

Affordable to Whom?

Target Market and Price Points

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What households are IZ laws now targeting?

(n = 143)

81-120% AMI	82
80% AMI or less	103
70% AMI or less	3
65% AMI or less	4
60% AMI or less	4
50% AMI or less	58
30% AMI or less	4

WORKFORCE HOUSING

for *All* the Workforce

(Fort Worth TX 2007 AMI = \$65,500*)

\$58,951-\$65,500 (91%-100% AMI)

**occupational therapists,
systems analysts, dental hygienists,
aerospace technicians, insurance
agents, construction managers**

\$52,401-\$58,950 (81%-90% AMI)

**registered nurses, loan officers,
accountants & auditors, counselors**

\$45,851-\$52,401 (71%-80% AMI)

**purchasing agents, aircraft mechanics,
building inspectors, voc ed teachers,
police officers & sheriff's deputies,
high school teachers, librarians,
medical & radiological techs**

\$39,301-\$45,850 (61%-70% AMI)

**draftsmen, middle school teachers,
postal workers, firefighters,
elementary school teachers,
paralegals, printers, electrical linemen,
graphic designers, plumbers**

\$32,751 - \$39,300 (51%-60% AMI)

**electricians, LPNs, brickmasons,
legal secretaries, exec sec'y/AAs,
HVAC mechanics, telephone linemen,
heavy truck drivers, social workers,
auto mechanics, dental assistants,
corrections officers**

\$26,201-\$32,750 (41%-50% AMI)

**machinists, 911 dispatchers,
paramedics, operating engineers,
drywall installers, bookkeeping clerks
roofers, carpenters, painters,
pharmacy techs, ironworkers,
butchers, light truck drivers,**

\$20,651-\$26,200 (31.5%-40% AMI)

**security guards, secretaries,
claims processors, bus drivers,
order clerks, sales clerks, hairdressers,
medical assistants, tellers,
receptionists, school bus drivers,
gardeners, laborers, nursing aides,
preschool teachers**

< \$20,650 (federal poverty level)

**telemarketers, cafeteria cooks,
sewing machine operators, janitors,
restaurant cooks, taxi drivers,
parking lot attendants, desk clerks,
home health aides, laundry workers,
bartenders, child care workers,
dishwashers, waiters/waitresses,
hosts/hostesses, fast food cooks**

Price points are governed by land economics

three types of projects:

- **major public subsidy**
 - **major rezoning**
- **already residentially
zoned land**

major public subsidy

- **free or cut-rate land**
- **tax abatement**
- **cash subsidies**
- **public infrastructure**

**pct set-aside &
income targets
at whatever levels still yield
profitable project**

major upzoning

- **agricultural to residential;**
- **under-utilized
commercial/ industrial to
mixed-use/residential; or**
- **low-density residential to
higher-density residential**

**pct set-aside & income
targets may vary depending
on degree of increased
residential capacity –
must still be profitable**

already residentially-zoned land

- **MUST “hold harmless” builder’s profitability**
 - **by density bonuses greater than pct set-aside, and/or**
 - **various other cost- offsets**

pct set-aside & income targets constrained by development economics

**Builders can only go
just so low – public
subsidy must do rest**

**Montgomery County, MD/
Fairfax County, VA**

**Have PHA buy or rent
one-third of IZ units**

- **can re-rent as low on
AMI scale as want; and**
- **permanent affordability**

**ANYONE
GOOD ENOUGH
TO WORK HERE
IS
GOOD ENOUGH
TO LIVE HERE**