

A Study of the  
Current Housing  
Needs for the  
Brookings-Harbor  
Community

# BROOKINGS HOUSING NEEDS ASSESSMENT

South Coast Development Council, Inc.  
October 2017



## **Executive Summary**

- **The South Coast Development Council, Inc. (SCDC) is a non-profit economic development organization who works for the economic growth, development, and prosperity of Oregon's South Coast region.**
  
- **This housing analysis was commissioned by the City of Brookings in order to assess the overall current housing needs of the city, especially as they relate to developing new residential housing units in the area.**
  
- **This report contains the projected housing needs for Brookings-Harbor over the next 8 years in the various housing ranges, with a focus on workforce housing.**
  
- **The information contained in this report is intended to be used by the City of Brookings for the purpose of facilitating future housing development and economic growth.**
  
- **Key Findings:**
  - i. **The study area can absorb up to 80 new owner-occupied home sales annually, including up to 64 homes in the \$140,000 – \$300,000 sales price range.**
  - ii. **There is strong potential for the study area to absorb significant new housing in the \$200,000 – \$400,000 range. Realtors interviewed for this report consistently and unanimously indicated a high level of demand for new homes in the \$225,000 – \$325,000 range.**
  - iii. **The study area can support an additional 113 market-rate rental units targeted to moderate- and high-income households.**
  - iv. **Future demand for age-restricted market-rate rentals targeted to older adults is 112 additional units.**
  - v. **There is a need for 452 additional subsidized rental units within the study area.**

## Table of Contents

<b><u>Section I</u></b>	
A. <u>Introduction</u>	5
B. <u>Establishment of the Primary Market Area</u>	7
C. <u>Research Methodology</u>	9
D. <u>Analysis of Prior Housing Studies</u>	9
<b><u>Section II</u></b>	
E. <u>Analysis of Demographic Data</u>	10
i. <u>Population Characteristics</u>	10
ii. <u>Household Demographics and Housing Units</u>	12
iii. <u>Socioeconomic Considerations</u>	14
iv. <u>Economic Conditions</u>	16
v. <u>Migration Evaluation</u>	23
<b><u>Section III</u></b>	
F. <u>Evaluation of Existing Housing Supply</u>	25
i. <u>Overview of the Study Area For-Sale and For-Rent Housing</u>	25
ii. <u>Conventional Apartments</u>	27
iii. <u>Single-Family Homes and For-Sale Alternatives</u>	28
iv. <u>Vacant Land Available for Residential Development</u>	33
v. <u>Vacation Rental Market Share</u>	34
vi. <u>Residential Development Since 2006</u>	35
<b><u>Section IV</u></b>	
G. <u>Site Specific Analysis</u>	40
i. <u>Site Description</u>	40
ii. <u>Zoning Regulations and Permitted Land Uses</u>	40
iii. <u>Site Constraints</u>	41
iv. <u>Current Infrastructure and Improvements Needed</u>	41
H. <u>Competitive Market/Housing Demand Analysis – 2017</u>	41
i. <u>Determination of Income Eligibility</u>	42
ii. <u>Demand Evaluation</u>	42
iii. <u>Workforce/Affordable Housing</u>	44
iv. <u>Market-Rate Rental Housing</u>	44
v. <u>Subsidized Rental Housing Market Demand</u>	45
vi. <u>For-Sale Housing</u>	45
<b><u>Section V</u></b>	
I. <u>Conclusions and Recommendations</u>	48

## List of Data Tables and Graphs

<b><u>Section I</u></b>		
A-1.	<u>Summary of Proposed Development Options</u>	6
<b><u>Section II</u></b>		
E-1.	<u>Population and Household Trends, 97415 and Curry County</u>	10
E-2.	<u>Curry County, Population by Age Group (Table)</u>	10
E-3.	<u>Curry County, Population by Age Group (Graph)</u>	11
E-4.	<u>97415 Population by Age Group</u>	11
E-5.	<u>Curry County Population Growth, Age 55 and Older</u>	12
E-6.	<u>Housing Units and Households by Tenure, 97415</u>	12
E-7.	<u>Household Tenure, 97415</u>	13
E-8.	<u>97415 Tenure by Household Size, Owner Occupied</u>	13
E-9.	<u>97415 Tenure by Household Size, Renter Occupied</u>	13
E-10.	<u>Distribution of Households by Income, 97415</u>	14
E-11.	<u>Median Income Levels, 97415</u>	14
E-12.	<u>Percentage of Households at Specified Income Levels</u>	15
E-13.	<u>Total Employees by Industry, Brookings</u>	17
E-14.	<u>Workforce Participation and Unemployment Rates</u>	19
E-15.	<u>Educational Attainment of Workforce</u>	19
E-16.	<u>Unemployment – Oregon, Curry County, and Brookings</u>	20
E-17.	<u>Unemployment Statistics – Oregon, Curry County, and Brookings</u>	20
E-18.	<u>Means of Transportation</u>	21
E-19.	<u>Place of Work</u>	21
E-20.	<u>Travel Time to Work</u>	21
E-21.	<u>Curry County Vital Statistics – Birth, Death, and Net Migration Rates 1980-2050</u>	23
<b><u>Section III</u></b>		
F-1.	<u>Distribution of Housing Stock, 97415</u>	25
F-2.	<u>Housing Units by Year of Construction, 97415 and Curry County</u>	25
F-3.	<u>Household Size by Tenure, 97415</u>	26
F-4.	<u>Estimated Rental Housing Costs, 97415</u>	27
F-5.	<u>Summary of Conventional Housing Units Surveyed, 97415</u>	27
F-6.	<u>Housing Units by Housing Type, Curry County</u>	28
F-7.	<u>Housing Units by Housing Type, 97415</u>	28
F-8.	<u>Owner-Occupied Housing Units by Value, 97415 (2010 Census)</u>	29
F-9.	<u>Owner-Occupied Housing Units by Value, 97415 (2017 Estimates)</u>	29
F-10.	<u>Summary of RMLS Current Listings, Within the Brookings City Limits</u>	30
F-11.	<u>Summary of RMLS Current Listings, Remainder of the 97415-Zip Code</u>	30
F-12.	<u>Number of Homes Sold and Median Sales Price, 97415</u>	31
F-13.	<u>Summary of RMLS Total and Sold Listings, 97415</u>	31

F-14.	<u>Cost Burden for Renter-Occupied Housing by Income Range, 97415</u>	32
F-15.	<u>Cost Burden for Owner-Occupied Housing by Income Range, 97415</u>	32
F-16.	<u>Summary of Vacation Rental Market Share</u>	34
F-17.	<u>Vacation Rentals, Property Details and Anticipated Owner Revenue, 97415</u>	34
F-18.	<u>Brookings Area New Home Construction Listed on RMLS</u>	35
F-19.	<u>Residential Building Permits, City of Brookings</u>	39

**Section IV**

H-1.	<u>Income Levels Required for Affordability</u>	43
H-2.	<u>Estimate of Market-Rate Housing Units Needed</u>	44
H-3.	<u>Estimate of Subsidized Rental Housing Units Needed</u>	45
H-4.	<u>Summary of Demand Evaluation for New For-Sale Housing</u>	46

**List of Maps**

**Section I**

1-B.	<u>97415-Zip Code Outline and City of Brookings City Limits</u>	7
2-B.	<u>City of Brookings Urban Growth Boundary</u>	8
3-B.	<u>Rio Tinto / US Borax Site</u>	8

**Section II**

1-E.	<u>Primary Employers, Within 97415</u>	18
2-E.	<u>Primary Employers, Outside of 97415</u>	18
3-E.	<u>Inflow / Outflow of Jobs, 97415</u>	22
4-E.	<u>Total Net Migration Flows, Curry County</u>	24

**Section III**

1-F.	<u>Vacant Land Zoned for Residential (Google Interactive)</u>	33
2-F.	<u>Residential Development Since 2006 (Google Interactive)</u>	35
3-F.	<u>Residential Development Since 2006, Detailed (Google Interactive)</u>	36
4-F.	<u>New Residential Developments, Relative to Rio Tinto / US Borax Site</u>	37
5-F.	<u>New Residential Development, 4th and Alderwood</u>	37
6-F.	<u>New Residential Development, Crown Terrace</u>	38

## Section I

### **A. Introduction**

This housing analysis was commissioned by the City of Brookings in order to assess the overall current housing needs of the city, especially as they relate to developing new residential housing units in the future.

Accordingly, this analysis measures current shortages, future employment growth, and population trends, in order to anticipate the amount, type, and features of that housing most in need, both now in 2017 and in the future to the year 2025. The focus of this report is the 97415-zip code, which is divided between the Brookings city limits, and the unincorporated portions of Curry County, including the community of Harbor (Please see Map 1-B on page 7).

This analysis does not address the causes of current housing deficiencies/shortages or what strategies and/or policies the City of Brookings or Curry County might employ to create a healthier, more socially responsive housing market. So, homelessness, housing quality, housing mobility (or lack thereof), land supplies, and sub-standard housing are not addressed in this report, except in passing.

Instead, here the focus is on providing a data base to estimate the current and future demand for new housing development in the 97415-zip code area. Potential developers need to know the estimated demand for various types of housing they might construct. The market area of this study is small, so preferred locations for new development are not considered relevant. A notable exception to this is view housing, especially ocean view, for which there is considerable demand and substantial cost premiums. However, the type or nature of development demand is crucial.

This study attempts to anticipate the current and future demand for various types of Single Family Dwellings (SFD's), Multi-Family Dwellings (more than 3 DU's), and government-subsidized housing, as well as more general market forces tending towards duplexes and condos. This study also considers the historic levels of housing demand and how those affect today's market.

For this review, SCDC is providing:

- Identification of the study area where we have analyzed the support potential for new residential for-rent and for-sale development(s).
- A demographic analysis of current and projected population and household trends, as well as household income data.
- An in-person and windshield survey and analysis of the overall rental market conditions within the study area.
- Analysis of planned and proposed rental and for-sale projects within the study area.
- Review of owner-occupied multi-family housing in the area.
- Analysis of rental and owner-occupied dwelling units within the market to evaluate occupancy rates, property values, and rental rates, as well as current and projected demand for dwelling unit sizes, bedrooms and bathrooms.
- The results of interviews with three experienced realtors and two property management companies, all of whom primarily serve the 97415-zip code.
- Determination of achievable market rents.
- Projected absorption rates for various development scenarios in the subject area.

In evaluating demand, conceptual unit designs have been considered for development analysis purposes. These units will be utilized to assess meeting new housing construction needs. The rental units being considered for potential development within the Brookings market include multi-unit apartment buildings, either one- or two-story, low income/subsidized rental housing, and duplexes.

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The new development conceptual units proposed for-sale will include only single-family homes and condominiums. Conceptual “New Construction” Housing Models were established for the following types of housing products:

- Multi-Family Rental Units
- Two-Family Rental Units (Duplexes)
- Fee Simple Condominiums For-Sale Units
- Single Family Home For-Sale Units

These examples were created in order to provide specific information relative to the projected market prices associated with new construction housing, in the proposed project area. The information derived from this effort allows us to realistically project the price points of new housing for both rental and for-sale housing in the project area, and the likely absorption rates during the period of 2018-2025.

Our analysis does not attempt to identify the likely final construction costs for the project area, as these costs may vary widely due to the unknown inherent land values of the project area, as well as the uncertain costs associated with extending road, water, sewer, and other infrastructure to and through the undeveloped (or underdeveloped) areas of the 97415-zip code.

Following is the specific information applicable to the conceptual new construction housing examples used in connection with this study.

Assumed new construction of rental units would include: a one-bedroom with approx. 750 square feet, a two-bedroom unit with approx. 900 square feet, and a three-bedroom unit with approx. 1,100 square feet. A two-bedroom/2.5-bathroom condominium unit will include 1,000 square feet. The three-bedroom/two-bathroom single-family home will feature 1,600 square feet of living space with an attached two-car garage. The two-family rental duplexes will include one unit of one-bedroom/1.5-bathroom of approx. 750 square feet, and a two-bedroom/two-bathroom unit of approx. 1,000 square feet with a two-car garage in between. A three-family rental triplex will include a one-bedroom/1.5-bathroom unit with 750 square feet, a two-bedroom/two-bathroom 1,000 square foot unit, and a three-bedroom/two-bathroom 1,100 square foot unit, with a double car garage on one side and a one-car garage on the other side.

Table A-1. Following is a summary of the proposed new construction development “conceptual home” options considered later in this report:

Unit Size	Unit Style	Square Feet	Housing Type	Building Style
1-bed, 1-bath	Rental Apartment	750	Rental	4 – 20 Units
2-bed, 1-bath	Rental Apartment	900	Rental	4 – 20 Units
3-bed, 2-bath	Rental Apartment	1,100	Rental	4 – 20 Units
2-bed, 2.5-bath	Condominium (Sale)	1,000	For-Sale	4-Unit Two-Story
3-bed, 2-bath	House (Sale)	1,600	Fee-Simple/For-Sale	Single-Family
1-bed, 1.5-bath	Rental Duplex	750	Rental	Duplex
2-bed, 2-bath	Rental Duplex	1,000	Rental	Duplex
1-bed, 1.5-bath	Rental Triplex	750	Rental	Triplex
2-bed, 2-bath	Rental Triplex	1,000	Rental	Triplex
3-bed, 2-bath	Rental Triplex	1,100	Rental	Triplex
Various	Subsidized Rental	500 – 1,100	Rental	20 – 100 Units

Source: SCDC

We will conclude our analysis by providing present-day demand estimates for potential development alternatives in the study area.

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### B. Establishment of the Primary Market Area

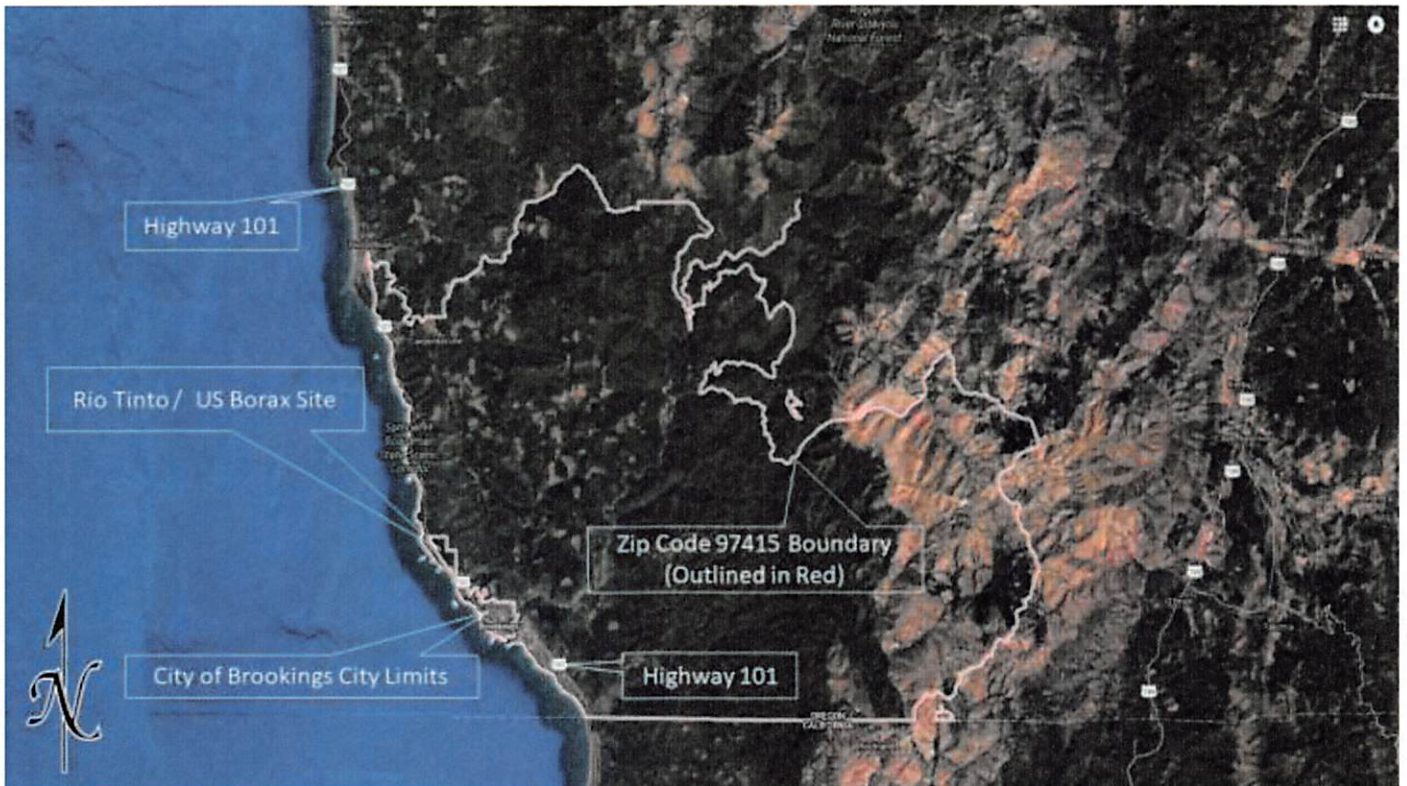
The Primary Market Area is defined as the smallest geographic area expected to generate most of the support for a possible future housing development. The determined market area for this study includes the City of Brookings, as well as the urban growth boundary, the unincorporated community of Harbor, and the surrounding areas within a reasonable commuting distance. For the purpose of this study, the extended primary market area incorporates the broad range of the 97415-zip code, which covers roughly 400 square miles. It should be noted however, as reported by area realtors and property managers, that many buyers and renters coming into the area actually work in California, (Please see Map 3-E on page 22).

Within the 97415-zip code, there are two distinct geographic areas divided by the Chetco River. To the south of the Brookings city limits is the unincorporated area known as Harbor, or Brookings-Harbor. To the north and east of the city limits lies the majority of the 97415-zip code area. While the majority of the population of Curry County resides within the Brookings-Harbor area and within the urban growth boundary, the land area of the 97415-zip code is quite large.

We have evaluated the study area consisting of the 97415-zip code from which support for the new residential development in this area is expected to originate. However, housing demand in this zip code is impacted to a growing degree, by employment opportunities and growth in the 95567-zip code of Northern California, including Pelican Bay, Smith River, and even to some degree, Crescent City.

Maps of the study area and project area, are as follows.

Map 1-B. 97415-Zip Code Outline and City of Brookings City Limits:



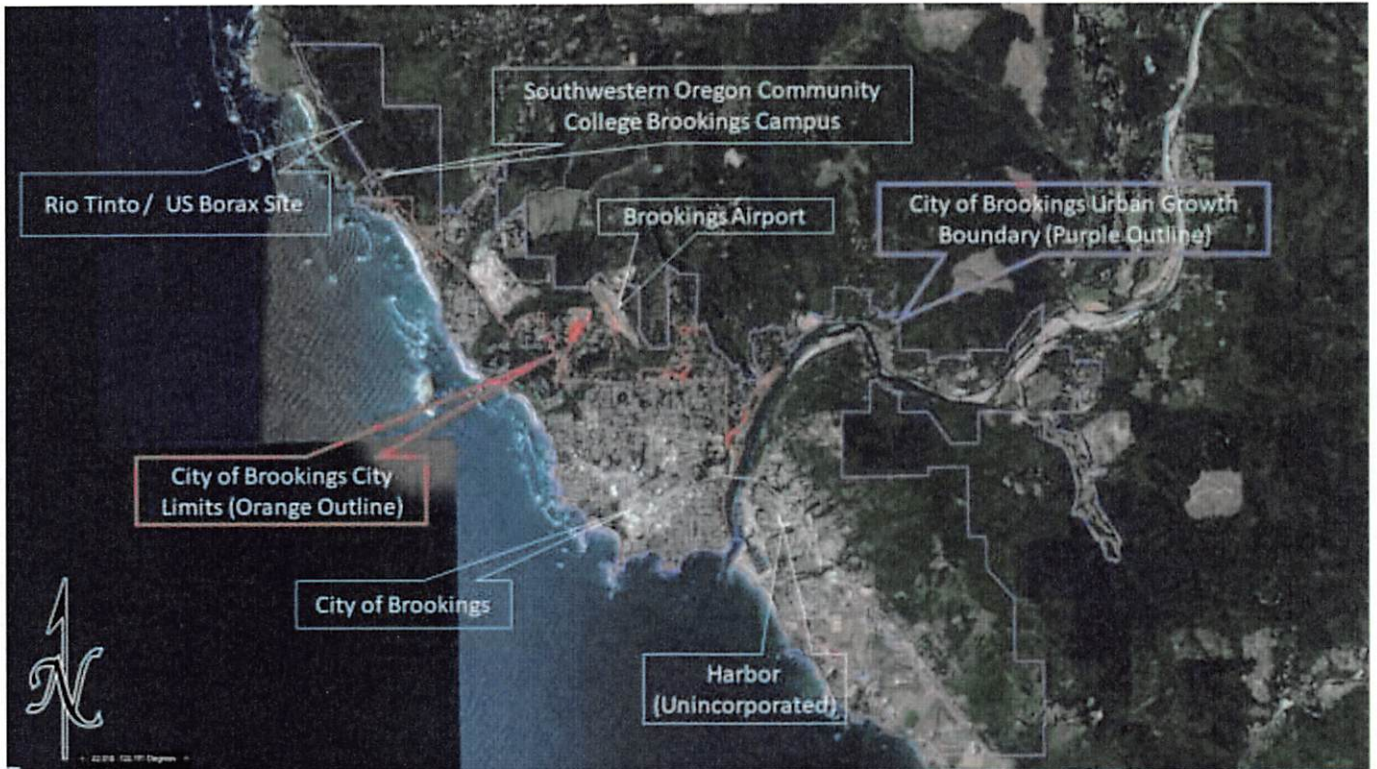
Source: Google Maps, SCDC



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Map 2-B. City of Brookings Urban Growth Boundary:



Source: Curry County GIS, SCDC

Map 3-B. Rio Tinto/US Borax Site:



Source: Curry County GIS, SCDC

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### **C. Research Methodology**

Interviews were conducted with local area city and county officials, realtors, property managers, property owners, and community stakeholders who are familiar with the area's market and growth patterns. Interviews were conducted over the telephone, through email, and in person. Data was collected through Internet research from reliable sites and agencies including the U.S. Census Bureau, Curry County, State of Oregon, Claritas, Datafinder, and Ribbon Demographics.

### **D. Analysis of Prior Housing Studies**

SCDC contacted counties, cities, and municipalities within southern Oregon and northern California to establish the existence of any other similar study or assessment, dated after the year 2000. These studies were analyzed, as part of this assessment. A copy of any such study obtained may be provided to the City of Brookings upon request.

## Section II

### E. Analysis of Demographic Data

#### i. Population Characteristics

Table E-1. Population and household trends for the 97415-zip code area and Curry County, are as follows:

	Curry Co. Population	Curry Co. Households	97415 Population	97415 Households
1990 Census	19,327	--	11,686	--
2000 Census	21,137	9,543	13,290	5,945
% Change 1990-2000	9.4%	--	13.7%	--
2010 Census	22,364	10,417	14,051	6,310
% Change 2000-2010	5.8%	9.2%	5.7%	6.1%
2017 Estimated	22,321	10,528	14,285	6,868
2025 Projected	23,854	11,359	15,982	7,796
% Change 2017-2025	6.9%	7.9%	11.9%	13.5%

Source: US Census Bureau; American FactFinder 2015 American Community Survey

As illustrated in the preceding table, Curry County has experienced slow increases in population between 1990-2010. However, Curry County has seen a noticeable shift in population growth as the 97415-zip code has been much more robust than the county as a whole. In 1960, the Brookings area only accounted for about 40% of the total county population, compared to about 63% in the 2010 Census. It is estimated this trend will continue to rise to approximately 67% by 2025. Concurrent with this trend is a slow, but long-term decline in the number of persons per household in the zip code. Population and housing projections assume this trend will be slow, but nevertheless continue.

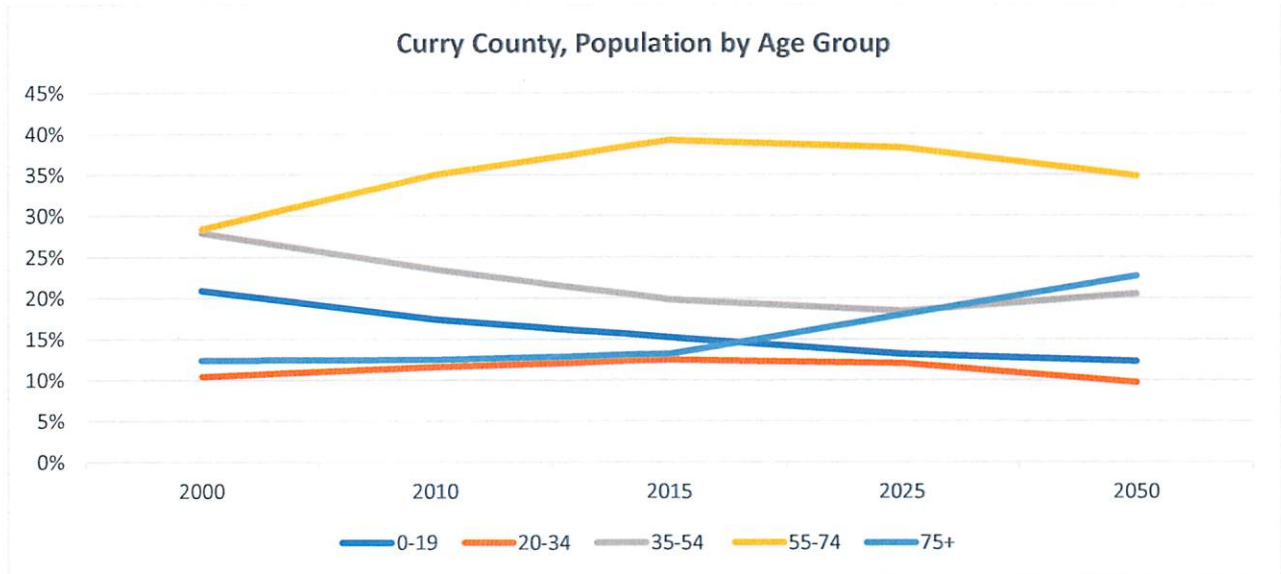
Between 2010 and 2017, the study area population increased by an estimated 234, or 5.7%. During the same period, the number of households increased by an estimated 558, or 8.8%. Projections through 2025 indicate that there will be approximately 15,982 people living in 7,796 households within the study area. This represents a population increase of 1,697 or 11.9%, and a household increase of 928 or 13.5%, from 2017 to 2025. The positive population and household growth trends indicate the need for additional housing in the study area. It should be noted that the number of persons per household will shrink from an estimated 2.08 in 2017, to 2.05 in 2025. Both of these are well below Oregon (2.51) and national (2.63) persons per household.

Table E-2. Curry County, Population by Age Group (also further illustrated in the following graph):

	2000	%	2010	%	2015	%	2025	%	2050	%
0-19	4,418	20.9%	3,890	17.4%	3,383	15.2%	3,158	13.2%	3,101	12.3%
20-34	2,193	10.4%	2,590	11.6%	2,795	12.5%	2,871	12.0%	2,440	9.7%
35-54	5,892	27.9%	5,259	23.5%	4,437	19.9%	4,381	18.4%	5,170	20.5%
55-74	6,011	28.4%	7,830	35.0%	8,758	39.2%	9,145	38.3%	8,754	34.8%
75+	2,623	12.4%	2,786	12.5%	2,948	13.2%	4,299	18.0%	5,723	22.7%
<b>Total</b>	<b>21,137</b>	<b>100.0%</b>	<b>22,355</b>	<b>100.0%</b>	<b>22,321</b>	<b>100.0%</b>	<b>23,854</b>	<b>99.9%</b>	<b>25,187</b>	<b>100.0%</b>

Source: Office of Economic Analysis, State of Oregon

Graph E-3. Curry County, Population by Age Group, 2000-2050:



Source: Office of Economic Analysis, State of Oregon

Table E-4. 97415-Zip Code, Population by Age Group:

	2000	%	2010	%	2015	%	2025	%	2050	%
<b>0-19</b>	2,767	20.8%	2,653	18.9%	2,145	15.6%	2,206	13.8%	2,310	13.1%
<b>20-34</b>	1,459	11.0%	1,668	11.9%	1,798	13.1%	2,253	14.1%	2,398	13.6%
<b>35-54</b>	3,501	26.3%	3,277	23.3%	2,948	21.4%	3,308	20.7%	3,614	20.5%
<b>55-74</b>	3,753	28.2%	4,643	33.0%	5,070	36.8%	5,993	37.5%	6,806	38.6%
<b>75+</b>	1,810	13.6%	1,810	12.9%	1,812	13.2%	2,222	13.9%	2,503	14.2%
<b>Total</b>	13,290	99.9%	14,051	100.0%	13,773	100.1%	15,982	100.0%	17,631	100.0%

Source: Office of Economic Analysis, State of Oregon

Area households in the older age groups are projected to increase over the next few years. Notably, the household segment aged 0-19 is projected to decline. This can be attributed in part to the low birth rate in Curry County. From 2010-2015, the annual rate was 7 births per 1,000, compared to the Oregon rate for the same period, 12 per 1,000. Between 2015 and 2025, the greatest percentage growth among population age groups is projected to be among those aged 20-34 (25.3%), a prime group for younger professionals in the area, followed by the 22.6% increase in those aged 75 and older. The largest numerical increase is projected for ages 55-74, with an increase of 923 (or 18.2%).

Growth is occurring at a high percentage among populations and households age 55 and older, indicating an increased need for housing to accommodate older adults. We would anticipate a significant share of potential residents within any proposed multi-family development project will be older adults and empty nesters seeking a maintenance-free housing option in retirement, or near-retirement, within the study area. The following table (E-5) represents the population trends of those aged 55 or older.

Table E-5. Curry County Population Growth, Age 55 and Older:

Age	2000	2010	Growth	2015	Growth	2025	Growth	2050	Growth
55-59	1,508	2,062	36.7%	2,028	-1.7%	1,455	-28.3%	2,110	45.1%
60-64	1,498	2,206	47.3%	2,348	6.5%	2,086	-11.2%	2,115	1.4%
65-69	3,005	1,946	18.6%	2,434	25.1%	2,792	14.7%	2,515	-9.9%
70-74		1,617		1,948	20.5%	2,812	44.3%	2,014	-28.4%
75-79	2,067	1,117	-4.6%	1,291	15.5%	2,079	61.1%	1,842	-11.4%
80-84		855		809	-5.4%	1,211	49.8%	1,501	23.9%
85+	556	814	46.4%	848	4.1%	1,009	19.1%	2,380	135.8%
<b>Total</b>	<b>8,634</b>	<b>10,617</b>	<b>18.7%</b>	<b>11,706</b>	<b>10.3%</b>	<b>13,444</b>	<b>14.9%</b>	<b>14,477</b>	<b>7.7%</b>

Source: Office of Economic Analysis, State of Oregon

From 2000 to 2015, the senior population (age 55 and older), has increased by 3,072 (or 35.6%). The older adult population and households are increasing at faster rates than the overall market. This shift to older and smaller households has powerful implications for future housing demand. Smaller rentals, single-family dwellings, and of course, condominiums are likely to have increasing appeal/demand in this area.

While these projections are for Curry County as a whole, it seems likely based on prior US Census data, the 97415-zip code will follow similar, perhaps even slightly exaggerated trends.

ii. Household Demographics and Housing Units

Table E-6. The following table summarizes the distribution of housing units within the 97415-zip code area:

Tenure	2000 Census		2010 Census		2017 Estimated		2025 Projected	
	#	%	#	%	#	%	#	%
<b>Total Housing Units</b>	<b>7,034</b>	<b>100.0%</b>	<b>7,434</b>	<b>100.0%</b>	<b>7,598</b>	<b>100.0%</b>	<b>7,910</b>	<b>100.0%</b>
<b>Total Occupied Housing Units</b>	<b>5,945</b>	<b>84.5%</b>	<b>6,310</b>	<b>84.9%</b>	<b>6,407</b>	<b>84.3%</b>	<b>6,700</b>	<b>84.7%</b>
<b>Owner-Occupied</b>	<b>4,246</b>	<b>71.4%</b>	<b>4,307</b>	<b>68.3%</b>	<b>4,362</b>	<b>68.1%</b>	<b>4,610</b>	<b>68.8%</b>
<b>Renter Occupied</b>	<b>1,699</b>	<b>28.6%</b>	<b>2,003</b>	<b>31.7%</b>	<b>2,045</b>	<b>31.9%</b>	<b>2,090</b>	<b>31.2%</b>
<b>Total Vacant Housing Units</b>	<b>1,089</b>	<b>15.5%</b>	<b>1,124</b>	<b>15.1%</b>	<b>1,191</b>	<b>15.7%</b>	<b>1,210</b>	<b>15.3%</b>

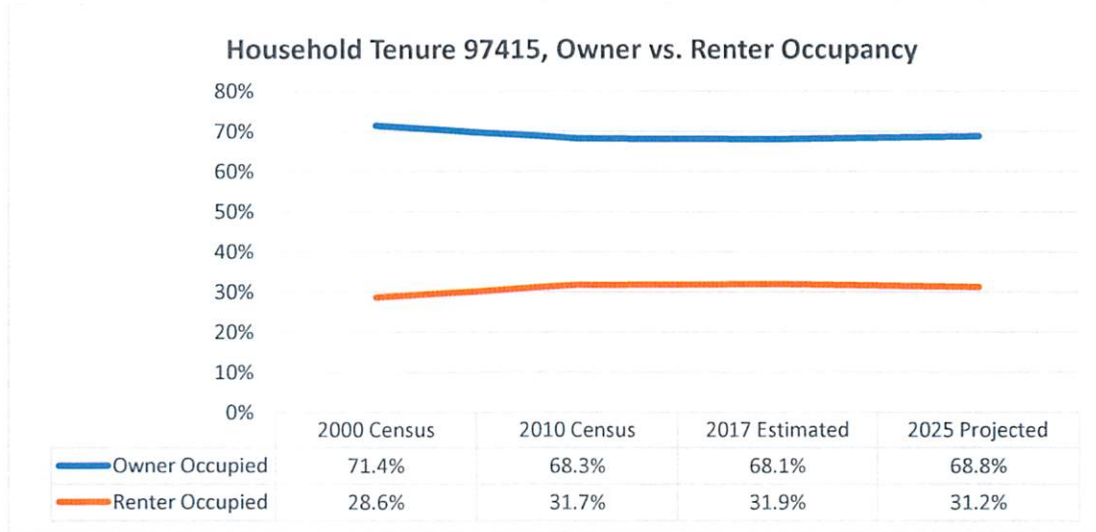
Source: US Census Bureau; Ribbon Demographics

Of the total number of vacant housing units, just over half are being offered for sale or for rent, or are in a transitional status. According the 2010 Census, nearly 49.8% of vacant units are for seasonal or recreational use, or as a second home. The market share occupied by vacation and short-term rentals is discussed further in Section III.F.v on page 34.

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Graph E-7. The following graph details the Household Tenure for 97415, Owner vs. Renter Occupancy:



Source: US Census Bureau; Ribbon Demographics

In 2017, renter households represented 31.9% of all occupied housing units, while the remaining 68.1% were occupied by homeowner households. The share of renter households is moderate, though it has increased from 2000, where 28.6% of all occupied housing units were renter occupied. The number of both homeowner and renter households is projected to increase by 2025, reflecting a growing housing market, though tenure percentages will remain stable.

The household sizes by tenure within the 97415-zip code area, based on census data from 2000 and 2010, and estimates for 2017 and 2025, as distributed in the following tables.

Table E-8. 97415 Tenure by Household Size, Owner-Occupied for all Age Groups:

Owner Occupied Tenure	2000 Census		2010 Census		2017 Estimate		2025 Projected	
<b>Total Housing Units</b>	4,246		4,307		4,362		4,610	
<b>Average Household Size</b>	2.16		2.11		2.07		1.99	
<b>1-person household</b>	1,113	26.2%	1,224	28.4%	1,256	28.8%	1,392	30.2%
<b>2-person household</b>	2,202	51.9%	2,186	50.8%	2,338	53.6%	2,448	53.1%
<b>3-person household</b>	385	9.1%	411	9.5%	458	10.5%	521	11.3%
<b>4-or-more-person household</b>	546	12.8%	486	11.3%	310	7.1%	249	5.4%

Source: US Census Bureau; Ribbon Demographics

Table E-9. 97415 Tenure by Household Size, Renter-Occupied for all Age Groups:

Renter Occupied Tenure	2000 Census		2010 Census		2017 Estimate		2025 Projected	
<b>Total Housing Units</b>	1,699		2,003		2,045		2,090	
<b>Average Household Size</b>	2.31		2.36		2.01		2.03	
<b>1-person household</b>	600	35.3%	712	35.5%	863	42.2%	922	44.1%
<b>2-person household</b>	513	30.2%	599	29.9%	687	33.6%	757	36.2%
<b>3-person household</b>	258	15.2%	272	13.6%	333	16.3%	274	13.1%
<b>4-or-more-person household</b>	328	19.3%	420	20.8%	162	7.9%	138	6.6%

Source: US Census Bureau; Ribbon Demographics

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The change in household sizes is similar to national trends for small, rural markets but compounded somewhat by the long-term Curry County and Brookings trend (greater than most other rural counties in Oregon), to older smaller households and occupied tenures, whether owned or rented.

Some unit types will attract older adult householders (seniors) seeking smaller, more efficient living accommodations since they will likely be downsizing from a single-family home.

### iii. Socioeconomic Considerations

Household median income levels in the 97415-zip code area were notoriously negatively impacted by the housing market collapse and economic recession of 2008-2013. However, since then unemployment has fallen dramatically and household incomes have risen sharply. Please see Graph E-16 on page 20 for detailed unemployment rates.

Table E-10. The distribution of households by income within the 97415-zip code study area is summarized in the following table:

Total Household Income + Benefits	2000 Census		2010 Census		2017 Estimated		2025 Projected	
	Count	Percentage	Count	Percentage	Count	Percentage	Count	Percentage
\$0 - 24,999	2,434	40.8%	1,937	29.5%	2,111	31.9%	1,996	25.6%
\$25,000 - 34,999	1,016	17.0%	747	11.4%	802	12.1%	1,185	15.2%
\$35,000 - 49,999	1,001	16.8%	1,194	18.1%	1,242	18.7%	1,442	18.5%
\$50,000 - 74,999	972	16.3%	978	14.9%	1,154	17.4%	1,458	18.7%
\$75,000 - 99,999	223	3.7%	997	15.1%	529	8.0%	686	8.8%
\$100,000 - 149,999	193	3.2%	532	8.1%	626	9.4%	795	10.2%
\$150,000 +	131	2.2%	196	3.0%	163	2.5%	234	3.0%
<b>Total Households</b>	5,970		6,581		6,627		7,796	
<b>Median Household Income</b>	\$30,199		\$41,868		\$40,199		\$42,550	
<b>Mean Household Income</b>	\$37,106		\$53,612		\$49,058		\$55,741	

Source: US Census Bureau; Ribbon Demographics

Table E-11. The median income levels within the 97415-zip code study area:

Median Income Levels 97415	2000 Census	2010 Census	2017 Estimated	2025 Projected
Per Capita Income	\$18,037	\$24,980	\$24,437	\$27,190
Homeowner Income	N/A	\$43,175	\$42,250	\$49,988
Renter Income	N/A	\$27,991	\$27,750	\$35,164

Source: US Census Bureau; Ribbon Demographics

In 2010, the median household income in the 97415-zip code area was \$41,868. This was estimated to have decreased slightly in 2015, to \$40,199 (-4.2%). This reflects a larger increase among households with lower incomes compared to the numbers of households added with income above \$50,000. Projections indicate that the median household income (non-inflation adjusted) will be \$42,550 in 2025, an increase of 5.9% compared to 2015.

Between 2015 and 2025, the number of area households are projected to increase, except for those making less than \$25,000/year, (non-inflation adjusted). Most of the household growth, however, will be among households with incomes from \$35,000 – \$75,000. Area households with incomes less than \$35,000 are projected to increase by 9.2%

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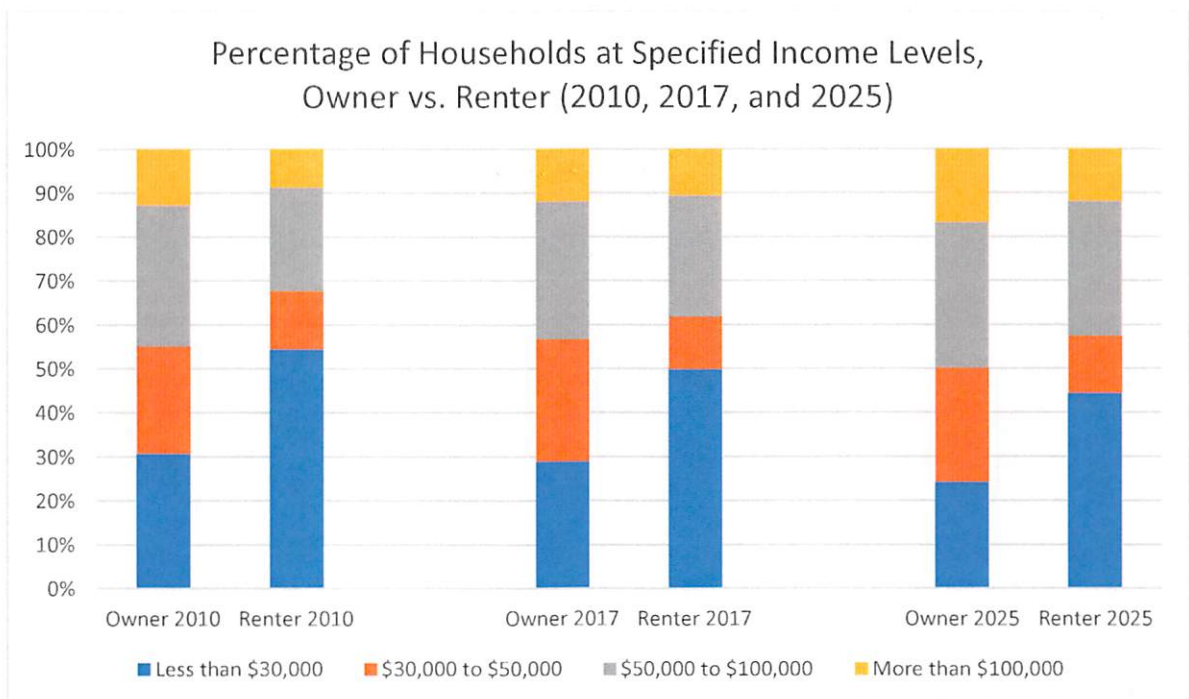
between 2015 and 2025, and area households with incomes of \$35,000 or higher are projected to increase by 24.2% over the next eight years.

The median homeowner household income is estimated to be more than 34.3% higher than that of the median renter household income in 2017. Both decreased slightly from 2010 to 2017, due to the recession which hit rural communities especially hard. These trends are not expected to continue through 2025, as increases of about 18% for median homeowner and about 27% for median renter incomes are forecast.

The study area has increasing levels of blue collar and medical services employment, which historically pay more than the retail and service jobs that form the backbone of the area's employment base. Major area employers, of both professional and skilled blue-collar occupations, report losing prospective and existing employees due to the high costs and difficulty of finding suitable/desired housing.

Please see Appendix A for more detailed tables of household income by household size, for both owner and renter households. Following is a summary of the percentage of households by income levels, for 2010, 2017 estimated, and 2025 projected.

Graph E-12. Percentage of Households at Specified Income Levels, Owner and Renter Occupied, within the 97415-zip code area:



Source: Ribbon Demographics

The current rental market in the study area is exceptionally tight. All property management companies and apartment landlords/managers interviewed report that vacancies (which are usually only a very few per month) are normally filled within days. Everyone reports an extensive waiting list. Waiting lists for low income/subsidized rental housing are long indeed, with most applicants waiting 1.5 – 2 years or more for a suitable unit.

Several factors have combined in recent years to tighten the 97415-zip code rental market.



First, as the single-family housing market has rebounded, many rental houses are being sold as owners have gained substantial equity compared to typical sale prices of 2008-2013.

Second, landlords and property managers have raised the bar regarding renters they are willing to accept (credit rating, rental history, income levels, and criminal history all play a role), but also are requiring larger security deposits and move-in fees. Renters with household pets find it exceptionally difficult to obtain a rental.

Finally, while difficult to objectively quantify, most rental agencies report an increasing amount of “conversions” of rental properties, especially condominiums and single-family dwellings, to short-term seasonal and vacation rentals. Vacation rentals can net their owners more than \$25,000 per year, while still allowing their own personal use much of the year. (Please see anticipated annual revenue in Table F-17 on page 34.)

Travel Oregon and the Oregon Coast Visitors’ Association both report increasing levels of tourism on Oregon’s South Coast, as their organizations now have both the financing and the detailed plans to enhance area tourism. The trend of “conversions” from long-term rentals to vacation rentals will almost certainly continue, and perhaps even accelerate.

In addition, an increasing number of California based workers have sought Brookings area rentals, as their market has tightened with increased employment on the part of the prison hiring, and a large resort/casino recently finished at Smith River. Furthermore, over 150 mobile homes and 75 long-term RV spots have been lost at Smith River. Future plans for development of this area are unknown.

#### **iv. Economic Conditions**

Demographic trends are leading to rapid aging in rural communities. Natural population growth tends to be lower, in-migration is slow, and young people tend to leave rural communities to seek education and job opportunities in more urban centers. For more specific information regarding Curry County birth, death, and in-migration rates, please see Table E-21 on page 23.

Although Oregon’s rural county populations will continue to grow, it is the nature of that growth that is concerning for the long-term economic outlook. Statewide in rural counties, the retirement age population grew by about 24% from 2010 to 2015, while the working age populations (-3%) and the youth populations (-2%) both declined. According to a QualityInfo.org report on *The Aging of Rural Oregon’s Population and Workforce*, Curry County faces the most dire of these circumstances, with only 14% of the population below the age of 18, and 32% of the population over the age of 65. With the decline of the working age population group, this means that as workers age out of the labor force there will be fewer individuals to replace them. This leads to employers with increasing difficulties in attracting and retaining the workers they need to fill job vacancies. A tight housing market only compounds this issue.

Between 2014 and 2024, employment projections anticipate statewide job growth to be about 14%, with more rural areas seeing muted growth compared to the metro areas. The South Coast region, made up of Coos and Curry Counties, is projected to be about 7% growth by 2024. The majority of job openings (80% or 7,200) will be due to replacement openings, while the other 20% (or 1,600) account for growth openings. The number of replacement openings is projected to be the greatest in education and health services, followed closely by the retail trade and leisure and hospitality industries – each of which is expected to have more than 1,100 replacement openings.

Occupations with the most total openings that are considered to be high-wage and high-demand, (that is, those that pay more than the median wage for the area under consideration and those that have more than the median total number of openings) for the South Coast region include production jobs tied to wood products and logging, health care, transportation, and education.

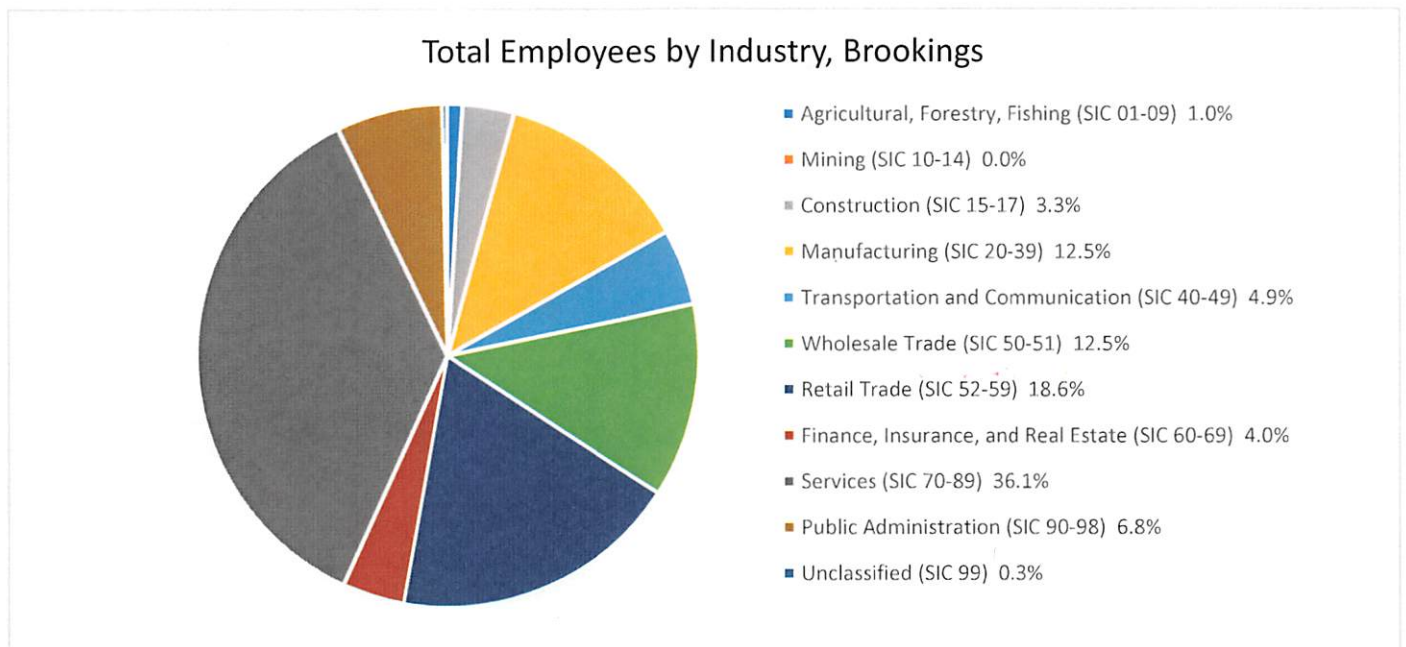
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In today's economy, an increasing number of workers are drawn to lifestyle communities, areas that are known for their quality of life, recreation, and health. In an article entitled *Is Today's Labor Force Drawn to Lifestyle Communities?* Damon Runberg of the Oregon Employment Department notes that, "Lifestyle communities tend to be tourism destinations and they have a larger share of their workforce concentrated in tourism-related industries. However, these lifestyle communities are also experiencing significantly faster job growth than the average metro area."

The tendency is to see a dependence on tourism as a negative, since these jobs tend to be part-time, seasonal, and pay relatively lower wages. This perception is changing, as more workers, particularly millennials, are prioritizing their work/life balance over career opportunities. Tourism introduces visitors to a community, some of which will stay and become residents, some even moving their businesses with them. Capitalizing on lifestyle amenities within a rural community is one way to dissuade young people from leaving, while also attracting young families to the community.

Graph E-13. The following graph shows the total numbers of employees by industry for the City of Brookings:



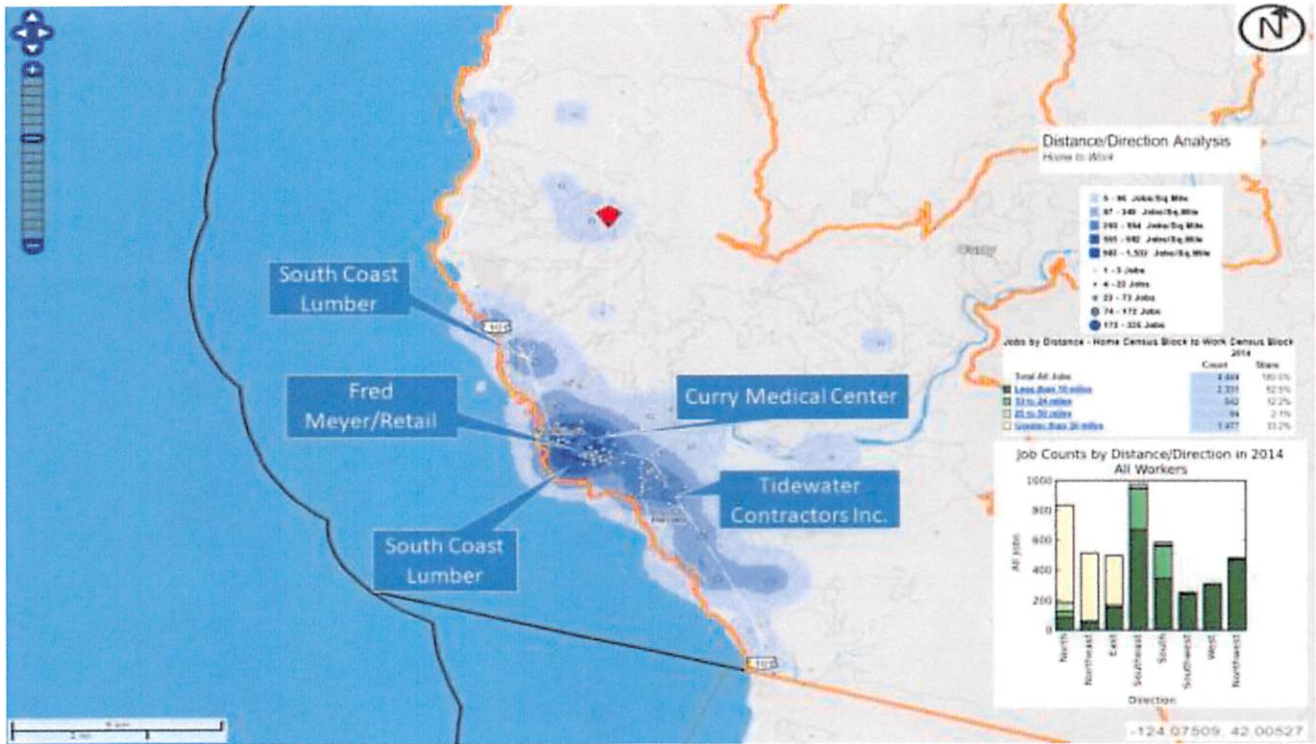
Source: Oregon.zoomprospector.com

- a) Primary employers for the Brookings area include (estimated employment numbers, if available, are noted in parentheses):
- |   |                               |
|---|-------------------------------|
| a. South Coast Lumber (478)               | f. Fred Meyer                 |
| b. Curry Health District/Network          | g. BC Fisheries               |
| c. Curry General Hospital                 | h. Pacific Seafood            |
| d. Brookings-Harbor School District (225) | i. Freeman Marine/Advantec    |
| e. City of Brookings                      | j. Tidewater Contractors Inc. |
- b) Resident employment – The majority of the 11.8% of Brookings residents who work outside of the state, are employed by one of the following, (See Table E-19 on page 21):
- Pelican Bay State Prison in Crescent City, CA – It is estimated that about one-third of the approx. 1,300 employees live in the Brookings area.
  - Lucky 7 Casino and Resort in Smith River, CA
  - Sutter Coast Hospital in Crescent City, CA – A 49-bed general medical and surgical hospital, with 43 doctors and 99 nurses on staff.

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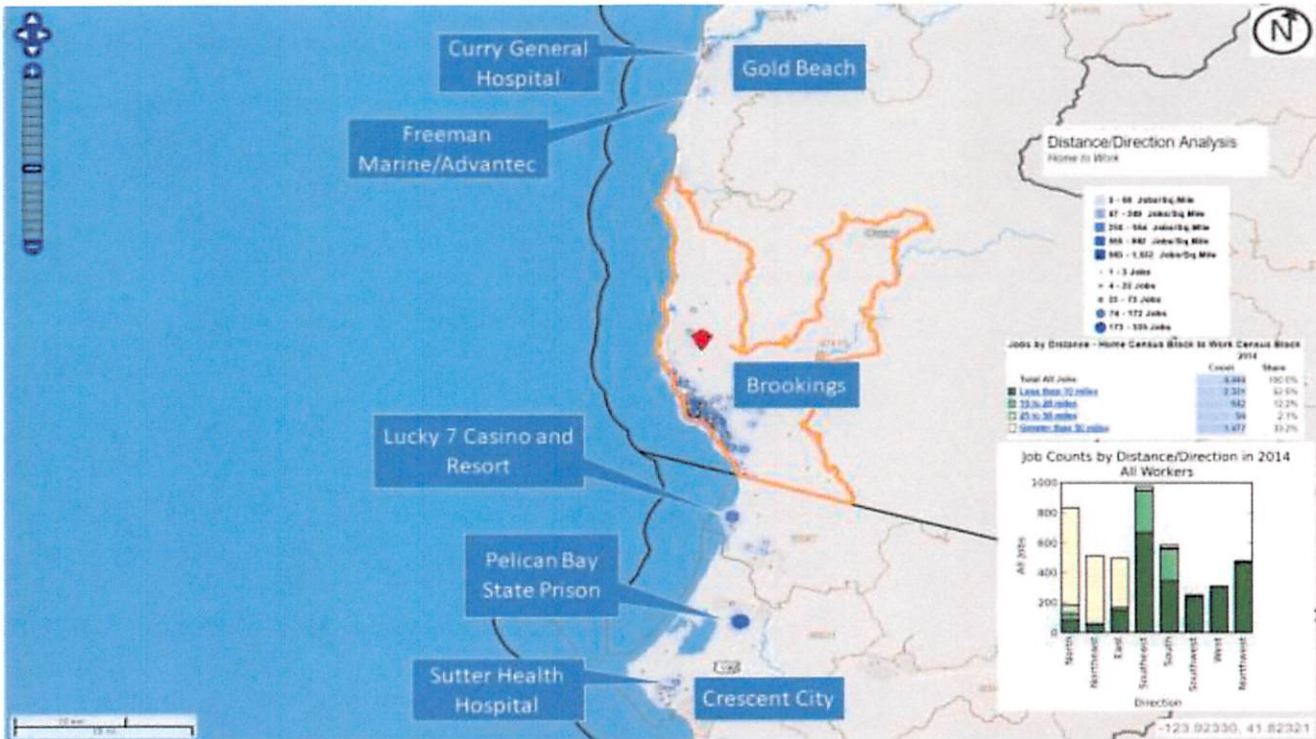
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Map 1-E. The following map shows primary employers within the Brookings area, along with distance/direction analysis:



Source: OnTheMap.ces.census.gov

Map 2-E. The following map shows primary employers outside of the Brookings area, along with distance/direction analysis:



Source: OnTheMap.ces.census.gov

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Table E-14. The following table summarizes the total population available to the workforce, and the participation and unemployment rates for that population, within the 97415-zip code area:

	Total Population		Labor Force Participation Rate		Unemployment Rate	
	#	%	#	%	#	%
<b>16 to 19 years</b>	358	3.0%	39	10.9%	101	28.2%
<b>20 to 24 years</b>	667	5.6%	557	83.5%	133	19.9%
<b>25 to 29 years</b>	600	5.0%	554	92.3%	25	4.2%
<b>30 to 34 years</b>	531	4.4%	527	99.2%	11	2.1%
<b>35 to 44 years</b>	1,282	10.7%	1,111	86.7%	86	6.7%
<b>45 to 54 years</b>	1,666	13.9%	1,171	70.3%	170	10.2%
<b>55 to 59 years</b>	1,120	9.3%	724	64.6%	267	23.8%
<b>60 to 64 years</b>	1,290	10.8%	530	41.1%	104	8.1%
<b>65 to 74 years</b>	2,660	22.2%	245	9.2%	500	18.8%
<b>75 years and over</b>	1,812	15.1%	85	4.7%	214	11.8%
<b>Total Population Age 16 and Over</b>	<b>11,986</b>	<b>100.0%</b>				
<b>Average Labor Force Participation Rate</b>			<b>5,543</b>	<b>46.3%</b>		
<b>Average Unemployment Rate</b>					<b>1,611</b>	<b>11.2%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

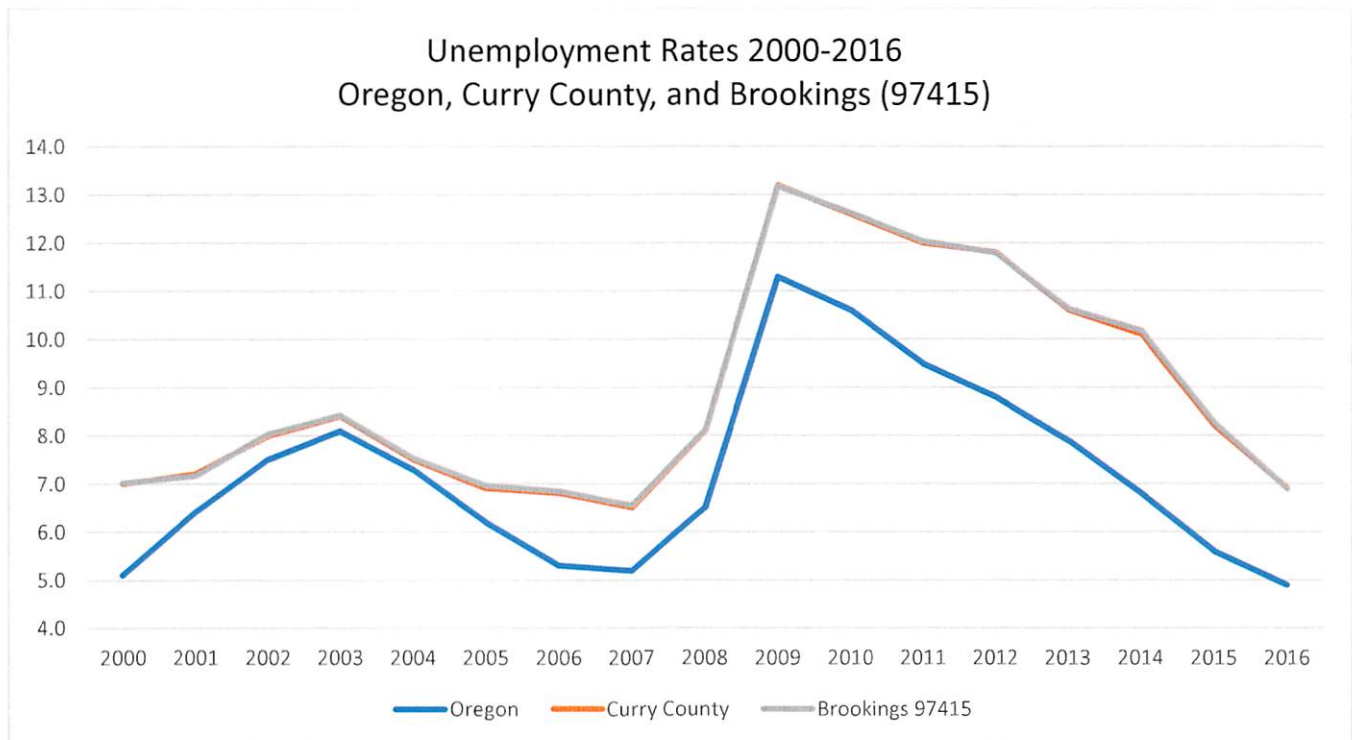
According to QualityInfo.org, Curry County's labor force participation rate in 2015 ranks #36 out of the 36 Oregon counties. Neighboring counties did not fare any better: Josephine County was #35 at 47.4%, Coos County was #34 at 49.2%, and Douglas County came in at #33 with a participation rate of 49.7%. Statewide average is 61.1%.

Table E-15. The following table summarizes the educational attainment of the workforce population, and the participation and unemployment rates, for that population within the 97415-zip code area:

	Total Population		Labor Force Participation Rate		Unemployment Rate	
	#	%	#	%	#	%
<b>Less Than High School</b>	562	8.7%	284	50.5%	188	33.5%
<b>High School Graduate, or Equivalent</b>	1,734	26.7%	1,235	71.2%	154	8.9%
<b>Some College or Associate's Degree</b>	2,703	41.7%	1,962	72.6%	316	11.7%
<b>Bachelor's Degree or Higher</b>	1,490	23.0%	1,137	76.3%	12	0.8%
<b>Total Population 25 to 64 Years</b>	<b>6,489</b>	<b>100.1%</b>				
<b>Average Participation/Unemployment Rates</b>			<b>4,618</b>	<b>71.2%</b>	<b>670</b>	<b>9.6%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

Graph E-16. The following graph shows the unemployment rates for Brookings and Curry County, as compared to the State of Oregon for 2000-2016:



Source: State of Oregon Employment Department (qualityinfo.org); Homefacts.com

In the above graph, you can see that the unemployment rate for the Brookings 97415-zip code area is nearly identical to that of Curry County, which is typically higher than the statewide average.

Table E-17. The following table compares noteworthy statistics regarding the unemployment rates for Brookings, Curry County, and Oregon. Data considered for this table is dated Jan. 2000 – Jun. 2017:

	Highest Rate / Month(s) Recorded	Consecutive Months 10.0% or Higher		Total Months 10.0% or Higher	Last Recorded Month 10.0% or Higher	Current Rate Jun. 2017
		#	Duration			
<b>Brookings</b>	15.5% / Feb. 2009	57	Nov. 2008 – Jul. 2013	67	Jun. 2014	5.4%
<b>Curry County</b>	14.1% / Apr. 2009	71	Nov. 2008 – Sept. 2014	71	Sept. 2014	5.4%
<b>Oregon</b>	11.9% / Apr. & May 2009	24	Jan. 2009 – Dec. 2010	24	Dec. 2010	3.7%

Source: State of Oregon Employment Department (qualityinfo.org); Homefacts.com

The preceding table illustrates a much slower recovery of the more rural Brookings and Curry County area after the economic recession that began in 2008, than that of the State of Oregon.

The tables on the following page address the commuting patterns of workers within the 97415-zip code area. The majority of workers (76.4%) drive alone to work, with a mean travel time of 12.5 minutes. About 11.8% of workers who reside in the Brookings area work outside of the state. Primary employers, including those that are out of state, are addressed on page 17.

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Table E-18. The following table details the different means of transportation available to workers age 16 and older in the 97415-zip code area:

	Workers Age 16 and Older	
	#	%
<b>Car, truck, or van</b>	4,171	85.5%
Drove alone	3,727	76.4%
2-Person Carpool	332	6.8%
3-Person Carpool	112	2.3%
4-or-More Person Carpool	0	0.0%
<b>Public transportation (excluding taxicab)</b>	0	0.0%
Walked	400	8.2%
Bicycle	0	0.0%
Taxicab, motorcycle, or other means	98	2.0%
Worked at home	210	4.3%
<b>Total Workers Age 16 and over</b>	<b>4,878</b>	<b>100.0%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

Table E-19. The following table details the place of work for workers age 16 and older in the 97415-zip code area:

	#	%
<b>Worked in State of Residence</b>	4,302	88.2%
<b>Worked in County of Residence</b>	4,254	87.2%
<b>Worked Outside of County of Residence</b>	49	1.0%
<b>Worked Outside State of Residence</b>	576	11.8%
<b>Total Workers Age 16 and over</b>	<b>4,878</b>	<b>--</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

Table E-20. The following table details the travel time to work for workers age 16 and older, who did not work at home, in the 97415-zip code area:

	#	%
<b>Less than 10 minutes</b>	2,073	44.4%
10 to 14 minutes	892	19.1%
15 to 19 minutes	509	10.9%
20 to 24 minutes	467	10.0%
25 to 29 minutes	234	5.0%
30 to 34 minutes	369	7.9%
35 to 44 minutes	47	1.0%
45 to 59 minutes	75	1.6%
60 or more minutes	0	0.0%
<b>Mean travel time to work (minutes)</b>	12.5	
<b>Workers 16 years and over, who did not work at home</b>	<b>4,670</b>	<b>99.9%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

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Map 3-E. The following map shows the inflow and outflow of jobs in 2014, in the 97415-zip code area:



Source: OnTheMap.ces.census.gov

Through our research, we are not aware of any recent or planned significant economic changes within the 97415-zip code or greater Curry County area at this time. However, there has been a recent spike in employment opportunities due to the new medical facilities and the increased business growth of the area’s largest private sector employer.

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**v. Migration Evaluation**

**Table E-21. Curry County Vital Statistics – Birth, Death, and Net Migration Rates 1980-2050:**

	Number of Births	Average Annual Birth Rates per 1,000 population	Number of Deaths	Average Annual Death Rates per 1,000 population	Net Migration	Average Annual Net migration rates per 1,000 population
<b>1980-1985</b>	1,127	13	914	11	-627	-7
<b>1985-1990</b>	1,056	12	1,010	11	2,739	30
<b>1990-1995</b>	1,005	10	1,276	13	1,831	18
<b>1995-2000</b>	811	8	1,538	15	918	9
<b>2000-2005</b>	786	7	1,578	15	1,468	14
<b>2005-2010</b>	832	8	1,740	16	1,419	13
<b>2010-2015</b>	773	7	1,801	16	994	9
<b>2015-2020</b>	799	7	1,876	17	1,843	16
<b>2020-2025</b>	817	7	2,043	17	1,994	17
<b>2025-2030</b>	814	7	2,249	19	2,021	17
<b>2030-2035</b>	799	7	2,506	20	2,018	16
<b>2035-2040</b>	770	6	2,624	21	2,015	16
<b>2040-2045</b>	748	6	2,654	21	2,013	16
<b>2045-2050</b>	731	6	2,574	21	2,011	16

Source: Office of Economic Analysis, State of Oregon

As detailed in Table E-21 above, Curry County has experienced net in-migration since 1985. In person interviews with realtors and business owners indicate that much of this in-migration originates from California. Map 4-E on the following page details, nationwide by county, the net migration flows for Curry County.

The overall population increases forecasted in Tables E-1 through E-5 likely underestimate the long-term impacts of net in-migration, as well as the internal Curry County in-migration to the 97415-zip code from other areas of the county.

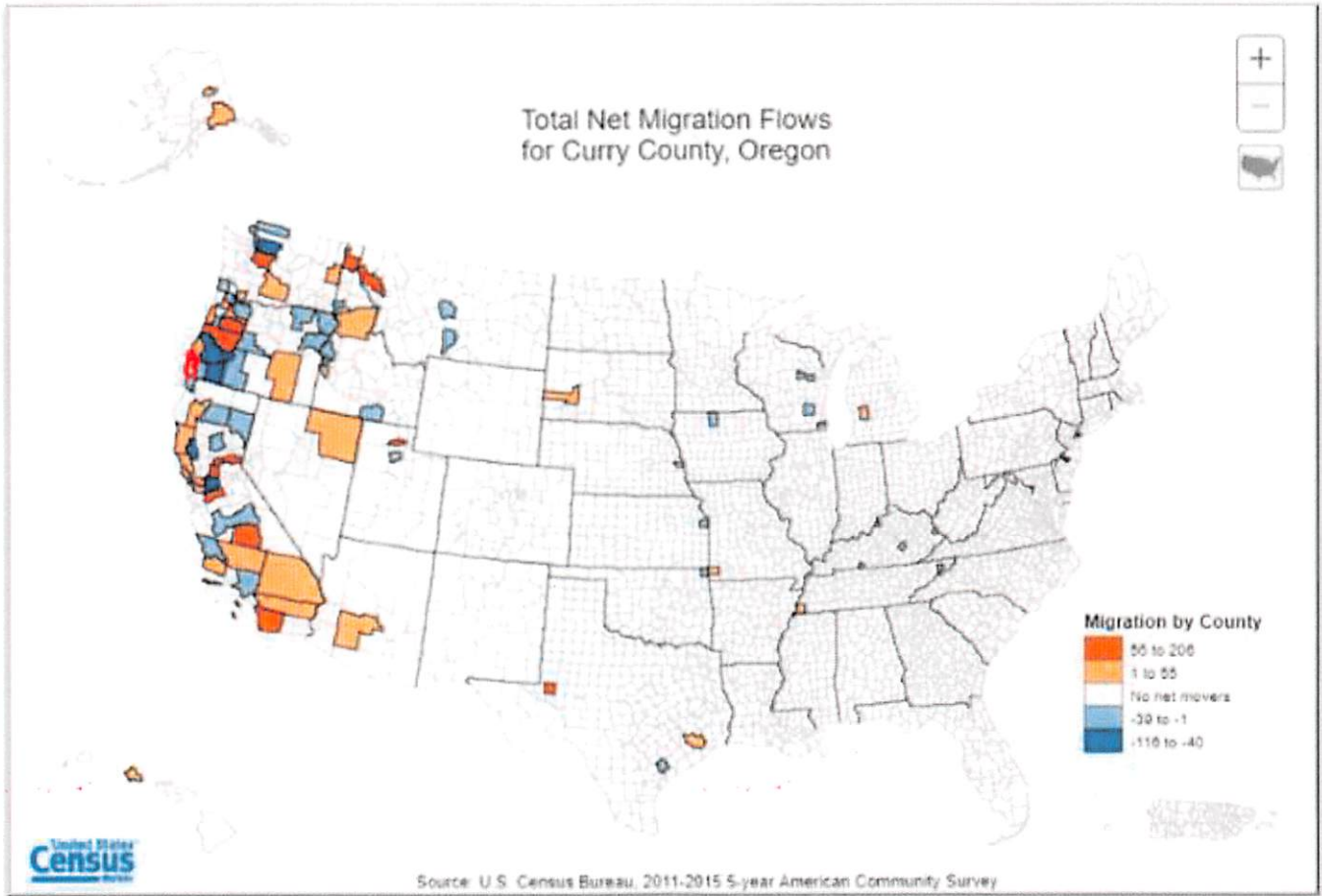
Please see Appendix B for a table detailing the Oregon State Vital Statistics, as shown above.



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Map 4-E. The following map shows the total net migration flows for Curry County:



Source: US Census Bureau; American FactFinder 2015 American Community Survey

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## Section III

### F. Evaluation of Existing Housing Market

#### i. Overview of the Study Area For-Sale and For-Rent Housing

Table F-1. The distribution of the 97415-zip code area housing stock is summarized in the following table:

Housing Unit Status	2000 Census		2010 Census		2017 Estimated		2025 Projections	
<b>Total Occupied</b>	5,945	84.5%	6,310	84.9%	6,407	84.3%	6,700	84.7%
<b>Owner-Occupied</b>	4,246	71.4%	4,307	68.3%	4,362	68.1%	4,610	68.8%
<b>Renter-Occupied</b>	1,699	28.6%	2,003	31.7%	2,045	31.9%	2,090	31.2%
<b>Total Vacant</b>	1,089	15.5%	1,124	15.1%	1,191	15.7%	1,210	15.3%
<b>For Rent or For Sale</b>	416	38.2%	366	32.6%	312	26.2%	275	22.7%
<b>Rented or Sold, Not Occupied</b>	41	3.8%	22	2.0%	36	3.0%	40	3.3%
<b>Seasonal, Recreational Use</b>	476	43.7%	560	49.8%	728	61.1%	850	70.2%
<b>Other Vacancy</b>	156	14.3%	176	15.7%	115	9.7%	45	3.7%
<b>Total Housing Units</b>	<b>7,034</b>		<b>7,434</b>		<b>7,598</b>		<b>7,910</b>	

Source: US Census Bureau; Ribbon Demographics

There are an estimated 7,598 total housing units within the study area in 2017. This includes an estimated 2,045 rental units, or 31.9% of the occupied housing stock. The balance of the housing stock in the study area is owner-occupied, which represents 68.1% of the occupied housing units in the study area. The share of renter households is moderate, and typical of rural area such as Curry County and the Brookings 97415-zip code area.

It is estimated that there are 1,191 vacant housing units within the study area in 2017, representing an apparent vacancy rate of 15.7%. This number includes vacant homes, mobile homes, and condominiums that are both for sale or rent, those rented or sold but not occupied, seasonal and vacation homes, and possibly functionally obsolete or non-viable units. The great bulk of these vacant housing units are not being actively marketed either for rent or for sale.

Table F-2. Based on the American Community Survey (2011-2015), the following is a distribution of all housing units in the 97415-zip code area and Curry County, by year of construction:

Year Structure Built	97415-Zip Code		Curry County	
<b>Built 2014 or later</b>	0	0.0%	0	0.0%
<b>Built 2010 to 2013</b>	76	1.0%	80	0.6%
<b>Built 2000 to 2009</b>	1,181	15.4%	1,771	14.0%
<b>Built 1990 to 1999</b>	1,458	19.0%	2,532	20.1%
<b>Built 1980 to 1989</b>	1,529	19.9%	2,081	16.5%
<b>Built 1970 to 1979</b>	1,730	22.5%	2,656	21.0%
<b>Built 1960 to 1969</b>	567	7.4%	1,133	9.0%
<b>Built 1950 to 1959</b>	598	7.8%	1,272	10.1%
<b>Built 1940 to 1949</b>	384	5.0%	665	5.3%
<b>Built 1939 or earlier</b>	168	2.2%	432	3.4%
<b>Total Housing Units</b>	<b>7,691</b>	<b>100.2%</b>	<b>12,622</b>	<b>100.0%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

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The majority of the area’s housing units were built before 2000. There has been a dramatic decrease in building activity since 2010, with only 1.0% of all housing units in the study area and 0.6% in Curry County built after 2010. A large part of this slowdown is due to the national recession, which slowed housing construction throughout many areas of the state and the nation. Within the study area survey of rental units, we have identified only one new apartment building built since 2010, a 14-unit low income apartment complex that is now 100% occupied.

The median and average age for 97415 housing stock is over 35 years. Therefore, over half of the housing stock is well into functional obsolescence, and/or noticeable deterioration. Windshield surveys conducted for this report, as well as actual physical inspection of several older homes for sale indicate significant issues regarding inefficient heating systems and insulation, mold and mildew, dilapidated siding, and deteriorating roofs.

Property managers and realtors reflect these concerns as they report that almost all potential buyers, and most renters, prefer housing constructed at least in 1995 or newer. Post-1995 housing stock represents only about 7.5% of all housing in the area. Almost 45% of the Brookings area housing stock was built prior to 1980. Table F-2 on the previous page refers to the year of construction for both Curry County and the 97415-zip code area.

Table F-3. The number of owner- and renter-occupied households by household size within the Brookings 97415-zip code area, based on the 2010 Census, are distributed as follows:

Household Size	Owner-Occupied		Renter-Occupied	
	Households	Percent	Households	Percent
1-person household	1,224	28.4%	712	35.5%
2-person household	2,186	50.8%	599	29.9%
3-person household	411	9.5%	272	13.6%
4-person household	287	6.7%	217	10.8%
5-person household	134	3.1%	131	6.5%
6-person household	36	0.8%	39	1.9%
7-or-more-person household	29	0.7%	33	1.6%
<b>Total</b>	<b>4,307</b>	<b>100.0%</b>	<b>2,003</b>	<b>99.8%</b>

Source: US Census Bureau

Within the study area, the rental housing market has a high share (20.8%) of large-family households (4-or-more persons), compared with the owner-occupied housing having just 11.3% with a large household size. Many of the area’s large-family households are in homeownership or single-family rental alternatives. This is substantiated by interviews we conducted with local realtors and leasing agents.

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Table F-4. The following table summarizes the estimated rental housing units by gross rent levels for the Brookings 97415-zip code area, based on the 2015 American Community Survey:

Gross Rent Paid	Rental Units	Percent
Less Than \$500	237	9.9%
\$500 to \$999	1,469	61.1%
\$1,000 to \$1,499	609	25.3%
\$1,500 to \$1,999	32	1.3%
\$2,000 to \$2,499	59	2.5%
\$2,500 to \$2,999	0	0.0%
\$3,000 or more	0	0.0%
No Rent Paid	201	--
<b>Occupied Units Paying Rent</b>	<b>2,406</b>	<b>100.1%</b>

Source: US Census Bureau; American FactFinder 2015 American Community Survey

The median gross rent paid in the study area in 2015 was \$843. The weighted average gross rent in 2015 was \$903. Gross rent includes all utilities.

**ii. Conventional Apartments**

In the study area, we are not aware of any conventional market-rate or government subsidized rental housing units under construction or planned. Of the six rental properties surveyed for this report, none currently had any units available for rent. All reported waiting lists, and estimated the average wait time for a rental at 30-90 days. The current rental occupancy rate is effectively 100%.

Table F-5. The following table summarizes the breakdown of conventional housing units surveyed within the study area:

Project Type	Projects Surveyed	Total Units	Vacant Units	Percent Occupied	Under Construction
Market-Rate	3	46	0	100%	0
Tax-Credit/Government-Subsidized	3	76	0	100%	0
<b>Total</b>	<b>6</b>	<b>122</b>	<b>0</b>	<b>100%</b>	<b>0</b>

Source: SCDC

Please see Appendix C for detailed property information, including addresses and maps, of the surveyed housing units.

As the preceding table illustrates, all project types identified within the study area are reporting good to excellent occupancy rates ranging from 98% to 100%. This indicates a rental housing market where demand exceeds supply. A stable rental market should have at least a 5% vacancy rate to allow for normal tenant turnover.

The conventional market-rate rental market is performing very well with limited vacancies and high occupancy. The high occupancy rate for rental housing indicates ongoing pent-up demand for additional units. The non-subsidized tax credit rental base is essentially 100% occupied with no vacant units.

The subsidized tax credit and the government-subsidized units are fully occupied. Most of these projects maintain extensive waiting lists, some in excess of one year and often approaching two years. This indicates that need exists in the Brookings 97415-zip code area for additional housing units offering rental assistance.

Generally, these properties have few amenities, are older, and offer small unit sizes (square footage).

Based on our interviews, and discussions with the City of Brookings and Curry County, there are no additional rental housing projects planned for the 97415-zip code area at this time.

**iii. Single-Family Homes and For-Sale Alternatives**

Census data identified an estimated 10,415 occupied housing units in 2015 within Curry County, and 6,627 occupied housing units within the 97415-zip code area. Unoccupied residential structures, mostly second homes and vacation rentals, are noted elsewhere in this report.

**Table F-6.** The following table details the 2015 American Community Survey estimates for housing units by housing type within Curry County, then further distributed by tenure:

Units in Structure, Curry County	Total Occupied		Owner-Occupied		Renter-Occupied	
	Estimate	Percent	Estimate	Percent	Estimate	Percent
1, detached	5,990	57.3%	4,796	70.1%	1,192	33.0%
1, attached	439	4.2%	123	1.8%	311	8.6%
2 apartments	418	4.0%	27	0.4%	397	11.0%
3 or 4 apartments	251	2.4%	7	0.1%	238	6.6%
5 to 9 apartments	272	2.6%	0	0.0%	278	7.7%
10 or more apartments	565	5.4%	0	0.0%	567	15.7%
Mobile home or other type of housing	2,519	24.1%	1,888	27.6%	632	17.5%
<b>Occupied Housing Units</b>	<b>10,454</b>	<b>100.0%</b>	<b>6,841</b>	<b>100.0%</b>	<b>3,613</b>	<b>100.1%</b>

Source US Census Bureau; American FactFinder 2015 American Community Survey

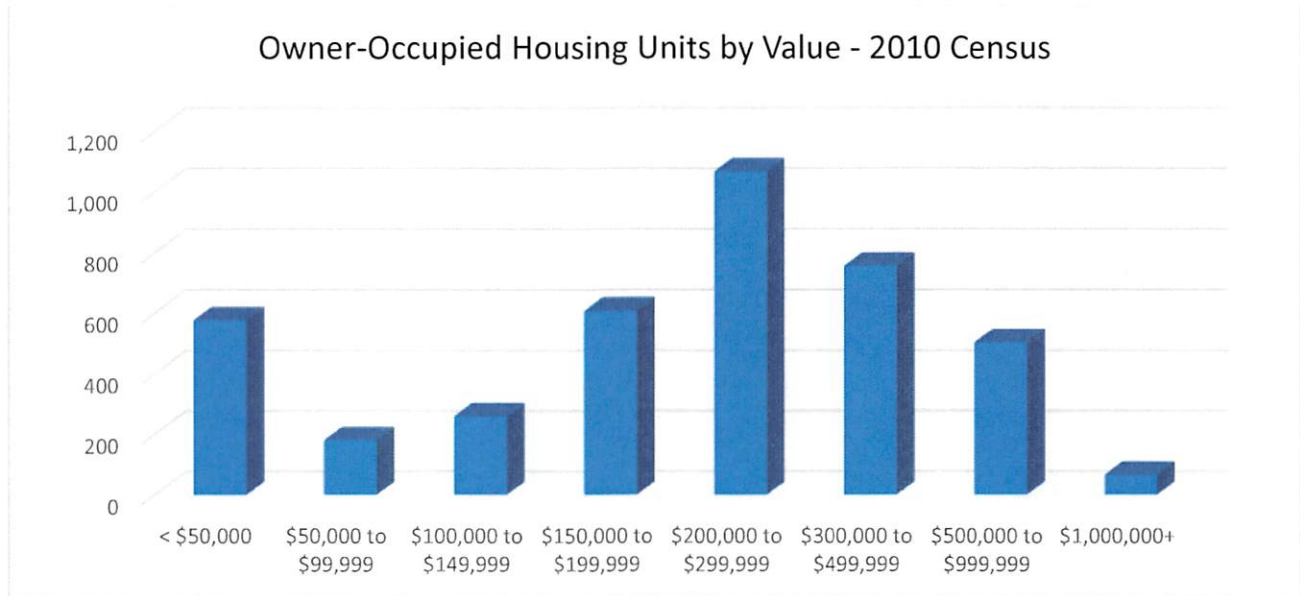
**Table F-7.** The following table details the 2015 American Community Survey estimates for housing units by housing type within the 97415-zip code area, then further distributed by tenure:

Units in Structure, 97415	Total Occupied		Owner-Occupied		Renter-Occupied	
	Estimate	Percent	Estimate	Percent	Estimate	Percent
1, detached	3,446	52.0%	2,734	68.0%	712	27.3%
1, attached	418	6.3%	125	3.1%	297	11.4%
2 apartments	325	4.9%	8	0.2%	315	12.1%
3 or 4 apartments	152	2.3%	0	0.0%	154	5.9%
5 to 9 apartments	199	3.0%	0	0.0%	196	7.5%
10 or more apartments	484	7.3%	0	0.0%	485	18.6%
Mobile home or other type of housing	1,604	24.2%	1,154	28.7%	448	17.2%
<b>Occupied Housing Units</b>	<b>6,627</b>	<b>100.0%</b>	<b>4,020</b>	<b>100.0%</b>	<b>2,607</b>	<b>100.0%</b>

Source US Census Bureau; American FactFinder 2015 American Community Survey

Just under one-fourth of the total housing stock in both Curry County and in the Brookings 97415-zip code area is made up of mobile homes or other types of housing, including boat, RV, van, etc. Reliance on mobile homes and other types of housing in rural areas is due to a number of factors including affordability, restricted mortgage financing, limited infrastructure in many areas of the county, and the demand for short-term housing options associated with growing employment opportunities.

Graph F-8. The following graph illustrates the estimated owner-occupied housing unit by value within the 97415-zip code area based on the 2010 Census:



Source: 2010 US Census

Graph F-9. The following graph illustrates the estimated owner-occupied housing units by value within the 97415-zip code area for 2017:



Source: Claritas, Ribbon Demographics

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In 2017, just over 80% of owner-occupied housing structures were valued at more than \$100,000. This is up from about 74% of owner-occupied housing being valued at over \$100,000 in 2010, and reflects improvement to the area housing market following the recent national recession. The median owner-occupied home value in 2017 is \$233,903, which is up 16% from the median housing value in 2010, about \$200,000.

Based on RMLS data, sold home prices increased 8.2% / 9.4% (average / median) from mid-2016 to mid-2017. Barring another recession, it is reasonable to assume that home values will continue to rise, at least for the near term. Graphs F-8 and F-9 show that most (68.7%) owner-occupied housing units, condos included, range from \$100,000 – \$500,000 in estimated value. Within this cohort, over half are valued from \$150,000 – \$400,000.

This is consistent with recent RMLS reporting data that shows an average sales prices of \$247,100 and median sales price of \$237,500. In addition, realtors and employers interviewed for this study report a substantial, largely unmet demand for single-family dwellings with three or more bedrooms, two or more bathrooms in the \$200,000 – \$300,000 range.

Currently there are 227 residential listings on the Regional Multi Listing Service (RMLS) in the Brookings area.

Table F-10. Summary of RMLS current listings, within the Brookings city limits:

Housing Unit Type	Number	Asking Price		Bedrooms	Median Unit Square Footage	Median Price Per Square Foot
		Range	Median			
Single-Family Home	82	\$110,000 – \$2,300,000	\$419,000	1 – 5	1,850	\$226
Condominium	24	\$149,000 – \$487,000	\$380,000	2 – 3	1,810	\$210
Manufactured/ Non-Fee Simple	7	\$172,000 – \$415,000	\$245,000	2 – 6	1,650	\$148

Source: RMLS

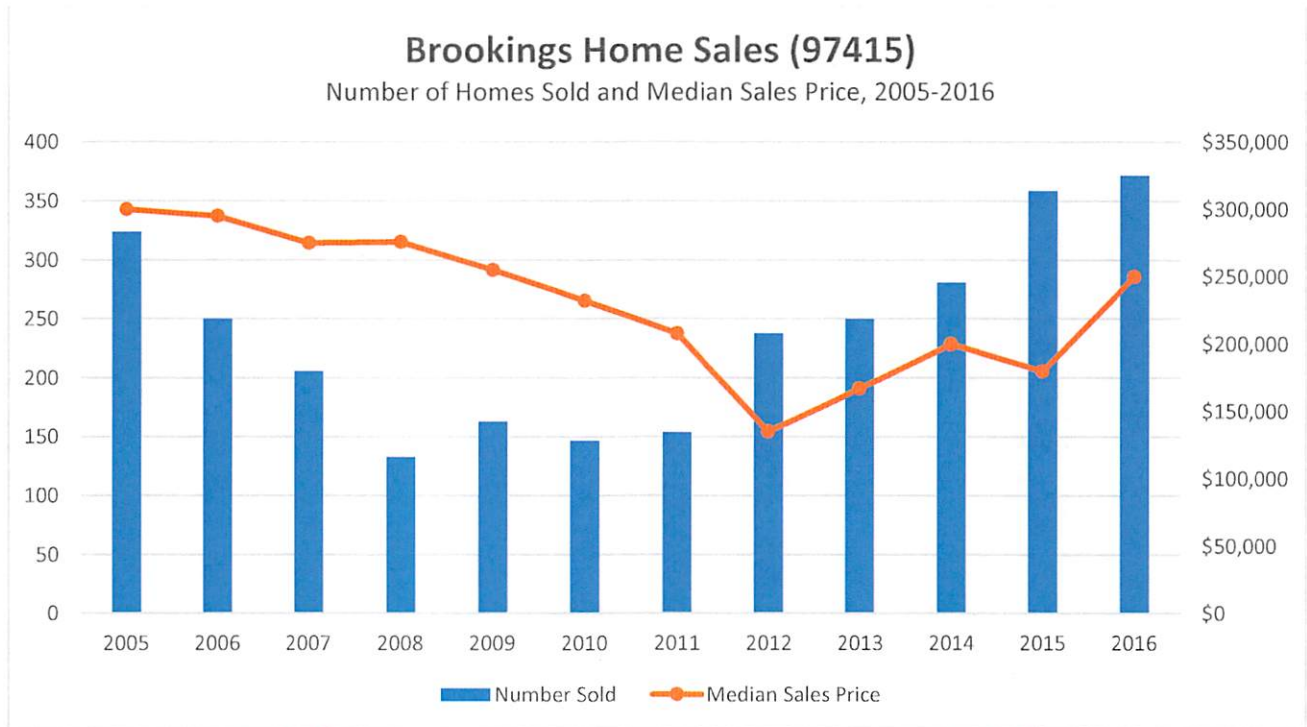
Table F-11. Summary of RMLS current listings, for the remainder of the 97415-zip code:

Housing Unit Type	Number	Asking Price		Bedrooms	Median Unit Square Footage	Median Price Per Square Foot
		Range	Median			
Single-Family Home	55	\$100,000 – \$699,000	\$570,000	1 – 5	2,275	\$250
Condominium	1	\$525,000	\$525,000	3	2,150	\$244
Manufactured/ Non-Fee Simple	58	\$35,000 – \$375,000	\$160,000	1 – 3	960	\$166

Source: RMLS

The average year built for the single-family homes listed on the RMLS for the Brookings area is 1985.

Graph F-12. The following graph illustrates the number of annual home sales and the median sales price within the Brookings 97415-zip code area, from 2006 – 2016:



Source: RMLS

Table F-13. The following table reflects the number of total and sold listings, with the mean and median sales price, and the average number of days on the market, for the 97415-zip code area:

Year	Total Listings	Sold Listings	Mean Sales Price	Median Sales Price	Average Days on Market
2011*	193	72	\$200,688	\$174,750	149
2012	357	211	\$188,420	\$158,150	172
2013	427	217	\$182,583	\$167,500	168
2014	412	241	\$220,167	\$188,750	175
2015	427	310	\$252,917	\$208,750	156
2016	463	326	\$267,576	\$242,450	106
2017**	224	130	\$288,396	\$242,750	122

Source: RMLS

\*Data Prior to 7/2011 not available / \*\*Data through 6/2017

In 2017, the RMLS reports 130 home sales for the first half of the year. Total home sales decreased by 5.8% from 2016, with 138 homes sold in the first half of that year. The median sales price for the area increased over 6.7% during that same period though, and is currently at \$242,750 for the year.



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The following tables provide a summary of the housing cost burden by household income range for renter-occupied and homeowner-occupied housing units, within the Brookings 97415-zip code area.

**Table F-14. Housing Cost Burden for Renter-Occupied Housing by Household Income Range, (does not include government subsidized housing):**

Household Income Range	Renter Occupied Units		Approx. Avg. Monthly Cost	Approx. Avg. Cost % Burden
	#	%		
Less than \$10,000	253	14.7%	\$487	69.0%
\$10,000 to \$19,999	346	16.5%	\$650	52.0%
\$20,000 to \$34,999	516	20.2%	\$750	33.0%
\$35,000 to \$74,999	562	38.5%	\$1,075	23.0%
\$75,000 to \$99,999	156	4.7%	\$1,250	19.0%
\$100,000 to \$149,000	172	4.0%	\$1,420	15.0%
\$150,000 +	45	1.5%	\$2,000	15.0%
<b>Total</b>	<b>2,050</b>	<b>100.1%</b>	--	--

Source: US Census Bureau; American FactFinder 2015 American Community Survey

**Table F-15. Housing Cost Burden for Owner-Occupied Housing by Household Income Range:**

Household Income Range	Homeowner Occupied Units		Approx. Avg. Monthly Cost	Approx. Avg. Cost % Burden
	#	%		
Less than \$10,000	347	6.8%	\$280	40.0%
\$10,000 to \$19,999	348	13.1%	\$375	30.0%
\$20,000 to \$34,999	833	19.3%	\$695	30.0%
\$35,000 to \$74,999	1,799	34.7%	\$775	19.0%
\$75,000 to \$99,999	406	10.1%	\$1,600	23.0%
\$100,000 to \$149,000	547	13.0%	\$2,250	22.0%
\$150,000 +	125	3.1%	\$2,600	20.0%
<b>Total</b>	<b>4,405</b>	<b>100.1%</b>	--	--

Source: US Census Bureau; American FactFinder 2015 American Community Survey

Based on the recent census data, an estimated 558 rental households within the Brookings 97415-zip code area are paying 30% or more of their incomes to rent, and there are an estimated 510 homeowners households paying 30% or more. This equates to approx. 14% of all households with a high housing cost burden. The majority of these households paying 30% or more for housing costs have an income between \$20,000 and \$35,000.

Tables F-14 and F-15 make a strong case for an existing high demand for more affordable housing options, especially rentals. This is even more dramatically so for government subsidized housing. A significant number of area households are spending more than 30% of their gross income on housing.

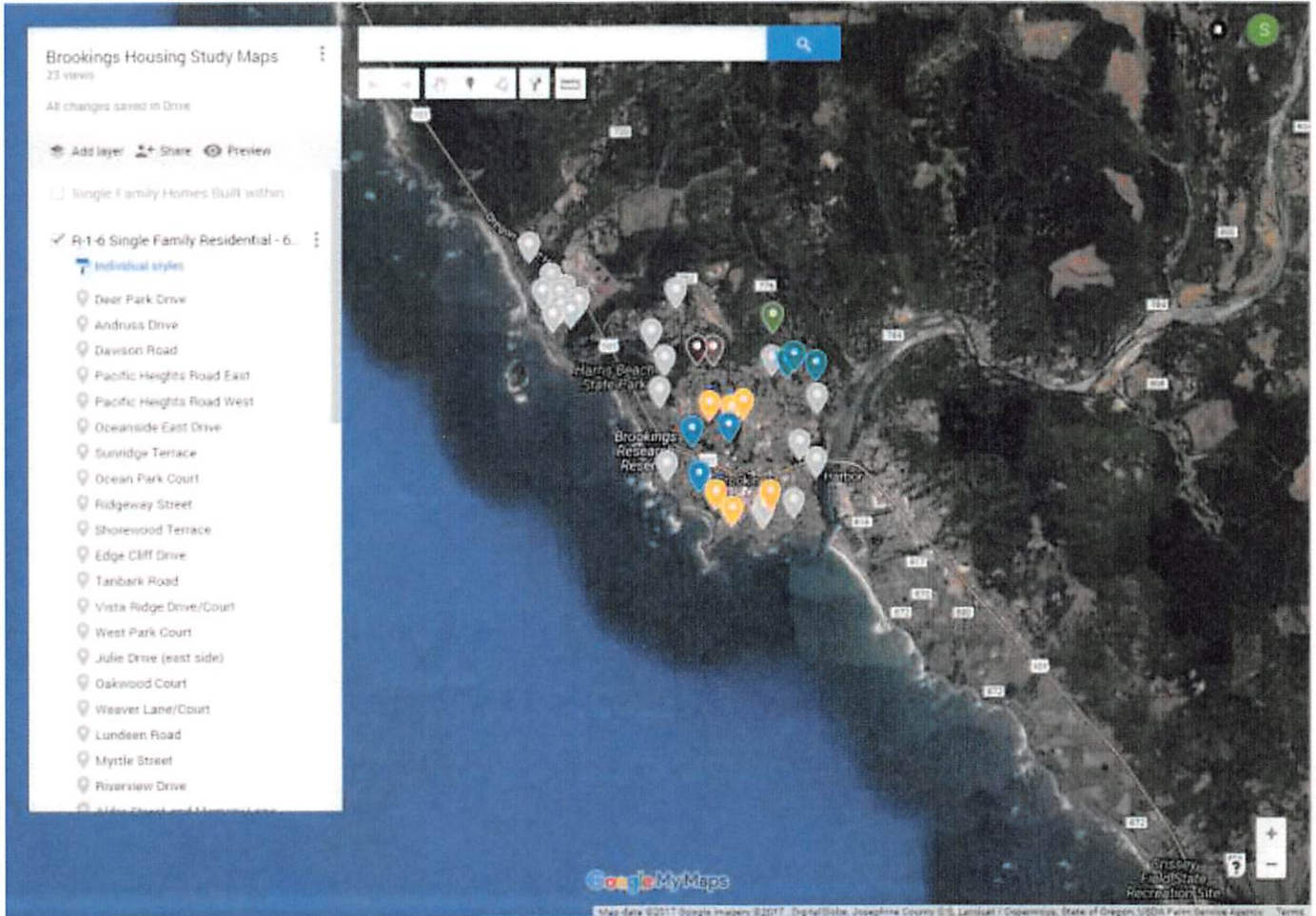
Keep in mind, these figures are calculated from the 2015 American Community Survey. Not only have two-plus years elapsed since then, but these are two years of a rapidly tightening housing market with rents for a standard 2-bedroom/1-bathroom apartment estimated to have increased by \$150 – \$250 per month. Without doubt, the current affordability situation is worse, perhaps much worse, than this data indicates.

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### iv. Vacant Land Available for Residential Development

Map 1-F. Below is a screenshot of an interactive Google map, showing all vacant land that is zoned for residential development:



Source: Google Maps; <https://www.google.com/maps/d/edit?mid=1rmUo1-tXcFx97e8zH6CyRkEQfg&ll=42.055042659709784%2C-124.29904445993651&z=13>

As the above map indicates there is a reasonable supply of existing undeveloped lots, as well as at least one very large parcel of undeveloped land.

Some developers and realtors feel there are several factors limiting their development potential:

1. High SDC fees within the Brookings city limits.
2. The difficulty for many would-be individual developers of buying a lot and then coming up with more money during the construction phase.
3. The reluctance of some lenders to lend for the purchase of bare land, and/or construction loans.
4. The lack of full services at many potentially developable parcels.
5. A very limited number of local general contractors.

The highest current demand in the 97415-zip code area is for existing new (or newer) single-family dwellings, offering 1,500 – 1,700 square feet, with 3-bedrooms and 1- or 2-bedrooms.

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**v. Vacation Rental Market Share**

**Table F-16.** The following table summarizes the market share occupied by short-term seasonal/recreational or vacation rentals within the 97415-zip code area:

	2000 Census		2010 Census		2017 Estimated		2025 Projected	
	#	%	#	%	#	%	#	%
<b>Total Vacant Housing Units</b>	1,089	100.0%	1,124	100.0%	1,191	100.0%	1,210	100.0%
<b>For Sale</b>	170	15.6%	200	17.8%	184	15.4%	178	14.7%
<b>For Rent</b>	246	22.6%	166	14.8%	128	10.7%	97	8.0%
<b>Rented or Sold, Not Occupied</b>	41	3.8%	22	2.0%	36	3.0%	40	3.3%
<b>Seasonal or Recreational Use</b>	476	43.7%	560	49.8%	728	61.1%	850	70.2%
<b>Other Vacancy</b>	156	14.3%	176	15.7%	115	9.7%	45	3.7%

Source: US Census Bureau; Ribbon Demographics

The vast majority of the vacant housing units in the study area are identified as seasonal or for recreational use, a total of 728 units in 2017, or 61.1% of all vacant units. This number is projected to increase by 2025 to 850 dwelling units, or 70.2% of all vacant units. These units do not represent permanent housing and are not comparable to, or provide support for, conventional housing needs.

**Table F-17.** The following table details the high, low, mean, and median vacation rentals found on VRBO.com for the Brookings area, comparing their size and price per night, as well as anticipated annual revenue at specified occupancy levels:

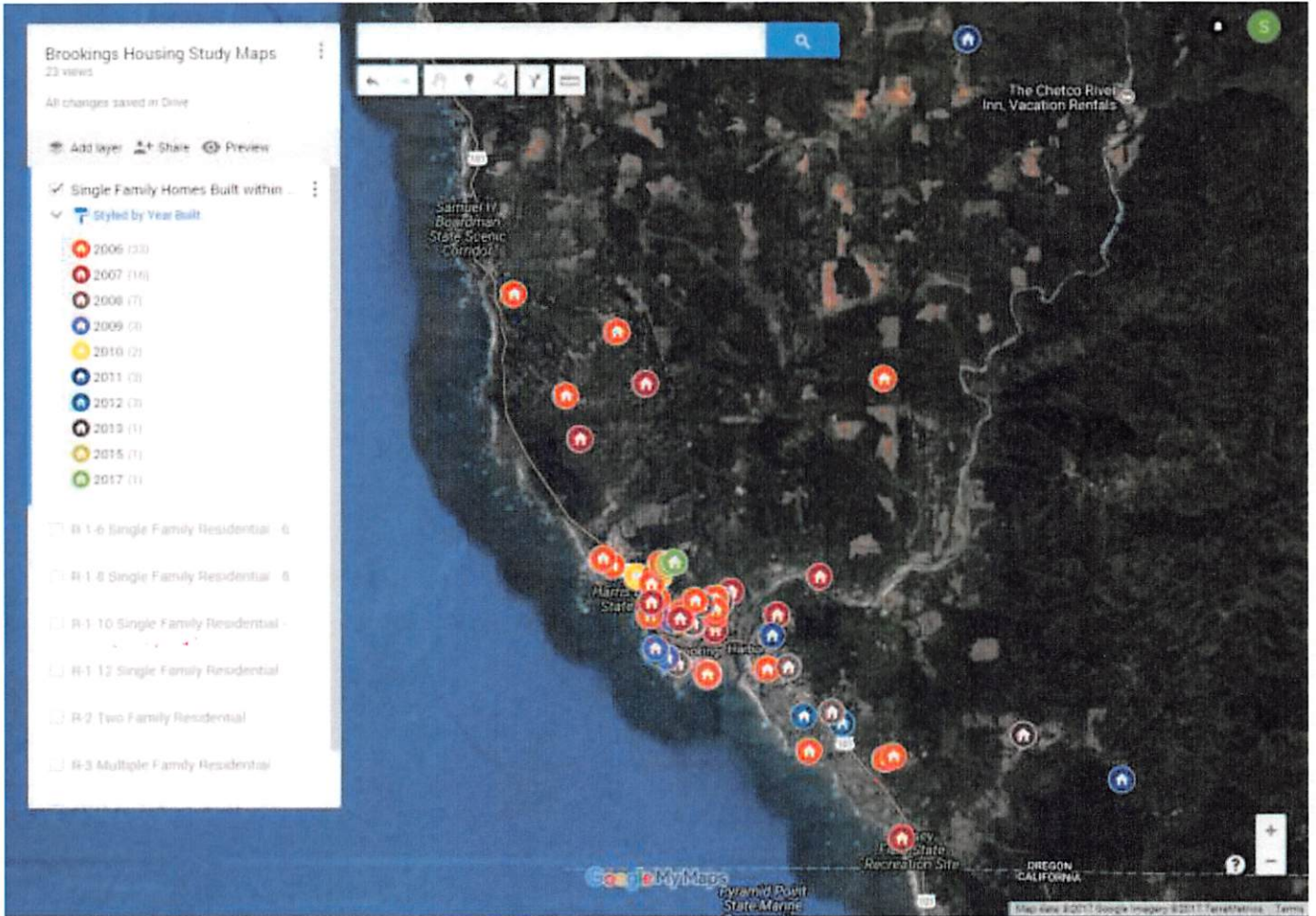
Property Details					Annual Revenue Generated at Occupancy				
VRBO House #	Bed	Bath	Avg. Price Per Night		Min. Night Stay	25%	50%	75%	100%
210432	4	3.5	High	\$473	2-4	\$43,161.25	\$86,322.50	\$129,483.75	\$172,645.00
4348814ha	3	2.5	Mean	\$195	2-3	\$17,793.75	\$35,587.50	\$53,381.25	\$71,175.00
127877	1	1	Median	\$175	2	\$15,968.75	\$31,937.50	\$47,906.25	\$63,875.00
970146	2	2	Low	\$86	2-4	\$7,847.50	\$15,695.00	\$23,542.50	\$31,390.00

Source: VRBO.com

A VRBO.com (Vacation Rentals by Owner) search was conducted on 7/28/2017, which yielded 93 properties available for a short-term rental within the Brookings area. Of those 93 properties, 45 were houses, 19 were condos, and 13 were cabins. The average advertised price per night was \$195.60 with a 2.4 average minimum night stay.

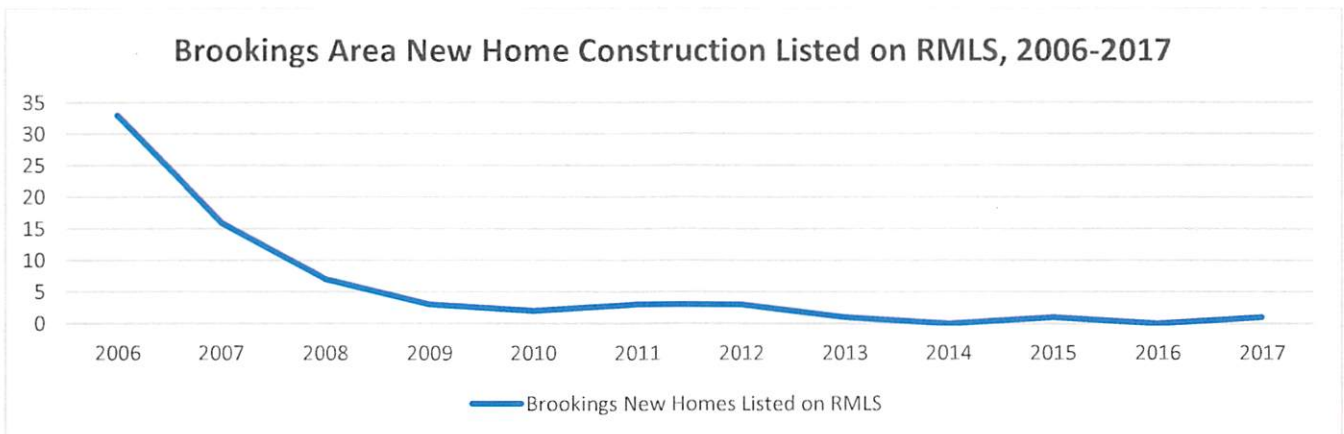
vi. Residential Development Since 2006

Map 2-F. Below is a screenshot of an interactive Google map, showing all residential development within the 97415-zip code area, since 2006, according to RMLS listings:



Source: Google Maps; <https://www.google.com/maps/d/edit?mid=1rmUo1-tXcFx97e8zH6CyYRkEQfg&ll=42.1004027600032%2C-124.29818615305174&z=12>

Graph F-18. Brookings Area New Home Construction listed on RMLS, 2006-2017:

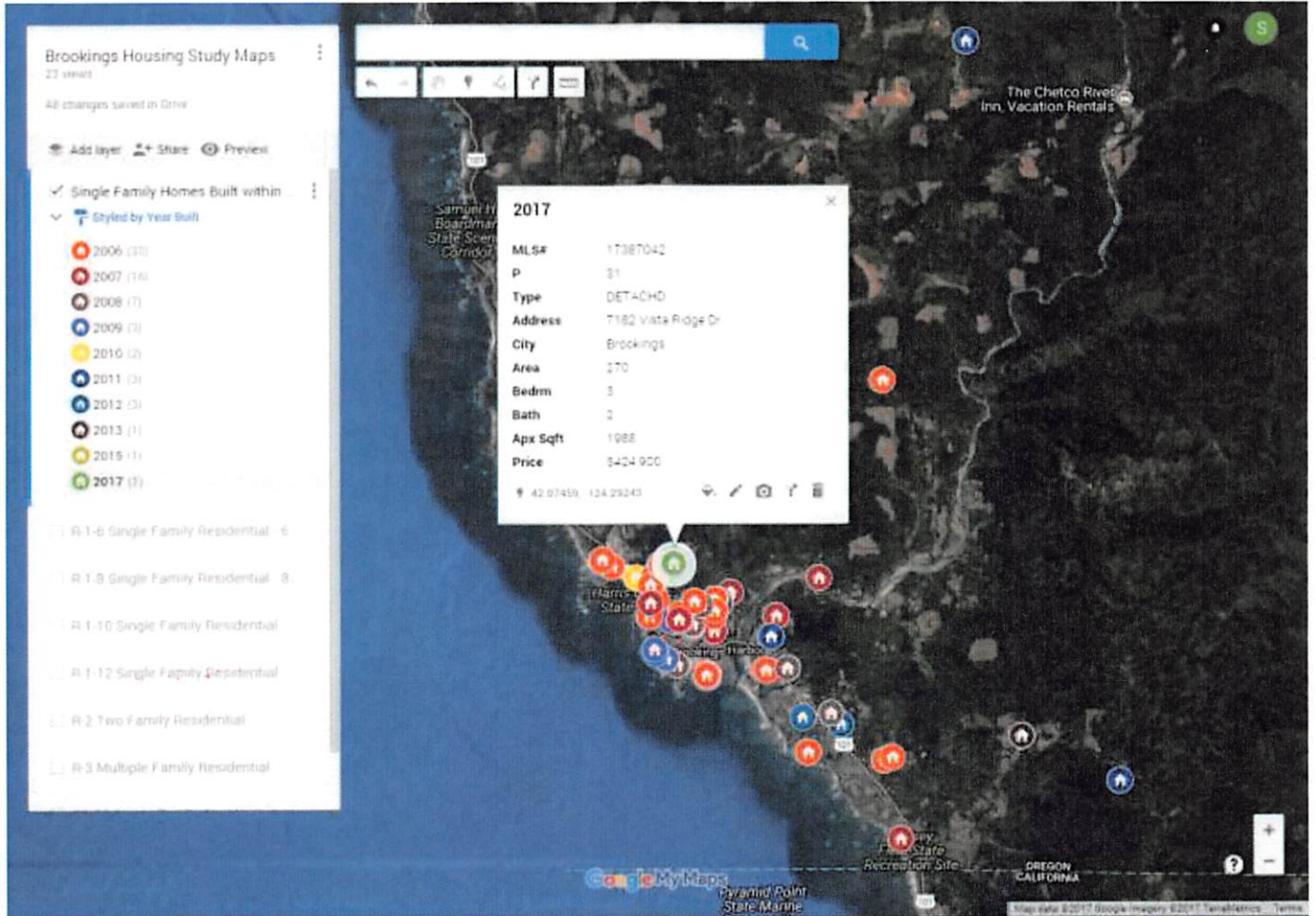


Source: RMLS

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Map 3-F. Within the interactive map, you can click on the house icon and it will show specific information about that house including the MLS #, the property type, address, bedrooms and bathrooms, approximate square footage, and list price, as shown in the picture below for the one house built so far in 2017.



Source: Google Maps; <https://www.google.com/maps/d/edit?mid=1rmUo1-tXcF97e8zH6CyYRkEQfg&ll=42.1004027600032%2C-124.29818615305174&z=12>

There appears to be only two newly developed residential subdivisions in the 97415-zip code area. One (14 lots) is in the City of Brookings, while the other (23 lots) is in Brookings-Harbor. See maps of these development locations on the following pages.

Interviews with the developer of these two subdivisions indicate that the 14-lot Brookings subdivision will be filled with modular homes, 3-bedroom/2-bathroom and approx. 1,100-1,900 square feet, with sales prices estimated to be about \$279,000 – \$350,000. The developer estimates all homes/lots will be sold by early 2018.

The 23-lot Brookings-Harbor subdivision will be sold as lots, many with views, at a price of \$150,000 – \$200,000 per lot. These lots will likely be available for sale in late 2017 or early 2018.

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Map 4-F. The following map shows both new residential developments, relative to the Rio Tinto / US Borax Site:



Source: Google Maps, SCDC

Map 5-F. The following map shows the 14-lot residential development at 4th Street and Alderwood:



Source: Curry County GIS, SCDC

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Map 6-F. The following map shows the 23-lot residential development at Crown Terrace:



Source: Curry County GIS, SCDC

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Table F-19. Following is a summary of the residential building permits issued for the City of Brookings, for single-family and multi-family residential units:

Year	Single-Family Residential		Multi-Family Residential	
	Number	Valuation	Number	Valuation
2000	45	\$6,237,503.50	8	\$2,579,045.00
2001	49	\$8,967,300.00	7	\$8,951,434.00
2002	45	\$8,126,846.00	0	\$0.00
2003	68	\$13,409,511.00	3	\$2,118,347.00
2004	48	\$10,495,607.00	0	\$0.00
2005	44	\$9,510,475.00	0	\$0.00
2006	41	\$8,904,435.00	2	\$1,372,930.00
2007	9	\$2,643,000.00	1	\$534,000.00
2008	10	\$2,396,000.00	0	\$0.00
2009	7	\$1,878,000.00	0	\$0.00
2010	6	\$1,445,000.00	0	\$0.00
2011	2	\$932,000.00	0	\$0.00
2012	4	\$1,199,000.00	0	\$0.00
2013	2	\$407,000.00	1	\$4,202,317.00
2014	4	\$1,616,000.00	1	\$1,293,399.00
2015	5	\$864,000.00	0	\$0.00
2016	13	\$1,588,000.00	0	\$0.00
2017	5	\$1,343,000.00	0	\$0.00

Source: City of Brookings

Table F-19 above quantifies the dramatic decline in residential construction that began in 2007. Prior to then, Brookings had issued an average of 49 single-family dwelling permits per year. From 1990 to 1999, the average was 46.

In the almost 11 years since 2006, the City has issued a total of 67 single-family permits, an average of only 6 per year. If the City has similarly maintained their historical averages, there would be about 461 additional homes in the city. Curry County numbers only go back five years, but those who have worked for the building department both before and after 2006 report a similar effect.

In addition, it should be noted that the area population has continued to grow, (Please see Tables E-1 and E-2 on page 10). Compounding this is the age of the area housing stock, (Please see Table F-2 on page 25).

A similar dearth of new construction applies to multi-family housing developments. From 2000-2006, there were a total of 20 multi-family residential projects. Since then only three have been built, and there are none currently planned or under construction.

The multi-family dwelling projects developed in 2007 included 5 units; in 2013 the development included 40 units; and in 2014 it included 14 units. A total of only 59 additional multi-family dwelling units were developed in the years from 2007 to 2017.



## Section IV

### **G. Site Specific Analysis**

#### **i. Site Description**

The former U.S. Borax site located within the City of Brookings city limits is approx. 537 acres disbursed across three conjoined tax lots, 4014-00 -02404-00, 4014-00 -02401-00, 4014-00 -02400-00. The site is oriented Northeast to Southwest, and is crossed by both Ram Creek south of the Lone Ranch Picnic area and Duley Creek at the Northern end of the site. Currently there is limited road access off of Highway 101, however the site is accessible through Lone Ranch Parkway which dead ends and allows access by way of a dirt road. This dirt road runs relatively Northeast to Southwest along the eastern borders of tax lots 2400 and 2401 and the western border of tax lot 2404. There are also two small turnouts which lead into dirt access roads, one of which is south of Duley Creek and the other is just south of Ram Creek on Highway 101. These roads cross the property much like Duley and Ram Creeks. Currently the site is covered in timber and other dense foliage. Site terrain is sloped from west to east with level areas throughout the property. There is a double peak directly north of Lone Ranch Parkway, which is the highest spot on the site.

#### **ii. Zoning Regulations and Permitted Land Uses**

Currently this site is zoned as a Master Plan Development District. The master planned development (MPD) zone is a land use district. The MPD zone may be applied on sites that are 50 acres or greater in size. The MPD zone shall implement the MP comprehensive plan designation, which shall be placed on all land requiring a “master plan of development” in the Urban Growth Joint Management Agreement (JMA) adopted by the city and the county. Upon or subject to annexation into the city, the MPD comprehensive plan designation shall be applied to all land that is required to adopt a master plan of development (MPoD) in the urban growth boundary. In addition, the city may apply the MPD designation to other lands within the city.

The MPD zone is to be implemented through the approval of a MPoD that describes in detail, as outlined in this chapter, how the development of the property will occur and how the development will implement applicable goals and policies of the city’s comprehensive plan, and applicable provisions of the land development code. The MPoD will assess and minimize, to an acceptable level, the impacts of the development on the city’s services, infrastructure, transportation systems and neighboring properties. Best engineering practices for low impact development which preserve existing vegetation, topography, and natural drainage are encouraged. As the MPD zone is implemented through an approved MPoD, no development shall be allowed until applicable requirements of this chapter are met. Compliance with applicable plan goals and policies is deferred until the MPoD review.

Master planned development review procedures are established in this chapter for the following purposes:

- a. Promote flexibility in design and permit diversification in location of structures;
- b. Promote efficient use of land and energy and facilitate a more economical arrangement of buildings, circulation systems, land uses, and utilities;
- c. Preserve to the greatest extent possible existing landscape features and amenities, and utilize such features in a harmonious fashion. Retention of existing mature trees and other vegetation is encouraged;
- d. Provide for more usable and suitably located recreation facilities and other public and common facilities than would otherwise be provided under conventional land development procedures;
- e. Combine and coordinate architectural styles, building forms and building relationships within the planned development;

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- f. Provide the applicant with reasonable assurance of ultimate approval before expenditure of complete design moneys, while providing the city with assurances that the project will retain the character envisioned at the time of approval;
- g. Promote and encourage energy conservation; and
- h. Provide greater compatibility with surrounding land uses than what may occur with a conventional project. [Ord. 10-O-652 § 2; Ord. 03-O-446.PP.]

The following uses are allowed outright when they are included in an approved MPoD:

- a. All uses allowed outright and conditionally in the R-1, R-2, and R-3 zones;
- b. All uses allowed outright and conditionally in the C-1, C-2, C-3 and C-4 zones.
- c. All uses allowed outright in the I-P and M-2 districts. [Ord. 10-O-652 § 2; Ord. 03-O-446.PP.]

### iii. Site Constraints

Although this site would be advantageous to develop, some constraints exist such as: limited utility development, sloped terrain, limited roadside accessibility, the need for timber harvest and foliage removal, as well as significant cost to extend sewer service and other infrastructure to the site.

### iv. Current Infrastructure and Improvements Needed

Currently, Coos Curry Electric Co-Op power lines run along the western border of the site along Highway 101. Water and sewer lines would need to be extended to the site. Natural Gas is not available in Curry County. Road infrastructure would also need to be developed for ingress and egress of site.

## H. Competitive Market/Housing Demand Analysis – 2017

This section projects the current and future housing needs for Brookings area residents. It focuses on:

- Low-Income renters who will continue to rent
- Renters who want to buy
- Owners who want or need to change where they live, either now or in the future
- Young and middle-aged adults
- New households in the study area

The analysis in this section examines housing needs across all income levels, except low-income assisted housing, to identify mismatches in supply and demand for all households in the Brookings 97415-zip code study area. It reports on the results of a modeling effort, which compares the demand for and supply of housing by income level.

The analysis uses the following data sources:

- Households estimates and household income ranges from the 2015 American Community Survey (ACS)
- Rental data from the ACS, as well as in-person surveys of the rental management companies and realtors within the 97415-zip code area.
- For-Sale/Sold housing data

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The United States Department of Housing and Urban Development (HUD) has defined reasonable housing affordability as payment for monthly housing expenses that do not exceed 30% of a household's monthly gross income. The housing expense may be the monthly rent payment or the monthly mortgage payment including the principal, interest, and monthly cost for taxes and insurance (PITI).

It should be noted here that Curry County property taxes are exceptionally low and are not a significant factor affecting housing affordability. The current median home sales price, even if assessed at real market value (RMV), amounts to less than \$150 per month in property taxes.

According to HUD, households that are paying 31% to 49% of their monthly gross income towards housing expenses are considered high-cost burdened households (overburdened). Households that are paying more than 50% of their monthly gross income for housing are considered severely cost burdened households.

### **i. Determination of Income Eligibility**

Using the area median family income (which is adjusted annually) as a basis point, HUD computes Section 8 housing income guidelines. These guidelines, adjusted for family size, are used to determine eligibility for all HUD housing programs.

The HUD eligibility income level for a four-person household in the 97415-zip code was approximately \$34,250 for 2016.

### **ii. Demand Evaluation**

We have evaluated the housing market and have estimated the housing support levels based upon current housing conditions, historical market trends, and current household growth patterns. This section identifies the potential to support new housing development based upon the amount and condition of existing supply, price points, the income ranges of area households, and population and employment growth projections.

A series of assumptions have been established to guide this analysis.

Normally, the demand assumptions assume that households cannot pay more than 30% of their gross income for housing costs. However, the 97415-zip code area housing market is driven, to a large degree, by in-migration of older adults who often arrive with down payments well in excess of the traditional 20% – 25%. Realtors in the area interviewed for this study report that the majority of buyers put 30% – 50% as a down payment. This in turn results in a considerably reduced mortgage payment. For home purchase purposes, it will be assumed that the median home buyer will pay 25% of the home price as a down payment.

Monthly housing costs include utility payments for both renters and homeowners. A homeowner's housing burden must also include the principal and interest payments, as well as the taxes and all required insurance. The mortgage is assumed as a 30-year fixed product with 25% down and a 5% interest rate. It is important to note however, that many households voluntarily pay more than 30% of their incomes to housing costs. In general, this decision is influenced by quality of life issues.

For this evaluation, 2010 Census data, updated and estimated for 2016, household income and occupied residential units with specified monthly costs for the study area were used as the basis for comparison.

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Table H-1. The following table demonstrates the income required to afford purchased housing at different price points in the study area. It also evaluates the proportional amount of housing that these numbers represent:

Household Income Range	Current Households Able to Afford Monthly Housing Cost	Maximum Affordable Monthly Housing Costs	Maximum Price Affordability
Less than \$10,000	273	\$250	\$58,213
\$10,000 to \$19,999	527	\$500	\$121,083
\$20,000 to \$34,999	776	\$875	\$203,745
\$35,000 to \$49,999	671	\$1,250	\$291,065
\$50,000 to \$74,999	724	\$1,875	\$436,597
\$75,000 to \$99,999	403	\$2,450	\$570,487
\$100,000 to \$149,999	523	\$3,750	\$873,195
\$150,000 +	125	\$4,500	\$1,047,834

Source: SCDC

Using Census data, household income figures were grouped into 8 ranges of income, and affordable monthly housing costs were computed for each reporting category using HUD’s 30% index. This provides the maximum affordable monthly housing costs for households within each income category.

Among area homeowners by household income category, there are an estimated 647 households within the study area in 2016 with earnings of \$100,000 or more.

The demand/supply matrix details the income limits for each of the income categories in column one. The second column includes the estimated 2016 households in each income category for the county. The third column has the maximum affordable monthly housing costs for each income range. Using HUD’s affordability index, those households with an income of less than \$10,000 should be paying no more than \$250 per month for housing expenses. (\$9,999 / 12 x 30% = \$249.98)

The fourth column lists the estimated maximum housing price that existing homeowners could afford, based on the assumption above. Tables H-1 and E-10 make clear that a significant number and percentage of existing homeowners can afford to “move up” to more expensive homes. Almost 25% of existing homeowners can afford the current median home sales price of \$237,500.

Thus, a strong potential for this zip code to absorb significant new housing in the \$200,000 – \$400,000 range is evident. This is consistent with the report of realtors interviewed for this report. They unanimously indicate a high level of demand for newer (or new) homes in the \$225,000 – \$325,000 range.

To analyze the supply of housing and the demand for housing at affordable costs, a comparison has been made between what existing households could afford on a monthly basis using the 30% HUD Standard, and the number of occupied units at reported monthly costs. For this evaluation, 2010 Census data updated and estimated for 2016, household income and occupied residential units with specified monthly costs for Curry County were used to determine current housing needs.

**iii. Workforce/Affordable Rental Housing**

Non-subsidized workforce/affordable housing is targeted to households with low to moderate incomes. We were not able to locate any housing development targeted to this income group within the study area. Interviews with local area employers and realtors/property managers indicate an increasing need for workforce housing. Adequate and affordable housing that is available to the workforce, is necessary in order to support a healthy and diversified economy. Lack of affordable housing will slow future economic growth.

Please reference Workforce Housing Ordinance, Chapter 17.180 for additional information.

**iv. Market-Rate Rental Housing**

There are no maximum income restrictions for market-rate rental units. Typically, when households reach a certain income level, they are more likely to become homeowners, since their ability to qualify for a home mortgage increases. However, since we conducted this analysis using general and under age-55 renter household data only, and did not consider homeowners for some basic capture rate calculations, we have conducted this particular analysis of income-qualified households without a maximum income limit.

In order to evaluate demand potential for a new market-rate apartment property, we have assumed unit rents starting at the proposed collected rent of \$700 for a one-bedroom unit. This is higher than the collected one-bedroom rents of \$625 currently achieved in the market.

Assuming management will qualify households using a 27% rent-to-income ratio for the market-rate units, the general occupancy yields a minimum income requirement of approximately \$31,000 based on the estimated collected rent and a typical market-rate rent and rent-to-income ratio. We consider two of the seven surveyed market-rate projects within the study area as potentially comparable. The projects include one vacant unit.

Table H-2. Following is a summary of the estimated need for market-rate units, considering the existing base of comparable units and currently vacant units within the study area:

<b>Market-Rate Housing (Income \$31,000 and Higher)</b>	
<b>Income-Eligible Renter Households – 2016</b>	2,174
<b>Estimated Existing Units</b>	1,144
<b>Underserved Income- and Age-Appropriate Renters</b>	1,030
<b>Market-Rate Housing Capture Rate</b>	11.0%
<b>Comparable Units Currently Vacant</b>	0
<b>Potential Market-Rate Units Needed:</b>	113

Source: SCDC

Based on this demand evaluation, the study area can currently support 113 additional market-rate units targeted to moderate- and high-income renter households, earning \$31,000 or more per year. This market support level does not include or allow for population growth since 2015, or the notable rent increases since then.

With no market-rate units currently targeted to older adults and the area projecting 15% population growth through 2025 among older adult households, an age-restricted project represents an excellent opportunity for market-rate development. With a 7% age-restricted capture, we estimate future demand for an additional 112 new market-rate units targeted to older adults.

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It is important to note that there is an increasing share of renters by choice in today's market regardless of income, making a maximum income less restrictive. This market characteristic is reflected within the renter household projections. Among senior households, support from only renters is not typical and older individuals are often transitioning to a maintenance-free unit rather than pursuing homeownership. Based on our interviews with realtors in the market area, we anticipate 10% to 15% of the market-rate project's initial residents will be former homeowners, increasing area development potential by another 10-15 units.

We recommend that market-rate units targeted to older adults should include a single-story ranch design with an attached garage. This product type is well accepted among older adult renters. Another rental product often mentioned by property managers as in high demand are duplexes offering one 1-bedroom unit and one 2- or 3-bedroom unit, with two single car garages between them.

### v. Subsidized Rental Housing Market Demand

Table H-3. Following is a summary of the estimated need for subsidized rental units, considering the existing base of comparable units and currently vacant units within the study area:

Subsidized Rental Market Demand	
Income-Eligible Renter Households – 2016	1,160
Estimated Existing Units	98
Underserved Income-Appropriate Renters	1,062
Subsidized Housing Capture Rate	0.260
Currently on Waiting Lists	176
Comparable Units Currently Vacant	0
Potential Subsidized Units Needed:	452

Source: SCDC

Currently, there is considerable need for additional subsidized rental units, an estimated 452, within the Brookings 97415-zip code area.

### vi. For-Sale Housing

Support for detached single-family homes, which we consider to be approximately 1,400 to 1,650 square feet with 3-bedrooms/2-bathrooms and a 2-car garage on one-quarter acre or smaller lots, is based upon a market's ability to capture the component of buyers who are seeking this housing type.

We anticipate that most of the demand for market-rate units will originate from employment growth, existing households increasing their income, out-of-market workers relocating to the area or gaining new employment, and in-migration primarily consisting of seniors and prison employees from California.

The affordable and subsidized demand will primarily originate from among existing area households.

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Table H-4. Following is a summary of the 2015 demand evaluation for new for-sale housing in the study area:

Income Range	Home Sales Price	2016 Households	Capture Rate	Estimated Annual Demand	
				Units	% Distribution
\$25,000 – \$49,999	\$140,000 – \$199,999	1,218	0.015	19	54.3%
\$50,000 – \$74,999	\$200,000 – \$299,999	724	0.012	9	25.7%
\$75,000 – \$99,999	\$300,000 – \$399,999	403	0.007	3	8.6%
\$100,000 – \$149,999	\$400,000 – \$499,999	523	0.006	3	8.6%
\$150,000+	\$500,000 – \$1,000,000+	125	0.002	1	2.9%
<b>Total</b>				<b>35</b>	<b>100.0%</b>

Source: SCDC

Please note that, once again, population growth and housing market value increases since 2015 have not been considered. In addition, the calculated figure of 35 new housing units per year ignores the likely pent-up demand of the 400+ units not built since 2006 and the Brookings area (alone) historic average of over 45 new single-family dwelling (SFD) permits per year. Based on these factors, it seems likely that an annual market SFD absorption rate, at least for many years, will be closer to approximately 80 units per year.

By evaluating the current and anticipated for-sale housing market, a projection of the likelihood that a hypothetical site can capture a portion of the market support can be made. Numerous factors influence new home sales within an area. The desirability of the area as a residential location has a significant impact on a given site’s ability to attract buyers.

Area perceptions, demographics, mobility patterns, and the active participation of local and/or regional homebuilders play a role in generating new home sales. In the case of the proposed project area, there are numerous factors favoring housing sales. These include, among others: view-scapes, the new Southwestern Oregon Community College campus, proximity to the Brookings Airport, the expanding medical center, robust employment growth, and the appeal of lower taxes and lower comparable housing costs to residents and future employees of Del Norte and Humboldt Counties in Northern California.

Overall, we estimate that the study area can absorb up to 80 new owner-occupied home sales annually, including up to 64 homes in the \$140,000 – \$300,000 sales price range.

It should be noted that annual support levels are generally not cumulative. In most markets, if there is support for new single-family homes at a particular price point or concept and they are not offered in a specific area, households may leave the area seeking this housing alternative, defer their purchase decision, or seek another housing alternative. We anticipate many potential buyers attracted to a for-sale product have either delayed their purchase (reflecting pent-up demand) or opted for an existing single-family home alternative offered in the market.

The development of new single-family homes should be a function of market factors and not speculative. We anticipate these homes will be available at prices ranging from \$225,000 – \$300,000 for the proposed basic concept homes, which range from 1,450 to 1,650 square feet and include three bedrooms and two bathrooms, and a 2-car garage. However, the basic concept home would offer no view-scape, reside on a small lot, and offer no “upscale” amenities.

These projections invoke some degree of caution with respect to providing adequate supply and meeting potential demand throughout the housing market in general. It is important to note that this demand can be met as homebuyers are in contract, and does not need to be speculative.

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Another important consideration is that future financing resources supporting the new housing development in the area will require that projected new household growth be determined sustainable based on local employment growth and population growth trends.

One of the points of emphasis in our discussions with local area real estate professionals is that future development should not saturate a market and potentially create a situation of overbuilding. It is in the best interest of all parties involved in rural communities (local government officials, lending institutions, developers, and state agencies) that local housing needs be met without creating market issues by adding too many units to an area quicker than area households can purchase or rent the new homes and apartments as they are brought online.

Any new product will capture only a fraction of the overall potential “un-met” housing need. The ability of any specific project to draw support from within a community is determined by numerous factors, such as design type (garden vs. townhouse), unit mix and bedroom types, amenities, rents, targeted AMHI, targeted household type (senior vs. family), location (proximity to services), employment opportunities, visibility, access and surrounding land uses. Other factors that will also contribute to a project’s ability to draw support include characteristics of the existing supply and any planned rental projects, as well as the economic and demographic trends and characteristics of the market.

Our demand projections assume that any new project will be well designed, offer competitive rents and sales-prices, be within a good location and will have the ability to draw from the study area. The site-specific Primary Market Area will depend on the location, size, and features of the proposed project, and will rarely coincide with the boundaries of a community or county.



## Section V

### **I. Conclusions and Recommendations**

The 97415-zip code is not typical in many ways. An unusually high percentage of its housing stock is 'reserved' for use as second homes and vacation rentals. In addition, the Curry County population is mostly older than the Oregon average, but also far more likely to have relocated into the zip code from elsewhere.

Like many other areas, construction activity was substantially slowed by the recession of 2008-2013. But unlike most, the area has seen 2013-2017 residential building activity still well below that of 2000-2005, as well as earlier periods.

At the same time, unemployment has dropped sharply, jobs and pay have increased, and the population has grown at a rate exceeding the national average. The recommendations can only lead to development of significant new residential housing for the 97415-zip code area. The "sweet spot" for single-family dwellings is noted elsewhere in this report.

If homes of these sizes and features can be built (with total development costs included), for \$250,000 – \$275,000 they will likely find a significant number of buyers.

Related to this is another demand point for duplexes and perhaps triplexes of 1-3 bedrooms, 900-1,300 square feet, with a small yard and a 2-car garage. These would likely command a monthly rent of \$1,250 – \$1,600 per dwelling unit.

Finally, there is a strong demand for the development of new multi-family residential units, especially government-subsidized. The market could easily absorb 100 or more government supported dwelling units.

Non-subsidized multi-family units, especially studios, one- and two-bedrooms units, are likely to be quickly rented and maintained at or near 100% occupancy, if rents can come in at \$900, \$1,100 and \$1,300 respectively, per month.

These recommendations assume average build quality, and do not include any upgraded features.

The market demand for new residential development is right now, and only growing in the future.



## **Appendices**

### **Brookings Housing Needs Assessment**

#### **A Study of the Current Housing Needs for the Brookings-Harbor Community**

A	<u>Detailed Tables of Household Income by Household Size, Owner vs. Renter Tenure</u>	i
B	<u>Oregon State Vital Statistics – Birth, Death, and Net Migration Rates 1980-2050</u>	iv
C	<u>Property Information for Surveyed Housing Units</u>	v

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### Appendix A

Referenced on page 15 of this report, the following tables detail the number of households by income range, for both owner- and renter-occupied households, for the years 2010, 2017, and 2025.

<b>Owner Households</b>						
<b>All Age Groups, Base Year: 2006 - 2010 Estimates</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	255	44	5	0	3	<b>307</b>
<b>\$10,000-20,000</b>	272	323	13	4	5	<b>617</b>
<b>\$20,000-30,000</b>	199	249	18	0	0	<b>466</b>
<b>\$30,000-40,000</b>	172	284	82	76	6	<b>620</b>
<b>\$40,000-50,000</b>	133	191	37	78	44	<b>483</b>
<b>\$50,000-60,000</b>	74	208	12	6	0	<b>300</b>
<b>\$60,000-75,000</b>	32	362	6	106	68	<b>574</b>
<b>\$75,000-100,000</b>	19	281	204	25	50	<b>579</b>
<b>\$100,000-125,000</b>	38	192	53	34	3	<b>320</b>
<b>\$125,000-150,000</b>	30	65	15	5	3	<b>118</b>
<b>\$150,000-200,000</b>	10	47	8	29	0	<b>94</b>
<b>\$200,000+</b>	3	18	20	1	3	<b>45</b>
<b>Total</b>	<b>1,237</b>	<b>2,264</b>	<b>473</b>	<b>364</b>	<b>185</b>	<b>4,523</b>

Source: Ribbon Demographics

<b>Renter Households</b>						
<b>All Age Groups, Base Year: 2006 - 2010 Estimates</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	167	77	0	0	0	<b>244</b>
<b>\$10,000-20,000</b>	430	45	125	0	0	<b>600</b>
<b>\$20,000-30,000</b>	97	104	24	52	21	<b>298</b>
<b>\$30,000-40,000</b>	13	50	43	9	104	<b>219</b>
<b>\$40,000-50,000</b>	0	11	5	41	0	<b>57</b>
<b>\$50,000-60,000</b>	23	48	39	28	5	<b>143</b>
<b>\$60,000-75,000</b>	12	52	0	0	65	<b>129</b>
<b>\$75,000-100,000</b>	17	206	0	0	0	<b>223</b>
<b>\$100,000-125,000</b>	17	34	1	24	38	<b>114</b>
<b>\$125,000-150,000</b>	6	6	1	0	1	<b>14</b>
<b>\$150,000-200,000</b>	5	18	2	0	1	<b>26</b>
<b>\$200,000+</b>	7	4	2	16	1	<b>30</b>
<b>Total</b>	<b>794</b>	<b>655</b>	<b>242</b>	<b>170</b>	<b>236</b>	<b>2,097</b>

Source: Ribbon Demographics

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<b>Owner Households</b>						
<b>All Age Groups, Year 2017 Estimates</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	289	52	5	0	1	<b>347</b>
<b>\$10,000-20,000</b>	183	158	6	0	1	<b>348</b>
<b>\$20,000-30,000</b>	224	338	7	0	0	<b>569</b>
<b>\$30,000-40,000</b>	128	156	102	67	1	<b>454</b>
<b>\$40,000-50,000</b>	170	322	113	105	49	<b>759</b>
<b>\$50,000-60,000</b>	75	236	0	5	0	<b>316</b>
<b>\$60,000-75,000</b>	45	309	12	64	67	<b>497</b>
<b>\$75,000-100,000</b>	21	288	169	31	46	<b>555</b>
<b>\$100,000-125,000</b>	46	188	30	32	1	<b>297</b>
<b>\$125,000-150,000</b>	33	74	13	4	0	<b>124</b>
<b>\$150,000-200,000</b>	8	36	5	29	0	<b>78</b>
<b>\$200,000+</b>	4	2	15	2	0	<b>23</b>
<b>Total</b>	<b>1,226</b>	<b>2,159</b>	<b>477</b>	<b>339</b>	<b>166</b>	<b>4,367</b>

Source: Ribbon Demographics

<b>Renter Households</b>						
<b>All Age Groups, Year 2017 Estimates</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	198	55	0	0	0	<b>253</b>
<b>\$10,000-20,000</b>	269	17	60	0	0	<b>346</b>
<b>\$20,000-30,000</b>	184	127	20	60	25	<b>416</b>
<b>\$30,000-40,000</b>	17	52	36	3	82	<b>190</b>
<b>\$40,000-50,000</b>	1	18	9	28	0	<b>56</b>
<b>\$50,000-60,000</b>	30	69	91	50	19	<b>259</b>
<b>\$60,000-75,000</b>	41	62	0	0	44	<b>147</b>
<b>\$75,000-100,000</b>	21	135	0	0	0	<b>156</b>
<b>\$100,000-125,000</b>	24	39	4	24	46	<b>137</b>
<b>\$125,000-150,000</b>	17	6	4	2	6	<b>35</b>
<b>\$150,000-200,000</b>	4	22	0	0	2	<b>28</b>
<b>\$200,000+</b>	2	11	0	2	2	<b>17</b>
<b>Total</b>	<b>808</b>	<b>613</b>	<b>224</b>	<b>169</b>	<b>226</b>	<b>2,040</b>

Source: Ribbon Demographics

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<b>Owner Households</b>						
<b>All Age Groups, Year 2025 Projections</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	282	21	7	0	0	<b>310</b>
<b>\$10,000-20,000</b>	162	128	5	0	0	<b>295</b>
<b>\$20,000-30,000</b>	236	308	11	0	0	<b>555</b>
<b>\$30,000-40,000</b>	150	169	101	43	3	<b>466</b>
<b>\$40,000-50,000</b>	177	382	89	96	28	<b>772</b>
<b>\$50,000-60,000</b>	110	266	12	18	8	<b>414</b>
<b>\$60,000-75,000</b>	82	347	10	62	67	<b>568</b>
<b>\$75,000-100,000</b>	51	322	166	24	43	<b>606</b>
<b>\$100,000-125,000</b>	56	188	68	32	11	<b>355</b>
<b>\$125,000-150,000</b>	63	107	30	10	5	<b>215</b>
<b>\$150,000-200,000</b>	46	50	16	35	3	<b>150</b>
<b>\$200,000+</b>	22	32	20	5	2	<b>81</b>
<b>Total</b>	<b>1,437</b>	<b>2,320</b>	<b>535</b>	<b>325</b>	<b>170</b>	<b>4,787</b>

Source: Ribbon Demographics, SCDC

<b>Renter Households</b>						
<b>All Age Groups, Year 2025 Projections</b>						
	<b>1-Person Household</b>	<b>2-Person Household</b>	<b>3-Person Household</b>	<b>4-Person Household</b>	<b>5+-Person Household</b>	<b>Total</b>
<b>\$0-10,000</b>	180	41	0	0	0	<b>221</b>
<b>\$10,000-20,000</b>	260	15	33	0	0	<b>308</b>
<b>\$20,000-30,000</b>	203	119	26	57	20	<b>425</b>
<b>\$30,000-40,000</b>	33	61	38	12	62	<b>206</b>
<b>\$40,000-50,000</b>	9	22	18	18	10	<b>77</b>
<b>\$50,000-60,000</b>	56	77	100	61	21	<b>315</b>
<b>\$60,000-75,000</b>	51	62	12	11	26	<b>162</b>
<b>\$75,000-100,000</b>	25	138	10	8	2	<b>183</b>
<b>\$100,000-125,000</b>	34	44	8	33	10	<b>129</b>
<b>\$125,000-150,000</b>	26	18	7	3	4	<b>58</b>
<b>\$150,000-200,000</b>	10	21	6	2	3	<b>42</b>
<b>\$200,000+</b>	8	10	0	8	2	<b>28</b>
<b>Total</b>	<b>895</b>	<b>628</b>	<b>258</b>	<b>213</b>	<b>160</b>	<b>2,154</b>

Source: Ribbon Demographics, SCDC

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### Appendix B

Referenced on page 23 of this report, this table details the Oregon State Vital Statistics of Birth, Death, and Net Migration Rates for the years 1980-2050:

	Number of Births	Average Annual Birth Rates per 1,000 population	Number of Deaths	Average Annual Death Rates per 1,000 population	Net Migration	Average Annual Net migration rates per 1,000 population
<b>1980-1985</b>	204,629	15	111,685	8	-62,424	-5
<b>1985-1990</b>	199,722	14	121,318	9	109,324	8
<b>1990-1995</b>	210,570	14	131,769	9	245,194	16
<b>1995-2000</b>	222,082	13	145,411	9	175,711	11
<b>2000-2005</b>	227,708	13	152,804	9	120,896	7
<b>2005-2010</b>	240,225	13	157,246	8	127,421	7
<b>2010-2015</b>	229,684	12	166,567	8	101,183	5
<b>2015-2020</b>	246,723	12	179,009	9	182,786	9
<b>2020-2025</b>	262,149	12	197,758	9	199,709	9
<b>2025-2030</b>	271,784	12	222,501	10	202,517	9
<b>2030-2035</b>	279,283	11	254,222	10	202,140	8
<b>2035-2040</b>	281,753	11	275,845	11	201,891	8
<b>2040-2045</b>	284,105	11	290,024	11	201,719	8
<b>2045-2050</b>	286,275	10	298,105	11	201,530	7

Source: Office of Economic Analysis, State of Oregon

**Appendix C**

Referenced on page 27 of this report, the following is detailed property information, including addresses and maps, of selected surveyed housing units.



Source: Google Maps, SCDC

- a. Smith River Rancheria, 1122 Fifield St., Brookings OR 97415; (707) 487-9255
- b. Subsidized, Multi-Family, Tribal Housing, Rental
- c. Property ribbon cutting in March of 2015.
- d. Utilities included in rent are water, sewer, and trash. Tenant is responsible for electric.
- e. 13 units total.
- f. Units are a mix of 2-BR/1-BA and 3-BR/2-BA.
- g. Current Vacancies: 0
- h. Extensive waiting list
- i. Rent is subsidized to 30% of household income, available to any tribal member who is income-qualified.
- j. Property features include a dishwasher and washer/dryer in each unit, carports, energy efficient heating and air conditioning units, and 9' tall ceilings. Pets are ok (small dogs allowed), and there is a fenced pet area. The six downstairs units are ADA compliant, for elderly tenants or those with mobility issues.

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Source: Google Maps, SCDC

- a. Heron Ridge Apartments, 521 Fir St., Brookings, OR 97415; (541) 412-8200
- b. Subsidized, Multi-Family, Rental
- c. Formerly the Darwin Apartments, in 2007 the property was completely renovated (“down to the ground”) and rebuilt. There have been no major renovations since then.
- d. Utilities included in the rent are water, sewer, and trash. Tenant pays for electric and communications.
- e. 36 total units (1 reserved for manager/maintenance on-site)
- f. Units are a mix of 8 – 1-BR, 13 – 2-BR (including 1 manager unit), and 15 – 3-BR.
- g. Any vacancies are short, and filled by the waitlist.
- h. Average waitlist for the 1-BR units is 3 years, and waitlist for the 2- and 3-BR units averages 1.5 – 2 years.
- i. Rent is subsidized to 30% of household income. To qualify, the household income must be 60% or less of the Area Median Income (AMI), and some units are set aside for those who make 40% or less of AMI.
- j. Property amenities include on-site laundry and a community center. Pets are not allowed. A limited number of units are ADA compatible.



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Source: Google Maps, SCDC

- a. 553 Fern Ave., Brookings, OR 97415; (541) 469-9616
- b. Market-Rate, Multi-Family, Rental
- c. Property was built in 2003.
- d. No utilities included in the rent.
- e. Eight units in one building.
- f. All units are 2-BR/1.5-BA and approx. 950-1000 square feet.
- g. Current Vacancies: 0 (Tenant occupancy ranges from 1.5 – 6 years.)
- h. Waitlist: No
- i. Rent for each unit is \$750, except for one unit that has a private deck and fenced yard that rents for \$775.
- j. Each unit has a carport.

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Source: Google Maps, SCDI

- a. Azalea Reach Apartments, 650 Old County Road, Brookings, OR 97415; (541) 412-1448
- b. Tax Credit, Rental, Multi-Family
- c. Property was constructed in 1998, and operational in 1999. There have been no major renovations since then.
- d. Utilities included in the rent are water, sewer, and trash. Tenant pays electric and communications.
- e. Total number of units: 40 (1 reserved for manager/maintenance on-site)
- f. Unit mix consists of 8 – 1-BR, 12 – 2-BR, 12 – 3-BR (including 1 manager unit), and 8 – 4-BR.
- g. Any vacancies are short, and filled by the waitlist.
- h. Average length of waitlist for 1-BR units is 3 years, for the 2- and 3-BR units it is 6 months to 1 year, and for the 4-BR units it is approximately 2 years.
- i. Property is tax-credit; some units are market-rate and some are subsidized to 30% of household income.
- j. Property amenities include on-site laundry and a community center. Pets are not allowed. Two units are ADA accessible.

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Source: Google Maps, SCDC

- a. Pacific View Gardens, 1235 Moore St., Brookings, OR 97415; (541) 469-3370
- b. Subsidized, Multi-Family, Rental, Occupancy is limited to elderly (age 62+), disabled, or head of household.
- c. Property was constructed in the 1980's, and has been steadily maintained since then. There have been no major renovations. All units are maintained with fresh painting and new appliances as needed.
- d. Utilities included in the rent are water, sewer, and trash. Tenant pays electric and communications.
- e. Total number of units: 35
- f. Unit mix consists of 31 – 1-BR units and 4 – 2-BR units.
- g. Current Vacancies: 0, Any vacancies are filled from the waitlist on a need basis.
- h. Average length of waiting list is 6 months to 1 year.
- i. Rent is subsidized to 30% of household income; rents range from less than \$100 to at most \$580.
- j. Property amenities include on-site laundry and a community room. Pets are not allowed.
- k. On-site manager is supervised by Grand Management of Coos Bay.

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Source: Google Maps, SCDC

- a. Pelican's Perch Apartments, 1216 Moore St., Brookings, OR 97415; (541) 412-8478
- b. Low-Income Senior Tax-Credit, Age 62+ Income Qualify, Rental
- c. Property was built in 2001, and there have been no major renovations since then.
- d. Utilities included in the rent are water, sewer, and trash. Cable television is available to tenants at a reduced rate. Tenant is responsible for electric.
- e. Total number of units: 24
- f. Unit mix consists of 22 – 1-BR units at 742 square feet, and 2 – 2-BR units at 1104 square feet.
- g. Current Vacancies: 0
- h. Length of waiting list is dependent upon income qualifications; separate waiting lists for 30%, 40%, and 60% AMI. Most tenants wait at least 6 months or longer.
- i. Rents range from \$290 to \$620.
- j. Property amenities include a community room available for regularly planned activities and social gatherings. Property has on-site laundry, elevators, and two ADA accessible units. In addition to the community room, there is a community service group, the Agency on Aging, who provide on-site services to residents.