

2024 Residential Market Potential Update

The Northeast Indiana Region

Target Market Methodology

Migration and mobility analysis.

Geo-demographic segmentation.

Market potential.

Optimum market position.

Key Questions

Where does the potential market live now?

How many are likely to move within/to the region?

Who are they?

What are their housing preferences?

How much is the market likely to pay?

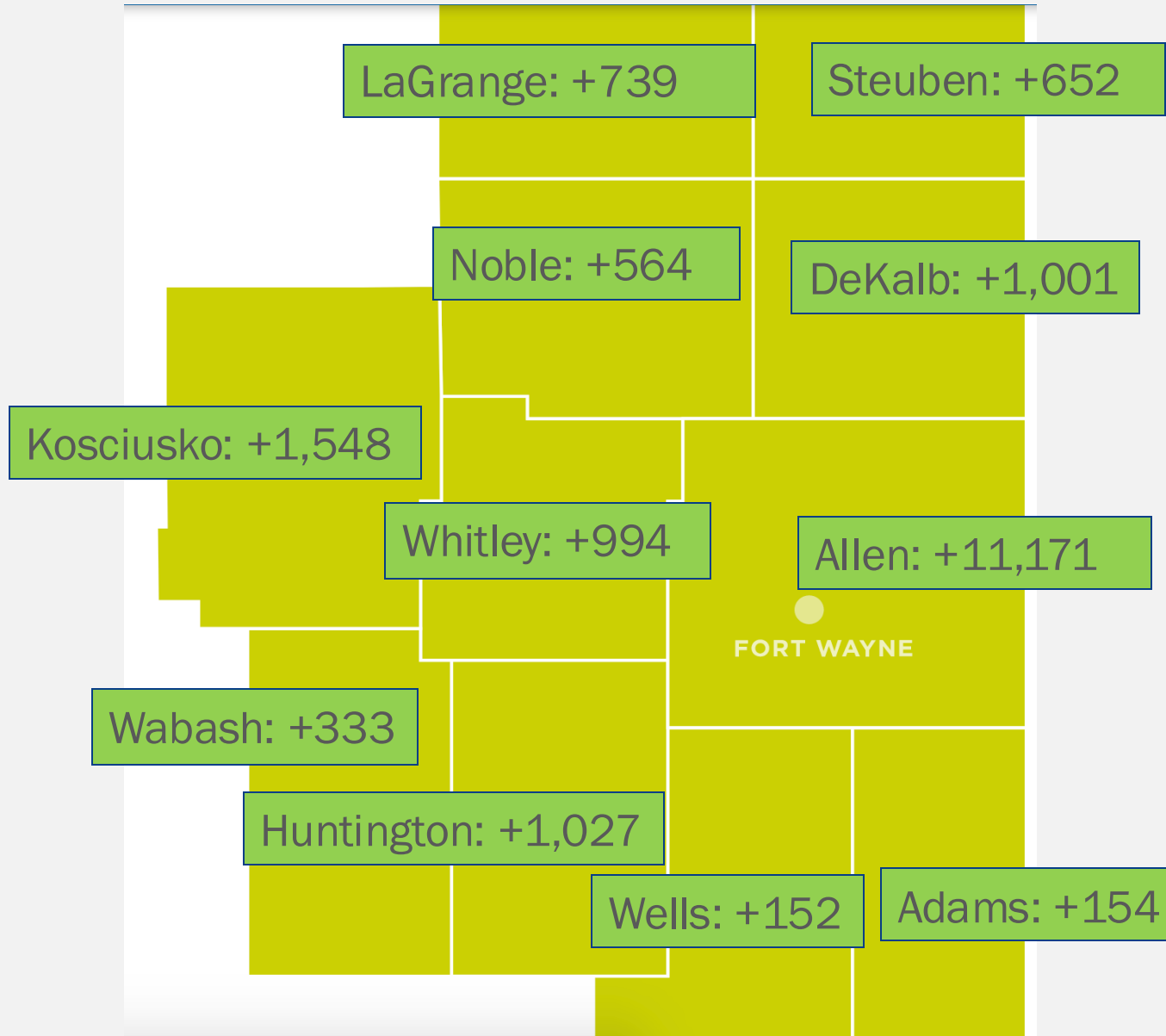
What should the rents and prices be?

How fast will they rent or buy the new units?

Household Change: 2018-2024

18,335
new
households

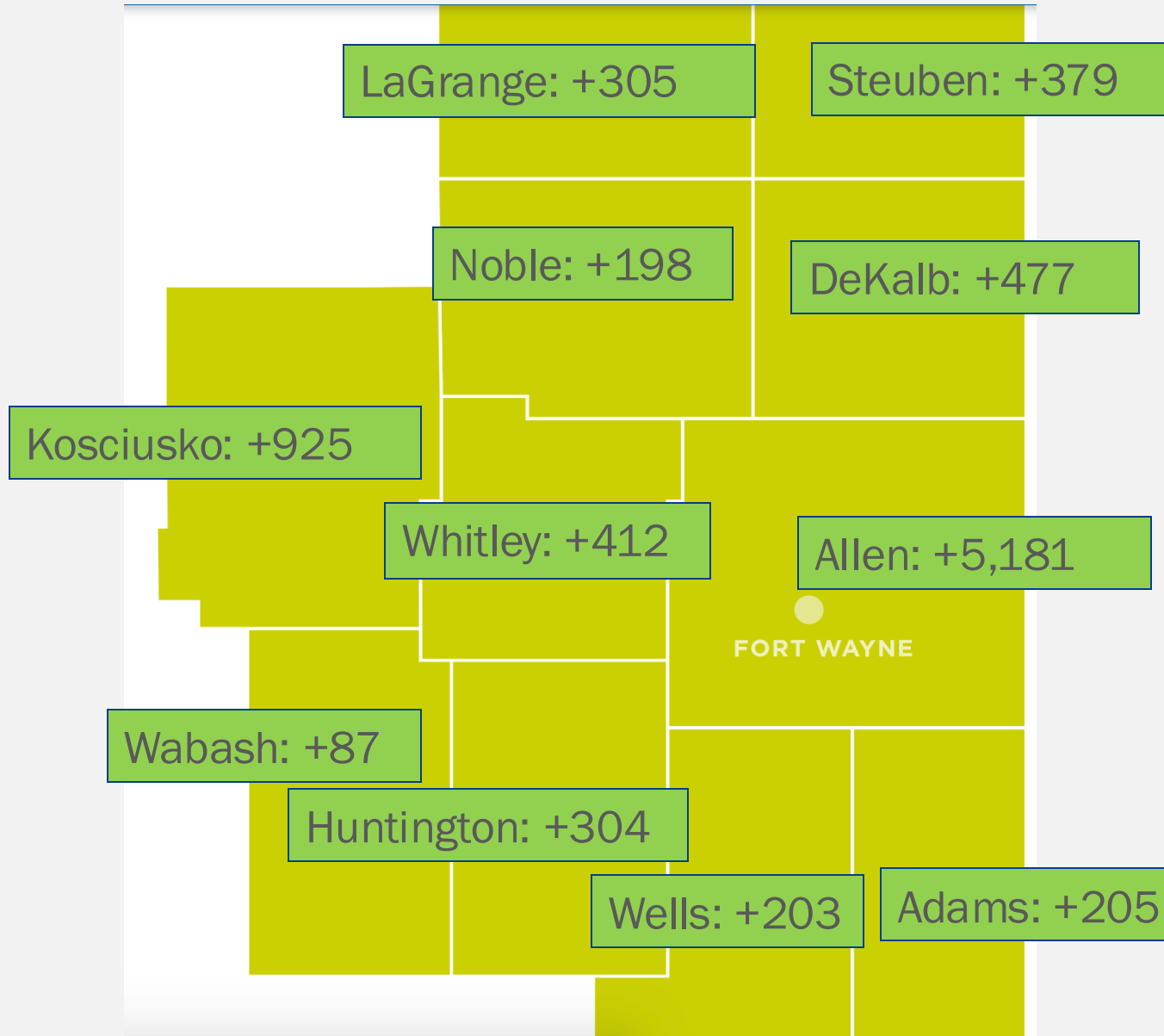
3,056
average per
year



New Units Since 2020

8,676 new units

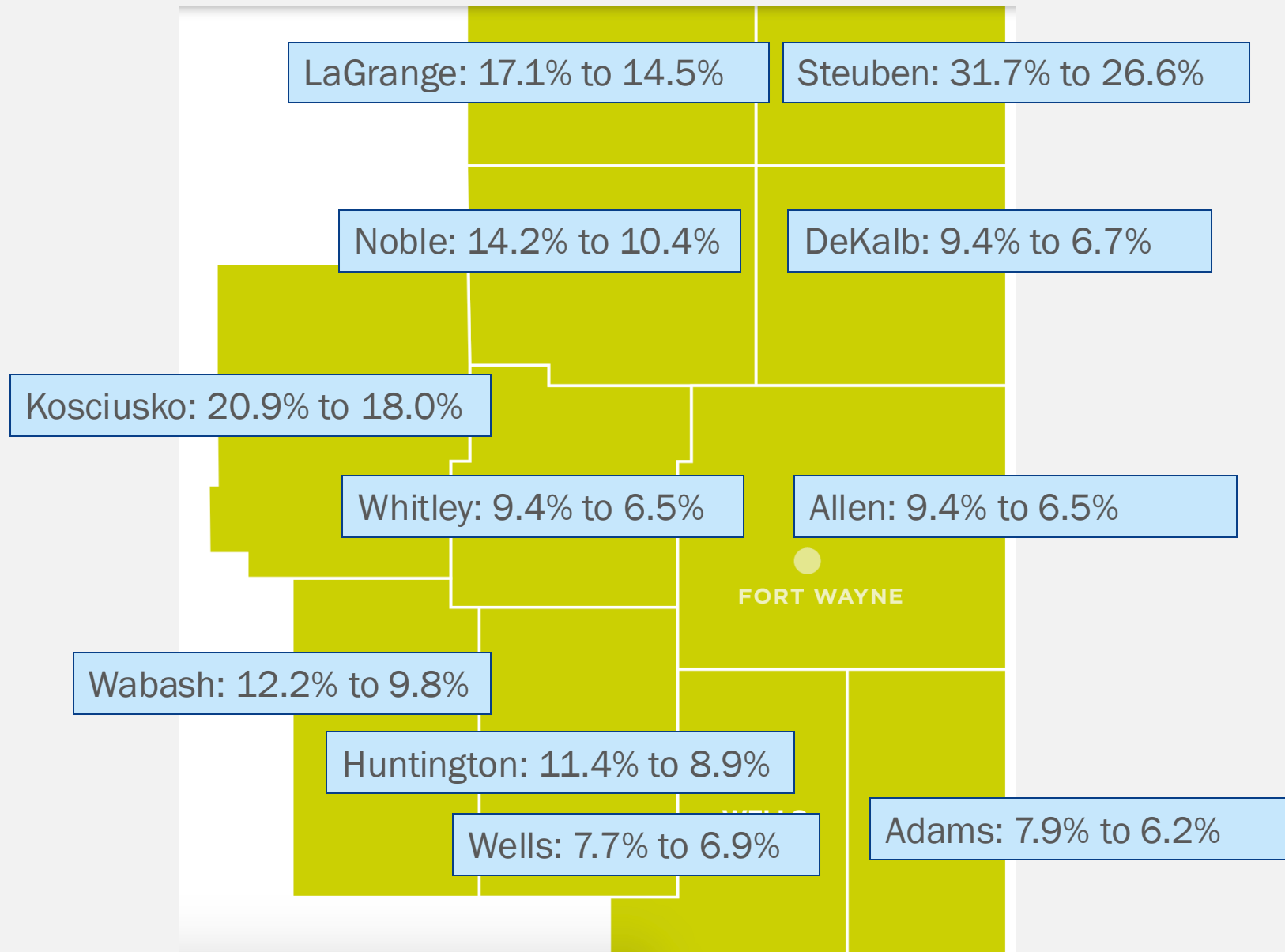
2,169 average per year



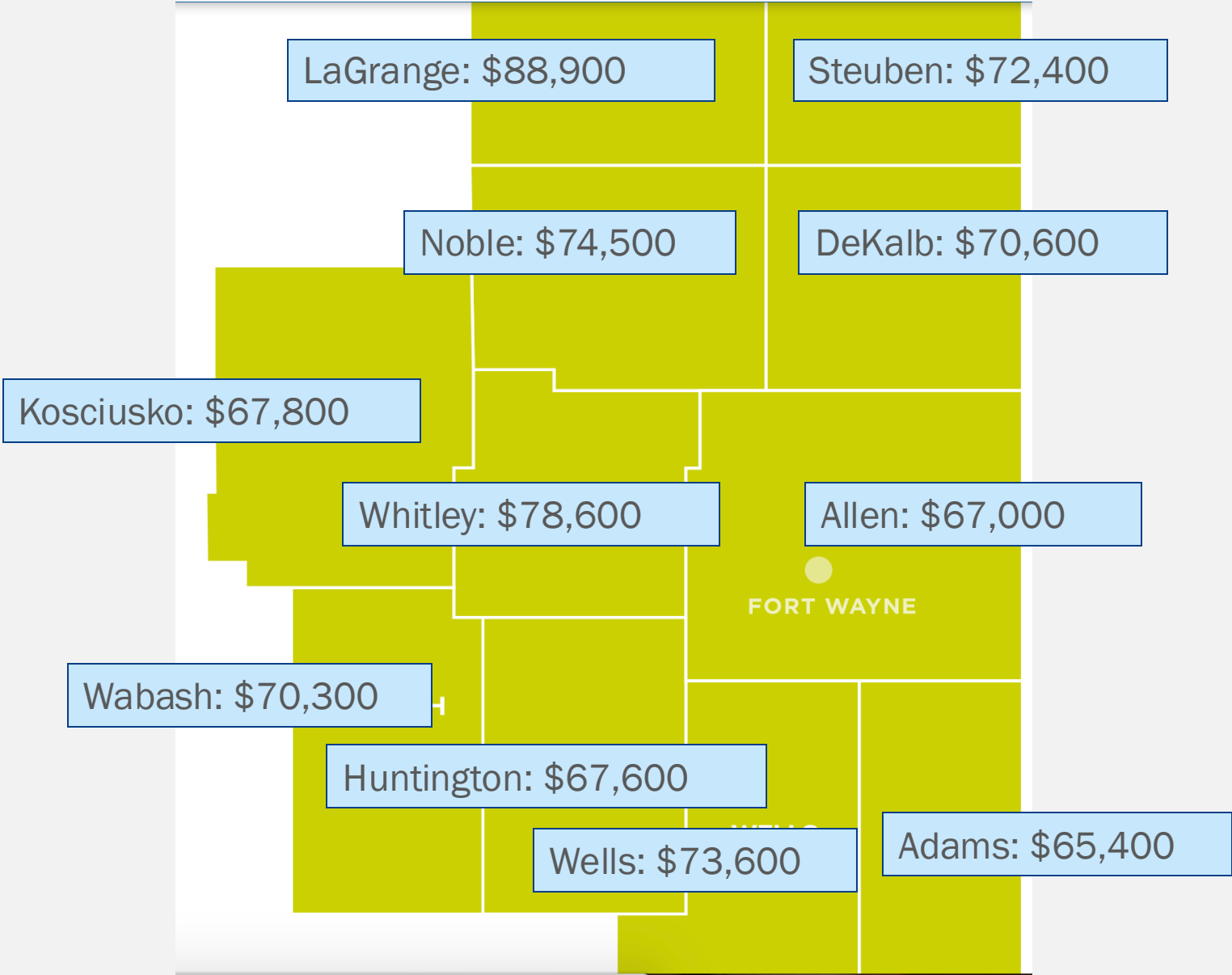
2019 5-Year Forecast:
12,185 to 15,895 new units

2,437 to 3,179 average per year

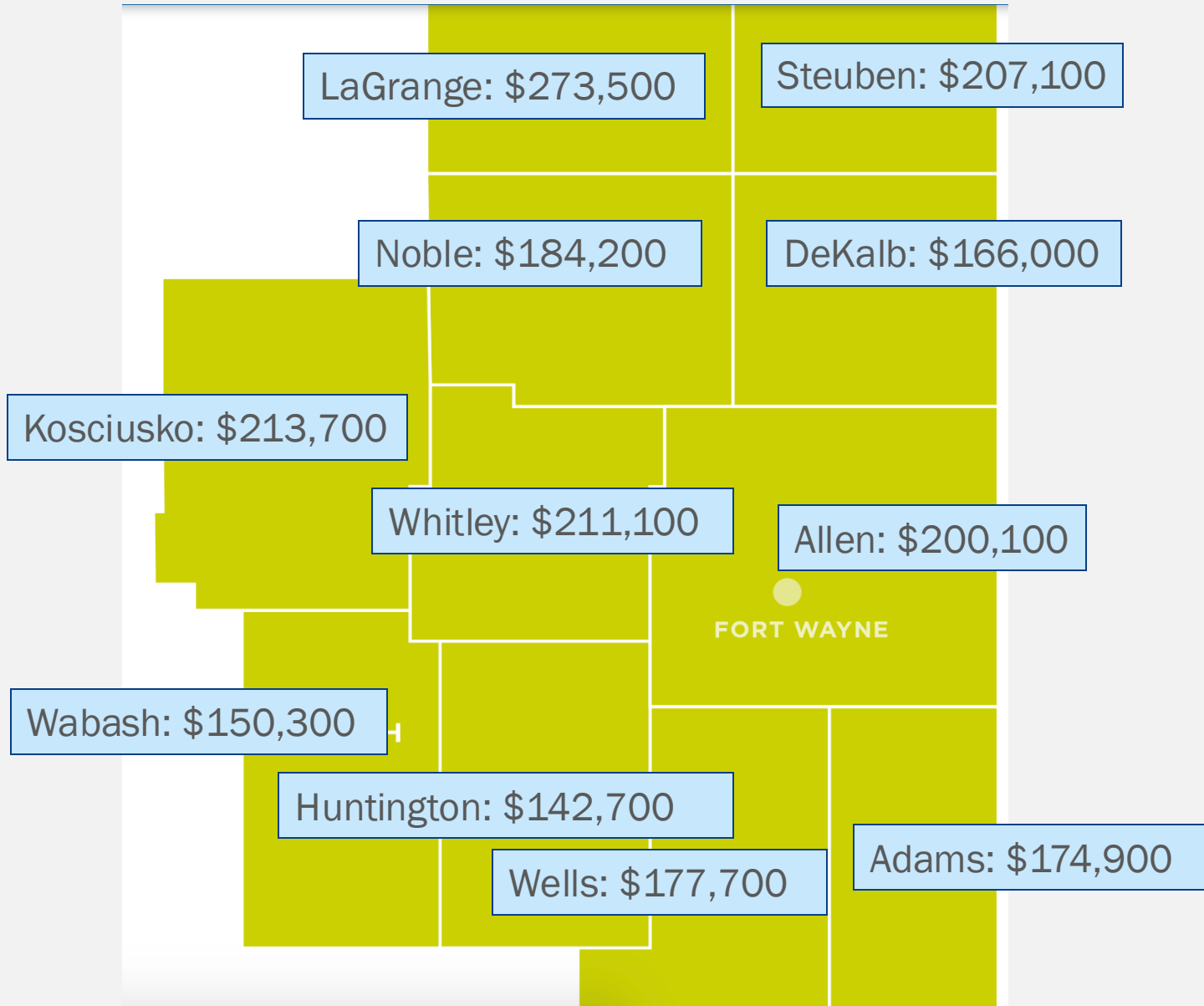
Change in Vacancy Rates 2018-2024



2024 Median Household Incomes



2024 Median Housing Values



A map of the Fort Wayne, Indiana area is shown in the background. A large, semi-transparent grey rectangular box is overlaid on the map, centered on the city of Fort Wayne. Inside this box, several text elements are listed, including a main title and several sub-sections with their respective challenges. The text is in a clean, sans-serif font. The map shows major roads like I-69, I-469, and US-24, and various towns and cities in the region.

Challenges

Housing shortage
Housing affordability

Rentals

Shortage of rental units
Current market rents

For-Sale

Match unit sizes/configurations
to household composition
Diversity of housing types

Where Does the Potential Market For New Housing in the Region Live Now?

Intra-County Households: 60%

Inter-County Households: 16%

Elkhart, Marion, Grant, and St. Joseph Counties: 3%

Balance of US: 21%

A map of the Fort Wayne, Indiana region is shown in the background. A large, semi-transparent grey rectangular box is overlaid on the map, centered on the Fort Wayne area. Inside this box, there is text. The text is in a bold, black, sans-serif font. The top part of the text is a question, and the bottom part is a numerical answer. The map shows various cities, roads, and highways. The text is centered horizontally and vertically within the grey box.

How Many Households Have the Potential to Move Within or to the Region Each Year?

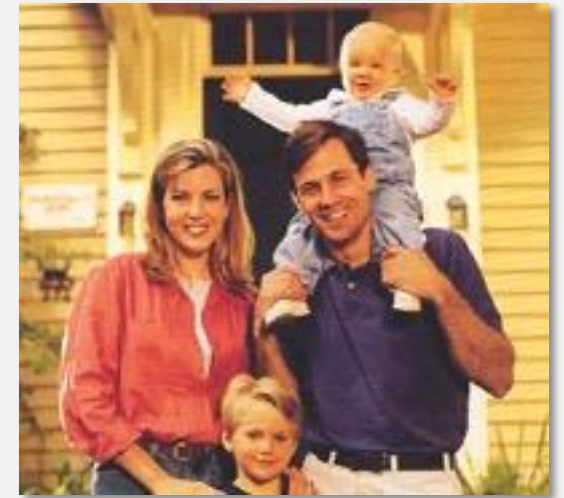
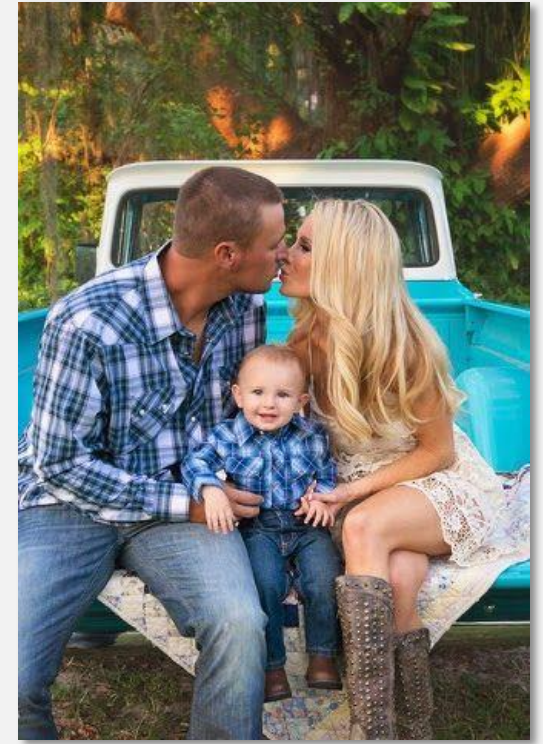
43,525 households

A map of a region in Ohio, centered around the city of Columbus. A large, semi-transparent grey rectangle is overlaid on the map, covering the central and eastern parts of the region. The text "Who Are the Potential Renters and Buyers of New Housing in the Region?" is centered within this shaded area. The map shows various towns and cities, including Warsaw, Pierceton, Columbus, South Whitley, East Wync, Woodburn, Akron, North Lancaster, Roanoke, Huntington, Ossian, Decatur, Wabash, Peru, Bluffton, and Berne. Major roads like Interstate 69, Interstate 469, and various state routes (e.g., 13, 14, 24, 30, 31, 33, 469) are also visible.

Who Are the Potential Renters and Buyers of New Housing in the Region?

Traditional & Non-Traditional Families:

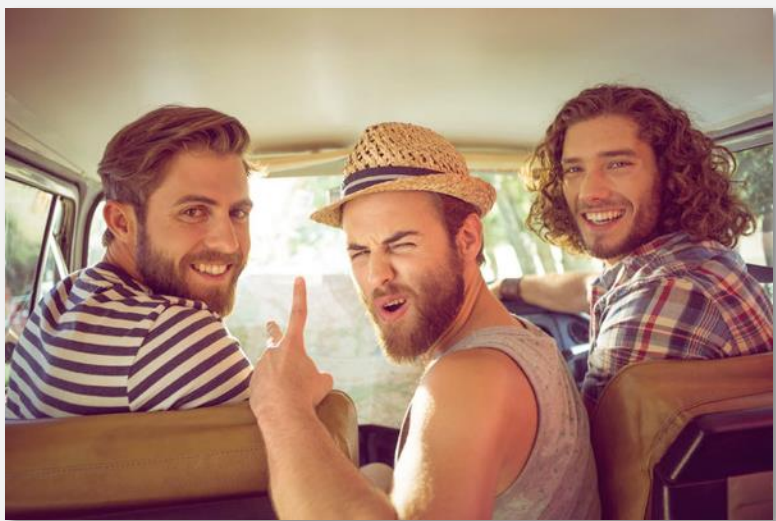
39%



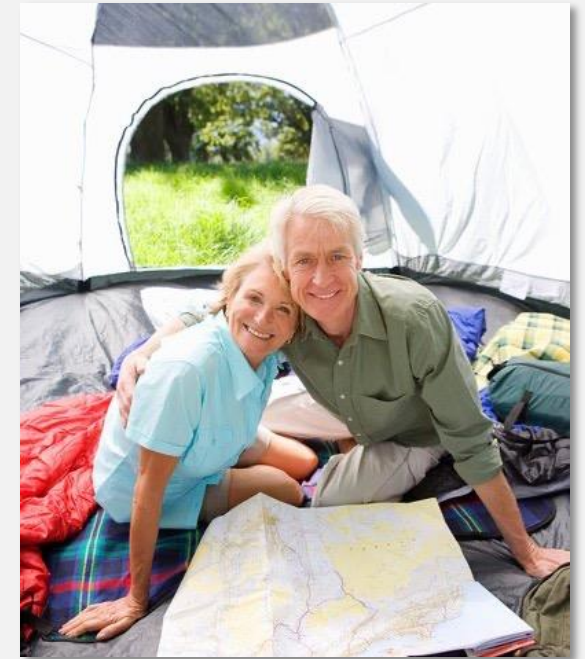


Younger Singles & Couples:

37%



Empty Nesters & Retirees: 24%



What Are Their Housing Preferences?

Rental Apartments:	43%
For-Sale Condominiums:	8%
For-Sale Townhouses:	11%
For-Sale Detached houses:	38%

What Are the Financial Capabilities of the Target Households?

Fiscal Year 2024 Income Limits

Adams County, Indiana

PERSONS IN HOUSEHOLD	60% AMI	80% AMI	100% AMI
One-person	\$34,100	\$45,450	\$56,150
Two-person	\$38,950	\$51,950	\$64,200
Three-person	\$43,800	\$58,450	\$72,200
Four-person	\$48,650	\$64,900	\$80,200
Five-person	\$52,550	\$70,100	\$86,650

Monthly payments at 30% of gross income

	60% AMI	80% AMI	100% AMI
One-person	\$853	\$1,136	\$1,404
Three-person	\$1,095	\$1,461	\$1,805
Five-person	\$1,339	\$1,753	\$2,166

Average Annual Potential Market for New and Existing Housing Units The Northeast Indiana Region

HOUSING TYPEHOUSEHOLDS.....	
	NUMBER	PERCENT
Multi-family for-rent	<u>12,127</u>	<u>45.3%</u>
60% to 80% AMI	2,351	8.8%
80% to 100% AMI	1,861	6.9%
> 100% AMI	7,915	29.6%
Multi-family for-sale	<u>1,862</u>	<u>7.0%</u>
80% to 100% AMI	339	1.3%
> 100% AMI	1,523	5.7%
Single-family attached for-sale	<u>2,695</u>	<u>10.0%</u>
80% to 100% AMI	593	1.8%
> 100% AMI	2,202	8.2%
Single-family detached for-sale	<u>10,078</u>	<u>37.7%</u>
> 80% to 100% AMI	1,715	6.4%
> 100% AMI	8,363	31.3%
Total	26,762	100.0%

What Can They Afford to Pay?

Income-based rent and price ranges

Income-Derived Base Rents

MULTI-FAMILY FOR-RENT

Apartments 60 to 80% AMI	\$725-\$1,325/month	500-1,100 sf	\$0.93-\$1.80 psf
Apartments 80% to 100% AMI	\$950-\$1,500/month	500-1,350 sf	\$1.04-\$2.10 psf
Apartments 100% AMI and up	\$1,150-\$2,500/month	500-1,350 sf	\$1.70-\$2.80 psf

Income-Derived Base Prices

MULTI-FAMILY FOR-SALE

Condominiums

80 to 100% AMI	\$185,000-\$230,000	800-1,350 sf	\$167-\$244 psf
100% AMI and up	\$225,000-\$325,000	800-1,350 sf	\$233-\$313 psf

SINGLE-FAMILY ATTACHED FOR-SALE

Townhouses

80 to 100% AMI	\$210,000-\$270,000	1,100-1,400 sf	\$182-\$200 psf
100% AMI and up	\$290,000-\$375,000	1,100-1,400 sf	\$250-\$273 psf

SINGLE-FAMILY DETACHED FOR-SALE

Houses

80 to 100% AMI	\$250,000-\$300,000	1,150-1,650 sf	\$179-\$230 psf
100% AMI and up	\$305,000-\$450,000	1,150-2,000 sf	\$213-\$278 psf

How Fast Will The New Units Sell or Lease Up?

Annual Market Capture

Rental Market:	15 to 20%
Condominium Market:	20 to 25%
Townhouse Market:	20 to 25%
Detached House Market:	15 to 20%

Annual Capture of Market Potential

4,242 to 5,581 Units Per Year
Over the Next Five Years

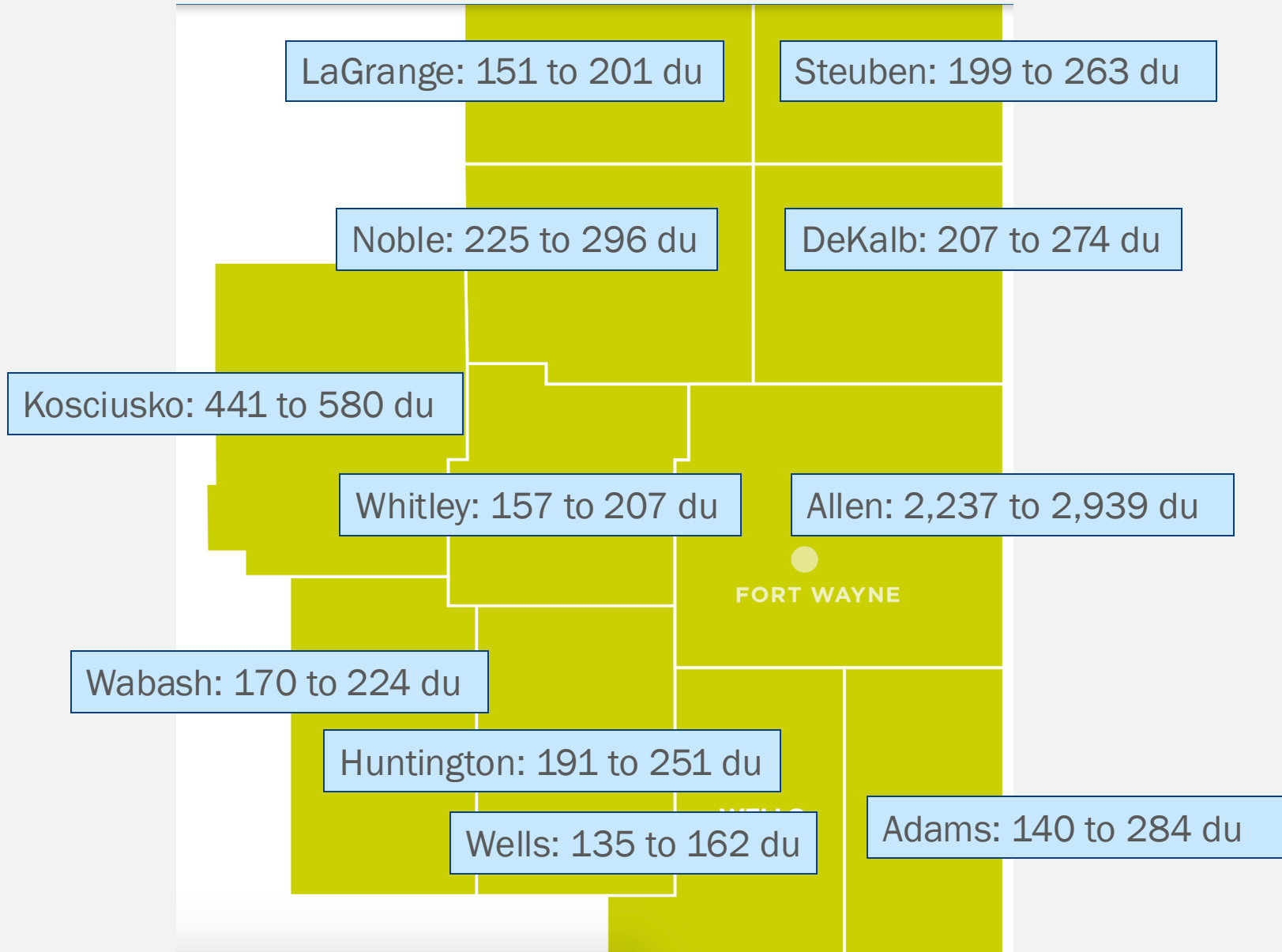
Rental Apartments: 1,819 to 2,425 units

For-Sale Condominiums: 373 to 466 units

For-Sale Townhouses: 539 to 674 units

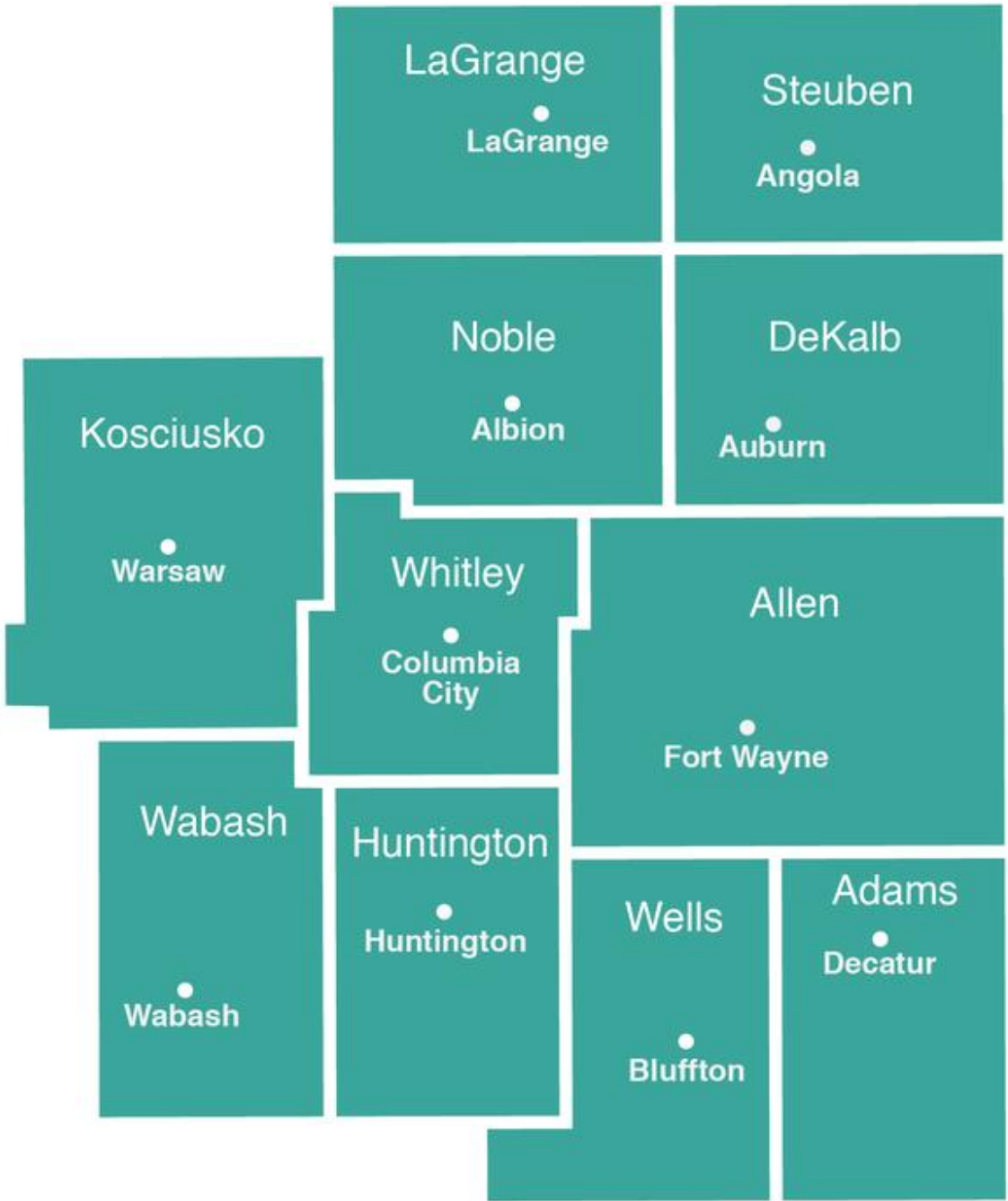
For-Sale Houses: 1,511 to 2,016 units

Annual Average Absorption by County



How to Get There

- Catalyst sites
- Publicly-owned land
- Down-payment assistance
- Proximity to towns
- Infill strategies
- Upper-floor programs



Questions?