. Also, these figures include units built for seasonal or occasional use.

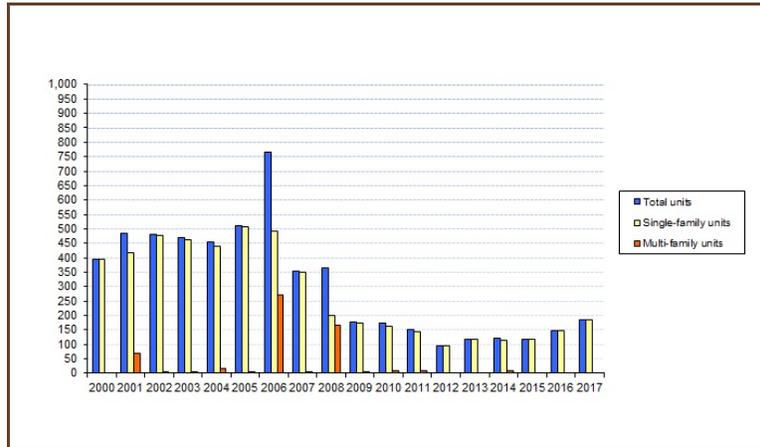
Where the data exist, it can be seen that a total of 5,564 units were permitted/added throughout the county, 4,990 of which were for single-family units (89.6 percent) and 574 ( or 10.4 percent) were for multi-family units. The table and the graph following it show the significant slow-down in construction from 2008.

Table C13 - Haywood County, Building Permits Issued, Annually, 2000 to 2017

	<u>Total</u>	<u>single-family</u>	<u>multi-family</u>
2000	393	393	0
2001	485	417	68
2002	480	478	2
2003	468	462	6
2004	454	438	16
2005	512	506	6
2006	764	492	272
2007	354	348	6
2008	366	200	166
2009	178	172	6
2010	172	163	9
2011	152	143	9
2012	95	95	0
2013	119	119	0
2014	122	114	8
2015	119	119	0
2016	147	147	0
2017	184	184	0
<b>Total</b>	<b>5,564</b>	<b>4,990</b>	<b>574</b>

Source: SOCDs Building Permits Database, HUDUSER; T.Ronald Brown: Research & Analysis

These data are illustrated, below



Selected Economic Characteristics

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. Tables C14 and C15 illustrate labor force and employment, and unemployment trends for Haywood County since 2011. In 2018, the most recent year for which annualized data are available, the County’s labor force comprised an estimated 29,465 persons. Of this total, 28,472 were employed and 993 or 3.4 percent were unemployed. Over the last decade, the seasonality of the area’s labor market is noteworthy, with an overall upward trend in both labor force and employment. Unemployment peaked at 10.3 percent in 2010; however, on an annual basis, it has decreased consistently since then.

Table C14 - Haywood County Labor Force and Employment Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Table C15 - Haywood County Unemployment Rate Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Information on employment, by industry for Haywood County in 2014 and 2018 is set out in Table C16, below. From this it is seen that the largest sub-sectors are manufacturing, retail trade, accommodation and food services, and healthcare - each of which account for more than 10 percent of jobs. It should be noted that manufacturing is a significant source of employment - which is atypical for the region. Here, it is seen that manufacturing employed more than 2,700 persons in the County in 2018, and paid an average weekly wage of just under \$1,000 (which is significantly above the average).

From this table it is seen that employment grew from 16,555 to 17,663 between 2014 and 2018 - an increase of around 222 jobs per year, or around 2.1 percent, annually. Average wages were reported at \$700.07 per week in 2018 - a 2.2 percent per year average growth since 2014. Average wages, statewide, were \$976.45 per week in 2018.

Table C16 - Haywood County Employment and Average Wage Trends, 2014 and 2018

	Employment				Average weekly wage	
	2014		2018		2014	2018
	number	percent	number	percent		
Agriculture, Forestry, etc	56	0.3	47	0.3	\$484.18	\$539.20
Mining	n/a	n/a	n/a	n/a	n/a	n/a
Utilities	92	0.6	n/a	n/a	\$1,232.91	n/a
Construction	729	4.4	807	4.6	\$604.87	\$785.90
Manufacturing	2,317	14.0	2,717	15.4	\$988.11	\$991.92
Wholesale trade	238	1.4	206	1.2	\$911.26	\$1,048.17
Retail trade	2,894	17.5	3,180	18.0	\$466.71	\$507.44
Transp. and Warehousing	170	1.0	187	1.1	\$888.85	\$1,008.91
Information	137	0.8	110	0.6	\$1,125.28	\$1,016.27
Financial and Insurance	395	2.4	419	2.4	\$905.80	\$950.71
Real estate	173	1.0	171	1.0	\$476.14	\$722.94
Professional and Technical services	428	2.6	447	2.5	\$867.99	\$926.23
Management	n/a	n/a	n/a	n/a	n/a	n/a
Administrative and Waste services	561	3.4	671	3.8	\$505.10	\$570.28
Educational services	1,581	9.5	1,525	8.6	\$607.22	\$679.85
Health Care and Social Assistance	2,807	17.0	2,674	15.1	\$740.84	\$833.29
Arts, Entertainment, Recreation	299	1.8	317	1.8	\$438.37	\$481.17
Accommodation and Food services	2,087	12.6	2,219	12.6	\$264.13	\$318.25
Other Services	489	3.0	629	3.6	\$469.89	\$542.58
Public Administration	1,172	7.1	1,158	6.6	\$663.54	\$771.23
Total	16,555	100.0	17,663	100.0	\$642.50	\$700.07

Source: Labor & Economic Analysis Division, NC Department of Commerce ; T.Ronald Brown: Research & Analysis

Haywood County's largest employers are the local public school system and Blue Ridge paper Products - each of which employs at least 1,000 persons. The latter is located in Canton and contributes to the strength of the area's manufacturing base, along with Consolidated Metco which produces molded plastics at a site north of Canton. Other relatively large local employers include the County government, various retailers, and the local hospital.

Table C17 - Haywood County Major Employers

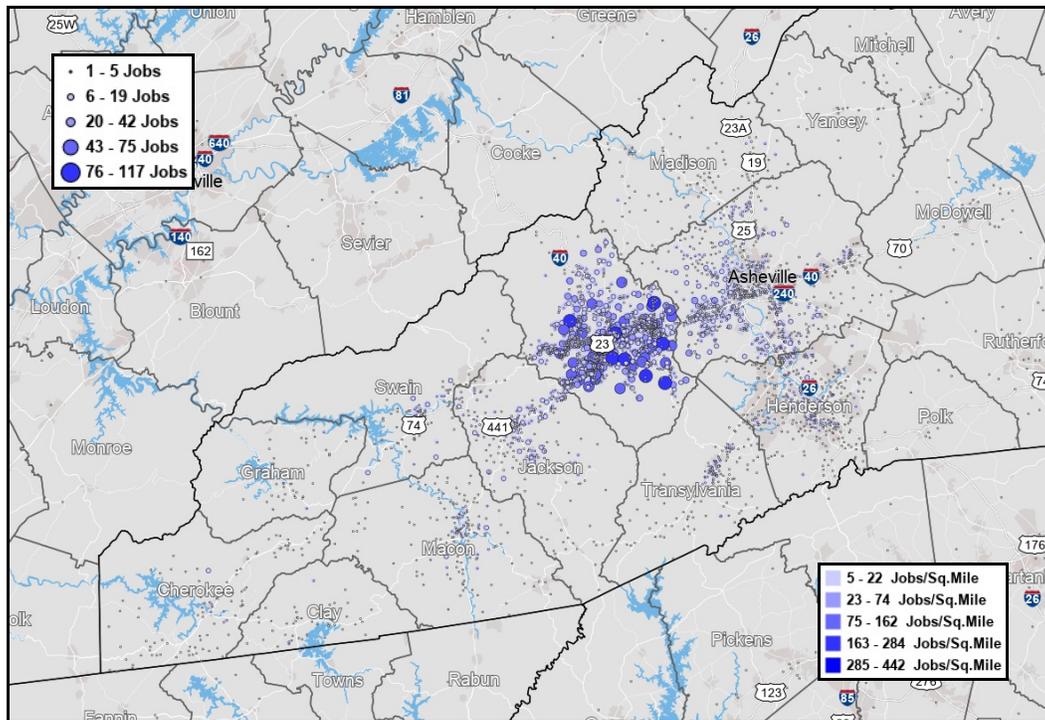
<u>Employer Name</u>	<u>Product/Service</u>	<u>Employees</u>
Haywood County Consolidated Schools	Education & Health Services	1000+
Blue Ridge Paper Products Inc	Manufacturing	1000+
DLP Partner Midwest	Education & Health Services	500-999
Ingles Markets, Inc	Trade, Transportation, & Utilities	500-999
Consolidated Metco Inc	Manufacturing	500-999
County Of Haywood	Public Administration	500-999
Haywood Vocation Opportunities Inc	Manufacturing	250-499
Wal-Mart Associates Inc.	Trade, Transportation, & Utilities	250-499
Haywood Community College	Education & Health Services	250-499
Town Of Waynesville	Public Administration	100-249
Giles Chemical Division	Manufacturing	100-249
DLP Western Carolina Physician	Education & Health Services	100-249
Cataloochee Ski Area	Leisure & Hospitality	100-249
Silver Bluff Nursing Home	Education & Health Services	100-249
Lowes Home Centers Inc	Trade, Transportation, & Utilities	100-249
Maggie Valley Nursing And Rehab	Education & Health Services	100-249
Meridian Behavioral Helath Services	Education & Health Services	100-249
Mountain Projects Inc	Education & Health Services	100-249
Ken Wilson Ford Inc	Trade, Transportation, & Utilities	100-249
McDonalds Restaurants	Leisure & Hospitality	100-249
Plus Linen & Uniform Service	Other Services	100-249
Belk Inc	Trade, Transportation, & Utilities	100-249
Sonoco Products Company	Manufacturing	100-249
Waynesville Automotive Group	Trade, Transportation, & Utilities	100-249
Bayada Home Health Care Inc	Education & Health Services	50-99

Source: Labor & Economic Analysis Division, NC Department of Commerce ; T.Ronald Brown: Research & Analysis

There is significant commuting throughout southwestern North Carolina, and with adjacent areas. The following maps show where workers resident in Haywood County work (Map C1), and where they live (Map C2 ). (It should be noted that the scale on these two maps differ.)

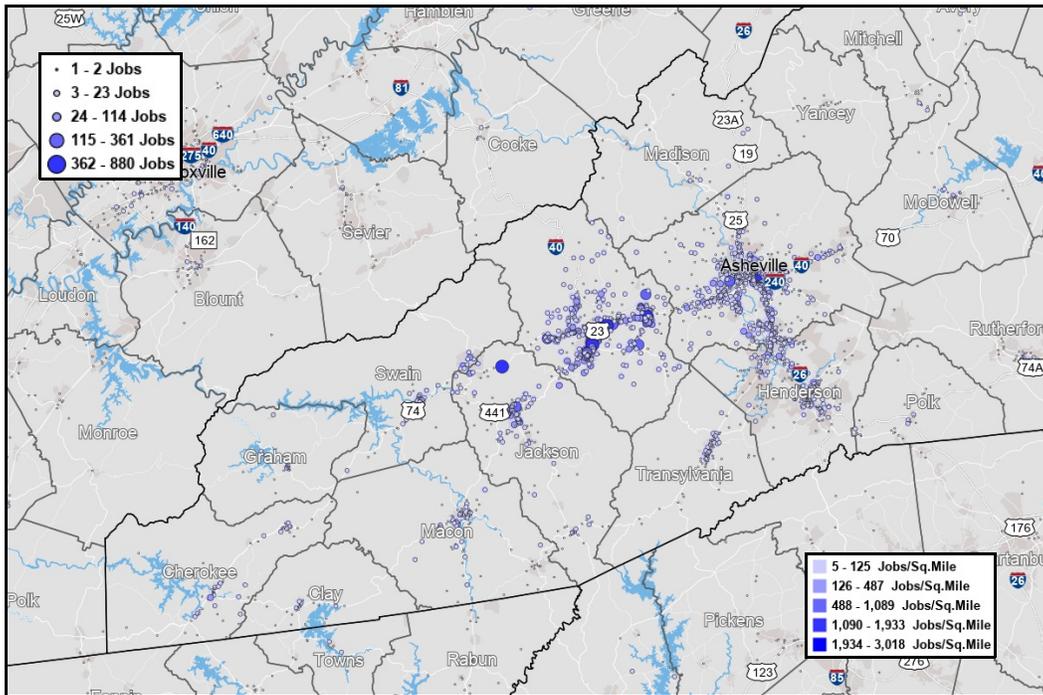
These flows area summarized in Map C3, where it is seen that 10,013 workers live in and work in Haywood County, and that 5,606 persons commute into the County to work, and that as many as 12,276 workers who live in the County work beyond that area.

Map C1- Haywood County Workers, by place of Work (Work to Home )



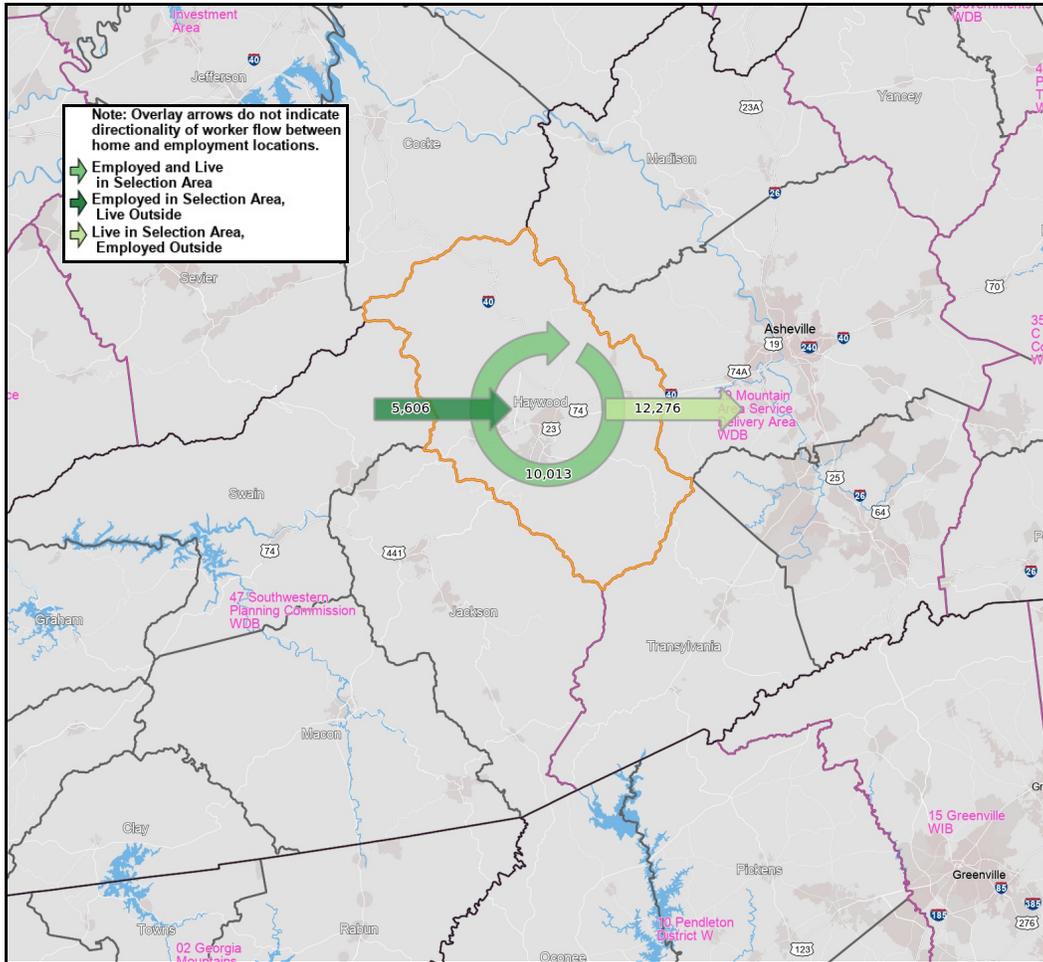
Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

Map C2 - Haywood County Workers, by place of Residence (Home to Work)



Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

Map C3 - Inflow/Outflow of workers, Haywood County



Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

With respect to consumer expenditures in Haywood County, it is seen that based on the most recent Esri data, provided by the Census Bureau, average household expenditures amounted to \$53,189. As is seen in Table C17, spending on housing amounts to as much as 29.2 percent of the household total. Other significant expenditures are on transportation (overall), food (at home), and healthcare.

Table C18 - Haywood County Consumer Expenditures, Selected Categories, 2017

	Annual Expenditures		State	Monthly County
	County total	County percent.		
Total Consumer Expenditures, per Household	\$53,189	100.0	\$60,366	\$4,432.44
Expenditures, per Household				
Apparel and Services	\$1,526	2.9	3.1	\$127.21
Food, away from home	\$2,477	4.7	4.9	\$206.44
Education	\$828	1.6	1.9	\$69.00
Entertainment/Recreation	\$2,502	4.7	4.5	\$208.51
Food, at home	\$4,122	7.7	7.4	\$343.47
Health care	\$4,952	9.3	8.3	\$412.66
Household Services	\$1,369	2.6	2.6	\$114.07
Housing				
total	\$15,530	29.2	30.2	\$1,294.13
utilities, etc	\$2,013	3.8	7.6	\$167.78
water	\$556	1.0	1.0	\$46.32
Local Transportation				
total	\$6,774	12.7	12.2	\$564.49
Gasoline	\$2,343	4.4	4.1	\$195.22
Vehicle maintenance, etc	\$891	1.7	1.6	\$74.25
Pensions/Social Security	\$5,309	10.0	10.4	\$442.43
Travel	\$1,473	2.8	2.8	\$122.77

Source: Esri (reported in Census Business Builder); T. Ronald Brown: Research & Analysis

Data from the Census Bureau show that there are 54 construction companies in Haywood County that focus on residential construction and re-modeling. These employ 118 persons - at an average of around two persons per company. Average pay is seen to be around \$35,237 compared with a statewide average of \$50,126.

Additionally, there is one residential construction company for every 1,108 residents of the County.

Table C19 - Haywood County Construction Company data

Employer Establishments	54
Total Employment	118
Total Annual Payroll ('000's)	\$4,158
Average Employment per Employee	2
Average Payroll per Employee	\$35,237
Population per Employer	1,108

Source: Census Business Builder; T. Ronald Brown: Research & Analysis

ADDENDUM

REGION A TABLES

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## Selected Population Characteristics

Table A1 - Region A, Population, by age, 2000 to 2010

	2000		2010		2020		2025		2030	
	number	percent.								
Total	170,999		194,102		212,452		223,569		234,436	
Male	82,623	48.3	94,783	48.8	104,602	49.2	110,485	49.4	116,254	49.6
Female	88,376	51.7	99,319	51.2	107,850	50.8	113,084	50.6	118,182	50.4
less than 5 years	8,960	5.2	9,956	5.1	10,226	4.8	11,072	5.0	11,502	4.9
5 to 9 years	9,696	5.7	10,186	5.2	9,953	4.7	10,688	4.8	11,547	4.9
10 to 14 years	10,112	5.9	10,775	5.6	11,088	5.2	10,770	4.8	11,548	4.9
15 to 19 years	11,094	6.5	12,766	6.6	13,186	6.2	13,603	6.1	13,334	5.7
20 to 24 years	10,137	5.9	12,475	6.4	14,240	6.7	14,501	6.5	14,955	6.4
25 to 34 years	19,614	11.5	19,533	10.1	22,869	10.8	24,873	11.1	25,843	11.0
35 to 44 years	23,354	13.7	22,401	11.5	22,358	10.5	24,390	10.9	26,218	11.2
45 to 54 years	24,788	14.5	27,106	14.0	24,680	11.6	24,426	10.9	25,862	11.0
55 to 59 years	11,386	6.7	14,281	7.4	14,298	6.7	13,743	6.1	13,961	6.0
60 to 64 years	10,167	5.9	15,209	7.8	15,213	7.2	15,428	6.9	14,988	6.4
65 to 74 years	17,375	10.2	22,712	11.7	29,925	14.1	30,803	13.8	31,850	13.6
75 to 84 years	10,789	6.3	12,316	6.3	17,940	8.4	21,782	9.7	23,647	10.1
85 years and older	3,527	2.1	4,386	2.3	6,476	3.0	7,490	3.4	9,181	3.9
under 15 years	28,768	16.8	30,917	15.9	31,267	14.7	32,530	14.6	34,597	14.8
15 to 64 years	110,540	64.6	123,771	63.8	126,844	59.7	130,964	58.6	135,161	57.7
65 years and older	41,858	24.5	54,623	28.1	69,554	32.7	75,503	33.8	79,666	34.0
Median (estimate)	41.4 years		43.6 years		45.9 years		45.7 years		45.8 years	

Source: 2000 Census; 2010 Census; NC State Data Center; T.Ronald Brown: Research & Analysis

Table A2 - Region A, Population, by race, 2010

Race	number	percent
Total	194,102	100.0
One race	190,736	98.3
White	174,955	90.1
Black or African American	2,323	1.2
American Indian and Alaska Native	9,008	4.6
Asian	1,023	0.5
Native Hawaiian/other Pacific	54	0.0
Some other race	3,373	1.7
Two or more races	3,366	1.7
Two races, with some other race	354	0.2
Two races without some other race	2,853	1.5
Three races, with some other race	28	0.0
Three races without some other race	131	0.1
Hispanic or Latino		
Total population	194,102	100.0
Hispanic or Latino (any race)	7,947	4.1
Mexican	5,939	3.1
Puerto Rican	521	0.3
Cuban	349	0.2
Other Hispanic or Latino	1,138	0.6
Not Hispanic or Latino	186,155	95.9
Race and Hispanic or Latino		
Total population	194,102	100.0
One race	190,736	98.3
Hispanic or Latino	7,507	3.9
Not Hispanic or Latino	183,229	94.4
Two or more races	3,366	1.7
Hispanic or Latino	440	0.2
Not Hispanic or Latino	3,366	1.7

Source: 2010 Census; T.Ronald Brown: Research & Analysis

## Selected Household Characteristics

Table A3 - Region A, Households, by type, 2000 and 2010

	2000		2010	
	number	pct.	number	pct.
Total Households	71,793		82,386	
1-person households	19,061	26.5	23,824	28.9
Male	7,527	39.5	10,315	43.3
Female	11,534	60.5	13,509	56.7
2 or more person households	52,732	73.5	58,562	71.1
Family Households	49,679	69.2	54,101	65.7
Husband/wife family	40,477	81.5	42,190	78.0
with children	13,720	33.9	12,518	29.7
without children	26,757	66.1	29,672	70.3
Other family	9,202	18.5	11,911	22.0
Male Householder/no wife	2,414	4.9	3,579	6.6
with children	1,275	52.8	1,774	49.6
without children	1,139	47.2	1,805	50.4
Female Householder/no husband	6,788	13.7	8,332	15.4
with children	3,603	53.1	4,162	50.0
without children	3,185	46.9	4,170	50.0
Nonfamily Households	3,053	4.3	4,461	5.4
Male Householder	1,773	58.1	2,543	57.0
Female Householder	1,280	41.9	1,918	43.0

Source: 2000 Census; 2010 Census; T.Ronald Brown: Research & Analysis

## Selected Housing Characteristics

Table A4 - Region A, Housing Occupancy and Vacancy status, 2008-2012 and 2013-2017

	2008 to 2012		2013 to 2017	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Total Housing Units	124,979		127,833	
Occupied Housing Units	82,408	65.9	83,041	65.0
Vacant Housing Units	42,571	34.1	44,792	35.0
Rented or sold, not occupied	404	0.9	1,054	2.4
Seasonal, Recreational or occasional use	31,623	74.3	30,974	69.2
Other vacant	7,658	18.0	8,903	19.9

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table A5 - Region A, Units in Structure, 2008-2012 and 2013-2017

	2008-2012						2013-2017					
	owner		renter		total		owner		renter		total	
	<u>number</u>	<u>percent.</u>										
Total	62,014	75.3	20,394	24.7	82,408		60,378	72.7	22,663	27.3	83,041	
1, detached	48,243	77.8	9,661	47.4	57,904	70.3	48,237	79.9	11,369	50.2	59,606	71.8
1, attached	506	0.8	382	1.9	888	1.1	586	1.0	208	0.9	794	1.0
2	178	0.3	1,225	6.0	1,403	1.7	253	0.4	935	4.1	1,188	1.4
3 or 4	118	0.2	1,260	6.2	1,378	1.7	139	0.2	1,507	6.6	1,646	2.0
5 to 9	82	0.1	1,319	6.5	1,401	1.7	84	0.1	1,206	5.3	1,290	1.6
10 to 19	40	0.1	756	3.7	796	1.0	80	0.1	618	2.7	698	0.8
20 to 49	25	0.0	613	3.0	638	0.8	0	0.0	548	2.4	548	0.7
50 or more	0	0.0	167	0.8	167	0.2	33	0.1	291	1.3	324	0.4
mobile home	12,707	20.5	4,993	24.5	17,700	21.5	10,849	18.0	5,941	26.2	16,790	20.2
Other	115	0.2	18	0.1	133	0.2	117	0.2	40	0.2	157	0.2

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table A6 - Region A, Year Structure Built, 2013-2017

	2013-2017					
	owner		renter		total	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Built 2014 or later	490	0.8	151	0.7	641	0.8
Built 2010 to 2013	1,124	1.9	425	1.9	1,549	1.9
Built 2000 to 2009	12,479	20.7	3,738	16.5	16,217	19.5
Built 1990 to 1999	11,150	18.5	3,977	17.5	15,127	18.2
Built 1980 to 1989	11,108	18.4	3,813	16.8	14,921	18.0
Built 1970 to 1979	9,638	16.0	3,736	16.5	13,374	16.1
Built 1960 to 1969	5,258	8.7	2,048	9.0	7,306	8.8
Built 1950 to 1959	3,612	6.0	2,097	9.3	5,709	6.9
Built 1940 to 1949	2,449	4.1	1,193	5.3	3,642	4.4
Built 1939, or earlier	3,070	5.1	1,485	6.6	4,555	5.5
Median	1984 (estimate)		1987 (estimate)		1984 (estimate)	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table A7 - Region A, Tenure by Year Household moved into unit, 2013-2017

	2013-2017					
	owner		renter		total	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
Moved in 2015 or later	2,992	5.0	5,241	23.1	8,233	9.9
Moved in 2010 to 2014	10,279	17.0	11,167	49.3	21,446	25.8
Moved in 2000 to 2009	20,369	33.7	4,403	19.4	24,772	29.8
Moved in 1990 to 1999	11,983	19.8	1,257	5.5	13,240	15.9
Moved in 1980 to 1989	6,516	10.8	232	1.0	6,748	8.1
Moved in 1979, or earlier	8,239	13.6	363	1.6	8,602	10.4
Median	2007 (estimate)		2012 (estimate)		2004 (estimate)	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table A8 - Region A, Value, Owner-occupied Housing Units, 2013-2017

	2013-2017	
	<u>number</u>	<u>percent.</u>
less than \$50,000	6,834	11.3
\$50,000 to \$99,999	9,086	15.0
\$100,000 to \$149,999	11,414	18.9
\$150,000 to \$199,999	10,560	17.5
\$200,000 to \$299,999	12,007	19.9
\$300,000 to \$499,999	7,199	11.9
\$500,000 to \$999,999	2,533	4.2
\$1,000,000 or more	745	1.2
Median	\$185,234 (estimate)	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table A9 - Region A, Value, Selected Monthly Owner Costs, 2008-2102 and 2013-2017

Units with a mortgage	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than \$300	53	1.0	less than \$500	239	4.5
\$300 to \$499	154	2.8	\$500 to \$999	1,634	31.1
\$500-\$699	663	12.0	\$1,000-\$1,499	1,795	34.1
\$700-\$999	1,374	24.9	\$1,500 to \$1,999	968	18.4
\$1,000 to \$1,499	1,689	30.6	\$2,000 to \$2,499	289	5.5
\$1,500 to \$1,999	877	15.9	\$2,500 to \$2,999	178	3.4
\$2,000 or more	717	13.0	\$3,000 or more	159	3.0
Median	\$1,134		Median	\$1,159	
Units without a mortgage	5,114	48.1 percent of total	5,303	50.2 percent of total	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table A10 - Region A, Selected Monthly Owner Costs as a Percentage of Household Income ,  
2008-2012 and 2013-2017

Units with a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 20.0 percent	11,164	36.1	12,424	42.2	
20.0 to 24.9 percent	4,683	15.1	4,389	14.9	
25.0 to 29.9 percent	3,381	10.9	3,071	10.4	
30 to 34.9 percent	2,498	8.1	2,474	8.4	
35.0 percent or more	9,210	29.8	7,063	24.0	
Units without a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 10.0 percent	15,413	51.3	15,166	50.5	
10.0 to 14.9 percent	5,376	17.9	5,339	17.8	
15.0 to 19.9 percent	2,998	10.0	3,104	10.3	
20.0 to 24.9 percent	2,109	7.0	1,709	5.7	
25.0 to 29.9 percent	863	2.9	1,335	4.4	
30 to 34.9 percent	772	2.6	807	2.7	
35.0 percent or more	2,523	8.4	2,560	8.5	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table A11 - Region A, Rent, Renter-occupied Housing Units, 2008-2012 and 2013-2017

	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than \$200	310	1.8	less than \$500	3,688	19.1
\$200 to \$299	717	4.2	\$500 to \$999	12,526	64.7
\$300 to \$499	2,853	16.6	\$1,000 to \$1,499	2,832	14.6
\$500 to \$749	6,903	40.2	\$1,500 to \$1,999	238	1.2
\$750 to \$999	4,125	24.0	\$2,000 to \$2,499	55	0.3
\$1,000 to \$1,499	2,008	11.7	\$2,500 to \$2,999	0	0.0
\$1,500 or more	273	1.6	\$3,000 or more	16	0.1
Median	\$670 (estimate)		Median	\$738 (estimate)	
No rent paid	3,205		No rent paid	3,308	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table A12 - Region A, Selected Monthly Renter Costs as a Percentage of Household Income , 2008-2012 and 2013-2017

	2008-2012		2013-2017	
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>
less than 15.0 percent	2,193	13.1	3,125	16.5
15.0 to 19.9 percent	1,755	10.5	2,205	11.6
20.0 to 24.9 percent	2,040	12.2	2,829	14.9
25.0 to 29.9 percent	1,566	9.4	1,883	9.9
30.0 to 34.9 percent	1,552	9.3	1,338	7.1
35.0 percent or more	7,621	45.6	7,556	39.9

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

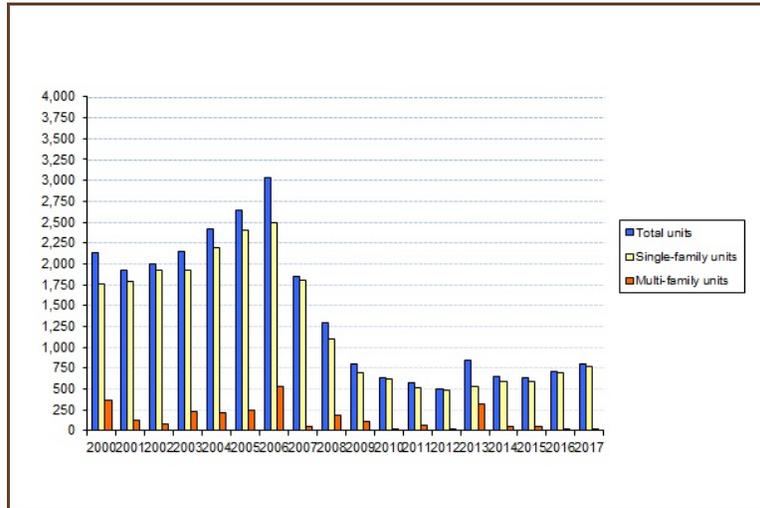
Table A13 below, gives details of residential construction throughout Region A since 2000. Where the data exist, it can be seen that a total of 25,577 units were permitted/added throughout the Region, 22,900 of which were for single-family units (89.5 percent) and 2,677 ( or 10.5 percent) were for multi-family units. The table and the graph following it show the significant slow-down in construction from 2008.

Table A13 - Region A, Building Permits Issued, Annually, 2000 to 2017

	<u>Total</u>	<u>single-family</u>	<u>multi-family</u>
2000	2,132	1,761	371
2001	1,925	1,796	129
2002	2,002	1,918	84
2003	2,149	1,924	225
2004	2,422	2,199	223
2005	2,648	2,401	247
2006	3,028	2,497	531
2007	1,848	1,804	44
2008	1,294	1,103	191
2009	798	694	104
2010	628	619	9
2011	574	514	60
2012	494	478	16
2013	850	533	317
2014	647	597	50
2015	638	594	44
2016	705	691	14
2017	795	777	18
Total	25,577	22,900	2,677

Source: SOCDs Building Permits Database, HUDUSER; T.Ronald Brown: Research & Analysis

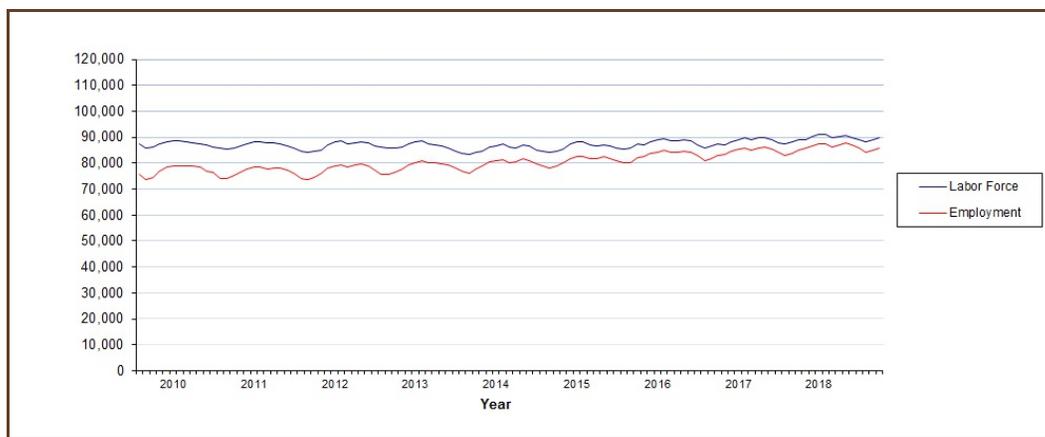
These data are illustrated, below



Selected Economic Characteristics

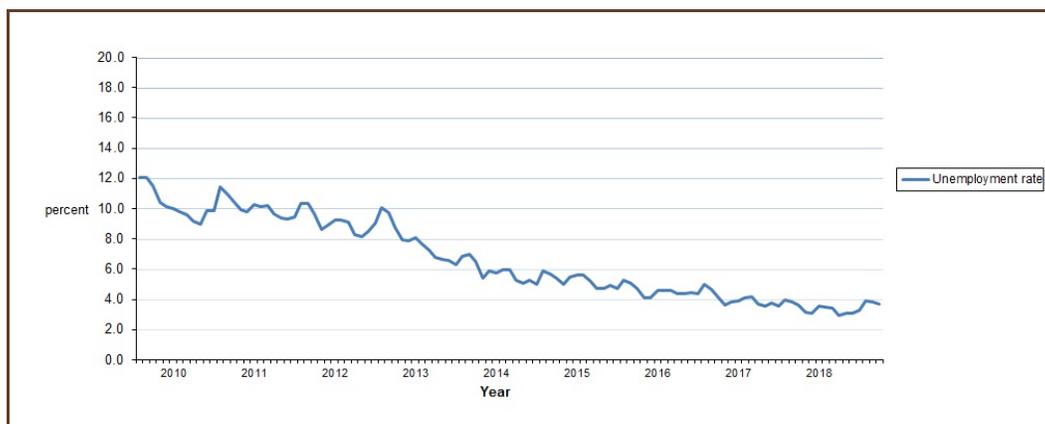
The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. Tables A14 and A15 illustrate labor force and employment, and unemployment trends for the Region, since 2011. In 2018, the most recent year for which annualized data are available, the Region’s labor force comprised an estimated 89,701 persons. Of this total, 86,148 were employed and 3,553 or 4.0 percent were unemployed. Over the last decade, the seasonality of the area’s labor market is noteworthy, with an overall upward trend in both labor force and employment. Unemployment peaked at 11.7 percent in 2010; however, on an annual basis, it has decreased consistently since then.

Table A14 - Region A Labor Force and Employment Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Table A15 - Region A Unemployment Rate Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Information on employment, by industry for the Region in 2014 and 2018 is set out in Table A16, below. From this it is seen that the largest sub-sectors are retail trade, accommodation and food services, healthcare, education, and public administration - each of which account for more than 10 percent of jobs. This illustrates the role of tourism in the Region, as well as support for the local population in terms of government, education, and healthcare. Manufacturing, however, accounted for only 7.4 percent of jobs in 2018, down from 8.4 percent five years previously. Other significant sub-sectors include arts, entertainment, and recreation (again highlighting the role of tourism).

From this table it is seen that employment grew from 60,795 to 64,911 between 2014 and 2018 - an increase of around 823 jobs per year, or around 2.1 percent, annually. Average wages were reported at \$682.68 per week in 2018 - a 2.2 percent per year average growth since 2014. Average wages, statewide, were \$976.45 per week in 2018.

Table A16 - Region A Employment and Average Wage Trends, 2014 and 2018

	Employment				Average weekly wage	
	2014		2018		2014	2018
	number	percent	number	percent		
Agriculture, Forestry, etc	246	0.4	181	0.3	\$546.74	\$696.29
Mining	46	0.1	55	0.1	\$804.73	\$840.81
Utilities	259	0.4	255	0.4	\$1,384.91	\$1,636.11
Construction	3,112	5.1	3,414	5.3	\$662.93	\$774.80
Manufacturing	5,098	8.4	4,799	7.4	\$847.70	\$899.17
Wholesale trade	679	1.1	718	1.1	\$801.13	\$884.46
Retail trade	8,794	14.5	9,620	14.8	\$452.03	\$500.74
Transp. and Warehousing	764	1.3	916	1.4	\$775.77	\$872.98
Information	577	0.9	509	0.8	\$762.11	\$737.27
Financial and Insurance	1,201	2.0	1,362	2.1	\$831.73	\$960.56
Real estate	532	0.9	618	1.0	\$529.34	\$671.51
Professional and Technical services	2,319	3.8	2,352	3.6	\$758.46	\$807.06
Management	209	0.3	213	0.3	\$617.84	\$1,192.04
Administrative and Waste services	1,952	3.2	1,865	2.9	\$557.42	\$605.55
Educational services	6,976	11.5	6,944	10.7	\$691.93	\$777.53
Health Care and Social Assistance	8,644	14.2	8,399	12.9	\$725.51	\$785.09
Arts, Entertainment, Recreation	4,001	6.6	5,147	7.9	\$613.50	\$667.72
Accommodation and Food services	7,879	13.0	8,906	13.7	\$290.32	\$352.74
Other Services	1,454	2.4	1,861	2.9	\$467.44	\$557.86
Public Administration	6,057	10.0	6,781	10.4	\$702.35	\$814.31
Total	60,795	100.0	64,911	100.0	\$617.84	\$682.68

Source: Labor & Economic Analysis Division, NC Department of Commerce ; T.Ronald Brown: Research & Analysis

As noted above, the Region’s employment base is focused on retail trade, accommodation and food services, healthcare, education, and public administration, and this is reflected in the major employers for the area, along with retailers and wholesalers. The area’s largest employers, therefore include the local school systems, health care facilities, and government entities. The area’s largest manufacturer is the Blue Ridge Products paper mill in Canton. Various tourist-oriented businesses are also relatively large employers.

Table A17 - Region A Major Employers

<u>Employer Name</u>	<u>Product/Service</u>	<u>County</u>	<u>Employees</u>
Haywood County Consolidated Schools	Education & Health Services	Haywood	1000+
Blue Ridge Paper Products Inc	Manufacturing	Haywood	1000+
Western Carolina University	Education & Health Services	Jackson	1000+
ECBI	Public Administration	Swain	1000+
Cherokee County Board Of Education	Education & Health Services	Cherokee	500-999
DLP Partner Midwest	Education & Health Services	Haywood	500-999
Ingles Markets, Inc	Trade, Transportation, & Utilities	Haywood	500-999
Consolidated Metco Inc	Manufacturing	Haywood	500-999
County Of Haywood	Public Administration	Haywood	500-999
DLP Partner Midwest	Education & Health Services	Jackson	500-999
Jackson County Public Schools	Education & Health Services	Jackson	500-999
Aramark Food And Support Services	Professional & Business Services	Jackson	500-999
Macon County Public Schools	Education & Health Services	Macon	500-999
Drake Enterprises Ltd	Professional & Business Services	Macon	500-999
Cherokee Indian Hospital Authority	Public Administration	Swain	500-999
Murphy Medical Center Inc	Education & Health Services	Cherokee	250-499
Moog Inc	Professional & Business Services	Cherokee	250-499
Cherokee County	Public Administration	Cherokee	250-499
Wal-Mart Associates Inc.	Trade, Transportation, & Utilities	Cherokee	250-499
Graham County Schools	Education & Health Services	Graham	250-499
Haywood Vocation Opportunities Inc	Manufacturing	Haywood	250-499
Wal-Mart Associates Inc.	Trade, Transportation, & Utilities	Haywood	250-499
Haywood Community College	Education & Health Services	Haywood	250-499
Vaya Health	Public Administration	Jackson	250-499
Jackson County	Public Administration	Jackson	250-499
Wal-Mart Associates Inc.	Trade, Transportation, & Utilities	Jackson	250-499
Southwestern Community College	Education & Health Services	Jackson	250-499
Macon County	Public Administration	Macon	250-499
Ingles Markets, Inc	Trade, Transportation, & Utilities	Macon	250-499
Angel Medical Center	Education & Health Services	Macon	250-499
The Cherokee Boys Club Inc	Education & Health Services	Swain	250-499
Swain County Schools	Education & Health Services	Swain	250-499

/continued

Table A17 - Region A Major Employers, continued

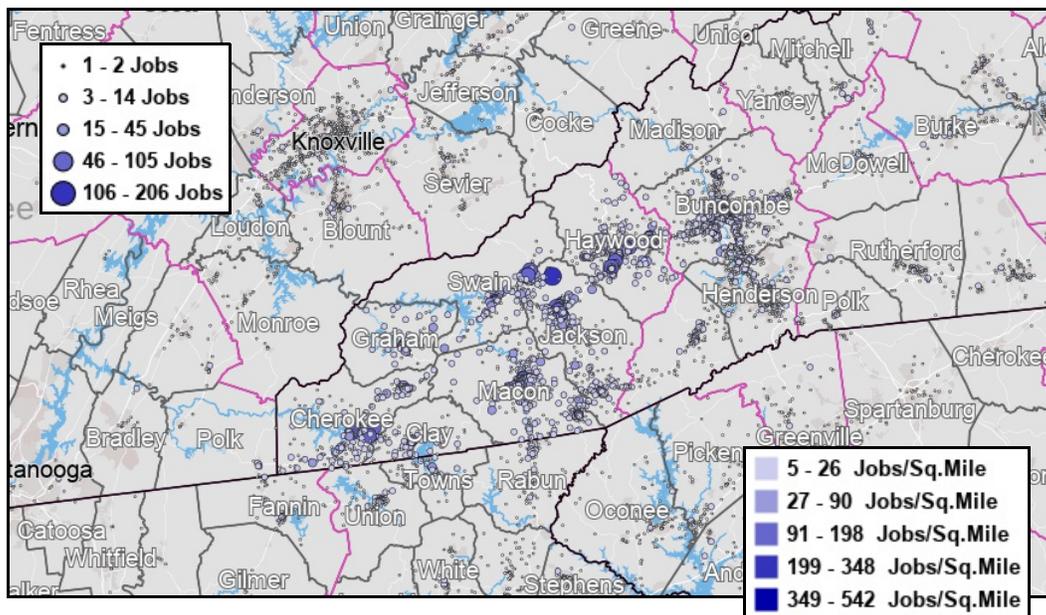
Sioux Tools Inc	Manufacturing	Cherokee	100-249	
Ingles Markets, Inc	Trade, Transportation, & Utilities	Cherokee	100-249	
Tri County Community College	Education & Health Services	Cherokee	100-249	
Ioi Enterprises Inc	Manufacturing	Cherokee	100-249	
Team Industries	Manufacturing	Cherokee	100-249	
Appalachian Community Services	Education & Health Services	Cherokee	100-249	
Lowe's Home Centers Inc	Trade, Transportation, & Utilities	Cherokee	100-249	
Clay County Board Of Education	Education & Health Services	Clay	100-249	
County Of Clay	Public Administration	Clay	100-249	
Ingles Markets, Inc	Trade, Transportation, & Utilities	Clay	100-249	
Graham County	Public Administration	Graham	100-249	
Graham County Land Company	Construction	Graham	100-249	
Town Of Waynesville	Public Administration	Haywood	100-249	
Giles Chemical Division	Manufacturing	Haywood	100-249	
Dlp Western Carolina Physician Prac	Education & Health Services	Haywood	100-249	
Cataloochee Ski Area	Leisure & Hospitality	Haywood	100-249	
Silver Bluff Nursing Home	Education & Health Services	Haywood	100-249	
Lowe's Home Centers Inc	Trade, Transportation, & Utilities	Haywood	100-249	
Maggie Valley Nursing And Rehab	Education & Health Services	Haywood	100-249	
Meridian Behavioral Health Services	Education & Health Services	Haywood	100-249	
Mountain Projects Inc	Education & Health Services	Haywood	100-249	
Ken Wilson Ford Inc	Trade, Transportation, & Utilities	Haywood	100-249	
Mcdonalds Restaurants	Leisure & Hospitality	Haywood	100-249	
Plus Linen & Uniform Service	Other Services	Haywood	100-249	
Belk Inc	Trade, Transportation, & Utilities	Haywood	100-249	
Sonoco Products Company	Manufacturing	Haywood	100-249	
Waynesville Automotive Group	Trade, Transportation, & Utilities	Haywood	100-249	
Ingles Markets, Inc	Trade, Transportation, & Utilities	Jackson	100-249	
NC Department Of Transportation	Public Administration	Jackson	100-249	
Ultrastar Multi-Tainment	Leisure & Hospitality	Jackson	100-249	
Dlp Western Carolina Physician Prac	Education & Health Services	Jackson	100-249	
Skyland Care Center	Education & Health Services	Jackson	100-249	
Lowe's Home Centers Inc	Trade, Transportation, & Utilities	Jackson	100-249	
United Parcel Service Inc	Trade, Transportation, & Utilities	Jackson	100-249	
Jackson Paper Manufacturing Company	Manufacturing	Jackson	100-249	
Jennings Builders Supply	Trade, Transportation, & Utilities	Jackson	100-249	
Southwestern Child Development Comm	Education & Health Services	Jackson	100-249	
Blue Ridge Healthcare On The Mounta	Education & Health Services	Jackson	100-249	
Wal-Mart Associates Inc.	Trade, Transportation, & Utilities	Macon	100-249	
Entegra Bank	Financial Activities	Macon	100-249	
Shaw Industries Group Inc	Trade, Transportation, & Utilities	Macon	100-249	
Macon Program For Progress Inc	Education & Health Services	Macon	100-249	
Town Of Highlands Inc	Public Administration	Macon	100-249	
Lowe's Home Centers Inc	Trade, Transportation, & Utilities	Macon	100-249	
Highlands Cashiers Hospital Inc	Education & Health Services	Macon	100-249	
United Parcel Service Inc	Trade, Transportation, & Utilities	Macon	100-249	
Great Smoky Mountains Railroad	Trade, Transportation, & Utilities	Swain	100-249	
Swain County	Public Administration	Swain	100-249	
Ingles Markets, Inc	Trade, Transportation, & Utilities	Swain	100-249	
Nantahala Outdoor Center	Leisure & Hospitality	Swain	100-249	

Source: Labor & Economic Analysis Division, NC Department of Commerce ; T.Ronald Brown: Research & Analysis

There is significant commuting within the Region, and with adjacent areas. The following maps show where workers resident in the region work (Map A1), and where they live (Map A2 ). (It should be noted that the scale on these two maps differ.)

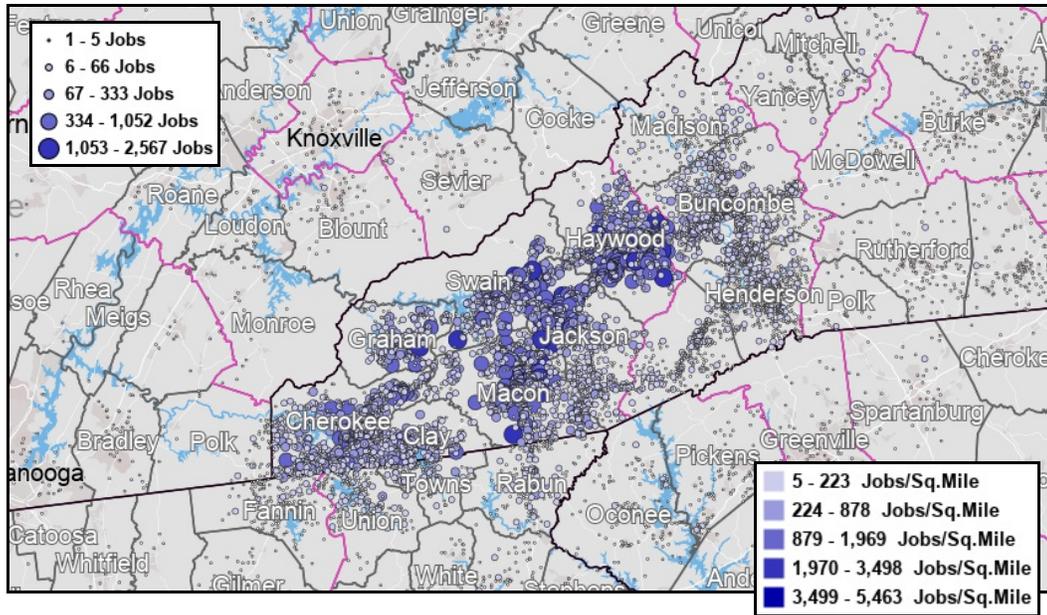
These flows area summarized in Map A3, where it is seen that 41,866 workers live in and work in the Region, and that 12,974 persons commute into the Region to work, and that as many as 23,894 workers who live in the Region work beyond that area.

Map A1 - Region A - Region A workers, by place of Work (Work to Home )



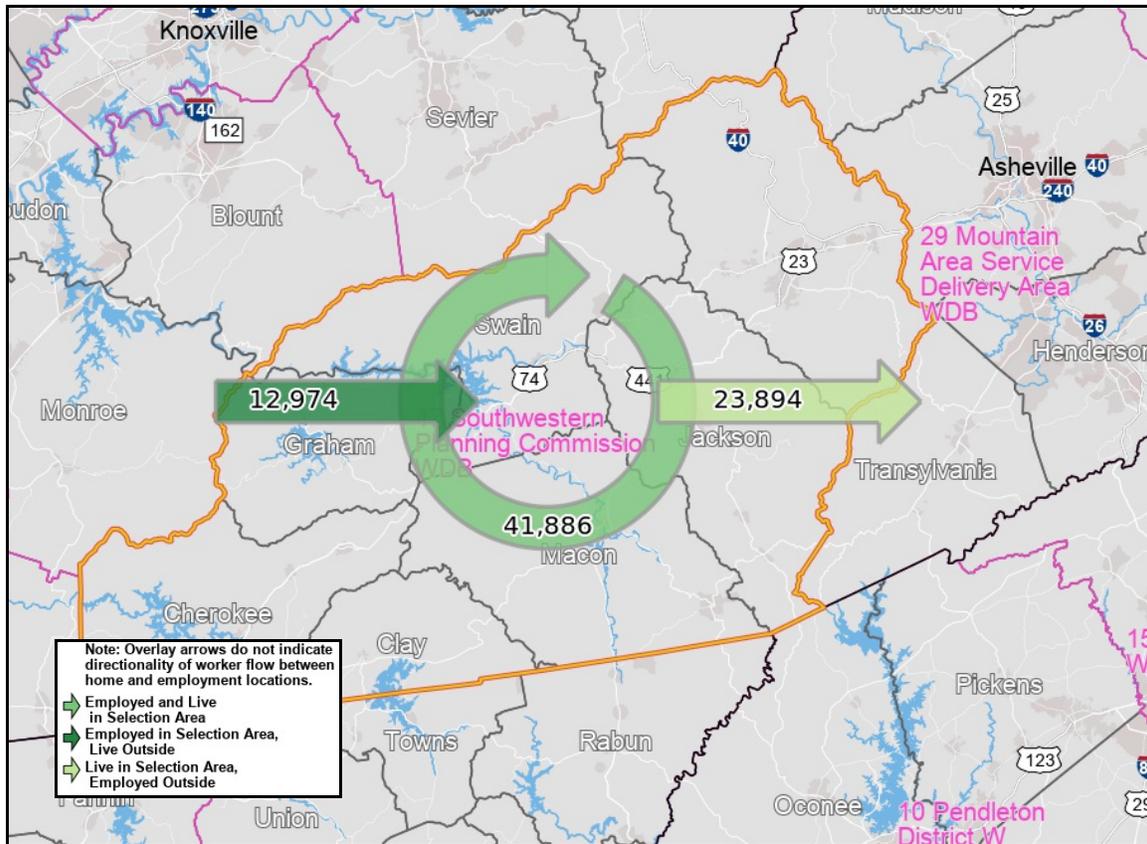
Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

Map A2 - Region A Workers, by place of Residence (Home to Work)



Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

Map A3 - Inflow/Outflow of workers, Region A



Source : On the Map; Census Bureau; T.Ronald Brown: Research & Analysis

Information on Consumer Expenditures is not available for the multi-county Region A area.

Data from the Census Bureau show that there are 219 construction companies in Region A that focus on residential construction and re-modeling. These employ 691 persons - at an average of around three persons per company. Average pay is seen to be around \$35,114 compared with a statewide average of \$50,126.

Additionally, there is one person employed in this sub-sector for every 859 residents of the region (compared with one company for every 1,757 persons, on average state-wide).

Table A18 - Region A Construction Company data

Employer Establishments	219
Total Employment	691
Total Annual Payroll ('000's)	\$24,264
Average Employment per Employee	3
Average Payroll per Employee	\$35,114
Population per Employer	859

Source: Census Business Builder; T. Ronald Brown: Research & Analysis

ADDENDUM

NORTH CAROLINA TABLES

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## Selected Population Characteristics

Table NC1 - North Carolina, Population, by age, 2000 to 2010

	2000		2010		2020		2025		2030	
	number	percent.								
Total	8,049,313		9,535,483		10,647,005		11,248,928		11,847,719	
Male	3,942,695	49.0	4,645,492	48.7	5,478,257	51.5	5,795,001	51.5	6,109,686	51.6
Female	4,106,618	51.0	4,889,991	51.3	5,168,748	48.5	5,453,927	48.5	5,738,033	48.4
less than 5 years	539,509	6.7	632,040	6.6	618,270	5.8	652,154	5.8	683,758	5.8
5 to 9 years	562,553	7.0	635,945	6.7	621,139	5.8	638,412	5.7	672,656	5.7
10 to 14 years	551,367	6.8	631,104	6.6	679,846	6.4	657,838	5.8	677,207	5.7
15 to 19 years	539,931	6.7	659,591	6.9	715,610	6.7	738,506	6.6	719,069	6.1
20 to 24 years	577,508	7.2	661,573	6.9	746,233	7.0	786,719	7.0	811,399	6.8
25 to 34 years	1,213,415	15.1	1,246,593	13.1	1,378,278	12.9	1,471,854	13.1	1,550,899	13.1
35 to 44 years	1,287,120	16.0	1,327,151	13.9	1,356,686	12.7	1,431,692	12.7	1,521,594	12.8
45 to 54 years	1,085,150	13.5	1,368,646	14.4	1,376,510	12.9	1,387,710	12.3	1,442,592	12.2
55 to 59 years	400,207	5.0	600,722	6.3	700,175	6.6	694,441	6.2	707,208	6.0
60 to 64 years	323,505	4.0	538,039	5.6	534,276	5.0	559,618	5.0	559,513	4.7
65 to 74 years	533,777	6.6	697,567	7.3	1,191,583	11.2	1,319,959	11.7	1,415,064	11.9
75 to 84 years	329,810	4.1	389,051	4.1	534,655	5.0	688,081	6.1	810,987	6.8
85 years and older	105,461	1.3	147,461	1.5	193,744	1.8	221,944	2.0	275,773	2.3
under 15 years	1,653,429	20.5	1,899,089	19.9	1,919,255	18.0	1,948,404	17.3	2,033,621	17.2
15 to 64 years	5,426,836	67.4	6,402,315	67.1	6,807,768	63.9	7,070,540	62.9	7,312,274	61.7
65 years and older	1,292,553	16.1	1,772,118	18.6	2,454,258	23.1	2,789,602	24.8	3,061,337	25.8
Median	35.3 years		37.4 years		39.1 years		39.8 years		40.2 years	

Source: 2000 Census; 2010 Census; NC State Data Center; T.Ronald Brown: Research &amp; Analysis

Table NC2 - North Carolina, Population, by race, 2010

Race	<u>number</u>	<u>percent</u>
Total	9,535,483	100.0
One race	9,329,284	97.8
White	6,528,950	68.5
Black or African American	2,048,628	21.5
American Indian and Alaska Native	122,110	1.3
Asian	208,962	2.2
Native Hawaiian/other Pacific	6,604	0.1
Some other race	905	0.0
Two or more races	206,199	2.2
Two races, with some other race	42,197	0.4
Two races without some other race	147,647	1.5
Three races, with some other race	3,224	0.0
Three races without some other race	13,131	0.1
Hispanic or Latino		
Total population	9,535,483	100.0
Hispanic or Latino (any race)	800,120	8.4
Mexican	486,960	5.1
Puerto Rican	71,800	0.8
Cuban	18,079	0.2
Other Hispanic or Latino	223,281	2.3
Not Hispanic or Latino	8,735,363	91.6
Race and Hispanic or Latino		
Total population	9,535,483	100.0
One race	9,329,284	97.8
Hispanic or Latino	749,680	7.9
Not Hispanic or Latino	8,579,604	90.0
Two or more races	206,199	2.2
Hispanic or Latino	50,440	0.5
Not Hispanic or Latino	155,759	1.6

Source: 2010 Census; T.Ronald Brown: Research & Analysis

## Selected Household Characteristics

Table NC3 - North Carolina, Households, by type, 2000 and 2010

	2000		2010	
	<u>number</u>	<u>pct.</u>	<u>number</u>	<u>pct.</u>
Total Households	3,132,013		3,745,155	
1-person households	795,271	25.4	1,011,348	27.0
Male	337,575	42.4	435,368	43.0
Female	457,696	57.6	575,980	57.0
2 or more person households	2,336,742	74.6	2,733,807	73.0
Family Households	2,158,869	68.9	2,499,174	66.7
Husband/wife family	1,645,346	76.2	1,812,029	72.5
with children	707,506	43.0	732,199	40.4
without children	937,840	57.0	1,079,830	59.6
Other family	513,523	23.8	687,145	27.5
Male Householder/no wife	123,526	5.7	173,010	6.9
with children	60,791	49.2	85,199	49.2
without children	62,735	50.8	87,811	50.8
Female Householder/no husband	389,997	18.1	514,135	20.6
with children	227,351	58.3	292,504	56.9
without children	162,646	41.7	221,631	43.1
Nonfamily Households	177,873	5.7	234,633	6.3
Male Householder	105,078	59.1	132,035	56.3
Female Householder	72,795	40.9	102,598	43.7

Source: 2000 Census; 2010 Census; T.Ronald Brown: Research &amp; Analysis

## Selected Housing Characteristics

Table NC4 - North Carolina, Housing Occupancy and Vacancy status, 2008-2012 and 2013-2017

	2008 to 2012		2013 to 2017	
	number	percent.	number	percent.
Total Housing Units	4,325,088		4,521,697	
Occupied Housing Units	82,408	1.9	83,041	1.8
Vacant Housing Units	631,867	14.6	647,351	14.3
Rented or sold, not occupied	32,754	5.2	39,539	6.1
Seasonal, Recreational or occasional use	198,304	31.4	213,697	33.0
Other vacant	210,481	33.3	236,361	36.5

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table NC5 - North Carolina, Units in Structure, 2008-2012 and 2013-2017

	2008-2012						2013-2017					
	owner		renter		total		owner		renter		total	
	number	percent.	number	percent.	number	percent.	number	percent.	number	percent.	number	percent.
1, detached	2,030,789	82.0	435,060	35.8	2,465,849	66.8	2,075,940	82.4	488,091	36.0	2,564,031	66.2
1, attached	90,216	3.6	51,429	4.2	141,645	3.8	93,899	3.7	69,395	5.1	163,294	4.2
2	4,696	0.2	68,396	5.6	73,092	2.0	4,685	0.2	70,837	5.2	75,522	1.9
3 or 4	10,339	0.4	88,639	7.3	98,978	2.7	8,464	0.3	96,905	7.1	105,369	2.7
5 to 9	11,804	0.5	141,039	11.6	152,843	4.1	12,202	0.5	152,617	11.3	164,819	4.3
10 to 19	7,456	0.3	136,359	11.2	143,815	3.9	7,287	0.3	150,471	11.1	157,758	4.1
20 to 49	4,233	0.2	74,332	6.1	78,565	2.1	4,895	0.2	86,895	6.4	91,790	2.4
50 or more	4,245	0.2	46,095	3.8	50,340	1.4	4,793	0.2	60,917	4.5	65,710	1.7
mobile home	312,777	12.6	174,107	14.3	486,884	13.2	304,160	12.1	179,312	13.2	483,472	12.5
Other	805	0.0	405	0.0	1,210	0.0	1,571	0.1	1,010	0.1	2,581	0.1

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table NC6 - North Carolina, Year Structure Built, 2013-2017

	owner		renter		total	
	number	percent.	number	percent.	number	percent.
Built 2014 or later	30,204	1.2	15,876	1.2	46,080	1.2
Built 2010 to 2013	88,421	3.5	52,971	3.9	141,392	3.6
Built 2000 to 2009	577,503	22.9	225,393	16.6	802,896	20.7
Built 1990 to 1999	534,702	21.2	271,712	20.0	806,414	20.8
Built 1980 to 1989	367,116	14.6	229,926	17.0	597,042	15.4
Built 1970 to 1979	329,573	13.1	206,758	15.2	536,331	13.8
Built 1960 to 1969	223,550	8.9	125,812	9.3	349,362	9.0
Built 1950 to 1959	171,372	6.8	99,339	7.3	270,711	7.0
Built 1940 to 1949	77,627	3.1	55,595	4.1	133,222	3.4
Built 1939, or earlier	117,828	4.7	73,068	5.4	190,896	4.9
Median	1989		1985		1988	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table NC7 - North Carolina, Tenure by Year Household moved into unit, 2013-2017

	2013-2017					
	owner		renter		total	
	number	percent.	number	percent.	number	percent.
Moved in 2015 or later	128,493	5.1	298,158	22.0	426,651	11.0
Moved in 2010 to 2014	465,161	18.5	737,887	54.4	1,203,048	31.1
Moved in 2000 to 2009	912,971	36.3	240,990	17.8	1,153,961	29.8
Moved in 1990 to 1999	487,253	19.4	46,201	3.4	533,454	13.8
Moved in 1980 to 1989	233,259	9.3	15,904	1.2	249,163	6.4
Moved in 1979, or earlier	290,759	11.5	17,310	1.3	308,069	8.0
Median	2003		2012		2007	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table NC8 - North Carolina, Value, Owner-occupied Housing Units, 2013-2017

	2013-2017	
	number	percent.
less than \$50,000	233,758	9.3
\$50,000 to \$99,999	423,048	16.8
\$100,000 to \$149,999	488,793	19.4
\$150,000 to \$199,999	430,940	17.1
\$200,000 to \$299,999	464,850	18.5
\$300,000 to \$499,999	328,179	13.0
\$500,000 to \$999,999	122,055	4.8
\$1,000,000 or more	26,273	1.0
Median	\$161,000	

Source: 2013-2017 American Community Survey; T.Ronald Brown: Research & Analysis

Table NC9 - North Carolina, Value, Selected Monthly Owner Costs, 2008-2102 and 2013-2017

Units with a mortgage	2008-2012		2013-2017		
	number	percent.	number	percent.	
less than \$300	4,204	0.3	less than \$500	37,667	2.3
\$300 to \$499	39,246	2.4	\$500 to \$999	449,352	27.8
\$500-\$699	114,989	6.9	\$1,000-\$1,499	557,644	34.5
\$700-\$999	328,853	19.7	\$1,500 to \$1,999	299,372	18.5
\$1,000 to \$1,499	567,866	34.1	\$2,000 to \$2,499	133,836	8.3
\$1,500 to \$1,999	315,685	18.9	\$2,500 to \$2,999	65,653	4.1
\$2,000 or more	296,315	17.8	\$3,000 or more	71,562	4.4
Median	\$1,287		Median	\$1,261	
Units without a mortgage	810,202	32.7 percent of total	902,810	35.9 percent of total	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table NC10 - North Carolina, Selected Monthly Owner Costs as a Percentage of Household Income ,  
2008-2012 and 2013-2017

Units with a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 20.0 percent	650,252	39.2	765,993	47.7	
20.0 to 24.9 percent	275,881	16.6	244,797	15.2	
25.0 to 29.9 percent	192,357	11.6	164,028	10.2	
30 to 34.9 percent	132,287	8.0	105,101	6.5	
35.0 percent or more	407,706	24.6	325,445	20.3	
Units without a mortgage					
	2008-2012		2013-2017		
	<u>number</u>	<u>percent.</u>	<u>number</u>	<u>percent.</u>	
less than 10.0 percent	339,610	42.5	410,438	46.2	
10.0 to 14.9 percent	156,937	19.6	171,215	19.3	
15.0 to 19.9 percent	93,795	11.7	100,562	11.3	
20.0 to 24.9 percent	60,053	7.5	60,543	6.8	
25.0 to 29.9 percent	37,668	4.7	38,936	4.4	
30 to 34.9 percent	25,817	3.2	25,327	2.8	
35.0 percent or more	84,975	10.6	82,264	9.3	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table NC11 - North Carolina, Rent, Renter-occupied Housing Units, 2008-2012 and 2013-2017

	2008-2012			2013-2017	
	number	percent.		number	percent.
less than \$200	24,026	2.1	less than \$500	150,027	11.9
\$200 to \$299	35,578	3.2	\$500 to \$999	699,167	55.4
\$300 to \$499	116,555	10.4	\$1,000 to \$1,499	317,920	25.2
\$500 to \$749	369,897	33.0	\$1,500 to \$1,999	69,663	5.5
\$750 to \$999	317,735	28.3	\$2,000 to \$2,499	15,823	1.3
\$1,000 to \$1,499	208,262	18.6	\$2,500 to \$2,999	4,383	0.3
\$1,500 or more	49,413	4.4	\$3,000 or more	5,671	0.4
Median	\$759		Median	\$844	
No rent paid	94,395		No rent paid	93,796	

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

Table NC12 - North Carolina, Selected Monthly Renter Costs as a Percentage of Household Income , 2008-2012 and 2013-2017

	2008-2012		2013-2017	
	number	percent.	number	percent.
less than 15.0 percent	138,028	12.6	162,627	13.2
15.0 to 19.9 percent	139,207	12.7	164,003	13.3
20.0 to 24.9 percent	142,656	13.0	163,043	13.2
25.0 to 29.9 percent	121,258	11.1	143,174	11.6
30.0 to 34.9 percent	96,502	8.8	112,645	9.1
35.0 percent or more	457,926	41.8	488,174	39.6

Source: 2008-2012 and 2013-2017 American Community Surveys; T.Ronald Brown: Research & Analysis

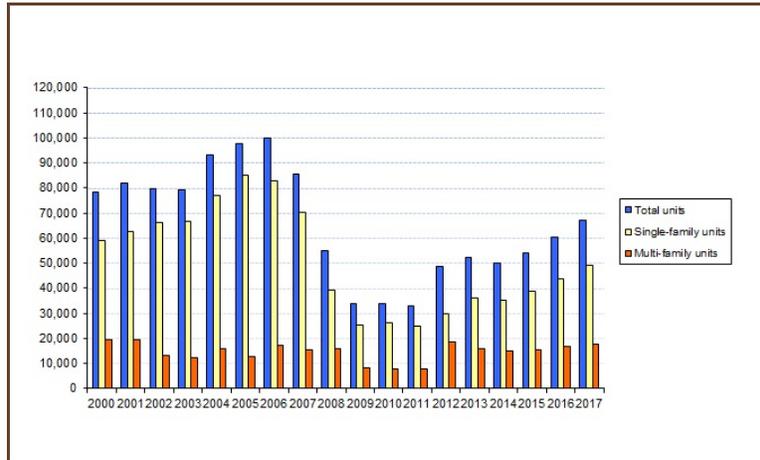
Table NC13 below, gives details of residential construction throughout North Carolina since 2000. Where the data exist, it can be seen that a total of 1,184,282 units were permitted/added throughout the State, 918,857 of which were for single-family units (77.6 percent) and 265,425 ( or 22.4 percent) were for multi-family units. The table and the graph following it show the significant slow-down in construction from 2008.

Table NC13 - North Carolina, Building Permits Issued, Annually, 2000 to 2017

	<u>Total</u>	<u>single-family</u>	<u>multi-family</u>
2000	78,376	59,061	19,315
2001	82,030	62,679	19,351
2002	79,824	66,400	13,424
2003	79,226	66,883	12,343
2004	93,077	77,147	15,930
2005	97,910	84,975	12,935
2006	100,017	82,710	17,307
2007	85,777	70,339	15,438
2008	54,852	39,082	15,770
2009	33,800	25,388	8,412
2010	33,889	26,047	7,842
2011	32,804	24,863	7,941
2012	48,692	29,945	18,747
2013	52,290	36,316	15,974
2014	49,911	35,051	14,860
2015	54,217	38,937	15,280
2016	60,550	43,675	16,875
2017	67,040	49,359	17,681
<b>Total</b>	<b>1,184,282</b>	<b>918,857</b>	<b>265,425</b>

Source: SOCDs Building Permits Database, HUDUSER; T.Ronald Brown: Research & Analysis

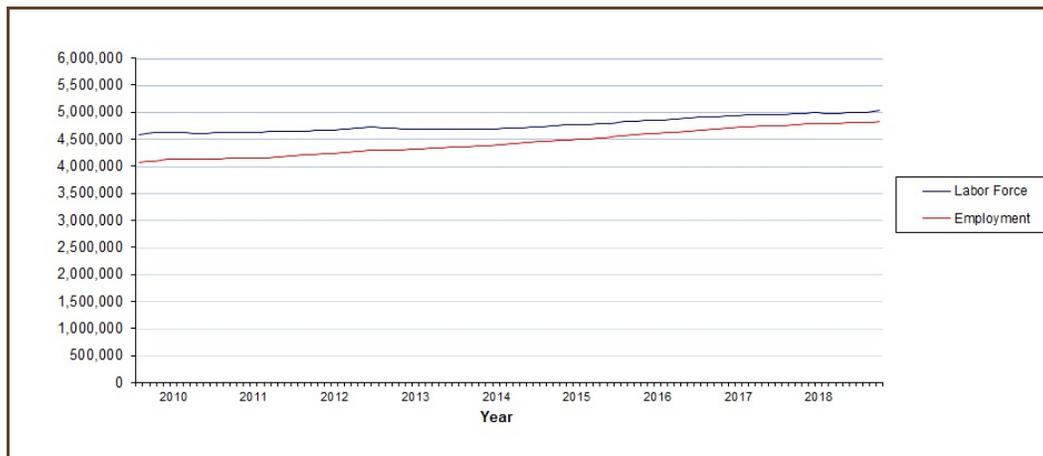
These data are illustrated, below



Selected Economic Characteristics

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. Tables NC14 and NC15 illustrate labor force and employment, and unemployment trends for the State, since 2011. In 2018, the most recent year for which annualized data are available, the State’s labor force comprised an estimated 4,981,834 persons. Of this total, 4,787,320 were employed and 194,514 or 3.9 percent were unemployed. Over the last decade, the seasonality of the area’s labor market is noteworthy, with an overall upward trend in both labor force and employment. Unemployment peaked at 10.9 percent in 2010; however, on an annual basis, it has decreased consistently since then.

Table NC14 - North Carolina Labor Force and Employment Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Table NC15 - North Carolina Unemployment Rate Trends, Monthly data, 2010 to 2018



Source: Bureau of Labor Statistics; T.Ronald Brown: Research & Analysis

Information on employment, by industry for North Carolina in 2014 and 2018 is set out in Table NC16, below. From this it is seen that the largest sub-sectors are manufacturing, retail trade, and healthcare - each of which account for more than 10 percent of jobs. Other significant sub-sectors include education and accommodation and food services.

From this table it is seen that employment grew from 4,057,234 to 4,411,2352 between 2014 and 2018 - an increase of around 70,804 jobs per year , or around 2.2 percent, annually. Average wages were reported at \$976.45 per week in 2018 - a 2.3 percent per year average growth since 2014.

Table NC16 - North Carolina Employment and Average Wage Trends, 2014 and 2018

	Employment				Average weekly wage	
	2014		2018		2014	2018
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>		
Agriculture, Forestry, etc	28,754	0.7	27,160	0.6	\$615.71	\$701.17
Mining	2,867	0.1	3,117	0.1	\$933.79	\$1,188.40
Utilities	14,905	0.4	16,351	0.4	\$1,624.71	\$1,787.98
Construction	178,986	4.4	220,972	5.0	\$876.00	\$1,049.26
Manufacturing	448,623	11.1	474,811	10.8	\$1,061.21	\$1,150.53
Wholesale trade	176,928	4.4	182,441	4.1	\$1,282.24	\$1,423.88
Retail trade	478,479	11.8	506,707	11.5	\$503.68	\$550.21
Transp. and Warehousing	132,681	3.3	156,538	3.5	\$886.47	\$971.15
Information	73,577	1.8	81,080	1.8	\$1,410.97	\$1,607.40
Financial and Insurance	153,708	3.8	173,699	3.9	\$1,635.16	\$1,920.05
Real estate	52,383	1.3	60,167	1.4	\$842.15	\$979.60
Professional and Technical services	210,768	5.2	258,419	5.9	\$1,387.54	\$1,630.25
Management	80,461	2.0	83,289	1.9	\$864.75	\$2,097.96
Administrative and Waste services	284,159	7.0	299,167	6.8	\$622.35	\$714.29
Educational services	370,959	9.1	383,059	8.7	\$794.53	\$898.88
Health Care and Social Assistance	579,593	14.3	619,127	14.0	\$879.54	\$975.31
Arts, Entertainment, Recreation	65,626	1.6	77,524	1.8	\$583.80	\$606.44
Accommodation and Food services	382,671	9.4	430,616	9.8	\$299.78	\$343.17
Other Services	102,770	2.5	111,442	2.5	\$586.70	\$676.95
Public Administration	238,343	5.9	245,575	5.6	\$858.98	\$960.10
<b>Total</b>	<b>4,057,234</b>	<b>100.0</b>	<b>4,411,252</b>	<b>100.0</b>	<b>\$864.75</b>	<b>\$976.45</b>

Source: Labor & Economic Analysis Division, NC Department of Commerce ; T.Ronald Brown: Research & Analysis

With respect to consumer expenditures it is seen that based on the most recent Esri data, provided by the Census Bureau, average household expenditures amounted to \$60,366. As is seen in Table NC17, spending on housing amounts to as much as 30.2 of the household total. Other significant expenditures are on utilities (a subset of the housing category), food (at home), and healthcare.

Table NC17 - North Carolina Consumer Expenditures, Selected Categories, 2017

	Annual		Monthly
	total	percent.	
Total Consumer Expenditures, per Household	\$60,366	100.0	\$5,030.54
Expenditures, per Household			
Apparel and Services	\$1,862	3.1	\$155.20
Food, away from home	\$2,932	4.9	\$244.35
Education	\$1,155	1.9	\$96.25
Entertainment/Recreation	\$2,742	4.5	\$228.54
Food, at home	\$4,495	7.4	\$374.60
Health care	\$5,020	8.3	\$418.33
Household Services	\$1,585	2.6	\$132.08
Housing			
total	\$18,253	30.2	\$1,521.09
utilities, etc	\$4,578	7.6	\$381.48
water	\$619	1.0	\$51.58
Local Transportation			
total	\$7,349	12.2	\$612.38
Gasoline	\$2,486	4.1	\$207.14
Vehicle maintenance, etc	\$956	1.6	\$79.66
Pensions/Social Security	\$6,292	10.4	\$524.34
Travel	\$1,717	2.8	\$143.12

Source: Esri (reported in Census Business Builder); T. Ronald Brown: Research & Analysis

Data from the Census Bureau show that there are 5,721 construction companies in North Carolina that focus on residential construction and re-modeling. These employ 21,234 persons - at an average of around four persons per company. Average pay is seen to be around \$50,126.

Additionally, there is one residential construction company for every 1,757 residents of the state.

Table NC18 - North Carolina Construction Company data

Employer Establishments	5,721
Total Employment	21,234
Total Annual Payroll ('000's)	\$1,064,366
Average Employment per Employee	4
Average Payroll per Employee	\$50,126
Population per Employer	1,757

Source: Census Business Builder; T. Ronald Brown: Research & Analysis