

RAPPAHANNOCK-RAPIDAN REGIONAL COMMISSION REGIONAL HOUSING STUDY

HOUSING DEMAND ANALYSIS



HOUSING DEMAND – METHODOLOGY

- Housing demand is sourced from two data sets: projected change in population and current needs within the existing population.
- Projected population:
 - Changes in population occur from people moving into the region (in-migration) and natural increase (people moving out of their current living environment to create a new household – grown children moving out, divorcees moving into their own place, etc.)
 - The projected population includes retirees and workers who move into the area. To examine this we examine geographic mobility data by county.
- Existing population:
 - As the existing market will meet the needs of those who can afford market-rate housing, the existing population housing needs are focused on more affordable housing. Based on income and housing prices in the region we target households making less than \$75,000.
 - This includes those who currently live with others (housemates, immediate family, other relatives) and would move if affordable housing were available. We call this population “underhoused” and examine it via living arrangement data.
 - Also includes cost burdened residents – those paying more than 30% of their income on housing and within a lower income bracket (given a household income of \$75,000 or less).
- Results are tabulated by county with number of housing units in demand, by AMI level.
- To begin this analysis, we examine the current supply of housing and how that is changing due to recent sales, building permits, pipeline projects, and an uptick in seasonal rentals.

CURRENT SUPPLY – OVERVIEW

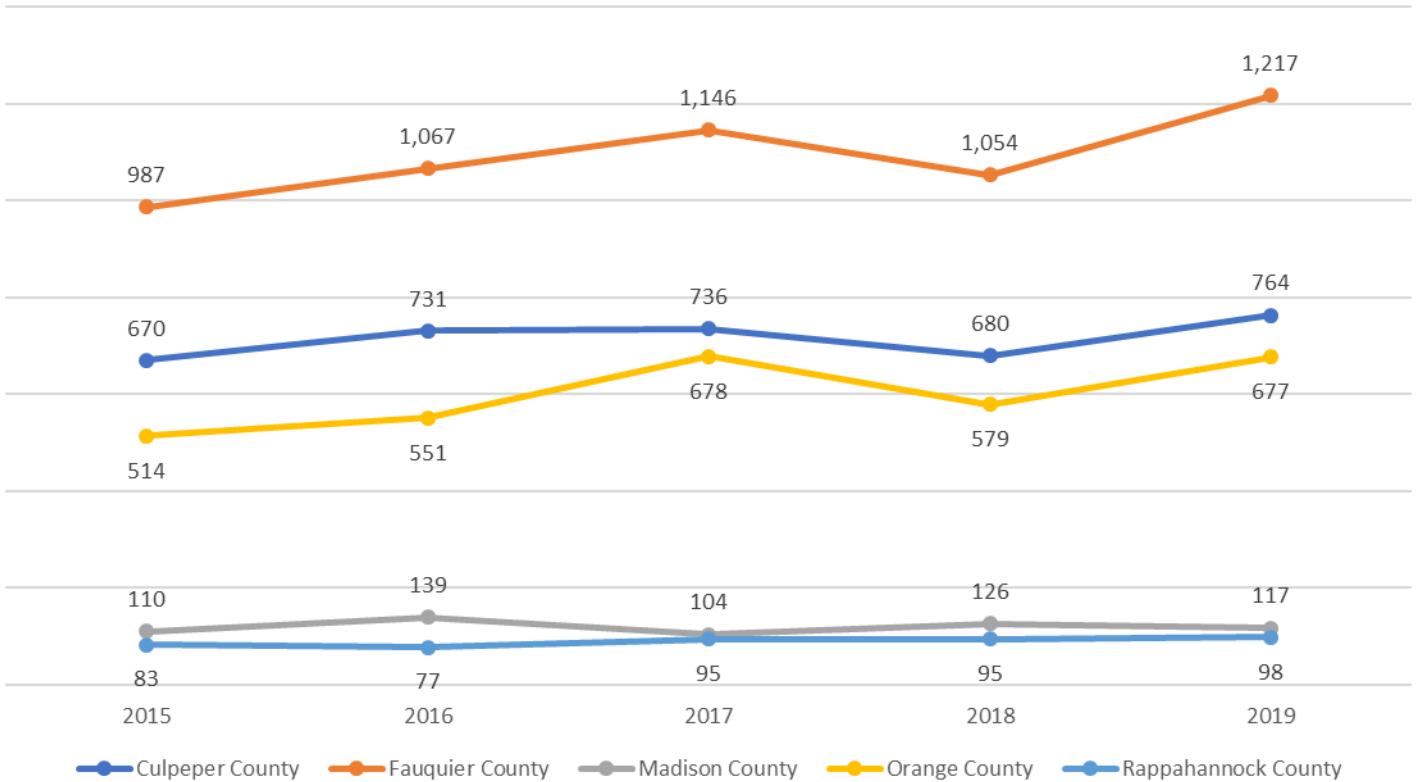
Housing Occupancy, 2018										
	Count					Percent				
	Owner Occupied	Renter Occupied	Seasonally Vacant	All Other Vacant	Total	Owner Occupied	Renter Occupied	Seasonally Vacant	All Other Vacant	Total
Culpeper County	12,539	4,364	358	1,238	18,499	67.8%	23.6%	1.9%	6.7%	100.0%
Fauquier County	19,017	5,316	592	1,710	26,635	71.4%	20.0%	2.2%	6.4%	100.0%
Madison County	3,714	1,364	311	664	6,053	61.4%	22.5%	5.1%	11.0%	100.0%
Orange County	10,448	3,005	542	1,066	15,061	69.4%	20.0%	3.6%	7.1%	100.0%
Rappahannock County	2,196	780	573	406	3,955	55.5%	19.7%	14.5%	10.3%	100.0%
Town of Culpeper	3,464	2,648	94	328	6,534	53.0%	40.5%	1.4%	5.0%	100.0%
Town of Orange	776	1,017	0	123	1,916	40.5%	53.1%	0.0%	6.4%	100.0%
Town of Warrenton	2,322	1,442	15	339	4,118	56.4%	35.0%	0.4%	8.2%	100.0%
RRRC Region	47,914	14,829	2,376	5,084	70,203	68.3%	21.1%	3.4%	7.2%	100.0%

Source: Source: Source: American Community Survey 5-Year Estimates, 2014-2018

- Regionwide, 68.3% of housing is owner-occupied; 21.1% is renter occupied; 3.4% is seasonally vacant; and 7.2% is otherwise vacant.
 - “Other Vacant” includes homes rented or sold but not occupied, for sale or rent and not occupied, or housing for migrant workers, etc.
- Fauquier County has the highest rate of owner-occupied housing (71.4%) which aligns with its position as the county with the highest median household income.
- Rappahannock County has the lowest rate of owner-occupied housing (55.5%) and the highest rate of seasonally vacant housing (14.5%).
 - This higher proportion of seasonally vacant homes means less opportunity for year-round home ownership and rentals.

CURRENT SUPPLY– RECENT HOME SALES

Units Sold, 2015-2019



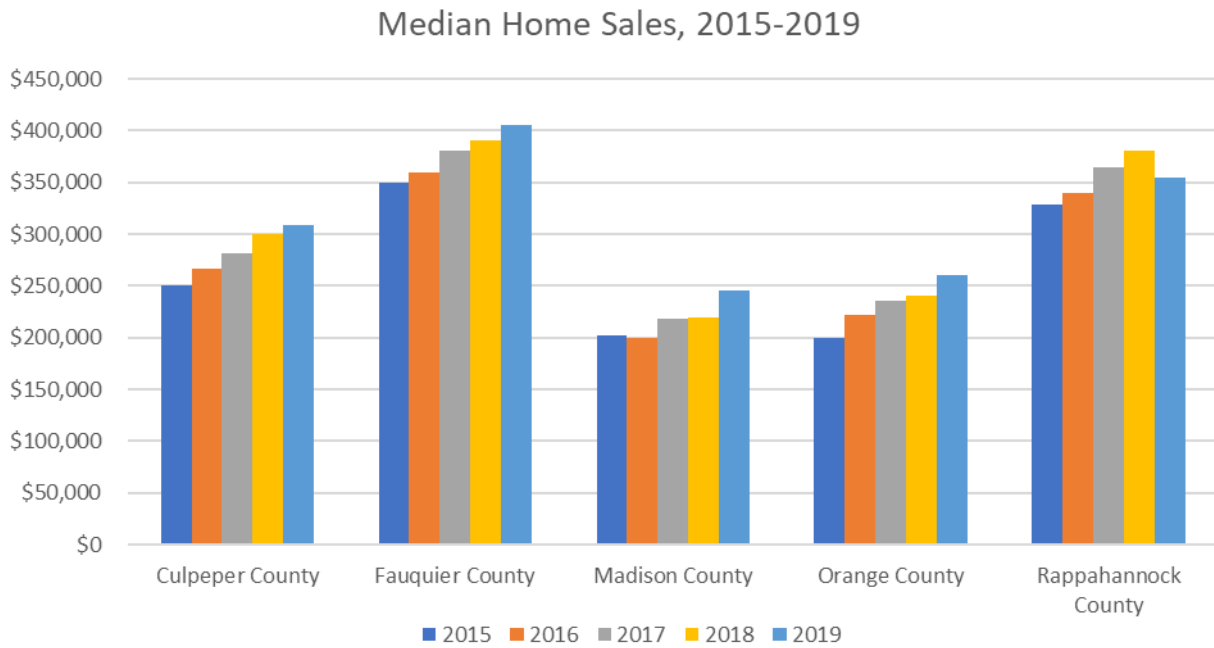
Source: MarketStats by ShowingTime

Units Sold, RRRR Region, 2015-2019						
2015	2016	2017	2018	2019	# Change	% Change
2,364	2,565	2,759	2,534	2,873	509	21.5%

Source: MarketStats by ShowingTime

- To estimate total housing unit demand, we must examine it within the context of the existing housing supply. Data includes all residential units including single family, townhouses, condos, etc.
- There has been an increase of 22% in sales from 2015 to 2019.

CURRENT SUPPLY– MEDIAN PRICE OF SOLD HOMES



Source: MarketStats by ShowingTime

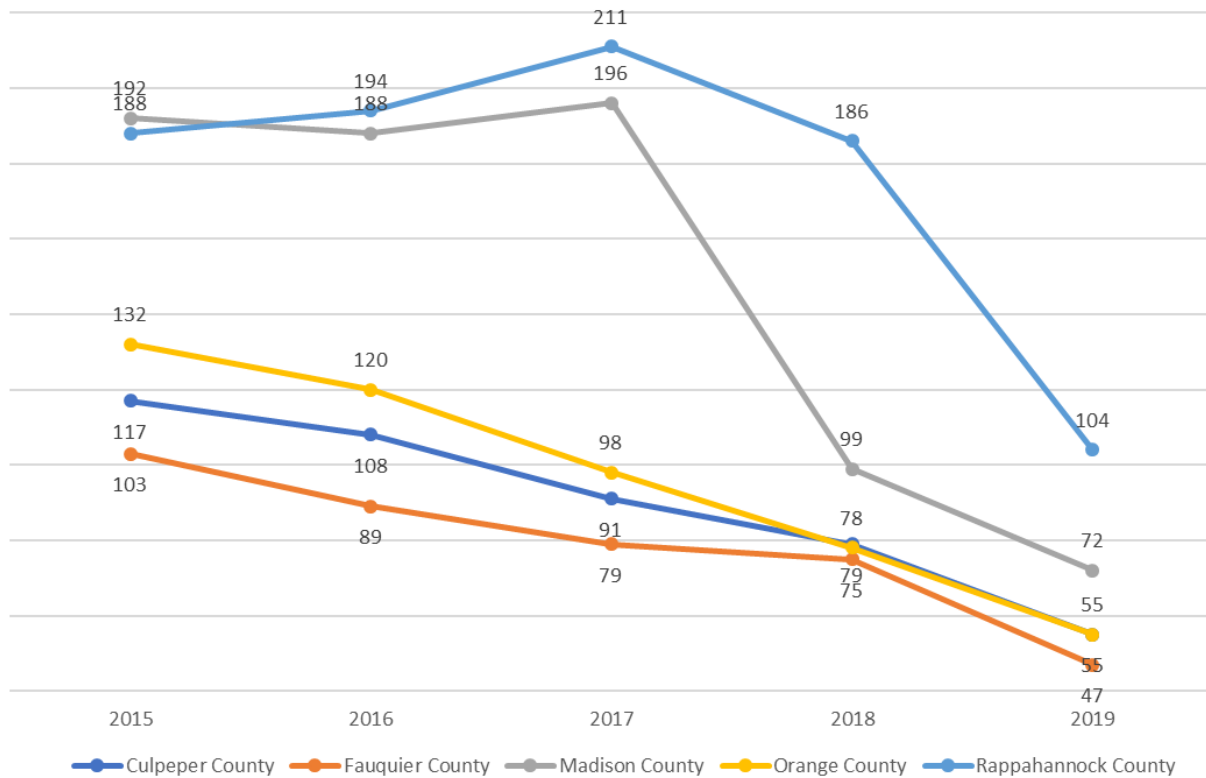
Median Price Change, 2015-2019				
	2015 Median Price	2019 Median Price	# Change	% Change
Culpeper County	\$250,995	\$308,500	\$57,505	22.9%
Fauquier County	\$350,000	\$405,000	\$55,000	15.7%
Madison County	\$202,500	\$245,450	\$42,950	21.2%
Orange County	\$200,000	\$260,000	\$60,000	30.0%
Rappahannock County	\$329,000	\$354,000	\$25,000	7.6%

Source: MarketStats by ShowingTime

- Median Price of sold homes have increased over the last five years in every county, from 30% (or \$60,000) in Orange County to 8% (or \$25,000) in Rappahannock County.

CURRENT SUPPLY – AVERAGE DAYS ON MARKET

Average Days on Market, 2015-2019



Source: MarketStats by ShowingTime

Average Days on Market, RRRR Region, 2015-2019

2015	2016	2017	2018	2019	# Change	% Change
120	109	95	82	54	(66)	(55.0%)

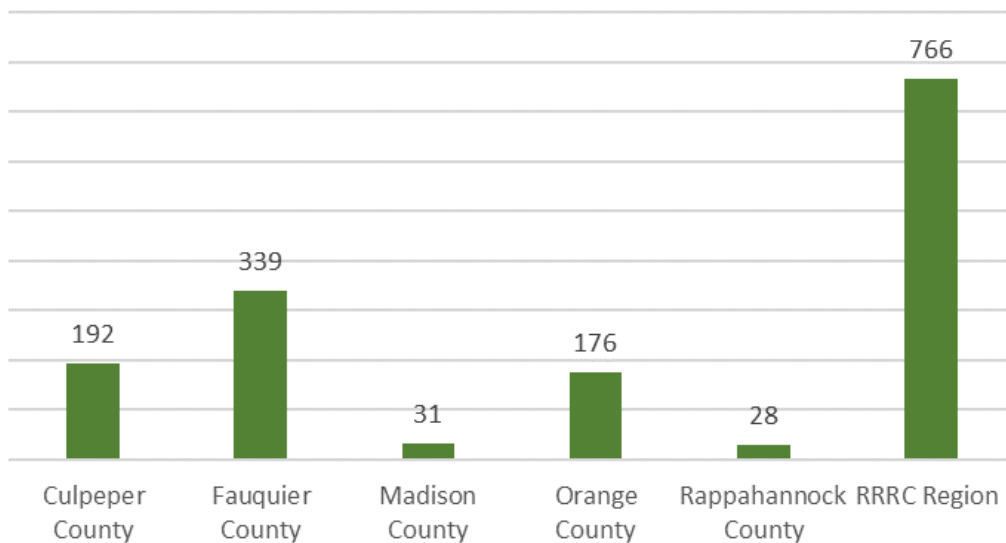
Source: MarketStats by ShowingTime

- The average number of days a house is on the market has declined by 55% over the past five years throughout the region. This points to a significant increase in demand.
- Nation-wide, the Urban Land Institute projects the housing market being “on pause” for the next year across the country (due to COVID-19) but will bounce back by 2022.

CURRENT SUPPLY– RECENT HOME SALES, Q2 2020

- Reviewing the most recent realtor data illustrates the impacts of COVID-19 and a slowing economy. Second quarter data for 2020 shows home sale information for April through June, 2020.
- Sales are down 17% from a year ago in Culpeper County, down 34% in Madison County, down 4% in Orange County and down 11% in Fauquier County from this time last year. Sales are up by 12% in Rappahannock County.
- Prices are up in all but Orange and Rappahannock County, which have declined slightly from the same quarter in 2019.
- At the end of the 2nd quarter, there were an estimated 436 active listings in Culpeper, Fauquier, Madison, and Rappahannock Counties (data for Orange County is not available). This is less than half the inventory level of a year ago (-54%), a reduction of 514 active listings.

Units Sold, Q2, 2020



Source: Greater Piedmont Realtors, Q2 2020 Reports; Gayle Harvey Real Estate, Inc.

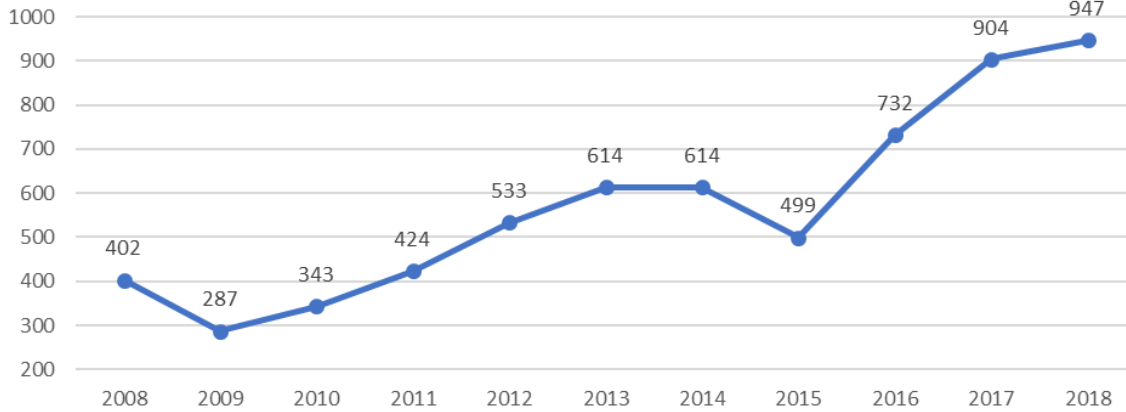
Median Price of Homes Sold, Q2 2020

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County
Median Price	\$ 349,000	\$ 440,000	\$ 300,000	\$ 272,000	\$ 310,000
Change from Q2 2019	12.6%	8.6%	22.0%	-5.2%	-1.6%

Source: Greater Piedmont Realtors, Q2 2020 Reports; Gayle Harvey Real Estate, Inc.

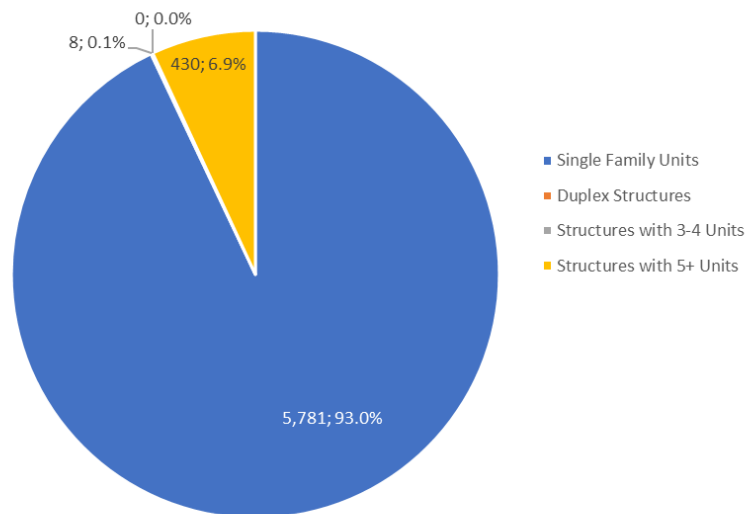
CURRENT SUPPLY– NEW CONSTRUCTION

Structures Permitted, RRRC Region, 2008-2018



Source: Weldon Cooper Center for Public Service, University of Virginia

Structures Permitted by Unit Type, RRRC Region, 2008-2018



Source: Weldon Cooper Center for Public Service, University of Virginia

- There has been an increase in structures permitted from 2008-2018, largely comprised of single-family homes, 93%.
- Interviewers report significant new construction occurring throughout the region, including multifamily and senior living options. These developments are in all stages of completion from design phase to permitting phase to construction.

CURRENT SUPPLY– PIPELINE PROJECTS

- During interviews, a number of forthcoming housing developments were mentioned. This is not an inclusive list and does not account for more conceptual projects in the early stages, but does show significant activity within the region. Those developments that are in a more final stage are summarized below:
 - Laurel Park in the Town of Culpeper is a proposed development consisting of about 360 units of combined single family and townhouses.
 - East Gate Village II Apartments is a proposed 37-unit apartment building designed to serve households with low to moderate income in the Town of Gordonsville.
 - Trinity Senior Village in Orange County is due to open in the summer of 2020 and will have 46 units for assisted living.
 - Clevenger's Village in northern Culpeper County is slated to create 776 residential single family attached and detached units and 389,000 square feet of commercial and office space on 1,754 acres. It is currently building out its first 100 units.
 - Town of Orange has a 100 unit development in the works that will consist of single story and two story single family homes at a \$225K-\$275K price point.
- The number of housing units in the development pipeline throughout the region is a signal that the market is responding to a lack of supply with a variety of units types geared towards 55+ community, first time home buyers, and lower income households, in addition to the traditional market-rate single family units dominant in the region.



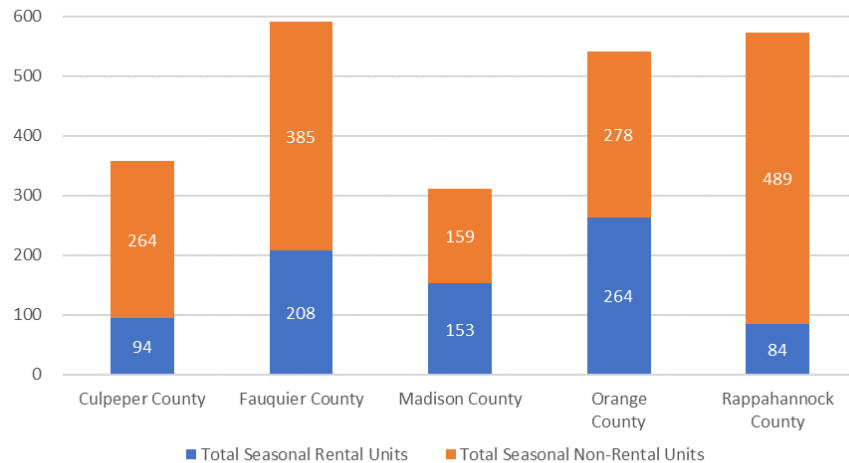
Trinity Senior Village Concept Drawing

CURRENT SUPPLY–AVAILABLE RENTAL STOCK

Total Rental Units, 2018						
	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	RRRC Region
# of Units						
Renter Occupied	4,364	5,316	1,364	3,005	780	14,829
For Rent - Vacant	117	173	5	91	58	444
For Rent - Rented but not Occupied	40	127	16	0	0	183
Total Year-Round Rental Units	4,521	5,616	1,385	3,096	838	15,456
For Seasonal Use	75	166	122	211	67	641
Other Seasonal Rentals*	19	42	31	53	17	160
Total Seasonal Rentals	94	208	153	264	84	801
Total Rental Units	4,615	5,824	1,538	3,360	922	16,257
% of Units						
Renter Occupied	94.6%	91.3%	88.7%	89.4%	84.6%	91.2%
For Rent - Vacant	2.5%	3.0%	0.3%	2.7%	6.3%	2.7%
For Rent - Rented but not Occupied	0.9%	2.2%	1.0%	0.0%	0.0%	1.1%
Total Year-Round Rental Units	98.0%	96.4%	90.1%	92.1%	90.9%	95.1%
For Seasonal Use	1.6%	2.9%	7.9%	6.3%	7.3%	3.9%
Other Seasonal Rentals*	0.4%	0.7%	2.0%	1.6%	1.8%	1.0%
Total Seasonal Rentals	2.0%	3.6%	9.9%	7.9%	9.1%	4.9%
Total Rental Units	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: ACS 2018 5-Year Estimates; AirDNA
 * Estimate from Camoin 310

Total Seasonal Units, 2018



Source: ACS 2018 5-Year Estimates; AirDNA; Camoin 310

- A low vacancy rate in year-round rentals is indicative of a lack of supply. Lowest in Madison County at 0.3% and highest in Rappahannock County at 6.3%. Town data, because of its small sample size, is omitted.
- “Other Seasonal Rentals” include those not advertised on an online platform.
- A higher seasonal rental rate in Madison (10%), Orange (8%), and Rappahannock Counties (9%) is putting additional pressure on the rental market.
- Given the total number of seasonal units, it is possible more seasonal rentals will come on the market.

HOUSING DEMAND – POPULATION PROJECTIONS

Projected Population Change, 2020-2040					
	2020	2030	2040	# Change	% Change
Culpeper County	52,422	61,073	68,757	16,335	31.2%
Fauquier County	71,395	78,698	84,851	13,456	18.8%
Madison County	13,299	13,542	13,612	313	2.4%
Orange County	36,119	40,969	45,194	9,075	25.1%
Rappahannock County	7,202	7,237	7,184	(18)	(0.3%)
RRRC Region	180,437	201,520	219,598	39,161	21.7%

Source: Weldon Cooper Center for Public Service, University of Virginia

- There is a 22% forecasted increase in population across the region, concentrated in Culpeper, Fauquier, and Orange counties.
- Projections are made on historic trends and do not account for changes due to COVID-19.
- Average household size in the region (2019) is 2.69 persons. This being constant, we could see an increase of approximately 14,600 additional households by 2040.
- If housing for all these projected households were created, it would increase the housing stock by 20% in 20 years.

HOUSING DEMAND – POPULATION PROJECTIONS

Total Households, 2010-2024							
	2010	2019	2024	# Change, 2010- 2019	% Change, 2010- 2019	# Change, 2019- 2024	% Change, 2019- 2024
Culpeper County	16,231	18,143	19,321	1,912	11.8%	1,178	6.5%
Fauquier County	23,658	26,068	27,369	2,410	10.2%	1,301	5.0%
Madison County	5,083	5,279	5,268	196	3.9%	(11)	(0.2%)
Orange County	12,895	14,069	14,746	1,174	9.1%	677	4.8%
Rappahannock County	3,072	3,172	3,159	100	3.3%	(13)	(0.4%)
Town of Culpeper	5,817	6,618	6,987	801	13.8%	369	5.6%
Town of Orange	1,770	1,864	1,918	94	5.3%	54	2.9%
Town of Warrenton	3,744	3,999	4,118	255	6.8%	119	3.0%
RRRC Region	60,939	66,731	69,863	5,792	9.5%	3,132	4.7%

Source: Esri

Household Change by Age, 2019-2024								
	<25	25-34	35-44	45-54	55-64	65-74	75+	Total
Culpeper County	34	110	336	(178)	8	388	480	1,178
Fauquier County	(23)	87	495	(505)	(230)	678	799	1,301
Madison County	(5)	(97)	88	(72)	(124)	60	139	(11)
Orange County	7	60	148	(152)	9	250	355	677
Rappahannock County	(3)	(25)	18	(58)	(91)	37	109	(13)
Town of Culpeper	38	111	114	(26)	16	72	89	414
Town of Orange	4	0	(3)	(13)	(5)	53	26	62
Town of Warrenton	(8)	52	19	(53)	(56)	105	85	144
RRRC Region	10	135	1,085	(965)	(428)	1,413	1,882	3,132

Source: Esri

- By 2024 we see a projected increase in 3,100 households throughout the region.
- With flat to slightly negative growth in Madison and Rappahannock Counties, the demand from population growth is concentrated in Culpeper, Fauquier, and Orange Counties.
- By age, there is the most future demand for those aged over 75, 65-74, and 35-44. There will be shrinking demand for those aged 45-54 and those 55-64.
- This points to both a transfer of housing from an older age cohort to a younger one, and a need for a range of senior housing options throughout the region.

HOUSING DEMAND – NET MIGRATION PATTERNS

- Migration patterns were obtained from IRS tax records by county. Not available at the town level.
- Inflow to Culpeper County shows most coming from points north and east where housing prices are higher. Inflow is also happening from several areas south and west of the county (Orange, Spotsylvania, and Madison Counties).
- Outflow is mixed and reflect many of the same locations where people move from.
- On a whole, more people are moving into the county than moving out and bringing an additional \$12.7 million in income.

Culpeper County Migration Patterns			
Inflows	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Fauquier County	273	584	\$ 16,593
Prince William County	201	495	\$ 14,234
Fairfax County	110	204	\$ 6,618
Orange County	104	211	\$ 5,271
Spotsylvania County	70	131	\$ 3,489
Madison County	55	116	\$ 2,558
Rappahannock County	53	108	\$ 3,167
Manassas city	47	127	\$ 2,778
Loudoun County	44	90	\$ 3,361
Stafford County	33	81	\$ 1,592
Warren County	21	52	\$ 774
Other flows - Same State	226	422	\$ 10,516
Other flows - Different State	378	711	\$ 24,105
Total Inflow	1,615	3,332	\$ 95,056
Outflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Fauquier County	167	351	\$ 11,583
Orange County	155	323	\$ 7,606
Prince William County	86	166	\$ 6,424
Madison County	76	158	\$ 3,749
Spotsylvania County	65	141	\$ 2,526
Fairfax County	53	89	\$ 3,753
Rappahannock County	38	85	\$ 2,820
Loudoun County	37	59	\$ 2,332
Warren County	25	41	\$ 1,108
Stafford County	23	43	\$ 1,200
Richmond city	22	29	\$ 1,040
Fredericksburg city	21	33	\$ 969
Other flows - Same State	259	458	\$ 13,354
Other flows - Different State	370	744	\$ 23,883
Total Outflow	1,397	2,720	\$ 82,347
Net Migration	218	612	\$ 12,709

Source: IRS Migration Data 2017-2018

HOUSING DEMAND – NET MIGRATION PATTERNS

- Inflow to Fauquier County shows almost a quarter of households moving from Price William County. Fairfax County represents another 11% of all inflow.
- Outflow illustrates many households leaving the county for another state. This could be due to attending college, moving for a job, retirement, or other situation.
- On a whole, more people are moving into the county than moving out and bringing an additional \$14.2 million in income.
- Fauquier County has the highest inflow of new households region-wide, followed closely by Culpeper (218 households) and Orange County (191 households).

Fauquier County Migration Patterns			
Inflows	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Prince William County	619	1,404	\$ 61,365
Fairfax County	266	491	\$ 25,880
Culpeper County	167	351	\$ 11,583
Loudoun County	134	280	\$ 12,961
Manassas city	107	233	\$ 6,304
Orange County	26	51	\$ 1,349
Montgomery County	25	52	\$ 2,055
Alexandria city	23	36	\$ 3,877
Arlington County	22	31	\$ 2,800
Prince George's County	20	48	\$ 858
Other flows - Same State	221	414	\$ 13,389
Other flows - Different State	567	1,097	\$ 43,402
Total Inflow	2,489	5,015	\$ 204,330
Outflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Prince William County	286	527	\$ 21,518
Culpeper County	273	584	\$ 16,593
Fairfax County	166	228	\$ 12,117
Loudoun County	120	226	\$ 11,654
Warren County	95	181	\$ 5,050
Orange County	57	106	\$ 2,624
Manassas city	56	87	\$ 2,459
Stafford County	52	115	\$ 3,543
Spotsylvania County	51	97	\$ 3,178
Rappahannock County	39	69	\$ (36,369)
Other flows - Same State	402	695	\$ 27,498
Other flows - Different State	672	1,268	\$ 81,712
Total Outflow	2,269	4,181	\$ 190,114
Net Migration	220	834	\$ 14,216

Source: IRS Migration Data 2017-2018

HOUSING DEMAND – NET MIGRATION PATTERNS

- Inflow to Orange County illustrates a mix of households moving from counties with both higher and lower home values. 24% are moving into the county from another state, potentially for retirement purposes.
- Outflow from the county shows a mix of migration patterns as well, with a high flow of households moving out of the state (25%).
- On a whole, more people are moving into the county than moving out and bringing an additional \$23.9 million in income, more than any other county in the region.

Orange County Migration Patterns			
Inflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Spotsylvania County	166	351	\$ 9,761
Culpeper County	155	323	\$ 7,606
Prince William County	91	176	\$ 6,673
Stafford County	77	142	\$ 4,257
Albemarle County	72	118	\$ 5,028
Louisa County	70	133	\$ 2,567
Fairfax County	61	120	\$ 7,164
Fauquier County	57	106	\$ 2,624
Madison County	54	118	\$ 2,255
Greene County	47	82	\$ 1,966
Other flows - Same State	282	544	17,044
Other flows - Different State	354	695	\$ 28,164
Total Inflow	1,486	2,908	\$ 95,110
Outflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Spotsylvania County	185	399	\$ 8,270
Culpeper County	104	211	\$ 5,271
Louisa County	103	219	\$ 5,576
Albemarle County	67	130	\$ 4,120
Stafford County	48	104	\$ 3,046
Greene County	47	90	\$ 2,018
Madison County	38	60	\$ 1,793
Fairfax County	35	51	\$ 2,597
Prince William County	30	49	\$ 1,570
Fredericksburg city	27	53	\$ 1,218
Other flows - Same State	285	523	\$ 15,069
Other flows - Different State	326	626	\$ 20,656
Total Outflow	1,295	2,515	\$ 71,204
Net Migration	191	393	\$ 23,906

Source: IRS Migration Data 2017-2018

HOUSING DEMAND – NET MIGRATION PATTERNS

- Net migration into Madison County is slightly positive, with 14 additional households bringing in an additional \$4.8 mil in income.
- Culpeper, Orange, and Greene Counties represent the top locations for both inflow to and outflow from the county.
- Net migration is negative in Rappahannock County, losing 22 households but gaining \$4.3 mil in additional income.
- Both Culpeper and Fauquier Counties represent the locations where people move to and where people come from when relocating to Rappahannock County. Other locations throughout the state also represent a high degree of movement both in and out of the county.

Madison County Migration Patterns			
Inflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Culpeper County	76	158	\$ 3,749
Orange County	38	60	\$ 1,793
Greene County	28	65	\$ 1,791
Other flows - Same State	137	241	\$ 8,940
Other flows - Different State	42	68	\$ 3,686
Total Inflow	321	592	\$ 19,960
Outflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Culpeper County	55	116	\$ 2,558
Orange County	54	118	\$ 2,255
Greene County	31	56	\$ 1,248
Albemarle County	20	41	\$ 1,289
Other flows - Same State	102	167	\$ 5,051
Other flows - Different State	45	86	\$ 2,782
Total Outflow	307	584	\$ 15,182
Net Migration	14	8	\$ 4,778

Source: IRS Migration Data 2017-2018

Rappahannock County Migration Patterns			
Inflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Fauquier County	39	69	\$ (36,369)
Culpeper County	38	85	\$ 2,820
Other flows - Same State	96	190	\$ 8,256
Other flows - Different State	27	42	\$ 3,992
Total Inflow	200	384	\$ 17,236
Outflow	# of Households	# of Individuals	Adjusted Gross Income (AGI) (in 000s)
Culpeper County	53	108	\$ 3,167
Fauquier County	31	53	\$ 1,321
Other flows - Same State	98	192	\$ 4,736
Other flows - Different State	40	70	\$ 3,664
Total Outflow	222	423	\$ 12,887
Net Migration	(22)	(39)	\$ 4,349

Source: IRS Migration Data 2017-2018

HOUSING DEMAND – GEOGRAPHIC MOBILITY

New Residents Moving into the County by Age												
	Culpeper County		Fauquier County		Madison County		Orange County		Rappahannock County		RRRC Region	
	#	%	#	%	#	%	#	%	#	%	#	%
<18 years	703	19.9%	1,151	22.9%	128	16.0%	657	20.8%	52	15.3%	2,691	20.9%
18 to 24 years	356	10.1%	611	12.1%	182	22.7%	630	19.9%	63	18.5%	1,842	14.3%
25 to 34 years	1,178	33.3%	1,097	21.8%	144	17.9%	502	15.9%	98	28.9%	3,018	23.4%
35 to 44 years	375	10.6%	943	18.7%	32	4.0%	300	9.5%	35	10.4%	1,687	13.1%
45 to 54 years	408	11.5%	519	10.3%	134	16.7%	614	19.4%	40	11.7%	1,714	13.3%
55 to 64 years	239	6.8%	369	7.3%	53	6.6%	184	5.8%	9	2.6%	854	6.6%
65 to 74 years	157	4.5%	173	3.4%	117	14.6%	136	4.3%	9	2.7%	593	4.6%
75 years +	120	3.4%	170	3.4%	12	1.5%	137	4.3%	34	9.9%	472	3.7%
Total	3,537	100.0%	5,033	100.0%	801	100.0%	3,160	100.0%	338	100.0%	12,870	100.0%

Source: ACS 2018 5-Year Estimates

Data is an estimate of who moved in within the last year.

New Residents Moving into the County by Individual Income (Population 15 Years+)												
	Culpeper County		Fauquier County		Madison County		Orange County		Rappahannock County		RRRC Region	
	#	%	#	%	#	%	#	%	#	%	#	%
<\$25,000	953	38.0%	1,108	31.9%	390	62.6%	1,027	46.0%	171	64.5%	3,650	40.1%
\$25,000 to \$34,999	306	12.2%	383	11.0%	67	10.8%	435	19.5%	16	5.9%	1,207	13.3%
\$35,000 to \$49,999	397	15.8%	550	15.8%	85	13.7%	335	15.0%	55	20.8%	1,422	15.6%
\$50,000 to \$64,999	285	11.4%	522	15.0%	23	3.7%	153	6.8%	14	5.4%	997	11.0%
\$65,000 to \$74,999	137	5.5%	164	4.7%	21	3.4%	22	1.0%	9	3.4%	353	3.9%
\$75,000 or more	432	17.2%	746	21.5%	36	5.8%	262	11.7%	-	0.0%	1,477	16.2%
Total	2,510	100.0%	3,474	100.0%	623	100.0%	2,234	100.0%	265	100.0%	9,106	100.0%

Source: ACS 2018 5-Year Estimates

Data is an estimate of who moved in within the last year.

- Geographic mobility data shows the age range and individual income of new residents into each county. Tables above are one-year estimates for those moving into the county from another county, state, or country. This data is only available at the county level.
- Younger populations are the dominant age groups moving into the region, with the highest percentages under age 35.
 - Even though there is a significant number of younger people moving into the area, the age projections over the next five years indicate an aging population, presumably due to the existing population in the region.
- The top individual income cohort for all counties is those making less than \$25,000 per year. In Culpeper and Fauquier Counties, the next highest cohort is \$75,000+.

HOUSING DEMAND – UNDERHOUSED

Living Arrangements, RRRC Region				
	Age 18-34		Total Adult Population	
	#	% of Age Cohort	#	% of Adult Population
Lives Alone	1,001	3.1%	14,278	10.8%
Living with Spouse	8,629	26.9%	72,434	54.7%
Living with Unmarried Partner	3,063	9.5%	7,397	5.6%
Living with Parents	13,400	41.7%	17,289	13.1%
Living with Other Relatives	3,548	11.1%	15,659	11.8%
Living with Other Nonrelatives	2,461	7.7%	5,275	4.0%
Total Living Alone or w/ Partner	12,693	39.5%	94,109	71.1%
Total Living with Others (non spouse/partner)	19,409	60.5%	38,223	28.9%
Total	32,102	100.0%	132,332	100.0%

Source: ACS 2018 5-Year Estimates

Overall Living Arrangement-Based Demand		
	Underhoused (18-34)	
	5%	10%
Culpeper County	289	578
Fauquier County	393	787
Madison County	72	143
Orange County	178	356
Rappahannock County	39	78
Town of Culpeper	123	245
Town of Orange	19	37
Town of Warrenton	50	100
RRRC Region	970	1,941

Source: ACS 2018 5-Year Estimates; Camoin 310

- Those aged 18-34 and living with others (not a spouse or partner) we call “underhoused” as they could be living with multiple people or parents to save money for a home or be unable to find a suitable place to rent. While 61% of those 18-34 are underhoused, this figure is 29% among the entire population.
- We conservatively estimate 5-10% of this population currently need housing. Because of their current living situation, we expect this entire population would need housing at below market value.

HOUSING DEMAND – COST BURDENED

% Paying 30% or More on Mortgage with Household Income of <\$75,000 per year

	Culpeper County		Fauquier County		Madison County		Orange County		Rappahannock County		Town of Culpeper		Town of Orange		Town of Warrenton		RRRC Region
	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#
<\$20,000	615	75.3%	730	82.5%	268	73.4%	609	77.3%	149	81.9%	89	63.1%	15	53.6%	181	100.0%	2,371
\$20,000-\$34,999	444	48.8%	561	54.5%	155	38.2%	442	48.5%	94	58.0%	144	55.4%	38	30.9%	70	53.0%	1,696
\$35,000-\$49,999	705	48.2%	640	48.7%	222	43.6%	676	52.6%	105	45.9%	240	52.7%	37	42.5%	73	42.4%	2,348
\$50,000-\$74,999	648	30.7%	1,110	42.6%	326	37.6%	548	26.2%	81	17.1%	194	30.2%	53	42.7%	234	48.0%	2,713
Total	2,412	45.5%	3,041	52.2%	971	45.2%	2,275	44.8%	429	40.9%	667	44.5%	143	39.5%	558	57.3%	9,128

Source: ACS 2018 5-Year Estimates

% Paying 30% or More on Rent with Household Income of <\$75,000 per year

	Culpeper County		Fauquier County		Madison County		Orange County		Rappahannock County		Town of Culpeper		Town of Orange		Town of Warrenton		RRRC Region
	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#
<\$20,000	827	88.0%	577	96.0%	233	100.0%	409	78.5%	148	93.7%	613	89.9%	168	69.7%	202	89.4%	2,194
\$20,000-\$34,999	552	86.0%	622	90.9%	207	76.4%	392	88.9%	154	90.6%	413	85.2%	184	100.0%	254	83.5%	1,927
\$35,000-\$49,999	482	69.4%	418	69.1%	125	46.1%	313	51.3%	46	62.2%	344	76.4%	33	12.8%	120	75.5%	1,384
\$50,000-\$74,999	281	33.8%	235	23.1%	15	8.9%	24	6.0%	7	5.4%	184	36.5%	-	0.0%	42	12.0%	562
Total	2,142	68.9%	1,852	63.7%	580	61.5%	1,138	57.6%	355	66.7%	1,554	71.2%	385	41.5%	618	56.9%	6,067

Source: ACS 2018 5-Year Estimates

- Potential demand for affordable housing can be seen in those populations that are paying more than 30% of their income on housing, we call these “cost burdened” households.
- 47% of homeowners making less than \$75,000 are cost burdened, compared to 41% within the Commonwealth and 40% within the US.
- 64% of renters making less than \$75,000 are cost burdened, compared to 67% with the Commonwealth and 64% within the US.
- These roughly 15,000 households represent 24% of the entire housing stock in the region.

% Paying 30% or More on Mortgage with Household Income of <\$75,000 per year - Geographic Comparisons

	RRRC Region		Virginia	US
	#	%	%	%
<\$20,000	2,371	78.1%	75.7%	75.6%
\$20,000-\$34,999	1,696	49.6%	45.9%	47.6%
\$35,000-\$49,999	2,348	48.9%	36.5%	33.5%
\$50,000-\$74,999	2,713	22.0%	36.5%	21.8%
Total	9,128	47.0%	41.2%	39.7%

Source: ACS 2018 5-Year Estimates

% Paying 30% or More on Rent with Household Income of <\$75,000 per year - Geographic Comparisons

	RRRC Region		Virginia	US
	#	%	%	%
<\$20,000	2,194	89.4%	88.7%	88.5%
\$20,000-\$34,999	1,927	87.3%	83.9%	78.9%
\$35,000-\$49,999	1,384	61.4%	60.7%	50.9%
\$50,000-\$74,999	562	22.0%	33.9%	26.6%
Total	6,067	64.1%	66.6%	63.7%

Source: ACS 2018 5-Year Estimates

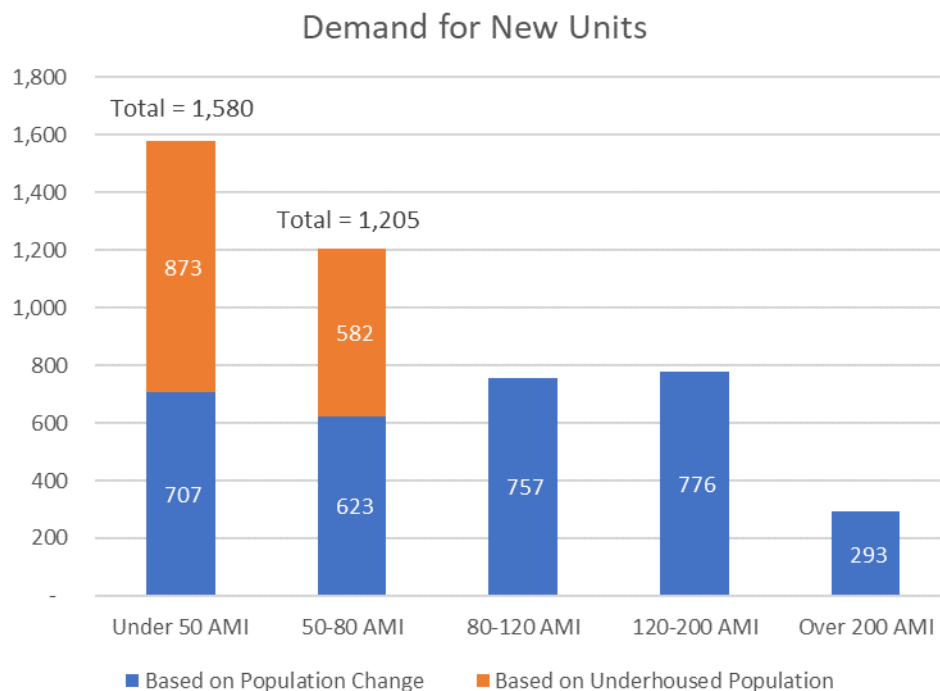
HOUSING DEMAND – SUMMARY

- We translated the demand from the population growth, underhoused population, and cost burdened population from income cohorts to AMI levels to align with potential funding opportunities and policy initiatives. The chart below outlines these categories and affordability levels. To see these levels by county, see the appendix (pg. 22).

Housing Income Brackets and Housing Affordability			
Area Median Income (AMI) Income Bracket	Household Income Range	Max. Affordable Rent	Max. Affordable Home Value
Under 50% AMI	<\$44,000	<\$1,100	<\$157,100
50-80% AMI	\$44,000-\$71,000	\$1,100-\$1,775	\$157,000-\$253,500
80-120% AMI	\$71,000-\$106,000	\$1,775-\$2,650	\$253,500-\$370,000
120-200% AMI	\$106,000-\$177,000	\$2,650-\$4,425	\$370,000-\$632,000

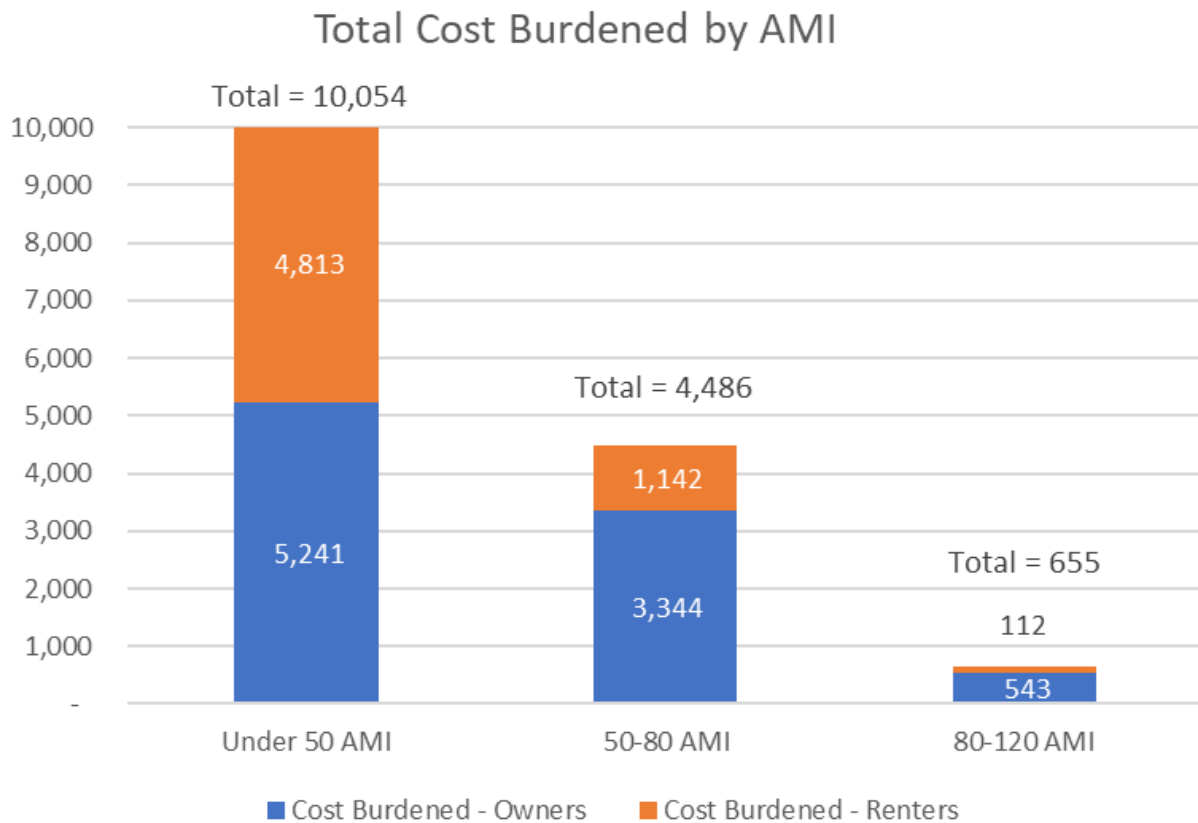
*Average Area Median Income (AMI) for the region is \$88,640.
Assumes maximum 30% of income spent on housing*

- Based on population growth within the next five years and the underhoused population, there is demand for 4,600 new units of housing. This is a 7% increase of the current housing stock.
- To determine AMI levels, we extrapolated population grown along the same income cohorts for 2019. However, migration data suggests a higher proportion of lower income individuals are moving into the region. Thus, there may be even more demand for lower-income units.



HOUSING DEMAND – SUMMARY

- 41% of renters and 19% of home owners pay more than 30% of their income on housing. This represents 24% of the region's households and about 15,000 units of housing.
- How to support these households will vary county by county. A variety of strategies will be presented to increase the stock of affordable housing and potentially provide rental relief to those most struggling.



HOUSING DEMAND – SUMMARY

- For locality-specific measures, we provided these demand numbers by locality.

Population Growth Demand by AMI

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	Town of Culpeper	Town of Orange	Town of Warrenton	RRRC Region
Under 50% AMI	339	192	-	175	-	157	25	30	707
50-80% AMI	256	211	-	156	-	87	15	31	623
80-120% AMI	288	297	-	172	-	85	14	27	757
120-200% AMI	240	387	-	149	-	76	7	37	776
Over 200% AMI	54	214	-	24	-	10	2	19	293
Total	1,178	1,301	-	677	-	414	62	144	3,156

Source: Camoin 310

Underhoused Demand by AMI

		Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	Town of Culpeper	Town of Orange	Town of Warrenton	Total
5%	Under 50% AMI	173	236	43	107	23	74	11	30	582
	50-80% AMI	116	157	29	71	16	49	7	20	388
10%	Under 50% AMI	347	472	86	213	47	147	22	60	1,165
	50-80% AMI	231	315	57	142	31	98	15	40	776

Source: ACS 2018 5-Year Estimates; Camoin 310

Cost Burdened Home Owners by AMI

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	Town of Culpeper	Town of Orange	Town of Warrenton	Total
Under 50% AMI	1,412	1,611	534	1,389	296	353	72	288	5,241
50-80% AMI	871	1,208	372	776	117	275	61	224	3,344
80-120% AMI	130	222	65	110	16	39	11	47	543
Total	2,412	3,041	971	2,275	429	667	143	558	9,128

Source: ACS 2018 5-Year Estimates; Camoin 310

Cost Burdened Renters by AMI

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	Town of Culpeper	Town of Orange	Town of Warrenton	Total
Under 50% AMI	1,620	1,408	503	958	325	1,198	369	516	4,813
50-80% AMI	466	397	75	176	29	319	17	94	1,142
80-120% AMI	56	47	3	5	1	37	-	8	112
Total	2,142	1,852	580	1,138	355	1,554	385	618	6,067

Source: ACS 2018 5-Year Estimates; Camoin 310

HOUSING DEMAND – RESIDENT WORKERS

- Federal AMI figures can be misleading and inflated if income is being generated outside of the county in question. This is particularly true for counties closer to NoVA, whose residents often commute out of the county for higher wages.
- To examine affordability as it pertains to jobs within each county, we examine average earning per job within the county. The top 15 occupations for each county (and wages) are included in the appendix.
- However, individual earnings are not household income. To understand household incomes, we look at the average workers per household by county shown below.

Workers per Household						
	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	RRRC Region
No workers	22.7%	20.7%	28.8%	29.5%	28.0%	24.1%
1 worker	37.5%	37.5%	36.7%	36.5%	41.5%	37.4%
2 workers	31.3%	32.4%	28.2%	30.3%	26.0%	30.7%
3 or more workers	8.5%	9.4%	6.3%	3.7%	4.6%	7.8%
Average workers per household	1.26	1.30	1.12	1.08	1.07	1.22

Source: ACS 2018 5-Year Estimates

- Given the workers per household, we multiply that by the average earning per job, which reflects earnings earned within each county.

Household Income Profile by County						
	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	RRRC Region
(A) 2020 Average Earnings Per Job	\$ 52,408	\$ 59,133	\$ 43,508	\$ 46,001	\$ 44,836	\$ 53,206
(B) Workers per HH	1.26	1.30	1.12	1.08	1.07	1.22
Household Income Based on (A) and (B)	\$ 66,034	\$ 76,873	\$ 48,729	\$ 49,681	\$ 47,975	\$ 64,911

Source: Emsi, ACS 2018 5-Year Estimates

HOUSING DEMAND – RESIDENT WORKERS

- Given these incomes earned within the county, we test home affordability against the most recent home sales data, from Q2 of 2020.
- In all counties there is an income deficit to afford a median priced home. This means that to not be cost burdened, households would need to earn \$11,000 to \$22,000 more depending on where you are in the region.
- To afford a median priced home, resident workers would need to earn a low of \$61,640 in Orange County and a high of \$87,520 in Fauquier County.

Mortgage Income Deficit: Median Home Price vs. Household Income

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County	RRRC Region
Median Price of Home*	\$349,000	\$440,000	\$300,000	\$272,000	\$310,000	\$368,000
Down Payment of 10%	\$34,900	\$44,000	\$30,000	\$27,200	\$31,000	\$36,800
Loan Amount	\$314,100	\$396,000	\$270,000	\$244,800	\$279,000	\$331,200
Average Mtg Payment, 30 Years at 3.5% with Additional Costs**	\$1,943	\$2,188	\$1,687	\$1,541	\$1,740	\$2,042
Household Income Threshold	\$77,720	\$87,520	\$67,480	\$61,640	\$69,600	\$81,680
Resident Household Income	\$66,034	\$76,873	\$48,729	\$49,681	\$47,975	\$64,911
Income Deficit	-\$11,686	-\$10,647	-\$18,751	-\$11,959	-\$21,625	-\$16,769

* Median home sales in the region for Q2 2020.

**Average Mortgage Payment includes private mortgage insurance, taxes, and insurance, for comparable priced houses within each region.

Source: Emsi, Zillow, Greater Piedmont Realtors, Gale Harvey Real Estate, Camoin 310

HOUSING DEMAND – APPENDIX, AFFORDABILITY BY COUNTY

Housing Income Brackets by County

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County
Under 50% AMI	<\$43,000	<\$63,000	<\$31,000	<\$41,000	<\$44,000
50-80% AMI	\$43,000-\$68,000	\$63,000-\$101,000	\$31,000-\$49,000	\$41,000-\$65,000	\$44,000-\$71,000
80-120% AMI	\$68,000-\$102,000	\$101,000-\$151,000	\$49,000-\$74,000	\$65,000-\$98,000	\$71,000-\$106,000
120-200% AMI	\$102,000-\$170,000	\$151,000-\$252,000	\$74,000-\$123,000	\$98,000-\$163,000	\$106,000-\$177,000

Source: HUD 2020 Median Family Income, Camoin 310

Maximum Housing Payment by Income Brackets

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County
Under 50% AMI	<\$1,065	<\$1,575	<\$770	<\$1,020	<\$1,110
50-80% AMI	\$1,065-\$1,705	\$1,575-\$2,520	\$770-\$1,235	\$1,020-\$1,630	\$1,110-\$1,775
80-120% AMI	\$1,705-\$2,560	\$2,250-\$3,780	\$1,235-\$1,850	\$1,630-\$2,450	\$1,775-\$2,660
120-200% AMI	\$2,560-\$4,260	\$3,780-\$6,300	\$1,850-\$3,085	\$2,450-\$4,080	\$2,660-\$4,435

Source: Camoin 310

Maximum Home Value Affordability by Income Brackets

	Culpeper County	Fauquier County	Madison County	Orange County	Rappahannock County
Under 50% AMI	<\$153,600	<\$225,000	<\$110,700	<\$146,400	<\$157,100
50-80% AMI	\$153,600-\$242,900	\$225,000-\$360,700	\$110,700-\$175,000	\$146,400-\$232,100	\$157,100-\$253,600
80-120% AMI	\$242,900-\$364,300	\$360,700-\$539,300	\$175,000-\$264,300	\$232,100-\$350,000	\$253,600-\$378,600
120-200% AMI	\$364,300-\$607,100	\$539,300-\$900,000	\$264,300-\$439,300	\$350,000-\$582,000	\$378,600-\$632,100

Source: Camoin 310

HOUSING DEMAND – APPENDIX, TOP OCCUPATIONS BY COUNTY

Top 15 Occupations, Culpeper County			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
41-2011	Cashiers	\$23,062	658
41-2031	Retail Salespersons	\$24,956	517
35-3023	Fast Food and Counter Workers	\$21,360	430
31-1128	Home Health and Personal Care Aides	\$23,179	341
31-1131	Nursing Assistants	\$27,023	317
29-1141	Registered Nurses	\$70,848	314
43-9061	Office Clerks, General	\$33,772	311
53-7065	Stockers and Order Fillers	\$28,324	292
11-1021	General and Operations Managers	\$128,786	270
37-3011	Landscaping and Groundskeeping Workers	\$28,254	264
35-3031	Waiters and Waitresses	\$19,445	251
25-2021	Elementary School Teachers, Except Special Education	\$72,088	236
43-4051	Customer Service Representatives	\$33,701	235
53-3032	Heavy and Tractor-Trailer Truck Drivers	\$39,865	226
47-2061	Construction Laborers	\$30,453	224

Source: Emsi

Top 15 Occupations, Fauquier County			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
41-2011	Cashiers	\$23,062	931
35-3023	Fast Food and Counter Workers	\$21,350	722
41-2031	Retail Salespersons	\$24,997	586
43-9061	Office Clerks, General	\$33,672	473
47-2061	Construction Laborers	\$30,649	419
25-2021	Elementary School Teachers, Except Special Education	\$71,617	413
11-1021	General and Operations Managers	\$128,382	394
29-1141	Registered Nurses	\$70,833	393
35-3031	Waiters and Waitresses	\$19,445	367
37-3011	Landscaping and Groundskeeping Workers	\$29,403	345
31-1128	Home Health and Personal Care Aides	\$26,317	337
37-2012	Maids and Housekeeping Cleaners	\$22,292	326
39-9011	Childcare Workers	\$24,253	321
53-7065	Stockers and Order Fillers	\$28,330	307
25-9045	Teaching Assistants, Except Postsecondary	\$26,834	307

Source: Emsi

HOUSING DEMAND – APPENDIX, TOP OCCUPATIONS BY COUNTY

Top 15 Occupations, Madison County			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
41-2031	Retail Salespersons	\$28,530	109
41-2011	Cashiers	\$25,353	105
25-2021	Elementary School Teachers, Except Special Education	\$50,701	97
37-3011	Landscaping and Groundskeeping Workers	\$30,193	91
35-3023	Fast Food and Counter Workers	\$19,341	82
25-2031	Secondary School Teachers, Except Special and Career/Technical Education	\$50,568	80
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	\$29,167	76
43-9061	Office Clerks, General	\$34,912	75
31-1131	Nursing Assistants	\$22,582	70
25-9045	Teaching Assistants, Except Postsecondary	\$20,349	68
11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$38,198	59
47-2061	Construction Laborers	\$29,787	59
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$24,553	59
41-1011	First-Line Supervisors of Retail Sales Workers	\$42,398	58
35-3031	Waiters and Waitresses	\$18,094	57

Source: Emsi

Top 15 Occupations, Orange County			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
35-3023	Fast Food and Counter Workers	\$20,335	435
11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$33,732	410
37-3011	Landscaping and Groundskeeping Workers	\$29,848	313
41-2011	Cashiers	\$24,023	308
43-9061	Office Clerks, General	\$31,786	274
41-2031	Retail Salespersons	\$27,268	255
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	\$28,733	246
49-9071	Maintenance and Repair Workers, General	\$33,325	187
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$24,965	186
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	\$31,878	185
53-3032	Heavy and Tractor-Trailer Truck Drivers	\$43,177	185
35-3031	Waiters and Waitresses	\$19,276	182
53-7065	Stockers and Order Fillers	\$37,620	176
43-3031	Bookkeeping, Accounting, and Auditing Clerks	\$33,653	175
31-1128	Home Health and Personal Care Aides	\$19,814	169

Source: Emsi

HOUSING DEMAND – APPENDIX, TOP OCCUPATIONS BY COUNTY

Top 15 Occupations, Rappahannock County			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
35-3031	Waiters and Waitresses	\$23,999	86
37-3011	Landscaping and Groundskeeping Workers	\$28,246	72
41-2011	Cashiers	\$28,438	59
11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$32,580	47
35-2014	Cooks, Restaurant	\$29,548	46
39-9011	Childcare Workers	\$22,976	41
25-2021	Elementary School Teachers, Except Special Education	\$71,723	39
37-2012	Maids and Housekeeping Cleaners	\$22,336	37
35-3023	Fast Food and Counter Workers	\$26,324	37
47-2031	Carpenters	\$38,124	35
47-2061	Construction Laborers	\$29,570	35
41-2031	Retail Salespersons	\$24,202	31
25-9045	Teaching Assistants, Except Postsecondary	\$26,837	31
43-9061	Office Clerks, General	\$33,653	28
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	\$33,701	28

Source: Emsi

Top 15 Occupations, RRRG Region			
SOC Code	Occupation	Median Annual Earnings	2019 Jobs
41-2011	Cashiers	\$23,431	2,061
35-3023	Fast Food and Counter Workers	\$20,937	1,706
41-2031	Retail Salespersons	\$25,503	1,499
43-9061	Office Clerks, General	\$33,292	1,162
37-3011	Landscaping and Groundskeeping Workers	\$29,301	1,085
11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$35,332	942
35-3031	Waiters and Waitresses	\$19,656	941
25-2021	Elementary School Teachers, Except Special Education	\$64,737	920
31-1128	Home Health and Personal Care Aides	\$23,360	916
11-1021	General and Operations Managers	\$113,249	879
47-2061	Construction Laborers	\$30,369	855
53-7065	Stockers and Order Fillers	\$29,492	845
29-1141	Registered Nurses	\$69,586	761
53-3032	Heavy and Tractor-Trailer Truck Drivers	\$40,774	755
37-2012	Maids and Housekeeping Cleaners	\$22,512	738

Source: Emsi