Comprehensive Multifamily Housing Needs Analysis Roseville, Minnesota

Prepared for:

Roseville Housing and Redevelopment Authority (RHRA)
Roseville, Minnesota

July 2009

Maxfield Research Inc.

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July 31, 2009

Ms. Jeanne A. Kelsey
Roseville Housing and Redevelopment Authority
2660 Civic Center Drive
Roseville, MN 55113

Dear Ms. Kelsey:

Attached is the *Comprehensive Multifamily Housing Needs Analysis for Roseville, Minnesota* conducted by Maxfield Research Inc. The study projects housing demand from 2009 through 2020, and gives recommendations on the amount and type of housing that could be built in Roseville to satisfy demand from current and future residents.

The study identified the potential for a variety of new housing types in Roseville over the next decade, including an assortment of for-sale and rental products. Because of Roseville's location as a first-ring suburban community that is highly built-out, the demand for housing products could be higher with additional land supply. In order to meet the demand for additional households, new housing must be accommodated through infill, redevelopment and increased housing densities.

Detailed information regarding recommended housing concepts can be found in the *Conclusions and Recommendations* section at the end of the report.

We have enjoyed performing this study for you and are available should you have any questions or need additional information.

Sincerely,

MAXFIELD RESEARCH INC.

Matt Mullins

Matt Mullins
Vice President

Kristi K. Freiborg

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Research Analyst

Attachment

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Purpose and Scope of Study

Maxfield Research Inc. was engaged by the Roseville Housing and Redevelopment Authority to conduct a *Comprehensive Multifamily Housing Needs Analysis* for the City of Roseville. The Housing Needs Analysis provides recommendations on the amount and types of housing that should be developed in order to meet the needs of current and future households who choose to reside in the City.

The scope of this study includes: an analysis of the demographic and economic characteristics of the City; a review of the characteristics of the existing housing stock and building permit trends; an analysis of the market condition for a variety of rental and for-sale multifamily housing products; and an assessment of the need for housing by product type in the City. Recommendations on the number and types of housing products that should be considered in the City are also supplied.

Demographic Analysis

- The City of Roseville is forecast to add an additional 1,230 people and 590 households between 2009 and 2020. The majority of household growth, which translates to new housing units demanded, will be the result of infill development, increased housing densities and redevelopment as the City is largely built out.

- The population in Roseville is rapidly aging and older age cohorts are accounting for a significant percentage of the total population. By 2014, 24% of the total population is forecast to be over the age of 65, which is a much higher percentage than Ramsey County (14%) and the Metro Area overall (12%).

- The median income in the City of Roseville is currently $59,750. The need for subsidized and affordable housing programs may increase as inflation is forecast to substantially outpace increases in the median household income over the next five years. Based on current estimates, the median income is expected to increase by only +6.8% between 2009 and 2014.

- Year over year, the unemployment rate in the City of Roseville increased from 4.5% in May 2008 to 6.7% in May 2009. The current recession will no doubt have an impact on the mobility of households, affordability thresholds for specific housing products and rate of household growth.

Housing Characteristics

- In total, the City of Roseville has approximately 14,610 housing units, of which 9,850 are owner-occupied and 4,760 are renter occupied.

- The majority of owner-occupied housing units in Roseville were built in the 1950s (38.5%). Development of rental housing units was concentrated in the 1970s (34.5%).

- The City of Roseville added an estimated annual average of 64 homes per year between 2000 and 2008, or 575 housing units.

- Total housing units permitted in the City of Roseville accounted for less than 0.5% of the total new housing units in the Metro Area, which added 141,300 housing units between 2000 and 2008.

Rental Housing Market Analysis

- In order to assess the current market conditions for rental housing in Roseville, Minnesota, Maxfield Research Inc. conducted an inventory of subsidized (i.e. housing that is income-restricted to households earning at or below 30% of the Area Median Income), affordable (i.e. housing that is income-restricted between 30% and 80% of the Area Median Income) and market rate (i.e. housing that is not income-restricted) projects located in the City.

- In total, Maxfield Research inventoried 2,881 general occupancy rental units in the City of Roseville. Of these units, 2,572 are market rate, 217 are affordable and 92 are subsidized. Some properties (with a total of approximately 450 units) in the City refused to participate or were unable to be reached.

- Vacancy rates for the general occupancy rental buildings were 5.4% for market rate; 1.4% for affordable (excluding *Centennial Commons* which has recently converted to affordable housing and *Sienna Green (*formerly *Har Mar Apartments*) which is renovating units); and 0.0% for subsidized. From an occupancy standpoint, which is at equilibrium at 95% occupancy, the supply of market rate housing is currently slightly exceeding total demand, while affordable and subsidized housing is in demand.

- The tenant profile at nearly all surveyed developments is a mix of ages and household types. Singles, couples and families are all represented as well as younger and older households. Due to the close proximity of Northwestern College and Bethel University, several developments have college students who reside as roommates.

- It is important to note that due to the age and positioning of Roseville's rental stock, an estimated half of the total market rate units currently function as affordable housing (i.e. meet the rent guidelines established by HUD). Hence, older market rate properties in the City indirectly meet the need for affordable housing that is affordable to moderate-income households.

For-Sale Housing Market Analysis

- So far this decade, single-family resales accounted for 63% of all resale transactions while multifamily resales accounted for the remaining 27%.

- Between 2000 and 2008, the median resale price of a single-family home increased by $70,300 (+43%). Over the same time period, the median resale price of a multifamily home increased by $15,000, or 13%. Both products have been hard hit in the past two years by the flood of lender-mediated sales in the market.

- Based on a median income of $59,754 in Roseville (2009), a household could afford to make monthly housing payments of about $1,500. With an estimated down payment of 10% and including costs for principle and interest, taxes, insurance and mortgage insurance, a household earning the median income could afford a home valued at roughly $230,000 (assuming a 5.75%, 30-year fixed mortgage). A household with significantly more equity could put more than 10% down and would therefore afford a higher priced home.

Senior Housing Market Analysis

- The overall vacancy rate of senior housing in the City of Roseville was 2.9%. Broken down by product type, the vacancy rates are calculated as follows: 0% vacancy for active adult ownership, 0% vacancy for subsidized active adult rental, 5.1% vacancy for congregate housing, 5.7% for assisted living housing and 4.5% for memory care housing.

- Considering the calculated vacancy rates in light of market equilibrium (typically 5% to 7% vacancy, depending on the product type), there is some excess demand for all senior housing product types except congregate housing, which is at market equilibrium.

- Maxfield Research Inc. compared the number of units per senior (age 65+) in the City of Roseville as well as nine other communities in the Metro Area. We found that the City had 0.12 units per senior—right at par with the 0.13 units per senior in the nine communities collectively.

Housing Needs Analysis

- Based on our calculations, demand exists for the following general occupancy product types between 2009 and 2020:
  - Market rate rental 385 units
  - Affordable rental 183 units
  - Subsidized rental 154 units
  - For-sale single-family 44 units
  - For-sale multifamily 185 units

- In addition, we find demand for multiple senior housing product types. By 2014, demand for senior housing is forecast for the following:
  - Active adult ownership 149 units
  - Active adult market rate rental 168 units
  - Active adult affordable 218 units
  - Active adult subsidized 188 units
  - Congregate 12 units
  - Assisted living 58 units
  - Memory care 74 units

Recommendations and Conclusions

- Due to the built-out nature of the City of Roseville, we understand that new housing units developed will be the result of infill development, increased housing densities and/or redevelopment. The number of housing units that could be built in the City will be contingent on the amount of land that is dedicated for residential purposes.

RECOMMENDED HOUSING DEVELOPMENT
CITY OF ROSEVILLE
2009 to 2020

	Purchase Price/ Monthly Rent Range[1]	No. of Units	Pct. of Total	Development Timing
Owner-Occupied Housing				
Single-Family/Detached Townhomes[2]				
Move-up	\$350,000 - \$500,000	25 - 30	63%	2010+
Executive	\$500,000+	15 - 20	38%	2011+
Total		**40 - 50**	100%	
Multifamily Townhomes/Twin Homes[3]				
Entry-level	\$200,000 - \$275,000	60 - 70	60%	2012+
Upper-end	\$300,000+	40 - 50	40%	2012+
Total		**100 - 120**	100%	
General Occupancy Rental Housing				
Market Rate Rental Housing	\$775 - \$1,750	80 - 100	50%	2009+
Affordable Rental[4]	Moderate-income	80 - 100	50%	2009+
Total		**160 - 200**	100%	
Senior Housing				
Active adult affordable rental **	Moderate-income	50 - 60	21%	2009+
Active adult market rate rental **	\$875 - \$1,700	60 - 80	26%	2012+
Active adult owner	Market (coop/condo)	60 - 70	26%	2013+
Assisted Living	\$2,600 - \$3,900	40 - 50	17%	2013+
Memory Care[5]	\$3,500 - \$4,500	24 - 36	10%	2013+
Total		**234 - 296**	**100%**	
Alternative Development Concept**				
Active adult rental - mixed income	*Mix of MR & affordable*	*80 - 90*	*34%*	*2009+*

[1] Pricing in 2009 dollars. Pricing can be adjusted to account for inflation.

[2] Replacement need only. Development of single-family or detached townhomes will hinge on land availibilty. Due to Roseville's location, there is pent-up demand that exceeds the replacement need.

[3] Additional demand (65 - 85 units) can be fullfilled between 2015 and 2020. We do not recommend a condominium component until 2015 or later.

[4] Roseville could potentially support multiple affordable products through 2020. However, we recommend phasing affordable housing development over the next decade.

[5] Memory care housing could be a component of a assisted-living or service-intensive congregate building

** Alternative development concept is to combine active adult afforable and active adult market rate into one mixed-income community.

Note: Roseville may not be able to accommodate all recommended housing types based on land availibility and development contraints. Recommended development does not directly coincide with total demand.

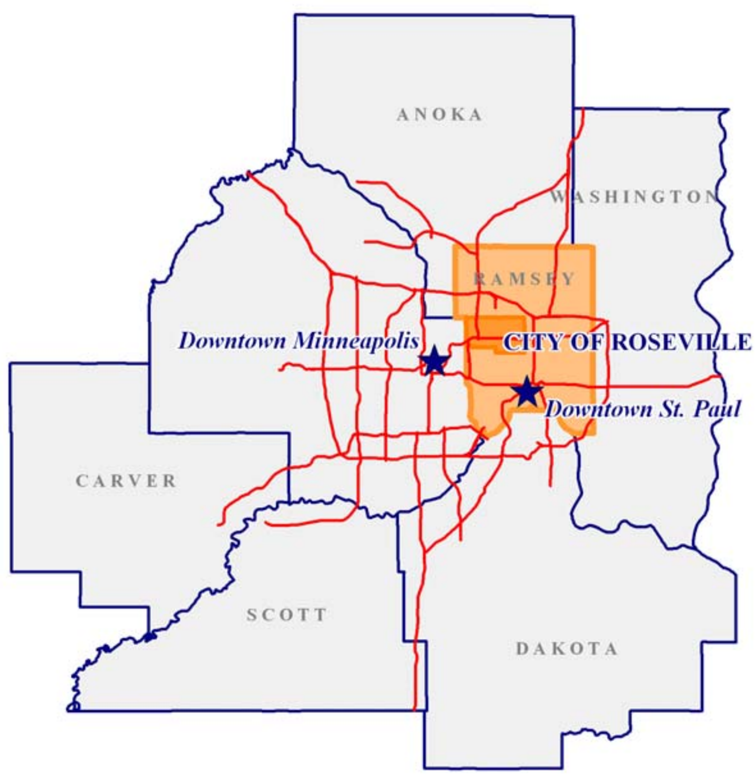
Source: Maxfield Research Inc.

Introduction

The following analysis considers key demographic and economic factors that would impact the housing needs of residents in the City of Roseville. Included in the analysis is overall population and household growth, age distribution, household income, household tenure by age and income, household type, overall employment growth and other key measures of the health of the employment situation in Roseville and the broader Metro Area.

As shown in the following map, the City of Roseville is located in central Ramsey County less than ten miles from Downtown Minneapolis and Downtown St. Paul. It is ideally situated for convenient access to the Metro Area based on its accessibility to Interstate 35W, 35E and 694 as well as to Highway 36.

Regional Location of the City of Roseville
Minneapolis-St. Paul Metropolitan Area



Maxfield Research Inc.

Population and Household Growth Trends

Table D1 presents population and household growth trends from 2000 to 2020. The data for 2000 is from the Census Bureau and the estimates and projections for 2010 and 2020 are supplied by Metropolitan Council.

It is important to note that growth through the Metro Area began slowing in 2007 and is forecast to continue to be slow through 2011. It is likely that growth in the assessed geographies will be less than current forecasts suggest. However, between 2011 and 2020, growth is expected to accelerate to meet projections for 2020. For this reason, we hold constant the 2020 projections established by Metropolitan Council.

TABLE D1
POPULATION & HOUSEHOLD GROWTH TRENDS AND PROJECTIONS
ROSEVILLE ANALYSIS AREA
2000-2020

	Census	Estimate	Projections		Change			
					2000-2010		2010-2020	
	2000	2009	2010	2020	No.	Pct.	No.	Pct.
POPULATION								
City of Roseville	**33,690**	**35,770**	**36,000**	**37,000**	**2,310**	**6.9**	**1,000**	**2.8**
Ramsey County	511,035	544,035	547,700	571,260	36,665	7.2	23,560	4.3
Twin Cities Metropolitan Area	2,642,062	2,968,705	3,005,000	3,334,000	362,938	13.7	329,000	10.9
HOUSEHOLDS								
City of Roseville	**14,598**	**15,410**	**15,500**	**16,000**	**902**	**6.2**	**500**	**3.2**
Ramsey County	201,236	217,375	219,170	231,820	17,934	8.9	12,650	5.8
Twin Cities Metropolitan Area	1,021,456	1,180,345	1,198,000	1,362,000	176,544	17.3	164,000	13.7

Sources: U.S. Census Bureau; Metropolitan Council; Maxfield Research.

The following are key points from Table D1.

- As of 2009, the City of Roseville is estimated to contain 35,770 people and 15,410 households, which accounts for approximately 6.6% and 7.1% of the total population and household base, respectively, in Ramsey County.

- The City Roseville experienced modest growth this decade with the addition of an estimated 2,310 people (+6.9%) and 900 households (+6.2%) through 2010. Percentage growth in Ramsey County is forecast to be relatively similar to the City of Roseville; however, the Metro Area has grown more rapidly at an estimated +13.7% and +17.3% for population and households.

- Over the next decade the City of Roseville is forecast to remain stable with the addition of 1,000 people (+2.8%) and 500 households (+3.2%). Due to its location as a first tier suburb, much of the City is built out, and new housing, which will support population and household growth, will be the result of infill development, increased housing densities and/or redevelopment. As land becomes available for redevelopment, additional housing could be supported which, in turn, will increase the number of households in the City.

- An additional 23,560 people (+4.3%) and 12,650 households (+5.8%) are forecast to be added to Ramsey County in the next decade. Forecast growth in Roseville accounts for roughly 4% of growth in the County overall.

- Since the number of households represents occupied housing units, household growth trends are a much better indicator of housing demand than population growth trends. Hence, we focus our analysis on the housing needs of the existing 15,410 household base as well as the future housing needs of the additional 500 households expected to be added to the City over the next decade.

Age Distribution

The demographic profile of a community and forecast growth in key age cohorts impacts the types of housing products demanded. We make assumptions on the types of housing needed based on typical patterns and preferences of specific age segments and the forecast growth among these age segments. Below is a summary of housing life-cycle stages, following which is Table D2 that shows trends in the age distribution of the City of Roseville's population.

Entry-level householders

- Often prefer to rent basic, inexpensive apartment units
- Usually single householders or couples without children in their early 20s
- Will often live with roommates in an apartment setting to reduce housing costs

First-time homebuyers and move-up renters

- Often prefer to purchase modestly-priced single-family homes or rent newer apartment units with more amenities
- Usually married or cohabiting couples, some with children, but most are without children, in their mid-20s or 30s

Move-up homebuyers

- Typically prefer to purchase newer, larger, and therefore more expensive single-family homes
- Typically families with children where householders are in their late-30s to late-40s

Empty-nesters (whose children have grown and left home) *and* **Never-nesters** (who never had children)

- Prefer owning but will consider renting their housing
- Some will move to alternative lower maintenance housing products
- Generally couples in their 50s or 60s

Younger independent seniors

- Prefer owning but will consider renting their housing
- Will often move (at least part of the year) to retirement havens in warmer climates
- Desire to reduce upkeep and maintenance responsibilities
- Generally in their late 60s or 70s

Older seniors

- May need to move out of their single-family home due to physical and/or health constraints or a desire to reduce upkeep and maintenance responsibilities
- Generally single females (widows) in their mid-70s or older

TABLE D2
PROJECTED AGE DISTRIBUTION
ROSEVILLE ANALYSIS AREA
2000-2014

	Census	Projections		Change			
				2000-2009		2009-2014	
Age	2000	2009	2014	No.	Pct.	No.	Pct.
City of Roseville							
Under 18	6,141	6,081	6,218	-60	-1.0	137	2.3
18 to 24	3,741	3,113	3,159	-628	-16.8	46	1.5
25 to 34	4,177	4,142	3,774	-35	-0.8	-368	-8.9
35 to 44	4,836	4,401	4,569	-435	-9.0	169	3.8
45 to 54	4,473	4,993	4,554	520	11.6	-439	-8.8
55 to 64	3,494	4,921	5,390	1,427	40.9	469	9.5
65 to 74	3,112	3,557	4,126	445	14.3	569	16.0
75+	3,716	4,563	4,610	847	22.8	47	1.0
Total	**33,690**	**35,770**	**36,400**	**2,080**	**6.2**	**630**	**1.8**
Ramsey County							
Under 18	130,684	130,805	132,249	121	0.1	1,444	1.1
18 to 24	57,998	56,326	57,166	-1,672	-2.9	840	1.5
25 to 34	76,638	67,958	67,788	-8,680	-11.3	-171	-0.3
35 to 44	80,271	74,835	70,710	-5,436	-6.8	-4,125	-5.5
45 to 54	67,314	80,552	77,489	13,238	19.7	-3,063	-3.8
55 to 64	38,628	62,511	71,991	23,883	61.8	9,480	15.2
65 to 74	28,726	34,569	42,684	5,843	20.3	8,116	23.5
75+	30,776	36,479	37,047	5,703	18.5	568	1.6
Total	**511,035**	**544,035**	**557,124**	**33,000**	**6.5**	**13,089**	**2.4**
Metro Area Total							
Under 18	697,534	742,304	769,344	44,770	6.4	27,040	3.6
18 to 24	244,226	267,315	286,760	23,089	9.5	19,446	7.3
25 to 34	411,155	388,595	381,869	-22,560	-5.5	-6,726	-1.7
35 to 44	469,324	449,711	422,515	-19,613	-4.2	-27,195	-6.0
45 to 54	363,592	472,221	482,206	108,629	29.9	9,985	2.1
55 to 64	200,980	336,467	410,028	135,487	67.4	73,560	21.9
65 to 74	130,615	169,744	229,200	39,129	30.0	59,456	35.0
75+	124,630	142,349	154,678	17,719	14.2	12,330	8.7
Total	**2,642,056**	**2,968,705**	**3,136,600**	**326,649**	**12.4**	**167,895**	**5.7**

Sources: U.S. Census Bureau; Claritas, Inc; Maxfield Research Inc.

The following are principle conclusions from our analysis:

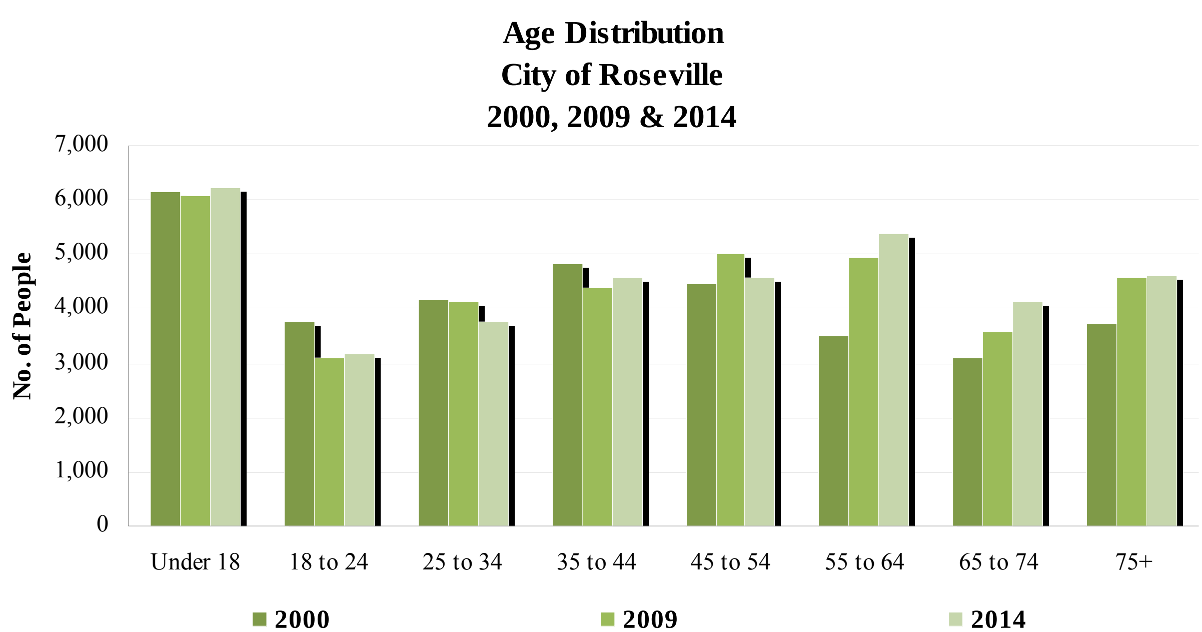
- Compared to Ramsey County and the Metro Area, the City of Roseville has a much lower percentage of children under the age of 18 (17% in Roseville compared to 24% to 25%). Conversely, 23% of Roseville's population is over the age of 65 in 2009, which is substantially higher than both Ramsey County (13%) and the Metro Area (11%).

- Between 2000 and 2009, the age cohorts that experienced the most significant numerical growth in the City of Roseville were age 55 to 64 (+1,425 people) and age 75+ (+845 people). Strong growth is forecast to continue in the older age cohorts over the next five years, particularly in the age 65 to 74 cohort.

- As the population in Roseville continues to ages, older adult and senior households will represent an even greater proportion of the population. In 2000, approximately 20% of the population base was older than 65; this figure is forecast to increase to 24% by 2014.

- Over the next five years, growth in all assessed geographies is forecast to be most substantial in the age 55 to 64 and 65 to 74 cohorts. The middle age cohorts between the ages of 25 and 54 (depending on the geography) may decline slightly as the population ages through the life cycle.

- With strong growth forecast in the older adult and senior cohorts and less growth in the younger and middle age cohorts, the types of housing needed in Roseville will shift. Temporarily, seniors may choose to stay in their single-family homes until the housing market improves. Over the longer term, however, demand for lower maintenance active adult housing and service-enhanced senior housing will increase to accommodate the growing senior base.



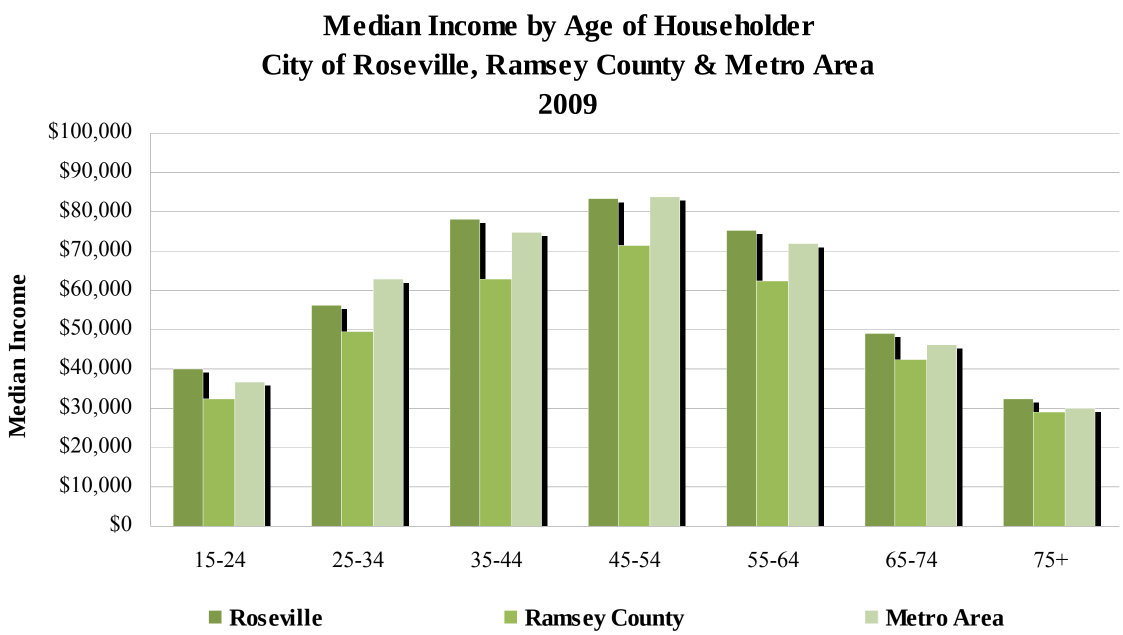
Household Income

Income data is important when considering the ability of households to pay different rent or mortgage levels. Tables D3 and D4 present data on household income by age of householder for the City of Roseville, Ramsey County and the Metro Area in 2009 and 2014. The data is estimated by Claritas, Inc., a national demographic services firm.

The following are key points from Tables D3 and D4.

- In 2009, the median household income in the Market Area is estimated to be $59,750, slightly higher than the estimated median income in Ramsey County ($53,400) but lower than the estimated median income in the Metro Area ($65,210). By 2014, the Market Area's median income is projected to climb to approximately $63,750 (+6.7%).

- Typically, household incomes increase with age. In Roseville, median household incomes increase from $39,800 for age 15 to 24 households to $83,200 for age 45 to 54 households. Thereafter, household incomes decline in each cohort to reach a low of $32,210 for households age 75 and older.



- For a three-person household, income-restrictions for subsidized housing are currently $22,650 in Ramsey County, which represents roughly 2,110 households, or about 14%, of the total household base in the City of Roseville.

- Income-restrictions for affordable housing, or housing that typically serves households earning at or below 60% of the AMI, is currently at about $45,300 for a three-person household. We estimate that roughly 3,555 households (23%) are above the income threshold for subsidized housing but would be unable to afford the rents at typical market rate projects. There are an even greater number of households who need affordable housing after considering households of various sizes and the income guidelines for these households (see Appendix for additional information on income-qualifications by household size).

- A household earning the median income would be able to afford a home priced at about $179,300 to $209,100 based on the industry standard of 3.0 to 3.5 times annual income. With a 10% down payment, including principal and interest, taxes and insurance, a household earning the median income could afford a single-family home valued at roughly $230,000 (assuming a 5.75% 30-year fixed mortgage). A household with significantly more equity (in an existing home and/or savings) could put more than 10% down and afford a higher-priced housing unit.

TABLE D3
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
ROSEVILLE ANALSIS AREA
2009

		Age of Householder						
	Total	**15-24**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
City of Roseville								
Less than $15,000	1,116	97	164	98	123	60	142	433
$15,000 to $24,999	1,300	77	126	108	85	109	189	605
$25,000 to $34,999	1,559	136	190	148	158	166	301	459
$35,000 to $49,999	2,462	176	394	301	336	389	429	437
$50,000 to $74,999	3,251	171	581	465	506	611	541	377
$75,000 to $99,999	2,267	50	311	482	556	473	206	188
$100,000 or more	3,450	26	274	758	1,017	870	267	239
Total	**15,410**	**733**	**2,040**	**2,360**	**2,780**	**2,678**	**2,075**	**2,738**
Median Income	**$59,754**	**$39,802**	**$56,284**	**$78,118**	**$83,204**	**$75,198**	**$49,193**	**$32,207**
Ramsey County								
Less than $15,000	22,991	2,613	3,134	2,929	3,310	3,457	2,789	4,759
$15,000 to $24,999	21,258	2,306	3,169	2,642	2,602	2,522	2,857	5,160
$25,000 to $34,999	23,577	2,324	4,103	3,605	3,256	3,354	3,161	3,774
$35,000 to $49,999	34,799	2,646	6,949	6,792	5,886	5,427	3,844	3,255
$50,000 to $74,999	44,558	2,339	8,189	9,594	9,756	7,568	4,079	3,033
$75,000 to $99,999	28,182	652	4,569	6,767	7,733	5,330	1,943	1,188
$100,000 or more	42,007	436	4,021	9,480	14,471	9,349	2,680	1,571
Total	**217,375**	**13,316**	**34,132**	**41,810**	**47,015**	**37,007**	**21,353**	**22,741**
Median Income	**$53,401**	**$32,482**	**$49,378**	**$62,863**	**$71,660**	**$62,366**	**$42,292**	**$28,844**
Metro Area Total								
Less than $15,000	86,720	10,451	11,005	10,822	11,652	13,694	11,067	18,029
$15,000 to $24,999	85,922	8,917	11,782	10,806	10,123	10,389	13,521	20,383
$25,000 to $34,999	103,172	9,342	17,930	16,333	15,409	14,782	14,510	14,866
$35,000 to $49,999	164,529	11,686	31,148	32,647	29,118	25,631	19,493	14,805
$50,000 to $74,999	246,244	12,024	48,268	55,567	54,374	41,503	22,488	12,020
$75,000 to $99,999	184,334	4,641	34,680	47,337	49,619	32,621	10,482	4,952
$100,000 or more	309,466	3,320	37,815	77,366	105,676	63,296	15,354	6,640
Total	**1,180,345**	**60,382**	**192,628**	**250,878**	**275,971**	**201,917**	**106,916**	**91,694**
Median Income	**$65,211**	**$36,900**	**$62,663**	**$74,668**	**$83,721**	**$71,962**	**$46,049**	**$30,001**

Sources: Claritas, Inc.; Maxfield Research Inc.

TABLE D4
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
ROSEVILLE ANALYSIS AREA
2014

		Age of Householder						
	Total	**15-24**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
City of Roseville								
Less than $15,000	1,028	86	142	84	106	70	166	373
$15,000 to $24,999	1,238	67	141	96	66	101	188	578
$25,000 to $34,999	1,415	113	138	111	118	169	290	477
$35,000 to $49,999	2,429	184	363	308	264	359	519	431
$50,000 to $74,999	3,165	177	458	425	452	658	593	403
$75,000 to $99,999	2,340	68	328	475	459	509	295	206
$100,000 or more	4,085	40	308	955	1,067	1,072	359	284
Total	**15,700**	**736**	**1,879**	**2,454**	**2,532**	**2,937**	**2,410**	**2,752**
Median Income	**$63,748**	**$43,263**	**$58,473**	**$85,672**	**$89,178**	**$80,492**	**$51,766**	**$33,902**
Ramsey County								
Less than $15,000	21,847	2,331	2,889	2,530	2,988	3,680	3,161	4,266
$15,000 to $24,999	20,203	2,063	2,900	2,225	2,229	2,745	3,211	4,830
$25,000 to $34,999	22,276	2,167	3,579	2,895	2,794	3,481	3,390	3,970
$35,000 to $49,999	34,401	2,661	6,552	5,762	5,140	5,879	4,787	3,620
$50,000 to $74,999	44,649	2,452	7,885	8,809	8,833	8,323	5,228	3,120
$75,000 to $99,999	30,001	924	4,961	6,513	7,380	6,264	2,588	1,373
$100,000 or more	50,852	689	5,306	10,802	15,897	12,303	4,003	1,853
Total	**224,230**	**13,287**	**34,073**	**39,535**	**45,261**	**42,675**	**26,368**	**23,032**
Median Income	**$57,496**	**$35,461**	**$53,537**	**$68,037**	**$77,188**	**$66,677**	**$45,721**	**$31,094**
Metro Area Total								
Less than $15,000	83,940	9,546	9,704	9,187	10,522	15,145	13,050	16,786
$15,000 to $24,999	82,682	8,239	10,049	8,785	8,848	11,437	15,661	19,662
$25,000 to $34,999	98,493	8,631	14,577	12,847	13,116	15,371	17,604	16,347
$35,000 to $49,999	163,416	11,859	27,683	26,768	26,051	28,181	25,480	17,396
$50,000 to $74,999	249,717	13,227	44,420	48,991	50,691	47,151	31,064	14,174
$75,000 to $99,999	197,213	6,035	34,912	43,768	49,586	40,171	16,369	6,371
$100,000 or more	388,139	5,441	48,339	86,281	123,773	89,512	25,630	9,162
Total	**1,263,600**	**62,978**	**189,683**	**236,627**	**282,587**	**246,969**	**144,858**	**99,899**
Median Income	**$70,349**	**$41,416**	**$68,476**	**$81,703**	**$91,166**	**$78,858**	**$50,510**	**$33,258**

Sources: Claritas, Inc.; Maxfield Research Inc.

Household Tenure by Age

Table D5 shows household tenure by age of householder for the City of Roseville, Ramsey County and the Metro Area as of 1990 and 2000. This data is taken from the U.S. Census and shows the number and percent of households that rent and own their housing unit in each of these areas. This data excludes unoccupied units.

Household tenure by age information is important to understand households' preferences to rent or own their housing. Factors that contribute to these proportions include mortgage interest rates, age of the household, and lifestyle considerations, among others. Although updated data is not available until after the 2010 Census, there was a trend toward owned housing as mortgage interest rates were very low and money assistance was plentiful in the early and mid 2000s. As the housing market downturn impacted the local market however, rental units became more popular due to difficulties in obtaining mortgages and overall buyer uncertainty.

The following are key points from Table D5.

- In 2000, 67.5% of the households in the City of Roseville owned their housing; this is a slight decrease from 68.4% in 1990.

- Compared to Ramsey County and the Metro Area, higher proportions of younger households rent their housing in the City of Roseville. Of the 15 to 24 age cohort in Roseville, over 90% rent their housing whereas 87% in Ramsey County and 83% in the Metro Area rent their housing. However, Roseville households in the cohorts between the ages of 45 and 74 have a greater tendency toward homeownership than households in Ramsey County and the Metro Area.

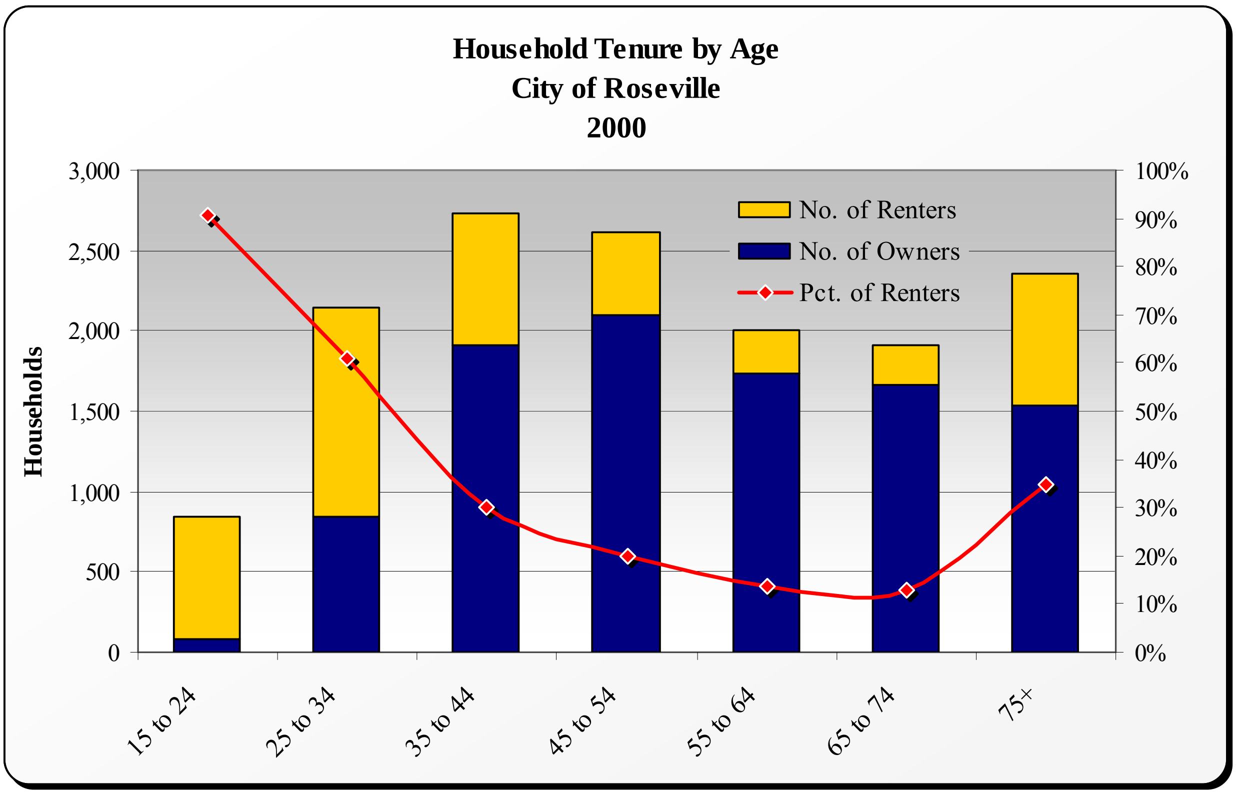
TABLE D5
TENURE BY AGE OF HOUSEHOLDER
ROSEVILLE ANALYSIS AREA
1990 and 2000

		City of Roseville				Ramsey County				Metro Area	
		1990		2000		1990		2000		1990	2000
Age		No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	Pct.	Pct.
15-24	Own	43	6.1	79	9.4	1,486	11.5	1,853	13.5	15.0	17.3
	Rent	657	93.9	763	90.6	11,488	88.5	11,919	86.5	85.0	82.7
	Total	**700**	**100.0**	**842**	**100.0**	**12,974**	**100.0**	**13,772**	**100.0**	**100.0**	**100.0**
25-34	Own	1,131	43.0	839	39.1	22,321	46.5	17,479	44.2	54.7	55.5
	Rent	1,497	57.0	1,305	60.9	25,678	53.5	22,040	55.8	45.3	44.5
	Total	**2,628**	**100.0**	**2,144**	**100.0**	**47,999**	**100.0**	**39,519**	**100.0**	**100.0**	**100.0**
35-44	Own	1,839	74.0	1,907	69.9	30,141	70.8	31,340	68.1	76.8	77.7
	Rent	647	26.0	823	30.1	12,435	29.2	14,704	31.9	23.2	22.3
	Total	**2,486**	**100.0**	**2,730**	**100.0**	**42,576**	**100.0**	**46,044**	**100.0**	**100.0**	**100.0**
45-54	Own	1,885	86.6	2,095	80.1	20,732	78.3	31,025	76.9	83.3	83.1
	Rent	292	13.4	519	19.9	5,731	21.7	9,312	23.1	16.7	16.9
	Total	**2,177**	**100.0**	**2,614**	**100.0**	**26,463**	**100.0**	**40,337**	**100.0**	**100.0**	**100.0**
55-64	Own	1,932	88.8	1,731	86.4	17,886	80.3	18,792	80.0	83.6	84.9
	Rent	243	11.2	273	13.6	4,400	19.7	4,684	20.0	16.4	15.1
	Total	**2,175**	**100.0**	**2,004**	**100.0**	**22,286**	**100.0**	**23,476**	**100.0**	**100.0**	**100.0**
65-74	Own	1,681	81.6	1,663	87.1	15,532	75.5	14,398	78.9	78.0	82.4
	Rent	379	18.4	246	12.9	5,053	24.5	3,851	21.1	22.0	17.6
	Total	**2,060**	**100.0**	**1,909**	**100.0**	**20,585**	**100.0**	**18,249**	**100.0**	**100.0**	**100.0**
75+	Own	771	57.7	1,534	65.1	10,401	59.0	12,831	64.7	60.2	66.3
	Rent	565	42.3	821	34.9	7,216	41.0	7,008	35.3	39.8	33.7
	Total	**1,336**	**100.0**	**2,355**	**100.0**	**17,617**	**100.0**	**19,839**	**100.0**	**100.0**	**100.0**
TOTAL	Own	9,282	68.4	9,848	67.5	118,499	62.2	127,718	63.5	67.8	71.4
	Rent	4,280	31.6	4,750	32.5	72,001	37.8	73,518	36.5	32.2	28.6
	Total	**13,562**	**100.0**	**14,598**	**100.0**	**190,500**	**100.0**	**201,236**	**100.0**	**100.0**	**100.0**

Sources: U.S. Census Bureau; Maxfield Research Inc.

- As the chart below shows, the proportion of renter households decreases significantly as households pass through the early- and middle-life stages. Following entry into later life, seniors often find rental housing to be a more viable option than homeownership, and increases in renter households are observed.

- Because homeownership rates are greater than 80% among middle-aged adults, many households will have significant equity in their home when they reach their retirement years. They will have the ability to use this equity to purchase a townhome or condominium, which offer maintenance-free housing options. Alternatively, seniors who remain in their single-family homes longer will have the option of using their additional home equity to cover the cost of senior rental housing if they choose to relocate.



Household Tenure by Income

Table D6 and the accompanying graph show the number of owner- and renter-occupied households by income cohort as of 2000. The data is useful in that it shows the housing preferences for households based on affordability. It is important to note that the higher the income, the lower percentage a household typically allocates toward housing. Many lower income households, as well as several young and senior households, spend more than 30% of their income on housing while households in their peak earning years spend only 20% to 25% of their income.

The following are key points from Table D6.

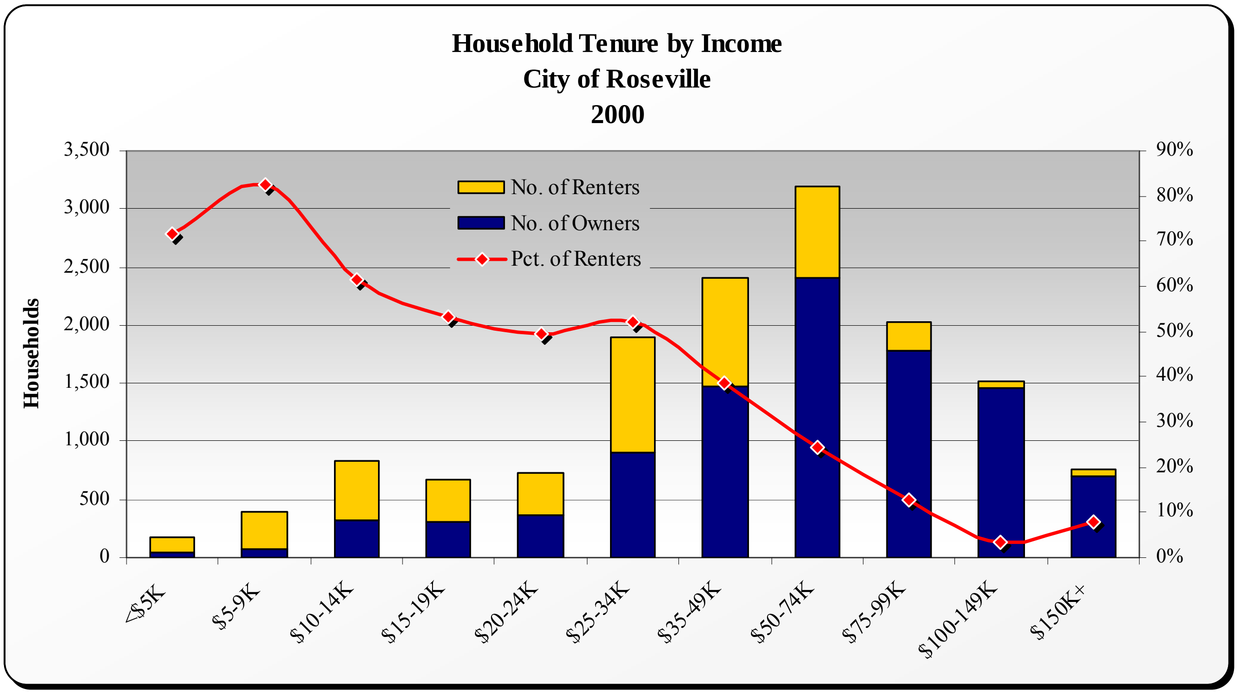
- A direct relationship exists between income and homeownership: as income increases, so does the rate of homeownership. In the City of Roseville, nearly 80% of households earning $35,000 or more owned homes compared to only 43% with incomes below $35,000. Many of the lower income homeowners are seniors who live on fixed incomes but have paid off their mortgages.

TABLE D6
TENURE BY HOUSEHOLD INCOME
ROSEVILLE ANALYSIS AREA
2000

		City of Roseville		Ramsey County		Metro Area	
Income		**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
Less than $15,000	Own	437	31.2	6,910	26.6	29,765	31.1
	Rent	964	68.8	19,063	73.4	65,934	68.9
	Total	**1,401**	**100.0**	**25,973**	**100.0**	**95,699**	**100.0**
$15,000 to $24,999	Own	679	48.6	9,454	40.2	42,364	44.7
	Rent	719	51.4	14,055	59.8	52,322	55.3
	Total	**1,398**	**100.0**	**23,509**	**100.0**	**94,686**	**100.0**
$25,000 to $34,999	Own	909	47.9	13,295	50.1	62,366	55.0
	Rent	988	52.1	13,225	49.9	50,931	45.0
	Total	**1,897**	**100.0**	**26,520**	**100.0**	**113,297**	**100.0**
$35,000 to $49,999	Own	1,479	61.3	20,654	61.9	106,072	66.6
	Rent	934	38.7	12,738	38.1	53,096	33.4
	Total	**2,413**	**100.0**	**33,392**	**100.0**	**159,168**	**100.0**
$50,000 to $74,999	Own	2,409	75.5	32,728	77.1	188,663	80.8
	Rent	783	24.5	9,740	22.9	44,742	19.2
	Total	**3,192**	**100.0**	**42,468**	**100.0**	**233,405**	**100.0**
$75,000 to $99,999	Own	1,776	87.4	20,175	87.3	132,706	89.8
	Rent	256	12.6	2,940	12.7	15,131	10.2
	Total	**2,032**	**100.0**	**23,115**	**100.0**	**147,837**	**100.0**
$100,000+	Own	2,159	95.0	24,487	93.3	167,181	94.3
	Rent	113	5.0	1,772	6.7	10,181	5.7
	Total	**2,272**	**100.0**	**26,259**	**100.0**	**177,362**	**100.0**
TOTAL	Own	9,848	67.4	127,703	63.5	729,117	71.4
	Rent	4,757	32.6	73,533	36.5	292,337	28.6
	Total	**14,605**	**100.0**	**201,236**	**100.0**	**1,021,454**	**100.0**

Sources: U.S. Census Bureau; Maxfield Research Inc.

- About 28% of the City's renters in 2000 had incomes below $20,000. All of these households would income-qualify for subsidized rental housing where monthly rent is based on a 30% allocation of their income. Approximately 44% of the City's renter households had incomes above $35,000. These renters would comprise the potential market for market rate housing since their incomes exceed the income-restriction of affordable and deep-subsidy developments.



Household Type

Table D7 shows household type trends in Roseville and Ramsey County in 1990 and 2000 with estimates for 2009. This data provides helpful information on the types of housing products that may be attractive to various groups. Typically, married couple families with children most often prefer single-family homes or townhomes while singles will often opt for a multifamily unit, either rental or for-sale. Empty-nesters and seniors often look for single-level living. The 1990 and 2000 data is from the U.S. Census and the 2009 estimates are from Claritas, Inc.

The following are key points from Table D7.

- The City of Roseville had the most significant increase in households living alone between 2000 and 2009 (+510 households, or +10.4%). Conversely, the City had significant decreases in roommate households (-187 households, or -17.3%).

TABLE D7
HOUSEHOLD TYPE
ROSEVILLE ANALYSIS AREA
1990, 2000 & 2009

	Total HH's			Family Households: Married w/ Child			Family Households: Married w/o Child			Family Households: Other *			Non-Family Households: Living Alone			Non-Family Households: Roommates **		
	1990	**2000**	**2009**	**1990**	**2000**	**2009**	**1990**	**2000**	**2009**	**1990**	**2000**	**2009**	**1990**	**2000**	**2009**	**1990**	**2000**	**2009**
No. of Households																		
City of Roseville	13,562	14,598	15,410	2,740	2,525	2,671	4,934	4,658	4,937	1,343	1,417	1,481	3,659	4,912	5,422	886	1,086	899
Ramsey County	*190,500*	*201,236*	*217,375*	*44,080*	*40,807*	*44,228*	*48,710*	*47,666*	*51,739*	*27,416*	*31,543*	*33,674*	*55,727*	*64,342*	*71,165*	*14,567*	*16,878*	*16,569*
Percent of Total																		
City of Roseville	100.0	100.0	100.0	20.2	17.3	17.3	36.4	31.9	32.0	9.9	9.7	9.6	27.0	33.6	35.2	6.5	7.4	5.8
Ramsey County	*100.0*	*100.0*	*100.0*	*23.1*	*20.3*	*20.3*	*25.6*	*23.7*	*23.8*	*14.4*	*15.7*	*15.5*	*29.3*	*32.0*	*32.7*	*7.6*	*8.4*	*7.6*

Change 2000-2009

	Total HH's		Married w/ Child		Married w/o Child		Other *		Living Alone		Roommates **	
	No.	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
City of Roseville	812	5.6%	146	5.8%	279	6.0%	64	4.5%	510	10.4%	-187	-17.3%
Ramsey County	*16,139*	*8.0%*	*3,421*	*8.4%*	*4,073*	*8.5%*	*2,131*	*6.8%*	*6,823*	*10.6%*	*-309*	*-1.8%*

* Single-parents and unmarried couples with children
** Includes unmarried couples without children and group quarters

Sources: U. S. Census; Claritas, Inc.; Maxfield Research.

- Ramsey County shows a similar pattern with the most substantial increase in households living alone (+10.6%) and decrease in roommate households (-1.8%). Growth among the remaining household types is relatively evenly distributed.

- As a percentage of the total household base, the City of Roseville has a higher concentration of households that are married without children and lower concentrations of other households, which includes single-parents and unmarried couples with children, as well as households that are married with children.

Employment Growth Trends

Table D8 shows employment growth trends and projections from 2000 to 2020 based on the most recent information available from Metropolitan Council. In general, employment growth is a helpful indicator of housing demand as households typically prefer to live near work for convenience. Long commute times and redevelopment of urban areas have encouraged households to move closer to major employment centers in the core urban areas of the Twin Cities Metro Area, including to first tier suburban communities such as Roseville.

The following points highlight key information presented in Table D8.

- Overall, the job market this decade has slowed substantially due to the current economic recession that has many local impacts. Though the slowdown this decade is likely to bleed over into the next decade, current forecasts account for a forecast rebound during the latter portion of the next decade. This increase in employment will increase the demand for housing as new employees move to be near their places of employment.

- Based on current estimates, there are 42,170 jobs in the City of Roseville, which accounts for about 11.4% of the County's total employment base. Between 2009 and 2020, an additional 2,200 jobs (+5.2%) are forecast to be added to the City.

TABLE D8
EMPLOYMENT GROWTH TRENDS AND PROJECTIONS
ROSEVILLE ANALYSIS AREA
2000-2020

	Census	Estimate	Projections		Change			
					2000-2010		2010-2020	
	2000	2009	2010	2020	No.	Pct.	No.	Pct.
EMPLOYMENT								
City of Roseville	**39,211**	**42,170**	**42,500**	**44,700**	**3,289**	**8.4**	**2,200**	**5.2**
Ramsey County	333,305	368,700	372,630	404,980	39,325	11.8	32,350	8.7
Twin Cities Metropolitan Area	1,606,263	1,795,026	1,816,000	1,990,000	209,737	13.1	174,000	9.6

Sources: U.S. Census Bureau; Minnesota Metropolitan Council; Maxfield Research.

- More substantial job growth is forecast for Ramsey County and the Metro Area over the next decade. Overall, the Metro Area is forecast to add 174,000 jobs (+9.6%), of which 32,350 will be in Ramsey County. Since nearly 80% of households residing in Roseville commute to other communities for work (see Table D11), a strong and growing regional employment market will indirectly support new housing development in Roseville.

Business and Employment Activity

Table D9 shows business and employment activity for Ramsey County and the Twin Cities Metro Area in 2000 and 2nd Quarter 2008 (the most recent data available). Data is compiled by the Minnesota Department of Employment and Economic Development and is assessed as an average of the most recent four quarters available. The data offers relatively current information on employment related to business activity, such as new job hires, job separations (layoffs and terminations), job contractions and expansions, in order to assess the current business and employment environment. Data is referred to as Local Employment Dynamics.

Following are the terms used in the table and their general definitions:

Total Employment – The number of workers employed at the beginning of the quarter by the same employer in the current and the previous quarters.

Net Job Flows – The difference between current and previous employment at each business.

Job Creation – The number of jobs created by expansion at existing businesses or new businesses in the area.

New Hires – The number of new job hires that were not previously employed at the existing businesses.

Separations – The number of people that were employed by a business in the previous quarter but not in the current quarter.

Turnover – The average of new hires and separations as compared to total stable employment.

Average Monthly Earnings – The average total wages of full-time employees over the quarter adjusted for a monthly basis.

Average New Hire Earnings – The average total wages of new hire full-time employees over the quarter adjusted for a monthly basis.

A significant downturn in the economy that began in 2001 resulted in employment contractions primarily among financial services companies. More recently, the current recession and housing market slowdown has affected employees in nearly every industry. Between 2000 and 2008, Ramsey County remained relatively stable for total employment with a loss of about 500 jobs. Conversely, the Metro Area experienced an increase of +56,420 jobs during this same period, which is likely the result of companies relocating from the central city to suburban locations.

TABLE D9
BUSINESS AND EMPLOYMENT ACTIVITY
RAMSEY COUNTY AND METRO AREA
2000 to 2nd Q 2008

	Ramsey County				Metro Area			
	2000	2008	Change	% Chg	2000	2008	Change	% Chg
Total Employment	331,589	331,118	-471	-0.1%	1,651,745	1,708,166	56,421	3.4%
Net Job Flow	6,995	1,495	-5,500	-78.6%	35,391	1,437	-33,954	-95.9%
Job Creation	27,782	16,971	-10,811	-38.9%	150,296	91,183	-59,113	-39.3%
New Hires	69,542	46,839	-22,703	-32.6%	362,365	240,490	-121,875	-33.6%
Separations	83,206	56,127	-27,079	-32.5%	430,769	289,340	-141,429	-32.8%
Turn Over	12.2%	9.4%	-2.8%	-23.0%	12.8%	9.7%	-3.1%	-24.2%
Avg Monthly Earnings	$3,420	$4,304	$884	25.8%	$3,409	$4,376	$967	28.4%
Avg New Hire Earnings	$2,012	$2,666	$654	32.5%	$2,157	$2,685	$528	24.5%

Source: MN Dept.of Employment and Economic Development; Maxfield Research.

Net job flow remained positive for the Twin Cities Metro Area, indicating there is more employment flowing to the region as a whole. Job flows to smaller units of geography, such as Ramsey County, were positive in 2000 but have since reversed as the economic recession has resulted in increased separations and layoffs.

Job creation dropped to about half of the level earlier this decade. As shown the Metro Area created just under 91,200 jobs in 2008, of which about 17,000 jobs were created in Ramsey County. Although this job growth is positive, it is substantially lower than earlier figures and likely to continue to decline through 2009.

New hires in the Metro Area totaled about 240,500 people, which is also not as high as in 2000 when the new hires were at 362,370. New hires in Ramsey County totaled 46,840, which is a decrease from over 69,500 new hires in 2000. Total separations in each area in 2008 were greater than new hires.

Turnover rates at area businesses have decreased since 2000 by about three percentage points. We note that turnover may be lower because companies are operating at leaner levels and are trying to retain existing employees, and employees who are concerned about a slowing economy are likely to remain at their current workplace until the job market improves.

Average monthly earnings increased across the board and are generally keeping pace or are slightly ahead of the average inflation rate of approximately 3% per year. We note that average monthly earnings in Ramsey County ($4,304) are comparable to the Metro Area overall ($4,376). On an annual basis, wages are about $52,000 in Ramsey County and the Metro Area.

Resident Employment

Table D10 shows resident employment information that is sourced from the Minnesota Department of Employment and Economic Development (DEED). Resident employment refers to the number of people living in an area who are employed, regardless of where the person works. All information is reported as an annual average of each individual month.

Table D11 shows the commuting patterns of households who live and/or work in the City of Roseville as of 2000 (the most recent information available). Information in Table D11 is sourced from the U.S. Census Bureau.

- Resident employment in the City of Roseville decreased by -1,550 people between 2000 and 2008 (-8.2%).

- The City's unemployment rate of 4.8% is slightly lower than Ramsey County (5.3%), the Metro Area (5.2%), Minnesota (5.4%) and the Nation (5.8%).

- Year over year, the unemployment rate in May 2009 in the City of Roseville reached 6.7%, a substantial increase from the previous year at 4.5% (May 2008). Similarly, the Metro Area climbed to 7.8% from 4.7%. The current recession and labor market will no doubt have an impact on the rate of household growth and hence, the number of housing units demanded. We expect that unemployment will stabilize in late 2009 or early 2010 and may take several years to return to the pre-recession levels.

- Based on commuting pattern information, about 21% of Roseville's residents also work in the City of Roseville. Of the residents that work elsewhere, the majority work in St. Paul (20.5%) or Minneapolis (19.0%).

TABLE D10
RESIDENT EMPLOYMENT*
ROSEVILLE, RAMSEY COUNTY & METRO AREA
2000 through 2008

	City of Roseville			Unemployment Rate			
	Labor Force	Employment	Unempl. Rate	Ramsey Co.	Metro	Minnesota	USA
2008	18,279	17,402	4.8%	5.3%	5.2%	5.4%	5.8%
2007	18,165	17,453	3.9%	4.4%	4.3%	4.6%	4.6%
2006	17,915	17,294	3.5%	4.0%	3.8%	4.1%	4.6%
2005	18,075	17,459	3.4%	4.0%	3.9%	4.2%	5.1%
2004	18,500	17,826	3.6%	4.6%	4.4%	4.6%	5.6%
2003	18,732	18,037	3.7%	4.8%	4.7%	4.9%	6.0%
2002	19,117	18,395	3.8%	4.4%	4.4%	4.5%	5.8%
2001	19,425	18,819	3.1%	3.6%	3.5%	3.8%	4.7%
2000	19,413	18,955	2.4%	2.8%	2.7%	3.1%	4.0%
Change 2000-2008							
'00 -'08	**-1,134**	**-1,553**	**2.4%**	**2.5%**	**2.5%**	**2.3%**	**1.8%**

*Not Seasonally Adjusted
Source: MN Dept. of Employment and Economic Development; Maxfield Research.

- Approximately 34,400 people worked in the City of Roseville in 2000, of which 3,740 people (10.9%) were Roseville residents. Other key cities from which individuals commuted to work in Roseville included St. Paul (5,270 people, or 15.3%) and Minneapolis (2,720 people, or 7.9%).

- With its strong commuter base, Roseville has potential to capture some of these commuter households as future residents of the City.

TABLE D11
CITY OF ROSEVILLE
COMMUTING PATTERNS
2000

Place of Residence	Place of Employment	Count	Percent
Place of Employment for Roseville Residents			
Roseville	Roseville, Ramsey Co., MN	3,736	21.0%
Roseville	St. Paul, Ramsey Co., MN	3,649	20.5%
Roseville	Minneapolis, Hennepin Co., MN	3,373	19.0%
Roseville	Maplewood, Ramsey Co., MN	526	3.0%
Roseville	Bloomington, Hennepin Co., MN	415	2.3%
Roseville	Arden Hills, Ramsey Co., MN	397	2.2%
Roseville	Shoreview, Ramsey Co., MN	384	2.2%
Roseville	Little Canada, Ramsey Co., MN	362	2.0%
Roseville	Eagan, Dakota Co., MN	326	1.8%
Roseville	New Brighton, Ramsey Co., MN	258	1.5%
Roseville	Other	4,335	24.4%
		17,761	**100.0%**
Place of Residence for Workers Commuting to Roseville			
St. Paul, Ramsey Co., MN	Roseville	5,266	15.3%
Roseville, Ramsey Co., MN	Roseville	3,736	10.9%
Minneapolis, Hennepin Co., MN	Roseville	2,721	7.9%
Shoreview, Ramsey Co., MN	Roseville	1,358	3.9%
Blaine, Anoka Co., MN	Roseville	1,035	3.0%
New Brighton, Ramsey Co., MN	Roseville	1,014	2.9%
Coon Rapids, Anoka Co., MN	Roseville	927	2.7%
Maplewood, Ramsey Co., MN	Roseville	910	2.6%
Mounds View, Ramsey Co., MN	Roseville	580	1.7%
Woodbury, Washington Co., MN	Roseville	571	1.7%
Other	Roseville	16,314	47.4%
		34,432	**100.0%**

Sources: U.S. Census Bureau; Maxfield Research Inc.

Major Employers

Table D12 highlights the largest employers in the City of Roseville as reported to the Minnesota Department of Employment and Economic Development.

The largest employers in the City of Roseville are McGough Construction Company Inc. and Unisys, which employ 800 people each. Other major employers include Presbyterian Homes (560 employees), Roseville Area School (547 employees), Macys (531 employees) and Northwestern College and Radio (500 employees).

TABLE D12
MAJOR EMPLOYERS
CITY OF ROSEVILLE
2009

Employer	Products/Services	Employees
McGough Construction Company Inc.	Comm. & Institutional Building Construction	800
Unisys	Other Computer Related Svcs.	800
Presbyterian Homes Housing & Assistance	Lessors of Residential Buildings & Dwellings	560
Roseville Area School	Elementary & Secondary Schools	547
Macys	Discount Department Stores	531
Northwestern College and Radio	Colleges, Universities & Prof. Schools	500
Sara Lee Bakery Group Inc.	Frozen Cakes, Pies, & Other Pastries Mfg.	500
Target	Discount Department Stores	500
Veritas Software Corporation	Computer Systems Design Services	500
Minnesota Department of Transporation	Regulation & Administration of Transportation Programs	450
Minnesota Department of Education	Administration of Education Programs	425
JC Penny	Department Stores	380
Byerlys	Supermarkets & Other Grocery Stores	300
Lakeville Motor Express Inc.	Other Suppt. Activ. For Road Transportation	300
Bonestroo	Engineering Services	285

Sources: MN Dept. Employment and Economic Development; Maxfield Research.

Summary of Demographic Trends

The following points summarize the most significant demographic factors that will impact the housing needs in the City of Roseville.

- The City of Roseville is forecast to add an additional 1,230 people and 590 households between 2009 and 2020. The majority of household growth, which translates to new housing units demanded, will be the result of infill development and redevelopment as the City is largely built out.

- The population in Roseville is rapidly aging and older age cohorts are accounting for a significant percentage of the total population. By 2014, 24% of the total population is forecast to be over the age of 65, which is a much higher percentage than Ramsey County (14%) and the Metro Area overall (12%).

- The median income in the City of Roseville is currently $59,750. The need for subsidized and affordable housing programs may increase as inflation is forecast to substantially outpace increases in the median household income over the next five years. Based on current estimates, the median income is expected to increase by only +6.8% between 2009 and 2014.

- Based on income-qualifications for three-person households, approximately 14% of the total household base would income-qualify for subsidized (deep subsidy) housing and 23% would income-qualify for affordable (shallow subsidy) housing. These figures are very conservative as they do not consider larger household sizes who would also income-qualify for financially assisted housing products.

- Nearly 68% of households in Roseville owned their housing, according to the 2000 U.S. Census. There is a positive relationship between age and homeownership until the age of 75, after which point households are more likely to move to senior housing or other low maintenance housing alternatives.

- Likely a result of the strong growth in older adult and senior age cohorts, which often have only one person per household, the City of Roseville has experienced a significant increase in households living alone (+10.4% between 2000 and 2009). This trend will likely continue due to the aging population base.

- Year over year, the unemployment rate in the City of Roseville increased from 4.5% in May 2008 to 6.7% in May 2009. The current recession will no doubt have an impact on the mobility of households, affordability thresholds for specific housing products and rate of household growth.

Overall, the City of Roseville is forecast to experience modest population and household growth and will experience some demand for additional housing products. Strong growth in the senior age cohorts will provide strong momentum for ongoing senior housing development in the City. Seniors already residing in the City of Roseville will have existing homes to sell, which could meet the housing needs of younger households who desire to purchase a home in Roseville.

The current recession is significantly impacting the viability of new housing development across the Nation and, in some cases, resulting in poor performance of existing housing developments. Until economic conditions improve, demand for additional housing may be delayed somewhat.

Introduction

The variety and condition of the housing stock in a community provides the basis for an attractive living environment. Housing functions as a building block for neighborhoods and goods and services. We examined the housing market in Roseville, Ramsey County and the Metro Area by reviewing data on the age of the existing housing supply; examining residential building trends since 2000; and assessing the condition of the City's housing stock through interviews with key professionals who are familiar with the housing supply in Roseville.

Age of Housing Stock

Table HC1 shows the age distribution of the housing stock in 2000 based on data from the U.S. Census Bureau. The table includes the number of housing units built in geography prior to 1940 and during each decade since.

The following are key points derived from Table HC1.

- In total, Roseville is reported to have approximately 14,610 housing units, of which 9,850 are owner-occupied and 4,760 are renter-occupied.

- Approximately 40% of the homes in the City of Roseville were built during or before the 1950s. Although Ramsey County has a higher percentage of older homes (51%) than the City of Roseville, the Metro Area overall is much lower at about 36%.

- The distribution of the above-mentioned percentages are a result of growth in the Metro Area that originated in the Minneapolis and St. Paul core and has since been spreading outward into the suburban fringes. Roseville, a first ring suburb, experienced the most significant development activity in the 1950s and 1960s. Over half (54%) of the City's total housing supply was added between the 1950s and 1960s.

- In total, owner-occupied housing units account for about 67% of the City's total housing stock. Especially during the 1970s, development of rental housing units accounted for a more significant portion of the total units added than in previous years. Hence, a large share of the rental stock was built during the 1970s (roughly one-third).

- A small proportion of the total housing stock was built before 1950 (10%). Some of these housing units may be dilapidated and in need of replacement or repair.

TABLE HC1
AGE OF HOUSING STOCK (OCCUPIED HOUSING UNITS)
ROSEVILLE ANALYSIS AREA
2000

	Total Units	Year Structure Built													
		<1940		1940s		1950s		1960s		1970s		1980s		1990s*	
		No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
City of Roseville															
Owner-Occupied	9,848	460	4.7	695	7.1	3,789	38.5	2,239	22.7	1,455	14.8	492	5.0	718	7.3
Renter-Occupied	4,757	93	2.0	100	2.1	546	11.5	1,272	26.7	1,641	34.5	569	12.0	536	11.3
Subtotal	14,605	553	3.8	795	5.4	4,335	29.7	3,511	24.0	3,096	21.2	1,061	7.3	1,254	8.6
Ramsey County															
Owner-Occupied	127,703	39,377	30.8	10,084	7.9	23,891	18.7	13,584	10.6	15,922	12.5	15,011	11.8	9,834	7.7
Renter-Occupied	73,533	16,375	22.3	4,769	6.5	8,413	11.4	14,298	19.4	17,506	23.8	8,050	10.9	4,122	5.6
Subtotal	201,236	55,752	27.7	14,853	7.4	32,304	16.1	27,882	13.9	33,428	16.6	23,061	11.5	13,956	6.9
Metro Area Total															
Owner-Occupied	729,117	121,983	16.7	42,380	5.8	105,961	14.5	83,481	11.4	112,255	15.4	125,478	17.2	137,579	18.9
Renter-Occupied	292,337	52,847	18.1	14,359	4.9	28,180	9.6	53,020	18.1	70,793	24.2	46,551	15.9	26,587	9.1
Subtotal	1,021,454	174,830	17.1	56,739	5.6	134,141	13.1	136,501	13.4	183,048	17.9	172,029	16.8	164,166	16.1

* Includes housing built through March 2000

Sources: U.S. Census Bureau; Maxfield Research Inc.

Residential Construction Trends

Data on residential construction was obtained for the City of Roseville as well as for each individual county in the Metro Area from 2000 to 2008 (the most recent information available). Information is derived from the State of the Cities Data System ("SOCDS") Database and Metropolitan Council.

- The City of Roseville added an estimated 575 housing units between 2000 and 2008, for an annual average of 64 homes per year. The majority (376 units, or 65%) were multifamily housing units.

- A few of the significant multifamily developments in the City of Roseville since 2000 are *Heritage Place* senior housing (50 units), *Applewood Pointe* senior cooperative (94 units), *Green House Village* senior cooperative (102 units).

- The Metro Area overall is estimated to have added approximately 141,300 housing units over this timeframe, of which the majority where added in Hennepin County (30%). Ramsey County ranked six of seven counties for number of new permits added over this timeframe.

- The City of Roseville accounted for less than 0.5% of the total new housing units in the Metro Area between 2000 and 2008.

- Due to the current recession and slowdown in the housing market, new building activity has slowed substantially in the past two years. In the peak of the housing market boom (2004), the Metro Area added over 21,300 new housing units. Total construction activity has tapered each year to reach a low of less than 4,500 new units in the Metro Area in 2008. Until the economy recovers, demand for new construction will be suppressed.

Following Table HC2 is a map showing the location of various housing types in the City of Roseville that is sourced from the *2030 Comprehensive Plan*.

TABLE HC2
RESIDENTIAL BUILDING PERMIT TRENDS
ROSEVILLE ANALYSIS AREA
2000 to 2008

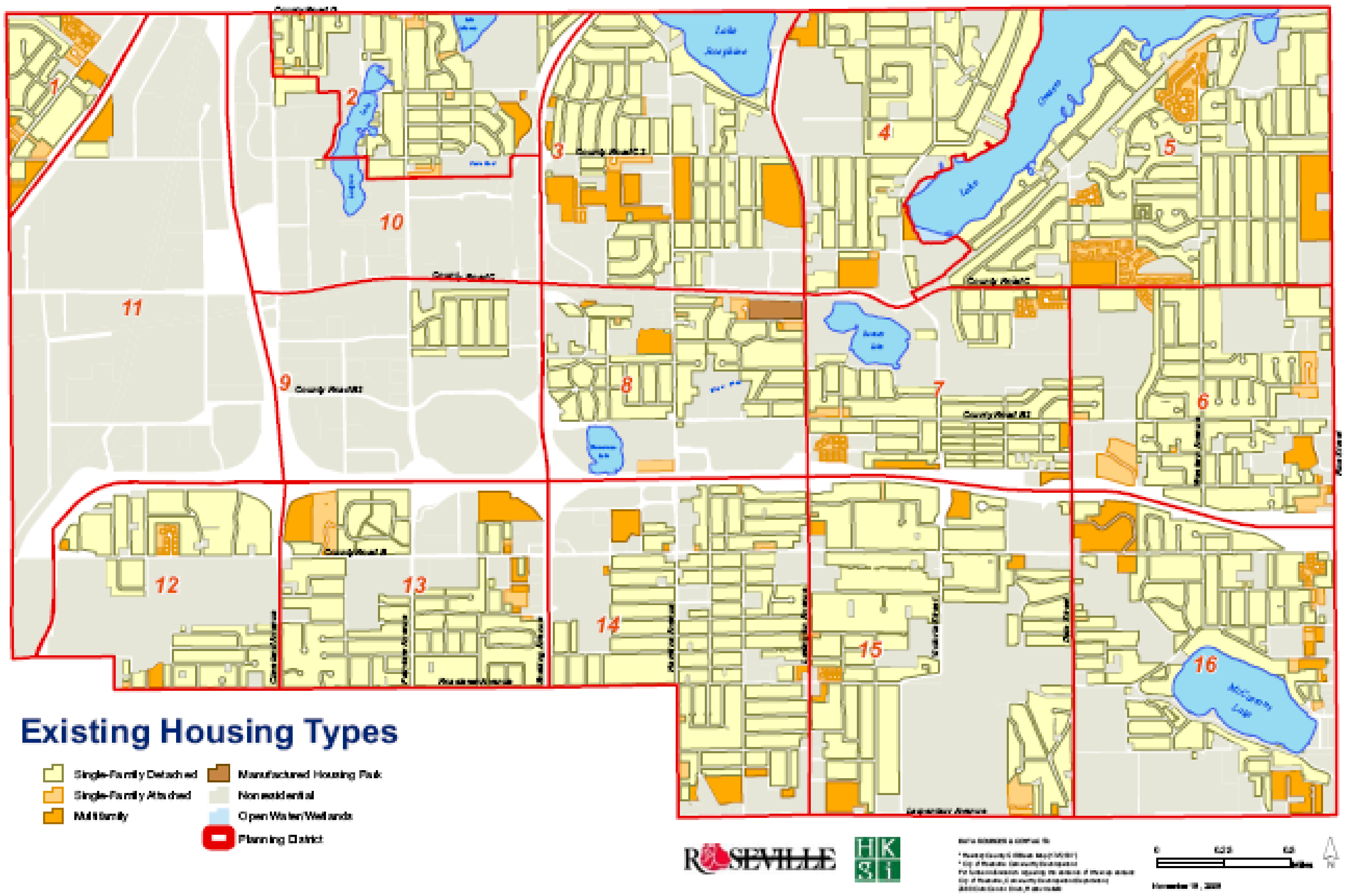
	Single-Family								
	2000	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007**	**2008***
Roseville Analysis Area									
Roseville	27	18	9	14	16	10	17	13	13
Ramsey County	517	354	289	336	408	355	270	173	198
Anoka County	1,983	1,706	1,685	1,824	1,768	1,217	830	638	489
Carver County	900	731	804	836	766	604	478	355	214
Dakota County	2,383	1,530	1,429	1,603	1,307	963	746	504	364
Hennepin County	2,706	1,914	1,895	1,918	1,625	1,554	1,401	1,039	900
Scott County	1,976	1,547	1,309	1,319	1,147	998	705	409	338
Washington County	1,795	1,088	876	1,200	1,226	1,201	821	530	648
Metro Area Total	**12,260**	**8,870**	**8,287**	**9,036**	**8,247**	**6,892**	**5,251**	**3,648**	**3,151**

	Multifamily								
	2000	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007**	**2008***
Roseville Analysis Area									
Roseville	30	0	0	170	0	134	42	0	0
Ramsey County	372	822	1,039	1,434	2,231	1,093	690	541	16
Anoka County	11	254	415	145	539	324	40	282	30
Carver County	455	322	354	565	322	147	147	44	90
Dakota County	712	1,140	1,661	1,927	1,049	1,063	315	375	339
Hennepin County	2,057	2,514	4,162	2,495	2,416	3,156	2,529	1,261	661
Scott County	184	324	520	480	150	130	226	165	0
Washington County	336	461	191	368	694	462	260	286	171
Metro Area Total	**4,127**	**5,837**	**8,342**	**7,414**	**7,401**	**6,375**	**4,207**	**2,954**	**1,307**

	Townhome/Duplex									**9-Year Total***
	2000	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007**	**2008***	
Roseville	0	0	0	22	20	19	2	0	--	**576**
Ramsey County	216	254	174	187	173	160	134	71	--	**12,507**
Anoka County	53	473	542	979	1,029	843	610	214	--	**18,923**
Carver County	20	142	323	159	249	292	187	226	--	**9,732**
Dakota County	71	644	573	776	1,374	553	624	357	--	**24,382**
Hennepin County	161	783	758	1,176	1,327	863	703	344	--	**42,318**
Scott County	42	566	555	791	736	552	333	248	--	**15,750**
Washington County	100	600	652	767	817	1,090	599	464	--	**17,703**
Metro Area Total	**663**	**3,462**	**3,577**	**4,835**	**5,705**	**4,353**	**3,190**	**1,924**	--	**141,315**

* Figures for 2008 are preliminary and are provided by the U.S. Census Bureau. Multifamily and townhome permits are not categorized individually; nine-year total includes the additional 90 multifamily/townhome units by municipality.

Sources: SOCDS Database (2000); Metropolitan Council (2001-2008); Maxfield Research Inc.


Existing Housing Types
Single-Family Detached
Single-Family Attached
Multifamily
Manufactured Housing Park
Nonresidential
Open Water/Wetlands
Planning District
1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
ROSEVILLE
HK
Si

Residential Land Supply

The City of Roseville is estimated to contain approximately 8,860 total acres according to the Comprehensive Plan (2008). Approximately 38% of the City's existing land (3,339 acres) is residential with the majority being single-family detached residences (88%). Multifamily housing, which includes apartments and condominiums, constituted 8.4% (279 acres) of the existing land use at the time of the Comprehensive Plan.

According to information supplied by the City of Roseville in June 2009, there are 38 vacant parcels with a total of 31.18 acres in the City. The following table summarizes vacant land by zoning district.

TABLE HC3
VACANT LAND SUMMARY
CITY OF ROSEVILLE
2009

Zoning District Information	Number of Parcels	Total Acreage	Acreage Range Low - High
Residential Districts			
R-1 Single-Family Residence District	25	18.41	0.23 - 4.54
R-3A Multifamily Residence District (3 to 24)	1	1.42	1.42 - 1.42
Subtotal	*26*	*19.83*	*0.23 - 4.54*
Business Districts			
B-1 Limited Business District	1	0.30	0.30 - 0.30
B-2 Retail Business District	2	8.97	0.37 - 8.60
Subtotal	*3*	*9.27*	*0.30 - 8.60*
Industrial Districts			
I-1 Light Industrial District	1	0.13	0.13 - 0.13
Subtotal	*1*	*0.13*	*0.13 - 0.13*
Planned Unit Development Districts			
PUD Planned Unit Development District	8	1.95	0.02 - 1.02
Subtotal	*8*	*1.95*	*0.02 - 1.02*
TOTAL VACANT LAND	**38**	**31.18**	**0.02 - 8.60**

Sources: City of Roseville; Maxfield Research Inc.

As the table shows, there is only one vacant parcel that is currently zoned for R-3A development. This parcel is located at 197 County Road B2 and has a total 1.42 acres. Additional multifamily housing development may occur in the PUD districts, which total 1.95 acres, or by rezoning land that would be attractive for development of multifamily housing.

For single-family housing, there are 25 vacant parcels with 18.41 acres available. Some of these parcels are sizable (up to 4.54 acres) and could potentially be considered for rezoning in order to accommodate higher density multifamily housing development in the City. Factors of site location, adjacent and surrounding land use, access, visibility and traffic patterns would need to be assessed in order to determine a particular site's desirability for multifamily housing use.

Introduction

The following section analyzes the current market conditions for general occupancy rental housing in the City of Roseville. Data on key indicators of the health of the rental housing market in Roseville and in the Twin Cities Metro Area overall is presented, along with detailed information on individual rental developments in the City of Roseville. In addition, Maxfield Research Inc. completed interviews with housing and leasing managers and other housing professionals in the area to identify any gaps in the availability or types of general occupancy rental housing in the City.

Overview of Rental Market Conditions

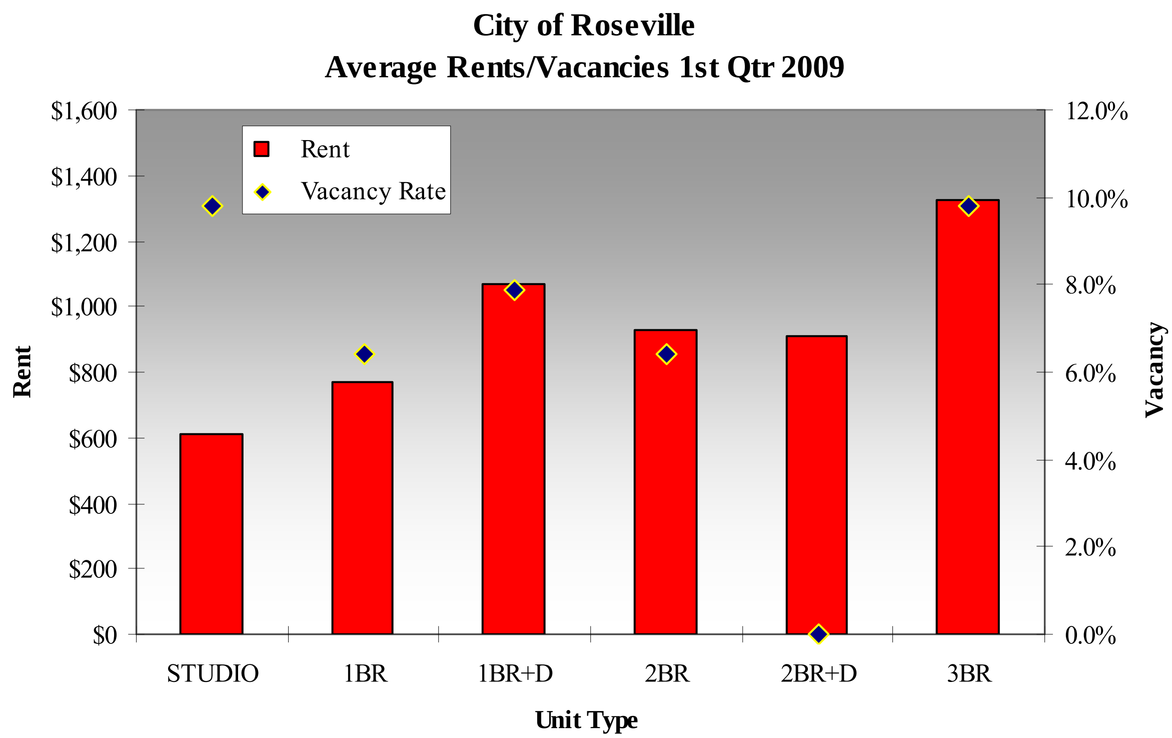
Table RH1 shows average monthly rents and vacancies by unit type in the City of Roseville and vicinity from 1st Quarter 2009. Table RH2 follows and provides information on the year over year change in average monthly rent and vacancy by unit type. This information is compiled quarterly by GVA Marquette Advisors, Inc. and is the most recent available. The following are key points from our analysis.

- General occupancy rental housing is considered to be at market equilibrium when the vacancy rate is at 5.0%. This vacancy rate allows for normal turnover and an adequate supply of alternatives for prospective renters. As of 1st Quarter 2009, the vacancy rate in Roseville was 6.5%, which is slightly above the market equilibrium rate of 5.0%.

TABLE RH1
AVERAGE RENTS/VACANCIES
CITY OF ROSEVILLE AND VICINITY
1st QUARTER 2009

Community	STUDIO	1BR	1BR+D	2BR	2BR+D	3BR	Total	Avg. Rent Increase
City of Roseville								
Rent	$613	$770	$1,069	$926	$910	$1,324	**$842**	-1.7%
Vacancy Rate	9.8%	6.4%	7.9%	6.4%	0.0%	9.8%	**6.5%**	
New Brighton								
Rent	$611	$700	--	$813	--	$967	**$771**	1.6%
Vacancy Rate	0.0%	7.7%	--	6.7%	--	0.0%	**6.9%**	
Shoreview/Arden Hills								
Rent	$665	$778	--	$1,372	--	$1,372	**$848**	1.0%
Vacancy Rate	7.3%	2.9%	--	7.3%	--	5.0%	**4.8%**	
St. Anthony								
Rent	$809	$841	$893	$1,029	$1,239	$1,627	**$962**	0.9%
Vacancy Rate	0.0%	3.0%	4.4%	4.3%	23.1%	16.0%	**4.3%**	
Total: Metro Area								
Rent	$656	$791	$1,064	$985	$1,334	$1,266	**$908**	-0.1%
Vacancy Rate	4.4%	4.3%	6.4%	5.3%	6.8%	5.5%	**4.9%**	

Sources: GVA Marquette Advisors; Maxfield Research Inc.


City of Roseville
Average Rents/Vacancies 1st Qtr 2009
Rent
Vacancy Rate
$1,600
$1,400
$1,200
$1,000
$800
$600
$400
$200
$0
12.0%
10.0%
8.0%
6.0%
4.0%
2.0%
0.0%
Vacancy
STUDIO
1BR
1BR+D
2BR
2BR+D
3BR
Unit Type

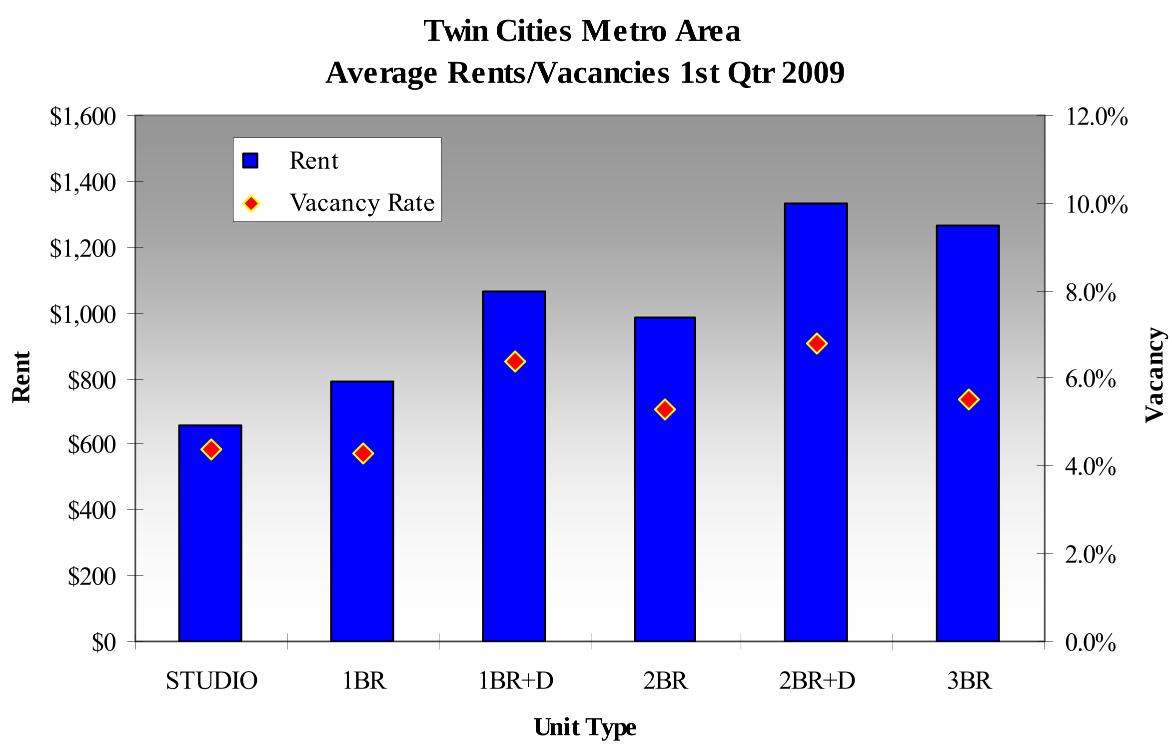

Twin Cities Metro Area
Average Rents/Vacancies 1st Qtr 2009
Rent
Vacancy Rate
$1,600
$1,400
$1,200
$1,000
$800
$600
$400
$200
$0
12.0%
10.0%
8.0%
6.0%
4.0%
2.0%
0.0%
Vacancy
STUDIO
1BR
1BR+D
2BR
2BR+D
3BR
Unit Type

TABLE RH2
CHANGE IN AVERAGE RENTS/VACANCIES
CITY OF ROSEVILLE AND VICINITY
1st QUARTER 2009

	Average Rent			Vacancy Rate		
	Mar 2008	Mar 2009	% Change	Mar 2008	Mar 2009	Change
City of Roseville						
Studio	$597	$613	2.7%	9.7%	9.8%	0.1%
1 Bedroom	$765	$770	0.7%	2.3%	6.4%	4.1%
2 Bedroom	$937	$926	-1.2%	4.2%	6.4%	2.2%
3 Bedroom	$1,438	$1,324	-7.9%	4.5%	9.8%	5.3%
Total	**$857**	**$842**	**-1.8%**	**3.2%**	**6.5%**	**3.3%**
New Brighton						
Studio	$636	$611	-3.9%	0.0%	0.0%	0.0%
1 Bedroom	$698	$700	0.3%	4.6%	7.7%	3.1%
2 Bedroom	$795	$813	2.3%	2.6%	6.7%	4.1%
3 Bedroom	$934	$967	3.5%	0.0%	0.0%	0.0%
Total	**$759**	**$771**	**1.6%**	**3.2%**	**6.9%**	**3.7%**
Shoreview/Arden Hills						
Studio	$662	$665	0.5%	12.7%	7.3%	-5.4%
1 Bedroom	$775	$778	0.4%	2.0%	2.9%	0.9%
2 Bedroom	$921	$942	2.3%	4.1%	7.3%	3.2%
3 Bedroom	$1,456	$1,372	-5.8%	0.0%	5.0%	5.0%
Total	**$840**	**$848**	**1.0%**	**3.4%**	**4.8%**	**1.4%**
St. Anthony						
Studio	$826	$809	-2.1%	0.0%	0.0%	0.0%
1 Bedroom	$789	$841	6.6%	3.1%	3.0%	-0.1%
2 Bedroom	$1,028	$1,029	0.1%	3.0%	4.3%	1.3%
3 Bedroom	$1,712	$1,627	-5.0%	5.0%	16.0%	11.0%
Total	**$954**	**$962**	**0.8%**	**3.0%**	**4.3%**	**1.3%**
Total: Metro Area						
Studio	$635	$656	3.3%	3.8%	4.5%	0.7%
1 Bedroom	$786	$791	0.6%	3.4%	4.6%	1.2%
2 Bedroom	$984	$985	0.1%	4.0%	5.0%	1.0%
3 Bedroom	$1,279	$1,266	-1.0%	5.1%	5.3%	0.2%
Total	**$908**	**$908**	**0.0%**	**3.9%**	**4.9%**	**1.0%**

Sources: GVA Marquette Advisors; Maxfield Research Inc.

- Year over year vacancy rates have climbed in each assessed area. The City of Roseville increased from 3.3% in 1st Quarter 2008 to 6.5% in 1st Quarter 2009, and the Metro Area increased from 3.9% to 4.9%. These increases are likely a result of the current economic conditions that are immobilizing some households and changing the living situation of others (i.e. moving in with family members or doubling up with roommates).

- Monthly rents in the City of Roseville were $613 for a studio unit, $770 for a one-bedroom unit, $926 for a two-bedroom unit and $1,324 for a three-bedroom unit. Overall, the average monthly rent in the City of Roseville was $842, which was a -1.7% decrease from the previous year. Other nearby communities increased rents modestly while the Metro Area as a whole held rent rates constant.

- The City of Roseville provides more affordable housing than the Shoreview/Arden Hills and St. Anthony markets but more expensive housing than the New Brighton market. Overall, the City's average rent is about -7% less than the Metro Area as a whole.

Current Rental Housing Market Conditions

Maxfield Research Inc. conducted an inventory of the existing general occupancy rental complexes in the City of Roseville, including market rate, affordable and subsidized housing product types. Additionally, interviews were conducted with property management companies, leasing/housing managers and other rental housing professionals in the City of Roseville, the findings of which are discussed throughout this section. Information on general occupancy rental communities in the City of Roseville is displayed in Tables RH3 and RH4.

The following are key points about the general occupancy rental properties in Roseville, which combine for a total of 2,881 units.

- Of the total unit supply surveyed in the City of Roseville, 2,572 units are market rate, 217 are affordable and 92 are subsidized.

- Over three-quarters of the existing general occupancy rental stock was built during the 1960s and 1970s. The most recent rental developments in the City include *Calibre Ridge* (1993), *The Lexington* (1989) and *Victoria Place* (1986). No new general occupancy rental housing has come on-line in the past 15 years.

- There is a wide range of types of communities available. Some developments are a single building with only eleven units while others have multiple buildings or one large building with as many as 330 units. One building (*Centennial Commons*) is mixed-income in that it offers both market rate and affordable, or LIHTC, units. Some buildings also accept Section 8 vouchers.

- Due to the age of the existing supply, much of the market rate complexes are at prices points that are more characteristics of affordable housing. For this reason, only a portion of the market rate complexes serve true market rate households, or those earning at above 60% or 80% AMI.

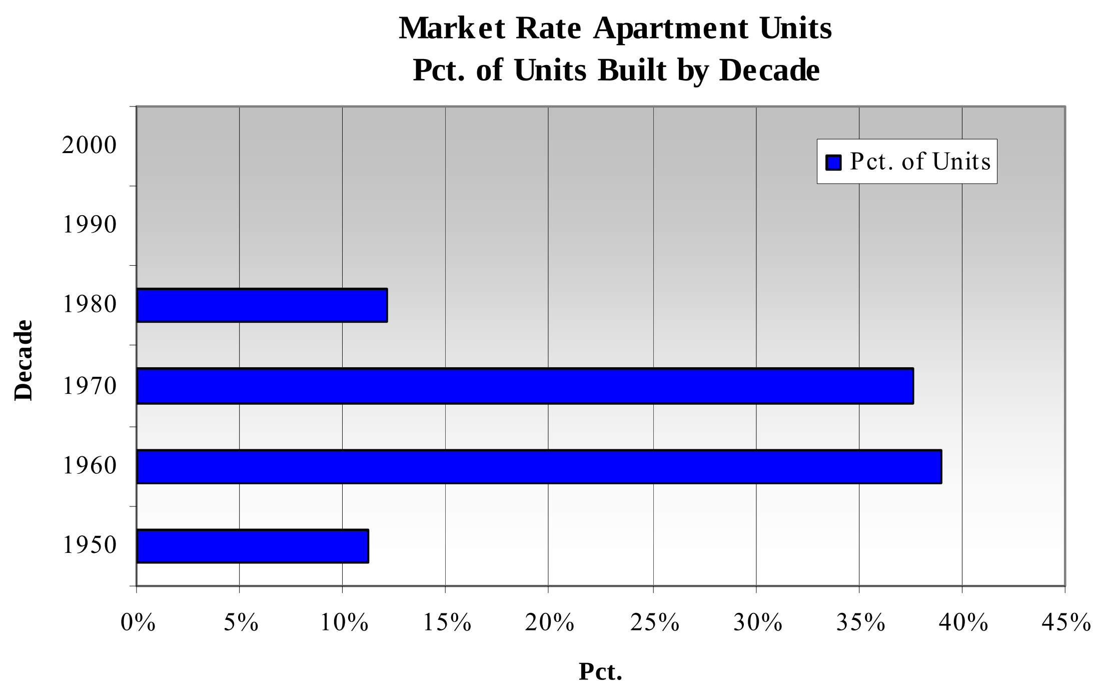
- There are currently 140 vacant market rate units for an overall vacancy rate of 5.4%, which is just above market equilibrium of 5.0%. The vacancy rate for affordable housing is higher at 16%; this figure excludes *Sienna Green* (formerly *Har Mar Apartments*) due to its current renovation and repositioning. It is important to note this vacancy rate may not be an accurate representation of the market since 34 of the 35 vacancy units are at one community, *Centennial Commons,* which recently converted to affordable housing. There are no vacant units at the subsidized housing complex included in the inventory.

- Overall, property managers commented that Roseville is a solid market for general occupancy rental housing but the market has softened lately due to the current economic conditions. Tenants are moving out of communities for many reasons: to purchase single-family homes; to move to a unit that can accommodate roommates; or to move in with family members. Some rental developments are experiencing vacant units for the first time in many years; previously, they were able to re-lease units before the unit became physically vacant.

Market Rate Rental Developments

- In total, we identified 2,572 market rate units in the City of Roseville that together had 140 vacant units. Typically, a healthy rental market maintains a vacancy rate of 5%, which promotes competitive rent rates, ensures adequate consumer choice and allows for unit turnover. The current vacancy rate of 5.4% in the City of Roseville is just above market equilibrium, which indicates that the existing supply of housing is at par with demand.

- The newest market rate development in Roseville is *The Lexington,* which was built in 1989. Overall the rental stock is relatively old with the majority (87.8%) built before or during the 1970s. The chart below provides a visual display of the number of market rate units built in each decade.



- The unit mix of apartments has the highest percentage of one-bedroom units (55%) and two-bedroom units (35%). The remaining unit types include one-bedroom plus den, two-bedroom plus den and three-bedroom unit types.

- Property managers commented that the majority of tenants are moving out to purchase single-family homes or to reduce their living expenses by doubling up with roommates or moving in with family members. Traffic has decreased substantially.

- Some buildings, particularly the City's newest, largest and most modern developments (i.e. *The Lexington* and *Victoria Place*) had some seasonal softness during the winter months but are performing at similar occupancy rates compared to other years. Other developments have lowered rents, introduced concessions or are more actively marketing in order to fill any vacant units. It is clear that properties, even those currently operating just below market equilibrium at 93% or 94% occupancy, are unaccustomed to having vacant units.

- The tenant profile at nearly all surveyed developments is a mix of ages and household types. Singles, couples and families are all represented as well as younger and older households. Due to the close proximity of Northwestern College and Bethel University, several developments have college students who reside as roommates.

- Many rental developments are choosing to maintain current lease rates and some have dropped rates in order to drive traffic to the communities and maintain high occupancy. Several developments are offering concessions, such as free garage stalls or a free month of rent, to attract future residents.

Affordable Rental Developments

- Currently, there are 217 affordable housing units in the City of Roseville (*Centennial Commons*, *Calibre Ridge*, and *1750 Marion*) and 100 units at *Har Mar Apartments* that are being repositioned from market rate to LIHTC units. Once complete, the City will have 317 affordable units. Potentially, an additional 50 units will be added at *Sienna Green* (formerly *Har Mar Apartments*) to bring the total affordable supply to 367 units.

- The current vacancy rate (excluding *Sienna Green)* is 16.1%, well above the market equilibrium rate of 5%. As we understand, *Centennial Commons* is experiencing higher than typical vacancy rates as a result of its conversion to affordable housing. Excluding this development from the vacancy calculation, there is only vacant unit for an overall vacancy rate of 1.4%.

- *Sienna Green* (formerly *Har Mar Apartments*) is currently a market rate complex that is being repositioned as LIHTC. According to property management staff, the building is undergoing extensive renovation and expansion, and new units that become available are not being marketed at this time. While some existing residents have moved around within the community to accommodate the renovation, others have been relocated to other rental properties in Roseville. According to the project manager, the community will have 100 rehabbed units that are income-restricted to households earning at or below 60% of the AMI and 20 market rate units. The first phase of this process will continue through June 2010. The second phase is currently tentatively scheduled to include 50-units with an estimated occupancy sometime in late spring 2011.

- *Calibre Ridge* is a 49-unit townhome community that caters to families and *1750 Marion* is a 24-unit apartment complex with a mix of resident ages and household types. Both of these properties are performing well, although property managers commented that traffic is becoming increasingly slow.

- As mentioned previously, *Centennial Commons* is experiencing higher than typical vacancy rates as a result of the conversion to an affordable housing development. As we understand, several residents were forced to relocate since their incomes exceeded the guidelines under the new program, which increased the vacancy rate substantially. The development received negative public coverage and strong resident opposition in the initial conversion period, which may have left a negative impression on potential residents. This could be a reason for high vacancy rates and slow absorption of available units.

- In addition to properties that operate as affordable housing under a subsidy program, the age and market position of Roseville's rental housing stock results in many properties that informally provide affordable housing. According to MHFA, fair market rents in Ramsey County are currently $719 for a one-bedroom unit and $873 for a two-bedroom unit. Based on our review of market rent rates in Table RH3, roughly half of the total units would be at or below fair market rent levels established by HUD. Hence, these older properties indirectly satisfy demand for affordable housing in Roseville.

Subsidized Rental Developments

- The City of Roseville has only two project-based Section 8 developments. The first development, *Coventry*, has 92 family units and 101 senior units. The second development, *Roseville Senior House,* has 127 units and is fully age-restricted.

- Although market equilibrium for subsidized housing is a vacancy rate of 5%, subsidized housing developments have been able to maintain occupancy rates of 3% of less in most market areas due to the depth of need for very low-income housing. There is currently a waiting list of three to five years (total of 150 names) for the family component at *Coventry* and no vacant units.

- The property manager at *Coventry* commented that the majority of inquiries are for the family component of the complex. An increasing number of these inquiries are from people who are facing homelessness.

- In addition to project-based Section 8 housing, some rental developments will accept Section 8 vouchers in order to serve extremely low-income households. Policies for Section 8 vouchers vary by development: some will accept vouchers only from existing residents while others will accept vouchers from new residents; some do not accept vouchers at all. According to Metro HRA, an estimated 210 housing vouchers are used in the City (current as of July 2009).

TABLE RH3
MARKET RATE GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

Project Name/ Address	Year Built	Total Units	Vacant	Unit Mix	Market/Base Rent Ranges	Unit Size	Resident Profile	Description/Comments
Market Rate Rental								
Aquarius Apartments 2425 County Rd C2 W	1969/ 1972	99	0 6 0	17 - EFF 64 - 1BR 18 - 2BR	$550 - $675 $800 - $800 $850 - $975	N/A 700 - 700 N/A	Wide variety of tenants, diverse mix, many university students.	Two, three-story buildings with garage parking.
Centennial Commons 2815-2845 Pascal St	1966/ 1967	46	0 2 1 0	1 - EFF 22 - 1BR 22 - 2BR 1 - 3BR	$600 $725 - $775 $850 - $900 $1,000 - $1,000	600 - 600 650 - 775 836 - 1,008 1,566 - 1,566	Family rental community.	Mixed income building with 46 market rate units and 144 affordable units. Four, three-story buildings with detached garage parking. Property was recently rehabbed. Accepts Section 8 Vouchers
Dale Terrace Apartments 720 County Rd B W	1971	42	0 1	24 - 1BR 18 - 2BR	$720 - $740 $825 - $870	770 - 770 938 - 1,082	Mix of ages/household types.	Three-story building with underground parking.
Hamline Terrace 1360-1410 Terrace Dr	1966	102	0 0 1	7 - EFF 64 - 1BR 31 - 2BR	$595 - $680 $745 - $795 $900 - $1,060	275 - 640 700 - 750 950 - 1,100	Young professionals. Some college students and some seniors. Few families.	Two, two-story buildings with underground garage parking.
Hillsborough Apartments 2345 Woodbridge St	1970	206	0 0 4 0	N/A - 1BR N/A - 1BR/D N/A - 2BR N/A - 3BR	$769 - $799 $849 - $849 $969 - $1,009 $1,239 - $1,239	726 - 900 900 - 900 952 - 1,200 1,500 - 1,500	Mixed resident profile. Some college students, resident doctors, families, seniors.	Three-story building with attached underground garage parking. Typically at two vacant units (99% occupancy).
Karie Dale Apartments 2355-2393 Dale St	1964	44	0 0	41 - 1BR 3 - 2BR	$630 - $650 $815 - $815	N/A N/A	Mix of residents; various household types and ages.	Four, eleven-unit buildings with attached garage parking.
Lexlawn Apartments 1943 Lexginton Ave North/ 1125 Roselawn Avenue	1962	34	0 2	13 - 1BR 21 - 2BR	$665 - $665 $765 - $795	775 - 775 875 - 875	Some families, no students.	Two, three-story buildings. Accepts Section 8 vouchers.
Lexington Twins 1890 Lexington Ave N	1964	22	1	22 - 1BR	$660 - $725	700 - 725	At least half are age 45+; generally occupied by older adults.	Two, two-story buildings with eleven units each. Accepts Section 8 vouchers; majority of residents pay market rent.
Palisades of Roseville 535-570 Sandhurst Dr	1970	330	18 1	240 - 1BR 90 - 2BR	$699 - $810 $899 - $1,010	770 - 790 1,080 - 1,160	Mix of ages/household types. Many residents move to purchase homes.	Three, three-story buildings with underground parking.
Parkview Manor 2202-2210 Dale Street	1962	34	0 1	10 - 1BR 24 - 2BR	$595 - $625 $550 - $725	650 - 650 750 - 750	Diverse mix of tenants.	Two, three-story buildings. Allows a maximum of three people per apartment. Accepts Section 8 vouchers.
Riviera Apartments 885 Hwy 36 W	1974	96	1 0 0	72 - 1BR 21 - 2BR 3 - 3BR	$735 - $735 $835 - $875 $1,200 - $1,200	864 - 864 1,023 - 1,250 1,400 - 1,400	Wide variety of tenants; a greater pct. of seniors used to occupy the building.	Three, three-story buildings with 32 units each. Original owner still owns one with a separate owner for the other two and pool building.
Rose 8 Estates 3050 Old Hwy 8	1969	85	0 5 0	4 - EFF 65 - 1BR 16 - 2BR	$640 - $640 $625 - $625 $725 - $725	465 - 465 555 - 702 820 - 820	Wide variety of tenants; diverse mix.	Two, three-story buildings. Community has not been renovated but is well maintained.

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TABLE RH3 (continued)
MARKET RATE GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

Project Name/ Address	Year Built	Total Units	Vacant	Unit Mix	Market/Base Rent Ranges	Unit Size	Resident Profile	Description/Comments
Rose Mall Apartments 2200 N Pascal Street	1964	162	1 2	72 - 1BR 90 - 2BR	$705 - $740 $795 - $825	880 - 880 1,000 - 1,000	Mix of ages/household types.	Three-story buildings with detached garages. Typically full -- lowered rents to attract residents.
Rose Park Apartments 1614-1615 Eldridge Avenue	1960/ 1969	22	2	22 - 1BR	$630 - $665	510 - 510	Mix of ages/household types.	Two, three-story buildings with surface/street parking. Will accept Section 8 vouchers for existing residents.
Rose Vista Apts/TH 1222-1238 Rose Vista Ct	1950	175	0 3 0 17 0 0	9 - EFF 83 - 1BR 3 - 1BR Lux 62 - 2BR 16 - 2BR/TH 2 - 3BR/TH	$600 - $600 $650 - $675 $850 - $875 $750 - $785 $1,000 - $1,030 $1,200 - $1,230	510 - 510 700 - 700 761 - 789 800 - 800 1,000 - 1,050 1,000 - 1,050	The majority of residents are college students who reside as roommates and young couples.	Total of 17, two-story buildings. The three, one-bedroom luxury units were built more recently and are located above the office. These units have additional amenities (i.e., in-unit W/D, skylights, vaulted ceilings, etc.)
Rosedale Estates North 2835 Rice Street	1969	180	0 25 0 5 0	12 - EFF 111 - 1BR 12 - 1BR/D 39 - 2BR 6 - 2BR/D	$600 - $660 $683 - $793 $738 - $738 $853 - $988 $933 - $933	450 - 450 800 - 800 950 - 950 1,000 - 1,000 1,300 - 1,500	Mix of household types and ages.	Three-story building with underground parking. Vacancy rate has been stable (roughly 30 units) for at least the past 18 months.
Rosedale Estates South 2735 Rice Street	1970	180	0 20 0	N/A - EFF N/A - 1BR N/A - 2BR	$600 - $610 $679 - $789 $842 - $965	450 - 450 700 - 750 950 - 1,000	Mix of household types and ages.	Three-story building with underground parking. Vacancy rate has decreased over past year (est. 40 vacant units in Summer '08 compared).
Rosehill Apartments 591 & 601 County Road B/ 2194 Dale Street	1962/ 1963	51	0 4	27 - 1BR 24 - 2BR	$650 - $650 $750 - $750	725 - 725 775 - 775	Mostly singles or couples.	Three, two-story buildings with garden level. 17 units each (one building is all 1BRs; other buildings are mixed). Accepts Section 8 vouchers.
Rosetree Apartments 655 W Hwy 36	1970	48	0 1 1	3 - EFF 31 - 1BR 14 - 2BR	$550 - $599 $715 - $750 $850 - $900	460 - 550 800 - 800 1,050 - 1050	Wide variety of tenants; diverse mix.	Three-story building with underground and off-street parking.
Roseville Terrace 1760 Fernwood St	1960	36	0 1	14 - 1BR 22 - 2BR	$695 - $695 $795 - $795	750 - 750 875 - 875	Some families, no students.	Three-story building with detacbed garage and surface parking. Accepts Section 8 vouchers.
Snelling Curve Apts. 2610 Snelling Curve	1963	17	0 0	9 - 1BR 8 - 2BR	$650 - $725 $750 - $850	650 - 700 800 - 850	Mix of ages/household types.	Three-story building with detached garage and surface parking.
South Oak Apartments 1080 County Rd D	1963	24	0 0 1	12 - 1BR 6 - 1BR/D 6 - 2BR	$690 - $690 $760 - $800 $760 - $800	660 - 600 685 - 685 685 - 685	Older (late 40s to 50s) single households; college students.	Three-story building with detached garage parking. Does not accept Section 8 vouchers.
Sunplace Apartments 1721 Marion St	1971	30	0 2	24 - 1BR 6 - 2BR	$629 - $629 $749 - $749	710 - 710 920 - 920	Mostly working professionals; only one family.	Three-story building with detached garage parking. Accepts Section 8 vouchers.
Talia Place 3020 Old Highway 8	1964	11	0 0	10 - 1BR 1 - 2BR	$750 - $750 $850 - $850	625 - 950 750 - 750	Some couples; mostly singles in their late 20s and 30s.	Three-story building with surface parking. One, 1BR unit is coming available in August.

CONTINUED

TABLE RH3 (continued)
MARKET RATE GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

Project Name/ Address	Year Built	Total Units	Vacant	Unit Mix	Market/Base Rent Ranges	Unit Size	Resident Profile	Description/Comments
Terrace Park 1420 Terrace Dr	1979	36	0 0	23 - 1BR 13 - 2BR	$750 - $750 $880 - $880	700 - 750 900 - 1,000	Mix of ages/household types.	Three-story building with underground and surface parking.
The Lexington 2755 Lexington Ave	1989	254	3 2 0 1 0 0	66 - 1BR 60 - 2BR 24 - 3BR 26 - 1BR TH 52 - 2BR TH 26 - 3BR TH	$895 - $1,095 $1,195 - $1,300 $1,420 - $1,485 $1,125 - $1,145 $1,320 - $1,385 $1,500 - $1,510	875 - 875 1,040 - 1,400 1,190 - 1,190 900 - 900 1,070 - 1,120 1,275 - 1,275	Mix of ages/household types: students from Bethel & Northwestern; families; seniors.	Luxury community. Sustained strong occupancy--has not noticed any impact from the economy. Traffic has increased this summer similar to other years.
Victoria Place 2250 Victoria St	1986	58	0 0 0	30 - 1BR 20 - 2BR 8 - 3BR	$875 - $1,035 $1,050 - $1,320 $1,325 - $1,460	800 - 960 1,050 - 1,200 1,260 - 1,260	Mix of ages/household types: college students, working prof., seniors.	Two-story building with underground parking. Luxury community.
161 McCarrons Street 161 McCarrons Street	1959	11	1	11 - 2BR	$725 - $725	730 - 730	Small families; single mothers with children; some young couples.	Two-story building with detached garage and surface parking.
166 & 204 McCarrons Apts 166 & 204 N McCarrons Blvd	1959	56	0 1	27 - 1BR 36 - 2BR	$625 - $625 $725 - $725	515 - 640 730 - 730	Small families, single mothers with children, a few young couples.	Five, three-story buildings with garden level. Accepts Section 8 vouchers.
1363 County Road B W 1363 County Road B W	1965	11	0 0	5 - 1BR 6 - 2BR	$670 - $670 $740 - $760	600 - 650 800 - 800	Mix of ages/household types.	Two-story building with off-street parking.
1624 Eldridge Avenue 1624 Eldridge Avenue	1958	11	0	11 - 2BR	$655 - $725	800 - 800	Mix of ages/household types.	Two-story building with off-street parking. Has not had to market units for several months--maintaining full occupancy.
1629 Skillman 1629 Skillman Avenue	1957	14	2	14 - 1BR	$560 - $560	450 - 450	Mix of ages/household types.	Two, two-story buildings with surface/street parking. Will accept Section 8 vouchers for existing residents.
1610 W Country Road B 1610 W Country Road B	1960	11	0	11 - 1BR	$565 - $615	598 - 598	Mix of ages/household types.	Three-story building with surface/street parking. Will accept Section 8 vouchers for existing residents.
2125 & 2133 Pascal Street 2125 & 2133 Pascal St	1958	22	0	22 - 2BR	$749 - $800	N/A	Mix of ages/household types.	Two, two-story buildings with surface parking.
2950 Highcrest Road 2950 Highcrest Road	1965	12	0 1	6 - 1BR 6 - 2BR	$650 - $650 $750 - $800	640 - 640 780 - 780	Mix of ages/household types.	Three-story building with detached garages and off-street parking.
Total/Average*		*2,572*	*140* *5.4%*					

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TABLE RH3 (continued)
MARKET RATE GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

Project Name/ Address	Year Built	Total Units	Vacant	Unit Mix	Market/Base Rent Ranges	Unit Size	Resident Profile	Description/Comments
Affordable Rental								
Calibre Ridge	1993	49	0	2 - 2BR	$815 - $815	1,300 - 1,300	All families.	Townhome units with attached garage parking. Two bedroom units are handicap accessible. Waiting list. 60% AMI limit.
155 Capital View Dr.			0	47 - 3BR	$1,075 - $1,075	1,300 - 1,300		
Centennial Commons	1966/	144	0	1 - EFF	$500 - $500	338 - 338	Family rental community.	Mixed income building with 46 market rate units and 144 affordable units. Four, three-story buildings with detached garage parking. Property was recently rehabbed. Accepts Section 8 Vouchers. 60% AMI limit.
2815-2845 Pascal St	1967		19	69 - 1BR	$688 - $775	480 - 700		
			0	3 - 1BR/D	$775 - $775	890 - 890		
			15	68 - 2BR	$834 - $900	770 - 1,008		
			0	3 - 3BR	$1,000 - $1,205	974 - 1,672		
Sienna Green/Har Mar Apts* **	1968	100	N/A	N/A - EFF	$475 - $475	430 - 430	Relocation assist for families. Mostly singles & couples. Mix of ages.	Five, three-story apartment buildings with a total of 120 units, of which 100 will be affordable. Planned for rehab/exp in 2009 to 2010, which will add 50 units and UG parking.
2225-2265 Snelling Ave				N/A - 1BR	$545 - $545	530 - 530		
				N/A - 2BR	$620 - $620	630 - 630		
1750 Marion	1968	24	0	12 - 1BR	$595 - $625	700 - 700	Wide variety of tenants, diverse mix.	Three-story building with detached garage parking.
1750 Marion Street			1	12 - 2BR	$699 - $725	800 - 850		
Total/Average*		***217***	***35***					
			16.1%					
Subsidized Rental								
Coventry	1978	92	0	41 - 1BR	30% AMI	N/A	Families of all ages.	Section 8. Multiple buildings. 103-unit senior component; 92-unit family component. Waiting list: 3 to 5 yrs (150 names) for family component.
2820 Snelling Ave N			0	39 - 2BR		N/A		
			0	12 - 3BR		N/A		
Total/Average*		***92***	***0***					
			0.0%					

Source: Maxfield Research Inc.

TABLE RH4
COMMON AREA FEATURES/AMENITIES
EXISTING GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

	In Unit/Common Area Amenities												Parking and Utilities								
Projects	**Air Conditioning**	**Dishwasher**	**Patio/Balcony**	**Walk-in Closet**	**Laundry**	**Elevator**	**Community Room**	**Fitness Center**	**Playground**	**Pool**	**Extra Storage Space**	**Pet Policy**	**Heat/Gas**	**Electricity**	**Water/Sewer**	**Trash**	**Cable**	**High Speed Internet**	**Parking**	**Parking Fee**	**Other**
Market Rate Rental																					
Aquarius Apartments	X	X	S	S	C	X	X			X		X	X		X	X			UG	$40/month	Whirlpool/sauna, fitness center in progress.
Centennial Commons	X	X	X		C		X	X		X	X	X	X		X	X			DG	Included.	
Dale Terrace Apartments	X	X	X	S	C	X					X		X		X	X			UG	$45/month	
Hamline Terrace	X	X	S		C		X	X		X	X	X	X		X	X			UG	$45/month	Some units have fireplaces.
Hillsborough Apartments	X	X	X	X	C	X	X	X	X	X	X	X	X			X			UG	$20-$40/mo.	Guest suite; tanning bed.
Karie Dale Apartments	X	X		S	C						X		X		X	X			AG	$65/month	
Lexlawn Apartments	X			S	C						X	X	X		X	X			DG	$40/month.	Pet deposit of $300.
Lexington Twins	X			X	C						X		X		X	X			DG	Incl.	Surface parking available.
Palisades of Roseville	X	X	X	X	C	X	X	X		X	X	X	X						UG	$50/month	Sauna; tanning bed; walking trails.
Parkview Manor	X		S		C						X	X	X		X	X			DG	--	Storage and cats are $10/month extra.
Riviera Apartments	X	X	X	X	C	X	X	X		X	X	X	X		X	X			UG	$50/month	Cats & small dogs only. Storage incl.
Rose 8 Estates	X	X			C								X		X	X			DG	$35/month	
Rose Mall Apartments	X	X	X	X	C					X			X		X	X			DG	$35/month	
Rose Park Apartments		X			C						X		X		X	X					
Rose Vista Apts/TH	X	X	S		C		X	X	X	X	X	X	X			X			DG	$50/month	Tanning bed; TH tenants pay heat/gas.
Rosedale Estates North/South	X	X	X		C	X		X		X	X	X	X		X	X			UG	$50/month	Some units have fireplaces.
Rosehill Apartments	X	S			C						X	X	X		X	X			DG	--	$300 damage deposit for cats.
Roseville Terrace	X		X		C						Y	X	X		X	X			DG	$35/month	Storage space is $10 a month.
Rosetree Apartments	X	X	X	X	C	X							X			X			UG	$45/month	
Snelling Curve Apartments	X				C						X		X		X	X			DG		

CONTINUED

TABLE RH4 (continued)
COMMON AREA FEATURES/AMENITIES
EXISTING GENERAL OCCUPANCY RENTAL PROJECTS
CITY OF ROSEVILLE
July 2009

	In Unit/Common Area Amenities												Parking and Utilities								
Projects	**Air Conditioning**	**Dishwasher**	**Patio/Balcony**	**Walk-in Closet**	**Laundry**	**Elevator**	**Community Room**	**Fitness Center**	**Playground**	**Pool**	**Extra Storage Space**	**Pet Policy**	**Heat/Gas**	**Electricity**	**Water/Sewer**	**Trash**	**Cable**	**High Speed Internet**	**Parking**	**Parking Fee**	**Other**
South Oak Apartments	X		X		C						X	X	X		X	X			DG	$45/month	
Sunplace Apartments	X			X	C							X	X		X	X			DG	$45-50/month	
Talia Place	X	X	S		C						X		X		X	X					Surface parking only.
Terrace Park	X	X	X		C	X					X		X		X	X			UG	Included.	
The Lexington	X	X	X	X	U	X	X	X	X	X		X							UG	---	Guest suite, business cnt, skating rink.
Victoria Place	X	X	X	X	C	X		X			X	X	X		X	X			UG	Included	
161 McCarrons Street	S			X	C				X		X	X	X		X	X			DG	$30/month	No pets over 30 pounds.
166 & 204 McCarrons Apts	S			X	C				X		X	X	X		X	X			DG	$30/month	No pets over 30 pounds.
1363 County Road B	X	X		X	C								X		X	X					Off-street parking.
1624 Eldridge Avenue					C						X		X		X	X					Off-street parking.
1629 Skillman					C						X		X		X	X					
1610 W County Road B					C								X		X	X					
2125 & 2133 Pascal Street	X			X	C								X		X	X					
2950 Highcrest Road	X	S			C						X		X		X	X			DG	--	BBQ patio.
Affordable Rental																					
Calibre Ridge	X		X		U				X						X	X			AG	--	
Centennial Commons	X	X	X		C		X	X		X	X	X	X		X	X			DG	Included.	
1750 Marion	X			X	C							X	X		X	X			DG	$40/month	
Subsidized Rental																					
Coventry	X				C	X							X						DG	$40/month	Sr has elevator, comm room and library.

Source: Maxfield Research Inc.

Pending General Occupancy Rental Developments

Maxfield Research interviewed community development staff to determine if any rental developments are planned or proposed to be developed in Roseville. Presently, we did not identify any pending market rate rental developments. However, Aeon is planning a future phase to *Sienna Green* (formerly *Har Mar Apartments*) that is tentatively planned to include 50-units designed for householders earning 50% of AMI.

Introduction

Maxfield Research Inc. analyzed the for-sale housing market in Roseville by analyzing data on single-family and multifamily home sales and active listings; surveying general-occupancy condominiums; identifying pending for-sale developments; and conducting interviews with local real estate professionals, developers and planning officials.

Overview of For-Sale Housing Market Conditions

Table FS1 presents home resale data on single-family and multifamily housing in Roseville from 2000 to 2008. The data was obtained from the Regional Multiple Listing Services of Minnesota and shows annual number of sales, median and average pricing, and average days of market.

The following are key points observed from our analysis of this data.

- Multifamily resales have averaged about 27% of all resales since 2000. Multifamily resales were exceptionally strong between 2003 and 2006, the peak years of the real estate boom. Following the boom, the median sales price decreased from $192,000 in 2006 to $130,000 in 2008 (-35%).

- The substantial decrease in the multifamily median resale price is largely a result of lender-mediated properties (foreclosures and short-sales), which have been concentrated in the condominium housing product type. Multifamily housing values in Roseville will not likely increase until the number of lender-mediated properties decrease and traditional real estate transactions dominate the market.

- In 2008, Roseville had 279 resale transactions, the lowest sales figure this decade. This deterioration of sales activity is in line with other communities in the Twin Cities that have experienced a significant slowdown in the housing market since the peak in late 2005. Over the past nine years, Roseville has been averaging about 375 resale transactions annually.

- The median resale price of a single-family home has only decreased by -7% over the past two years (from $253,718 to $235,250), indicating the single-family market has fared significantly better than multifamily housing types during the housing downturn and recession.

- During this decade thus far, the median home resale price of a single-family home has increased by about $70,300 – or nearly +43%. At the same time, multifamily median home resale price has increased by about $15,000 – or +13%.

- According to the Minneapolis Association of Realtors, MLS District 702 (Roseville, Falcon Heights and Lauderdale) has a 15.9% share of lender-mediated properties for sale. This is lower than the Metro Area average of 29.1%. Lender-mediated properties in MLS District 702 over the past year had a median sales price of $170,000, compared to $225,000 among traditional transactions. Late in 2008 and early in 2009 about one-half of all home sales in the Metro Area were lender-mediated.

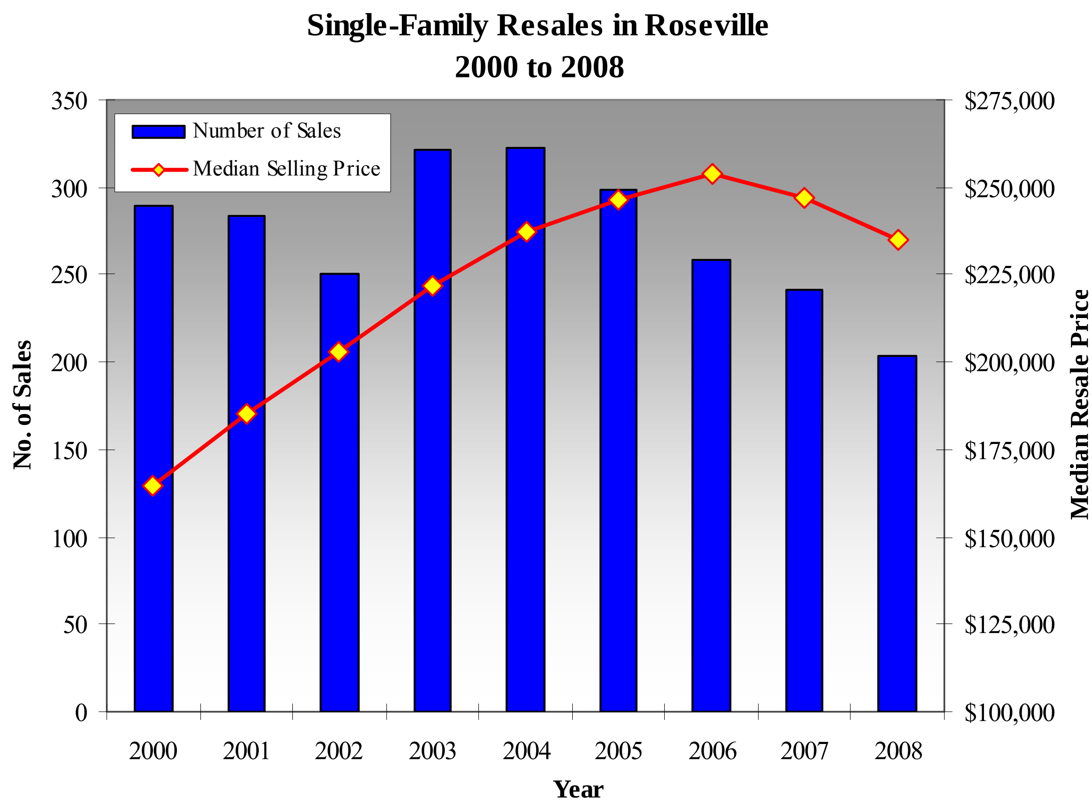
- As mentioned previously, an average of nearly 380 homes have sold annually in Roseville between 2000 and 2008. With a total supply of about 10,400 owner-occupied homes in 2009, the turnover rate of homes in Roseville is estimated at 3.6%.

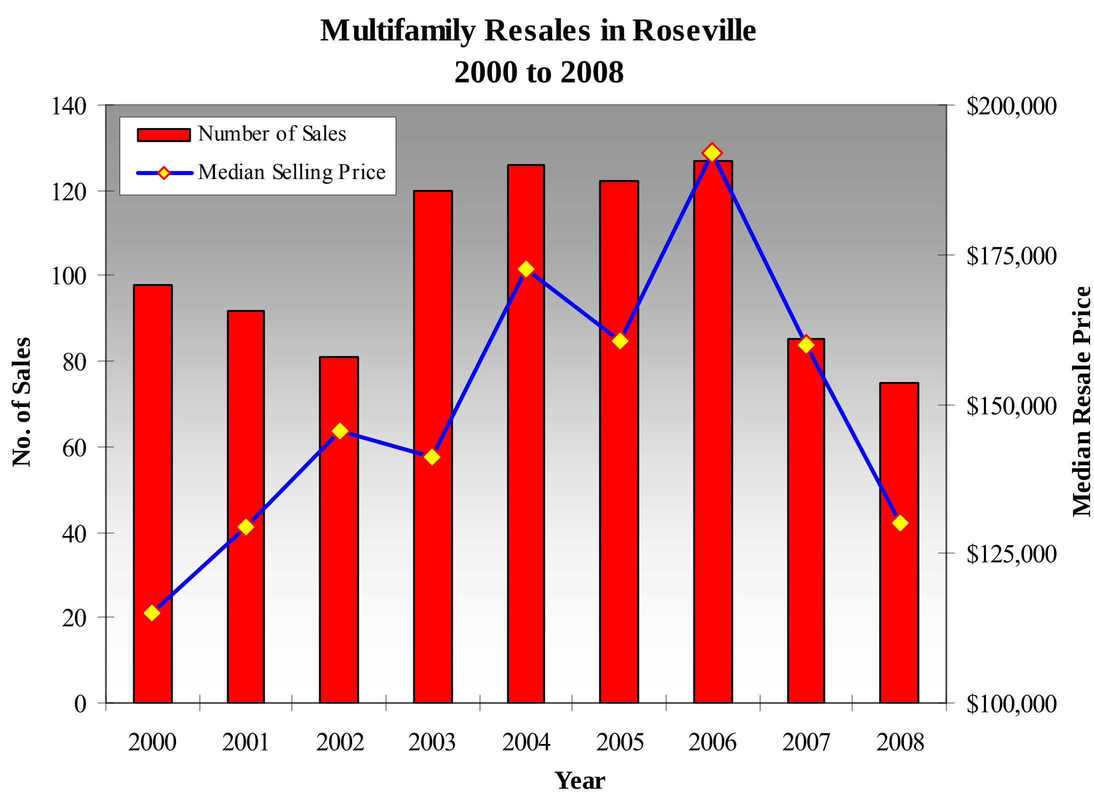
TABLE FS1
SINGLE-FAMILY AND MULTIFAMILY RESIDENTIAL SALES
CITY OF ROSEVILLE
2000 through 2008

Year	Number of Sales	Median Selling Price	% Chg.	Average Selling Price	% Chg.	Average Market Time (Days)
Single-Family						
2000	289	$164,900	--	$183,578	--	23
2001	284	$185,300	12.4%	$205,383	11.9%	20
2002	250	$202,900	9.5%	$226,742	10.4%	28
2003	321	$221,900	9.4%	$247,479	9.1%	33
2004	322	$237,000	6.8%	$257,657	4.1%	35
2005	298	$246,200	3.9%	$273,758	6.2%	52
2006	258	$253,718	3.1%	$292,571	6.9%	57
2007	241	$246,900	-2.7%	$276,287	-5.6%	61
2008	204	$235,250	-4.7%	$269,397	-2.5%	65
Multifamily*						
2000	98	$114,900	--	$122,007	--	26
2001	92	$129,450	12.7%	$135,559	11.1%	28
2002	81	$145,500	12.4%	$156,363	15.3%	26
2003	120	$141,250	-2.9%	$164,373	5.1%	27
2004	126	$172,500	22.1%	$182,326	10.9%	39
2005	122	$160,500	-7.0%	$206,620	13.3%	68
2006	127	$192,000	19.6%	$224,466	8.6%	96
2007	85	$159,900	-16.7%	$192,138	-14.4%	101
2008	75	$130,000	-18.7%	$157,139	-18.2%	102

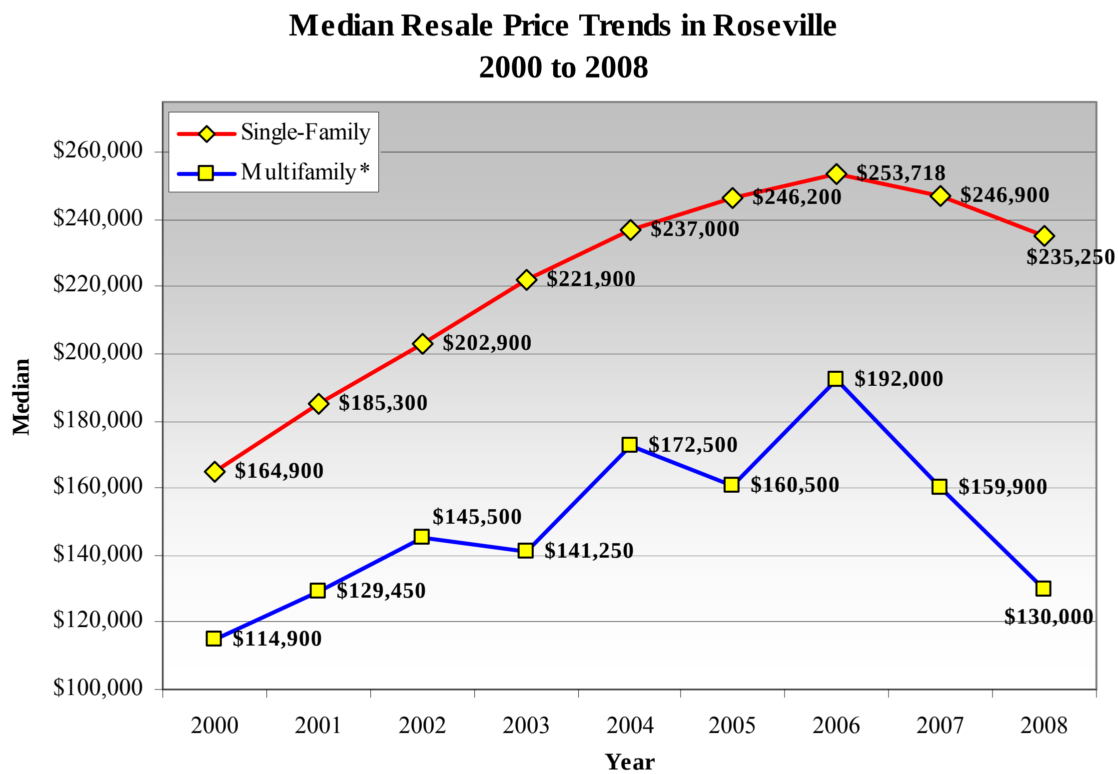
* Multifamily includes twinhomes, townhomes, and condominiums (cooperatives are typically not listed in the MLS)

Source: Minneapolis Association of Realtors; Maxfield Research Inc.


Single-Family Resales in Roseville
2000 to 2008
Number of Sales
Median Selling Price
No. of Sales
Median Resale Price
350
300
250
200
150
100
50
0
$275,000
$250,000
$225,000
$200,000
$175,000
$150,000
$125,000
$100,000
2000
2001
2002
2003
2004
2005
2006
2007
2008
Year


Multifamily Resales in Roseville
2000 to 2008
Number of Sales
Median Selling Price
No. of Sales
Median Resale Price
140
120
100
80
60
40
20
0
$200,000
$175,000
$150,000
$125,000
$100,000
2000
2001
2002
2003
2004
2005
2006
2007
2008
Year

The chart below highlights the trend of annual median resale prices in Roseville for single-family and multifamily housing types.



For-Sale Housing Market Conditions

Supply of Homes on the Market

To more closely examine the current market for available owner-occupied housing in Roseville, we reviewed the current supply of homes on the market (listed for sale) and identified any pending or potential new housing developments underway or in the planning stages.

Table FS2 shows the number of homes currently listed for sale in Roseville, distributed into twelve price ranges. The data was provided by the Regional Multiple Listing Services of Minnesota and is based on active listings in June 2009.

The following points are key findings from our assessment of the active single-family and multifamily homes listed in the City of Roseville.

- A total of 147 homes are listed for sale in Roseville, of which 83 homes are single-family and 64 are multifamily. It should be noted that MLS listings generally account for the majority of all residential sale listings in a given area, although we assume that additional homes would also be available in the market that are not listed in the MLS (i.e. for-sale by owner or by builder).

- The average and median list prices of multifamily homes for sale in Roseville is about $232,200 and $193,900. Single-family homes post an average and median list price of approximately $310,400 and $238,800.

- About 30% of multifamily listings are priced under $150,000, compared to only 6% of single-family listings. Over 50% of all multifamily listings are priced under $200,000.

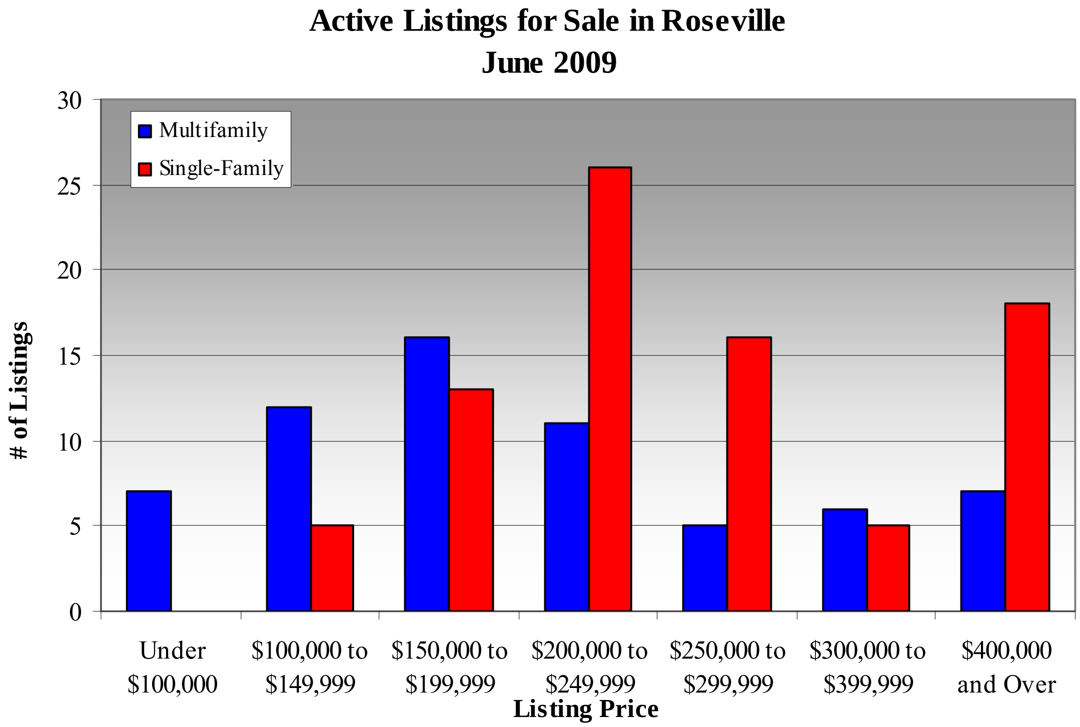
- Approximately one-third of single-family listings are priced between $200,000 and $250,000, while one-half of listings fall between $200,000 and $300,000. About 22% of single-family listings are priced above $400,000.

- Based on a median income of $59,754 in Roseville, a household with this income can afford to make monthly housing payments of about $1,500. With an estimated down payment of 10% and including costs for principal and interest, taxes and insurance and mortgage insurance, a household earning the median income could afford a home valued at roughly $230,000 (assuming a 5.75%, 30-year fixed mortgage). A household with significantly more equity (in an existing home and/or savings) could put more than 10% down and afford a higher priced home.

TABLE FS2
HOMES CURRENTLY LISTED FOR-SALE
ROSEVILLE
June 2009

	Single-Family		Multifamily	
Price Range	**No.**	**Pct.**	**No.**	**Pct.**
< $99,999	0	0.0%	7	10.9%
$100,000 to $124,999	1	1.2%	3	4.7%
$125,000 to $149,999	4	4.8%	9	14.1%
$150,000 to $174,999	2	2.4%	9	14.1%
$175,000 to $199,999	11	13.3%	7	10.9%
$200,000 to $249,999	26	31.3%	11	17.2%
$250,000 to $299,999	16	19.3%	5	7.8%
$300,000 to $349,999	4	4.8%	2	3.1%
$350,000 to $399,999	1	1.2%	4	6.3%
$400,000 to $449,999	3	3.6%	0	0.0%
$450,000 to $499,999	4	4.8%	4	6.3%
$500,000 and Over	11	13.3%	3	4.7%
	83	100%	64	100%
Minimum	$124,900		$67,500	
Maximum	$999,900		$699,500	
Median	$238,800		$193,900	
Average	$310,405		$232,225	

Sources: Regional Multiple Listing Service of MN
Maxfield Research Inc.



General-Occupancy Condominium Developments

Table FS3 profiles for-sale general-occupancy condominium developments in Roseville. It should be noted that age-restricted condominiums are excluded but are located in the ***Senior Housing*** section of this report. Table FS3 data was obtained from the Regional Multiple Listing Service of Minnesota and from the City of Roseville GIS.

- The majority of general-occupancy condominium development in Roseville was constructed in the 1960s and 1970s, which account for 92% of the condominium unit stock in Roseville.

- There was no condominium development in the 1980s and 1990s; however, apartment-to-condo conversions occurred during the peak of the real estate boom in the 2000s.

- Two new condominiums were constructed this past decade: *Villas of Midland Hills* and *McCarron Pond Condos*. The *Village of Midland Hills* is a luxury condominium building located adjacent to the Midland Hills Country Club and includes a social membership in the golf club. *McCarron Pond Condos* is a 42-unit development constructed in 2007 that is still marketing new construction units. Actively marketing units at *McCarron Pond Condos* are currently listed from $130,000 to $300,000 with contract for deed options.

- The pricing in Table FS3 reflects the most current pricing since 2008. As such, many of the resales have been lender-mediated transactions and are substantially lower than homes purchased prior to 2007. For example, a one-bedroom unit at *Park Terrace Condominiums* recently sold for $75,000 in February 2009, whereas a one-bedroom unit sold for $135,000 in 2006.

TABLE FS3
GENERAL OCCUPANCY CONDOMINIUM DEVELOPMENTS
CITY OF ROSEVILLE
June 2009

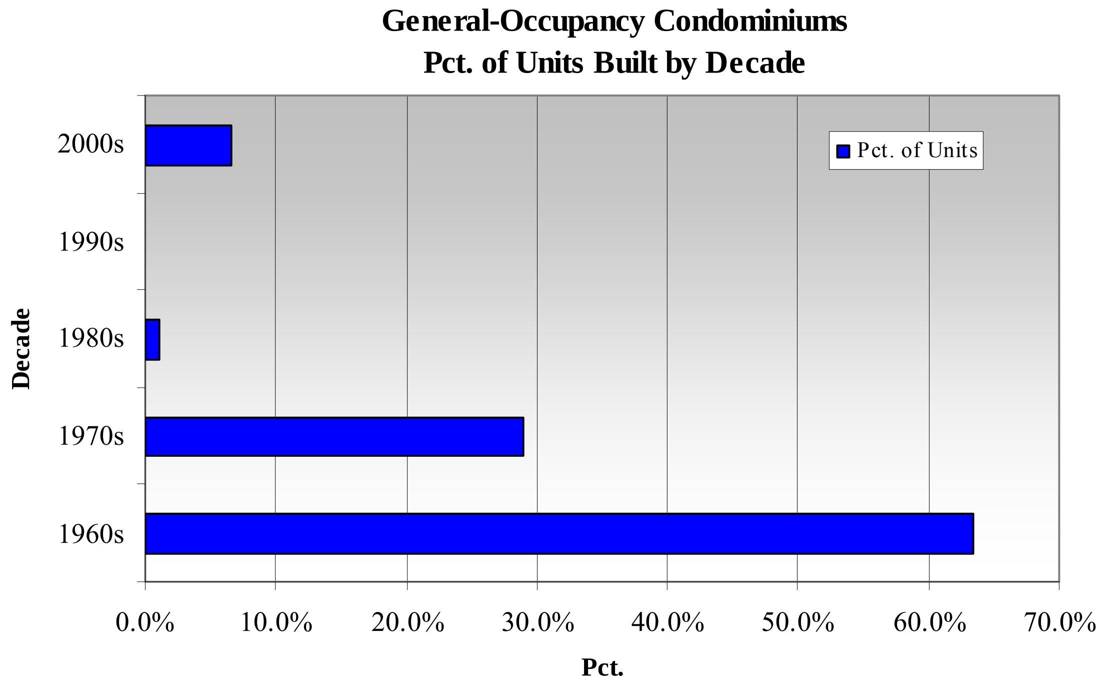
Development/Location/Management Co.	Year Built	Units	Unit Types	Unit Sizes	Most Recent Sales Price[1]	Description/ Comments
Bonaventure 3090 Lexington Avenue	1973	30	2BR	1,406 - 1,647	$134,000 - $160,000	Three-story building, detached garages and surface parking
Dellwood Condominiums* 1725 Dellwood Avenue	1982	12	1BR 2BR	732 - 742 843 - 1,146	$132,000 - $140,000 $153,000 - $175,000	Two-story building
Executive Manor Condos 3153-3155 Old Highway 8	1967	72	1BR 2BR	528 - 590 905 - 988	$39,500 - $97,400 $101,000 - $127,000	Three-story building, surface parking
Hamline House Condos 2800 Hamline Avenue	1969	150	1BR 2BR	710 - 736 980 - 1,040	$55,000 - $79,900 $113,000 -	Three-story building
Lake Josephine 3076 Lexington Avenue	1969	23	1BR 2BR	893 1,005 - 1,150	$111,500 - $119,900 -	Three-story building, detached garages and surface parking
McCaron Pond Condos 185 North McCarrons Blvd.	2007	42	1BR 2BR 3BR	913 1,105 - 1,512 1,944	$155,917 - $204,900 $149,040	
Midland Grove Condos 2200-2250 Midland Grove Rd.	1969	174	1BR 2BR	840 - 965 1,090 - 1,415	$68,500 - $105,000 $156,900 - $176,000	Three-story building, surface parking
Parkview Estates 2670-2680 Oxford Street	1978	96	1BR 2BR	686 - 731 946 - 1,550	$80,000 - $90,000 - $140,000	Three-story building, surface parking
Parkview Terrace Condominiums 2690-2700 Oxford Street	1968	105	1BR 2BR	686 - 731 936 - 1,206	$75,000 - $95,000 $90,000	One-story building???
Ramsey Square 2700-2730 Dale Street	1969	192	1BR 2BR	793 - 800 1,019 - 1,265	$48,500 - $73,000 $82,500 - $120,000	Four three-story buildings
Rosewood Village 1620-1690 Highway 36	1971	201	1BR 2BR	710 - 782 990 - 1,100	$57,000 - $87,000 $88,500 - $105,000	Three buildings, surface parking
Villas of Midland Hills 1940 Fulham Street	2006	33	2BR 3BR	1,310 - 1,914 2,083 - 2,085	$409,000 $444,050	Three-story building, underground parking, adjacent to Midland Hills Country Club

[1] Most recent sales pricing from 2008 to June 2009. Pricing reflects lender-mediated sales and most sales prices are lower than sales pricing during the height of the real estate boom

* Condominium conversion from apartments

Sources: Minneapolis Association of Realto; City of Roseville GIS; Maxfield Research Inc.

- As illustrated in Table FS3, all condominiums (excluding the *Villas of Midland Hills)* in Roseville have some units selling for less than $200,000, or those units targeted towards many first-time buyers. Approximately one-half of all active condominium units are priced below $200,000.



Manufactured Housing

There is only one mobile home park, *Roseville Estates*, in the City of Roseville. Located at 2599 Lexington Avenue, the park has 108 lots that are rent from $365 to $450 per month. Currently, there are no vacant lots.

The tenants at *Roseville Estates* comprise a mix of household types and ages. According to our contact, turnover of lots is typically the result of households choosing to purchase traditional single-family homes. Although turnover has increased in the past several months for this reason, the mobile park maintains a waiting list, which has also been increasing in number.

Actively Marketing and Pending For-Sale Housing

As identified in Table FS3, there is only one actively marketing for-sale development in Roseville, *McCarrons Pond Condominiums.* To identify any future planned or pending for-sale developments, Maxfield Research Inc. interviewed planning staff at the City of Roseville. According to City staff, we did not identify any new pending developments.

Introduction

The term "senior housing" refers to any housing development that is restricted to people age 55 or older. Today, senior housing includes an entire spectrum of housing alternatives, which occasionally overlap, thus making the differences somewhat ambiguous. However, the level of support services offered best distinguishes them. Maxfield Research Inc. classifies senior housing projects into four categories based on the level of support services offered:

- Adult/Few-Services projects are similar to a general occupancy apartment or condominium building, in that they offer virtually no services but have age-restrictions (typically 55+ or older). Organized activities and transportation are usually all that are available at these projects.

- Congregate projects (or independent living with services available) offer seniors support services such as meals and/or housekeeping. Congregate projects attract a slightly older target market than adult housing, typically seniors age 75+. Sponsorship by a nursing home, hospital, or other health care organization is common.

- Assisted Living facilities serve very frail seniors, generally age 80 or older who are in need of extensive support services. Absent an assisted living option, these seniors may otherwise need to move to a nursing facility. At a minimum, assisted living projects include two meals per day and weekly housekeeping in the monthly fee, with the availability of a third meal and personal care (either included in the monthly fee or available for an additional cost in tiered service packages or a-la-carte). Assisted living facilities also have either staff on duty 24 hours per day or 24-hour emergency response.

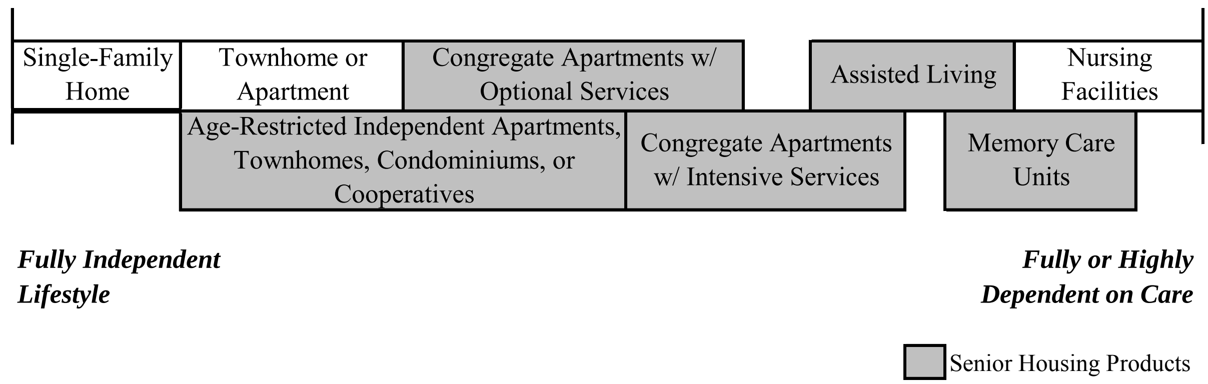
- Memory Care facilities are designed specifically for seniors suffering from Alzheimer's or other dementias. Projects will consist mostly of suite-style or studio apartment units and allocate large communal areas for activities and programming.

Today's senior housing products form a continuum of care from a purely residential level to intensive medical care. Often the services offered at these projects overlap with one another and make these definitions somewhat ambiguous. In general, however, distinctions in cliental are made within each type of facility.

Adult/few-services projects tend to attract younger, independent, and active seniors; congregate projects serve independent seniors who desire support services (i.e., meals, housekeeping, transportation, etc.); and assisted living projects tend to attract older, more frail seniors who need assistance with daily activities but do not need the intensive medical care provided by a skilled care facility.

The graph on the following page provides a visual display of the continuum of senior housing products across the service spectrum.

CONTINUUM OF HOUSING AND SERVICES FOR SENIORS



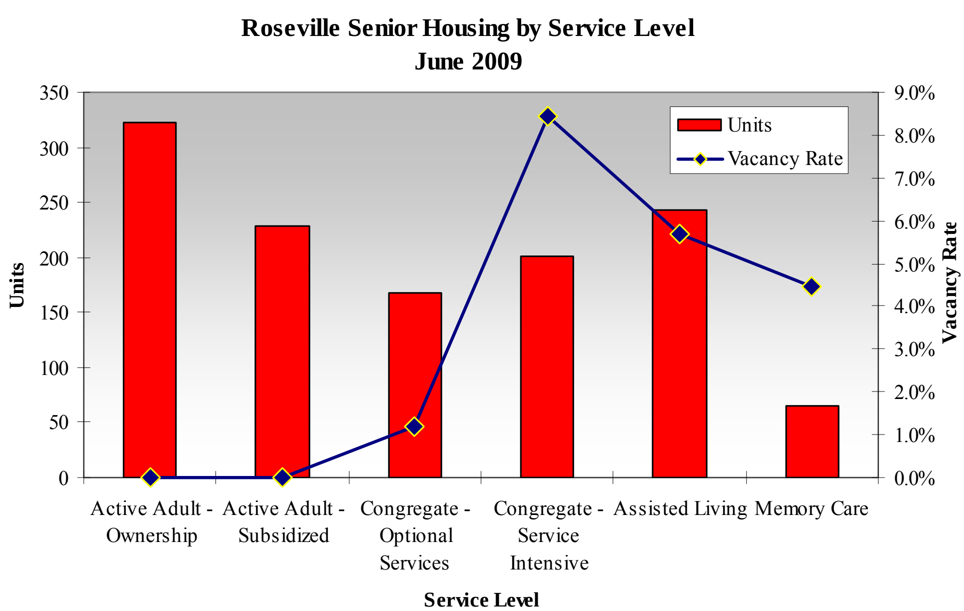
Source: Maxfield Research Inc.

Senior Housing Market Conditions

Maxfield Research Inc. surveyed nine senior housing communities in the City of Roseville. Information on these communities is displayed in Table SH1**.**

The following are key points about the senior housing properties in Roseville, which combine for a total of 1,228 units.

- The overall vacancy rate of all senior housing in Roseville was 2.9%. A healthy senior housing market typically ranges from a 5% to 7% vacancy rate depending on the service level. The following graph visually displays the vacancy rate by product type in the City of Roseville, based on information collected by Maxfield Research Inc. in June 2009.



- Approximately 35% of Roseville's senior housing units have been constructed in this decade (480 units) comprised among six different communities. The oldest market rate properties were built in the 1980s (*Villa Park* in 1986, *Rosepoint I* in 1988 and *Rosewood Estate* in 1989), and both subsidized properties were built in 1978.

- *Greenhouse Village*, a 102-unit senior cooperative, is the newest project in Roseville having been constructed in 2006. Both cooperatives--*Greenhouse Village* and *Applewood Pointe*--were constructed during the peak years of the real estate boom when a number of for-sale age-restricted senior developments were successfully developed in the Metro Area.

Independent Senior Housing Facilities

Maxfield Research identified seven independent market rate communities (692 units) and two independent subsidized communities (228 units) for a total of 920 independent units in Roseville. There are four ownership projects with a total of 323 units and five rental projects with a total of 597 units. Four of the projects offer no services (adult) while the other developments are congregate housing with limited services. See Tables SH1 and SH2 for more detailed information on the properties surveyed.

<u>Adult</u>

- We identified 323 adult ownership units with no vacancies. Since a 5% vacancy rate is considered equilibrium for active adult product, the zero vacancy rate indicates adult product is very popular in Roseville and there is pent-up demand.

- All of the adult market rate senior communities in Roseville are for-sale (cooperative or condominium); there are no market rate active adult rentals in Roseville. Due to the vast supply and relative affordability of general-occupancy rental housing in Roseville, many active seniors who exceed income-qualifications at the subsidized developments are likely residing in general occupancy buildings.

- The units at the active adult facilities include one-bedroom, one-bedroom plus den, two bedroom and two-bedroom plus den unit styles. Due to the unit mix at the subsidized buildings, the highest proportion of units is one-bedroom (46.7%). The remaining units in descending order of supply are two-bedroom (28.9%), one-bedroom plus den (13.6%) and two-bedroom plus den (10.8%).

- Unit sizes are typically larger in active adult ownership housing projects than active adult rental housing. At the ownership projects, one-bedroom units range from 647 to 835 square feet, one-bedroom plus den units range from 798 to 1,200 square feet, two-bedrooms from 1,033 to 1,863, and two-bedroom plus dens from 1,315 to 1,830 square feet.

- Pricing for condominium units range from $95,000 to $110,000 for one-bedroom units; $119,000 to $142,500 for one-bedroom plus den units; $129,900 to $159,000 for two-bedroom units; and $190,000 to $199,900 for two-bedroom plus den units. These sale prices equate to a cost range of $85 to $152 per square foot.

- Both *Applewood Pointe* and *Greenhouse Village* offer various fee structures with monthly dues that vary based on the initial share cost. *Applewood Pointe* has four entry fees options: 15%, 33%, 60%, and 95% share cost of the estimated unit value. *Greenhouse Village* has three entrance fee options: 33%, 66%, and 96% share cost of the initial unit value. Both projects have corresponding monthly fees that vary by the share cost amount – the higher the share cost the lower the monthly fees and vise versa. In addition, the two projects have a 2% cap on unit appreciation per year.

- In addition to the purchase price for a condominium unit, buyers will also be required to pay monthly dues in the form of association fees. These fees are typically lower than cooperative units since condominium units are purchased at 100% of the purchase price rather than a fraction (share) of the unit value.

- Active adult projects typically offer no services. However, *Villa Park* offers an optional dinner meal three days per week.

<u>Congregate</u>

- There are three communities (four buildings) in Roseville that offer congregate housing with a total of 369 units. At the time of our survey, there were 19 vacant units for a vacancy rate of approximately 5%. A vacancy rate of 5% is generally considered to represent market at equilibrium for congregate housing, allowing for sufficient unit turnover and adequate consumer choice.

- The four congregate buildings include two congregate optional services buildings (*Eagle Crest Terrace* and *Rosepointe II*) and two congregate service-intensive buildings (*Heritage Place of Roseville* and *Rosepointe I*). The two optional-services projects posted a vacancy rate of just over 1%, compared to 8.5% among the two service-intensive projects.

- The unit mix is heavily tipped toward one-bedroom units as nearly 56% of the total inventory is comprised of this unit type. In descending order of the remaining inventory, 36% are two-bedroom units and 8% are one-bedroom plus den units.

- Unit sizes range from 621 to 963 square feet for one-bedroom units; 880 to 1,100 square feet for one-bedroom plus den units; and 929 to 1,393 square feet for two-bedroom units.

- Monthly rates at the congregate facilities in Roseville range from $700 to $1,730 for a one-bedroom unit and from $810 to $2,460 for a two-bedroom unit. Congregate service-intensive buildings represent the upper end of these ranges since they include more services in the monthly rent.

- All of the congregate projects include scheduled activities and transportation. Additionally, the service-intensive projects also include meals and housekeeping services.

Assisted Living and Memory Care Developments

Because assisted living and memory care projects generally include three meals per day, housekeeping, laundry, and personal care services in the monthly rent, monthly rents are higher than at congregate projects. Maxfield Research has identified three communities with assisted living housing and two with memory care housing. See Tables SH1 and SH2 for more detailed information on the properties surveyed.

<u>Assisted Living</u>

- There are three assisted living facilities in Roseville with a total of 243 units. As of June 2009, there were 14 vacancies for a vacancy rate of 5.7%. Due to the more specialized nature of assisted living housing and higher turnover than independent housing, the vacancy rate for assisted living housing is considered at equilibrium at 7%.

- Similar to congregate senior housing, assisted living contains the highest percentage of one-bedroom units, which constitute about 54% of the unit mix. The second highest unit type however, is the efficiency/studio apartment with 32% of the unit mix. Of the remaining units, 11% of the units are shared companion suites and only 3% are two-bedrooms.

- Unit sizes are characteristically smaller for assisted living housing when compared to similar unit designs for congregate housing. Efficiency/studio units range from 283 to 568 square feet; one-bedroom units range from 425 to 1,000 square feet; and two-bedrooms range from 560 to 1,034 square feet. Shared companion suites range from 453 to 568 square feet.

- Monthly rent for assisted living begins at about $ 2,500 for a studio or companion suite, $2,860 for a one-bedroom unit and $3,810 for a two-bedroom unit.

- Monthly rents at assisted living developments in Roseville include all utilities, two or three meals per day, transportation, weekly housekeeping, weekly linens, activity programming and 24-hour supervision. All three projects offer more supportive levels of personal care for additional fees.

- Many assisted living senior housing developments assess the care needs of residents upon entry to the facility and assign them to an appropriate care level. As an example, *Sunrise of Roseville* has a point system, which ranges from an additional $1,065 to $2,373 per month depending on the resident's care needs. If additional continence or medication assistance is needed, residents are assigned to a level ranging from $395 to $578 (medication) and/or from $183 to $487 (continence) per month. An additional one time community fee from $1,500 to $2,000 is charged at this development.

- *Eagle Crest Arbors* also utilizes a point system to determine resident care levels. The service packages range from $295 to $2,655 per month depending on the service requirements of the resident. Service packages are not required; alternatively, residents may purchase services on an a la cart basis.

Memory Care Facilities

- One of the newest trends in senior housing is memory care housing, which caters to seniors with Alzheimer's and other dementia. Roseville has two memory care facilities with 65 total units. Both facilities were constructed in 2001.

- Three units are vacant for a vacancy rate of 4.5%. Like assisted living, a 7% vacancy rate is considered equilibrium for memory care housing.

- *Sunrise of Roseville* has a total of 29 units, including studio rooms and double-occupancy units. Unit sizes range between 283 to 568 square feet and have starting monthly rents around $2,740 for a companion unit and $4,560 for a studio unit. Monthly rents include all utilities, three meals per day, transportation, daily housekeeping, weekly laundry, activity programming, medical reminders, personal care assistance, and 24-hour supervision. Additional levels of personal care ranges from $1,369 to $3,072 per month.

- *Eagle Crest Arbors* has a total of 36 units. Unit types include studio/efficiencies and one-bedrooms. Unit sizes are between 382 to 450 square feet and have base monthly rents of $2,191 to $2,553. Monthly rents include similar amenities as the *Sunrise of Roseville*. Residents are assessed upon entry and placed in one of three service levels, which range from $515 to $1,545 per month.

TABLE SH1
UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON
SENIOR HOUSING - ALL SERVICE LEVELS
ROSEVILLE
June 2009

Project Name/ *Management Co.*	Occp. Date	No. of Units	No. Vac.	Unit Mix	Size (Sq. Ft.)	Entry Fee/ Sale Price	Monthly Rent/ Fee	Rent/Fee Per Square Foot	Resident Profile
				Unit Mix/Sizes/Pricing					
ACTIVE ADULT - COOPERATIVES									
Applewood Pointe	2004	94	0	2 - 1BR	835 - 835	$57,895 - $89,087	$694 - $866	$0.83 - $1.04	Avg. age = 78;
1480 Applewood Ct			(2 for sale)	12 - 1BR+D	970 - 1,060	$42,557 - $164,430	$502 - $1,171	$0.52 - $1.10	45% to 50% couples
United Properties				50 - 2BR	1,171 - 1,283	$51,373 - $194,671	$549 - $1,161	$0.47 - $0.90	Draw from Roseville,
				30 - 2BR+D	1,395 - 1,653	$65,242 - $256,416	$599 - $1,669	$0.43 - $1.01	Shoreview, & Moundsview
Greenhouse Village	2006	102	0	21 - 1BR+D	1,058 - 1,373	$75,489 - $247,608	$598 - $1,275	$0.57 - $0.93	Avg. age = mid 70s;
1021 Larpenteur Ave W				60 - 2BR	1,235 - 1,665	$88,118 - $300,267	$538 - $1,489	$0.44 - $0.89	35% couples
Premier Senior Resources/Self Managed				21 - 2BR+D	1,443 - 1,575	$102,959 - $284,037	$629 - $1,899	$0.44 - $1.21	Drew about 80% from Roseville
ACTIVE ADULT - OWNERSHIP									
Roseville Commons Condominiums	2001	30	0	3 - 1BR	798 - 820	$99,900 - $109,900	$150 - $180	$0.19 - $0.22	Avg. age = low 70s;
2496 County Rd C2 W				27 - 2BR	1,033 - 1,133	$129,900 - $152,500	$215 - $225	$0.20 - $0.21	50% couples
Mendota Homes/Self Managed									Draw from Roseville &
									St. Anthony
Villa Park	1986	97	0	34 - 1BR	647 - 777	$95,000 - $110,000	$196 - $233	$0.30 - $0.30	Avg. age = low 80s;
500 County Rd B W			(3 for sale)	42 - 1BR+D	913 - 998	$119,000 - $142,500	$294 - $294	$0.29 - $0.32	50% couples
Advanced Innovative Mgt.				12 - 2BR	1,035 - 1,863	$150,000 - $159,000	$315 - $559	$0.30 - $0.30	
				9 - 2BR+D	1,315 - 1,315	$190,000 - $199,900	$395 - $395	$0.30 - $0.30	
Total/Average		***323***	***0***		***1,209***	***$149,178***	***$713***	***$0.59***	
			0.0%						
ACTIVE ADULT - AFFORDABLE/SUBSIDIZED									
Coventry	1978	101	0	101 - 1BR	N/A	-- --	30% AMI	-- --	80% senior; 20% disabled.
2820 Snelling Avenue N				2 - 2BR	N/A	-- --		-- --	Waiting list of 3 to 9 mos (55
(Unit total is for senior component only)									names).
Roseville Senior House	1978	127	0	118 - 1BR	630	-- --	30% AMI	-- --	Mostly seniors; some disabled.
1045 W Larpenteur Avenue				9 - 2BR	880 - 880	-- --		-- --	Draws from across Metro Area.
									Waiting list of 6 mos (35 names).
CONGREGATE									
Eagle Crest Terrace	1994	127	0	84 - 1BR	687 - 963	-- --	$1,235 - $1,730	$1.80 - $1.80	Avg. age = 85
2925 Licoln Drive N				4 - 1BR/D	1,012 - 1,100	-- --	$1,825 - $1,971	$1.79 - $1.80	about 1/3 couples
				39 - 2BR	931 - 1,393	-- --	$1,673 - $2,460	$1.77 - $1.80	

CONTINUED

TABLE SH1 (Continued)
UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON
SENIOR HOUSING - ALL SERVICE LEVELS
ROSEVILLE
June 2009

Project Name/ Location	Occp. Date	No. of Units	No. Vac.	Unit Mix	Size (Sq. Ft.)	Entry Fee/ Sale Price	Monthly Rent/ Fee	Rent Per Square Foot	Resident Profile
				Unit Mix/Sizes/Pricing					
Heritage Place of Roseville	2004	50	3	19 - 1BR	699	-- --	$1,538	$2.20	Avg. age = 85
563 County Road B West				31 - 2BR	929 - 987	-- --	$1,980 - $2,072	$2.10 - $2.13	13 couples
									Draw from Roseville, Shorewood, & Maplewood
Rosepointe I	1988	151	14	85 - 1BR	621 - 851	-- --	$1,395 - $1,655	$1.94 - $2.25	Avg. age = 84
2555 North Hamline Avenue				26 - 1BR/D	880 - 964	-- --	$1,830 - $1,955	$2.03 - $2.08	20 couples
				40 - 2BR	950 - 1,350	-- --	$1,845 - $2,250	$1.67 - $1.94	East Metro Draw (Roseville, Shoreview, Arden Hills, St. Paul)
Rosepointe II	1996	41	2	18 - 1BR	750	-- --	$700 - $740	$0.93 - $0.99	Avg. age = mid 70s
2545 North Hamline Avenue				23 - 2BR	1,000 - 1,050	-- --	$810 - $855	$0.81 - $0.81	5 couples
									East Metro Draw (Roseville, Shoreview, Arden Hills, St. Paul)
Total/Average		***369***	***19***		***898***	***N/A***	***$1,619***	***$1.80***	
		5.1%							
ASSISTED LIVING									
Sunrise of Roseville	2001	48	5	21 - Pvt. Studio	283 - 568	-- --	$3,840 - $5,490	$13.57 - $19.40	Avg. age = 83 to 84
2555 Snelling Avenue				27 - Comp.	453 - 568	-- --	$2,550 - $3,030	$5.33 - $5.63	
Eagle Crest Commons	2001	91	4	32 - Studio	446 - 488	-- --	$2,580 - $2,793	$5.72 - $5.78	Avg. age = 86 to 87
2945 Licoln Drive				55 - 1BR	516 - 640	-- --	$2,861 - $3,596	$5.54 - $5.62	
				4 - 2BR	1,034	-- --	$3,923 - $3,979	$3.79 - $3.85	
Rosewood Estate	1989/	104	5	25 - Studio	400 - 420	-- --	$2,430	$5.79 - $6.08	Avg. age = 84 to 85
2750 North Victoria Street	1994			76 - 1BR	425 - 1,000	-- --	$3,090	$3.09 - $7.27	4 couples
				3 - 2BR	560	-- --	$3,810	$6.80	Many former residents & adult children who live in Roseville
Total/Average		***243***	***14***		***575***	***N/A***	***$3,126***	***$5.44***	
		5.7%							

CONTINUED

TABLE SH1 (Continued)
UNIT MIX/SIZE/COST & OCCUPANCY COMPARISON
SENIOR HOUSING - ALL SERVICE LEVELS
ROSEVILLE
June 2009

Project Name/ Location	Occp. Date	No. of Units	No. Vac.	Unit Mix	Size (Sq. Ft.)	Entry Fee/ Sale Price	Monthly Rent/ Fee	Rent Per Square Foot	Resident Profile
				Unit Mix/Sizes/Pricing					
MEMORY CARE									
Sunrise of Roseville	2001	29	3	11 - Studio	283 - 568	-- --	$4,500 - $5,880	$10.35 - $15.90	Avg. age = 83 to 84
2555 Snelling Avenue				18 - Comp.	453 - 568	-- --	$2,700 - $3,540	$5.96 - $6.23	
Eagle Crest Arbors	2001	36	0	11 - Studio	382 - 392	-- --	$2,278 - $2,339	$5.96 - $5.97	Avg. age = 85
2955 Lincoln Drive				25 - 1BR	420 - 450	-- --	$2,461 - $2,655	$5.86 - $5.90	3 couples
Total/Average		***65***	***3***		***1,037***		***$1,062***	***$1.02***	
			4.5%						
TOTAL - ALL SERVICE LEVELS		**1,228**	**36**	**2.9%**					

Source: Maxfield Research Inc.

TABLE SH2
UNIT FEATURES/BUILDING AMENITIES/SERVICES
EXISTING MARKET RATE SENIOR HOUSING
ROSEVILLE
June 2009

	Unit Features						Building Amenities									Services					
	A/C	Dishwasher	Microwave Oven	W/D	Walk-in Closet	Balcony/Patio	Community Rm.	Dining Rm.	Craft/Hobby Rm.	Library	Computer Ctr.	Storage Lockers	Exercise Rm.	Garage Parking	Guest Suite	Transportation	Activities	Laundry	Housekeeping	Meals	Utilities
ACTIVE ADULT																					
Applewood Pointe	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	UG	Y $45/n	N	Y	N	N	N	Tenant pays elec, phone, & cable
Greenhouse Village	Y	Y	Y	Y	Y	S	Y	Y	Y	Y	Y	Y	Y	UG	Y $30-$35/n	N	N	N	N	N	Tenant pays phone & cable
Roseville Commons	Y Cent.	Y	Y	Y	Y	Y	Y	N	N	N	N	Y	Y	UG	N	N	N	N	N	N	Tenant pays elec, phone, & cable
Villa Park	Y Unit	S	N	S	S	Y	N	Y	N	Y	N	Y	Y	Gar.	Y $20-$25/n	N	Y	N	N	O 3/week	Tenant pays elec, phone, & cable
CONGREGATE																					
Heritage Place of Roseville	Y Cent	Y	Y	Y	S	N	Y	Y	Y	N	N	Y	Y	UG $55	Y N/A	Y	Y	O	O	Y Cont./Noon	Tenant pays phone
Rosepointe II	Y Unit	Y	N	N	Y	S	Y	N	N	N	N	Y	N	Detached $40	Y N/A	Y	Y	O	O	O	Tenant pays elec, phone, & cable
Eagle Crest Terrace	Y Cent	Y	N	S	Y	N	Y	Y	Y	Y	N	Y $5	Y	UG $50	N	Y	Y	N	Y 2/mo	O	Tenant pays electric
Rosepointe I	Y Cent	Y	N	N	S	S	Y	Y	Y	N	N	Y	Y	Y $50	Y $50	Y	Y	O	Y 1/wk	Y 10/mo.	Tenant pays elec, phone, & cable
ASSISTED LIVING																					
Sunrise of Roseville	Y Cent	N	N	N	Y	N	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	Y 1/wk	Y 1/wk	Y 3/day	All utilities included
Eagle Crest Commons	Y Cent	N	N	N	N	N	Y	Y	Y	Y	N	Y $5	Y	UG $50	N	Y	Y	O	Y 1/wk	Y 2/day	All utilities included
Rosewood Estate	Y Cent	N	N	N	Y	N	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	O	Y 1/wk	Y 3/day	All utilities included
MEMORY CARE																					
Sunrise of Roseville	Y Cent	N	N	N	Y	N	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	Y 1/wk	Y 1/wk	Y 3/day	All utilities included
Eagle Crest Arbors	Y Cent	N	N	N	N	N	Y	Y	Y	Y	N	Y $5	Y	UG $50	N	Y	Y	Y 3/wk	Y 1/wk	Y 3/day	All utilities included

Y = Yes; N = No; S = Some; O = Optional, A = Attached Garage; U = Underground Parking

Source: Maxfield Research Inc.

TABLE SH3
EXISTING SENIOR HOUSING
NEAR ROSEVILLE
June 2009

Project	Location	Year Built	Units MR	Units Aff
Adult/Few Services Projects				
Cooperatives				
Realife Cooperative of Mounds View	Mounds View	1999	74	--
Total Cooperative Projects			***74***	***0***
Ownership				
Kenzington of St. Anthony	St. Anthony	1986	150	--
Luther Place	St. Paul	1985	19	--
Arundel Condos	St. Paul	2004	26	--
Total Ownership Projects			***195***	***0***
Rental				
Cottage Villas	Arden Hills	1995	18	42
Falcon Heights Town Square	Falcon Heights	2004	11	45
The Lodge at Little Canada	Little Canada	2003	16	63
Silver Lake Pointe	Mounds View	1995	9	74
Golden Pond	New Brighton	1989	39	43
The Shores of Shoreview	Shoreview	2002	39	29
Summer House of Shoreview	Shoreview	2000	72	--
The Landings at Silver Lake Village	St. Anthony	2006	36	--
Autumn Woods	St. Anthony	1989	50	--
Total Rental Projects			***290***	***296***
Congregate				
Meadowood Shores	New Brighton	2000	106	--
Heritage at Lyngblomsten, The	St. Paul	1994	60	--
Como By The Lake	St. Paul	1986	99	--
1666 Coffman	Falcon Heights	1986	95	--
Sutton Place	Arden Hills	1980	19	--
Total Congregate Projects			***379***	***0***
Assisted Living				
Chandler Place	St. Anthony	1986	119	--
Brightondale	New Brighton	1988	64	--
Lakeview Residence	Arden Hills	1955	136	--
Total Assisted Living Projects			***319***	***0***
Memory Care				
Pond View	St. Anthony	1997	23	--
Brightondale	New Brighton	1988	11	--
Lakeview Residence	Arden Hills	1955	33	--
Total Memory Care Projects			***67***	***0***

Source: Maxfield Research Inc.

Senior Housing in Surrounding Roseville Area

Table SH3 on the preceding page identifies the existing senior housing projects located near Roseville in surrounding communities. Although not all of these projects are directly competitive with projects in Roseville, many seniors will cross-shop properties in locations near Roseville and may consider alternative facilities. As illustrated in Table SH3, there are a number of age-restricted adult rental projects near Roseville, many with income restrictions.

Due to Roseville's amenities, many seniors in surrounding communities will seek out Roseville for senior housing; however, existing Roseville residents would be less likely to seek out senior housing in other communities.

Roseville Senior Housing Market Position

For comparison purposes, Maxfield Research inventoried senior housing units among various suburban communities in the Metro Area. Table SH4 shows the number of units by senior housing product type in other communities. Table SH5 illustrates the number of senior units per the 65+ population and households for each community in 2009.

TABLE SH4
SENIOR HOUSING COMPARISON BY TYPE OF PRODUCT
TWIN CITIES METRO AREA
2009

City	Total Units	Affordable/ Subsidized*	Active Adult		Congregate	Assisted Living	Memory Care
			Owner	Rental			
Roseville	**1,228**	228	323	-	369	243	65
Burnsville	**1,062**	126	422	-	196	282	36
Eden Prairie	**745**	56	142	10	227	212	98
Edina	**1,270**	-	466	-	610	145	49
Maplewood	**902**	238	152	239	75	138	60
Minnetonka	**882**	86	-	-	403	278	115
Oakdale	**483**	90	55	214	62	62	-
Shoreview	**272**	72	24	111	65	-	-
Woodbury	**413**	-	73	132	-	182	26

* Includes all levels of care. However, nearly all of these units are active adult rental projects

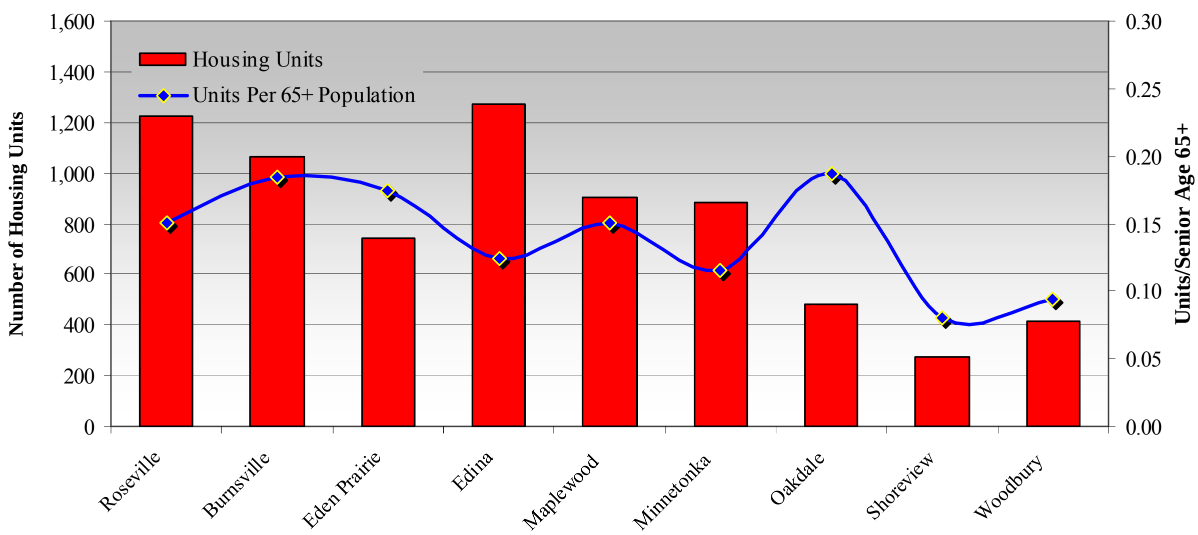
Source: Maxfield Research Inc.

TABLE SH5
SENIOR HOUSING COMPARISON BY PENETRATION
TWIN CITIES METRO AREA
2009

City	Senior Hsg. Units	2009 65+ Pop	2009 65+ HH	Units Per/ 65+Pop	Units Per/ 65+HH
Roseville	1,228	8,120	4,813	0.15	0.26
Burnsville	1,062	5,762	3,546	0.18	0.30
Eden Prairie	745	4,272	2,547	0.17	0.29
Edina	1,270	10,250	7,131	0.12	0.18
Maplewood	902	5,966	3,592	0.15	0.25
Minnetonka	882	7,602	4,825	0.12	0.18
Oakdale	483	2,583	1,765	0.19	0.27
Shoreview	272	3,404	2,205	0.08	0.12
Woodbury	413	4,408	2,529	0.09	0.16
Average				**0.14**	**0.22**

Source: Maxfield Research Inc.

Senior Housing Comparison
Housing Units and Units/Senior Age 65+
2009



As illustrated in the Table SH5 and the chart above, Roseville exhibits similar senior housing product per the number of senior population and households. According to the Table, the nine communities surveyed showed an average of 0.14 units per the senior population and 0.22 units per senior households. Based on the current supply of senior housing in Roseville, Roseville posted 0.15 units per the senior population and 0.26 units per senior households.

Skilled Nursing Facilities

Table SH6 located below provides a summary of the existing nursing facilities located in the City of Roseville. We were unable to make successful contact with *Golden Living Center – Lake Ridge* but have included information on the facility that is available through secondary data sources.

Based on our conversations with staff at Good Samaritan Society, the 105-bed facility closed its doors in August 2009. The closure was announced at the end of July 2009 and steps were made to relocate residents to other nursing homes in and near the Metro Area. The majority of residents easily relocated to nursing homes within a five-mile radius.

We understand the closure was the result of several factors, including the age of the building structure, amount of debt carried by the developer and financing issues. The site and building will be available for sale in the future.

TABLE SH6
NURSING HOME FACILITIES
ROSEVILLE
July 2009

Name/Address	Year Built	# of Beds Lic.	# of Beds in Svc.	# of Beds Occ.	Current Census		Payment Source** Prvt. Pay	Medicare	Medicaid	Daily Rates	Comments:
Golden Living Center - Lake Ridge	1966	175				*Unavailable*				$152 - $298	Secured Alzheimer's unit,
2727 North Victoria						- Private					adult day services, short-
						- Semi-Private					term rehab
Rose of Sharon Manor	1995	77	77	77			18%	12%	60%	$126 - $228	Short-term rehab,
1000 Lovell Avenue					0	- Private					inpatient/outpatient rehab
					77	- Semi-Private					
Presbyterian Homes of Roseville	1960	165	143	118		*Unavailable*				n/a	Transitional care unit,
1910 West County Road D						- Private					Alzheimers' program, home
						- Semi-Private					care, dental on-site

** Figures for Rose of Sharon Manor do not include corporate insurance or other forms of payment.

Source: Maxfield Research Inc.

Pending Senior Housing Developments

Maxfield Research Inc. identified two pending senior housing developments in Roseville: *Applewood Pointe* by United Properties and *The Orchard* by Art Mueller. The two projects are summarized as follows:

Applewood Pointe of Roseville at Langton Lake was originally planned as a 95-unit senior cooperative at the intersection of Cleveland Avenue and Brenner Avenue. However, due to the housing market collapse, the project has been repositioned to be developed in two phases. The first phase will include 51 units and will contain all of the common areas. Should the market support the remaining 44 units at a later date, the west end of the building will be constructed in the same design that will result in an appearance of one building.

As of July 2009, United Properties is marketing presales and is working on securing financing for the building. The building is estimated to take approximately 10 months to construct with an estimated occupancy in late summer 2010.

Art Mueller proposed a 55-unit senior building at the intersection of County Road B and Midland Grove Road to be named *The Orchard*. However, due to the projects height and density, the development was denied by the City Council on July 13, 2009. It is unknown at this time whether the applicant will revise the plans for resubmittal.

Introduction

Previous sections of this study analyzed the existing housing supply and the growth and demographic characteristics of the population and household base in Roseville. This section of the report presents our estimates of housing demand in Roseville from 2009 through 2020.

General Occupancy Housing Needs Analysis

This analysis focuses on the housing needs of households who desire general occupancy housing in the City of Roseville, which is the majority of households age 65 and younger.

Rental Housing Needs Analysis

Table HN1 presents our demand calculations for general occupancy rental housing in the City of Roseville from 2009 to 2020.

Demand for general occupancy rental housing in the City of Roseville will be derived from new households moving to the City as well as existing households moving into new housing. Table HN1 begins by calculating demand from new households. In addition to household growth forecast for Roseville, a secondary portion of demand will be generated by household growth in the Secondary Market Area (see appendix for more information on this geography). We estimate that if appropriate housing choice is available, approximately 25% of household growth in the SMA would consider rental housing in Roseville. Together, demand from household growth forecast in the City of Roseville (+590 households) and a portion of growth in the SMA (+913 households) equates 1,503 housing units that will be demanded from household growth.

Based on our analysis of household growth forecast in specific age cohorts, only 25% of the household growth will support demand for general occupancy housing products; the majority (75%) will be for new senior housing products. It is important to note that as households move through the housing life cycle, existing homes sold or rental units vacated by seniors satisfy a large portion of the housing demand generated from general occupancy households. In total, a market potential of 376 new general occupancy housing units are forecast in the City as a result of household growth.

Demand for housing in apportioned between ownership and rental housing products. According to the U.S. Census, approximately 35% of households age 65 and younger rented their housing in 2000. Hence, we apply a percentage of 35% to the potential demand to calculate the number of new general occupancy rental units that are forecast to be demanded in the City as a result of household growth.

As mentioned previously, the second component of demand will be the result of existing renter households moving to other rental housing in the City of Roseville. To calculate the number of existing renter households, we identify the number of households in age 65 and younger age cohorts and multiply by the percentage of households that rented their housing at the time of the

2000 U.S. Census. We find that the City has a total of 3,533 non-senior renter households in 2009.

About 47% of all renter households moved into their housing unit within the twelve-month time period before the 2000 Census. We use this information to derive the number of renter households that move annually. Further, we calculate that of the renter households that move, 14% remain in the City of Roseville. In total, we calculate 232 households that move but remain in the City of Roseville in a given year.

HN1
GENERAL OCCUPANCY RENTAL HOUSING DESMAND
CITY OF ROSEVILLE
2009 to 2020

Demand from Projected Household Growth				
Projected household growth in Roseville, 2009 to 2020[1]			590	
Projected household growth in Secondary Market Area[1]			3,651	
(times) Pct. of household growth capturable in Roseville	x		25%	
(equals) Projected HH growth in SMA capturable in Roseville	=		913	
Total potential housing demand in Roseville from HH growth	**=**		**1,503**	
(times) Pct. of HH growth for general occupancy housing[3]	x		25%	
(equals) Projected demand for general occupancy units	=		376	
(times) Pct. of demand for new rental units	x		35%	
(equals) Projected demand for new general occupancy rental units in Roseville from HH growth	**=**		**131**	
Demand from Existing Renter Households				
Number of renter households (age 64 and younger) in Roseville in 2009	=		3,533	
(times) Estimated % of annual renter turnover[4]	x		47%	
(equals) Total existing households projected to turnover annually	=		1,661	
(times) Estimated % remaining in Roseville[4]	x		14%	
(equals) Total existing households turning over & staying in the Roseville	=		232	
(times) Estimated % desiring new rental housing	x		25%	
(equals) Annual demand from existing households	=		58	
(times) Number of years between 2009 and 2020	x		11	
(equals) Demand for new rental housing from existing households between 2009 and 2020	**=**		**639**	
Total Demand From Household Growth and Existing Households, 2009 to 2020	**=**		**771**	
		Subsidized	**Affordable**	**Market**
(times) Percent of rental demand by product type[5]	x	20%	30%	50%
(equals) Total demand for new general occupancy rental housing units	=	154	231	385
(minus) Units under construction or approved for development at equilibrium (95% occupancy)[6]	-	0	48	0
(equals) Excess demand for new general occupancy rental housing	=	**154**	**183**	**385**

[1] Estimated household growth based on Metropolitan Council forecasts, 2009 to 2020.
[2] Pct. demand for general occupancy housing only. Senior housing demand presented in separate calculations.
[3] Pct. owner/renter households age 65 and younger (U.S. Census - 2000).
[4] Based on household turnover and mobility data (U.S. Census - 2000).
[5] Based on existng housing supply and proportion of households that income-qualify for each housing product.
[6] Considers expansion of Sienna Green (formarly Har Mar Apartments) at market equilibrium (95% occupancy).

Source: Maxfield Research Inc.

A portion of the households that move and remain in Roseville will desire new rental housing while others will be satisfied by the existing housing stock. Conservatively, we estimate that 25% of households that turnover will desire new rental housing, which equates to turnover demand for 58 new rental units each year. Over the assessed time period, 2009 to 2020, a total of 639 units will be demanded as a result of renter turnover.

Combined, demand from household growth and turnover from existing households results in total general occupancy rental demand for about 770 rental units between 2009 and 2020. Based on a review of household incomes and sizes, we estimate that approximately 20% of the total demand will be for subsidized housing, 30% will be for affordable housing and 50% will be for market rate housing.

Finally, we subtract housing projects that are under construction or pending at this time, since these projects will satisfy some of the calculated demand for general occupancy rental housing. The only general occupancy rental project identified is the proposed 2nd phase of *Sienna Green* (formerly *Har Mar Apartments*) by Aeon. We subtract the proposed 50 units at 95% occupancy (market equilibrium) to calculated total excess housing demand.

Numerically, the calculations show demand for 154 subsidized housing units, 183 affordable housing units and 385 market rate units through 2020 as a result of new household growth and existing household turnover.

For-Sale Housing Needs Analysis

Table HN2 presents our demand calculations for general occupancy for-sale housing in the City of Roseville from 2009 to 2020. The demand methodology for for-sale housing closely mirrors the methodology for rental housing, and is described in greater detail below.

We begin with the primary market for new housing units in Roseville, which is the household growth projected in the City as well as a portion of growth in the SMA (15%). The percentage drawing from the SMA is much lower than for rental housing since households in the market for for-sale housing product are much more selective and less mobile. Between 2009 and 2020, demand from household growth in Roseville (+590 households) and a portion of growth in the SMA (+548 households) equates to a potential market for 1,138 new housing units.

Based on our analysis of household growth forecast in specific age cohorts, only 25% of the household growth will support demand for general occupancy housing products; the majority (75%) will be for new senior housing products. It is important to note that as households move through the housing life cycle, existing homes sold or rental units vacated by seniors satisfy a large portion of the housing demand generated from general occupancy households. A total of 284 units comprise the potential market for for-sale housing units in the City of Roseville. Demand for housing in apportioned between ownership and rental housing products. According to the U.S. Census, approximately 65% of households age 65 and younger owned their housing in 2000. Hence, we apply a percentage of 65% to the potential demand to calculate the number of new for-sale units that are forecast to be demanded in the City.

TABLE HN2
GENERAL OCCUPANCY FOR-SALE HOUSING DEMAND
CITY OF ROSEVILLE
2009 to 2020

		2009-2020
Projected household growth in Roseville[1]		590
Projected household growth in Secondary Market Area[1]		3,651
(times) Pct. of household growth capturable in Roseville	x	15%
(equals) Projected HH growth in SMA capturable in Roseville	=	548
Total potential housing demand in Roseville	**=**	**1,138**
(times) Pct. of household growth for general occupancy housing[2]	x	25%
		284
(times) Estimated new ownership demand[3]	x	65%
(equals) Projected demand for new ownership units in Roseville	**=**	**185**
Single-Family Demand		
(times) Estimated percentage of demand for new single-family homes[4]	x	0%
(equals) Demand for new single-family homes from Roseville residents	=	0
(less) New/pending single-family homes in Roseville	-	0
(equals) Excess demand for new single-family homes in Roseville	=	0
(plus) Estimated replacement need of single-family homes[5]	+	44
(equals) Total demand for new single-family homes in Roseville	**=**	**44**
Multifamily Demand		
(times) Estimated percentage of demand for new multifamily units[4]	x	100%
(equals) Demand for new multifamily units from Roseville residents	=	185
(less) New/pending multifamily units in Roseville	-	0
(equals) Excess demand for new multifamily units in Roseville	=	185
(plus) Estimated replacement need of multifamily homes[5]	+	0
(equals) Total demand for new multifamily housing units in Roseville	**=**	**185**

[1] Estimated household growth based on Metropolitan Council forecasts, 2009 to 2020.
[2] Pct. demand for general occupancy housing only. Senior housing demand presented in separate calculations.
[3] Pct. owner/renter households age 65 and younger (U.S. Census - 2000).
[4] Based on available land supply and forecast trends.
[5] Replacement need defined as 0.5% annual replacement of housing units built pre-1940 and 0.25% of homes built between 1940 and 1950.

Source: Maxfield Research Inc.

Although demand for both single-family and multifamily housing could be much higher than this calculation suggests, the available land supply in the City of Roseville significantly limits potential development activity. The majority of development will occur on in-fill and redevelopment sites in the City; as new redevelopment sites come available, the City will be able to support more housing. Based on the current availability of land and housing needs, we believe the majority of demand will be for multifamily housing. Demand for single-family housing will be satisfied, in large part, by households aging through the housing life cycle and selling their homes to purchase move-up housing or to relocate to maintenance-free or senior housing product types.

In addition, a portion of the existing housing stock will need to be replaced due to its age and condition. We estimate that 0.5% of homes built before 1940 and 0.25% of homes built between 1940 and 1950 will need to be replaced annually. This replacement calculation results in additional demand for single-family homes of 44 homes over the eleven-year timeframe. Since no multifamily homes were built before 1940, we do not factor in replacement need.

In total, the calculations show support for about 45 single-family homes and 185 multifamily homes through 2020. As mentioned previously, demand could be much higher but is limited by the amount of vacant land that could accommodate residential land use.

Senior Housing Needs Analysis

This analysis focuses on the housing needs of older adult and senior residents in the City of Roseville, which is some households between the ages of 55 and 64 as well as the majority of households age 65 and older.

Market Rate Adult/Few Services Housing Needs Analysis

Table HN3 presents our demand calculations for active adult market rate housing in the City of Roseville in 2009 and 2014.

The market for active adult housing is comprised of older adult (age 55 to 64), younger senior (age 65 to 74) and older senior (age 75+) households in Roseville, with market demand weighted most heavily toward older seniors. In order to arrive at the potential age-, income- and asset-qualified base for active adult housing, we include all age-qualified households with incomes of $30,000 or more plus homeowner households with incomes between $20,000 and $29,999 who would qualify with the proceeds from a home sale. The number of qualifying homeowner households is estimated by applying the appropriate homeownership rate, as identified in Table D5, to each age cohort. In 2009, we estimate there are 6,170 age-, income- and asset-qualified households in Roseville that comprise the market for active adult housing.
Adjusting to include appropriate capture rates for each age cohort (0.5% of households age 55 to 64, 5.5% of households age 65 to 74, and 16.5% of households age 75 and older) results in a demand potential for 412 active adult housing units in 2009. We also account for an additional portion of seniors (35%) who currently reside outside the City but may choose a project in Roseville and find that total potential demand is calculated for 634 market rate active adult units in 2009.

TABLE HN3
MARKET RATE ADULT/FEW SERVICES HOUSING DEMAND
CITY OF ROSEVILLE
2009 & 2014

		2009				2014		
		Age of Householder				Age of Householder		
		55-64	65-74	75+		55-64	65-74	75+
# of Households w/ Incomes of >$30,000[1]		2,426	1,594	1,471		2,598	1,766	1,324
# of Households w/ Incomes of $20,000 to $29,999[1]	+	138	245	532	+	169	290	477
(times) Homeownership Rate	x	86%	87%	65%	x	88%	88%	76%
(equals) Total Potential Market Base	=	2,545	1,807	1,817	=	2,747	2,021	1,687
(times) Potential Capture Rate	x	0.5%	5.5%	16.5%	x	0.5%	5.5%	16.5%
(equals) Demand Potential	=	13	99	300	=	14	111	278
Total Demand Potential from Roseville Residents		=	**412**			=	**403**	
(plus) Additional Demand from Outside the City of Roseville (35%)		+	222			+	269	
(equals) Total Demand Potential in Roseville		=	**634**			=	**672**	
		Owner-Occupied		**Renter-Occupied**		**Owner-Occupied**		**Renter-Occupied**
(times) % by Product Type	x	75%	x	25%	x	75%	x	25%
(equals) Demand Potential by Product Type	=	475	=	158	=	504	=	168
(minus) Existing and Pending Active Adult Units²	-	307	-	0	-	355	-	0
(equals) Excess Demand for Active Adult Housing	**=**	**168**	**=**	**158**	**=**	**149**	**=**	**168**

[1] 2014 calculations define income-qualified households as all households with incomes greater than $35,000 and homeowner households with incomes between $25,000 and $34,999.
² Existing and pending are deducted at market equilibrium, or 95% occupancy. 2014 figures Include the first phase of United Properties proposed cooperative (51 units).

Source: Maxfield Research Inc.

Demand for active adult housing in Roseville is apportioned between ownership and rental product types. Based on the age distribution of the Roseville population, homeownership rates and current trends for senior ownership product in Roseville, we project that 75% of the Roseville's demand will be for owner-occupied active adult housing (475 units), and the remaining 25% of demand will be for rental active adult housing units (158 units).

The existing supply of active adult housing satisfies some of the housing needs in the City. After subtracting the existing units from the demand potential (at market equilibrium, or 95% occupancy), we find excess demand for 168 owner occupied units and 158 rental units in 2009. Adjusting for inflation, we estimate that households with incomes of $35,000 or more and homeowners with incomes of $25,000 to $34,999 would be candidates for active adult housing in 2014. We also account for the first phase of the United Properties development, which is planned to include 51 active adult cooperative units. Following the same methodology, we project that demand for independent senior housing in Roseville will decrease to 149 owner-occupied units and increase to 168 rental units through 2014.

Congregate Senior Housing Needs Analysis

Table HN4 presents our demand calculations for congregate senior housing in the City of Roseville in 2009 and 2014.

The potential age- and income-qualified base for congregate senior housing includes all senior (65+) households with incomes of $30,000 as well as homeowner households with incomes between $20,000 and $29,999 who would qualify with the proceeds from the sale of their homes. The proportion of eligible homeowners is based on the homeownership rates of areas seniors, as identified in Table D5**.** The number of age-, income- and asset-qualified households in Roseville is an estimated 3,625 households as of 2009.

Adjusting to include appropriate capture rates for each age cohort (2.5% of households age 65 to 74 and 11.0% of households age 75 and older) results in a demand potential from Roseville residents for 245 congregate units in 2009. We also account for an additional portion of seniors (35%) who currently reside outside the City but may choose a project in Roseville and find that total potential demand is calculated for 377 congregate units in 2009.

TABLE HN4
MARKET RATE CONGREGATE HOUSING DEMAND
CITY OF ROSEVILLE
2009 & 2014

		2009			**2014**	
		Age of Householder			**Age of Householder**	
		65-74	**75+**		**65-74**	**75+**
# of Households w/ Incomes of >$30,000[1]		1,594	1,471		1,766	1,324
# of Households w/ Incomes of $20,000 to $29,999[1]	+	245	532	+	290	477
(times) Homeownership Rate	x	87%	65%	x	88%	76%
(equals) Total Potential Market Base	=	1,807	1,817	=	2,021	1,687
(times) Potential Capture Rate	x	2.5%	11.0%	x	2.5%	11.0%
(equals) Demand Potential	=	45	200	=	51	186
Total Demand Potential from Roseville Residents	=	**245**		=	**236**	
(plus) Additional Demand from Outside the City of Roseville (35%)	+	132		+	127	
(equals) Total Demand Potential in Roseville	=	**377**		=	**363**	
(minus) Existing and Pending Congregate Units[2]	-	351		-	351	
(equals) Excess Demand for Congregate Housing	=	**26**		=	**12**	

[1] 2014 calculations define income-qualified households as all households with incomes greater than $35,000 and homeowner households with incomes between $25,000 and $34,999.

[2] Existing units are deducted at market equilibrium, or 95% occupancy.

Source: Maxfield Research Inc.

The existing supply of congregate housing satisfies some of the housing needs in the City. After subtracting the existing units from the demand potential (at market equilibrium, or 95% occupancy), we find demand remaining excess demand for 26 congregate housing units in 2009.

Adjusting for inflation, we estimate that households with incomes of $35,000 or more and senior homeowners with incomes between $25,000 and $34,999 would qualify for congregate housing in 2014. Following the same methodology, we project that excess demand for congregate housing will decrease to twelve units by 2014.

Assisted Living Senior Housing Needs Analysis

Table HN5 presents our demand calculations for assisted living housing in the City of Roseville in 2009 and 2014.

The availability of more intensive support services such as meals, housekeeping, and personal care at assisted living facilities usually attracts older, frailer seniors. Hence, the age-qualified market for assisted living housing is defined as seniors ages 75 and over.

Due to the supportive nature of assisted living housing, most daily essentials are included in the monthly rental fees which allow seniors to spend a higher proportion of their incomes on assisted living housing with basic services. Therefore, the first step in determining the potential demand for assisted living housing in Roseville is to identify the age/income-qualified market based on a senior's ability to pay the monthly fees. Based on our review, seniors earning incomes above $35,000 would be able to afford the starting monthly fee at area assisted living developments.

In addition to seniors who are qualified based on their incomes alone, there is a substantial base of senior households with lower incomes who own their homes. These seniors have an untapped source of equity that can be used as supplemental income to defray the additional costs incurred by living in housing alternatives with services. There are a significant number of seniors who will spend down their assets or will receive financial assistance from family members in order to avoid institutional care.

Because the vast majority (90% according to the latest Assisted Living Federation of America "ALFA" survey) of assisted living residents are single, our demand methodology separates the number of senior households who live alone from those who live with a spouse or other relative. We have further broken down the number of senior households by household type and income. From these figures, we apply acceptable capture rates for each income cohort and household type to derive the potential age/income-qualified market. As of 2009, there are an estimated 1,575 age/income-qualified older seniors in Roseville.

Demand for assisted living housing is need-driven, which reduces the age/income-qualified market to only the portion of seniors who need assistance. Studies by government agencies indicate that about 30% of all seniors age 75 and over need assistance with an activity of daily living. Applying this proportion to the age/income-qualified household base yields a potential assisted living market of an estimated 475 seniors in Roseville in 2009.

TABLE HN5
MARKET RATE ASSISTED LIVING DEMAND
CITY OF ROSEVILLE
2009 & 2014

	2009							2014					
	HHs 75+ Lvg. Alone	Capture Rate	Potential HHs	Non-single HH's 75+	Capture Rate	Potential HHs		HHs 75+ Lvg. Alone	Capture Rate	Potential HHs	Non-single HH's 75+	Capture Rate	Potential HHs
Less then $20,000	613	25%	153	122	15%	18	Less then $23,000	696	25%	174	139	15%	21
$20,000-$34,999	346	75%	259	416	45%	187	$23,000-$39,999	334	75%	251	403	45%	181
$35,000+	357	95%	339	884	70%	619	$40,000+	340	95%	323	840	70%	588
Total	1,316		752	1,422		824	Total	1,370		747	1,382		790

	2009		2014
Total Potential Market	1,576		1,538
(times) Percent Needing Assistance w/ ADLs	x 30%		x 30%
(equals) Age/Income Qualified Market Needing Assistance	= 473		= 461
(times) Market Penetration Rate	x 40%		x 40%
(equals) Demand Potential from Roseville Residents	**= 189**		**= 185**
(plus) Additional Demand from Outside of Roseville (35%)	+ 102		+ 99
(equals) Total Demand Potential in Roseville	**= 291**		**= 284**
(minus) Existing and Pending Market Rate Assisted Living Units[1]	- 226		- 226
(equals) Total Excess Demand for Assisted Living Housing	**= 65**		**= 58**

[1] Existing units are deducted at market equilibrium, or 93% occupancy.

Source: Maxfield Research Inc.

We estimate that roughly 60% of the age/income-qualified market needing significant assistance with Activities of Daily Living ("ADL") will be able to remain in their homes with the assistance of a family member or home health care. The remaining 40% will need assisted living housing. After applying this market penetration rate, demand remains for 190 assisted living units in 2009. We also account for an additional portion of seniors (35%) who currently reside outside the City but may choose a project in Roseville and find that total potential demand is calculated for 291 assisted living units in 2009.

The existing supply of assisted living housing satisfies some of the housing needs in the City. After subtracting the existing units from the demand potential (at market equilibrium, or 93% occupancy), there is excess demand for 65 assisted living units in 2009.

Adjusting for inflation, we estimate that households with incomes of $40,000 or more would qualify for assisted living housing in 2014. Following the same methodology, we project that the need for assisted living housing will decrease slightly over the next five years to 58 units in 2014.

Memory Care Senior Housing Needs Analysis

Table HN6 presents our demand calculations for memory care housing in the City of Roseville in 2009 and 2014.

Demand is calculated by starting with the estimated Roseville senior (65+) population in 2009 and multiplying by the 10% incidence rate of Alzheimer's/dementia among this population. This yields a potential market of about 740 seniors in Roseville.
According to data from the National Institute for Aging, about 25% of all persons with memory care impairments would be potential candidates for memory care housing units. This figure considers that seniors in the early stages of dementia will still be able to live independently with the care of a spouse or other family member, while those in the later stages of dementia will require intensive medical care that would only be available in skilled care facilities. Applying this figure to the estimated population with memory impairments yields a potential market of 185 seniors in Roseville in 2009.

Because of the staff-intensive nature of dementia care, monthly fees for this type of housing typically start at about $4,000. Residents of designated memory care housing often contribute 90% or more of their incomes for monthly fees. Thus, the income-qualified market is defined as individuals with incomes of $50,000 or more, or incomes of $40,000 and non-income producing assets. As with all senior housing with services, a portion of this demand will also come from seniors who are willing to spend down assets and/or receive financial assistance from family members.

Based on our review of senior household incomes in the Roseville, homeownership rates and home resale data, we estimate that 45% of all seniors in the Roseville would have incomes and/or assets to sufficiently cover the costs for memory care housing. This figure takes into account two-person households where one spouse may have memory care needs and allows for sufficient income for the other spouse to live independently. We multiply the potential market by 45% to calculate a total of 83 seniors who are age-, income- and asset-qualified in 2009.

TABLE HN6
MEMORY CARE DEMAND
CITY OF ROSEVILLE
2009 & 2014

		2009		2014
65 + Population in Roseville		7,408		7,735
(times) 10% Dementia Incidence Rate	x	10%	x	10%
(equals) Estimated Senior Pop. with Dementia	=	741	=	774
(times) Percent Needing Specialized Memory Care	x	25%		25%
(equals) Total Need for Dementia Care	=	185	=	193
(times) Percent Income/Asset-Qualified[1]	x	45%	x	45%
(equals) Total Demand Potential from Roseville Residents	**=**	**83**	**=**	**87**
(times) Additional Demand from Outside the City of Roseville (35%)	+	45	+	47
(equals) Total Demand Potential in Roseville	=	**128**	=	**134**
(minus) Existing and Pending Memory Care Units[2]	-	60	-	60
(equals) Excess Demand for Memory Care Housing	**=**	**68**	**=**	**74**

[1] Defined as senior households with incomes of $50,000 or greater, or those with incomes of $40,000 or greater and non-income producing assets of $200,000+. 2014 figures are adjusted for inflation.
[2] Existing units are deducted at market equilibrium, or 93% occupancy.

Source: Maxfield Research Inc.

We also account for an additional portion of seniors (35%) who currently reside outside the City but may choose a project in Roseville and find that total potential demand is calculated for 128 memory care units in 2009.

The existing supply of memory care housing satisfies some of the housing needs in the City. After subtracting the existing units from the demand potential (at market equilibrium, or 93% occupancy), there is excess demand for 68 memory care units in 2009.

The same calculations were applied to the projected age, income- and asset-qualified base in 2014 to determine demand for memory care housing over the next five years. Through 2014, excess demand for memory care housing is forecast to increase to 74 units.

Senior Affordable Housing Needs Analysis

Table HN7 presents our demand calculations for subsidized/affordable independent senior housing in the City of Roseville in 2009 and 2014.

While the methodology used to calculate demand for subsidized/affordable housing closely mirrors the methodology used to calculate demand for market rate housing, we make several adjustments to more precisely quantify demand among this market segment. The following points summarize these adjustments:

- **Income-Qualifications**: Seniors who earn up to 60% of the Area Median Income would be qualified for income-restricted housing products. Based on Minnesota Housing Finance Agency data, current income-restrictions for the upper end of the range for affordable housing (60% AMI) are $33,960 for a one-person households and $38,820 for a two-person household. For new projects placed in service in 2009, the income limits are $35,200 for a one-person household and $40,260 for a two-person household. It is important to note that individual affordable developments may have unique income-guidelines that are more precise than these income-restrictions due to subsidy type or other factors.

  We exclude homeowner households with incomes between $25,000 and $35,000, as these households would have additional equity that could be converted to monthly income following the sales of their single-family homes.

- **Capture Rates**: Households in a need-based situation (either requiring services or financial assistance) more readily move to housing alternatives than those in non-need based situations. Hence, the capture rate among each age group is higher than for market rate housing. Capture rates are employed at 20% for all age- and income-qualified households in the City of Roseville.

- **Product Type:** Based on the distribution of household income in the City and patterns among seniors who need subsidized or affordable housing, we estimate that 65% of the total demand will be for subsidized housing and the remaining 35% will be for affordable housing.

To calculate excess demand, we deduct the existing subsidized buildings from the demand potential; no affordable units are deducted, since this product type is not currently available in the City. We find excess demand in Roseville for 135 subsidized senior housing units and 189 affordable senior housing units in 2009.

Adjusting for inflation, we estimate that households with incomes up to $39,999 would be candidates for financially-assisted independent housing in 2014. We reduce the potential market by homeowner households earning between $28,300 and $39,999 that would exceed income-restrictions once equity from their home sales is converted to monthly income. Following the same methodology, we project demand in Roseville for 188 subsidized units and 218 affordable units through 2014.

TABLE HN7
SUBSIDIZED/AFFORDABLE INDEPENDENT HOUSING DEMAND
CITY OF ROSEVILLE
2009 & 2014

	2009			2014		
	Age of Householder			Age of Householder		
	55-64	65-74	75+	55-64	65-74	75+
# of Households w/ Incomes of <$15,000	60	142	433	91	204	489
# of Households w/ Incomes Between $15K to $24,999	109	189	605	137	246	620
# of Households w/ Incomes Between $25K to $34,999	166	301	459	230	362	457
Total Households w/ Incomes of <$34,999	335	632	1,497	458	812	1,566
Less Households w/ Incomes of $25,000 to $34,999[1]	- 166	301	459	- 230	362	457
(times) Homeownership Rate	x 86%	87%	65%	x 86%	87%	65%
(equals) Total Potential Market Base	= 192	370	1,198	= 259	497	1,268
(equals) Potential Market Total (Roseville Residents Only)		= 1,760			= 2,024	
(times) Pct. Seniors Needing/Desiring Sub/Aff Housing		x 20%			x 20%	
(equals) Demand Potential from Roseville Residents		**352**			**405**	
(plus) Additional Demand from Outside the City of Roseville (35%)		+ 189			+ 218	
(equals) Total Demand Potential in Roseville		= **541**			= **623**	
	Subsidized		**Affordable**	**Subsidized**		**Affordable**
(times) % by Product Type	x 65%		x 35%	x 65%		x 35%
(equals) Demand Potential by Product Type	= 352		= 189	= 405		= 218
(minus) Existing and Pending Independent Units[2]	- 217		- 0	- 217		- 0
(equals) Excess Demand for Aff/Sub Independent Housing	= **135**		= **189**	= **188**		= **218**

[1] 2014 calculations define income-qualified households as all households with incomes less than $39,999. Homeowner households with incomes between $28,300 and $39,999 are excluded from the market potential for financially-assisted housing.

[2] Existing units are deducted at market equilibrium, or 95% occupancy.

Source: Maxfield Research Inc.

Skilled Care Housing Needs Analysis

As of 2000, there were roughly 43,000 nursing beds in the State of Minnesota. This represented just over 74 beds per 1,000 people age 65 and older and 520 beds per 1,000 people 85 and older, placing Minnesota as 11th in the Country for the number of beds per senior population.

As of May 2008, the Minnesota Department of Human Services reported the number of nursing beds has diminished to approximately 33,920 beds located in 389 facilities that are Medicaid certified and/or licensed. This equates to a statewide count of 56 beds per 1,000 people age 65 and older and 346 beds per 1,000 people age 85 and older. While the bed count has continued to decline, the comparison between State of Minnesota and Nation as a whole shows that the State is still high-bedded--as of 2006 (the most recent data available), the Nation has 46.1 beds compared to Minnesota's 57.0 beds per 1,000 people in the age 65+ cohort and 324.7 beds compared to Minnesota's 345.8 beds per 1,000 people in the age 85+ cohort.

In relation to the State, Ramsey County fall just below average with 59.6 beds per 1,000 people in the age 65+ cohort (49th out of 86 counties) and 342.5 beds in the 85+ cohort (44th out of 86 counties), according to information provided by the Minnesota Continuing Care Administration.

The demand methodology for nursing home beds, as shown in Table HN8, begins with the senior population in 2009 and 2014 in each age cohort, age 65 to 84 and age 85+. We apply specific utilization rates for each age cohort based on the most recent information available from the Minnesota Continuing Care Administration's Status of Long Term Care Report (2008). Utilization rates of 2.0% for seniors age 65 to 84 and 17.6% for seniors age 85 and older are applied to equate to demand for an estimated 405 nursing beds in 2009.

Due to the decline in disability rates, shortening nursing home stays and increasing utilization of alternatives to nursing home services (i.e. home health care, assisted living facilities, memory care housing, etc.), the trend of declining utilization of nursing beds is forecast to continue. Based on forecast trend information provided by the Minnesota Continuing Care Administration, the 2014 utilization rates are adjusted to 1.7% among the 65 to 84 age cohort and 15.9% among the 85 and older age cohort. With growth in these cohorts but declining utilization, total bed need will decrease to about 390 beds through 2014.

We subtract the existing nursing beds in the City of Roseville after accounting for an estimated 90% bed usage among the under age 65 population (we estimate 10% of beds are used for adults with disabilities) and the most recent Minnesota statewide occupancy rate (93.8%). **Excess demand is calculated at 70 beds in 2009, decreasing to 16 beds in 2014.**

It is important to note that this excess supply assumes an average occupancy rate of 93.8% at all facilities and is inflated somewhat due to the recent closure of Good Samaritan. Short-term demand may be greater than typical due to the loss of long-term care beds.

TABLE HN8
SKILLED CARE DEMAND
CITY OF ROSEVILLE
2009 & 2014

	2009			2014		
Age	NH Need*	Population	Bed Need	NH Need*	Population	Bed Need
65-84	2.0%	6,569	131	1.7%	7,056	120
85+	17.6%	1,551	273	15.9%	1,680	267
		8,120	404		8,736	387
Local Demand			404			387
(beds/65+ pop.)			4.6%			4.2%
Number of Existing Beds in Roseville¹			371			371
(times) Utilization Among 65+ Population			90.0%			90.0%
Total Beds Serving 65+ Population			**334**			**334**
Demand Potential for Beds		=	**70**		=	**16**

¹ All existing beds in service at the 2007 Statewide occupancy rate of 93.8%.
NOTE: Includes demand for long-term, post acute, respite and hospice care and is based on average length of stay for each component.

Sources: Minnesota Continuing Care Administration; Center for Disease Control - National Nursing Home Survey (NNHS); Federal Interagency Forum on Age-Related Statistics: AgingStats 2008 Report; Maxfield Research Inc.

Senior Housing Summary

Overall, demand will exist for all types of senior housing in Roseville over the next five years as shown in Table HN8 on the following page.

It is important to note that demand for market rate and affordable active adult rental is being satisfied, in part, by the existing supply of general occupancy rental projects in the City. Many seniors prefer an age-restricted community over other options, and may relocate to a new age-restricted project if it was available in the City.

TABLE HN9
DEMAND SUMMARY
CITY OF ROSEVILLE
2009 & 2014

Service Level	***Housing Demand in Roseville***	
	2009	**2014**
Market Rate		
Active Adult	326	317
Ownership	*168*	*149*
Rental	*158*	*168*
Congregate	26	12
Assisted Living	65	58
Memory Care	68	74
Total Units	**485**	**461**
Affordable/Subsidized		
Active Adult - Subsidized	135	188
Active Adult - Affordable	189	218
Total Units	**324**	**406**

Source: Maxfield Research Inc.

Introduction/Overall Housing Recommendations

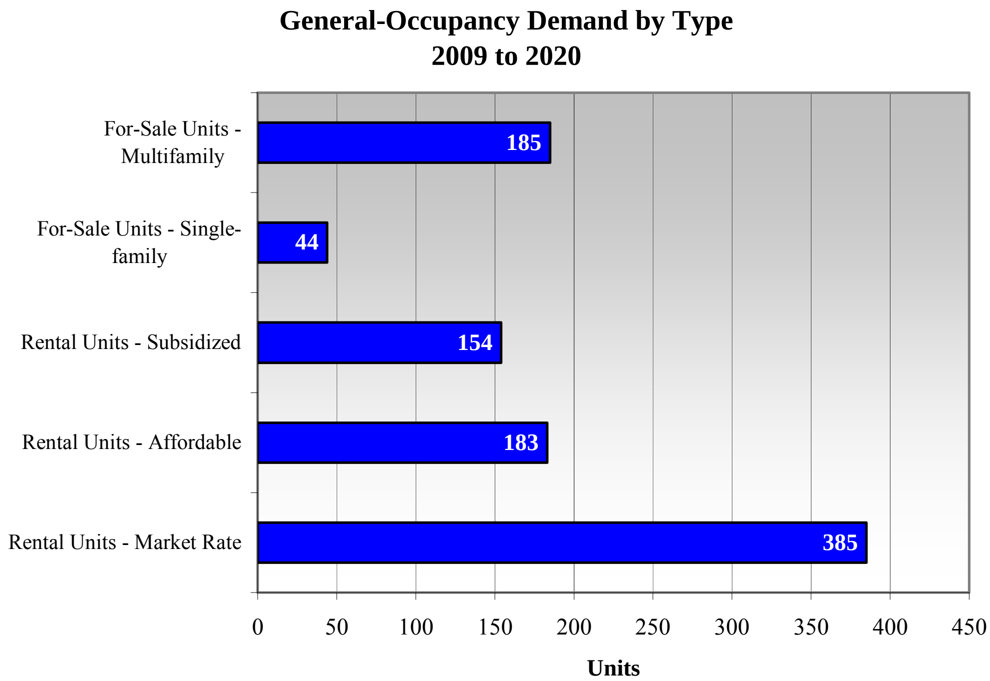
This section summarizes demand calculated for specific housing products in Roseville and recommends development concepts to meet the housing needs forecast for the City. All recommendations are based on findings of the *Comprehensive Housing Needs Assessment*. The following table and charts illustrate calculated demand by product type. It is important to recognize that housing demand is highly contingent on projected household growth; household growth could be considerably higher with available land for development and increased densities.

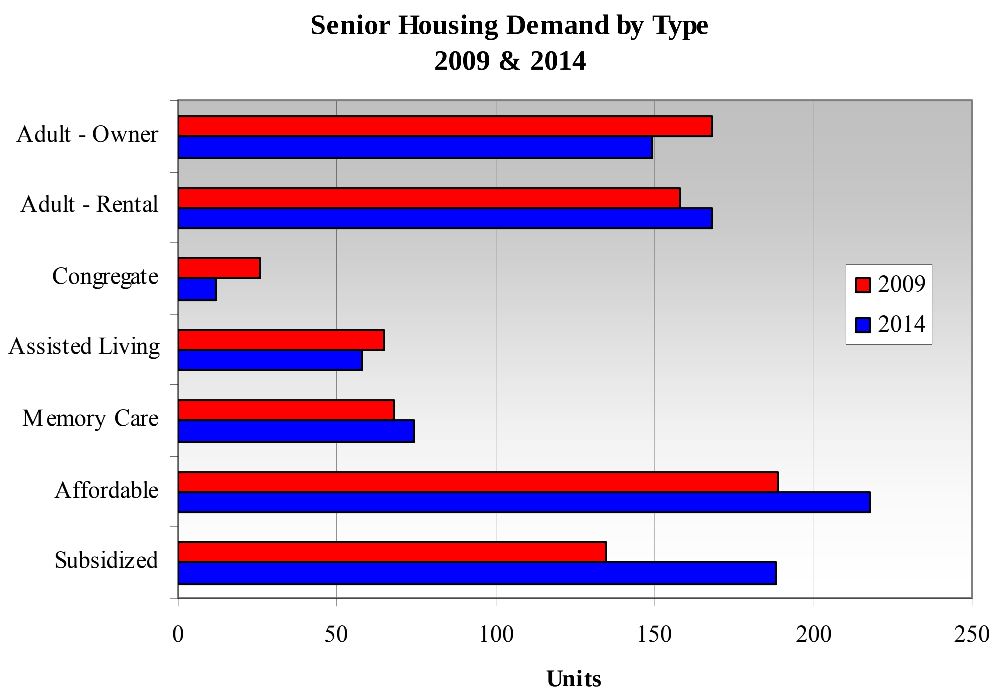
TABLE CR1
SUMMARY OF HOUSING DEMAND
CITY OF ROSEVILLE
JULY 2009

Type of Use	2009 to 2020	
General-Occupancy		
Rental Units - Market Rate	385	
Rental Units - Affordable	183	
Rental Units - Subsidized	154	
For-Sale Units - Single-family	44	
For-Sale Units - Multifamily	185	
Total General Occupancy Supportable	***951***	
	2009	**2014**
Age-Restricted (Senior)		
Market Rate		
Active Adult	326	317
Ownership	*168*	*149*
Rental	*158*	*168*
Congregate	26	12
Assisted Living	65	58
Memory Care	68	74
Total Market Rate Senior Supportable	***485***	***461***
Affordable/Subsidized		
Active Adult - Subsidized	135	188
Active Adult - Affordable	189	218
Total Affordable Senior Supportable	***324***	***406***

Note: Due to limited land availabilty, not all of the demand may be able to be developed in Roseville.

Source: Maxfield Research Inc.





Based on the finding of our analysis and demand calculations, Table CR2 on the following page provides a summary of the recommended development concepts by product type for the City of Roseville. It is important to note that these proposed concepts are intended to act as a development guide to most effectively meet the housing needs of existing and future households in Roseville. Te recommended development types do not directly coincide with total demand as illustrated in Table CR1 due primarily to land availability and development constraints.

TABLE CR2
RECOMMENDED HOUSING DEVELOPMENT
CITY OF ROSEVILLE
2009 to 2020

	Purchase Price/ Monthly Rent Range[1]	No. of Units	Pct. of Total	Development Timing
Owner-Occupied Housing				
Single-Family/Detached Townhomes[2]				
Move-up	$350,000 - $500,000	25 - 30	63%	2010+
Executive	$500,000+	15 - 20	38%	2011+
Total		**40 - 50**	100%	
Multifamily Townhomes/Twin Homes[3]				
Entry-level	$200,000 - $275,000	60 - 70	60%	2012+
Upper-end	$300,000+	40 - 50	40%	2012+
Total		**100 - 120**	100%	
General Occupancy Rental Housing				
Market Rate Rental Housing	$775 - $1,750	80 - 100	50%	2009+
Affordable Rental[4]	Moderate-income	80 - 100	50%	2009+
Total		**160 - 200**	100%	
Senior Housing				
Active adult affordable rental **	Moderate-income	50 - 60	21%	2009+
Active adult market rate rental **	$875 - $1,700	60 - 80	26%	2012+
Active adult owner	Market (coop/condo)	60 - 70	26%	2013+
Assisted Living	$2,600 - $3,900	40 - 50	17%	2013+
Memory Care[5]	$3,500 - $4,500	24 - 36	10%	2013+
Total		**234 - 296**	**100%**	
Alternative Development Concept**				
Active adult rental - mixed income	*Mix of MR & affordable*	*80 - 90*	*34%*	*2009+*

[1] Pricing in 2009 dollars. Pricing can be adjusted to account for inflation.

[2] Replacement need only. Development of single-family or detached townhomes will hinge on land availibilty. Due to Roseville's location, there is pent-up demand that exceeds the replacement need.

[3] Additional demand (65 - 85 units) can be fullfilled between 2015 and 2020. We do not recommend a condominium component until 2015 or later.

[4] Roseville could potentially support multiple affordable products through 2020. However, we recommend phasing affordable housing development over the next decade.

[5] Memory care housing could be a component of a assisted-living or service-intensive congregate building

** Alternative development concept is to combine active adult afforable and active adult market rate into one mixed-income community.

Note: Roseville may not be able to accommodate all recommended housing types based on land availibility and development contraints. Recommended development does not directly coincide with total demand.

Source: Maxfield Research Inc.

Single-Family Housing

As a first-tier suburb in the Twin Cities Metropolitan Area, the City of Roseville has a very limited amount of vacant land. Should the land supply be greater in the City, we acknowledge that demand for single-family housing would be very strong. However, due to the limitations of land availability, we recommend that the City optimize the remaining vacant parcels by developing a variety of multifamily housing product types rather than single-family housing. The modest number of single-family housing recommended for the City of Roseville in the following discussion is a factor of the replacement need of older single-family homes.

Due to the age, quality and price of Roseville's existing housing stock, most of the existing housing stock appeals to and meets the housing needs of entry-level homeowners. Homeowners who desire move-up and executive housing, which is typically priced at $350,000 and above, have likely been forced to relocate to adjacent communities, including Arden Hills, New Brighton, Moundsview, Shoreview and North Oaks, since modest housing product in this price range is available in the City. We believe there is an opportunity to offer higher-amenity homes that would be attractive to households in the existing resident base who desire to continue to reside in the City but find that little housing is available to meet their preferences.

We recommend that an additional 40 to 50 single-family homes be built in the City, of which 25 to 30 would be move-up homes priced from $350,000 to $500,000 and 15 to 20 would be executive homes priced above $500,000. As stated earlier, should additional land become available for single-family housing, we believe the City could support a much higher number of new single-family homes across a wider price point spectrum.

It is important to note that some demand for single-family housing will be satisfied by the existing housing stock (this turnover demand is not included in the above recommendations). As the study discussed, much of the growth in Roseville is forecast in the older adult and senior age cohorts, which will support demand for new senior housing products in the City of Roseville. As these older adults and seniors relocate to other housing options, their existing single-family homes will become available for new younger households to purchase a home in Roseville.

For-Sale Multifamily Housing

Based on the availability of land, demographics of the resident base and forecast trends, we find demand for 185 new attached multifamily housing units. These attached units could be developed as townhomes, twin homes or a combination of the two housing products. Due to the continued downturn in the condominium market, we do not recommend a condominium component through 2015. The following provides additional details on the target market and development recommendations for each for-sale multifamily housing product recommended.

In total, we recommend development of 60 to 70 entry-level multifamily units priced below $275,000 and 40 to 50 upper-end multifamily units priced above $300,000. Due to the current recession and slowdown in the for-sale market, we recommend that the City of Roseville wait until at least 2012 to move forward with additional for-sale multifamily housing product.

- *Side-by-Side and Back-to-Back Townhomes* – This housing product is designed with four or more separate living units and can be built in a variety of configurations. With the relative affordability of these units and multi-level living, side-by-side and back-to-back townhomes have the greatest appeal among entry-level households without children, young families and singles and/or roommates across the age span.

  Households typically choose this housing product for the maintenance-free lifestyle and relative affordability for new construction housing. Although a primary reason for attached multifamily housing is affordability, we recommend that attention be placed on the visual and structural quality of housing as well as its compatibility with the architecture of surrounding homes.

- *Twinhomes and One-Level Townhomes* – By definition, a twin home is basically two units with a shared wall with each owner owning half of the lot the home is on. Some one-level living units are designed in three- or four-unit buildings in a variety of configurations. The swell of support for twinhome and one-level living units is generated by the aging baby boomer generation, which is increasing the numbers of older adults and seniors who desire low-maintenance housing alternatives to their single-family homes but are not ready to move to service-enhanced rental housing. Housing products designed to meet the needs of these aging Roseville residents, many of whom desire to stay in the City if housing is available to meet their needs, will be needed into the foreseeable future.

  We recommend that development of twinhomes and one-level townhomes be a comprised of a lesser percentage of homes priced between $250,000 and $275,000 as well as a higher percentage priced above $300,000. Many seniors will move to this housing product with substantial equity in their existing single-family home and will be willing to purchase a nicer, more efficient home that is similar to or slightly above the price point of their existing single-family home.

General Occupancy Rental Housing

Our competitive inventory identified that no new general occupancy rental product has been added to the City of Roseville for nearly two decades. Due to the age and positioning of the existing rental supply, a significant portion of units are priced at or below HUD guidelines for affordable housing, which indirectly satisfies demand from households that income-qualify for financially assisted housing. As a result, a limited portion of the existing rental stock actually caters to those who desire newer contemporary market rate rental housing.

Based on our analysis of the existing rental stock and availability of different general occupancy rental housing types, **we recommend development of 80 to 100 market rate rental housing units and 80 to 100 affordable units.** We believe these product types could be developed as soon as 2010.

- *Market Rate General Occupancy Rental* – The existing rental supply in Roseville has a significant mix of ages and household types represented. A new rental project will also have a diverse resident profile, but we anticipate that a higher proportion of young to mid-age professionals as well as singles and couples across the age span would be captured at the development. Additionally, due to the locations of Northwestern College and Bethel University, it is likely some units would be occupied by college students and/or recent graduates who reside as roommates.

The new market rate rental units should be designed and priced comparable to the two existing luxury properties in Roseville as well as contemporary properties located in the surrounding suburbs. We believe the addition of such a rental building will facilitate greater housing choice in the City and will better serve the needs of households that live and/or currently work in Roseville.

New rental properties under construction or recently developed in the Twin Cities are charging rents on average from $1.25 to $1.50 per square foot in suburban locations to $1.80 to $2.00 per square foot in high-amenity urban locations such as Minneapolis and St. Paul. New suburban properties in third and fourth-tier suburban communities such as Lakeville, Eagan and Woodbury are charging between $1.25 and $1.40, on average. A project in Roseville would fall within the aforementioned price per square foot range for suburban communities, approximately $1.25 to $1.35 per square foot.

- *Affordable Rental Housing* –

  Although there is demand for approximately 185 affordable units over the next decade, we recommend phasing the units with no more than 80- to- 100 units in the short-term targeting moderate-income household types. Much of the existing rental stock that functions as affordable housing is in multistory buildings with a higher percentage of smaller unit types, which often cannot comfortably accommodate family households. New affordable units would attract many existing Roseville residents residing in older market rate properties seeking larger unit sizes and more modern unit and building amenities. In addition, affordable housing will be attractive to households from outside Roseville who seek to reside in the community to have close proximity to employment, shopping, and schools. As a result, the demand for affordable products could be even higher than what is actually stated.

  We recommend an affordable family townhome component with a mix of two- and three-bedroom units that could be designed as rowhomes or back-to-back structures in order to manage the development costs of these units. Alternatively, a traditional three-story building would also accommodate affordable demand should the unit mix be weighted towards larger unit sizes. Over the next decade, affordable housing demand is sufficient to be able to accommodate housing types in both townhome-style and apartment-style buildings.

With new rental housing units added to the City of Roseville, there may be increased occupancies among the existing rental stock, particularly among older properties that are unable to compete with newer, contemporary market rate properties. According to Metro HRA, approximately 210 Section 8 housing vouchers are being utilized in the City. We recommend an increase in the acceptance of vouchers in order to meet the significant demand for subsidized housing in the City of Roseville.

Additionally, we believe the existing rental stock plays a critical role in providing (indirectly) affordable housing to moderate-income households. Efforts to maintain and/or improve the quality of these older properties may be needed in order to continue to provide high-quality housing that meets the needs of moderate-income households.

Senior Housing

As illustrated in Table CR1, strong demand exists for senior housing in the City of Roseville. Although Roseville already has an array of senior housing options, much of the forecast growth in Roseville is a result of the existing population base aging into the older adult and senior age cohorts. Development of additional senior housing is recommended in order to provide housing opportunity to these aging residents in their stages of later life. The types of housing products needed to accommodate the aging population base are discussed individually in the following section.

Before moving forward in our discussion, it is important to note that similar to other established suburbs in the Metro Area, the age distribution is weighted toward the older adult and senior cohorts. The development of additional senior housing serves a two-fold purpose in meeting the housing needs in Roseville and other established communities: older adult and senior residents are able to relocate to new age-restricted housing in Roseville, and existing homes and rental units that were occupied by seniors become available to other new households. Hence, development of additional senior housing does not mean the housing needs of younger households are neglected; it simply means that a greater percentage of housing need is satisfied by housing unit turnover.

- *Active Adult Rental* – In the near-term, **we recommend development of an 80 to 90 mixed-income active adult rental project** in the City of Roseville. Currently, no market rate or affordable (i.e. shallow subsidy) active adult rental housing is available in the City. Older adults and seniors who desire these housing products have either been forced to relocate to other communities outside the City of Roseville or are residing at general occupancy rental projects. We believe a mixed-income building would be an ideal development concept to create the most dynamic, inclusive community for active seniors and to temper stigmas and potential neighborhood opposition of affordable housing development.

  Due to the current recession and housing market slowdown, many markets have experienced delays in realizing demand for market rate active adult housing. These delays are the result of seniors who choose not to sell their homes or find they are unable to sell their homes, along with the fact that active adult rental housing is not need-based. While the affordable component of the mixed-income building could be built as soon as this year, we recommend that development delay until 2011 in order to allow the market to regain momentum. Alternatively, the project could be built in two phases (with affordable housing in the first phase) or, less ideally, developed separately due to the conditions.

- *Active Adult Ownership* – Currently, there are two active adult ownership projects in Roseville and both continue to perform extremely well. In addition, United Properties is moving forward with the first phase of a senior cooperative (51 units) while planning for a second phase (44 units) after the for-sale market rebounds. We forecast that owner-occupied, age-restricted housing will continue to be a product of choice for active seniors, and that demand for this housing product will increase into the foreseeable future. However, due to the slowdown in the housing market, it would be best to wait for a full market recovery before moving forward with this housing product (2013 or later). **We recommend development of a 60- to 70-unit senior cooperative or condominium building.** Should additional land be available, the City would be able to support an even greater number of senior cooperative or condominium units.

- *Service-Enhanced Senior Housing* – Based on our analysis, **we recommend development of an additional 40 to 50 units of assisted living housing and 24 to 36 units of memory care housing.** At this time, we do not find sufficient demand for additional congregate senior housing (i.e. independent living with services). Based on the various dynamics impacting the senior housing market in Roseville, we recommend that new service-enhanced housing not be delivered until 2013 or 2014. At that time, additional analysis of the market could be undertaken to determine the viability of new service-enhanced senior housing in the City.

Challenges and Opportunities

Table CR2 identified and recommended housing types that would satisfy the housing needs in Roseville over the next ten years. The following were identified as the greatest challenges and opportunities for developing the recommended housing types.

- **Land Constraints**. As previously stated, the City of Roseville has few existing areas within the community that can accommodate residential development. The City has a limited supply of residential lots suitable for single- or two-family housing developments, as such future development will likely occur on infill or redevelopment sites throughout the City. According to the Regional Multiple Listing Service of Minnesota, there are only 14 actively marketing land listings in the City, most of which are priced at or above $150,000 per lot. As a result, the City may not be able to accommodate all of the housing demand outlined in Table CR1 based on the current lot supply inventoried in Table HC3. Furthermore, the lack of supply drives up the cost of land which places upward pressure on housing price.

  Due to Roseville's location, housing demand could be significantly higher should Roseville have the available land to accommodate future growth. New single-family housing in particular would be highly desired.

- **Housing Densities**. In an effort to reach the demand potential with limited land, increased densities will allow for more diverse future housing products that maximize the housing types developable on a parcel. Higher density projects can capitalize on economies of scale to provide greater affordability. The City should allow for flexibility among zoning requirements and encourage creative site planning as a means to increase density and provide greater housing opportunities. Such flexibilities may include reductions in setbacks, parking requirements, floor area, lot area, etc. We especially encourage higher densities near employment and transit corridors and new urbanism and mixed-use development.

The chart on the following page shows net housing densities by product type that may be achieved. There is a movement in many Metro Area communities to smaller lot sizes through planned unit developments that results in higher densities and more affordable housing costs.

TYPICAL HOUSING DENSITIES BY PRODUCT TYPE

Product Type	Net Units Per Acre
DETACHED HOUSING	
Single Family	
Executive (90' wide lot+)	1.75 - 2.50
Standard (60'-80' wide lot)	2.75 - 3.75
Small Lot (less than 50')	4.00 - 5.00
Detached Townhomes/Villas	4.50 - 6.00
ATTACHED HOUSING	
Twin Homes	6.50 - 8.00
Townhomes/Rowhomes	10.00 - 14.00
Low/Mid-Rise Multifamily	40.00 - 50.00
Six-Story Multifamily	65.00 - 75.00
Hi-Rise Multifamily	85+

Sources: Maxfield Research Inc., Urban Land Institute, *Site Planning*

- **Affordable Housing**. Due to the older housing stock of both owner-occupied and renter-occupied housing, the need for general occupancy affordable housing is being mostly fulfilled by the product in the marketplace. First-time home buyers are able to purchase entry-level homes, and many market rate rental developments have rents that are considered affordable.

  However, there is a need for more diversity among housing types that are affordable, especially for families and seniors. Most of the existing housing stock cannot accommodate larger families that desire three or more bedrooms per unit. In addition, there is a need for affordable age-restricted housing with and without services.

  We also recommend targeting housing assistance programs towards producing housing for the workforce – or those households earning between 80% and 120% of AMI.

- **Financial Barriers.** The economics of developing affordable housing are difficult to achieve, especially with increasing land costs and property taxes. Partnerships between the City and developers should be sought to help alleviate some of the overall carrying costs. In addition, the City should offer developer incentives and/or housing bonuses and should consider donating City owned land to affordable housing developers.

- **Aging of Population**. As illustrated in the *Demographic Analysis* section of the report, Roseville is aging and will continue to age for the next few decades. The leading edge of the baby boom generation will be entering their mid-60s after 2010 and the demand for senior housing is expected to be strong past 2030 in the Metro Area. Many baby boomers will desire to retire near their single-family residence and will seek a maintenance free housing type initially, before desiring housing with services after 2020.

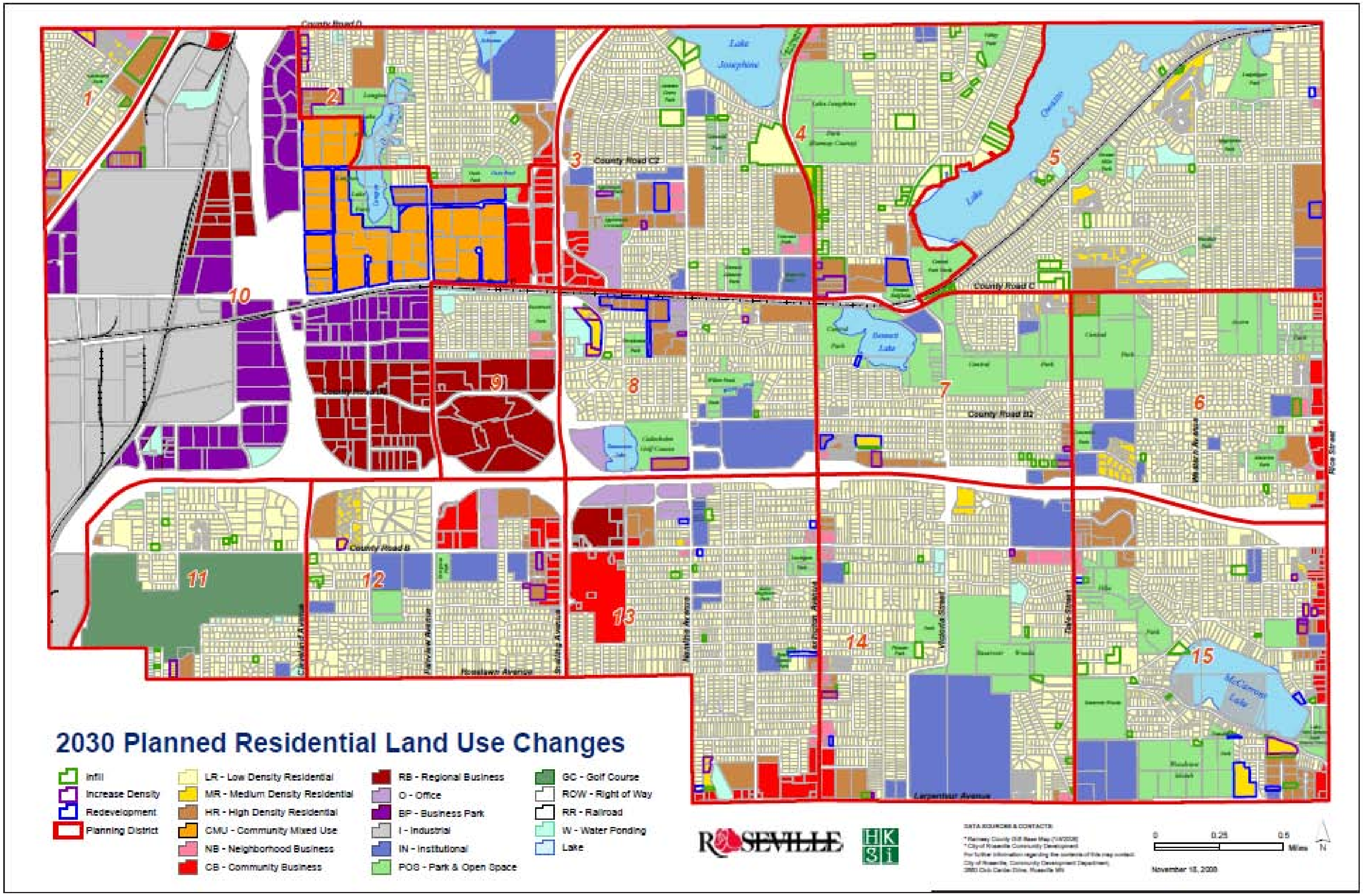
  The development of age-specific housing to accommodate this demographic shift will free-up the existing housing stock to allow new younger generations to purchase single-family housing in Roseville.

- **Land Banking.** Land Banking is a program of acquiring land with the purpose of developing at a later date. After a holding period, the land can be sold to a developer (often at a price lower than market) with the purpose of developing housing. The City should consider establishing a land bank to which private land may be donated and public property may be held for future affordable housing development.

- **Twin Lakes Redevelopment.** Over the past decade the City of Roseville has been planning for the redevelopment of 275-acres, of which about 170-acres remains available for redevelopment. The area is planned for a mix of real estate products, however residential uses could potentially absorb significant acreage. As a result, this area could create induced demand for additional housing products in Roseville.

Land Use Changes

As mentioned previously, new housing units in the City of Roseville will be the result infill development, increased housing densities and redevelopment. A map on the following page shows future housing development areas available in the City of Roseville according to the 2030 Comprehensive Plan.


2030 Planned Residential Land Use Changes
Infill
Increase Density
Redevelopment
Planning District
LR - Low Density Residential
MR - Medium Density Residential
HR - High Density Residential
CMU - Community Mixed Use
NB - Neighborhood Business
CB - Community Business
RB - Regional Business
O - Office
BP - Business Park
I - Industrial
IN - Institutional
POS - Park & Open Space
GC - Golf Course
ROW - Right of Way
RR - Railroad
W - Water Ponding
Lake
ROSEVILLE
HKGi

City Priorities

Based on the findings of our analysis, the following is a priority summary for the City of Roseville. Priorities are identified in sequential order, beginning with the task/product type deemed most important.

1. Develop an affordable active adult senior housing community with plans for a future second phase of market rate active adult housing.

2. Develop an affordable family rental housing community.

3. Develop market rate general occupancy rental housing positioned as an upscale rental community.

4. Increase availability of Section 8 vouchers among existing rental communities in the City.

5. Provide support for rehabilitation and replacement of existing single-family and multifamily housing. Educate homeowners and rental property owners about available loan programs.

6. Develop owner-occupied (cooperative preferred) active adult senior housing.

7. Develop general occupancy for-sale townhomes designed for entry-level buyers and older adult/senior households.

8. Reassess the need for additional service-enhanced senior housing products. Should housing need for service-enhanced housing be sustained, we recommend development of additional senior housing.

APPENDIX

Acronyms and Definitions

Active adult ownership – Refers to age-restricted (55+) for-sale housing developments. Most commonly, these types of projects are senior cooperatives or condominiums; however they could also include one-level living villas, manufactured homes or other for-sale concepts that are age-restricted to older adult and senior households.

ADL – Activities of daily living. These activities are considered to be an everyday part of normal life and may include personal care, dressing, bathing, toileting, cooking, eating, etc.

AGI – Adjusted gross income. Income from taxable sources (including wages, interest, capital gains, income from retirement accounts, etc.) adjusted to account for specific deductions (i.e. contributions to retirement accounts, unreimbursed business and medical expenses, alimony, etc.)

AMI – Area median income

Affordable housing – Housing that is income-restricted to households earning at or below 80% AMI, though individual properties can have income-restrictions set at 40%, 50%, 60% or 80% AMI. Rent is not based on income but instead is a contract amount that is affordable to households within the specific income restriction segment. Also referred to as very low-income (under 50% AMI) and low-income (50% to 80% AMI) housing.

Fair market rent - The amount needed to pay gross monthly rent at modest rental housing in a given area. This figure is used as a basis for determining the payment standard amount used to calculate the maximum monthly subsidy for families on at financially assisted housing. The following are fair market rents in Roseville as defined by the Minnesota Housing Finance Agency (MHFA):

	Fair Market Rent				
	EFF	1BR	2BR	3BR	4BR
Fair Market Rent	$610	$719	$873	$1,143	$1,284

Household – All persons who occupy a housing unit, including occupants of a single family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements.

Income-qualifications – Incomes required by households in order to qualify for various housing products. The following are income qualifications by income level for residents of Ramsey County as defined by the Minnesota Housing Finance Agency (MHFA):

	Income Limits by Household Size							
	1 pph	2 phh	3 phh	4 phh	5 phh	6 phh	7 phh	8 phh
30% of median	$17,600	$20,100	$22,650	$25,150	$27,150	$29,150	$31,200	$33,200
50% of median	$29,350	$33,550	$37,750	$41,950	$45,300	$48,650	$52,000	$55,350
60% of median	$35,220	$40,260	$45,300	$50,340	$54,360	$58,380	$62,400	$66,420

Market rate rental housing – Housing that does not have any income-restrictions. Some properties will have income guidelines, which are minimum annual incomes required in order to reside at the property.

Maximum gross rent – The maximum gross rent that affordable housing properties are able to charge based on income-restrictions. The following are maximum gross rents by income level for properties in Ramsey County as defined by the Minnesota Housing Finance Agency (MHFA):

	Maximum Gross Rent				
	EFF	1BR	2BR	3BR	4BR
30% of median	$440	$471	$566	$654	$729
50% of median	$733	$786	$943	$1,090	$1,216
60% of median	$880	$943	$1,132	$1,308	$1,459

Subsidized housing – Housing that is income-restricted to households earning at or below 30% AMI. Rent is generally based on income, with the household contributing 30% of their adjusted gross income toward rent. Also referred to as extremely low income housing.

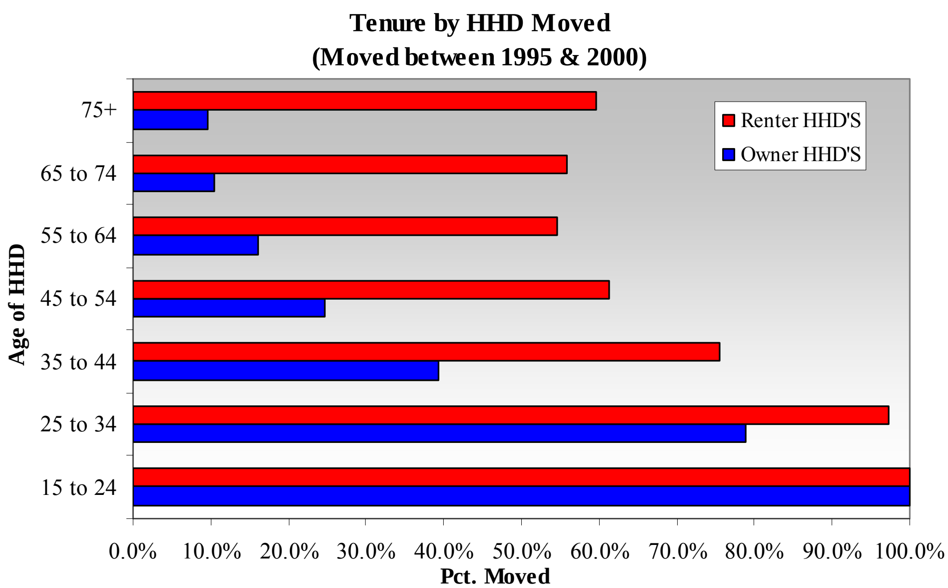
Workforce housing – Housing that is income-restricted to households earning between 80% and 120% AMI. Also referred to as moderate-income housing.

Tenure by Age of Household Moved Into Unit

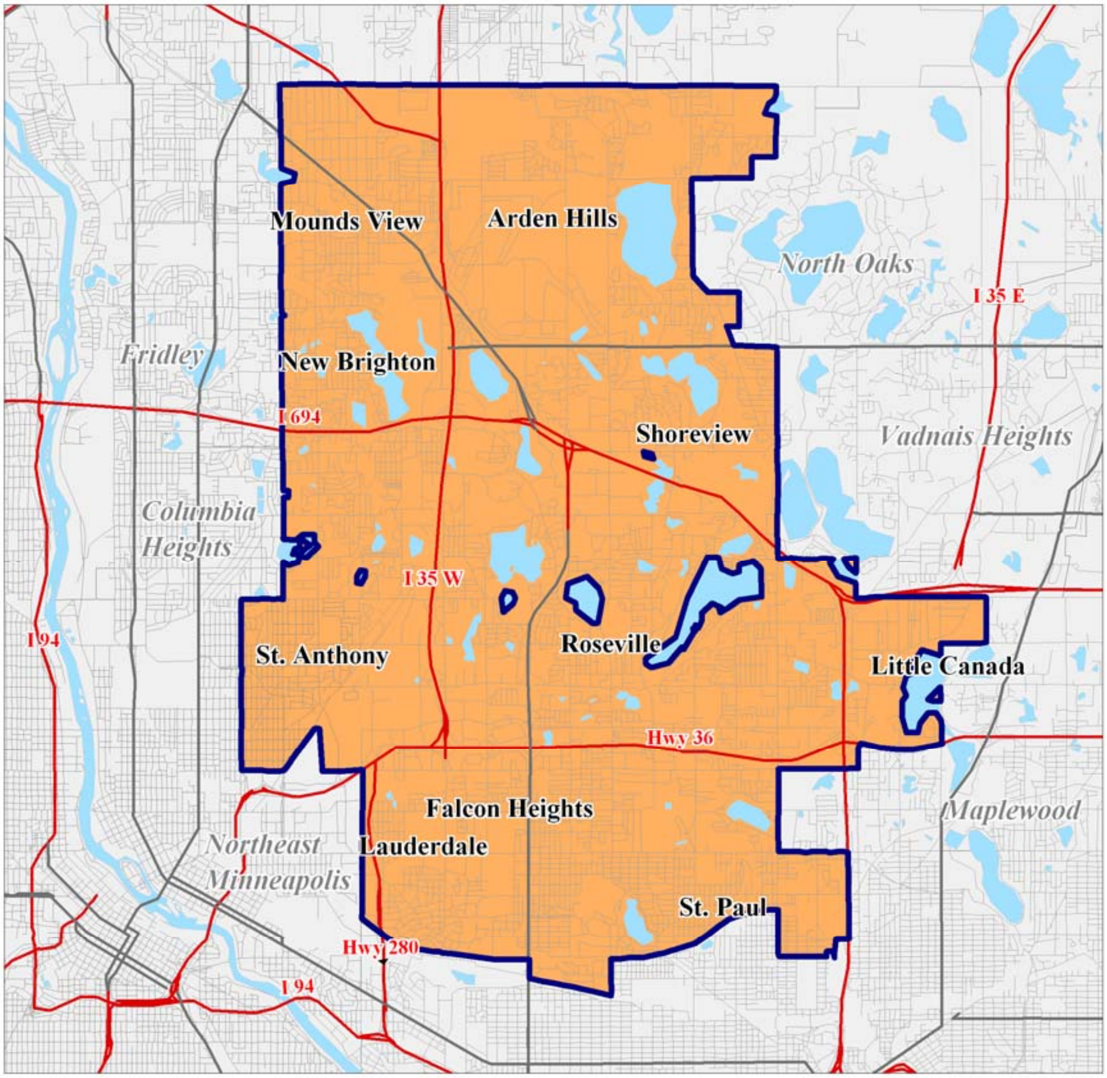
TABLE A1
TENURE BY AGE OF HOUSEHOLDER MOVED INTO UNIT
CITY OF ROSEVILLE
2000 CENSUS (MOVED FROM 1995 TO 2000)

Age of HHD	Owner HHD's			Renter HHD's			TOTAL HHDS'S		
	Owner HHD'S	Moved 1995-2000	Pct. Moved	Renter HHD'S	Moved 1995-2000	Pct. Moved	Total HHD'S	Moved 1995-2000	Pct. Moved
15 to 24	60	60	100.0%	845	845	100.0%	905	905	100.0%
25 to 34	902	711	78.8%	1,240	1,206	97.3%	2,142	1,917	89.5%
35 to 44	1,934	762	39.4%	732	553	75.5%	2,666	1,315	49.3%
45 to 54	2,031	501	24.7%	590	362	61.4%	2,621	863	32.9%
55 to 64	1,678	269	16.0%	310	169	54.5%	1,988	438	22.0%
65 to 74	1,747	184	10.5%	211	118	55.9%	1,958	302	15.4%
75+	1,496	144	9.6%	829	494	59.6%	2,325	638	27.4%
Total	**9,848**	**2,631**	**26.7%**	**4,757**	**3,747**	**78.8%**	**14,605**	**6,378**	**43.7%**

Source: U.S. Census, Maxfield Research Inc.


Tenure by HHD Moved
(Moved between 1995 & 2000)
Renter HHD'S
Owner HHD'S
Age of HHD
75+
65 to 74
55 to 64
45 to 54
35 to 44
25 to 34
15 to 24
0.0%
10.0%
20.0%
30.0%
40.0%
50.0%
60.0%
70.0%
80.0%
90.0%
100.0%
Pct. Moved

City of Roseville – General Occupancy and Senior Housing Secondary Market Area (SMA)



Maxfield Research Inc.

TABLE A2
GENERAL OCCUPANY RENTAL CONTACT INFORMATION
CITY OF ROSEVILLE
2009

Development Name		Name of Management Company/Owner	Contact Name	Phone - Company/Owner		Name of On-Site Contact	Phone - On-Site
Aquarius Apartments	x	Chuck Runquist		651-439-9762			651-636-4513
Calibre Ridge	x	Property Solutions and Services LLC		612-746-0400			651-490-9672
Centennial Commons		Kingwood Management		651-439-7812	x	Suzie	651-633-9008
Coventry		Shelter Corporation		952-358-5100	x	Debbie	651-633-0350
Dale Terrace Apartments		Otness Management Company		952-927-0612	x	Ken	651-488-5456
Hamline Terrace		Bigos Management		763-367-7400	x	Anna	651-631-8045
Har Mar Apartments		Aeon		612-341-3148	x	Tanya	651-631-1400
Hillsborough Apartments		Steven Scott Management		952-540-8600	x	Sarah / Renee	651-484-9642
Karie Dale Apartments		Privately Owned			x	---	651-484-6013
Lexington Twins		Privately Owned			x	John and Susan Mollner	651-699-2990
Lexlawn Apartments	x	Mid-Continent Management Corp.	---	651-291-0111			
McCarrons Apartments		Privately Owned			x	Carl Seidel	651-698-5928
Palisades of Roseville		KMS Management Co.		612-870-3909	x	Crystal	651-488-3500
Parkview Manor		Privately Owned			x	Todd and Mary Kelm	651-450-6240
Riviera Apartments		Privately Owned			x	---	651-787-0023
Rose 8 Estates	x	Azure Properties, Inc.	Laurie	651-484-0070			651-248-8624
Rose Mall Apartments		Hornig Companies		612-874-4400	x	Sherrie	651-631-2270
Rose Park Apartments	x	Kleinman Realty Company	Charlene	763-572-9400			
Rose Vista Apts/TH		The Goodman Group, LLC		952-361-8000	x	Kathy Frikken	651-644-1733
Rosedale Estates		Filister Enterprises		763-571-3300	x	Sue Ann / Kim	651-842-0873
Rosedale Estates South		Filister Enterprises		763-571-3300	x	Amanda / Dawn	651-842-0874
Rosehill Apartments	x	Legacy Property and Investment LLC		651-489-4513			
Rosetree Apartments		Steven Scott Management		952-540-8600	x	---	651-481-0044
Roseville Seniors		Privately Owned			x	Sue Nelson	651-488-0747
Roseville Terrace	x	Mid-Continent Management Corp.		651-291-0111			
Snelling Curve Apartments		At Home Apartments		651-225-8227	x	Garth	651-225-8227
South Oak Apartments		KCS Property Management Inc.		952-854-2856	x	Bob	651-483-6792
Sunplace Apartments		North Lakes Investment LLC		651-771-7344	x	Doug	651-487-9124
Talia Place		Privately Owned			x	Tom Brama	612-232-7647
Terrace Park		At Home Apartments		651-225-8227	x	Garth	651-225-8227
The Lexington		Highland Management Group		952-925-1020	x	Sarah	651-483-1392
Victoria Place		Thies and Talle Management		952-949-2200	x	Aaron	651-487-3036
1363 County Road B	x	Sagstetter Property Management	Roxanne	651-771-6216			
161 McCarrons Street		Privately Owned			x	Carl Seidel	651-698-5928
1610 County Road B	x	Kleinman Realty Company	Charlene	763-572-9400			
1624 Eldridge Avenue		Privately Owned			x	Jim Lassa	612-309-3998
1629 & 1635 Skillman Avenue	x	Kleinman Realty Company	Charlene	763-572-9400			
1750 Marion	x	Halverson & Blaiser Group	---	952-851-3194			
2125 & 2133 Pascal Street	x	Feddersen Properties	Randal	651-643-0551			
2950 Highcrest Road	x	Anchor Properties	Dan	612-803-6705			

Source: Maxfield Research Inc.