

County of Santa Fe
HOUSING NEEDS ASSESSMENT

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Prepared for:

County of Santa Fe

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Introduction

The purpose of this study is to provide the County of Santa Fe with baseline information about current and future housing needs and the available supply of housing to address these needs. The information can also be used to discuss housing needs and opportunities with the Department of Housing and Urban Development (HUD) and various other federal, state, local and other public agencies and non-profit and private interests involved in projects for the community.

This study is designed to closely parallel the 2007 City of Santa Fe Housing Needs Assessment. As described further below, methodologies, data analysis and presentation are all similar in order to facilitate comparisons between County and City housing conditions.

This information may be used to:

- Evaluate and potentially modify public policies and housing programs including land use regulations, affordable housing incentives and development codes;
- Facilitate partnerships between public- and private-sector organizations to create developments that include housing that is suitable and affordable to different population groups;
- Obtain financing for housing projects. Most private, federal and state lending institutions require demographic and housing cost information to support loan or grant applications. Often information presented in a housing needs assessment may be used to support a proposed development with different funding agencies. This information can also be used when a financial institution requires market studies (for example, rental units financed with Low-income Housing Tax Credits);
- Assess the distribution patterns of housing throughout the County of Santa Fe, particularly in the context of employment;
- Establish baseline information from which progress toward meeting agreed upon goals can be evaluated;
- Plan for future housing needs connected with anticipated growth in jobs and households in the County of Santa Fe;
- Understand economic, housing cost and demographic trends in the area; and
- Support various other planning-related projects that can benefit from the availability of up-to-date demographic data including transportation studies, environmental impact statements, school expansion and parks/recreation planning.

Methodology

The Survey instruments for the County of Santa Fe Needs Assessment were specifically designed to be compatible with those of the City, to provide the ability to merge the data in able to provide a larger sample size.

Surveys were mailed to a random sampling of households, as well as to homeowner associations in the County. City and County data combined, the household and employee survey data represents 2,101 households within the Total County of Santa Fe. In total, about 1,166 responding households are located within the City of Santa Fe and 935 are located within the County of Santa Fe. It is estimated there are a total of 61,637 households in the County. The employer survey represents a total of 159 businesses within the Total Santa Fe County. In total, 98 of the business are located within the City of Santa Fe and 56 are located with the County of Santa Fe.

Throughout this report, the data is presented in three subgroups: the Total County of Santa Fe, the City of Santa Fe and the County of Santa Fe. The data for the City of Santa Fe varies slightly in some instances from the data presented in the City of Santa Fe Housing Needs Assessment due to the incorporation of additional survey data.

In addition to mail surveys distributed to the County, the consultant team also created a web survey suitable for fielding to large employers. Two major employers, St. Vincent's Hospital and the State of New Mexico, were expected to distribute surveys to a sampling of their employees. Contact was made with the Hospital and they verbally agreed to participate in the survey. Similarly, efforts to elicit participation from the State initially indicated that there would be participation at some level. However, in the end we were not successful in getting participation from either of these two important employers. While we believe the overall sample is adequate for purposes of analysis at the City/County level, it would have been preferable to obtain participation from these two employers and future housing needs analysis should develop these relationships for survey collection.

In addition to the survey data, sources of published information were used, including the 1990 and 2000 Census, population and household projections from the County of Santa Fe and Santa Fe Association of Realtors MLS data.

Statistical Validity

The margin of error for household survey tabulations is generally within 3.5 percent at the 95 percent confidence level. This means that, for tabulations involving the entire sample, there is 95 percent confidence that any given percent reported is no more than plus or minus 3 to 4 percentage points from what is actually the case. When estimates are provided for sub-groups, such as household type, owners and renters, etc., the tabulations are less precise.

Definitions

The following definitions are applicable for the terms used in this report.

Housing Unit - a housing unit is a single unit, either attached or detached. A single family housing unit is a standard one-unit home, a multi-family unit is a townhome, duplex or triplex, and a condominium is development where individuals own units but share common areas with the other unit owners of the complex.

Household - a household is an occupied housing unit.

Commuter - an in-commuter is a person who commutes into an area for work, an out-commuter is a person who commutes out of an area for work.

Assessed Value - the Santa Fe County Assessor's office estimates the current market value of homes, which is the assessed value, to determine the net taxable value. The net taxable value is one-third the assessed value.

Family - per US Census definitions, a family includes a householder and one or more people living in the same household who are related to the householder by birth, marriage, or adoption. A family household may contain people not related to the householder, but those people are not included as part of the householder's family in census tabulations. Thus, the number of family households is equal to the number of families, but family households may include more members than do families. A household can contain only one family for purposes of census tabulations. Not all households contain families since a household may comprise a group of unrelated people or one person living alone.

Per Capita Income - the average income per person for the selected area. This includes every man, woman and child within the area, even those with no income.

Wage - a wage is a compensation, which workers receive in exchange for their labor.

Population - population estimates provided in this report include homeless individuals.

Affordable Housing – when the amount spent on rent or mortgage payments (excluding utilities) does not exceed 30 percent of the combined gross income of all household members. There is no single amount that is “affordable.” The term is not synonymous with low-income housing, where, under most Federal programs for low-income housing, occupants pay 30 percent of their gross income for rent and utilities.

Definitions – continued:

Area Median Income (AMI) Limits – most communities establish income limits for the programs they administer based on the area median income (AMI) for the area according to household size, which are adjusted annually by the Department of Housing and Urban Development (HUD). Four different income categories are defined for various programs and policies:

1. *Extremely low-income*, which is less than 30 percent of the median family income;
2. *Very low-income*, which is between 30 and 50 percent of the median family income;
3. *Low-income*, which is between 50 and 80 percent of the median family income;
4. *Middle income*, which is between 80 and 120 percent of the median family income; and
5. *Above middle income*, which is over 120 percent of the median family income.

Cost Burdened – when a household or individual spends more than 30 percent of gross income on rent or mortgage payments. Households paying 50 percent or more of their income for rent or mortgage are said to be severely cost-burdened.

Inclusionary Zoning – requires a minimum percentage of residential development be provided at below-market rates to serve lower income households as part of new residential developments. Inclusionary zoning is a housing production obligation based on the community's need for affordable housing as related to many factors, including a decreasing developable supply of land, rising home values, insufficient provision of housing affordable to residents by the market, etc., in addition to any direct employee generation impacts of development.

Low Income Housing Tax Credit – a tax credit (Internal Revenue Code Section 42) available to investors in rental housing projects focused on renters earning less than 60 percent of the AMI. This program encourages investment that helps finance construction and rehabilitation of housing for lower income renters.

Mean (average) – the average of a group of numbers, which is the sum of all the data values divided by the number of items.

Median – the middle point in a data set.

Section 8 Rent Subsidy - the Section 8 Housing Assistance Payment program is offered through the U.S. Department of Housing and Urban Development (HUD). This program pays the difference between 30 percent of monthly household income and the Fair Market Rent (FMR) established by HUD for Santa Fe County. There are two types of Section 8 assistance: 1) project based where vouchers are attached to specific properties, or 2) vouchers -- households using Section 8 assistance find market rate housing where the landlord is willing to participate in the program.

Substandard Housing – a unit that lacks complete kitchen and /or plumbing facilities.

Definitions – continued:

Levels of Homeownership – When discussing affordability of properties by Area Median Income (AMI) level (defined above) and the types of homes households among different AMI groups are seeking, reference is made to a couple different stages of homeownership. This includes:

1. *Entry-level ownership/first-time homebuyers:* These are households typically earning in the lower to middle income range. In the County of Santa Fe, these are households earning 50 to 100 percent of the AMI. These include households that currently rent (or otherwise do not own a home) and are looking to purchase their first home.
2. *Move-up buyers:* These are households earning in the middle to upper income range (about 100 to 120 percent AMI or higher) that may currently own a home (either in Santa Fe or in another community) and are looking to purchase a new or different home for a variety of reasons (relocating, growing family (e.g., having children), shrinking family (e.g., empty-nesters), etc.).

Catch-Up Housing – Housing needed to catch-up to current deficient housing conditions. In this report, catch-up housing needs are defined by current resident households reporting housing problems (overcrowded, cost-burdened and/or living in substandard housing conditions), current renters and owners looking to purchase a home and in-commuters that would like to move to the city. Catch-up housing is generally addressed through local city development initiatives, non-profits and housing groups and public/private partnerships.

Keep-Up Housing – Housing units needed to keep-up with future demand for housing. In this report, keep-up housing needs focuses on new housing units needed as a result of job growth in the city and new employees filling those jobs. Keep-up housing is often addressed by the existing free-market, as well as regulatory requirements or incentives to produce housing that is needed and priced below the current market.

Key Findings and Recommendations

Background

The County of Santa Fe Housing Needs Assessment was designed to build upon the previous City of Santa Fe Needs Assessment (2007), and to generally parallel the study in terms of methods, analysis and presentation of results. Both studies drew upon household, employee and employer surveys; information from the US Census and other public information sources; and service agency, realtor, property manager and employer interviews. Where appropriate, data from the Total County, the unincorporated County, and the City are compared and contrasted.

This section of the report presents selected highlights concerning key findings from the needs assessment and provides some recommendations for consideration at the county level. The full report examines in detail the needs of residents, local employees including in-commuters, and impacts from current and future employment growth and overall housing trends and costs.

The Needs Assessment provides quantitative information that will be useful in making broad policy decisions but it also offers specific findings that can be used for planning and design decisions about affordable and/or workforce housing. The surveys that were fielded in both the city and the county focused on a number of aspects of household demographics as well as the housing rental/purchase decision process.

This research results in estimates of the likely needs for affordable housing over the next 5 years. It divides the expected needs of residents in the county and city into two components, “catch up” which is required to deal with current deficiencies in local conditions, and “keep up” which will be required to meet the demands of new growth, particularly in the form of future job creation. The needs estimates as derived from the study are summarized in the table below.

City and County Current and Future Ownership Housing Needs Compared

	TOTAL Units	City of Santa Fe* Units	County of Santa Fe Units
Total housing existing units	66,434	33,798	32,636
Housing Ownership Units Needed			
Resident needs (2007):			
<i>With housing problems* (total)</i>	20,350	10,844	9,506
Catch-up need (2007):			
<i>Current residents looking to buy per year**</i>	3,283	1,681	1,602
<i>In-commuters: 30 to 40% would move</i>	5,602 to 8,434	5,058 to 7,709	544 to 725
Keep-up need (2012):			
<i>New jobs by 2012</i>	2,251	1,641	610
<i>New jobs by 2015</i>	917	648	269

*As determined in the 2007 City of Santa Fe Needs Assessment (see page 68 for county breakdown)

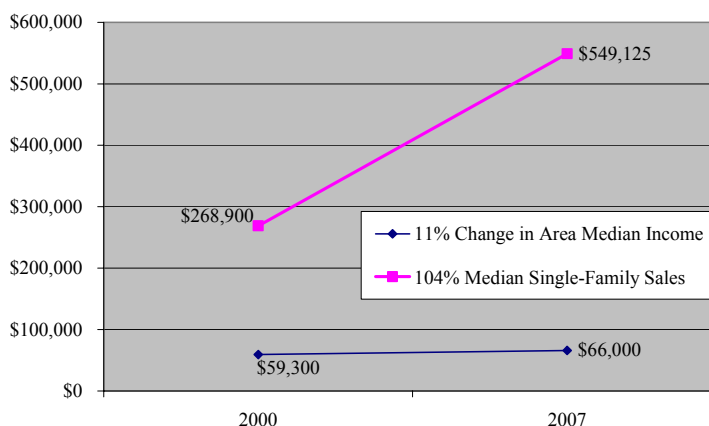
**Assumes each new housing unit constructed for ownership will serve two resident households searching for homes (upon vacation of their existing unit, it will become available for other residents, in-commuters or new workers). Also excludes renters earning less than 50 percent AMI indicating an interest in purchasing a home. And excludes homeless, pueblos, and second homes.

***See chart on page 12 for breakdown by income.

Further, the study identifies gaps in the housing inventory that can be used to shape priorities at the county level. Again, these estimates are portrayed in addition to what was identified for the city in the 2007 study, resulting in overall estimates of need.

Ownership Housing Trends

The median household income of County of Santa Fe households increased by about 11 percent between 2000 (\$59,300) and 2007 (\$66,000) according to the Department of Housing and Urban Development, compared to a 104 percent increase in single-family home prices in the County of Santa Fe.



In 2007, median price of single-family homes in the County of Santa Fe was about 800 percent higher than the median household income. Households can typically afford to purchase homes priced between about 300 and 400 percent higher than their household income, depending on the size of their down payment and other factors, indicating an overall lack of affordability for homes purchased by the majority of the local workforce.

Conclusion:

Owner incomes have not been keeping pace with rising home prices. The data suggests that difficulties in affordability exist throughout the Total County of Santa Fe. The gap between what local households can afford to pay for housing and what market prices demand has been increasing.

Twenty-five percent of county owners are cost-burdened, 98 percent of county are single-family homes. Forty-one percent of units valued over \$800,000 are out-of-area owners and 24 percent of units valued under \$100,000 are out-of-area owners.

Rental Housing Trends

Average rents in the Total County as a whole have increased about 34.7 percent between 1999 and 2007, from \$603 as of the 2000 Census to \$812 based on current Household Surveys. In general, data show that rents in the city are higher than in the county (\$879 in 2007 compared to \$682).

Typically, vacancy rates around 5 percent suggest some equilibrium in the market, meaning that there is sufficient supply to provide renters with a choice of product. Vacancy rates below this threshold indicate under-supply, whereas rates above this level suggest over-supply of housing. Vacancy rates in the County of Santa Fe, as of the 2000 Census, were around 6 percent.

There are two housing authorities serving Santa Fe City and County. These two organizations provide 770 units of public housing, with 191 units in the County of Santa Fe. The housing authorities maintain wait lists for both their public housing and Section 8 voucher programs. The wait for either program is typically one to two years.

Rental Housing Trends Conclusion:

Lenders and realtors have noted a decline in persons purchasing homes as investment/rental properties in large part because rents received do not cover the mortgage cost of purchasing or constructing the units. Some current owners have also had problems with “bad” tenants and have opted to sell their properties. This results in fewer rentals available on the market through investment owner sources. Sixty-nine percent of county renter households below 50 percent AMI are cost burdened.

Second Homeowners/Retirees

About 7 percent of properties in the Total County of Santa Fe are either vacant or used for seasonal/recreational use. Residential units that are used as vacation accommodations (second/third homes and short-term rentals) generate demand for workforce housing through purchases of goods and services by their occupants.

An evaluation of current Assessor data by out-of-area ownership and local Santa Fe ownership shows that a similar percentage of out-of-area owners and locals own homes valued over \$800,000 in both the city and the county (40 percent). In general the data suggest that the competition from out of area owners for moderately priced homes is greater in the city than in the county. For example, while about 18 percent of the homes priced between \$200,000 and \$250,000 are owned by out of area owners in the city, only about 13 percent are owned by out of area owners in the county. Of the 13 percent in the county, 3 percent live in New Mexico and 32 percent live in California, Texas, New York, Colorado and Florida.

Conclusions:

Realtors and lenders have not noticed an increase in interest from out-of-area buyers, but realtors did note that out-of-area buyers/retirees are getting wealthier. Data indicates that out-of-area interest in homes overlaps most with (or competes most with) locals for homes in the city.

Foreclosures

Nationally, one in 577 homes were foreclosed on in December 2007, while in the County during the same time period, one in 2,348 homes were foreclosed on. In 2007, New Mexico ranked 33rd in the Country for foreclosure rates. There are currently 66 foreclosure properties listed with RealtyTrac in the County of Santa Fe. Both tightening mortgage qualification standards and sellers who won't bring down their asking price have contributed to creating a buyers market. However, Santa Fe County has a policy that provides foreclosures up to 2 years before going on the market, at which time it is offered to the original owner first, and then non-profits second.

Foreclosures Conclusions:

Since one-quarter of homeowners in the County of Santa Fe live in homes with monthly payments higher than they can afford based on common standards, continued foreclosures should be expected. In the next five years, homeownership will likely be more difficult to attain than in the first half of this decade because of tightening credit and dwindling funds for down payment assistance. If shifts in the owner/renter mix occur, changes in other demographics and physical characteristics should be expected as well.

Worker Households

The City of Santa Fe Needs Assessment concluded that a higher percent of the City of Santa Fe's middle-income workers (earning between 100 and 150 percent AMI) and low-income workers (50 to 80 percent AMI) are moving out of the city and commuting in for work than workers at other income scales. This is evidenced by the fact that a much higher percentage of workers in the City of Santa Fe that moved out of the City and into the County within the past 5 years earn between 100 and 150 percent AMI (35 percent) than resident workers (23 percent). Also, a somewhat higher percentage of those living in the County that moved out of the City of Santa Fe

within the past 5 years earn between 50 to 80 percent AMI (25 percent) than resident workers (19 percent).

Homeownership is higher among in-commuters (87 percent) than resident workers (55 percent) or out-commuters (66 percent). In-commuters are also more likely to have children under 18 in their household (49 percent) compared to out-commuters (36 percent) and resident workers (31 percent).

Worker Households Conclusions:

Resident households earning less than 50 percent AMI and over 150 percent AMI are more likely than other income groups to remain in the city, as identified in the City's housing needs assessment. Households earning less than 50 percent AMI often have fewer housing options and resources to move and those earning over 150 percent AMI can generally afford and find suitable housing options in the City of Santa Fe. A similar percentage of in-commuters that used to live in the city and current worker households in the county earn between 80 and 100 percent AMI.

These findings indicate that some of the growth being experienced in the County of Santa Fe is the result of middle income workers moving from the city seeking affordability or a place to raise children.

Employer Problems

About 60 percent of employers in the County of Santa Fe noted that the availability of affordable workforce housing is “one of the more serious problems” in the county, and 7 percent felt it was the “most critical” problem. This compares to the city data which showed 54 percent felt it to be one of the more serious problems with 11 percent saying it is “the most critical problem.” Clearly, the data show that the housing problem is perceived to be significant by both county and city employers, alike.

While employers noted a number of problems related to housing, with over 53 percent of county employers indicated that they had lost an employee due to housing or cost of living compared to 40 percent in the city, most employers were generally not willing to support housing for employees (48 percent) or were uncertain (44 percent). These results suggest that there is significant uncertainty with respect to employers' attitudes towards housing.

Employer Problems Conclusions:

Employers as a whole perceive housing and the cost of living in Total Santa Fe County to be a problem for retaining and recruiting qualified employment. They are also supportive of city and county efforts to address housing through partnerships and regulation and use of city-county lands (66 percent support); however, they are generally not willing to assist in the provision of housing for workers in the region (although 44 percent were undecided). Additionally, 51 percent indicated they would support commercial development requirements, such as affordable housing required in conjunction with new development.

Employers feel that primarily the lower income, less skilled labor has more difficulty locating housing in the community than higher-paid workers. Education and communications will be key to working on new programs and initiatives.

Senior Households

It was felt that none of the developers in Santa Fe are specifically trying to target the retiree market with single-story designs and low maintenance yards. Retirees can find much more affordable product that meets their design needs in Albuquerque.

Based on the county survey, 19 percent of households are headed by a senior in the Total County of Santa Fe, totaling about 11,790 households. Assuming that the demand for housing units to be occupied by households headed by a senior increases proportionately with the population, by 2015 seniors will demand an additional 1,328 units.

In total, about 15 percent of all senior households want to buy a new or different home within the next two to three years (1,786 households). Though the sample size is small, the most commonly cited reason for wanting to buy a different home is to find a smaller one. This finding is not surprising given that most seniors live in single-family houses (71 percent). It confirms the conclusion that there are unmet market opportunities for smaller homes designed to serve seniors.

Senior Households Conclusions:

The owner housing market is not at this point specifically targeting housing for seniors with smaller housing that seniors looking to down-size will be seeking. Resident senior households are expected to demand an additional 1,328 housing units by 2015, not including in-migration of seniors. Senior households looking to buy will likely be seeking housing priced primarily between \$150,000 and \$250,000 based on incomes and down payment availability.

Nearly half (44 percent in the county, 48 percent in the city) of senior households had incomes less than 80 percent AMI in 2007. One-third have incomes under \$30,000 per year.

A large percentage of seniors who rent are cost-burdened by their housing payment and living in apartments. About 18 percent of senior-headed households in the County of Santa Fe have at least one person with a disability and are in housing that does not adequately accommodate their needs. These are households that would be in current need of assistance in the community. Currently, about one-third of all owner households and three-fourths of renter households need in-home care.

Housing Gaps

Survey results indicated significant demand for ownership units solely in the County of Santa Fe, with about 29 percent of current owner households and 69 percent of current renter households indicating they will be looking to purchase a new or different home over the next three years, preferably in the County of Santa Fe.

**Estimated Resident Households Looking to Buy Over the Next 3 Years:
County of Santa Fe, 2007**

	Owners		Renters	
	%	#	%	#
Total	100%	22,214	100%	8,174
Want to buy	28.5%	6,331	69.2%	5,656
Residents wanting to buy by AMI				
Under 50% AMI	16.4%	1,038	42.0%	2,376
50.1 to 60% AMI	12.7%	804	9.9%	560
60.1% - 80%	11.2%	709	16.0%	905
80.1 to 100%	11.2%	709	6.9%	390
100.1 to 120%	7.5%	475	6.9%	390
120.1 to 150% AMI	5.2%	329	8.4%	475
Over 150% AMI	35.8%	2,266	9.9%	560
TOTAL	100%	6,331	100%	5,656
Estimated Need for Units Over the Next 3 Years*	-	3,166		1,640

Source: 2007 Household and Employee surveys; RRC Associates, Inc.

*Assumes one new unit serves two households; excludes renters earning less than 50% AMI

The largest gap, based on the distribution of demand compared to the distribution of units available, is for units priced between 50 and 100 percent AMI.

2007 County of Santa Fe Catch-Up Ownership Housing vs. Current Available

	Max Affordable Purchase Price*	Need (Residents Looking to Buy, In-Commuters Would Move)			MLS Supply ¹	
		% Need**	# Need (30% would move)	# Need (40% would move)	MLS %	MLS #
50% AMI or below	\$83,507	13.0%	269	289	0.1%	1
0.1 to 60% AMI	\$100,209	13.3%	275	296	0.0%	0
60.1 to 80% AMI	\$133,643	15.6%	323	347	0.8%	6
80.1 to 100% AMI	\$167,015	10.9%	226	243	0.6%	5
100.1 to 120% AMI	\$200,418	9.0%	186	200	2.7%	21
120.1% to 150% AMI	\$250,522	8.7%	180	194	2.1%	16
Over 150% AMI	Over \$250,522	29.6%	613	659	93.7%	730
TOTAL		100%	2,070	2,226	100%	779

*Maximum purchase price for a two-person household earning within each income range. Assumes 5% down, 7.0% interest for 30 years and 20% of monthly payment for property taxes, insurance and HOA fees, with no more than 30% of household income used for housing payments.

**Represents combined current worker household distribution and in-commuter distribution
 Shaded area represents where market is expected to be deficient in meeting future needs

Ownership Gap Conclusions:

Ownership housing programs should continue to focus on the low- and middle-income range between 60 and 100 percent AMI. These are programs that largely serve current residents and help them get established in the community with first-time ownership. Continued subsidized unit production for households earning between 60 and 80 percent AMI and 80 to 100 percent AMI will be needed to keep pace with job growth, with some potential need at the 100 to 120 percent AMI level (8.7 percent of units needed) if home prices continue to rise faster than local incomes.

Rental Gap Conclusions:

In 2007, about 30 percent of “total county” units are occupied by renters (12,707 renters in city and 8,126 renters in county), 33 percent of which are single family homes, 35 percent apartments, and 10 percent mobile homes. Thirty-seven percent of all rental units were built in the last seven years.

Current rents in the county average about \$812 per month, which is generally affordable to a 2-person household earning about 60 percent of the AMI. Comparing incomes of renters

¹ The MLS is not a complete list of properties available on the market. A mix of affordable and market rate units in the region are not sold through MLS, but directly through local developers, private owners, non-profits and other. Given that mix of affordable and market rate units do make it to the MLS, it is expected that the price-point mix of units available in the region is similar to that represented by the MLS.

needing and demanding housing to the distribution of existing units shows a primary gap in the provision of housing for renters earning between 80 and 100 percent AMI.

AMI Distribution of Current Rents, 2007 Survey

AMI Affordability	Max Affordable Rent (2007)*	Total	City of Santa Fe	County of Santa Fe
<30%	\$396	14.1%	6.7%	28.2%
30-50%	\$660	22.9%	23.6%	21.6%
50-60%	\$792	14.9%	16.9%	11.3%
60-80%	\$1,056	28.4%	29.8%	25.8%
80 to 100%	\$1,320	9.7%	10.4%	8.5%
Over 100%	Over \$1,320	9.9%	12.7%	4.7%
Total	-	100.0%	100.0%	100.0%

Source: 2007 Household and Employee survey; 2000 US Census; RRC Associates, Inc.

*Based on a 2-person household earning within each AMI range.

Catch-Up and Keep-Up Need for Rental Units by AMI: County of Santa Fe

AMI Range	2007 (2-person household)		Catch-Up		Keep-up		
	<i>Max income</i>	<i>Affordable rent</i>	<i>%*</i>	<i>#</i>	<i>%**</i>	<i>2012</i>	<i>2015</i>
30% AMI or less	\$15,850	\$396	23.3%	141	9.8%	16	7
30.1-50% AMI	\$26,400	\$660	16.7%	101	22.4%	37	16
50.1-60% AMI	\$31,680	\$792	7.9%	48	9.1%	15	7
60.1-80% AMI	\$42,250	\$1,056	14.2%	86	14.0%	23	10
80.1-100% AMI	\$52,800	\$1,320	10.8%	65	9.1%	15	7
Over 100% AMI	Over \$52,800	Over \$1,320	27.1%	164	35.6%	58	26
TOTAL	-	-	100%	604	100%	164	72

*Represents distribution of all current renter occupied households, 2007 Household Survey

**Represents current renter occupied worker households, 2007 Household Survey

To catch-up with current rental needs, about 76 units would be demanded by persons in-commuting to jobs in the county and another 528 units would be needed to relieve existing renters in either overcrowded or substandard units. About 40 percent of these units (242 units) will need to be priced for households earning less than 50 percent AMI.

To keep-up with new job growth in the county, about 164 rentals will be needed by 2012 and another 72 units between 2012 and 2015. About 32 percent of these units will need to be priced for households earning below 50 percent AMI and 23 percent between 50 and 80 percent AMI.

Programs and Opportunities

Housing for Special Populations

This includes opportunities for seniors, developmentally and physically disabled, large families, single parents, the homeless or near homeless and ex-offenders. Various program strategies can be implemented, including property tax abatement for lower income home owners, developing more group homes or shared living for the disabled, increasing emergency shelter options and offering transitional housing. Continue programs that combine housing assistance with job training, education and day care for single parent households. All of these programs will address housing and social needs for County and City of Santa Fe residents who encounter multiple obstacles when trying to improve their living situation. Specific recommendations on special population needs as concluded from local service agency interviews include the following:

- Provide more rental apartments affordable to very low (30 to 50 percent AMI) and extremely low-income (below 30 percent AMI) households. The wait lists for existing City units are currently very long. A variety of housing types and unit sizes are needed in recognition that every household type will need a different type of housing;
- It is estimated that there are between 917 and 1,500 homeless per day in Santa Fe, depending on the time of year, and up to 4,000 individuals per year (Saint Elizabeth's shelter alone has 2,000 individuals per year). More shelter and homeless beds are needed with a winter gap of 603 beds for the homeless and 756 supportive beds;
- There is a lack of housing for purchase for people below 65% of the AMI. These units must be very affordably priced in order for people at this level of AMI to afford the monthly payments. These homes need to be priced in the range of \$100,000 to \$150,000 and will require concerted efforts in order to produce units at these price points;
- Prevention of homelessness was emphasized by several people who were interviewed. Foreclosure prevention and assistance with rental payments were seen as important services that could be expanded in the community. Discussions also identified the need for:
- Better coordination among the multiple agencies working on homeless housing and services would assist the agencies in identifying gaps and overlaps in services.
- There is a known need for rehabilitation of existing homes on the Pueblos, as well as new home construction totaling approximately 311 units. Pueblos average annual income of \$25,119 which is 60 percent of national norm and amongst the highest affordability gap in the nation. Pueblo population totals 30,497 for eight Pueblos.
- In the total County of Santa Fe, 9,862 households have at least one person with a disability. Of this, about 26 percent indicated that their homes do not adequately accommodate them. There is a need to update existing homes to accommodate individuals with disabilities.

- Resident housing needs have been defined for households with housing problems (as estimated from 2007 Household and Employee surveys). Aside from new unit development, other programs such as down payment assistance, monthly rent assistance, low interest home improvement loans, home improvement labor assistance programs and reverse mortgage programs that permit owners to borrow against the equity of their home could help these households address their current problems of cost-burdened, overcrowding and homes in poor condition.

Affordable for Sale Housing

Better coordination of non-profits working on affordable for sale housing. In some cities, there is a common data base maintained by the city that lists all available new and resale affordable housing, which is an idea that the County and City of Santa Fe and/or local non-profits might consider. Taken one step further, a central agency that would be in charge of affordable housing listings, qualification procedures and sales would provide a one-stop resource for residents, realtors, lenders, developers and others to get information on ownership housing programs and procedures in Santa Fe. Discussions suggest that a uniform approach be used in order to improve communications and coordination.

Homebuyer Education

Lenders felt homebuyer education efforts are fragmented and under utilized as related to homebuyer counseling services. Services need to be expanded. Suggested improvements include offering courses with more schedule options and tailoring course content to meet wide-ranging needs. Coordination and consolidation of these programs could also help with the confusion and overlap.

Districts Information from the Survey – See Appendix A

County of Santa Fe Housing Needs Assessment Summary

2007 Total existing housing units: Total=66,434 units

City of Santa Fe=33,798 units

County of Santa Fe=32,636 units

Catch-Up and Keep-Up Ownership Housing (30% of in-commuters would move): County of Santa Fe

AMI Range	Existing Conditions				Catch-up Need (Looking to Buy, In-Commuters Would Move)						Keep-up Need			
	% Current Owner Households	# Current Owner Households	Max income	Max Affordable Purchase Price*	% Need**	# Need	MLS %	#	Gap - Catch Up	Inc. Ord. Aff Units Obligated	Future Aff Units Pending	% of units***	2012	2015
50% AMI or below	17.8%	3,954	\$26,400	\$83,507	13.0%	269	0.1%	1	268	-	-	17.2%	77	34
50.1 to 60% AMI	5.6%	1,244	\$31,680	\$100,209	13.3%	275	0.0%	0	275	-	-	9.8%	44	19
60.1 to 80% AMI	11.6%	2,577	\$42,250	\$133,643	15.6%	323	0.8%	6	317	-	-	9.8%	44	19
80.1 to 100% AMI	11.1%	2,466	\$52,800	\$167,015	10.9%	226	0.6%	5	221	-	-	8.7%	39	17
100.1 to 120% AMI	9.6%	2,133	\$63,360	\$200,418	9.0%	186	2.7%	21	165	-	-	8.7%	39	17
120.1% to 150% AMI	9.1%	2,021	\$79,200	\$250,522	8.7%	180	2.1%	16	164	-	-	10.1%	45	20
Over 150% AMI	35.2%	7,819	+\$79,200	+\$250,522	29.6%	613	93.7%	730	-117	-	-	35.5%	158	70
TOTAL	100%	22,214	-	-	100%	2,070	100%	779	1,291	437	167	100%	446	197

= 1,934 Units
(292 in-commute)

Catch-Up and Keep-Up Ownership Housing (40% of in-commuters would move): County of Santa Fe

AMI Range	Existing Conditions				Catch-up Need (Looking to Buy, In-Commuters Would Move)						Keep-up Need			
	% Current Owner Households	# Current Owner Households	Max income	Max Affordable Purchase Price*	% Need**	# Need	MLS %	#	Gap - Catch Up	Inc. Ord. Aff Units Obligated	Future Aff Units Pending	% of units***	2012	2015
50% AMI or below	17.8%	3,954	\$26,400	\$83,507	13.0%	289	0.1%	1	288	-	-	17.2%	77	34
50.1 to 60% AMI	5.6%	1,244	\$31,680	\$100,209	13.3%	296	0.0%	0	296	-	-	9.8%	44	19
60.1 to 80% AMI	11.6%	2,577	\$42,250	\$133,643	15.6%	347	0.8%	6	341	-	-	9.8%	44	19
80.1 to 100% AMI	11.1%	2,466	\$52,800	\$167,015	10.9%	243	0.6%	5	238	-	-	8.7%	39	17
100.1 to 120% AMI	9.6%	2,133	\$63,360	\$200,418	9.0%	200	2.7%	21	179	-	-	8.7%	39	17
120.1% to 150% AMI	9.1%	2,021	\$79,200	\$250,522	8.7%	194	2.1%	16	178	-	-	10.1%	45	20
Over 150% AMI	35.2%	7,819	+\$79,200	+\$250,522	29.6%	659	93.7%	730	-71	-	-	35.5%	158	70
TOTAL	100%	22,214	-	-	100%	2,226	100%	779	1,447	437	167	100%	446	197

= 2,090 Units
(406 in-commute)

*Maximum purchase price for a two-person household earning within each income range. Assumes 5% down, 7.0% interest for 30 years and 20% of monthly payment for property taxes, insurance and HOA fees, with no more than 30% of household income used for housing payments. **Represents combined current worker household distribution and in-commuter distribution. Shaded area represents where market is expected to be deficient in meeting future needs. ***Represents current owner occupied worker households, 2007 Household Survey
Future affordable units are for projects planned but not yet completed in planning and not yet under construction.

Catch-Up and Keep-Up Rental Housing: County of Santa Fe

AMI Range	Existing Conditions				Catch-up		Keep-up		
	% Current Renter Households	# Current Renter Households	Current Rent Distribution	Max income	Affordable rent	%* #	%**	2012	2015
30% AMI or less	23.3%	1,905	22.6%	\$15,850	\$396	23.3% 141	9.8%	16	7
30.1-50% AMI	16.7%	1,365	27.4%	\$26,400	\$660	16.7% 101	22.4%	37	16
50.1-60% AMI	7.9%	646	9.0%	\$31,680	\$792	7.9% 48	9.1%	15	7
60.1-80% AMI	14.2%	1,161	27.8%	\$42,250	\$1,056	14.2% 86	14.0%	23	10
80.1-100% AMI	10.8%	883	8.5%	\$52,800	\$1,320	10.8% 65	9.1%	15	7
Over 100% AMI	27.1%	2,215	4.7%	Over \$52,800	Over \$1,320	27.1% 164	35.6%	58	26
TOTAL	100.0%	8,174	100.0%	-	-	100% 604	100%	164	72

*Represents distribution of all current renter occupied households, 2007 Household Survey; **Represents current renter occupied worker households, 2007 Household Survey; Included estimate of new units needed to address overcrowding and rentals in poor condition = 840 Units

County of Santa Fe Vacant and Second Homes

	County of Santa Fe	Catch-Up	Keep-Up 2012*	Keep-Up 2015*
Population	78,542	-	-	-
Housing Units	32,636	-	-	-
Households	30,388	-	-	-
Total # Vacant/ Second Homes	2,298	0	733	213
Total % Vacant/Second Homes	7.0%	-	8.2%	8.2%

*Assumes 8.2% of housing units in 2012 and 2015 are vacant or second homes. Assumption based on County Planning Department Estimates = 946 Units

Shelter and Housing for Homeless: Winter estimated 917 homeless and up to 4,000 Individuals per Year

Agency	Winter Only Emergency Shelter Beds	Year Round Emergency Shelter Beds	Transitional Housing Apartments	Permanent Housing Apartments	Agency Total	Gap between Supply and Demand
Total	64	89	59	102	314	603

Source: Plan to End Homelessness in Santa Fe in 5 Years

Eight Northern Pueblos' New and Rehabilitation Needs

There is a known need for rehabilitation of existing homes on the Pueblos, as well as new home construction totaling approximately 311 units. Pueblos average annual income of \$25,119 which is 60 percent of national norm and amongst the highest affordability gaps in the nation. Pueblo population totals approximately 30,497 for eight Pueblos.

Ownership and Rental Resident Needs

As units are built to serve these households, residents will be vacating existing units that can then serve other residents housing needs. For this reason, existing resident housing problems can help define areas of housing need in the city, but do not necessarily reflect a numerical increase in units needed within the county.

Households Reporting "Housing Problems" County of Santa Fe, 2007

	Own	Rent
2007 # of households	22,214	8,174
Total % with "housing problems"	30.1%	34.5%
Total # with "housing problems"	6,686	2,820

*Includes homes in poor condition and households that are cost burdened or overcrowded

Section 1 - Census Profile and Trends 1990 and 2000

This section evaluates primary trends seen between 1990 and 2000 in the County based on the 1990 and 2000 US Census. The next US Census will occur in 2010. Section 2 of this report addresses current demographic trends as estimated from the most recently available data. The data is presented in three categories:

1. Total County - includes all of the County of Santa Fe
2. City of Santa Fe - incorporated City of Santa Fe
3. County of Santa Fe - all areas of the County of Santa Fe not within the incorporated City of Santa Fe

As shown below:

- Population and Housing Units. In 2000, about 48 percent of the total population resided in the City of Santa Fe. In the Total County, the number of housing units increased by about 39 percent between 1990 and 2000, or by about 16,237 units. The majority of housing unit growth occurred in the County of Santa Fe (64 percent). Single-family homes comprised about 61 percent of units in 2000. See Section 2 for further detail on population and housing units trends.
- Occupancy. The Total County, including renters and owners, had a vacancy rate of 9 percent in 2000, which is slightly lower than the City of Santa Fe at 9.7 percent. Owner-occupancy in the County was about 20 percent higher than in the City of Santa Fe.
- Home Values. The long form of the US Census asked a sample of homeowners what they thought their house would sell for, if sold at the time. Their estimate is calculated at the average value in the US Census. The average value of single-family homes in the Total County in 2000 was about \$255,529 showing a 774 percent increase since 1990. The County of Santa Fe had the highest average single-family price in 2000, \$261,021, dropping to \$250,817 in the City of Santa Fe.
- Average Rents. Rents increased about 43 percent between 1990 and 2000, from \$422 per month on average in 1990 to \$603 in 2000 in the Total County. Rents in 2000 were highest in the City of Santa Fe (\$639 per month average).
- Year Built. About 19 percent of housing units in the City were constructed in the 1990's, compared to 43 percent in the County. The City of Santa Fe began developing first, where 10 percent of units were built before 1940. Development in the County of Santa Fe picked up in 1970, with about 86 percent of units being constructed between 1970 and 2000.
- Year Moved in to Current Residence. About 52 percent of households moved into their current County residence between 1995 and March 2000. About 8 percent had been in their homes since 1969 or earlier. The City of Santa Fe shows both the largest percentage of recent movers (54 percent since 1995) and of long-term residents (10 percent since 1969 or earlier).

- Household Size. Owner households averaged about 2.55 persons in 2000 in the Total County and renter households averaged about 2.14 persons. Household sizes were larger in the County of Santa Fe (2.73 and 2.36 persons on average) than in the City of Santa Fe (about 2.20 persons on average) in large part due to a higher percentage of families living in the County (27 percent are couples with children and 17 percent are single parent households).
- Household Composition. The City of Santa Fe had the highest percentage of persons living alone (36 percent vs. 22 percent in the remainder of the county), which meshes with the high incidence of senior-headed households (21 percent of all households) and one-bedroom homes (18 percent of units) in the City.
- Household Income. Average household incomes were similar throughout the Total County, with an average of \$56,494 in the City and \$58,119 in the County of Santa Fe. Average household incomes increased an average of 45 percent between 1990 and 2000; average single-family values as estimated by the census increased a much higher 77 percent. In other words, home values have been increasing faster than local incomes, indicating that overall affordability of housing for locals declined in the 1990's.
- Cost-burden. About 33 percent of households in the Total County were cost-burdened (paid over 30 percent of their income for housing) in 2000 (about 13,499 total households). A similar 5 percent of households were overcrowded (more than 1 person per *room*) in 1990 and 2000 and, as of 2000, 1 percent of units had incomplete kitchen and/or plumbing facilities.
- Home Values and Local Incomes. The average home value in 2000 exceeded average incomes by about 446 percent in 2000. This was highest in the County of Santa Fe, 449 percent. Generally, affordable purchase prices of homes fall between 300 to 400 percent of income, depending on the size of the down payment, among other factors.
- A few observations can be made regarding the Total County compared to the State of New Mexico as a whole in 2000:
 - The ownership rate in the State was 70 percent, very similar compared to the County at 69 percent;
 - Median household income in the State as a whole was about 24 percent lower than in the County of Santa Fe (\$42,207). The median home value was about 75 percent lower in the State as a whole (\$108,100) than in the Total County (\$189,400) and median rents were 45 percent lower in the State as a whole. This helps keep the percentage of cost-burdened households in the State (28 percent) lower than those in the Total County (33 percent).
 - Household incomes grew at a similar rate in the State as a whole (42 percent increase) between 1990 and 2000 as in the Total County (44 percent).

POPULATION AND HOUSING UNITS	Total	City of Santa Fe	County of Santa Fe
Population (2000)	129,292	62,203	67,089
Percent distribution	100%	100%	100%
Housing Units			
Housing Units 1990	41,464	24,681	16,783
Housing Units 2000	57,701	30,533	27,168
<i>% Change 1990 to 2000</i>	39%	24%	62%
Occupancy and Tenure (2000)			
Vacant Housing Units	9%	10%	8%
Rental Vacancy Rate	6%	6%	6%
Owner Occupied Units	69%	58%	80%
Renter Occupied Units	31%	42%	20%
Type of Housing Unit (2000)			
Single family	61%	60%	64%
Multi-family	23%	37%	6%
Mobile homes	16%	4%	29%
Value/Price of Housing:			
Average Value 1990 (Single-Family)	\$144,011	\$144,251	\$143,578
Average Value 2000 (Single-Family)	\$255,529	\$250,817	\$261,021
<i>% Change 90-00 (Single-Family Value)</i>	77%	74%	82%
Average Value (All Units) 2000	\$229,536	\$242,831	\$218,874
Mortgage, Average 2000	\$1,432	\$1,380	\$1,491
Contract Rent, Average 1990	\$422	\$446	\$344
Contract Rent, Average 2000	\$603	\$639	\$516
<i>% Change 90-00 (Contract rent)</i>	43%	44%	50%
Year Structure Built (All Housing Units)			
1995 to March 2000	16%	11%	22%
1990 to 1994	14%	9%	20%
1980 to 1989	23%	22%	25%
1970 to 1979	18%	19%	17%
1960 to 1969	10%	13%	6%
1940 to 1959	12%	18%	5%
1939 or earlier	7%	10%	4%
Bedrooms per Unit (2000)			
None	3%	4%	1%
1-bedroom	14%	18%	9%
2-bedrooms	30%	32%	27%
3-bedrooms	43%	36%	51%
4+ bedrooms	11%	10%	12%

Source: 1990 and 2000 US Census

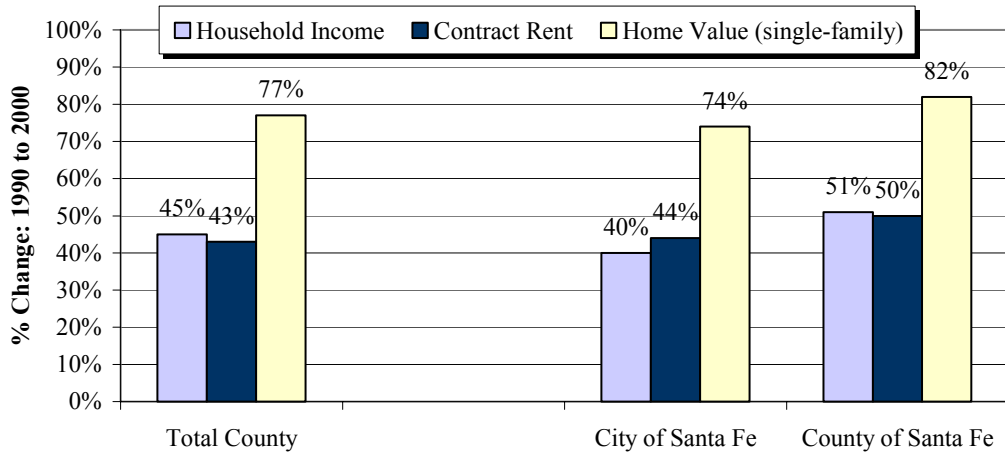
HOUSEHOLD CHARACTERISTICS	Total	City of Santa Fe	County of Santa Fe
Year Moved Into Current Residence			
1995 to March 2000	52%	54%	49%
1990 to 1994	18%	14%	23%
1980 to 1989	15%	14%	16%
1970 to 1979	8%	8%	7%
1969 or earlier	8%	10%	5%
Household Size (Average) (2000)			
<i>Owners</i>	2.55	2.31	2.73
<i>Renters</i>	2.14	2.05	2.36
1-person	29%	36%	22%
2-persons	34%	34%	35%
3-persons	16%	14%	17%
4-persons	13%	10%	16%
5+ persons	8%	6%	11%
Household Type (2000)			
% Married couple with children	21%	16%	27%
% Married couple without children	24%	22%	27%
% Single parent (with/without children)	17%	17%	17%
% Living alone	29%	36%	22%
% Other non-family	8%	9%	7%
Age of Householder (2000)			
15 to 24 years	4%	4%	4%
25 to 34 years	15%	15%	15%
35 to 44 years	23%	20%	26%
45 to 54 years	26%	24%	27%
55 to 64 years	15%	16%	15%
65 years and older	18%	21%	14%
Household Income (2000)			
Under \$15,000	16%	16%	15%
\$15,000 to \$24,000	13%	14%	12%
\$25,000 to \$34,000	13%	14%	12%
\$35,000 to \$49,999	17%	17%	17%
\$50,000 to \$74,999	18%	19%	18%
\$75,000 to \$99,999	11%	10%	12%
\$100,000 or more	13%	12%	14%
Average Household Income 1990	\$39,612	\$40,370	\$38,460
Average Household Income 2000	\$57,267	\$56,494	\$58,119
<i>Own</i>	\$66,857	\$70,561	\$63,887
<i>Rent</i>	\$36,363	\$36,921	\$35,079
<i>Change in Average Household Income, 1990 to 2000</i>	45%	40%	51%

Source: 1990 and 2000 US

HOUSING PROBLEMS (2000)	Total	City of Santa Fe	County of Santa Fe
% Cost-burdened (30% or more for housing)	33%	34%	30%
# Cost-burdened	13,499	8,566	4,933
% Overcrowded units (1.01 or more persons per room)	5%	5%	5%
% Substandard units (incomplete kitchen/plumbing facilities)	1%	0.7%	2%

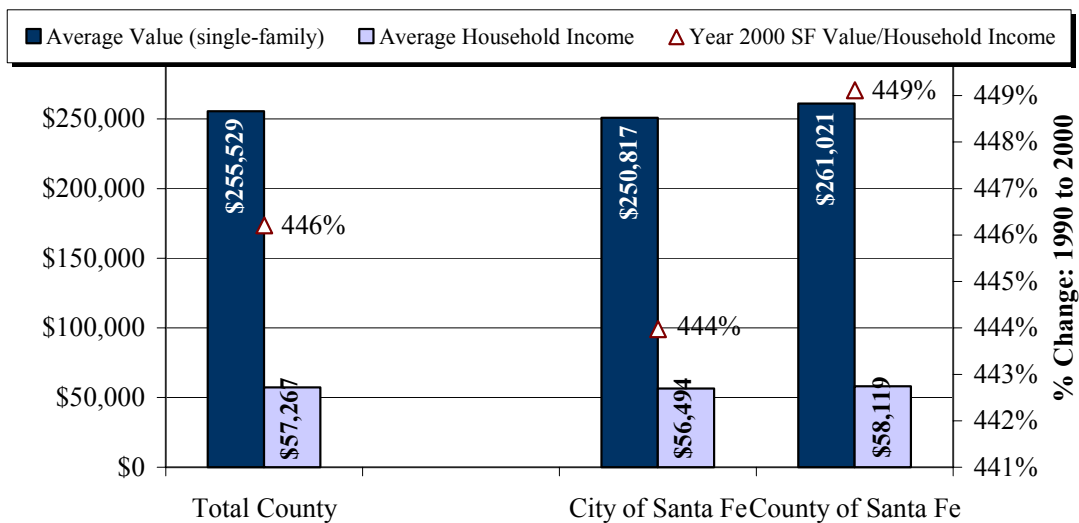
Source: 1990 and 2000 US

Change in Household Income vs. Rent and Single-Family Home Values (1990 - 2000)



Source: 1990 and 2000 US

Relative Affordability of Housing (2000 Census): Median Housing Value vs. Median Household Income



Source: 1990 and 2000 US

County of Santa Fe Trends and Comparisons

	2000 Total County of Santa Fe	2000 City of Santa Fe	% Change 1990 to 2000 County of Santa Fe	% Change 1990 to 2000 City of Santa Fe
Population	129,292	62,203	31%	11 %
Housing Units & Households				
# Housing Units	57,701	30,533	39%	24%
# Occupied Housing Units	52,482	27,569	39%	21%
Vacant for rent	2,325	1,580	195%	217%
Total Vacant	5,219	2,964	44%	57%
Homeownership Rate	68.6%	58.2%	1%	-2%
Household Size				
Renters	2.14	2.05	-2%	-2%
Owners	2.55	2.31	-6%	-11%
Overcrowded Units	2,673	1,348	31%	27%
Affordability				
Cost Burdened Households #	13,499	8,566	54%	36%
Cost Burdened Households %	33%	34%	10%	12%
Median Incomes				
Household Income	\$42,207	\$40,392	44%	34%
Family Income	\$50,000	\$49,705	47%	36 %
Per Capita Income	\$23,594	\$25,454	54%	54%
Median Housing Costs				
Contract Rent	\$626	\$644	47%	47%
Value – Owner Occupied	\$189,400	\$ 182,800	83%	85%
Mortgage Pmt.	\$1,214	\$1,177	50%	48%

Source: 1990 and 2000 US

Comparison to State of New Mexico

	State of New Mexico	Total County of Santa Fe	City of Santa Fe
Owner Occupied Units	70%	69%	58%
Renter Occupied Units	30%	31%	42%
Value – Owner Occupied (SF)	\$108,100	\$189,400	\$182,800
Mortgage, Median (SF)	\$929	\$1,214	\$1,177
Contract Rent, Median	\$432	\$626	\$644
Household Income, Median	\$34,133	\$42,207	\$40,392
Family Income, Median	\$39,425	\$50,000	\$49,705
Change in Household Income, 1990 - 2000	42%	44%	35%
% Cost Burdened	28%	33%	34%
Residential Growth Rate, 1990 - 2000	24%	39%	24%

Source: 1990 and 2000 US Census; CHAS

Section 2 - Current Household Trends and Characteristics

This section presents current estimates and projections of the population and number of households in the County of Santa Fe from the year 2000 through 2015. Additionally, an overview of current household demographics and characteristics as determined from the 2007 household and employee surveys is provided. This section provides a profile of current County of Santa Fe households and residents, indicates potential changes in the demographics since the 2000 Census and serves as a basis for other sections of the report and analysis.

County Population and Households

Estimates from the county show that a total of 145,970 people live in the Total County in 2007, occupying 61,637 households. Of Total County households, about 51 percent reside in the City of Santa Fe, which is down from 2000 when 53 percent resided in the City. Projections from the County of Santa Fe estimate that the County's Population will increase to 165,335 by 2015. This will add about 19,365 people and 9,170 households between 2007 and 2015. Population growth in the County of Santa Fe occurred at a faster rate between 2000 and 2007, and is estimated to continue to grow at a faster rate than the City.

Population and Households: 2000 to 2015

	2000 (Census)	2007	2012	2015	% Change 2000 to 2007
TOTAL					
Population	129,292	145,970	157,953	165,335	12.4%
Housing Units	57,701	66,434	72,614	76,452	14.7%
Households	52,482	61,637	66,116	69,631	14.7%
CITY OF SANTA FE					
Population	62,203	67,428	70,532	72,302	8.0%
Housing Units	30,533	33,798	35,752	36,880	10.3%
Households	27,569	31,299	32,285	33,303	10.3%
COUNTY OF SANTA FE					
Population	67,089	78,542	87,421	93,033	16.5%
Housing Units	27,168	32,636	36,862	39,572	19.5%
Households	24,913	30,388	33,831	36,328	21.1%

Source: Santa Fe County Long Range Planning Department; 2000 US Census

Tenure

As of 2007 there are an estimated 61,637 households in the Total County. Based on survey results, about 33.8 percent rent (20,833 households) and 63.4 percent own their

homes (40,804 households). The County of Santa Fe has a higher ownership rate than within the City of Santa Fe.

Households by Tenure: 2007

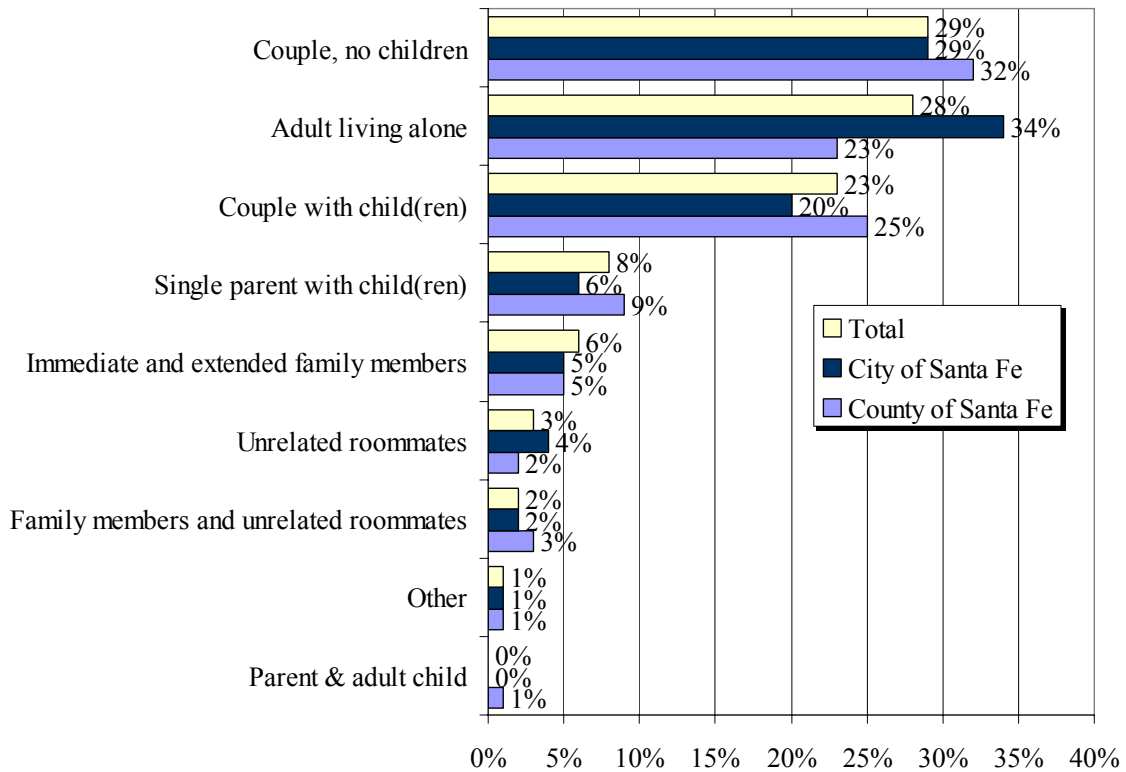
	Total	City of Santa Fe	County of Santa Fe
Total households:	61,637	31,299	30,388
Own	66.2%	59.4%	73.1%
Rent	33.8%	40.6%	26.9%

Source: Santa Fe Trends 2007; Santa Fe County Land Use Department; 2007 Household and Employee survey; RRC Associates, Inc.

Household Type and Size

As summarized below, household type and size are similar but not identical between the County and the City. Households within the City are more likely to have adults living alone than in the County. Households within the County are more likely to have couples with children. About 29 percent of households in the Total County are couples without children. This is especially high among owners. Renters are more likely than owners to be single parents with children.

Household Type and Size 2007



Source: 2007 Household and Employee survey

The average household size is about 2.31 persons in the Total County, with owner households being slightly larger than renter households. In contrast, owner households within the City are slightly smaller than renter households. Overall, households in the City of Santa Fe are on average are smaller than households within the County of Santa Fe.

Persons in Household			
	Overall	Own	Rent
Total	2.31	2.33	2.28
City of Santa Fe	2.22	2.21	2.24
County of Santa Fe	2.43	2.47	2.34

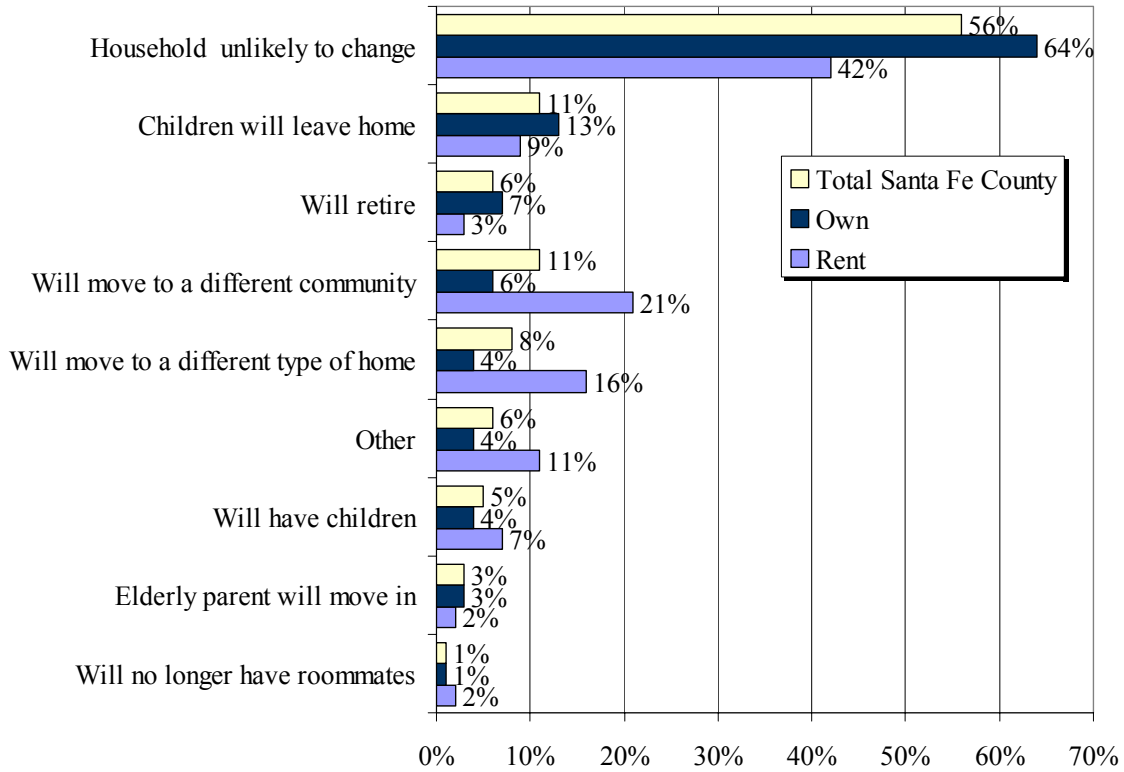
Source: 2007 Household and Employee survey; RRC Associates, Inc.

Change in Households Over Next 5 Years

Survey respondents were asked how their household is likely to change over the next 5 years. Households within the City of Santa Fe and the County of Santa Fe had similar responses with about 56 percent indicating their household is unlikely to change. Responses did vary by owners and renters however. As shown below, 64 percent of owners and 42 percent of renters indicated that their household is unlikely to change. Of households that will change:

- Owner households are likely to have children leaving their home (13 percent), retire (7 percent), or move to another community (6 percent).
- The highest percentage of renter households stated they are most likely to move to a different community (21 percent) within 5 years. This was closely followed by renters reporting they will move to a different type of home (16 percent). The survey did not ask them to specify the type of home they would prefer to move into. However, Section 12 of this report does provide additional insight into homeownership preferences.

**“How is your household likely to change over the next 5 years?”
Total County of Santa Fe**



Source: 2007 Household and Employee survey; RRC Associates, Inc.
Sorted in descending order of owner households.

Household Income

The median is a midpoint in a series of numbers, while the average is the sum of values divided by the number of values. The median is more commonly used for income and is generally a more accurate estimation. The US Census does not have a geographical description for Other Santa Fe County, thus calculating the median is not possible without data on a case-by-case basis. In able to compare data from the US Census to survey results, average income was calculated. Survey results indicate that the average household income increased about 23 percent (3.3 percent per year) between 2000 and 2007. This shows a slightly slower rate of increase than between 1990 and 2000 (45 percent, or 4.5 percent per year). The average household income for renters increased at a faster rate between 2000 and 2007, 35 percent (5 percent per year), than for owners, 22 percent (3 percent per year). Incomes of households within the City of Santa Fe increased by 31 percent (4.4 percent per year) compared to an increase of 18 percent (2.6 percent per year) in the County of Santa Fe.

Average Household Income by Tenure

	2000	2007	% change
TOTAL	\$57,267	\$70,425	23.0%
Owner	\$66,857	\$81,581	22.0%
Renter	\$36,363	\$48,977	34.7%
CITY OF SANTA FE	\$56,494	\$73,803	30.6%
Owner	\$70,561	\$90,245	27.9%
Renter	\$36,921	\$50,476	36.7%
COUNTY OF SANTA FE	\$58,119	\$68,741	18.3%
Owner	\$63,887	\$76,765	20.2%
Renter	\$35,079	\$46,958	33.9%

Source: 2000Census; 2007 Household and Employee survey; RRC Associates, Inc.

Household Area Median Income (AMI)

The following table shows 2007 median income limits for households earning 30 percent AMI, 50 percent AMI, 60 percent AMI, 80 percent AMI, 100 percent AMI, 120 percent AMI and 150 percent AMI. Limits are based on the median household income for the Total County, which is \$57,000 in 2007, as determined by the US Department of Housing and Urban Development (HUD). Typically, these income guidelines are used to establish housing targets and thresholds for different local housing efforts, as well as for Private Activity Bond Allocations, Low-income Housing Tax Credits, Section 8 Rent Subsidy and related housing programs. The income limits are adjusted annually.

The median household income for the Total County is \$57,000; however, prior to 2006 Santa Fe was combined with Los Alamos which resulted in an overall higher median income. As a result, Santa Fe uses the HUD Program AMI for its programs, which is shown in the chart below.

Area Median Income Limits By Household Size, 2007

	1-person	2-persons	3-persons	4-persons	5-persons
30% AMI	\$13,850	\$15,850	\$17,800	\$19,800	\$21,400
50% AMI	\$23,100	\$26,400	\$29,700	\$33,000	\$35,650
60% AMI	\$27,720	\$31,680	\$35,640	\$39,600	\$42,780
80% AMI	\$36,950	\$42,250	\$47,500	\$52,800	\$57,000
100% AMI	\$46,200	\$52,800	\$59,400	\$66,000	\$71,300
120% AMI	\$55,440	\$63,360	\$71,280	\$79,200	\$85,560
150% AMI	\$69,300	\$79,200	\$82,350	\$85,500	\$106,950

Source: Department of Housing and Urban Development; RRC Associates, Inc.

Special tabulations of the 2000 US Census data (CHAS) were used to determine the number and percentage of Total County households within each AMI category shown

above and were used to weight the 2007 survey data results to ensure representation of the population as a whole.

Income Distribution of Total County of Santa Fe Households, 2007 Estimates

	Renters		Owners		Total	
	#	%	#	%	#	%
30% AMI or less	4,854	23.3%	3,856	9.4%	8,645	14.0%
30.1-50% AMI	3,479	16.7%	3,436	8.4%	6,879	11.2%
50.1-80% AMI	4,604	22.1%	7,009	17.2%	11,583	18.8%
80.1-100% AMI	2,250	10.8%	4,542	11.1%	6,803	11.0%
100.1-120% AMI	1,708	8.2%	3,901	9.6%	5,618	9.1%
120.1-140% AMI	1,042	5.0%	3,311	8.1%	4,373	7.1%
140.1% AMI or more	2,896	13.9%	14,749	36.1%	17,736	28.8%
TOTAL	20,833	100.0%	40,804	100.0%	61,637	100.0%

Source: 2000 US Census data CHAS

Housing Continuum

The Housing Continuum, illustrated below, can be helpful in moving from aggregate estimates of housing units needed (as shown above) to specific programs and policies that target the housing needs within the community. The Continuum shows the percentage and number of households in the Total County that fall into each AMI category, based on 2007 household estimates, along with a note that describes the type of housing that is affordable and most likely to be sought out by households in each AMI group.

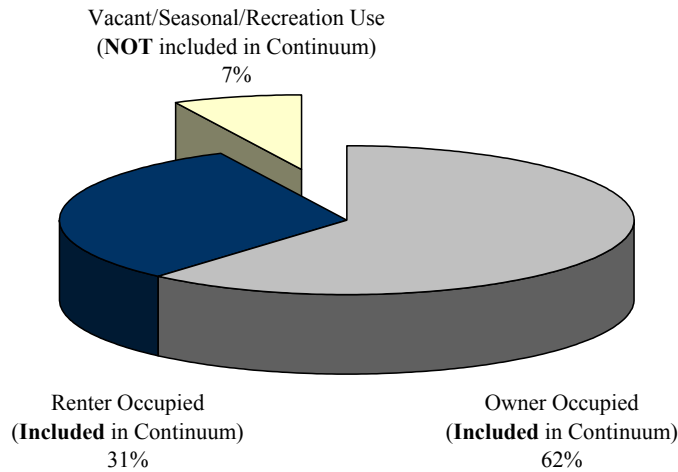
It is important to note that the Continuum only represents current owner and renter occupied households with their primary residence in the County, it does not include units which are either vacant or used for seasonal/recreational use.

The Housing Continuum depicts what may be ideal for most communities – the availability of housing that is affordable to all households and options for changing life circumstances. What is key in this approach is that there are opportunities for households to buy or rent at different economic levels, thus supporting an economically balanced community. As shown:

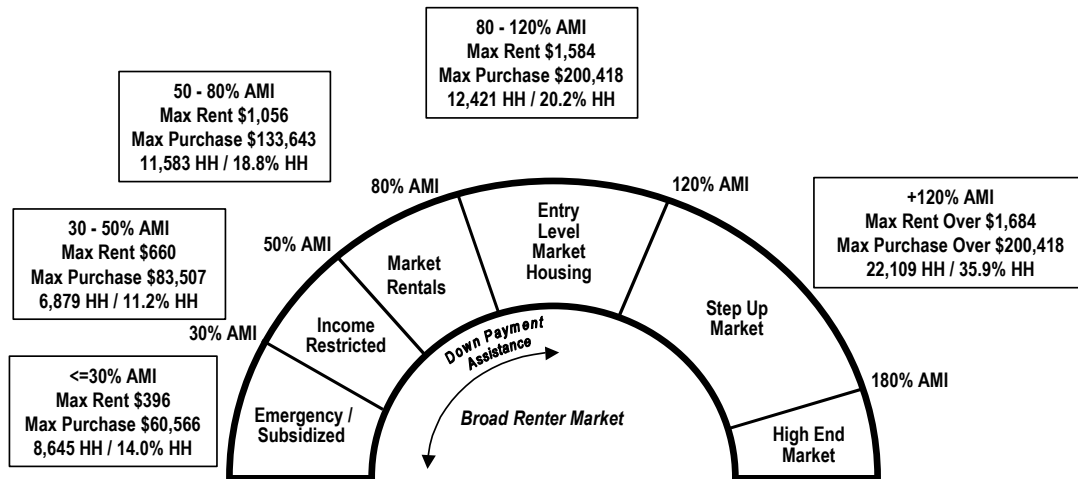
- At the lowest income levels, homelessness and the threat of homelessness are important issues. Additionally, special populations who are unable to work (E.g., seniors and the disabled) may require assistance at the lower income levels. Affordability problems, especially for renters, may also be present among the working poor. As shown, about 25 percent of households in Total County earn less than 50 percent of the AMI.
- As incomes near the median, households are often looking to buy their first home. Policies targeted at 50 to 100 percent of the AMI (about 30 percent of households

earn within this range) are typically designed to help bring homeownership within reach, including down payment assistance, first-time homebuyer loans and affordable housing.

- Finally, at the highest levels, upper income groups fuel the market for step-up and high-end housing. About 36 percent of households in the Total County earn over 120 percent AMI.



Owner and Renter Current Occupied Households County of Santa Fe Housing Continuum, 2007



Maximum purchase price for a two-person household earning within each income range. Assumes 5% down, 7.0% interest for 30 years and 20% of monthly payment for property taxes, insurance and HOA fees, with no more than 30% of household income used for housing payments.
(See page 60 for chart that shows distribution of housing costs by number of bedrooms.)

Section 3 – Employment and Commuting

This section evaluates current employment and commuting trends, including estimates of total jobs and projected growth in jobs, an evaluation of available jobs by industry and wages, seasonality of employment and commute and work patterns of local residents and workers.

Job Projections

Based on an analysis of employment data from the Bureau of Economic Analysis (BEA) and the Quarterly Census of Employment and Wages (QCEW)², it is estimated that there are about 90,272 jobs in the Total County in 2007. Of these jobs, about 78 percent (about 70,000) are wage and salary jobs and about 22 percent (about 20,000) are self-proprietor jobs (jobs held by self-employed persons).

The New Mexico Department of Labor provides projections through 2012 of wage and salary jobs, which are expected to increase by about 7.1 percent over the next five years. Conservatively assuming this same rate of increase for self-proprietor jobs, it is projected that about 6,400 total jobs will be added in the Total County between 2007 and 2012. This represents a more modest rate of job growth than seen between 2001 and 2006 (12.0 percent increase; 9,500 jobs).³

As of the 2000 US Census, about 84 percent of the workforce employed in the Total County were working within the City of Santa Fe. Conservatively assuming this ratio has remained constant, it is estimated that there are about 14,407 jobs in the City of Santa Fe in 2007 and that, by 2012, about 1,024 jobs will be added for an average yearly growth rate of 1.4 percent.

² The Quarterly Census of Employment and Wages reports jobs held by workers covered by unemployment insurance and, therefore, excludes most self proprietors and many agricultural laborers. The Bureau of Economic Analysis provides additional estimates of self-proprietor jobs, which typically comprise about 20 to 25 percent of total jobs in many areas and also include estimates for farm-related jobs. Therefore, estimates from the BEA are typically significantly higher than QCEW estimates.

³METHODOLOGY: The Bureau of Economic Analysis (BEA) provided estimates for wage and salary jobs and proprietor jobs through 2004. Wage and salary jobs estimated by the BEA averaged 8.8 percent higher than QCEW wage and salary jobs reported in 2003 and 2004 and self-proprietor jobs estimated by the BEA comprised an average of 22.3 percent of all jobs in 2003 and 2004. Assuming these ratios remain consistent, QCEW estimates of wage and salary jobs for 2005 and through the third quarter of 2006 were used to estimate total jobs (wage and salary plus proprietors) for these years. The New Mexico Department of Labor wage and salary job estimate for 2002 was very similar to the BEA wage and salary job estimate for this same year. Therefore, the total job estimate for the year 2012 includes the New Mexico Department of Labor wage and salary job estimate (75,096 jobs) and assumes about 22.3 percent of all jobs in 2012 will be self-proprietors based on historical BEA ratios. Finally, the year 2007 was estimated by calculating the average yearly increase in jobs between 2006 and 2012 (about 1.4 percent per year on average) and increasing 2006 jobs estimates by this average yearly percentage increase.

Jobs (estimated): 2001 to 2012

	2001	2007	2012	2015
Total County of Santa Fe	79,504	90,272	96,687	99,267
City of Santa Fe	66,815	75,865	81,256	83,384
County of Santa Fe	12,689	14,407	15,431	15,883
% in City of Santa Fe	84%	84%	84%	84%

Source: 2000 US Census; Bureau of Economic Analysis (BEA); New Mexico Department of Labor; Quarterly Census of Employment and Wages (QCEW); RRC Associates, Inc.

Jobs Per Employee and Employees Per Household

The 2007 household and employee survey asked workers how many jobs they hold and how many adults (age 18 and over) in their household are employed. These responses can be used to translate the estimated increase in jobs in the city and county into households demanded by workers needed to fill new jobs.

- The average number of jobs held by workers employed in the City of Santa Fe is 1.23, slightly lower than the County of Santa Fe at 1.24.
- Households in the City of Santa Fe that have at least one working adult average about 1.62 workers per household, with households in the County of Santa Fe having slightly more workers on average than in the city, 1.68.

Average Jobs Per Employee and Employees Per Economically Active Household, 2007

	City of Santa Fe	County of Santa Fe
Jobs	75,865	14,407
Jobs per employee	1.23	1.24
Employees	61,679	11,713
Employees per household	1.62	1.68
Employee Households	38,073	6,916

Source: 2007 Household Survey; RRC Associates, Inc.

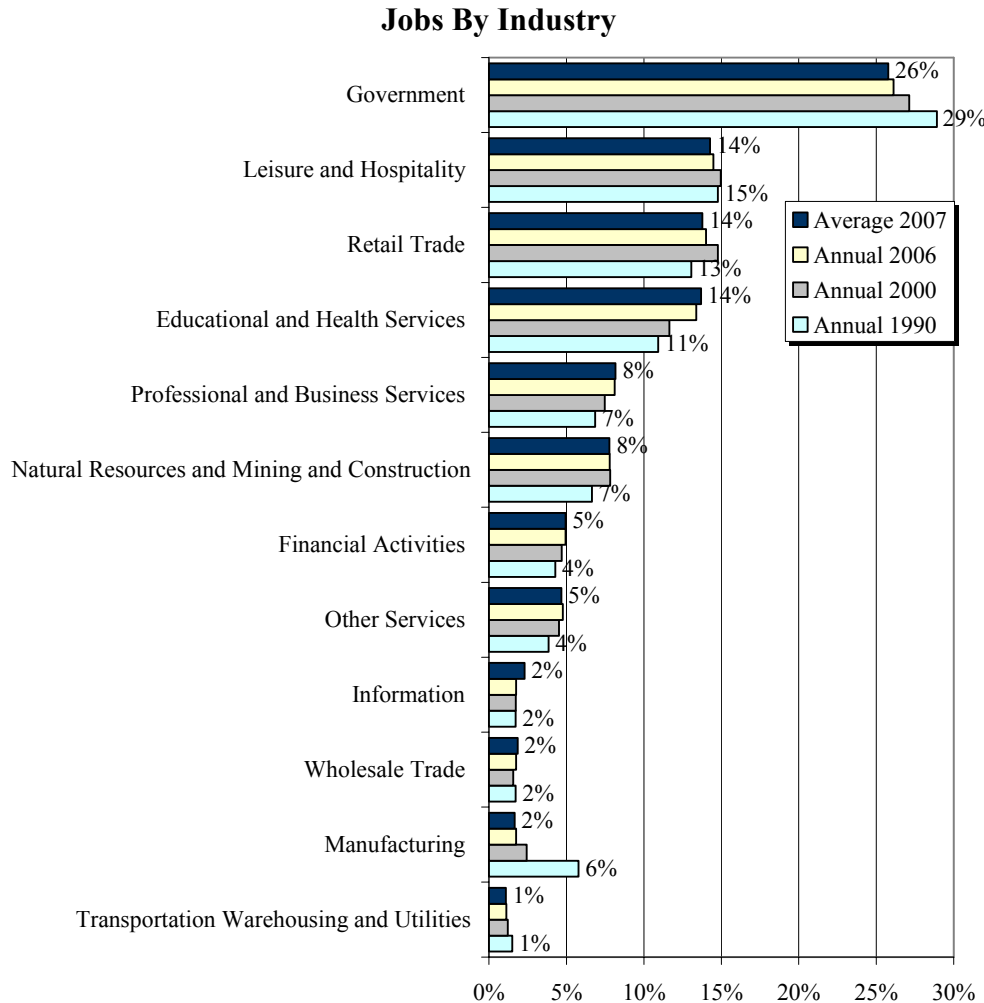
Jobs by Industry

The New Mexico Department of Labor, Current Employment Statistics (CES), provides useful estimates for the types of jobs held by workers in the County. In total about 26 percent of jobs were in government. This is followed by jobs in “leisure and hospitality”⁴ (14.3 percent), educational and health services (13.8 percent) and retail trade (13.7 percent).⁵

⁴ “Leisure and Hospitality” includes jobs in recreation, accommodations, entertainment, etc.

⁵ It is worth noting that estimates from the BEA in 2004 regarding the percentage mix of jobs by industry showed slightly lower estimates for government (about 21.1 percent) and slightly higher estimates for professional and business services (11.8 percent) and other services (6.6 percent). This is likely related to the inclusion of self-proprietors in the BEA estimates, increasing the

The percentage composition of employment in the Total County by industry shows some change since 1990. Educational and health services is the only industry that shows more than a 1 percent increase since 1990 (11 percent in 1990; 12 percent in 2007). State government was the only industry declining by more than one percentage point (29 in 1990 to 26 in 2007). In terms of numbers of jobs added, educational and health services, local government and the retail trade added the largest number of jobs. As shown on the following page, these sectors represent relatively low paying jobs with associated implication for new housing. Only manufacturing showed a decline in the number of jobs during this period.



Source: New Mexico Department of Labor, Current Employment Statistics (CES); RRC Associates, Inc.
 *2007 estimate is the average for the year, the annual estimate is not yet available.

percentage of industries likely to have self-employment opportunities (consulting, personal services, etc.), while not affecting the number of publicly-held industries such as government and utilities.

Wages

The QCEW also reports average wages paid by industry. Wages vary from income in that income includes all investments and sources of money, while wage only estimates wages paid by an employer. In 2007 (through June), the average wage earned by Santa Fe County workers was \$35,880, a 21.2 percent increase from \$29,614 in 2001.

Change in Average Yearly Wage: Total County, 2001 to 2006			
	2001	2007 (thru June)	% change 01-07
Average annual pay	\$29,614	\$35,880	21.2%

Source: Quarterly Census of Employment and Wages (QCEW)
 (See page 7 for median household income for County of Santa Fe)

The highest average wages are earned in professional and technical services (\$61,985), followed by finance and insurance (\$53,933) and mining and utilities (\$52,874 and \$50,435, respectively), which together comprise about 14 percent of employment in the County. Of the more prevalent jobs in the County, only government (26 percent of jobs) pays a higher than average wage (\$42,551 per year). Retail trade (\$28,205), arts, entertainment and recreation (\$31,775) and accommodation and food services (\$18,615) combined comprise about 29 percent of jobs in the City of Santa Fe, all of which pay wages below the average of \$34,177.

Average Wage by Industry: 2006

Industry	Average Yearly Wage (2006)
Professional and technical services	\$61,985
Finance and insurance	\$53,933
Mining	\$52,874
Utilities	\$50,435
Management of companies and enterprises	\$46,131
Information	\$43,008
Public administration (Government)	\$42,551
Health care and social assistance	\$40,494
Wholesale trade	\$40,487
Transportation and warehousing	\$38,843
Manufacturing	\$33,147
Real estate and rental and leasing	\$32,804
Construction	\$32,710
Arts, entertainment, and recreation	\$31,755
Other services, except public administration	\$28,861
Retail trade	\$28,205
Administrative and waste services	\$27,028
Educational services	\$26,846
Agriculture, forestry, fishing and hunting	\$23,779
Accommodation and food services	\$18,615
TOTAL	\$34,177

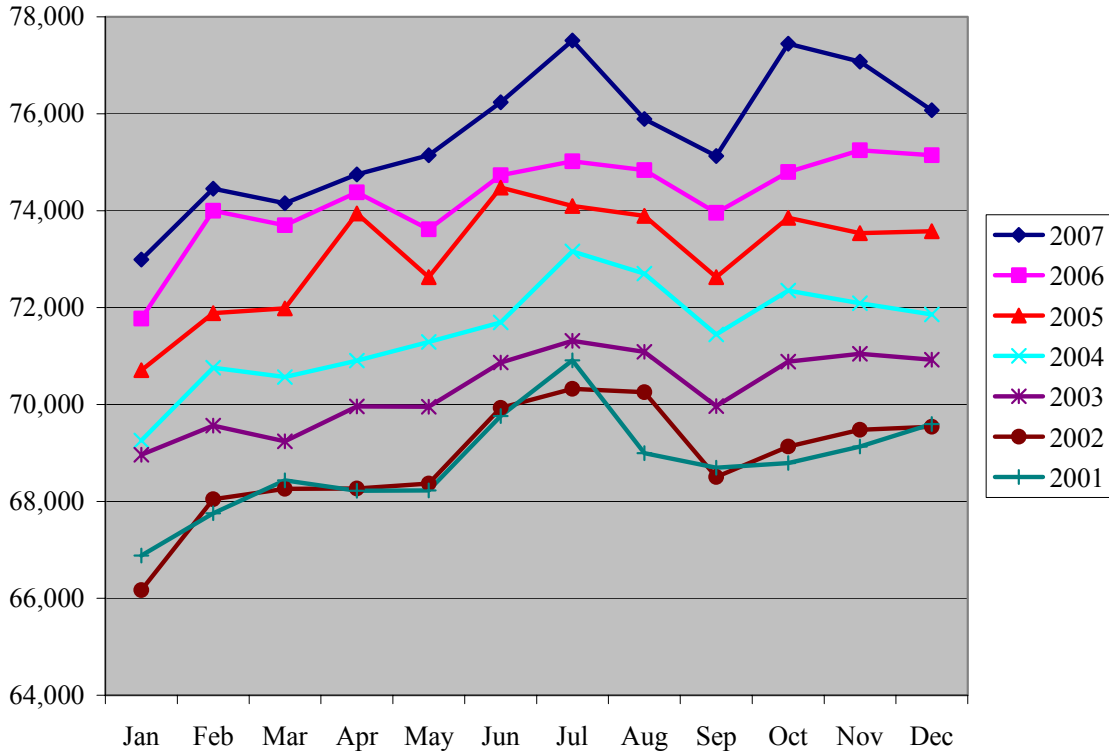
Source: Quarterly Census of Employment and Wages (QCEW); Sorted in descending order of average wage paid in Santa Fe County.

Seasonality of Employment

The following graph compares employment by month from 2001 through 2007. As shown, there is a slight seasonal fluctuation of employment in the Total County. The highest levels of employment are reached during the summer months. The lowest employment levels occur in January of each year, showing an average decline of about 3,656 jobs from July of the previous year.

Jobs continued to grow in the Total County between 2001 and 2007 with consistent months employment patterns year to year. Many areas of the country experienced a decline in jobs in the early 2000's, indicating some relative strength in the Santa Fe County job market during this period.

Monthly Employment, 2001 through 2007



Source: Bureau of Labor Statistics, Quarterly Census of Employment and Wages (QCEW)

Commuting Patterns

The 2007 household and employer surveys conducted as part of this research also asked where County of Santa Fe residents work and where workers live. This information is useful in understanding employee and resident commuting and living patterns.

Where Workers Live

Based on 2000 US Census data, about 56 percent of workers in Santa Fe live within the city, while about 44 percent of workers in the County of Santa Fe live in the County.

Where Workers Live: 2007

Place of Residence	Census Work in City of Santa Fe	Census Work in County of Santa Fe
City of Santa Fe	51.1%	19.6%
County of Santa Fe	32.4%	74.0%
Outside County of Santa Fe	16.5%	6.4%
Total	100%	100%

Source: 2000 US Census; 2007 Employer Survey; RRC Associates, Inc.

Where Residents Work

Based on 2007 household survey results, about 57 percent of employed residents in the County of Santa Fe work within the city. About 14 percent are employed outside of Santa Fe County.

Where County of Santa Fe Residents Work: 2007

Work Location	Location of Residence		
	Total County of Santa Fe	City of Santa Fe	County of Santa Fe
City of Santa Fe	56.9%	74.7%	39.2%
Other Santa Fe County	34.0%	22.0%	45.8%
Bernalillo County	4.5%	2.0%	7.0%
Los Alamos County	3.7%	3.2%	4.3%
Other New Mexico	4.4%	4.0%	5.3%
Other State	3.6%	3.6%	3.5%
Other	4.1%	1.4%	6.7%
Total	111.1%	110.8%	111.9%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

NOTE: Survey percentages add to over 100 percent due to employees working in multiple locations.

Methods of Commuting

As shown below, the vast majority of workers in the Total County typically drive their own car to work (87 percent each). The average commute time for workers is about 25 minutes.

Primary Mode of Travel to Work: County of Santa Fe, 2007

	Mode of Transport
Car (one person)	87.1%
Carpool/Vanpool (2+ people)	6.0%
Walk	2.4%
Other	1.4%
Bus	1.3%
Telecommute	1.2%
Bicycle	0.6%
Total	100%

Source: 2007 Household and Employee surveys; RRC Associates, Inc.

Section 4 - Household and Employer Problems

Household Problems

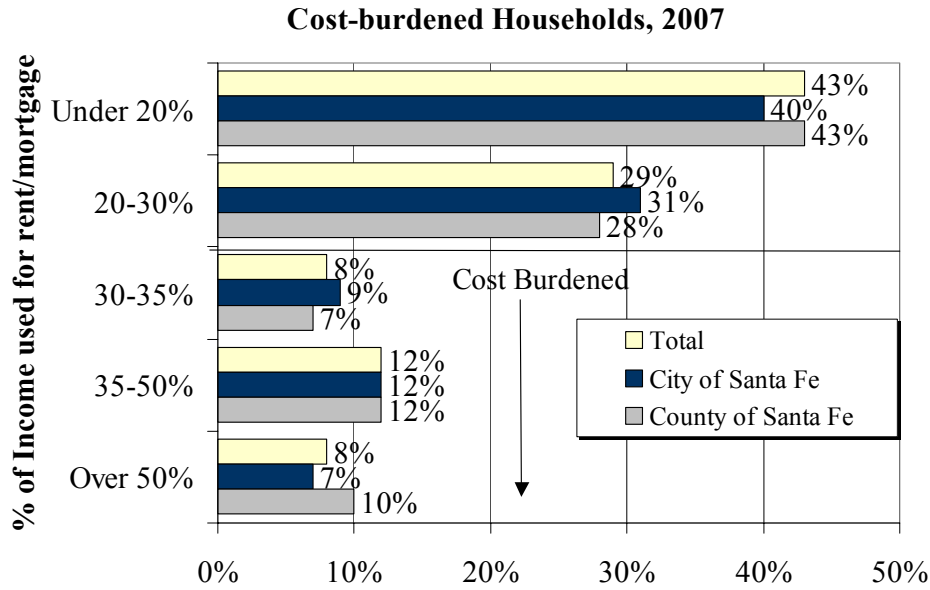
This section examines those households that report housing problems as identified by either:

- being cost-burdened by their housing payment (paying 30 percent or more of their household income for rent or mortgage),
- living in overcrowded conditions (more than 1.5 persons per bedroom) or
- living in unsatisfactory conditions (poor home condition) as reported on the 2007 household survey.

Cost-Burdened

About 25 percent of owners and 32 percent renters reported being “cost-burdened” by their housing payment, meaning they are paying 30 percent or more of their household income for rent or mortgage (excluding utilities and HOA). This varies by income level, where about 69 percent of households earning under 50 percent of the AMI were cost-burdened. Lower income households typically pay for their housing first, often foregoing food, clothing, utilities and needed medication when cost-burdened.

The percent of cost-burdened households by location is similar, varying between 28 percent in the City and 29 percent in the County. This shows a slight decrease since the 2000 Census where 33 percent of households within the Total County were cost burdened. As of the 2000 US Census, the Total County had a slightly higher percent of cost burdened households (33 percent) than within the State of New Mexico as a whole (28 percent). The United States as a whole had a similar 29 percent of cost burdened households as of the 2000 US Census.



Source: 2007 Household and Employee survey; RRC Associates, Inc.

Overcrowded

Researchers use a variety of ways measure overcrowding, including Persons-Per-Room, Persons-Per-Bedroom, Unit Square Footage-Per-Person, and Persons-Per-Room by Unit Square Footage-Per-Person. Generally, Persons-Per-Room, Persons-Per-Bedroom, Unit Square Footage-Per-Person are the most commonly used because they address the amount of interior space available to household members. In this report, Persons-Per-Bedroom is used.

Results from the 2007 Household and Employee Survey indicate that about 6.3 percent of households in the Total County live in overcrowded conditions (defined by having more than 1.5 residents per bedroom). This equates to about 3,883 households in 2007. Residents who are not willing to tolerate living in overcrowded conditions, particularly as they grow older, often leave their jobs and the community.

Overcrowded Units by Tenure: County of Santa Fe, 2007

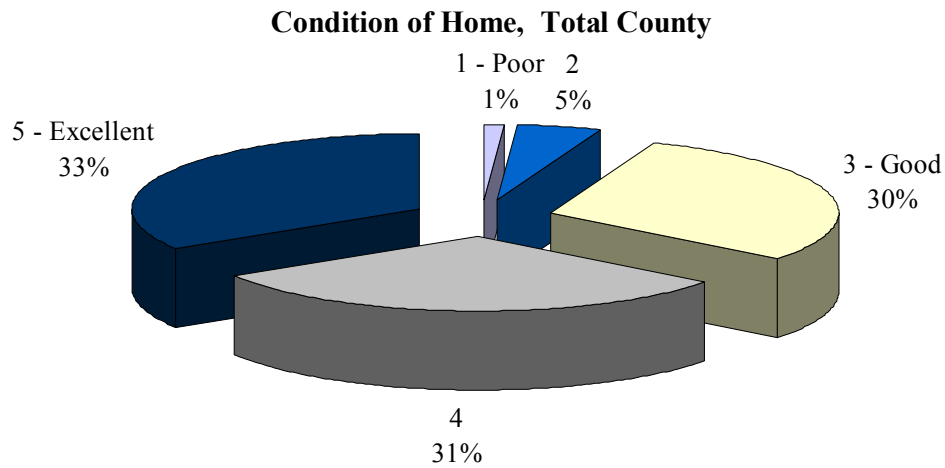
	Total	City of Santa Fe	County of Santa Fe
Overall	6.3%	5.8%	7.0%
Own	4.8%	4.2%	5.6%
Rent	7.1%	6.3%	10.0%

Source: 2007 Household and Employee survey; RRC Associates, Inc.

Poor Condition

Respondents to the 2007 Household and Employee Survey were asked to rate the condition of their home on a scale of “1-Poor” to “5-Excellent.” As shown below, about 6

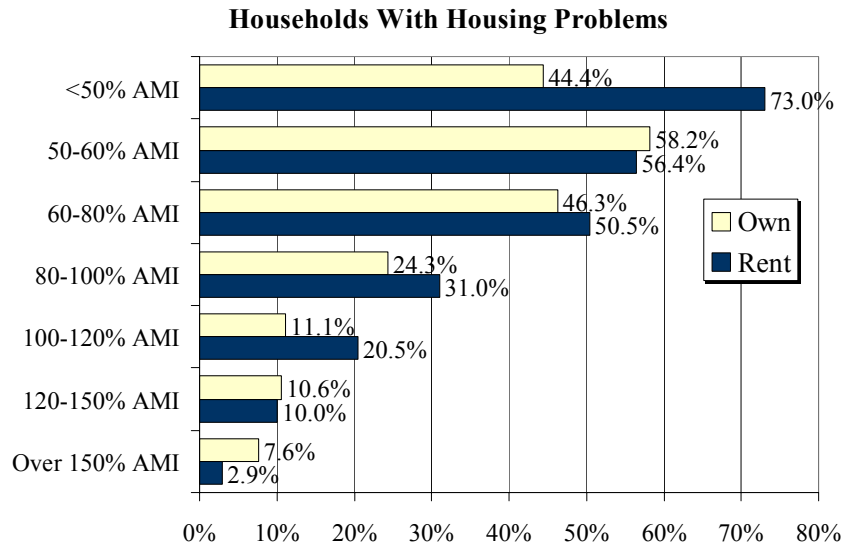
percent of households reported the condition of their home to be 1 or 2, in poor condition or about 3,698 households in 2007.



Source: 2007 Household and Employee survey; RRC Associates, Inc.
 *Rated on a scale of “1-poor” to “5-excellent”

Households with Housing Problems

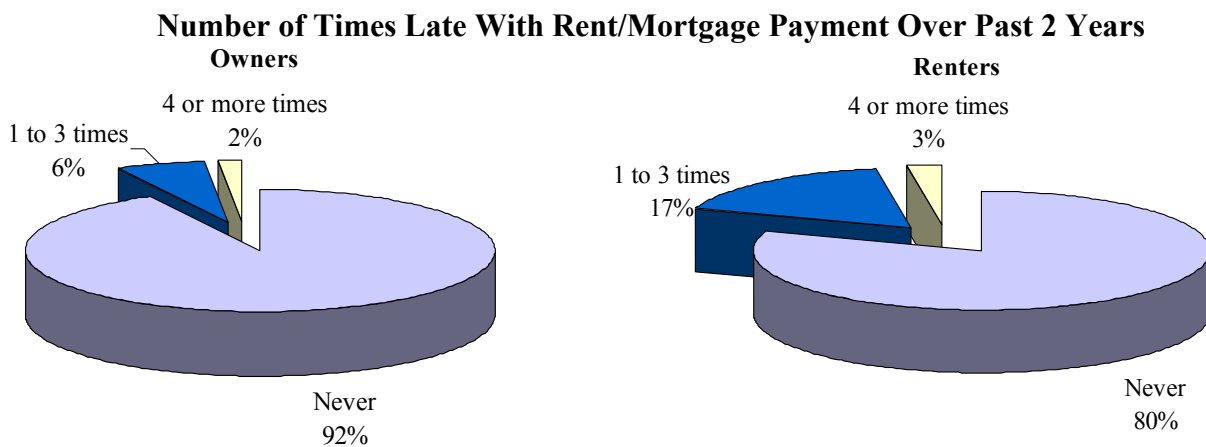
Overall, when all problems are explained together, about 31 percent of households report at least one housing problem as defined above. As shown in the following chart, the percentage of households in each AMI category with “housing problems” generally decreases as the income of the household increases.



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Households at Risk

Households that are consistently late with their housing payment are potentially at risk for displacement from their home. This information is of particular interest in light of current foreclosure issues. However, it should be noted that this survey was conducted between January 2007 and January 2008 and therefore does not fully represent current conditions. As shown below, about 2 percent of owners reported being late with their housing payment more than 4 times over the past couple of years and 6 percent were late between 1 and 3 times. About 3 percent of renters reported being late with their housing payment more than 4 times over the past couple of years and 17 percent were late between 1 and 3 times.



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Employer Problems

A significant purpose of the 2007 Employer Survey was to understand employer problems and perceptions related to hiring and retaining employees, anticipated changes in employment and employee housing issues. This section summarizes employer responses to these questions.

Workforce Housing Perceptions

Employers were asked the extent to which they feel the availability of affordable workforce housing is a problem. About 60 percent of respondents felt that workforce housing is “one of the more serious problems” in the county, with another 7 percent indicating it is the “most critical” problem. About 27 percent feel it is a moderate problem, 5 percent feel it is one of the lesser problems in the County and 2 percent feel it is not a problem.

This varies slightly by location, where employers within the City of Santa Fe are more likely to feel the availability of affordable workforce housing is a problem (11 percent) than those located in other parts of the County of Santa Fe (7 percent).

“Do you feel that the availability of affordable workforce housing is:”

	Total	City of Santa Fe	County of Santa Fe
Not a problem	4%	5%	2%
One of the region's lesser problems	6%	6%	5%
A moderate problem	27%	24%	27%
One of the more serious problems	54%	54%	60%
The most critical problem in the city	9%	11%	7%
TOTAL	100%	100%	100%

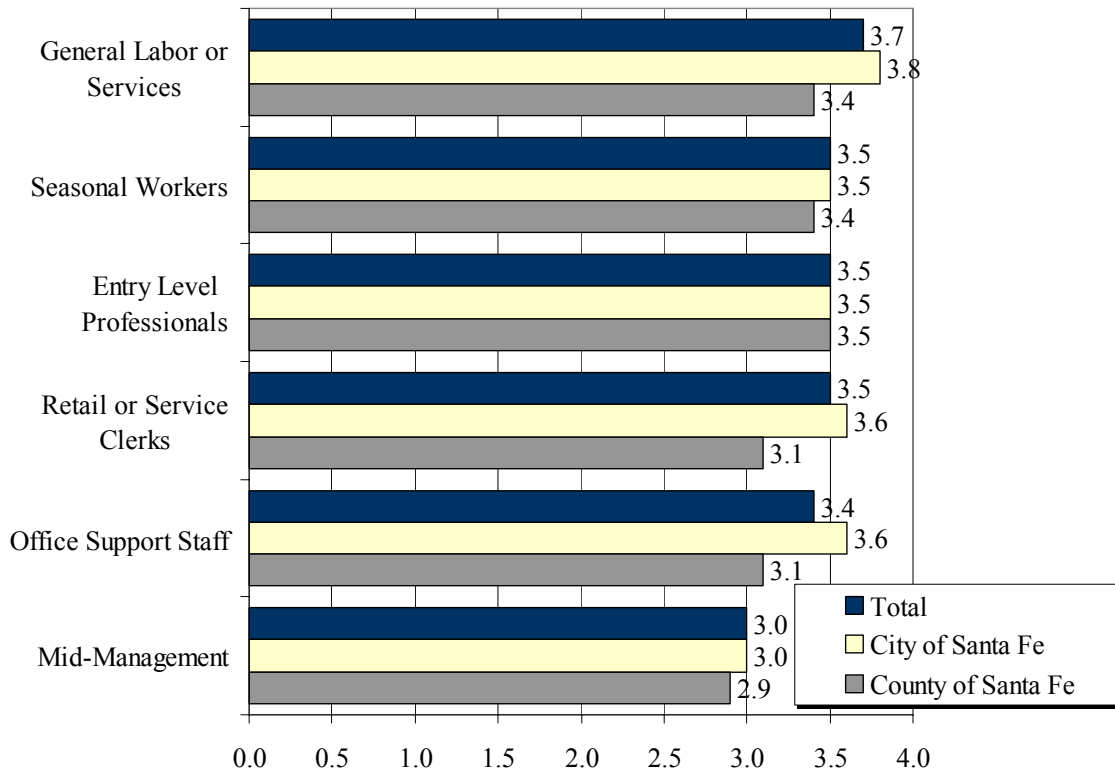
Source: 2007 Employer Survey

Difficulties Locating Workforce Housing

When asked to rate the level of difficulty that employees have in finding housing in the Total County from a scale of “1-not a problem” to “5-major problem,” employers felt that general labor or services (3.7 average), seasonal workers (3.5 average), entry level professionals (3.5 average), retail/service clerks (3.5 average) and office support staff (3.4 average) had the most difficulty locating housing in the area.

Employers within the City of Santa Fe rate the difficulty of finding housing higher for each category with the exception of entry level professionals, which employers throughout the county rate at 3.5.

“Which of your employees have the most difficulty locating housing in the area?”
Average: 1 “No Problem” to 5 “Major Problem”



Source: 2007 Employer Survey

Unfilled Positions

About 30 percent of responding employers indicated that they presently have at least one unfilled full time position and 18 percent indicated having at least one unfilled part time position. Applied to full time and part time peak employment numbers, presently about 10 percent of current full-time peak positions are unfilled and about 9 percent of part time positions are unfilled, equating to about 10 percent of all jobs needing to be filled. Respondents were asked why they had unfilled positions. A few respondents had positions that just became available and many noted that “lack of (qualified) applicants” was the problem.

Problems Due to Housing, Transportation and Day Care and Cost of Living

Respondents were asked how many employees they have lost in the last two years due to a lack of housing, transportation, day care or cost of living. About 53 percent of employers indicated they lost at least one employee over the last two years due to a lack of housing, transportation, daycare and/or the cost of living. This includes 12.2 percent of employers that lost at least one employee due to a lack of housing, 7.3 percent due to a lack of transportation, 8.5 percent due to a lack of childcare and 32.1 percent due to the cost of living in the Total County.

Survey responses indicate that turnover within the past couple of years due to a lack of housing equals about 1.5 percent of currently available positions. Turnover due to a lack of transportation equals about 0.4 percent of current jobs, turnover due to a lack of day care equals about 0.6 percent of current jobs and turnover of current jobs due to the cost of living in Santa Fe represented about 3.7 percent of jobs.

**Employee Turnover Related to Housing,
Transportation, Day Care and Cost of Living: Total County of Santa Fe, 2007**

Reason for leaving employment →	Lacked housing	Lacked transportation	Lacked day care	Cost of living was too high
% of businesses that lost at least one employee (53 percent total)	12.2%	7.3%	8.5%	32.1%
# of employees that left positions within the past two years (survey)*	103	30	43	263
% of all employment**	1.5%	0.4%	0.6%	3.7%

Source: 2007 Santa Fe Employer Survey; RRC Associates, Inc.

* Because some employees may have left their position due to a combination of housing, transportation and day care issues, it is not appropriate to sum the number of employment positions vacated due to each individual measure to arrive at a total.

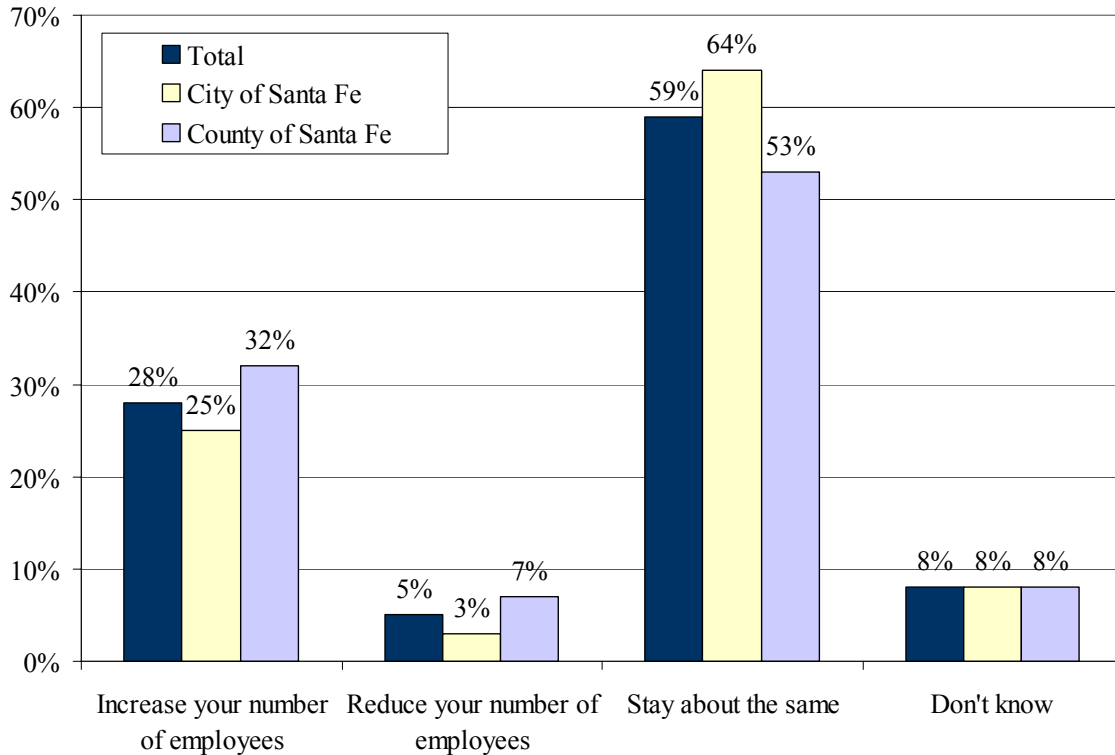
**% of employees is based on the assumed average employment for the year as reported by all survey respondents.

Anticipated Change in Employment

Respondents were asked whether they expect to increase or decrease employment over the next five years. Employers were also asked if they have any employees retiring during this period and how many will be retiring.

About 28 percent of employers expect to increase employment, 59 percent expect to stay about the same size, 5 percent expect to reduce their number of employees and 8 percent are unsure. This varies slightly location, where 64 percent of the City of Santa Fe employees indicated their employment will stay about the same over the next two years, compared to 53 percent of County employers.

“Within the next two years, do you plan to:”



Source 2007 Employer Survey

About 22 percent of employers will have employees retire within the next two years, accounting for about 2.8 percent of total jobs. Applying this percentage to an estimate of current jobs in the county, and adjusting for multiple job holding, about 2,056 positions will become available as a result of retiring employees. Refilling jobs from retirees can often be challenging in areas where the cost of housing has increased faster than local wages, given that many retirees may have been established in the community before price increases, whereas many new employees do not have the same advantage.

Retiring Employees: Total County

	2007 Total Survey Jobs	2007 Total County Jobs
Average yearly employment	7,102	90,272
Jobs available due to retiring employees (over next two years)	198	2,528
% of jobs available due to retiring	2.8%	2.8%
Jobs per employee	1.23	1.23
Persons needed to fill retiree jobs	161	2,056

Source: 2007 Santa Fe Employer Survey; RRC Associates, Inc.

Housing Assistance

Employer Housing Assistance - Current

About 5 percent of employers overall indicated they currently provide some sort of housing assistance to employees. Employers in the City of Santa Fe are more likely to assist their employees with housing (6.1 percent) than those employers located within the County (3.4 percent). In total, survey respondents assist about 231 employees.

Employer Housing Assistance – Future

Employers were asked the extent to which they would be willing to assist with providing workforce housing. In total, about 9 percent of employers indicated they would be willing to assist with housing for their employees (6 percent) or other employees in the community (3 percent) and 44 were uncertain. About 48 percent stated they are not willing to support housing for employees. Employers in the County of Santa Fe are less likely to assist with housing (5 percent) than those within the City of Santa Fe (10 percent). Note that approximately 49 percent of County respondents are “uncertain”; this may represent an opportunity for education regarding housing programs.

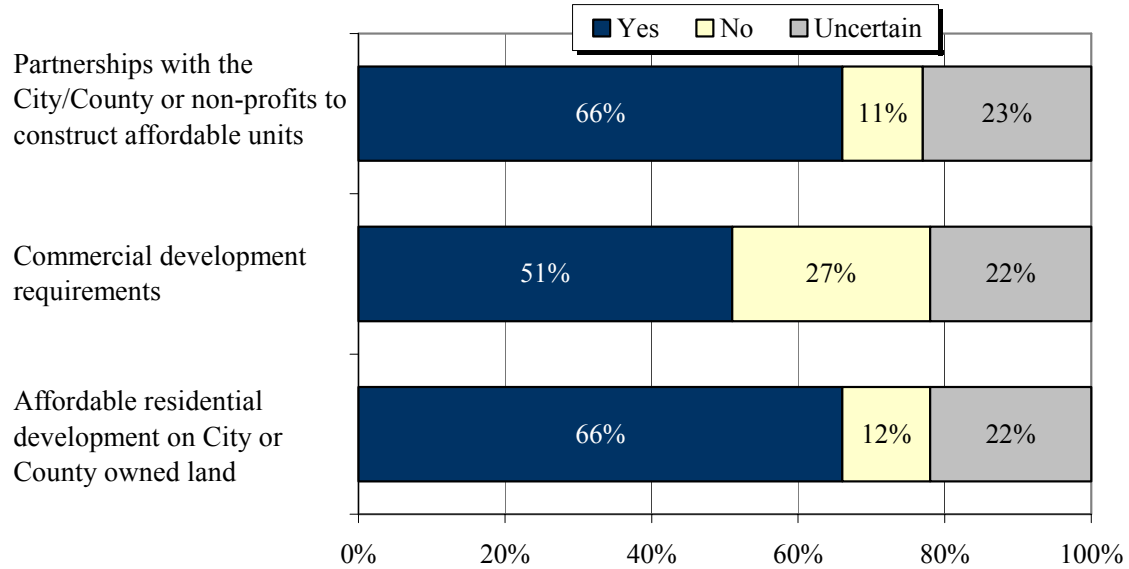
“In the future, would you be willing to assist with the provision of workforce housing?”

	Total	City of Santa Fe	County of Santa Fe
Yes, for my employees only	6%	6%	5%
Yes, for any employee in the community	3%	4%	0%
No, I am not willing to support housing for employees	48%	48%	45%
Uncertain	44%	41%	49%
TOTAL	100%	100%	100%

Source: 2007 Employer Survey; RRC Associates, Inc.

Employers were also asked whether they would support a variety of options available to the city/county to address workforce housing needs. As shown in the following chart, about 66 percent of employers would support affordable residential development on city/county owned land. About 66 percent would support partnerships with city/county or non-profits to construct affordable units and about 51 percent would support commercial development requirements.

“Would you support the city’s/county’s efforts to address workforce housing needs through any of the following approaches?”

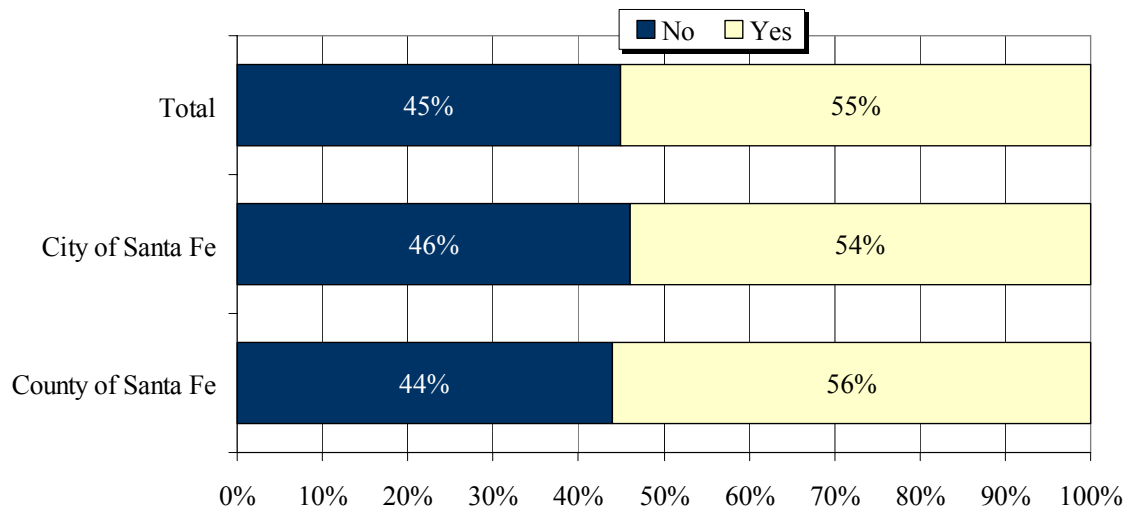


Source: 2007 Employer Survey; RRC Associates, Inc.

City/County Programs

Respondents to the employer survey were asked if they were aware of any of the City or County of Santa Fe’s affordable housing programs. In total, 46 percent of City of Santa Fe employers were aware of programs and 44 percent of County employers were aware of programs. The most identified programs were Homewise and Habitat for Humanity. Other programs mentioned were the first-time homebuyers program, community housing trust and the 30 percent inclusionary requirement.

Are you aware of any of the City/County of Santa Fe’s affordable housing programs?



Source: 2007 Employer Survey

Section 5 – Housing Inventory

It is important to understand the availability of units in the Total County residents and workers in determining the housing needs in the region. This section analyzes data from the County Assessor property records and 2007 Household Surveys to evaluate current ownership housing inventory and conditions. This section also discusses rental housing available in the County of Santa Fe, including the type of units occupied, condition of units and year built.

Ownership Units

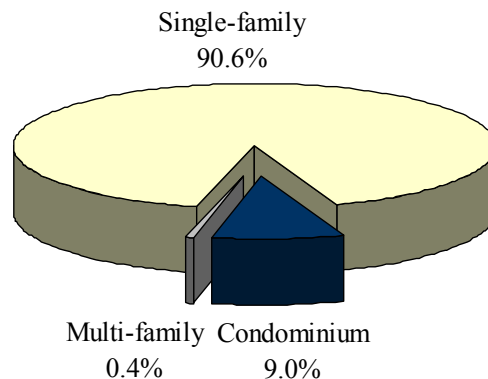
This section evaluates the types of units these households occupy and the extent to which housing in the Total County is occupied by local residents versus second homeowners.

Type of Units

The Santa Fe County assessor classifies manufactured homes as ‘residential’ which falls into the single-family category. The Santa Fe County Tax Assessor and the State Mobile and Manufactured Housing Division report that there are between 7,559 and 7,800 registered mobile homes in Santa Fe County and 157 mobile home dealers in the State of New Mexico.

Based on the County Assessor property records, about 91 percent of units available for ownership in the Total County are single-family residences and 9 percent are condominiums. Another 0.4 percent are classified as multi-family. The County has a slightly higher percentage of single-family units (98 percent) than in the City of Santa Fe (86 percent).

Residential Units by Type: Total County of Santa Fe, 2007



Source: Santa Fe County Assessor Data; Excludes Apartments, Single-family includes mobile homes

Age of Units

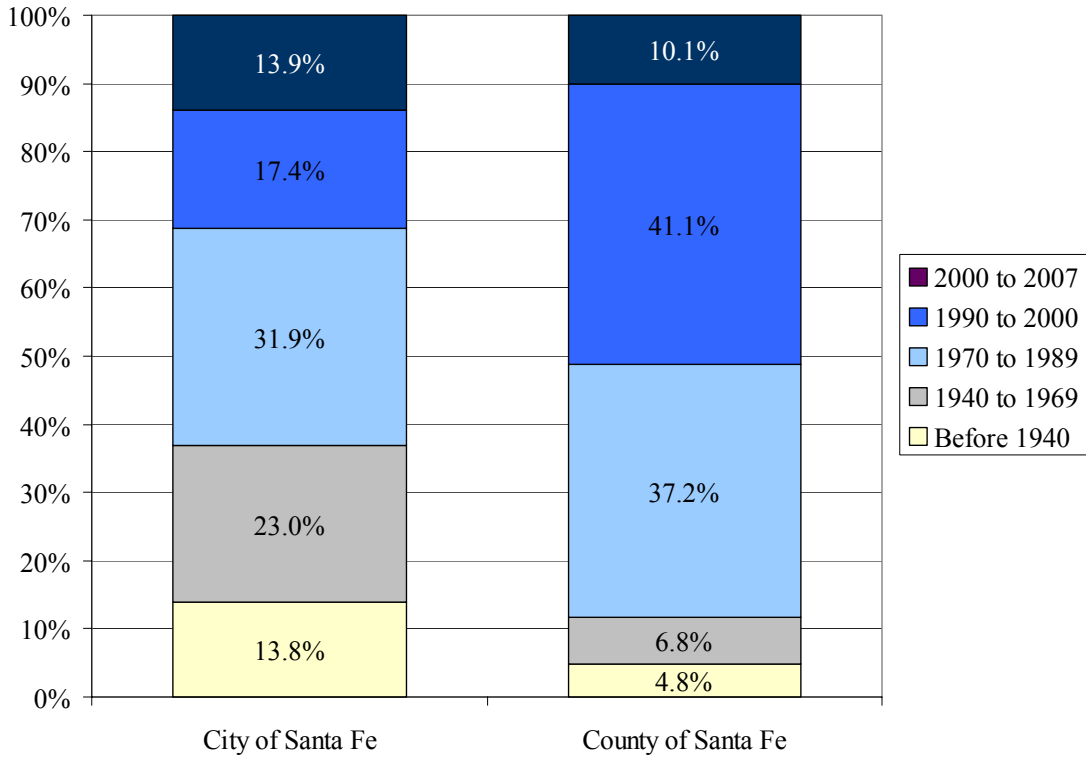
It is estimated that there are about 40,804 owner-occupied households in the Total County in 2007, compared to 66,434 total County housing units. Applied to estimates of the year in which ownership units were built through March 2000 (2000 US Census, 16,052 owner households), this means that about 4,827 units were built and occupied by owners between 2000 and 2007. This equates to about 12 percent of ownership units. In comparison, about 30 percent of owner-occupied units were built in the 1990's, 35 percent each in the 1980's and 1970's and about 23 percent were built prior to 1970.

Owner-Occupied Household Units by Year Built			
	Total	City of Santa Fe	County of Santa Fe
2000 to 2007	4,827	2,580	2,247
1995 to 2000	6,625	1,820	4,805
1990 to 1994	5,734	1,410	4,324
1980 to 1989	8,118	2,991	5,127
1970 to 1979	6,075	2,941	3,134
1960 to 1969	3,037	2,136	901
1940 to 1959	2,746	2,142	604
Before 1940	3,642	2,572	1,070
Total	40,804	18,592	22,214

Source: 2000 US Census; Santa Fe County Land Use Department; 2007 Household and Employee survey; RRC Associates, Inc

Residential construction within the City and the County has not necessarily taken place concurrently. As demonstrated below, the City of Santa Fe has a relatively large percent of ownership units constructed before 1970 (67 percent) compared to the County (12 percent). Residential construction activity between 1970 and 1980 was relatively similar. Between 1990 and 2000 activity within the county peaked at 41 percent. The percent of units constructed before 2000 in each category varies from that represented in the 2000 US Census because of the addition of new units.

% of Ownership Units Construction by Year

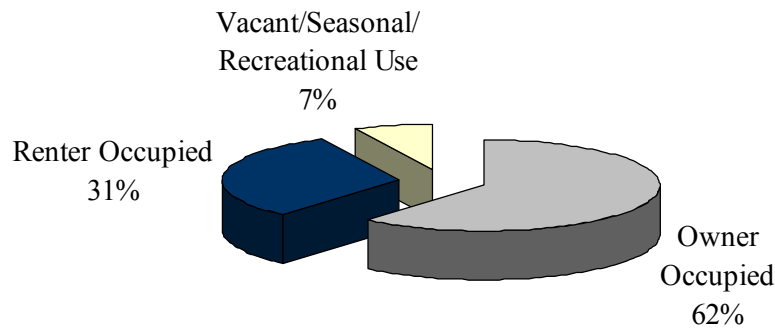


Source: 2000 US Census; Santa Fe County Land Use Department; 2007 Household and Employee survey; RRC Associates, Inc

Occupancy and Ownership

The majority of residential units in the County of Santa Fe house local residents. According to estimates from the County of Santa Fe, about 93 percent of units in 2007 are occupied by residents, with only 7 percent remaining vacant. This is down slightly from the 2000 Census when 9 percent of housing units within the county were vacant (4 percent for seasonal or recreational use). Residential units that are used as vacation accommodations (second/third homes and short-term rentals) generate demand for workforce housing through purchases of goods and services by their occupants. Homes occupied by retirees serve as housing for a segment of the local population but also generate demand for workforce housing.

Housing Unit Occupancy, Total County of Santa Fe

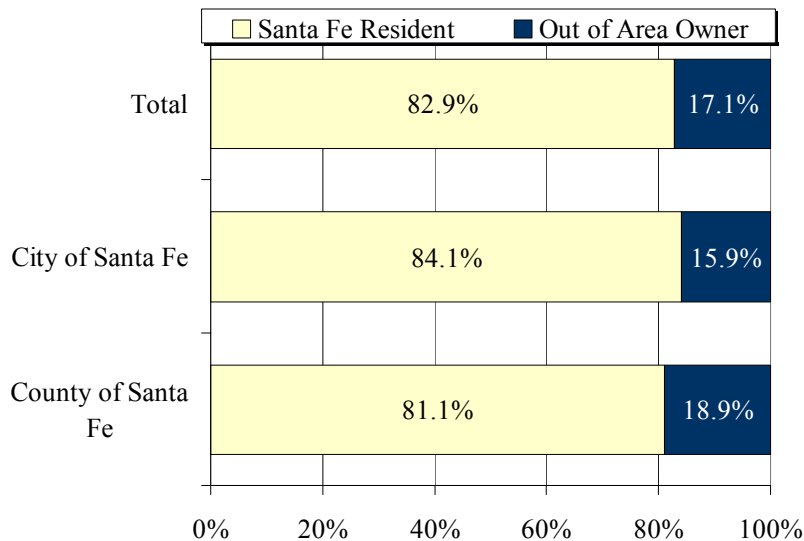


Source: County of Santa Fe, 2007 Household and Employee Survey

Residency of Owners

The County Assessors office values all taxable property within the County of Santa Fe for property tax purposes. Every April the assessor’s office sends a Notice of Value to the owner address on file. Examining ownership using county assessor records provides insight into the balance between local and non-local ownership. All residential units were analyzed using the mailing address of their owners from the Santa Fe County Assessor database. The percent of units in the Total County owned by persons with a local County of Santa Fe address, as reported the Santa Fe County Assessor’s office, is about 82.9 percent. This varies by area, where the County of Santa Fe has the highest percentage of out of area homeowners (19 percent).

Ownership of Improved Residential Units



Source: Santa Fe County Assessor Data; RRC Associates, Inc.

Further analysis indicates that about 3 percent of out of area owners in the City and 9 percent in the County of Santa Fe report an address in other parts of the State of New Mexico. Of those owners with mailing addresses in other parts of New Mexico, 79

percent are located in Albuquerque, Chimayo, Espanola or Los Alamos. It is possible that some of them actually live within the county but have mailboxes or business locations in one of the nearby communities above.

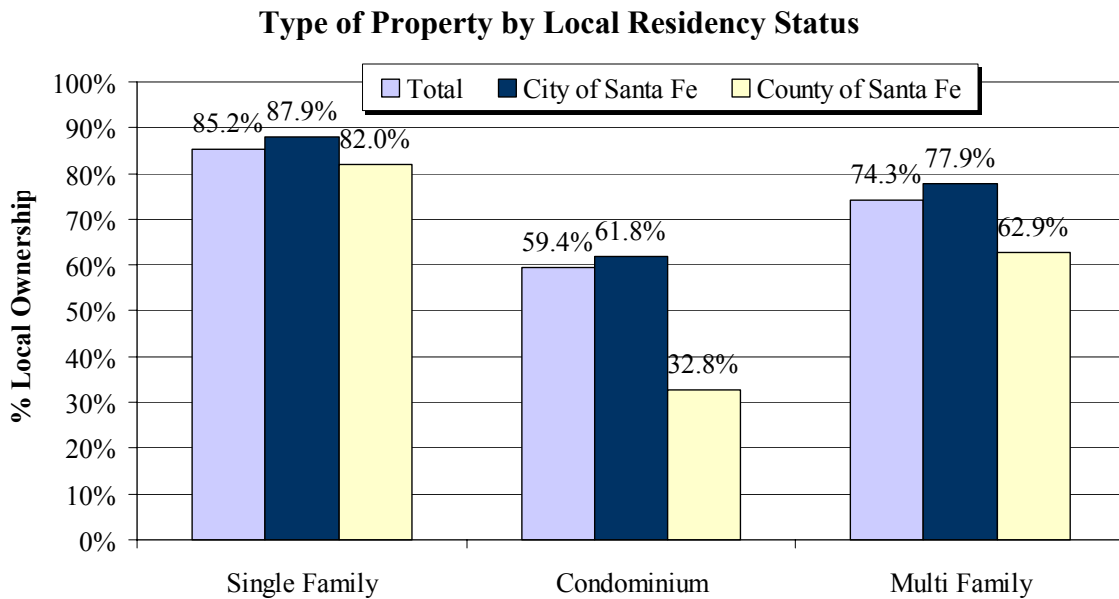
Owners with an out of state address primarily live in the following states: 23 percent live in California, 19 percent live in Texas, 11 percent live in New York, 6 percent live in Colorado and 4 percent live in Florida.

Ownership of Residential Units

Homeowner Location	Location of Residence		
	Total	City of Santa Fe	County of Santa Fe
County of Santa Fe	82.9%	84.1%	81.1%
Other NM	5.6%	3.1%	9.0%
Other State	11.4%	12.6%	9.7%
Other Country	0.1%	0.2%	0.1%
Total	100.0%	100.0%	100.0%

Source: County of Santa Fe Assessor

As shown on the following chart, ownership of units by residents with a County of Santa Fe address varies by type of unit. About 85 percent of single-family homes and 74 percent of multi family homes are owned by individuals with a Santa Fe address, while only 59 percent of condominiums are. Ownership by type of unit varies by area as well. The most significant difference is in condominium units, where only 32 percent of properties in the County are owned by locals, compared to 62 percent in the City.



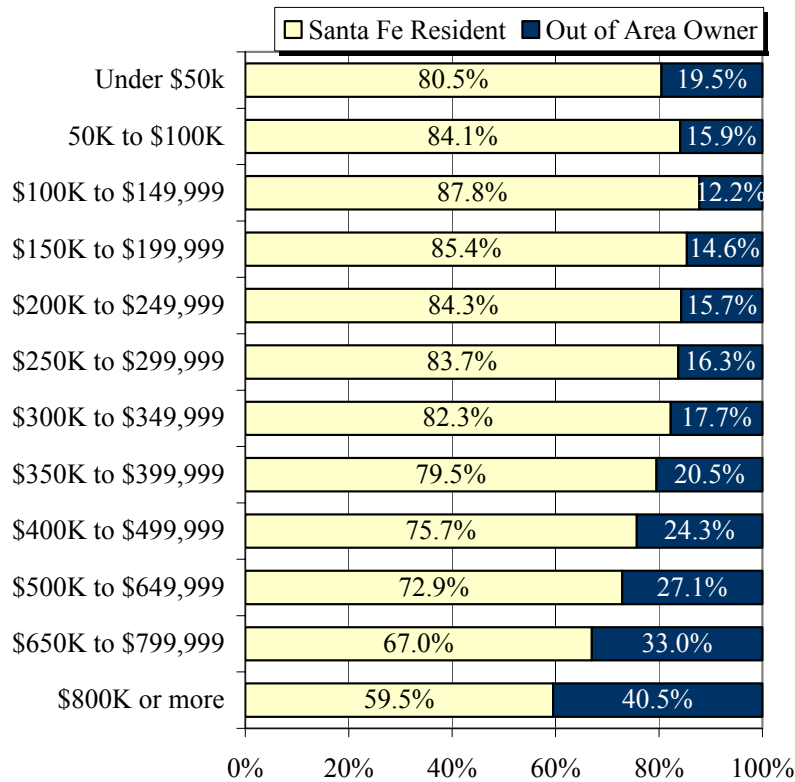
Source: Santa Fe County Assessor Data; RRC Associates, Inc.

Value of Owned Units by Residency

Santa Fe County assessor records report the total actual value of residential units. The Santa Fe Assessors Office does not record sales prices or sales dates. Assessed values increase a maximum of 3 percent over 2 years time and, at the point of resale, are then reassessed at current market values. The below figures give a general idea of property value, but it is highly likely a home that has not sold in the last 5 years is undervalued. In other words, market values of units will be underrepresented by the following graph. Despite this caveat, the comparison is useful to understand the difference between price points of units owned by local area residents and out-of-area owners. The difference in price points will also be indicative of the relative length of occupancy of the two types of owners, given that more recently sold units and those with higher turnover will generally be valued higher than units that have been owned by the same household for 20 years (for example).

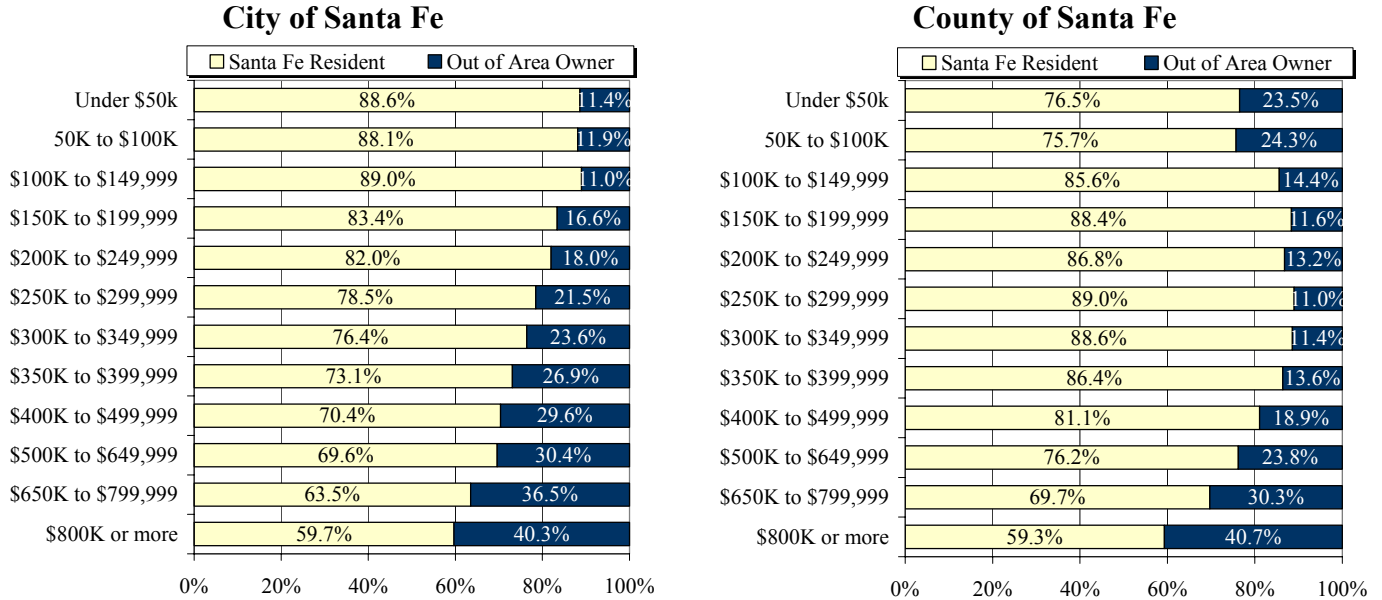
In general the below graph shows what is expected, that the percentage of out of area ownership increases with the value of the residence. About 41 percent of units valued over \$800,000 are owned by persons with an out-of-area address.

Value of Owned Units by Residency of Owner: Total County 2007



Source: Santa Fe County Assessor Data; RRC Associates, Inc.

Ownership by value varies by area, where a much larger percentage of units below \$150,000 in the County of Santa Fe are owned by out of area residents.



Source: Santa Fe County Assessor Data; RRC Associates, Inc.

Inventory of Affordable Ownership Units

The Housing Authority of the County of Santa Fe has provided ownership housing to 49 families, to date. As summarized in the City of Santa Fe 2007 Santa Fe Trends Report (an annual report produced by the City of Santa Fe), an estimated 1,816 affordable housing units have been built since 1995 within the City of Santa Fe. Additionally, the County of Santa Fe has produced a total of 167 affordable housing units occupied, with an estimated 463 future pending units. Future affordable units are for projects planned but not yet completed in planning and not yet under construction.

Affordable Residential Building Activity: 1995 through 2006

	Inc. Ord. Aff Units Obligated	Aff Units Occupied	Future Aff Units Pending
County of Santa Fe	437	167	463

Source: County of Santa Fe Housing Authority, City of Santa Fe Santa Fe Trends Report, 2007 and 2003

It is estimated that about one-half of the current affordable units constructed in the City of Santa Fe are located within the Tierra Contenta master planned community.

Non-Profits: Santa Fe Habitat for Humanity, Homewise and Santa Fe Community Housing Trust are the three primary non-profit agencies in Santa Fe focused on providing homeownership opportunities for low and moderate-income households. The Santa Fe County Housing Authority also has a homeownership program that has served 49 families. The Housing Authority provides 191 units (and has 5 percent vacancy rate) as well as 241 Housing Vouchers.

- **Habitat for Humanity** has built 55 homes since 1987 and will complete an additional seven homes in 2007. Families contribute to the building of their homes through 500 hours of “sweat equity.” These families earn between 30 and 50 percent of the Area Media Income (AMI). They are often coming from Section 8 rental housing or mobile home parks, where they rent or own their mobile home.
- **Homewise** offers homebuyer counseling, mortgage loans, realtor services, down payment assistance and acts as developer for new affordable housing. They have helped 1,679 people purchase homes and 831 keep their homes through their home repair program since 1986. Through March 31, 2007, Homewise has originated amortizing loans totaling \$88,861,286 and they will eclipse \$100 million this year. They have trained 3,000 homebuyers and developed 150 homes. They have a program that has provided 103 teachers with homes in Santa Fe and are working with other employers to develop cooperative programs. They have an estimated 206 additional housing units (mostly affordable) that will be coming on-line and constructed over the next two years.
- **Santa Fe Community Housing Trust** was formed in 1991 to create a land trust model and act as the umbrella agency for affordable housing programs. They offer homebuyer counseling, assistance in obtaining mortgage financing, down payment assistance, housing and land development services. Since 1991, the homebuyer program has trained 5,000 people, and assisted with the purchase of 1,500 homes. They have built and sold more than 350 homes and have 132 homes currently under construction as well as for projects in the planning stage.

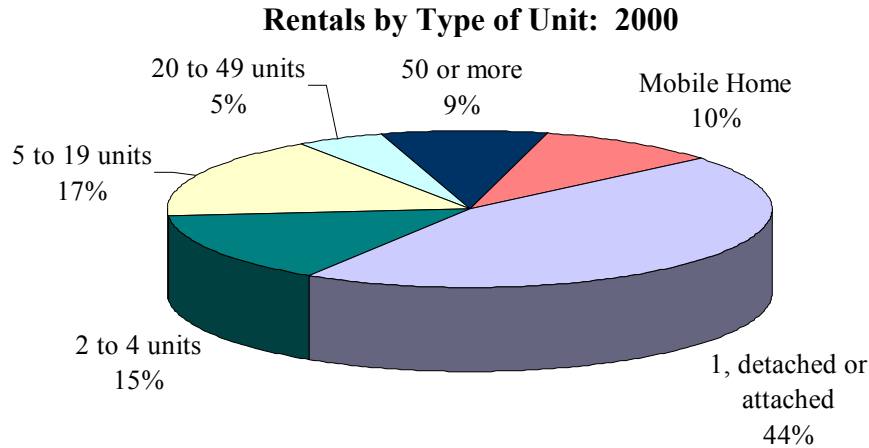
Rental Properties

This section evaluates the current rental inventory and explores changes in rent rates and vacancy rates since the 2000 Census. This section helps identify the relative health of the rental market and availability of housing choice for renters.

Rental Unit Type (also see rental sections on pages 64-66)

About 30 percent of occupied units in the Total County are occupied by renters (about 20,833 households in 2007). As of the year 2000, about 40 percent of renter-occupied units were single-unit attached or detached homes, with 18 percent occupying smaller 2- to 4-unit buildings, 21 percent in buildings comprised of between 5 and 19 units and 19 percent in larger complexes of 20 units or more.

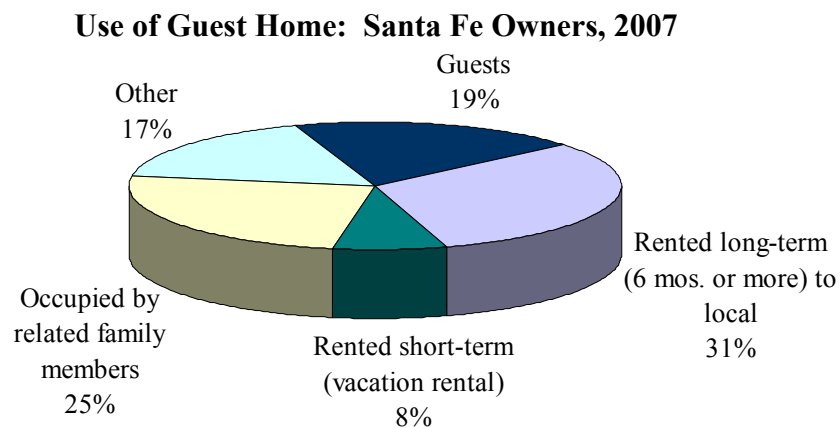
2000 Census data indicates that about 10 percent of renter households occupied mobile homes. Based on county assessor data, it is estimated that the percentage has increased in 2007 to about 14%.



Source: 2000 US Census

The 2007 Household and Employee survey asked Santa Fe resident owners if they have a guest home on their property and, if so, how the guest home is used. This provides insight into the extent to which these units may be available for locals on a long-term rental basis and/or if they help house related family members in the area. About 9 percent of owners reported having a guest home on their property, equating to about 3,672 owner households with a guest home(s) on their property. As shown below:

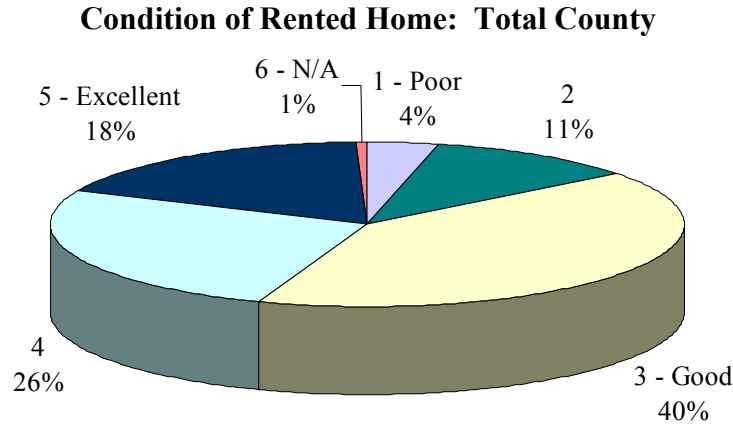
- The largest percentage of units are rented long-term to locals (31 percent), or roughly 1,138 units. This would comprise about 5 percent of all occupied rental units.
- The second most common use is to have guest home(s) occupied by related family members (25 percent) and by guests as-needed (19 percent).
- Only 8 percent indicated they rent their units on a short-term basis to non-locals.
- About 17 percent of owners reported other uses, such as for a home office, studio, housing for hired help and vacant.



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Condition of Rented Home

Respondents to the 2007 Household and Employee Survey were asked to rate the condition of their home on a scale of “1-Poor” to “5-Excellent.” As shown below, about 4 percent of renters reported the condition of their home to be “1-Poor”. A larger percentage of renters felt their homes were in excellent condition (18 percent) or in moderate condition (26 percent rated 3).



Source: 2007 Household and Employee survey; RRC Associates, Inc.
 *Rated on a scale of “1-poor” to “5-excellent”

Age of Units

There are about 20,833 renter-occupied households in the Total County in 2007. Applied to estimates of the year in which renter units were built through March 2000, this means that about 4,328 units were built and occupied by renters between 2000 and 2007. In comparison, about 16.8 percent of renter-occupied units were built in the 1990’s, 19 percent in the 1980’s and 16.7 percent in the 1970’s. The data suggests that a large part of the County rental stock (an estimated 37 percent) was built in the past seven years.

Renter-Occupied Units by Year Built

	Total	City of Santa Fe	County of Santa Fe
2000 to 2007	20.8%	10.4%	37.0%
1995 to 2000	8.0%	6.4%	10.4%
1990 to 1994	8.8%	8.0%	9.9%
1980 to 1989	19.0%	22.5%	13.4%
1970 to 1979	16.7%	18.1%	14.6%
1960 to 1969	9.6%	12.2%	5.5%
1940 to 1959	9.9%	13.1%	4.9%
Before 1940	7.3%	9.2%	4.2%
Total	20,833	12,707	8,126

Source: 2000 US Census; Santa Fe County Land Use Department;
 2007 Household and Employee survey; RRC Associates, Inc

Section 6 – Residential Sales

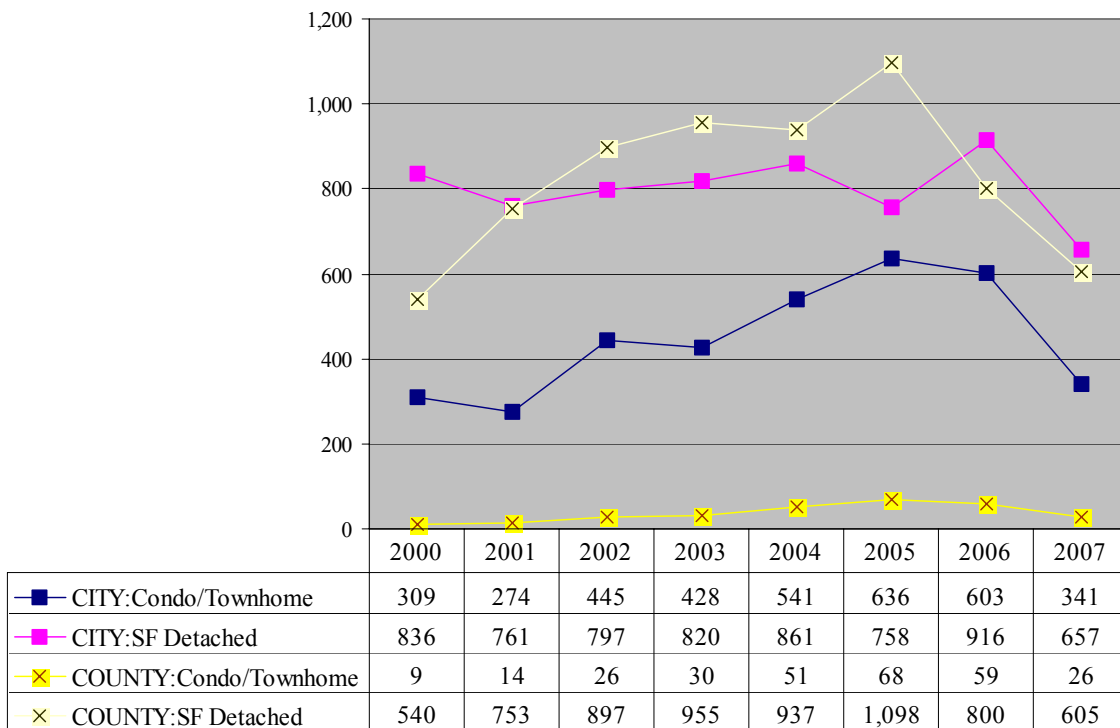
It is important to understand the availability of units to residents and local employees in determining housing needs. This section analyzes the sale of homes over recent years to understand sale trends and price patterns. Current MLS listings are also evaluated to understand current availability and price points of units on the market.

This section uses data primarily from the Multiple Listing Service (MLS) and Santa Fe Association of Realtors. In evaluating the below, it is important to note that the MLS does not reflect all homes sales, given that not all homes are sold through the MLS. This includes many affordable homes and market rate homes that are sold directly through developers or local non-profits (e.g., Homewise and Santa Fe Community Housing Trust). Information from non-MLS sources has been included where available.

Number of Sales

The following chart tracks the number of single-family and condominium sales that have occurred each year between 2000 and 2007 based on MLS records. Overall, sales in the County peaked in 2005, at 2,560, and have since then decreased almost to the level in 2000. In 2007, 39 percent of single family and condominium sales were in the County.

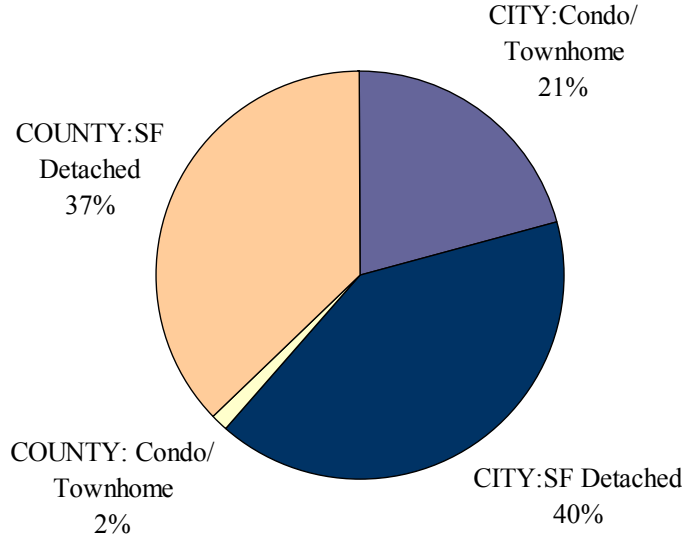
Number of Single Family and Condominium Home Sales 2000 to 2007



Source: Santa Fe Association of Realtors

Of all 2007 sales in the County, 61 percent were within the City of Santa Fe with the majority being in single family product (40 percent).

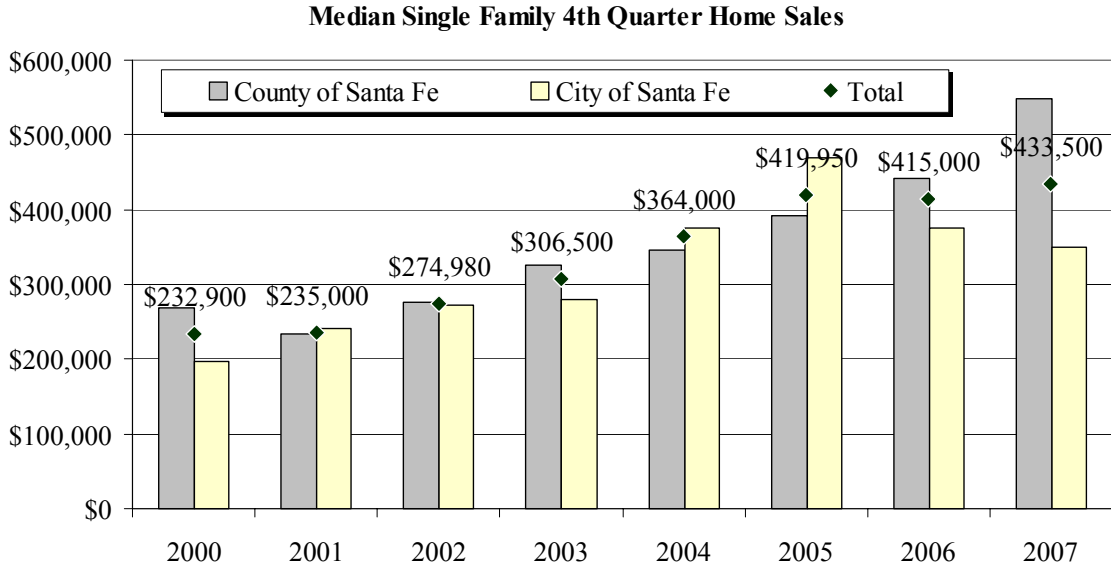
2007 Sales Volume by Type and Area



Source: Santa Fe Association of Realtors

Sale Prices

The median sale price of single-family homes in the Total County have increased about 86 percent between 2000 and 2007, with the median sales price of homes in the county increasing at a faster rate than within the city overall (104 percent vs 78 percent). Sale prices within the City of Santa Fe show a decline to about 2004 levels in 2006 and 2007; however, the airport area was added this year, effectively reducing the median sale prices of homes within the city.

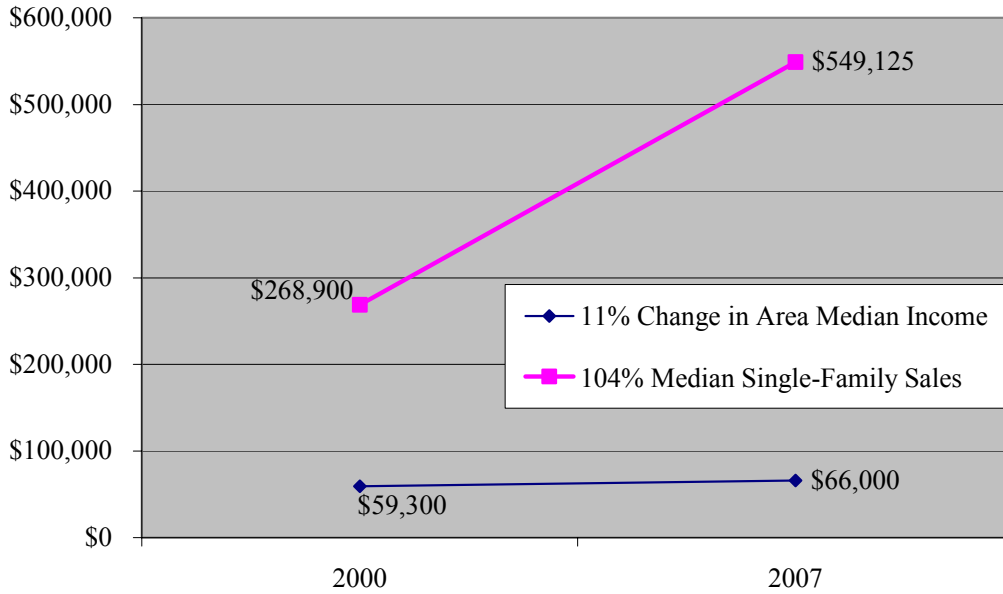


Source: Santa Fe Association of Realtors; RRC Associates, Inc.

Sale Prices and Local Incomes

As shown below, the median household income increased by about 11 percent between 2000 and 2007, compared to a 104 percent increase in single-family home prices in the County of Santa Fe. The median price of single-family homes in 2000 was about 451 percent higher than the median household income and this has increased to an 800 percent difference in 2007. In other words, incomes are not keeping pace with rising home prices. Households can typically afford to purchase homes priced between about 300 and 400 percent higher than their household income, depending on the size of their down payment, credit rating and other factors.

County of Santa Fe Median Sales Prices vs. Area Median Incomes



Source: Housing and Urban Development; Santa Fe Association of Realtors

The estimated affordable purchase price for a household earning the area median income (100 percent AMI) ranges between about \$146,000 and \$225,000, depending on the household size (see chart on the following page for breakdown by number of bedrooms).

Estimated Affordable Purchase Price* of Homes by AMI: City of Santa Fe, 2007

AMI Income	1-person	2-person	3-person	4-person	5-person
50% AMI	\$23,100	\$26,400	\$29,700	\$33,000	\$35,650
60% AMI	\$27,720	\$31,680	\$35,640	\$39,600	\$42,780
65% AMI	\$30,030	\$34,320	\$38,610	\$42,900	\$46,345
80% AMI	\$36,950	\$42,250	\$47,500	\$52,800	\$57,000
100% AMI	\$46,200	\$52,800	\$59,400	\$66,000	\$71,300
120% AMI	\$55,440	\$63,360	\$71,280	\$79,200	\$85,560
150% AMI	\$69,300	\$79,200	\$89,100	\$99,000	\$106,950
Affordable Purchase Price					
50% AMI	\$73,069	\$83,507	\$93,946	\$104,384	\$112,767
60% AMI	\$87,683	\$100,209	\$112,735	\$125,261	\$135,320
65% AMI	\$94,990	\$108,560	\$122,130	\$135,699	\$146,597
80% AMI	\$116,879	\$133,643	\$150,250	\$167,015	\$180,300
100% AMI	\$146,138	\$167,015	\$187,892	\$208,768	\$225,533
120% AMI	\$175,365	\$200,418	\$225,470	\$250,522	\$270,640
150% AMI	\$219,207	\$250,522	\$281,837	\$313,153	\$338,300

Source: Department of Housing and Urban Development; RRC Associates, Inc.

* Affordable purchase price assumes no more than 30 percent of income goes toward housing payment. Assumes 20 percent of monthly payment goes toward property insurance, taxes and HOA; owner pays 5 percent down; and 30-year fixed loan at 7.0 percent interest.

Current MLS Listings: February, 2008

A total of 1,691 properties were listed on the Multiple Listing Service as of February 24, 2008 in the Total County (912 in the City and 779 in the County). As shown in the following table:

- Typically homes priced under \$100,000 would be affordable to a 2-person household earning about 60 percent of the AMI⁶. This segment comprises 2 total MLS listings, or about 0.1 percent of available units.
- Homes priced affordable to entry-home buyers priced between about \$100,000 and \$200,000 comprise 6 percent of listings (94 total). These would be generally affordable to a 2-person household earning between 60 and 120 percent AMI.
- High-end entry and move-up buyer homes priced between \$200,000 and \$400,000 comprise about 31 percent of listings; and

⁶ Affordable purchase price assumes no more than 30 percent of income goes toward housing payment. Assumes 20 percent of monthly payment goes toward property insurance, taxes and HOA; owner pays 5 percent down; and 30-year fixed loan at 7.0 percent interest.

- Units priced over \$400,000 comprise the majority of available units (about 63 percent), which would be mostly affordable to local high-end buyers and the second homeowner market.

MLS (February 24, 2007) Listings by Price

	City of Santa Fe	County of Santa Fe	Total #	Total %
50K to \$100K	0.1%	0.1%	2	0.1%
\$100K to \$149,999	1.4%	1.2%	22	1.3%
\$150K to \$199,999	5.7%	2.6%	72	4.3%
\$200K to \$249,999	10.5%	2.4%	115	6.8%
\$250K to \$299,999	13.3%	4.6%	157	9.3%
\$300K to \$349,999	10.0%	3.7%	120	7.1%
\$350K to \$399,999	9.2%	7.1%	139	8.2%
\$400K to \$499,999	11.3%	13.0%	204	12.1%
\$500K to \$649,999	12.1%	16.8%	241	14.3%
\$650K to \$799,999	8.8%	14.2%	191	11.3%
\$800K or more	17.7%	34.3%	428	25.3%
	912	779	1,691	100%

Source: MLS listings on-line (February 24, 2008); RRC Associates, Inc.

Both the median and average price of homes currently on the market in the County of Santa Fe are higher than those currently listed with the City.

Average and Median Listing Price

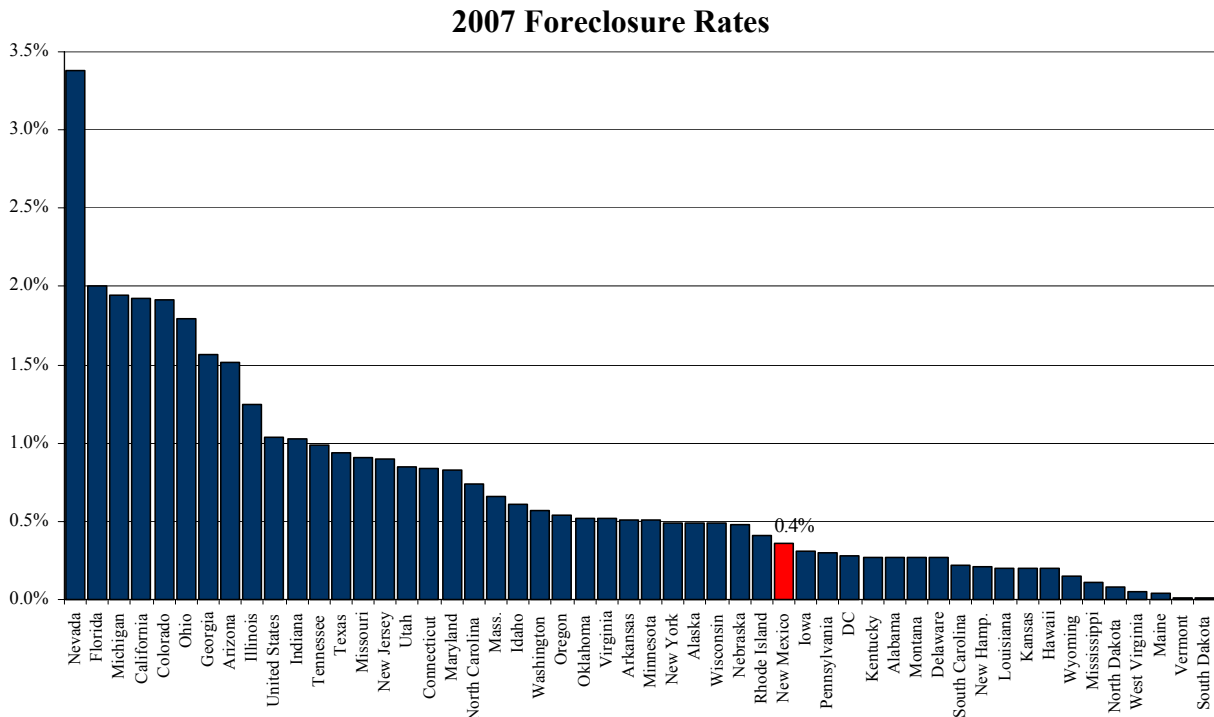
	Total	City of Santa Fe	County of Santa Fe
Average	\$733,333	\$615,408	\$871,393
Median	\$519,000	\$399,900	\$639,000

Source: MLS listings on-line (February 24, 2008); RRC Associates, Inc.

Section 7 - Foreclosures

It is difficult to gain a full understanding of the effects of the current mortgage crisis on Santa Fe County, especially given the availability of current accurate data. However, some insight can be gained from the 2007 Household Survey and publicly available data. Owners have historically been unable to obtain mortgages for homes that cost more than they can afford. The current mortgage crisis is evidence, however, that this practice was not followed closely in the past decade and that many borrowers obtained mortgages that, in the long run, they could not afford. Since one-quarter of homeowners in the County of Santa Fe live in homes with monthly payments higher than they can afford based on common standards, continued foreclosures should be expected.

While foreclosure activity in the U.S. was up 75 percent in 2007 from those in 2006, foreclosure filings in New Mexico in 2007 (3,893) were down 26 percent from 2006 (about 5,258 filings). With its 26 percent decrease in foreclosure filings, New Mexico joins just four other states, Oklahoma, Pennsylvania, South Carolina and Utah, with foreclosure numbers that were lower than the year previous. (RealtyTrac: 2007 US Foreclosure Market Report). In December of 2007, Santa Fe County accounted for 6 percent of foreclosures in the State, up from 5 percent in October of 2007. Nationally, one in 577 homes were foreclosed on in December, while in the County during the same time period, one in 2,348 homes were foreclosed on. As shown below, in 2007, New Mexico ranked 33rd in the Country for foreclosure rates.



Source: RealtyTrac

However, this does not indicate that the Santa Fe market has not been affected by the lending crisis. There are currently 66 foreclosure properties listed with RealtyTrac in the

County of Santa Fe. Both tightening mortgage qualification standards and sellers who won't bring down their asking price have contributed to creating a buyers market. The number of homes sold in 2007 was down from the previous year across the entire county. As reported in the Santa Fe New Mexican, March 3, 2008, "the biggest impact of the current downturn has been felt in the lower and middle sections of the marketplace, where buyers spend between \$185,000 and \$750,000."

While the homeownership rate has increased slightly since 2000, this trend will be difficult to continue. In the next five years, homeownership will likely be more difficult to attain than in the first half of this decade because of tightening credit and dwindling funds for down payment assistance. If shifts in the owner/renter mix occur, changes in other demographics and physical characteristics should be expected as well.

Section 8 – Rental Market (also see rental sections on pages 53-55)

This section evaluates the current rental market by exploring changes in rent rates and vacancy rates since the 2000 Census. This section helps identify the relative health of the rental market and availability of housing choice for renters.

Rent

The average contract rent as of the 2000 Census was \$603 per month. As shown below, rents have shown a steady increase through 2007. Overall, it is estimated that rents have increase about 35 percent since 2000.

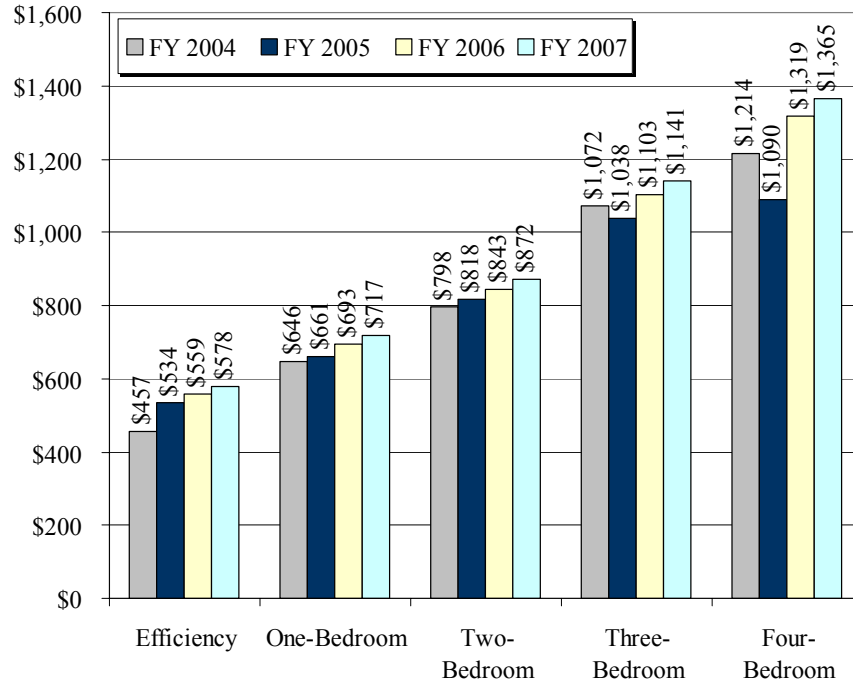
Change in Average Rent: 2000 to 2007

	2000 (Census)	2007 Household Survey	% change: 2000 to 2007
Total	\$603	\$812	34.7%
City of Santa Fe	\$639	\$879	37.6%
County of Santa Fe	\$516	\$682	32.2%

Source: 2000 US Census; 2007 Household and Employee Survey

Fair Market Rents are gross rent estimates provided by the Department of Housing and Urban Development to set payment standards and assure that a sufficient supply of rental housing is available to program participants. The current definition used is the 40th percentile rent, the dollar amount below which 40 percent of the standard quality rental housing units are rented. Non-market rental housing is excluded from the computation. As shown below, fair market rents range between \$578 for an efficiency and \$1,365 for a four-bedroom.

Fair Market Rents by Unit Type: 2004 to 2007



Source: Department of Housing and Urban Development (HUD)

The distribution of rents across AMI affordability was also analyzed based on 2007 Household survey responses. Rents in the County of Santa Fe tend to be more affordable to households making 50 percent AMI or below (50 percent of households).

AMI Distribution of Rents, 2007 Survey

AMI Affordability	Max Affordable Rent (2007)*	Total	City of Santa Fe	County of Santa Fe
<30%	\$396	14.1%	6.7%	28.2%
30-50%	\$660	22.9%	23.6%	21.6%
50-60%	\$792	14.9%	16.9%	11.3%
60-80%	\$1,056	28.4%	29.8%	25.8%
80 to 100%	\$1,320	9.7%	10.4%	8.5%
Over 100%	Over \$1,320	9.9%	12.7%	4.7%
Total	-	100.0%	100.0%	100.0%

Source: 2007 Household and Employee survey; 2000 US Census; RRC Associates, Inc.

*Based on a 2-person household earning within each AMI range.

Vacancy Rates

Vacancy rates provide another measure of the health of the rental market. Typically, vacancy rates around 5 percent suggest some equilibrium in the market, meaning that there is sufficient supply to provide renters with a choice of product. Vacancy rates below this threshold indicate under-supply, whereas rates above this level suggest over-

supply of housing. Based on available data from the 2000 Census, the vacancy rate in the Total County was 5.6 percent, with a slightly higher vacancy rate in the County (5.9 percent) than in the City (5.5 percent).

Vacancy Rates 2000

	Total	City of Santa Fe	County of Santa Fe
Total Rental Units	17,475	12,184	5,291
Vacant - For Rent	978	667	311
Vacancy Rate	5.6%	5.5%	5.9%

Source: 2000 US Census

Section 9 - Housing Need

This section estimates housing units needed by residents, in-commuters to the County of Santa Fe from the City and other counties, and new workers filling future jobs across different AMI ranges. This section provides estimates of housing needs for multiple segments of the population and workforce to understand how many housing units and at what price points future housing should be provided to meet local needs. This section only calculates need for the County of Santa Fe. Need for the City of Santa Fe is calculated in the City of Santa Fe Housing Needs Assessment. Data from the City Needs Assessment is included in the Final Calculation of need at the end of this section in order to understand the need on a county- wide basis.

In the following discussion the terms “keep-up” and “catch-up” needs are used. They are defined as:

- *Catch-Up Needs* -- the number of housing units needed to address current deficiencies in housing including needs of residents looking to buy and current in-commuters.
- *Keep-Up Needs* -- the number of units needed to keep-up with future demand for housing based on projected employment and population growth.

These terms provide a means by which components of overall need can be described and interpreted based on their sources.

Need is identified through resident needs, catch-up needs and keep-up needs. Section 9 discusses the “gaps” in housing and compares total needs to units provided by the market to better understand where housing programs should be focused to meet resident and local worker needs.

Residents With “Housing Problems” (Resident Need)

This section examines households that report housing problems. This includes households that are cost-burdened by their housing payment (paying 30 percent or more of their household income for rent or mortgage), living in overcrowded conditions (more than 1.5 persons per bedroom) and/or living in unsatisfactory conditions (poor home condition) as reported on the 2007 household survey. Overall, about 31 percent of households report at least one of these conditions, including 30 percent of owners and 35 percent of renters.

It is important to recognize that, although cost-burdened resident households are in need of more affordable housing, they currently reside in the County of Santa Fe. As units are built to serve these households, residents will be vacating existing units in the county that can then serve other residents, in-commuters and new employee housing needs. For this reason, existing resident housing problems can help define areas of housing need in the city, but do not necessarily reflect a numerical increase in units needed within the county.

The following table summarizes households with “housing problems” for renters and owners in the County of Santa Fe. This shows that:

- A total of about 6,686 owners and 2,820 renters report housing problems in 2007.

Households Reporting “Housing Problems” by Tenure: County of Santa Fe, 2007

	Own	Rent
2007 # of households	22,214	8,174
Total % with "housing problems"*	30.1%	34.5%
<i>Cost-burdened</i>	<i>29.1%</i>	<i>31.1%</i>
<i>Overcrowded</i>	<i>5.6%</i>	<i>10.0%</i>
<i>Home in poor condition</i>	<i>0.0%</i>	<i>2.9%</i>
Total # with "housing problems"	6,686	2,820

Source: Santa Fe Trends 2007; Santa Fe County Land Use Department; 2007 Household and Employee survey; RRC Associates, Inc.

*The sum of the percentage of cost-burdened, overcrowded and homes in poor condition will exceed the total percentage of households reporting housing problems because some households have more than one of these problems.

Residents Looking to Buy (Catch-Up Need)

Residents looking to buy represent a catch-up need, which includes the number of housing units needed to address current deficiencies in housing calculated by considering residents looking to buy and in-commuting employees who want to live in the County of Santa Fe. About 29 percent of owners in the County of Santa Fe stated they will be looking for a different home within 2 to 3 years. About 69 percent of renters stated they would also like to purchase a home within 3 years. More specifically:

- About 42 percent of renters that want to buy earn under 50 percent AMI in the county. Addressing ownership housing for these very low-income households is very difficult and often not practical. Problems with addressing homeownership for these households can include: credit problems and mortgage qualification, as well as significant subsidies needed to produce ownership housing for this group. These homes would need to be priced under about \$83,000 for a 2-person household earning 50 percent AMI in an area where the median asking price of homes currently on the market is about \$639,000, which is generally not feasible in the Santa Fe market.

Given the above, it is estimated that about 4,806 units will be needed to serve residents that want to buy over the next three years. This assumes that each new housing unit built to meet demand from resident buyers will serve two households. This also excludes renters earning less than 50 percent AMI. Owners earning less than 50 percent AMI typically have more equity built up in their homes so may be in the market to purchase a different home.

**Estimated Resident Households Looking to Buy Over the Next 3 Years:
County of Santa Fe, 2007**

	Owners		Renters	
	%	#	%	#
Total	100%	22,214	100%	8,174
Want to buy	28.5%	6,331	69.2%	5,656
Residents wanting to buy by AMI				
Under 50% AMI	16.4%	1,038	42.0%	2,376
50.1 to 60% AMI	12.7%	804	9.9%	560
60.1% - 80%	11.2%	709	16.0%	905
80.1 to 100%	11.2%	709	6.9%	390
100.1 to 120%	7.5%	475	6.9%	390
120.1 to 150% AMI	5.2%	329	8.4%	475
Over 150% AMI	35.8%	2,266	9.9%	560
TOTAL	100%	6,331	100%	5,656
Estimated Need for Units Over the Next 3 Years*	-	3,166		1,640

Source: 2007 Household and Employee surveys; RRC Associates, Inc.

*Assumes one new unit serves two households; excludes renters earning less than 50% AMI

In-Commuters (Catch-Up Need)

Demand from in-commuters (workers commuting into the county from the City of Santa Fe or from outside of the county) represents a catch-up housing need: housing units needed to address current deficiencies in housing. Results from the US Census indicate that 26 percent of County workers in-commute, either from the City of Santa Fe or from other counties. Assuming this percentage stays the same, in 2007 there were about 3,045 workers commuting into the County for employment. For purposes of estimating the percentage of in-commuters that would move to the County, if affordable and suitable housing is available, we have provided a range of between 30 to 40 percent.⁷ Given this number, in 2007 between 1,741 and 3,481 in-commuters would move to the County, requiring the need for between 941 and 1,882 additional housing units.

Taken one step further, Santa Fe households with at least one working member average about 1.68 employees per household. Converting from workers to employees means that 544 to 725 housing units would be needed to serve between 30 and 40 percent of all in-commuters.

⁷ Surveys in other counties and communities nationally typically show that closer to between one-third and 50 percent of in-commuters would prefer to live in their place of employment. It is expected that the actual number that would move to the County would comfortably fall within the 30 to 40 percent range.

In-commuters that Would Move: City of Santa Fe, 2007

	All In-Commuters, (2007 est)	%
2007 jobs	14,407	100%
Average jobs per worker (2007 Household and Employee survey)	1.23	-
Total workers	11,713	-
Workers that in-commute (2000 Census)	3,045	44%
In-commuters that would move (2007 Employee surveys)	1,218	40%
	914	30%
Households needed to serve in-commuters (1.68 employees per household on average)	725	40%
	544	30%

Source: Bureau of Economic Analysis (BEA); New Mexico Department of Labor; Quarterly Census of Employment and Wages (QCEW); 2000 US Census, 2007 Employee and Household surveys; RRC Associates, Inc.

New Jobs (Keep-Up Need)

New employees demand new housing units, which represent a keep-up need. Keep-up needs represent the number of units needed to keep-up with future demand for housing based on projected employment and population growth.

It is estimate that there are currently 11,713 employees in the County of Santa Fe, and an additional 1,204 will be added by 2012 and 452 between 2012 and 2015. With an average of 1.68 employees per working household, this translates to 610 housing units by 2012 and an additional 269 by 2015.

**Estimated Housing Need Generated by Job Growth:
County of Santa Fe, 2007 to 2012**

	2007	2012	2015
Total jobs	14,407	15,431	15,883
Jobs per employee (average)	1.23	1.23	1.23
Total employees	11,713	12,546	12,913
		2007 to 2012	2012 to 2015
Increase in employees		1,024	452
Employees per household		1.68	1.68
Additional housing need		610	269

Source: Bureau of Economic Analysis (BEA); New Mexico Department of Labor; Quarterly Census of Employment and Wages (QCEW); 2007 Employee and Household surveys; RRC Associates, Inc.

Keep-up needs from growth in employment can further be broken down into rental units and ownership units based on income levels of local workers by tenure. Assuming new worker households follow a similar tenure and AMI profile as existing County of Santa Fe households that hold local jobs, the following table estimates the number of housing units that will be needed at different AMI affordability levels to serve new workers through 2012. More specifically:

- Of local households with at least one worker employed in the County of Santa Fe, about 70 percent own their home and 30 percent rent. This equates to about 446 local worker ownership households and 164 renter households by 2012.

Estimated by AMI, about 31 percent of units will need to be priced for 60 percent AMI households or below. Entry-level homebuyers will comprise about 29 percent of new worker households (175 new households earning between 60 and 120 percent AMI) and the remaining 40 percent of households will generally be move-up and higher end purchasers (over 120 percent AMI).

Estimated AMI Distribution of New Workers Living in Santa Fe as of the Year 2012

AMI Range	% of Locally Employed Households	Owners		Renters	
		%	#	%	#
50% AMI or less	21.4%	17.2%	77	32.2%	53
50.1-60% AMI	9.6%	9.8%	44	9.1%	15
60.1-80% AMI	11.0%	9.8%	44	14.0%	23
80.1-100% AMI	8.8%	8.7%	39	9.1%	15
100.1-120% AMI	9.0%	8.7%	39	9.8%	16
120.1-150% AMI	9.8%	10.1%	45	9.1%	15
Over 150% AMI	30.3%	35.5%	158	16.8%	28
TOTAL	610	100.0%	446	100.0%	164

Source: Bureau of Economic Analysis (BEA); New Mexico Department of Labor; Quarterly Census of Employment and Wages (QCEW); 2007 Employee and Household surveys; RRC Associates, Inc.

Seasonal Workers

The increase in the number of jobs in the late spring and summer months in the County of Santa Fe is relatively modest and primarily focused in lodging, retail, bar/restaurant and construction establishments. In summary, this research did not uncover significant issues with seasonal worker housing in large part because of the relatively modest nature of employment fluctuation in the County of Santa Fe. However, already scarce rentals become less available during peak employment months and some tenant problems (particularly overcrowding) were noted to increase during these periods. It is therefore recommended that this population continue to be tracked over the next five years regarding impacts on county housing – particularly rentals.

Summary of Catch-Up and Keep-Up Housing Needs

In summary, between 544 and 725 units are currently needed to serve in-commuting workers into the County of Santa Fe, with an additional 610 housing units needed by 2012 and another 269 between 2012 and 2015. To help target catch-up housing needs, providing units for resident owners and renters that may be in the market to purchase a home (about 1,602 households) should be considered, in addition to exploring programs to aid the over 10,000 households that have housing problems. By providing housing to serve current residents looking to buy, the units presently occupied by these households will be vacated and can then serve additional in-commuter, resident and new employee housing needs.

Resident, catch-up and keep-up housing needs are summarized in the following table:

- Resident housing needs have been defined for households with housing problems (as estimated from 2007 Household and Employee surveys). Aside from new unit development, other programs such as down payment assistance, monthly rent

assistance, low interest home improvement loans, home improvement labor assistance programs and reverse mortgage programs that permit owners to borrow against the equity of their home could help these households address their current problems of cost-burdened, overcrowding and homes in poor condition.

- About 24 percent of resident owners looking to purchase a home and 30 percent of renters looking to purchase a home reported having housing problems, so overlap with the “resident need” group exists. By providing housing to serve current residents looking to buy, the units presently occupied by these households will be vacated and can then serve additional in-commuter, resident and new employee housing needs. Therefore, it is assumed that each home constructed for resident owner-occupancy will serve two households in total. It is estimated that an average of about 1,602 resident households per year over the next 3 years will be looking to purchase homes.
- If 40 percent of current in-commuters percent of all in-commuters into the County were provided housing, this would create a need for 725 units. If 30 percent of current in-commuters percent of all in-commuters into the County were provided housing, this would create a need for 544 units.
- By 2012, new workers that will be filling new jobs in the city will need about 610 housing units. Maintaining current owner/renter ratios of employees in the city, this will equate to about 164 rentals and 446 ownership units. Another 269 units will be needed by 2015.

Total Current and Future Housing Need

Housing Units Needed	Total Units	Ownership Units	Rental Units
Resident needs (2007):			
<i>With housing problems* (total)</i>	9,506	6,686	2,820
Catch-up need (2007):			
Current residents:			
<i>Residents looking to buy per year (avg)**</i>	1,602	1,602	0
In-commuters (2007):			
<i>40% of all in-commuters would move or</i>	725	624	102
<i>30% of all in-commuters would move</i>	544	468	76
Keep-up need (2012):			
<i>New jobs by 2012</i>	610	446	164
<i>New jobs by 2015</i>	269	197	72

*Current resident needs identify the number of households with “housing problems” living in the County of Santa Fe. These needs do not necessarily translate into new housing development.

**Assumes each new housing unit constructed for ownership will serve two resident households searching for homes (upon vacation of their existing unit, it will become available for other residents, in-commuters or new workers). Also excludes renters earning less than 50 percent AMI indicating an interest in purchasing a home.

City and County Current and Future Housing Needs Compared

Housing Units Needed	TOTAL Units	City of Santa Fe* Units	County of Santa Fe Units
Resident needs (2007):			
<i>With housing problems* (total)</i>	20,350	10,844	9,506
Catch-up need (2007):			
Current residents:			
<i>Residents looking to buy per year (avg)**</i>	3,283	1,681	1,602
In-commuters (2007):			
<i>40% of all in-commuters would move or</i>	8,434	7,709	725
<i>30% of all in-commuters would move</i>	5,602	5,058	544
Keep-up need (2012):			
<i>New jobs by 2012</i>	2,251	1,641	610
<i>New jobs by 2015</i>	917	648	269

*As determined in the 2007 City of Santa Fe Needs Assessment

**Assumes each new housing unit constructed for ownership will serve two resident households searching for homes (upon vacation of their existing unit, it will become available for other residents, in-commuters or new workers). Also excludes renters earning less than 50 percent AMI indicating an interest in purchasing a home.

Section 10 - Gaps in Housing

This section estimates where the current housing stock may be deficient in meeting needs of resident households, in-commuters and future workers needed to fill new jobs in the County of Santa Fe, as calculated in the previous section (Section 8 – Housing Needs). Need is identified in terms of affordability by different AMI ranges and by tenure. This information can, therefore, be used to estimate where local housing programs should be focused to improve the affordability of housing to City of Santa Fe residents and employees.

Ownership Housing

For purposes of understanding current gaps present in ownership housing provided by the city housing market, resident and in-commuter needs within different AMI affordability ranges were compared to the properties currently listed on the MLS (2/24/2008)⁸.

Catch-Up Ownership

Survey results indicated significant demand for ownership units in the County of Santa Fe, with about 29 percent of current owner households and 69 percent of current renter households indicating they will be looking to purchase a new or different home over the next three years, preferably in the County of Santa Fe.

Comparing current resident and in-commuter needs for housing to current units available for purchase shows that:

- The largest gap, based on the distribution of demand compared to the distribution of units available, is for units priced between 50 and 100 percent AMI. Two person households earning in this income range could afford homes priced between about \$100,000 and \$170,000.
- The percentage distribution need for units priced between 100 and 150 percent AMI also exceeds the current supply and represents the second largest gap in the market (18 percent of need vs. 5 percent of supply)

⁸ The MLS is not a complete list of properties available on the market. A mix of affordable and market rate units in the county are not sold through the MLS, but directly through local developers, private owners, non-profits and others. Given that a mix of affordable and market rate units do not make it to the MLS, it is expected that the price-point mix of units available in the city is similar to that represented by the MLS.

Catch-Up Ownership Housing vs. Current Available

	Max Affordable Purchase Price*	Need (Residents Looking to Buy, In-Commuters Would Move estimated)			MLS Supply	
		% Need**	# Need (30% would move)	# Need (40% would move)	MLS %	MLS #
50% AMI or below	\$83,507	13.0%	269	289	0.1%	1
50.1 to 60% AMI	\$100,209	13.3%	275	296	0.0%	0
60.1 to 80% AMI	\$133,643	15.6%	323	347	0.8%	6
80.1 to 100% AMI	\$167,015	10.9%	226	243	0.6%	5
100.1 to 120% AMI	\$200,418	9.0%	186	200	2.7%	21
120.1% to 150% AMI	\$250,522	8.7%	180	194	2.1%	16
Over 150% AMI	Over \$250,522	29.6%	613	659	93.7%	730
TOTAL		100%	2,070	2,226	100%	779

*Maximum purchase price for a two-person household earning within each income range. Assumes 5% down, 7.0% interest for 30 years and 20% of monthly payment for property taxes, insurance and HOA fees, with no more than 30% of household income used for housing payments.

**Represents combined current worker household distribution and in-commuter distribution
 Shaded area represents where market is expected to be deficient in meeting future needs

Keep-Up Ownership

Keep-up ownership needs, as determined from future job growth and employment requirements, indicate an additional 446 ownership units will be needed to meet employee household demand by 2012 and 197 between 2012 and 2015.

Continued subsidized unit production for households earning between 60 and 80 percent AMI and 80 to 100 percent AMI will be needed to keep pace with job growth, with some potential need at the 100 to 120 percent AMI level (8.7 percent of units needed) if home prices continue to rise faster than local incomes. About 6 percent of keep-up needs will be for homes priced for households earning over 150 percent AMI, which should largely be provided by the market.

Keep-Up Ownership Housing Needs: 2010 and 2015

	Max purchase price*	% of units*	2012	2015
50% AMI or below	\$83,507	17.2%	77	34
50.1 to 60% AMI	\$100,209	9.8%	44	19
60.1 to 80% AMI	\$133,643	9.8%	44	19
80.1 to 100% AMI	\$167,015	8.7%	39	17
100.1 to 120% AMI	\$200,418	8.7%	39	17
120.1% to 150% AMI	\$250,522	10.1%	45	20
Over 150% AMI	Over \$250,522	35.5%	158	70
TOTAL		100%	446	197

*Represents current owner occupied worker households, 2007 Household Survey

*Maximum purchase price for a two-person household earning within each income range. Assumes 5% down, 7.0% interest for 30 years and 20% of monthly payment for property taxes, insurance and HOA fees, with no more than 30% of household income used for housing payments.

Shaded area indicates where the market is expected to be deficient in meeting future needs.

Rental Housing

The first step in understanding gaps in the rental market is to compare the current income distribution of renter households with price points of existing units. This shows that the percentage distribution of existing rentals is roughly equivalent for renter households earning less than 30 percent AMI (22.6 percent of the existing stock and 23.3 percent of current households). There also appears to be an abundance of units priced between 30 and 50 percent AMI compared to current renter incomes (27.4 percent of units vs. 16.7 percent of households) and units priced between 60 and 80 percent AMI (27.8 percent of units vs. 14.2 percent of households).

Renter Households vs. Existing Rental Stock by AMI: County of Santa Fe, 2007

	All Renters (2007)	2007 (2-person household)		Current rentals
		Max income	Affordable rent	
30% AMI or less	23.3%	\$15,850	\$396	22.6%
30.1-50% AMI	16.7%	\$26,400	\$660	27.4%
50.1-60% AMI	7.9%	\$31,680	\$792	9.0%
60.1-80% AMI	14.2%	\$42,250	\$1,056	27.8%
80.1-100% AMI	10.8%	\$52,800	\$1,320	8.5%
Over 100% AMI	27.1%	Over \$52,800	Over \$1,320	4.7%
TOTAL	100.0%	-	-	100.0%

The following tables summarize the number of additional rental units and at which AMI targets would be demanded by renters in primary need of housing (catch-up demand) and anticipated demand for rentals from new job growth through 2012 and 2015.

Catch-Up Units Needed: County of Santa Fe

	Catch-Up (2007)
Overcrowded units (10.0% of rentals)*	409
Substandard units/In poor condition (2.9% of rentals)*	119
In-Commuters (30% would move, 14.0% want to rent)**	76
TOTAL	604

*Assumes one new unit serves two households.

As shown:

- To catch-up with current rental needs, about 76 units would be demanded by persons in-commuting to jobs in the county and another 528 units would be needed to relieve existing renters in either overcrowded or substandard units. About 40 percent of these units will need to be priced for households earning less than 50 percent AMI.
- To keep-up with new job growth in the county, about 164 rentals will be needed by 2012 and another 72 units between 2012 and 2015. About 32 percent of these units will need to be priced for households earning below 50 percent AMI and 23 percent between 50 and 80 percent AMI.

Catch-Up and Keep-Up Need for Rental Units by AMI: County of Santa Fe

AMI Range	2007 (2-person household)		Catch-Up		Keep-up		
	<i>Max income</i>	<i>Affordable rent</i>	<i>%*</i>	<i>#</i>	<i>%**</i>	<i>2012</i>	<i>2015</i>
30% AMI or less	\$15,850	\$396	23.3%	141	9.8%	16	7
30.1-50% AMI	\$26,400	\$660	16.7%	101	22.4%	37	16
50.1-60% AMI	\$31,680	\$792	7.9%	48	9.1%	15	7
60.1-80% AMI	\$42,250	\$1,056	14.2%	86	14.0%	23	10
80.1-100% AMI	\$52,800	\$1,320	10.8%	65	9.1%	15	7
Over 100% AMI	Over \$52,800	Over \$1,320	27.1%	164	35.6%	58	26
TOTAL	-	-	100%	604	100%	164	72

*Represents distribution of all current renter occupied households, 2007 Household Survey

**Represents current renter occupied worker households, 2007 Household Survey

Section 11 - Special Housing Needs

This section of the report presents information on particular populations that have unique housing needs and who are known to have greater challenges with locating affordable and suitable housing. This includes senior households (households with at least one person age 65+), persons with disabilities, the homeless or near-homeless and the Northern Pueblos.

Senior-Headed Households

This section provides an estimate of the number of senior households, identifies their household characteristics, examines their current housing situation and analyzes their preferences for both rental and ownership housing, all of which can be used to help serve this population in the future.

Senior Population Estimate

An estimated 19 percent of households are headed by a senior, totaling about 11,787 households in 2007. Assuming that the demand for housing units to be occupied by households headed by a senior increases proportionately with the population, by 2015, seniors will demand an additional 1,328 housing units.

Senior Headed Households Needs

	Total #	Total %	City of Santa Fe #	City of Santa Fe %	County of Santa Fe #	County of Santa Fe %
2000	9,246	18%	5,892	21%	3,354	13%
2007	11,787	19%	7,512	24%	4,275	14%
2015	13,115	19%	7,993	24%	5,122	14%

Source: 2000 Census, 2007 Household Survey

Demographics of Households

Income

Senior households have slightly lower incomes than non-senior households. According to the 2007 Household Survey, about 45 percent of senior households had incomes less than 80 percent AMI, and therefore meet HUD’s definition of low-income.

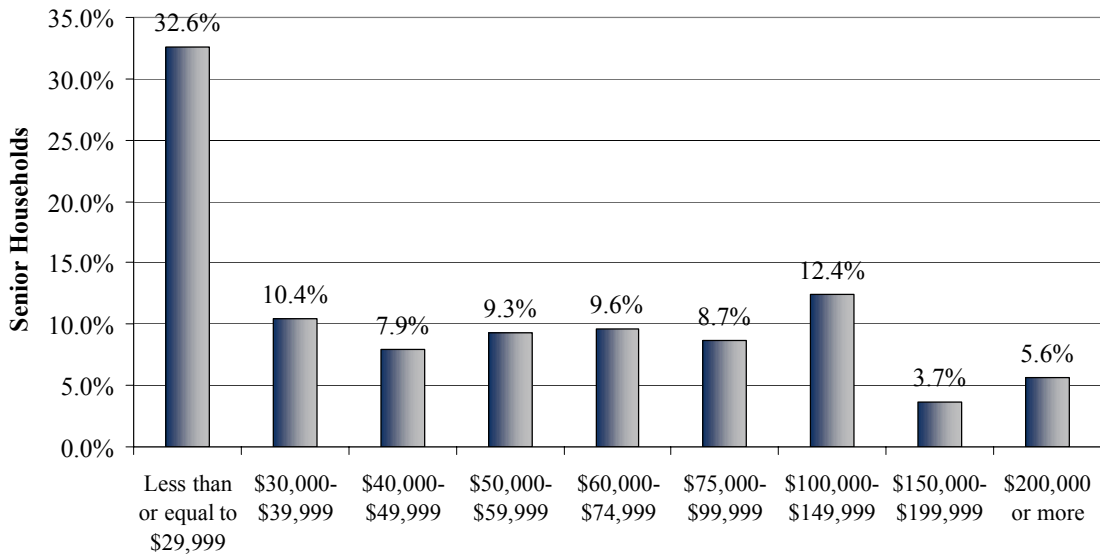
Senior Households by AMI

AMI	Non-Senior Households (<65) 2007	Senior Households (65+) 2007
0-30%	8%	11%
31-50%	14%	16%
51-80%	21%	17%
Total Low Income	43%	45%
80%+	57%	55%

Source: 2007 Household Survey; RRC Associates, Inc.

The following graph clearly shows that senior households are concentrated in the lower end of the income spectrum. Approximately one-third have household incomes of less than \$30,000 per year.

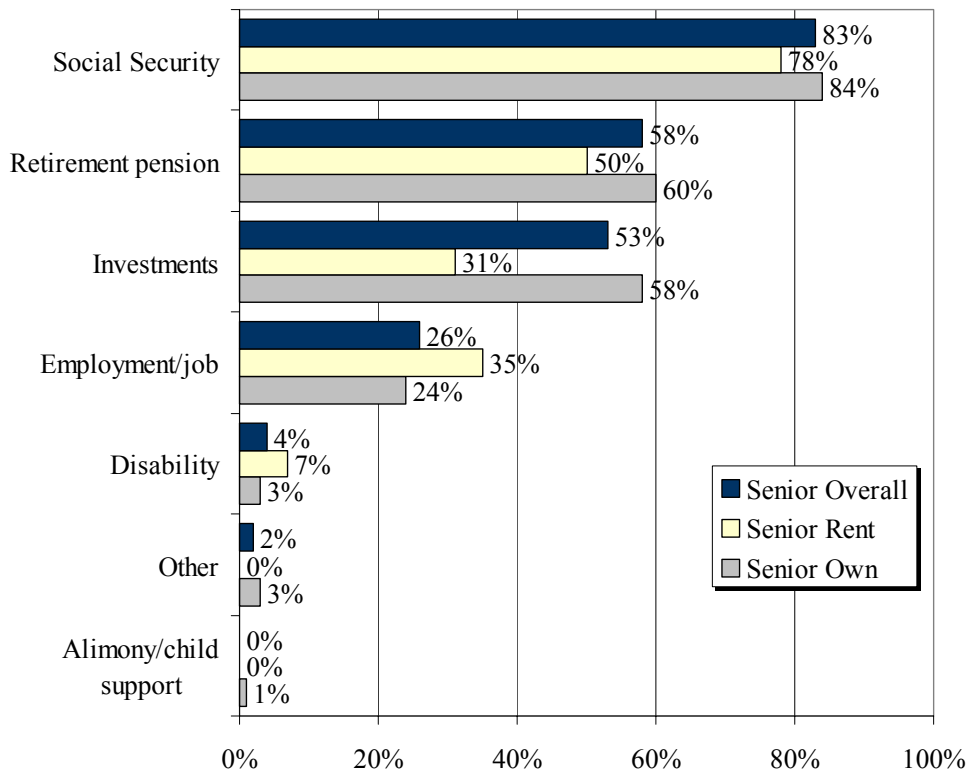
Income Distribution, Senior Households, 2007



Source: 2007 Household Survey; RRC Associates, Inc.

About 83 percent of the seniors surveyed indicated that Social Security is one of their primary sources of income. Retirement pensions and investments are also significant sources of income, more so for owners than for renters.

Primary Sources of Income



*Multiple choice question; responses exceed 100%.
 Source: 2007 Household Survey; RRC Associates, Inc.

Household Characteristics

There are clear differences between the households of seniors who own their homes and those who rent. The large majority of seniors who rent (76 percent) live alone.

Nearly one-fourth of Santa Fe’s senior households include at least one person with a disability. This equates to approximately 2,357 households. Renter households are slightly more likely than owners to have a member with a disability.

Disabilities Among Senior Households

Household Members with Disability	Overall	Owners	Renters
0	80%	82%	73%
1	17%	15%	23%
2	3%	2%	4%
Total	100%	100%	100%

Source: 2007 Household Survey; RRC Associates, Inc.

The most prevalent disability is mobility impairment (37 percent) followed by hearing impairment (25 percent). Over one-third of all senior households with a disabled member and three fourths of renters with disabilities need in-home care.

Types of Senior Disabilities			
	Overall	Owners	Renters
Need in-home care	48.2%	37.5%	76.7%
Have mobility impairment	37.3%	40.0%	30.0%
Are hearing impaired	24.5%	27.5%	16.7%
Other	12.7%	12.5%	13.3%
Are chronically mentally ill	10.9%	11.3%	10.0%
Are blind/sight impaired	10.0%	8.8%	13.3%
Are developmentally disabled	6.4%	5.0%	10.0%
Total*	150.0%	142.5%	170.0%

Multiple choice question; total exceeds 100%.
 Source: 2007 Household Survey; RRC Associates, Inc.

Although most senior households with a disabled member report that their housing now adequately accommodates their disabilities, 13 percent overall and 22 percent of renters indicate that it does not. This equates to approximately 221 households with disabilities and inadequate housing.

Does Current Housing Adequately Accommodate Disabilities?

	Overall	Owners	Renters
Yes	82.6%	84.1%	78.3%
No	17.4%	15.9%	21.8%
Total	100%	100%	100%

Source: 2007 Household Survey; RRC Associates, Inc.

Housing Type

Most seniors live in single-family homes (71 percent). Only 9.7 percent of senior homeowners reside in a condominium, townhouse or duplex. This suggests that there are opportunities for seniors to down size into smaller units, freeing up the homes they now occupy for employee families if appropriately designed and priced condominiums are developed. The majority of seniors who rent live in apartments.

Type of Housing Now Occupied by Senior Households

	Overall	Owners	Renters
Apartment	10.9%	0.5%	50.0%
Mobile home	7.6%	9.6%	0.0%
Single-family home/cabin	70.6%	82.2%	25.5%
Condo/townhouse/duplex	9.7%	7.0%	20.4%
Other	1.2%	0.8%	4.1%
Total	100%	100%	100%

Source: 2007 Household Survey; RRC Associates, Inc.

Housing Costs and Affordability

While most of the seniors residing in Santa Fe live in housing that is affordable relative to their income, approximately 4,290 households (36 percent) pay more than they can afford for housing. Nearly 45 percent of seniors who rent spend more than 30 percent of their income on their housing payment and are, therefore, considered to be cost burdened.

Percentage of Income Spent on Housing
Shading denotes cost-burdened households

	Overall	Owners	Renters
Under 20%	38.2%	40.2%	32.8%
20-30%	25.4%	27.7%	23.0%
30-35%	13.9%	9.8%	23.0%
35-50%	9.8%	10.7%	8.2%
Over 50%	12.7%	11.6%	13.1%
Total	100%	100%	100%
Total Cost Burdened	36.4%	32.1%	44.3%

Source: 2007 Household Survey; RRC Associates, Inc.

Current Housing Conditions

Most seniors are satisfied with the homes in which they currently live. Over two-thirds are very satisfied. Only 3 percent are dissatisfied with their current housing. Renters are less likely than homeowners to be very satisfied.

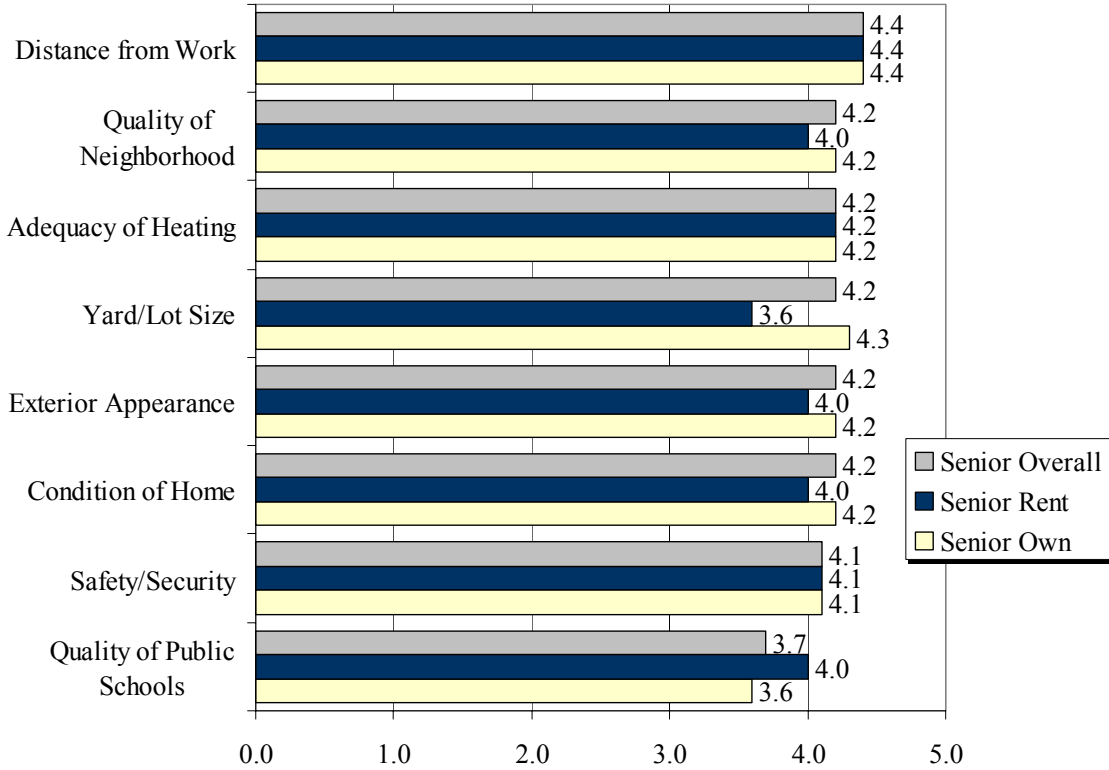
Satisfaction with Housing by Own/Rent, Senior Households

	Overall	Owners	Renters
Very satisfied	68%	70%	61%
Satisfied	28%	26%	34%
Not satisfied	3%	3%	5%
Very dissatisfied	0%	1%	0%
Total	100%	100%	100%

Source: 2007 Household Survey; RRC Associates, Inc.

When asked to rate various aspects of their home and neighborhood on a scale where 1 = poor and 5 = excellent, seniors gave overall high ratings. There were few differences between owners and renters, the most notable exception concerning yard/lot size. Both owners and renters rated quality of schools lower than other aspects of their home and neighborhood.

Condition of Home and Neighborhood, Senior Households



Source: 2007 Household Survey; RRC Associates, Inc.

Rental Housing Preferences

Most seniors who now rent want to continue to rent. Eighty-three percent of renters indicated that renting is their preference. Of those that prefer to rent, 62 percent stated an apartment is in their top three choices to rent. Very few seniors in Santa Fe are interested in living in mobile homes, 9 percent.

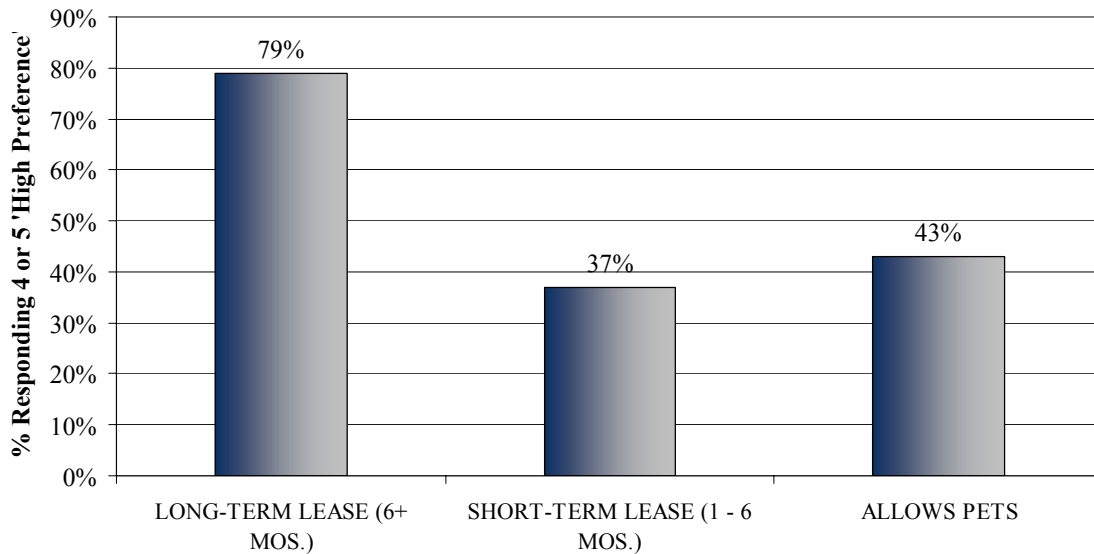
Housing Preferred by Seniors Who Want to Continue Renting
Top Three Choices to Rent

Apartment	62%
Condominium	38%
Townhouse/duplex	34%
Mobile home	9%
Single-family detached house	35%
Guest house	22%
Dormitory with efficiency kitchen	0%
Private room & bath, shared kitchen & living room	5%
Other	14%

Source: 2007 Household Survey; RRC Associates, Inc.

Seniors who rent were also asked to indicate their preferences regarding several aspects of renting. Most prefer a long-term lease. Responses about pets were sharply divided with relatively few responses in the moderate range; most gave pets a low or high rating.

Rental Preferences



Source: 2007 Household Survey; RRC Associates, Inc.
 Rated on a scale of “1-Low preference” to “5-High preference”

Home Ownership Preferences

In total, 15 percent of all senior households want to buy a new or different home within the next two to three years (1,768 households). Note that this estimate only includes seniors already residing in Santa Fe and does not include demand from in migration.

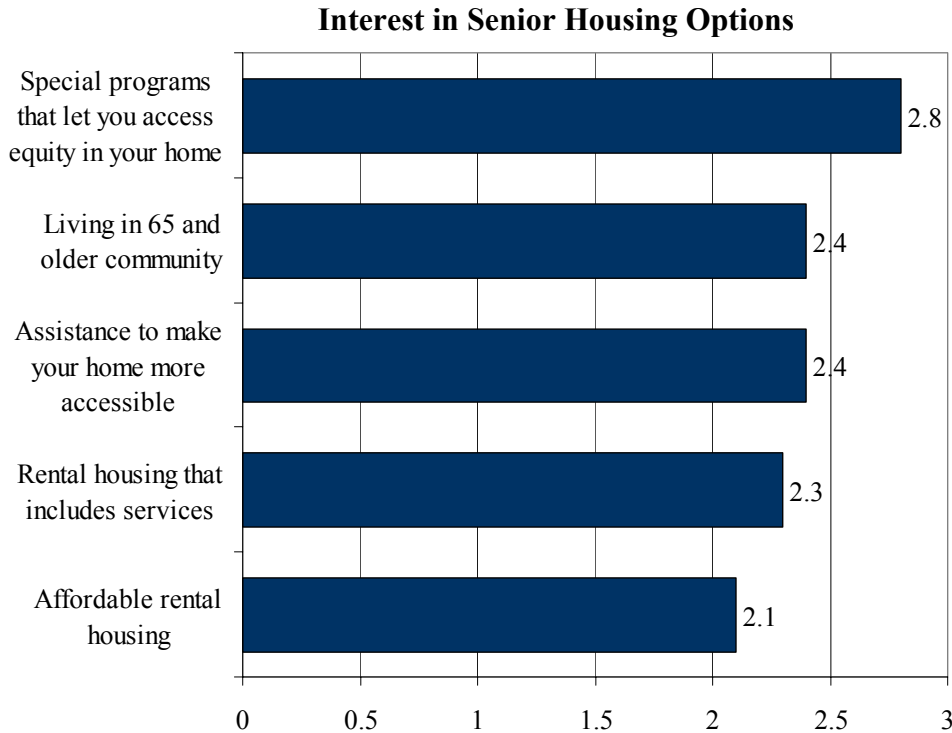
The most commonly cited reason for wanting to buy a different home is to find a smaller one. This finding confirms the conclusion that there are unmet market opportunities for smaller homes designed to serve seniors.

Reasons for Wanting to Buy a Different Home	
	% of Senior Households who Want to Buy
To find a smaller home	51%
To find a less expensive home	23%
To live in a different community	18%
To live closer to city/town services	11%
To find a larger home	8%
To live in a more rural setting	7%
To be closer to work	1%
Other	33%
Total*	100%

* Multiple choice question; responses exceed 100%
Source: 2007 Household Survey; RRC Associates, Inc.

Use of Housing Services

Households with at least one member age 65 or older were asked to indicate how likely they would be to use five types of housing services. Interest in special programs to allow access to equity rated the highest, average 2.8. There is less interest in rental housing that includes services and affordable rental housing.



Source: 2007 Household Survey; RRC Associates, Inc.
Scale of “1-Would not consider” to “5-Definitely would consider”

Persons with Disabilities

About 16 percent of households in the Total County have at least one person with a disability, or about 9,862 households in 2007. Of these, a fairly high 26 percent indicated that their homes do not adequately accommodate the disabilities of persons in their households. A slightly higher percent of households located in the County have at least one person with a disability, 18 percent, than in the City, 15 percent.

The most common disability is mobility impairment (29 percent), followed by those that are hearing impaired (17 percent) and are blind or sight impaired (8 percent). Another 6 percent are chronically mentally ill, 3 percent developmentally disabled and 3 need in-home care. About 34 percent listed “other” disabilities, including Parkinson’s, stroke, back injuries, AIDS and brain injuries.

Homelessness

One of the leading agencies working with the homeless in Santa Fe is the New Mexico Coalition to End Homelessness (NMCEH). The NMCEH was founded in the year 2000 by a group of nonprofit agencies and the New Mexico Mortgage Finance Authority. The founders saw the need for a statewide coalition to coordinate the efforts of the member agencies to end homelessness. The Coalition has three major areas of focus:

- To support homeless service agencies in New Mexico
- To educate people in New Mexico about homelessness
- To advocate for solutions to homelessness at the State Legislature and other government bodies

The NMCEH has been active in working with public officials to assess and strategically plan to reduce the homeless population in Santa Fe. In 2007, the Mayor's Blue Ribbon Task Force to End Homelessness issued a plan to "end homelessness in Santa Fe in five years." The report asserted that in order to end homelessness in Santa Fe, an increase in permanently affordable housing would be necessary.

Housing First Model

According to the Plan, "a major change in how homelessness is addressed in Santa Fe is needed... which asks for a shift from a 'Continuum of Care' to a 'Housing First' model." The Continuum of Care model focuses on emergency and transitional housing which does not alleviate the constant threat to occupants of losing their housing. "The temporary nature of their housing affects their ability to utilize the services and support that is being offered."

The Housing First model instead relies on a coupling of services and permanently affordable housing through single points of entry. This model is based on the premise that homeless people are better able to improve their lives if they are provided with safe, secure, affordable housing first and then offered services to meet their needs.

Mixed Income Rental Housing: Renaissance Model

The other recommendation emerging from the report is the adoption of the Renaissance model that was pioneered by the Colorado Coalition for Homelessness. "This model is centered around the development of rental housing, using Low Income Housing Tax Credits and other sources of funding, to provide mixed income, service enriched rental housing where homeless households are able to live in affordable rental housing in a nice apartment complex." The ideal mix in this model is two-thirds affordable rentals and one-third very affordable supportive housing.

To use this model in Santa Fe, the report recommends that a non-profit development agency that is sophisticated enough to access the federal low-income housing tax credits and has experience in developing and managing rental properties would be needed.

Estimated Number of Homeless in Santa Fe

The NMCEH conducted a count of homeless in Santa Fe in January 2007, according to standards set by the federal government although it should be noted that there "is always an undercount of homeless persons because the staff and volunteers doing the count do not encounter everyone who is homeless in Santa Fe." (There was no distinction in this

report between homeless persons encountered in the City versus the County.) A total of 917 homeless persons were encountered, although according to Hank Hughes, Executive Director of NMCEH, a more realistic figure is around 1,500 due to undercounting and January being a “low” period for homelessness in Santa Fe⁹

Homeless Situation	# of People
Living outside (camping, in car, etc.)	202
Doubled up with friends or family	416
In emergency shelter	137
In transitional housing	105
In motel with voucher	39
Other	18
TOTAL	917 to 1,500

Source: Plan to End Homelessness in Santa Fe in 5 Years

Inventory of Beds for Homeless Persons in Santa Fe

The inventory of beds for homeless persons in Santa Fe totaled 314, with one-third provided in permanent housing apartments, another third in year-round emergency shelter beds, and the remainder in transitional housing apartments (59) and winter only emergency shelter beds (64). These beds are provided by a variety of organizations that specialize in services to the homeless, as shown in the table below.

Agency	Winter Only Emergency Shelter Beds	Year Round Emergency Shelter Beds	Transitional Housing Apartments	Permanent Housing Apartments	Agency Total
St. Elizabeth Shelter	64	34	33	28	159
Life Link	0	0	0	74	74
Esperanza	0	42	18	0	60
Youth Shelters and Family Services	0	13	8	0	21
Total	64	89	59	102	314

Source: Plan to End Homelessness in Santa Fe in 5 Years

Other organizations include Health Care for the Homeless of Santa Fe (HCH), which is part of the La Familia Medical Center; Santa Fe Community Services; Adelante, which is a program at the Santa Fe Public Schools that helps homeless students and their families with tutoring, food, transportation, advocacy, programs for immigrants, material assistance, and case management; and The Cush Foundation, which provides outreach and assistance to the homeless.

⁹ Interview October, 2007

Homeless Needs

According to the data collected in the Plan, the gap between supply and demand in terms of winter beds is 603 beds (917 homeless persons and 314 beds). It was also cited that “since the goal is to house everyone in either permanent or transitional supportive housing, the gap in supportive housing is 756 supportive housing beds (917 people minus 161 supportive non-emergency housing beds).

In terms of transitional housing, according to Hank Hughes, it generally takes 18 to 24 months to move from transitional into permanent housing, and that they don’t even keep waiting lists for public housing anymore because they are often seven years out (compared to 9 months in 2001). According to Hughes, “public housing hasn’t begun to keep up with demand.” Hughes would like to see the County support the Renaissance model of mixed income communities. He envisions the City and County collaborating on affordable housing programs that address transit needs, and that perhaps the County would support affordable housing for those individuals without transit needs, while the City would accommodate those who would require public transit and/or other modes of transportation.

Northern Pueblo Housing

Through interviews and review of existing housing studies for the northern pueblos, the following section presents background and summary of housing information gathered by the Northern Pueblo Housing Authority (NPHA) and, more specifically, the Pueblo of Tesuque. (The Tesuque Pueblo had completed a Reservation-Wide Inventory and Physical Needs Assessment in 2004 and was willing to share that information).

Northern Pueblos Population

The housing needs of the northern pueblos in northern New Mexico have impacts on the County’s housing conditions as several pueblos are located either partially or wholly in Santa Fe County. In order to address their housing needs, three of the eight northern pueblos participate in the Northern Pueblo Housing Authority (NPHA), a 501(c)3 non-profit with Board members originating from each of the three pueblos of Tesuque, San Ildefonso, and Picuris. The NPHA was willing to share information for this study, and while these three pueblos represent about 14 percent of the total eight-pueblo population, we believe that the general trends and needs are applicable to the northern pueblos overall.

Eight Northern Pueblos' Population¹⁰

PUEBLO	# Population	% Population
Picuris	1,801	5.9%
San Ildefonso	1,524	5.0%
Tesuque	806	2.6%
Santa Clara	10,658	34.9%
Ohkay Owingeh (formerly San Juan)	6,748	22.1%
Taos	4,484	14.7%
Pojoaque	2,712	8.9%
Nambe	1,764	5.8%
Total Pueblo Population	30,497	100%

Source: Eight Northern Pueblos Council

Background

As mentioned above, the NPHA represents three pueblos in northern New Mexico: Tesuque, San Ildefonso, and Picuris. The mission of the NPHA is to “support the common spiritual bonds, quality of life, and sovereignty of the pueblos by providing premiere housing, economic development, and community facilities development services.”

The 2000 U.S. Census Bureau shows the median household income for Native Americans living in the recipient pueblos to be:

- Pueblo of Picuris: \$19,688
- Pueblo of San Ildefonso: \$24,821
- Pueblo of Tesuque: \$31,875

Using 2000 Census population figures, the average household median income for the pueblos combined is \$25,119, or 60 percent of the national median household income of \$41,994.

The fact that local Native American household income is 60 percent of the national norm is particularly important to understanding local Pueblo housing needs. The Pueblos are located very near Los Alamos, Santa Fe, and Taos, one of the country’s most expensive housing markets. Local housing costs 55 percent more than the average U.S. metro area home. Therefore, the new home affordability gap for Native Americans living in this

¹⁰ In 1961 the Eight Northern Indian Pueblos Council was established as a collaborative effort of the Pueblos of Ohkay Owingeh, Nambe, Picuris, Pojoaque, San Ildefonso, Santa Clara, Taos and Tesuque. Since then, the Council’s monthly meetings have become an ongoing forum, where Pueblo leaders discuss common issues. For 45 years, Eight Northern Indian Pueblos Council has created educational, economic, environmental and social programs to meet the needs of residents of the northern Pueblos and surrounding communities. *Source: Eight Northern Indian Pueblos Council website.*

area is among the widest in the nation. Of course, low incomes and the high poverty rates also affect families' ability to properly maintain their existing homes.

Rental housing is virtually unobtainable. Like elsewhere in the U.S., public and private investment in the production of affordable housing here has lagged far behind the great need. Consequently, the wait for one of the 120 affordable units for families operated by the region's largest housing agency (Santa Fe County Housing Authority) is described as "from 3 to 5 years." Simply stated, off-reservation housing is not an option for most Pueblo members.

In general, Pueblo residents' only housing options are to leave the Pueblo, live in increasingly overcrowded conditions on the Pueblo, or to develop new housing. NPHA has now thoroughly documented that about two dozen families on the Pueblos of San Ildefonso and Tesuque have a need for, a desire for, and the capacity to pay for affordable homes. However, like elsewhere in tribal lands, the development of such affordable homes on the Pueblos has been extraordinarily difficult to accomplish.

Economic conditions on the tribal lands are gradually improving due to gaming and service station-type enterprises. NPHA research indicates that roughly a third of Native American incomes on all the Northern Pueblos are above 80 percent of the county median income. These families are not generally eligible for federal support, yet because they live in high-cost areas, they need help fixing their existing homes or getting into new homes. Therefore, setting up rehabilitation loan programs and providing training to Pueblo members on how to finance their own new homes individually is a vital affordable housing strategy for these communities.

Housing Needs

The housing needs of the individual pueblos are summarized below. Universal to the housing needs of all pueblos according to the NPHA are desire for single family residences with large kitchens and dining areas for "feasting" rituals; homes with 4-5 bedrooms; and good insulation, solar and radiant heat. Residents are less focused on landscaping or garage/carport. They are also desirous of community amenities, such as the new recreation center constructed on the Tesuque Pueblo.

Picuris Pueblo

According to the 2007 Indian Housing Plan, the Pueblo of Picuris has "no need for new housing," and is currently receiving over \$1 million in rehabilitation work on 48 units of housing to address chronic weatherization issues. Additional housing needs are being identified and documented during completion of work on these homes. Based on an interview with Mary Miller, Finance Director of the NPHA on October 18, 2007, the waiting list for homes from residents of the Picuris pueblos was 24 households.

San Ildefonso Pueblo

According to the IHP, a total of 28 elders’ homes are being rehabilitated, and a comprehensive needs assessment will identify additional work needed on other homes at the Pueblo. The Pueblo’s current top priority is new housing development; NPHA plans to conduct a needs assessment in 2008. Note that several independent sources document the need for 20 new affordable housing units for low-income families at the Pueblo, with 32 households on the wait list (as of October 2007). NPHA intends to start construction of Mesa Vista, a 20-unit affordable housing development to address these needs.

Tesuque Pueblo

The Pueblo of Tesuque is receiving \$1 million in rehabilitation work pertaining to weatherization and electrical code compliance issues experienced by over half the occupied units on the Pueblo. There is community-wide consensus that the Pueblo needs at least thirty new housing units. The Pueblo has directed NPHA to implement an infrastructure project identified in a recently completed Comprehensive Land Use Plan so the Pueblo is in a position to build new homes.

The Pueblo of Tesuque also completed a “Reservation Wide Inventory and Physical Needs Assessment” (*Native American Housing Consultants, December 2004*), which is summarized in the tables below.

Tesuque Profile of Unit Inspections	
	Units
Traditional Units*	37
HUD Units**	80
Mobile/Manufactured Homes	142
Other/HIP Units***	4
Total Units Inspected	263

Source: Tesuque Physical Needs Assessment, December 2004

*Units built by families since the early 1800’s to present.

**Units built by the County Housing Authority with Federal funds built since the 1960’s through present.

***Units build by BIA, Tribal, HIP or other agencies and not by Housing Authority

Tesuque Pueblo General Statistics (Fully Occupied Units)

Average persons per unit	2.5
Average square footage per unit	1352
Units older than 100 years old	7
Average age of units (<100 yrs old)	32
% of homes w/elderly or near-elderly	50%
% of homes /w military status	34%
% of homes w/ multiple families	38%
% of persons that speak Tewa	82%
Total population on pueblo reservation	295
# of families that would like a new home	86
# of persons unemployed on the reservation	42
% unemployment	14%
Avg. cost for utilities/year	\$1,241.90
# of households that feel their current housing is not adequate	165
Average annual income	\$24,668
Average grade level completed	11.6

Source: Tesuque Physical Needs Assessment, December 2004

Tesuque Village Trailer Park General Profile

# of inspected units	101
# of families that would like a new home	130
# of unemployed persons	40
Avg. cost for utilities/year	\$1,623.60
# of households that feel their current housing is not adequate	48
Average annual income	\$20,825
Average grade level completed	9.8
% of homes w/elderly or near-elderly	15%
% of homes /w military status	13%
% of homes w/ multiple families	23%
Total population	309
% of married persons	33%
% of single persons	61%
% of persons with good credit rating	27%
# of Spanish speaking households	68
% persons that speak Tewa	1%
# of contract holders for purchase of their mobile homes	48
Average monthly payment for homeowners	\$373
# of families that would like a new home	59

Source: Tesuque Physical Needs Assessment, December 2004

Tesuque Pueblo Physical Needs Assessment (Total Units Assessed = 103)

	% Units	# Units
Handicap repairs	43%	44
Roof replacements	45%	46
Structural problems	7%	7
Septic system replacement/upgrade	7%	7
Mechanical (heating/water heaters)	6%	6
Plumbing repairs	15%	15
Electrical updating	95%	98
Have no smoke detectors	40%	41
Need replaced smoke detectors	29%	30
Window upgrading	69%	71
Homes had emergencies	41%	42

Source: Tesuque Physical Needs Assessment, December 2004

Section 12 – Housing Preferences

This section evaluates results from the household and employee survey related to current housing conditions, desired future housing options and housing needs.

Residents Looking to Buy

Homeowners: Homeowners were asked if they would consider buying a different home within the next 2 to 3 years, to which about 29 percent of owners replied “yes.”

The predominant reason for wanting a different home was to find a larger home (40 percent), followed by a fairly high 20 percent that want to live in a different community. About 24 percent of owners provided other reasons for wanting to purchase a different home, most of which focused on upgrading their current residence (condition, energy efficiency, more space) and improving their neighborhood (safer, cleaner, fewer renters).

Reasons to purchase a new home vary by location. Those residents living in the City of Santa Fe are more likely to purchase a new home in order live in a more rural setting (19 percent) than those living in the County of Santa Fe (10 percent). Additionally, those living in the City of Santa Fe are much less likely to purchase a new home in order to be closer to work (6 percent) than those living within the County (29 percent).

Current Homeowners: Why Do You Want to Buy a Different Home?

	Total	City of Santa Fe	County of Santa Fe
To find a larger home	40%	39%	43%
To live in a different community	20%	19%	23%
To find a smaller home	18%	19%	14%
To live in a more rural setting	17%	19%	10%
To find a less expensive home	16%	16%	15%
To be closer to work	11%	6%	29%
To liver closer to city/town services	8%	5%	16%
Other	24%	27%	12%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

*Percentages sum to over 100% because owners could select multiple reasons for wanting to buy a different home.

Renters: Among renters in the Total County, 68 percent noted they would like to buy a home within the next 3 years. About 45 percent of renters stated they have not purchased a home yet because homes they can afford are poor quality or too small. Additionally, 44 percent said that housing in their price range was not available where they wanted to live, and 43 percent said a high down payment requirement had prohibited them from purchasing.

Current Renters: Why Have You Not Bought a Home?

	Total	City of Santa Fe	County of Santa Fe*
Homes I can afford are poor quality or too small	45%	45%	42%
Housing in my price range not available where I want to live	44%	43%	55%
High down payment requirement	43%	43%	33%
Can not qualify for a loan (credit, work history, etc.)	28%	25%	56%
Cheaper to rent	21%	21%	25%
Prefer to rent	12%	13%	0%
Not planning on staying in area over the long term	9%	9%	0%
Other	21%	23%	0%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

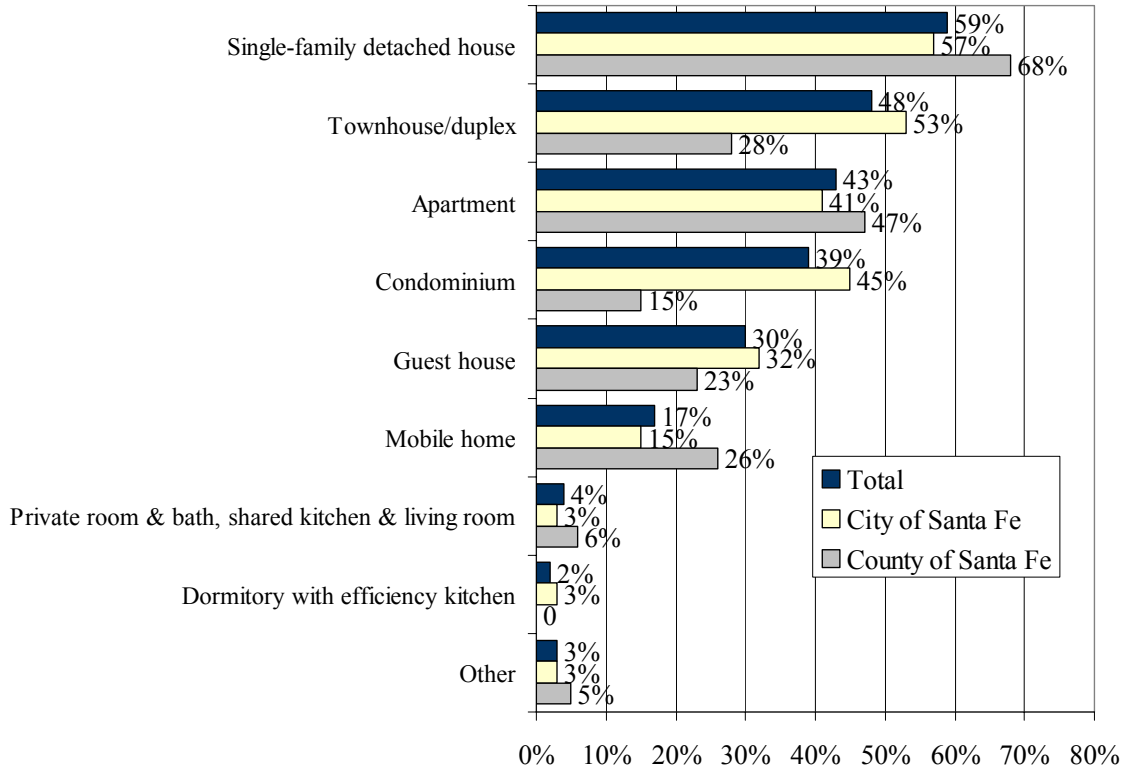
*Note: small sample size (10).

Rental Housing Preferences

As noted above, about 32 percent of renters responding to the household survey noted they do not intend to purchase a home within 3 years. Renters were further asked to provide specifics on the types of units they would prefer to rent, as well as the importance of different lease and lifestyle options.

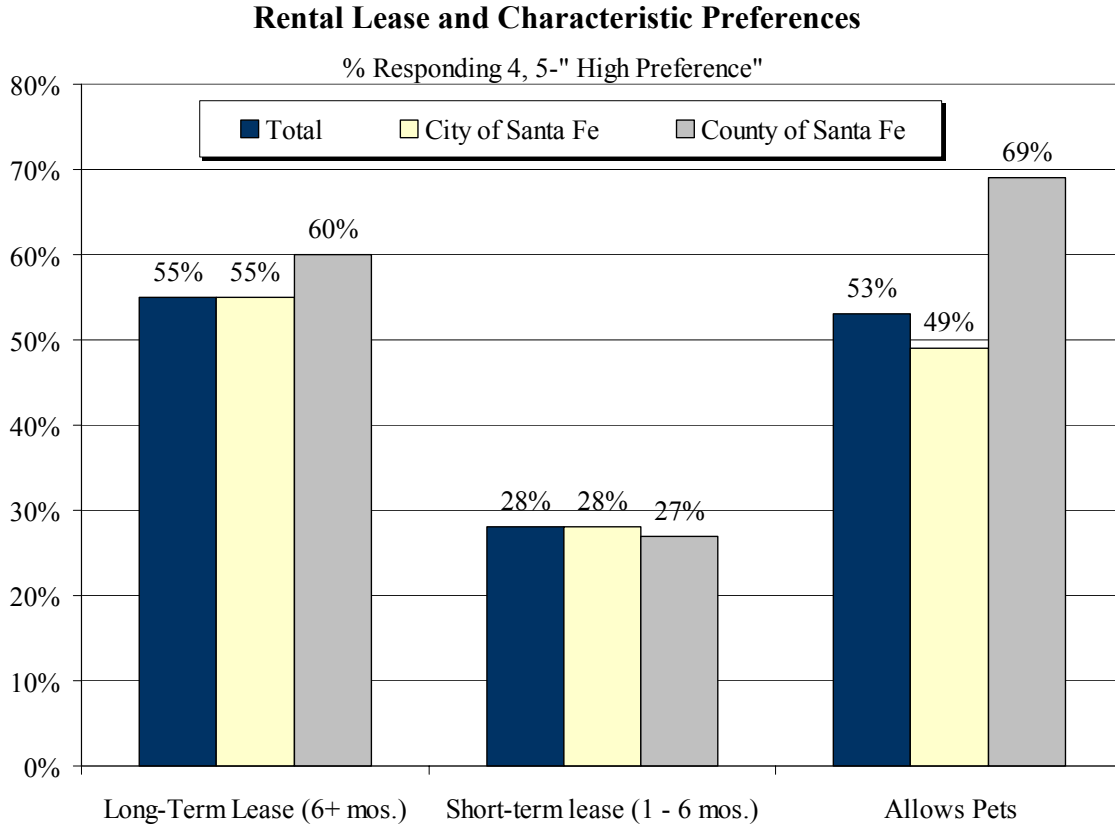
Regarding their top 3 preferred types of residences to rent, about 59 percent of renters chose a single-family detached home, followed by townhouse/duplex (48 percent) and apartment (43 percent). This varies by location, where renters in the County of Santa Fe are more likely to purchase single-family residence, an apartment or a mobile home.

Rental Housing Type Preference



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Renters were asked to indicate their preference for different rental lease options and characteristics given a scale of “1 – Low preference” to “5 – High preference.” Overall, renters tend to prefer a long-term lease (55 percent) over a short-term lease (28 percent). Renters in the County are more likely to prefer a long-term lease, as well as a unit which allows pets.



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Demographics of Households Looking to Buy

The below table shows the AMI range of households looking to purchase in the City of Santa Fe, the County of Santa Fe or in an unknown location.

- City of Santa Fe: About 37 percent of households looking to buy within the City of Santa Fe make 60 percent of the AMI or less. An additional 33 percent of households make between 60 and 120 percent AMI, and 31 percent of households looking to buy within the City of Santa Fe make over 120 percent AMI.
- County of Santa Fe: About 33 percent of households looking to buy within the County of Santa Fe make 60 percent of the AMI or less. An additional 38 percent of households make between 60 and 120 percent AMI, and 29 percent of households looking to buy within the County of Santa Fe make over 120 percent AMI.

Households Looking to Buy by Preferred Location

AMI Range of Households	City of Santa Fe	County of Santa Fe	Don't Know
<50% AMI	21.2%	27.8%	3.3%
50-60% AMI	15.4%	4.8%	3.3%
60-80% AMI	5.8%	18.3%	16.7%
80-100% AMI	21.2%	8.7%	13.3%
100-120% AMI	5.8%	11.1%	16.7%
120-150% AMI	11.5%	6.3%	23.3%
Over 150% AMI	19.2%	23.0%	23.3%
Total	100%	100%	100%
Median Income	\$50,000	\$50,000	\$60,000

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Preferred Residence Location

Survey respondents were asked to select whether they prefer to live in the City of Santa Fe, the County of Santa Fe or if they didn't know. Of those residents currently living in the City of Santa Fe, about 48 percent wanted to stay within the City, 30 percent wanted to move to the County of Santa Fe and 23 percent were unsure. For those residents currently living in the County of Santa Fe, a higher percentage were happy staying in the County of Santa Fe (58 percent). About 25 percent indicated they would like to move to the City of Santa Fe and 17 percent were unsure.

Location Preference

Shading denotes households currently in their preferred location

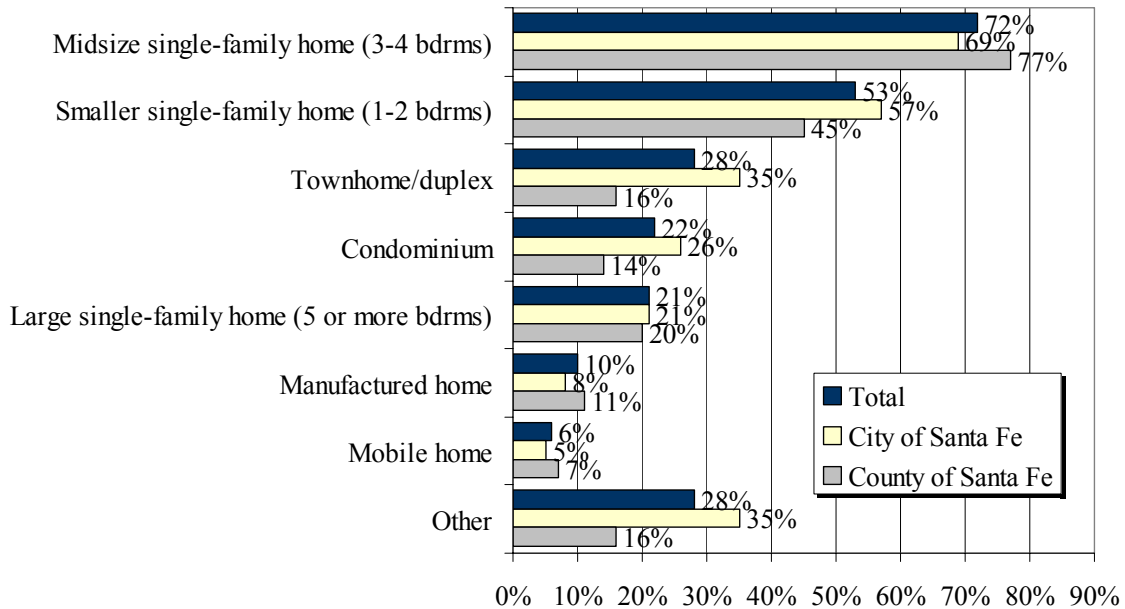
Preferred Location	Location of Current Residence	
	City of Santa Fe	Santa Fe County
City of Santa Fe	47.5%	25.3%
County of Santa Fe	29.7%	57.9%
Don't Know	22.8%	16.7%
Total	100%	100%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Home Purchase Preferences

Type of Home: County of Santa Fe residents are more likely to purchase a midsize single-family home than City of Santa Fe residents, who are more likely than County residents to purchase a smaller single family home. Buyers within the City of Santa Fe are more likely to choose a condominium or a town house while buyers in both locations are about equally likely to select a large single-family home.

**Top Three Preferred Homes to Purchase:
Residents Looking to Buy, 2007**



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Bedrooms: Overall, the majority of residents looking to buy would need a 3 bedroom home, 45 percent, while 29 percent would need a smaller two bedroom home, 6 percent would need a 1-bedroom home and 20 percent would need a larger 4 or 5 bedroom home. Residents looking to buy within the county are more likely to need a larger home than those within the city.

Number of Bedrooms Needed: Residents Who Want to Buy

# of Bedrooms Needed:	Total	City of Santa Fe	County of Santa Fe
1	6%	7%	7%
2	29%	30%	30%
3	45%	48%	41%
4	17%	13%	20%
5+	3%	2%	3%
Total	100%	100%	100%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Number of Stories: The majority of both buyers in the City and in the County would most prefer a single-story home (64 percent overall). A similar 11 and 12 percent each would prefer two- or three-stories and 22 to 28 percent each have no preference.

Number of Preferred Stories (First Choice Home):Residents that Want to Buy

	Total	City of Santa Fe	County of Santa Fe
Single story - no stairs	64%	67%	59%
Two or three stories	12%	11%	12%
No preference	24%	22%	28%
TOTAL	100%	100%	100%

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Purchase Price: Based on the median household incomes earned by City of Santa Fe Residents looking to buy (\$50,000) and County residents looking to buy a home (\$44,574), City residents could afford a median priced home around \$158,158 and County residents could afford a median price home around \$140,995.¹¹

When asked how much they would be willing to spend on their first choice home, responses reflect this general price/affordability difference. As shown below, about 43 percent of all households who want to buy indicated they would pay between \$125,000 and \$249,999 for their first-choice home.

“How much would you be willing to pay to purchase your first choice home?”
Residents that Want to Buy, 2007

	Total	City of Santa Fe	County of Santa Fe
Less than \$95,000	14%	12%	17%
\$95,000 to \$124,999	12%	11%	15%
\$125,000 to \$149,999	12%	12%	11%
\$150,000 to \$199,999	17%	17%	17%
\$200,000 to \$249,999	14%	12%	17%
\$250,000 to \$299,999	10%	13%	6%
\$300,000 to \$349,999	5%	5%	4%
\$350,000 to \$399,999	4%	4%	5%
\$400,000 to \$499,999	5%	6%	4%
\$500,000 to \$599,999	3%	4%	2%
\$600,000 or more	4%	5%	2%
Total	100%	100%	100%
Median Household Income <i>(residents who want to buy)</i>	\$50,000	\$50,000	\$44,574
Median Price Could Afford	\$158,158	\$158,158	\$140,995

Source: 2007 Household and Employee Survey; RRC Associates, Inc.

¹¹ Affordability assumes 5% down, 7.0 percent 30-year fixed-rate loan and 20% of monthly payment goes toward HOA, PMI, insurance and property taxes.

Down Payment: Residents in total Santa Fe County indicate they have about \$54,692 on average available for a down payment. About 16 percent of current residents in the total County of Santa Fe that are looking to buy homes in Santa Fe have less than \$5,000 available. This indicates many home buyers may need home purchase assistance through first-time homebuyer loans and down-payment assistance programs (e.g., grants or low-interest loans to assist with the down-payment).

“How much do you have available for a down payment?”
Residents that Want to Buy, 2007

Down Payment Available	Total	City of Santa Fe	County of Santa Fe
Less than \$5,000	16%	14%	16%
\$5,000-\$9,999	14%	14%	13%
\$10,000-\$14,999	11%	10%	14%
\$15,000-\$19,999	6%	4%	12%
\$20,000-\$29,999	11%	10%	14%
\$30,000-\$39,999	5%	4%	5%
\$40,000-\$49,999	3%	2%	4%
\$50,000-\$59,999	9%	11%	6%
\$60,000-\$74,999	2%	3%	1%
\$75,000-\$99,999	2%	2%	0%
\$100,000 or more	21%	26%	14%
Total	100%	100%	100%
Average	\$54,692	\$68,958	\$33,483

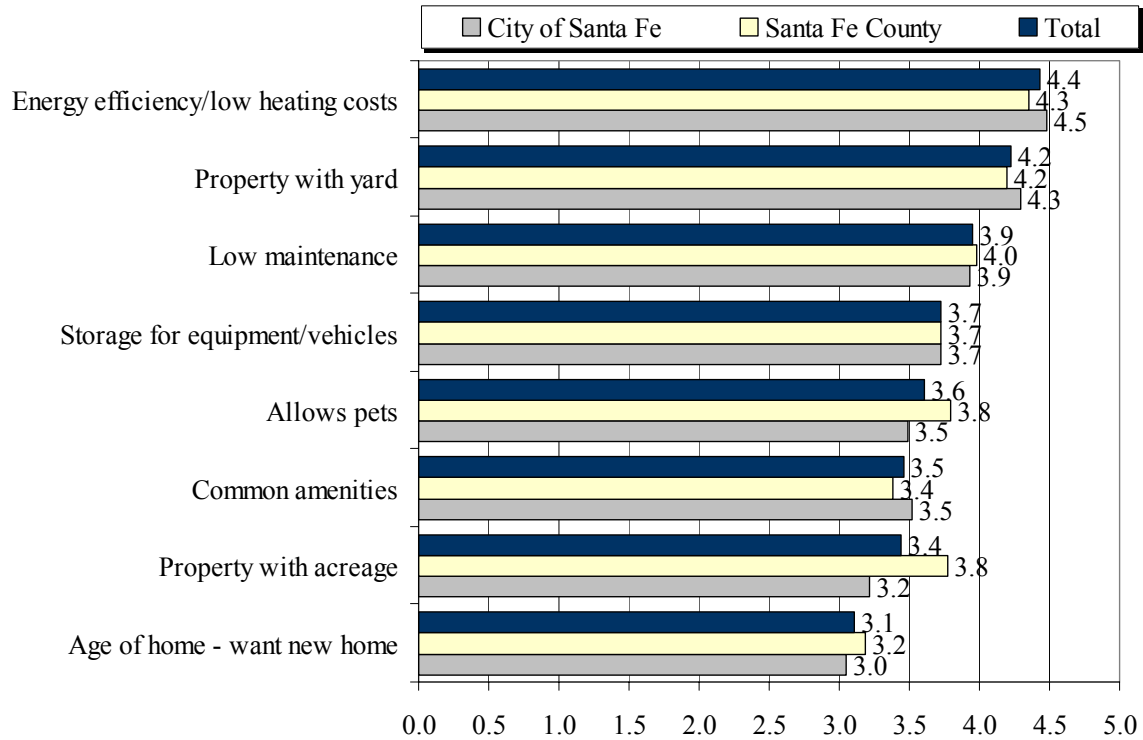
Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Importance of Home and Location Factors

Survey respondents were asked to indicate the relative importance of several home and location characteristics when searching for a place to live, given a scale from “1-Not at all important” to “5-Extremely important.” Overall:

- Residents looking to buy within the City of Santa Fe rated energy efficiency and low heating costs the highest on average, followed by property with a yard and low maintenance. City residents rated the age of the home and properties with acreage were rated the lowest.
- Residents looking to buy within the County of Santa Fe were much more likely to place importance on property with acreage than current residents within the City of Santa Fe. County residents were also more likely to want a new home and to have a property that allows pets.

Average Importance of Home Characteristics: Residents that Want to Buy, 2007



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

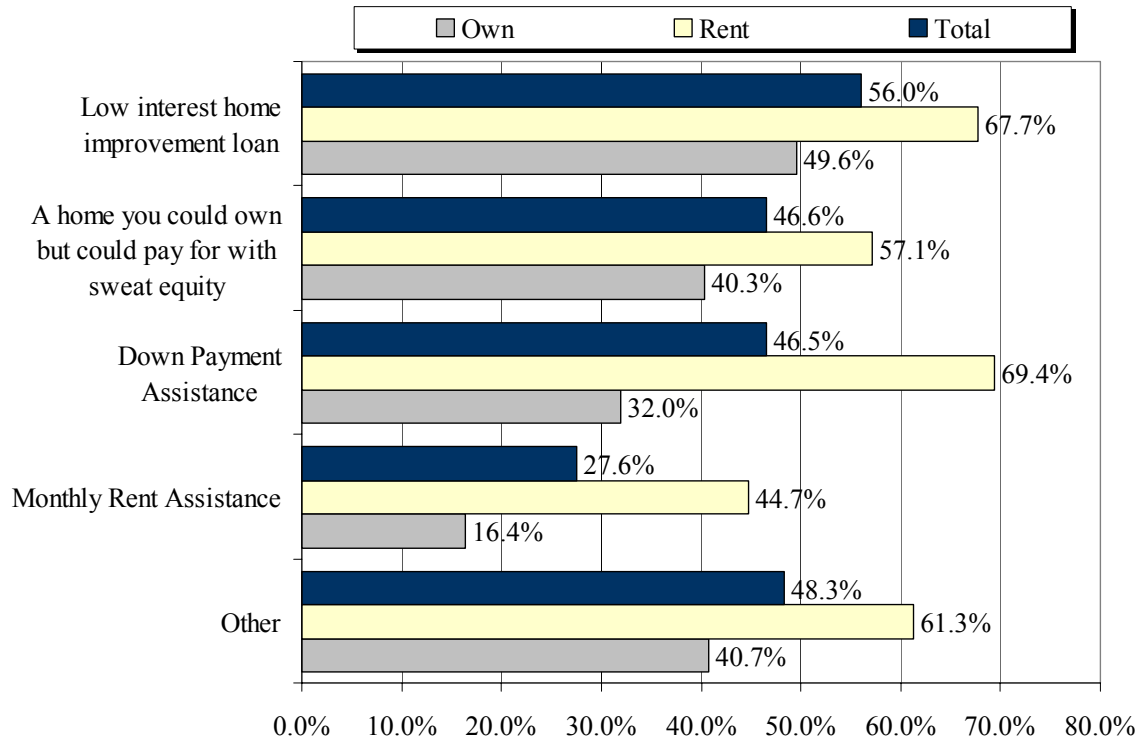
Services Considered

Resident households were asked to indicate which of several housing services they would be willing to consider given a scale from “1-Would not consider” to “5-Would definitely consider.” As shown below:

- About 50 percent of owners would consider a low-interest home improvement loan. Many reasons given for current home dissatisfaction stem from needed home improvement (additions, roof repairs, energy improvements, etc.). Many owners cannot afford to sell their current home and purchase a new or different home in the city given market home prices. Low-interest home improvement loans provide options to these households to remain in the community and improve their housing conditions.
- A lower percentage of owners would consider other programs, such as sweat-equity ownership, down payment assistance and rent assistance, which is not surprising considering that these programs are typically in place to help renters stay in their homes or move up into homeownership.

- A high 57 percent of renters would consider sweat equity ownership, 68 percent would be interested in a low-interest home improvement loan and 69 percent would consider down-payment assistance. About 45 percent noted monthly rent assistance would be a program they would consider.

“Please indicate which of the following types of housing assistance you might consider”:



Source: 2007 Household and Employee Survey; RRC Associates, Inc.

Appendix A - District Profiles

Appendix A - District Profile

The County of Santa Fe has five commission districts. The county survey asked respondents to identify the location of their residence in able to provide the ability to segment the data by district.

Below is a table and a brief summary of results by district.

- District 2 has one of the highest percentages of households with children, 41 percent, followed closely by District 1 (41 percent). District 1 also has a relatively high percentage of adults living alone (28 percent).
- A high 21 percent of respondents in District 1 indicated they will move to a different community in the next 5 years, with an additionally high percentage of households indicating they will move to a different type of home in the next 5 years (25 percent).
- While District 1 shares the lowest satisfaction rate with District 2, overall satisfaction is high, 82 percent of respondents in District 1 are satisfied or very satisfied with their current residence. The highest satisfaction rate is in District 3 (96 percent).
- District 3 has the highest home ownership rate (75 percent) with the lowest rate occurring in District 2 (44 percent). District 3 also has the highest percent of households who have been behind on their housing payment at least once in the last two years (30 percent).
- A very high percentage of renter households in both District 4 and District 5 indicated they would like to purchase a home in the next three years (between 81 and 82 percent). A much smaller percentage of owners indicated they would like to buy a new or different home in the next three years (28 percent overall).
- District 2 has the highest percentage of households below 50 percent AMI (37 percent), and correspondingly has the highest percent of households which are cost-burdened (42 percent)

	District 1	District 2	District 3	District 4	District 5
<i>Which of the following best describes your household</i>					
Adult living alone	28%	22%	26%	17%	14%
Single parent with child(ren)	11%	16%	8%	3%	10%
Couple, no children	20%	21%	35%	31%	37%
Couple with child(ren)	30%	26%	23%	26%	23%
Unrelated roommates	2%	1%	2%	0%	5%
Family members and unrelated roommates	2%	5%	2%	3%	2%
Immediate and extended family members	5%	8%	3%	11%	8%
<i>How is your household likely to change over the next 5 years?</i>					
Household unlikely to change	53%	43%	54%	43%	54%
Will have children	7%	8%	4%	12%	3%
Children will leave home	7%	16%	14%	21%	16%
Elderly parent will move in	2%	3%	5%	5%	4%
Will no longer have roommates	2%	0%	1%	1%	1%
Will retire	9%	8%	10%	7%	7%
Will move to a different community	21%	9%	12%	15%	7%
Will move to a different type of home	25%	21%	13%	8%	14%
Other	1%	9%	3%	5%	4%
<i>Satisfaction with current residence</i>					
1 - Very satisfied	34%	48%	60%	57%	54%
2 - Satisfied	48%	34%	36%	37%	36%
3 - Not satisfied	17%	17%	4%	6%	8%
4 - Very dissatisfied	1%	1%	0%	0%	1%
<i>Do you own or rent your residence</i>					
Own	60%	44%	75%	71%	68%
Rent	36%	53%	19%	19%	30%
Other - caretaker, housesit, stay with friends	4%	3%	6%	10%	2%
<i>Renters, with the next three years, do you want to</i>					
Continue to rent/caretake/other	48%	44%	43%	19%	18%
Buy a home	53%	56%	57%	81%	82%
<i>Owners would you consider buying an new or different home in the next three years</i>					
No	77%	59%	74%	81%	72%
Yes	23%	41%	26%	19%	28%
<i>How much do you have available for a down payment</i>					
Median	\$8,586	\$5,000	\$10,000	\$6,879	\$7,000

	District 1	District 2	District 3	District 4	District 5
<i>How many times during the last two years have you been behind in your housing payment</i>					
Never	92%	71%	86%	93%	86%
1 to 3 times	8%	21%	11%	7%	10%
4 or more times	0%	9%	3%	0%	3%
<i>Describe the employment status of each person over age 18 in your household</i>					
Self-employed	18%	20%	33%	20%	38%
Employed by others	105%	113%	92%	138%	103%
Unemployed	10%	9%	12%	3%	9%
Homemaker	9%	5%	4%	1%	2%
Retired	16%	21%	22%	19%	22%
Student	7%	10%	7%	5%	4%
Other	4%	6%	1%	0%	1%
<i>Where do you work</i>					
City of Santa Fe	29%	37%	30%	45%	42%
Other Santa Fe County	57%	61%	59%	62%	55%
Bernalillo County	0%	0%	15%	1%	1%
Los Alamos County	6%	9%	1%	1%	1%
Other New Mexico	7%	3%	5%	0%	1%
Other State	0%	3%	2%	0%	1%
Other	4%	3%	2%	0%	3%
<i>Distribution of households by AMI</i>					
<50% AMI	34%	37%	28%	12%	10%
50-80% AMI	22%	17%	18%	18%	21%
80-100% AMI	4%	5%	13%	18%	7%
100-120% AMI	11%	10%	5%	13%	13%
Over 120% AMI	29%	32%	36%	40%	49%
<i>Percent of income spent on rent/mort only</i>					
Under 20%	55%	35%	47%	49%	45%
20-30%	12%	22%	27%	29%	32%
30-35%	4%	7%	6%	4%	5%
35-50%	10%	3%	13%	9%	15%
Over 50%	18%	32%	8%	8%	3%
<i>Housing costs</i>					
Median mortgage	\$900	\$1,200	\$1,000	\$1,250	\$1,400
Median rent	\$637	\$600	\$550	\$860	\$1,000
Median household income	\$41,000	\$48,000	\$48,902	\$58,919	\$65,000

Source: 2007 Household Survey

Appendix B - Survey Forms



County of Santa Fe Housing Survey

Para una copia de este cuestionario vecinal en español, llame a Mariana al 1-800-876-9395 ext 3.

To better understand the housing needs of County of Santa Fe residents and employees, the County of Santa Fe is sponsoring this survey. As an important contributor to the regional community, your valuable input is needed. The information from the survey will help elected officials and local organizations define and address housing needs in the county.

Your household was randomly selected to participate in this study. This survey is complemented by a survey conducted of regional businesses and employees as well. While we have made a concerted effort to avoid duplication, you may have already completed this survey on-line or received a paper copy through your place of employment. *We ask that if you have completed a survey through your place of employment that you **not** complete the enclosed.*

Your participation in this study is very important. Note that all responses will be kept strictly **confidential** by the survey firm assisting with this project. In appreciation for taking the time to complete the survey, you may choose to be entered in a **drawing for one of three \$100 grocery certificates (redeemable at a grocery store of your choice)** by filling out the form at the bottom of the letter and either returning it with the survey or mailing it separately.

If you have any questions or concerns regarding this study, please call Chris Cares of RRC Associates, Inc., the independent firm that is assisting us, at 1-888-449-4772 x 115 (toll free). Thank you in advance for your help.

Sincerely,
The County of Santa Fe


Roman Abeyta
County Manager

(1) If you would like to be entered in the drawing for one of three \$100 gift certificates (redeemable at a grocery store of your choice) as a thank-you for filling out this survey, please fill in the section below and return it with your survey, or detach and mail this section separately to:

RRC Associates, P.O. Box 17880, Boulder, CO 80308

(2) Also, please indicate below if you would be willing to participate in follow-up research related to County of Santa Fe housing opportunities at a later date (through focus groups or other research efforts).

In either case, your name and address will be kept confidential and will not be associated in any way with your survey responses.

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

PHONE: _____ EMAIL: _____

PREFERRED GROCERY STORE: _____

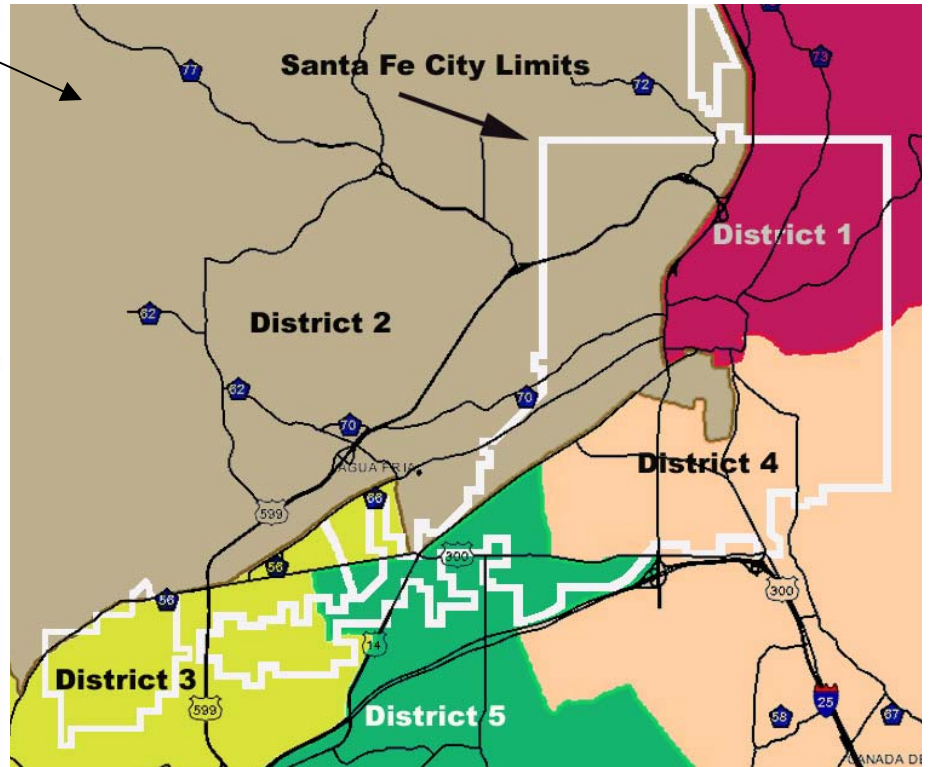
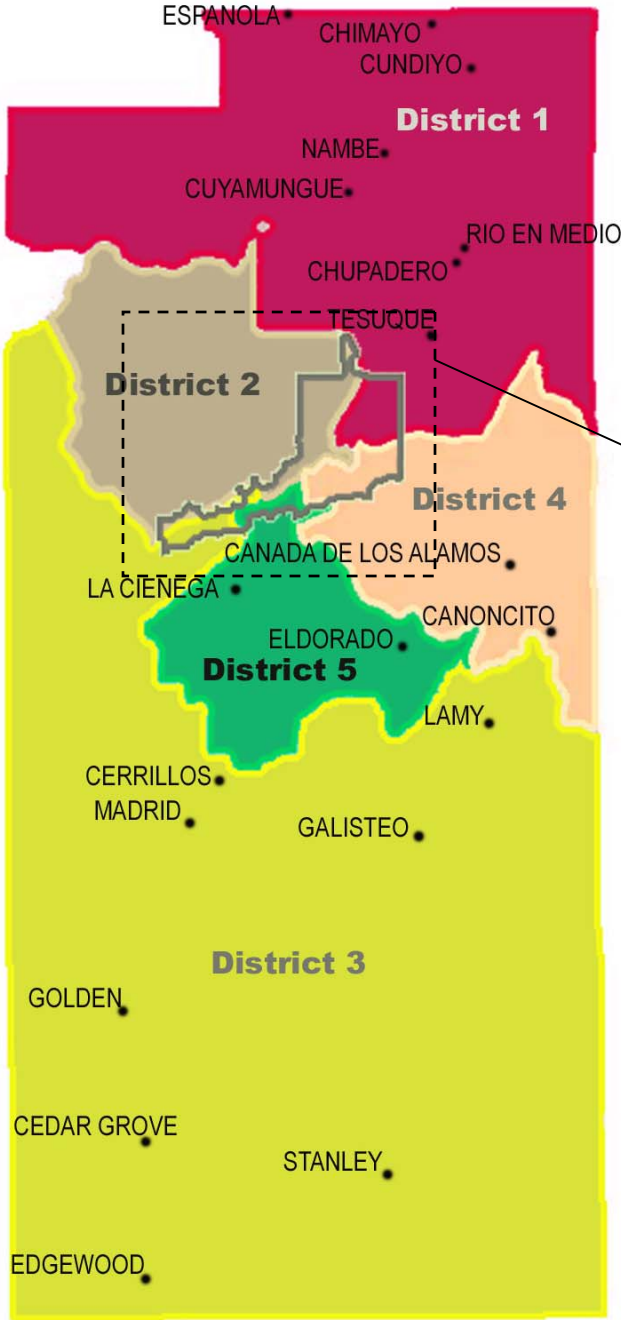
Check all that apply:

Please enter me in the drawing for a \$100 gift certificate.

I would like to participate in a future focus group or research to help plan housing.

Santa Fe County Commission Districts

Please reference these maps for questions 27 and 28



Reverse side of Prize Entry Slip
Please Leave Blank

HOUSEHOLD & EMPLOYEE SURVEY — County of Santa Fe

Para una copia de este cuestionario vecinal en español, llame a Mariana al 1-800-876-9395 ext 3.

A. Where do you reside? [] City of Santa Fe [] County of Santa Fe [] Outside County of Santa Fe (Where? _____ Go to Question 3)

1. Is your residence located in or nearest to:

01) [] City of Santa Fe	10) [] Canoncito/Glorieta
02) [] Agua Fria/Airport Rd.	11) [] Pecos area
03) [] Community College area	12) [] Las Campanas area
04) [] La Cienega/Cienguilla	13) [] Tesuque
05) [] Eldorado area	14) [] Espanola
06) [] Galisteo	15) [] Nambe/Pojoaque area
07) [] Madrid/Cerrillos	16) [] White Rock/Los Alamos
08) [] Edgewood/Cedar Grove/Stanley area	17) [] Other: _____
09) [] Moriarty	
2. (IF YOUR RESIDENCE IS LOCATED IN THE COUNTY OF SANTA FE) Where in the County of Santa Fe is your residence located? (Please reference the map on the back of the cover letter)

1) [] District 1
2) [] District 2
3) [] District 3
4) [] District 4
5) [] District 5
3. In what type of residence do you live?

1) [] Apartment	3) [] Single-family home/cabin
2) [] Mobile home:	4) [] Condominium
[] On owned land	5) [] Townhouse/duplex
[] On rented lot	6) [] Other: _____
4. How many bedrooms are in your home? _____ (Enter 0 if "studio")
5. Which of the following best describes your household?

1) [] Adult living alone
2) [] Single parent with child(ren)
3) [] Couple, no child(ren)
4) [] Couple with child(ren)
5) [] Unrelated roommates
6) [] Family members and unrelated roommates
7) [] Immediate and extended family members
8) [] Other: _____
6. How many people live in your household, including yourself? How many vehicles are owned/leased by members of your household? (Please circle the appropriate number)

People	1	2	3	4	5	6	7	8+
Vehicles	0	1	2	3	4	5	6	7+
7. How many people in your household are in the following age groups? (INCLUDE YOURSELF—INSERT '0' IF NONE)

_____ # Under 18 → Ages of children:	_____ # Under 5
_____ # 18 to 25	_____ # 5 to 11
_____ # 26 to 45	_____ # 11 to 17
_____ # 46 to 65	_____ # Over 65
8. Do you live on tribal lands?

[] Yes	[] No
---------	--------
9. How do you heat your unit? (CHECK ALL THAT APPLY)

[] Electric	[] Coal	[] Wood
[] Gas	[] Oil	[] Other

 OR [] Not heated
10. Do you receive housing assistance, rent a unit from an employer or live in subsidized housing for employees?

[] No	[] Yes	[] Uncertain
--------	---------	---------------
11. (IF YES) Do you know the name of the program that is providing subsidies?

[] Yes (which one?) _____
[] No, don't know it
12. Is your residence deed-restricted? (a residence with resale caps limiting appreciation)

[] No	[] Yes	[] Uncertain
--------	---------	---------------
13. How long have you lived in your current residence? _____ years OR [] Less than one year
14. How is your household likely to change over the next 5 years? (CHECK ALL THAT APPLY)

1) [] Household unlikely to change
2) [] Will have children
3) [] Children will leave home
4) [] Elderly parent will move in
5) [] Will no longer have roommates
6) [] Will retire
7) [] Will move to a different community
8) [] Will move to a different type of home
9) [] Other _____
15. Please rate the following aspects of where you currently live:

	POOR	GOOD	EXCELLENT	N/A		
Condition of home	1	2	3	4	5	X
Exterior appearance	1	2	3	4	5	X
Yard/lot size	1	2	3	4	5	X
Adequacy of heating	1	2	3	4	5	X
Safety/security	1	2	3	4	5	X
Quality of neighborhood	1	2	3	4	5	X
Distance from work	1	2	3	4	5	X
Quality of public schools	1	2	3	4	5	X
16. Which choice best describes your satisfaction with your current residence?

1) [] Very satisfied	3) [] Not satisfied
2) [] Satisfied	4) [] Very dissatisfied
17. If not satisfied or very dissatisfied with your residence, can you briefly describe why? _____
18. _____ How many months per year do you typically reside in the area?
19. Do you own or rent your residence?

1) [] Own (SKIP TO Q. 24)
2) [] Rent
3) [] Other—caretaker, housesit, stay with friends

IF YOU DO NOT OWN YOUR RESIDENCE:

20. Why have you not bought a home? (MARK ALL THAT APPLY)

- 1) Prefer to rent
- 2) Not planning on staying in area over the long term
- 3) High down payment requirement
- 4) Homes I can afford are poor quality or too small
- 5) Can't qualify for a loan (credit, work history, etc.)
- 6) Housing in my price range not available where I want to live
- 7) Cheaper to rent
- 8) Other (please describe): _____

21. Within the next three years, do you want to:

- 1) Continue to rent/caretake/other
- 2) Buy a home (GO TO Q. 27)

22. Please rank your top three housing preferences to rent, using 1, 2 and 3, where "1" is your first choice: (MARK ONLY THREE)

- _____ Apartment
- _____ Condominium
- _____ Townhouse/duplex
- _____ Mobile home
- _____ Room without kitchen
- _____ Single-family detached house
- _____ Guest house
- _____ Dormitory with efficiency kitchen
- _____ Private room and bath, shared kitchen & living room
- _____ Other: _____

23. List your preferences for the following:

	LOW PREFERENCE			HIGH PREFERENCE	
Long-term lease (6+ mos.)	1	2	3	4	5
Short-term lease (1 to 6 mos.)	1	2	3	4	5
Allows pets	1	2	3	4	5

GO TO QUESTION 27

IF YOU ARE CURRENTLY A HOMEOWNER:

24. Are you looking for a new home, or would you consider buying a different home within the next 2 to 3 years?

- No (SKIP TO Q. 26)
- Yes

25. (IF YES) If you own a home and would consider buying a different one, why? (MARK ALL THAT APPLY)

- 1) To be closer to work
- 2) To find a larger home
- 3) To live in a different community
- 4) To find a smaller home
- 5) To live closer to city/ town services
- 6) To live in a more rural setting
- 7) To find a less expensive home
- 8) Other (please describe): _____

26. Is there a guest home on your property?

- 1) No
- 2) Yes → How is your guest home used?
 - Rented long-term (6 mos. or more) to local
 - Rented short-term (vacation rental)
 - Occupied by related family members
 - Other _____

27. Would you consider moving to another area of the City or County of Santa Fe if housing were available that you could afford?

- 1) Yes, if I could BUY a home
- 2) Yes, if I could RENT a home
- 3) Yes, if I could BUY OR RENT a home
- 4) No → Why not? (ANSWER BELOW, THEN SKIP TO Q. 35)
- 5) I prefer to live in my present community/residence
- 6) My current residence is closer to the workplace of others in my household
- 7) Other reason: _____

28. Which District area of Santa Fe would be your first choice and second choice of where to live, assuming that housing would cost the same in each area?

(Please reference Map on back of cover letter if needed)

- 1) District 1
- 2) District 2
- 3) District 3
- 4) District 4
- 5) District 5

29. Would you prefer to live in the City of Santa Fe or another area within the County of Santa Fe? (Refer to Map on back of cover letter for city boundaries)

- City of Santa Fe
- County of Santa Fe
- Don't know

IF YOU ARE LOOKING FOR OR WOULD CONSIDER BUYING A HOME IN ANOTHER AREA, ANSWER 30-34:

30. From the list below, which types of homes would you most likely consider buying? (Use 1, 2, and 3 where "1" is your first choice.)

- 01) _____ Large single-family home (5 or more bedrooms)
- 02) _____ Midsize single-family home (3 to 4 bedrooms)
- 03) _____ Smaller single-family home (1 or 2 bedrooms)
- 04) _____ Condominium
- 05) _____ Townhouse/duplex
- 06) _____ Single resident room
- 07) _____ Studio
- 08) _____ Live/work residence
- 09) _____ Manufactured home
- 10) _____ Mobile home
- 11) _____ Other _____

31. How much would you be willing to pay to purchase your first and second choice home (from above)?

	FIRST CHOICE	SECOND CHOICE	
01)	<input type="checkbox"/>	<input type="checkbox"/>	Less than \$95,000
02)	<input type="checkbox"/>	<input type="checkbox"/>	\$95,000 to \$124,999
03)	<input type="checkbox"/>	<input type="checkbox"/>	\$125,000 to \$149,999
04)	<input type="checkbox"/>	<input type="checkbox"/>	\$150,000 to \$199,999
05)	<input type="checkbox"/>	<input type="checkbox"/>	\$200,000 to \$249,999
06)	<input type="checkbox"/>	<input type="checkbox"/>	\$250,000 to \$299,999
07)	<input type="checkbox"/>	<input type="checkbox"/>	\$300,000 to \$349,999
08)	<input type="checkbox"/>	<input type="checkbox"/>	\$350,000 to \$399,999
09)	<input type="checkbox"/>	<input type="checkbox"/>	\$400,000 to \$499,999
10)	<input type="checkbox"/>	<input type="checkbox"/>	\$500,000 to \$599,999
11)	<input type="checkbox"/>	<input type="checkbox"/>	\$600,000 or more

32. Would you prefer that your first and second choice home (from above) is:

	FIRST CHOICE	SECOND CHOICE	
1) []	[]	[]	Single story – no stairs
2) []	[]	[]	Two or three stories
3) []	[]	[]	No preference

33. How much would you have available for a down payment?
\$ _____

34. Have you been turned down for a home loan in the past 5 years?
[] Yes [] No

ALL SURVEY PARTICIPANTS CONTINUE HERE

35. Given the size of your household now and planning for the next 5 years, what number of the following do you need?

Bedrooms	1	2	3	4	5+
Bathrooms	1	2	3	4+	
Garage spaces	1	2	3	4+	

36. Please indicate how important the following factors are to you when looking for a place to live. (Use a scale where 1 = Not At All Important and 5 = Extremely Important)

HOME CHARACTERISTICS	NOT AT ALL IMPORTANT		EXTREMELY IMPORTANT		
Age of home—want new home	1	2	3	4	5
Low maintenance	1	2	3	4	5
Storage for equipment/vehicles	1	2	3	4	5
Energy efficiency/low heating costs	1	2	3	4	5
Common amenities, like landscaping & play areas	1	2	3	4	5
Property with acreage (1 or more acres)	1	2	3	4	5
Allows pets (dogs, cats, etc.)	1	2	3	4	5
Property with yard	1	2	3	4	5

LOCATION CONSIDERATIONS	NOT AT ALL IMPORTANT		EXTREMELY IMPORTANT N/A			
Proximity to my place of employment	1	2	3	4	5	X
Proximity to employment for others in my household	1	2	3	4	5	X
Proximity to my extended family	1	2	3	4	5	X
Proximity to day care	1	2	3	4	5	X
Proximity to services (medical, shopping, etc.)	1	2	3	4	5	X
Quality of schools	1	2	3	4	5	X
Proximity to schools	1	2	3	4	5	X
Safe neighborhood	1	2	3	4	5	X
Availability of transportation	1	2	3	4	5	X
Community amenities (parks, libraries, etc.)	1	2	3	4	5	X
Community character (family-oriented, neighborhood appeal, etc.)	1	2	3	4	5	X
Lower cost of living (other than housing)	1	2	3	4	5	X
Other: _____	1	2	3	4	5	

37. How many times during the last two years have you been behind in your housing payment? (Rent or mortgage)
[] Never [] 1 to 3 times [] 4 or more times

38. Have you: (MARK ALL THAT APPLY)
[] Gone to home ownership counseling
[] Purchased a home with assistance from Homewise or the Santa Fe Community Housing Trust
[] Received a first-time homebuyer loan or a loan through HERO

39. Please indicate which of the following types of housing assistance you might consider for you and your household. (Use a scale of 1 for "Would not consider" to 5 for "Would definitely consider." Please circle DK for don't know, as appropriate.)

	Would Not Consider	Might Consider	Would Definitely Consider	Don't Know		
Down payment assistance	1	2	3	4	5	DK
Monthly rent assistance	1	2	3	4	5	DK
Low interest home improvement loan	1	2	3	4	5	DK
A home you could own, built with sweat equity (built in part by yourself, volunteers and family)	1	2	3	4	5	DK
Other: _____	1	2	3	4	5	DK

40. If at least one person is age 65 or older in your household, please indicate how likely you would be to use the following services. (Use a scale of 1 for "Would not use" to 5 for "Definitely would use." Please circle DK for don't know, as appropriate.)

	Would not use	Might use	Definitely would use	don't know		
Affordable rental housing	1	2	3	4	5	DK
Rental housing that includes services (meals, transp., activities)	1	2	3	4	5	DK
Special programs that let you access equity in your home	1	2	3	4	5	DK
Assistance to make your home more accessible	1	2	3	4	5	DK
Living in a community that is solely for persons age 65 or older	1	2	3	4	5	DK

41. How many persons in your household have a disability? (SELECT 0 IF NONE AND GO TO Q. 44)
0 1 2 3 4+

IF AT LEAST ONE PERSON HAS A DISABILITY:

42. What are their disabilities? (Insert # of people with each disability)

___ # Need in-home care	___ # Are hearing impaired
___ # Are developmentally disabled	___ # Are blind/sight impaired
___ # Are chronically mentally ill	___ # Other: _____
___ # Have mobility impairment	

43. Does your current housing adequately accommodate the disabilities of persons in your household?
[] Yes [] No

44. INCLUDING YOURSELF, How many adults over the age of 18 in your household are employed? (CIRCLE ONE)
0 1 2 3 4 5+

45. Please describe the employment status of each person over the age of 18 in your household: (CHECK ALL THAT APPLY)

	ADULT:	(IF APPLICABLE)			
		(YOU) #1	#2	#3	#4
1) Self-employed	[]	[]	[]	[]	[]
2) Employed by others	[]	[]	[]	[]	[]
3) Unemployed	[]	[]	[]	[]	[]
4) Homemaker	[]	[]	[]	[]	[]
5) Retired	[]	[]	[]	[]	[]
6) Student	[]	[]	[]	[]	[]
8) Other	[]	[]	[]	[]	[]

46. How many jobs do employed adults in your household (persons 18 or over only) work? Enter the number of jobs you work and the number of combined jobs all other adults work.

	Adult #1 (You)	Total for All Other Adults
FULL time		
PART time		
TOTAL		

47. Current primary sources of income (CHECK ALL THAT APPLY)

Primary Income Sources:	YOU	OTHER ADULTS
1) Employment/job	[]	[]
2) Unemployment	[]	[]
3) Retirement pension	[]	[]
4) Investments (Real estate, bonds, mutual funds, etc., not part of retirement pension)	[]	[]
5) Social Security	[]	[]
6) Alimony/child support	[]	[]
7) Disability	[]	[]
8) TANIF (temporary federal assistance)	[]	[]
9) Other _____	[]	[]

48. (IF YOU ARE CURRENTLY EMPLOYED) How long have you worked at your current job? _____ years OR [] Less than one year

49. Current job category, if employed: (MARK ALL THAT APPLY)

TYPE OF EMPLOYMENT	YOU	OTHER WORKERS
01) Construction	[]	[]
02) Manufacturing or wholesale trade	[]	[]
03) Utilities/ transportation/ warehousing	[]	[]
04) Accommodations/ lodging	[]	[]
05) Bar/restaurant	[]	[]
06) Retail (grocery, general merchandise, etc.) – small to medium (less than 75,000 sq. ft.)	[]	[]
07) Retail (grocery, general merchandise, etc.) – large (more than 75,000 sq. ft.)	[]	[]
08) Arts, entertainment, recreation	[]	[]
09) Finance, Banking, Insurance	[]	[]
10) Real estate/ property management	[]	[]
11) Educational services (including public and private schools, training programs, etc.)	[]	[]
12) Health care/social assistance	[]	[]
13) Professional, scientific, technical services (legal, accounting, architecture, etc.)	[]	[]
14) Information (newspapers, radio, etc.)	[]	[]
15) Other services (personal, daycare, auto repair security, etc.)	[]	[]
16) Government (excluding public schools)	[]	[]
17) Other (describe): _____	[]	[]

50. Where do you and other adults (persons 18 or over only) in your household work? (CHECK ALL THAT APPLY)

	YOU	Work Location	OTHER WORKERS
1)	[]	City of Santa Fe	[]
2)	[]	Other Santa Fe County	[]
3)	[]	Bernalillo County	[]
4)	[]	Los Alamos County	[]
5)	[]	Other New Mexico	[]
6)	[]	Other State _____	[]
7)	[]	Other _____	[]

51. When commuting to work, what is your primary mode of travel?

- 1) [] Car (one person)
- 2) [] Bus
- 3) [] Bicycle
- 4) [] Carpool/Vanpool (2+ people)
- 5) [] Walk
- 6) [] Telecommute — # days/week: _____
- 7) [] Other: _____

52. When commuting to work, what is your average commute time ONE WAY? _____

It is very important that we know some details about your household to fully understand your needs. Please remember that this survey is CONFIDENTIAL.

53. Most people think of themselves as belonging to a particular ethnic or racial group. Do you consider yourself to be:

- 1) [] Caucasian/Anglo (not Hispanic)
- 2) [] African American
- 3) [] Local Hispanic
- 4) [] Immigrant Hispanic
- 5) [] Asian
- 6) [] Native American
- 7) [] Other: _____

54. What is your household's current total monthly RENT and/or MORTGAGE PAYMENT?

- \$ _____
- OR [] Do not pay rent or mortgage
 [] Mortgage paid off
 [] Barter/exchange services for place to live

55. What are your monthly homeowner fees? (IF APPLICABLE)

\$ _____ OR [] Do not pay HOA fees

56. What is the approximate average monthly cost of household utilities, including gas, electricity, water, trash (not phone or cable TV)?

\$ _____ per month OR [] Included in rent

57. What is the combined gross annual income of all household members (before taxes)?

\$ _____

58. Do you have any additional comments or suggestions concerning the availability of housing in the County of Santa Fe?

Thank you for your participation.

The County of Santa Fe is sponsoring this study on housing. We need input from employers in the area to determine the extent to which the availability of housing for the workforce may be impacting employers and business operations and how needs may best be addressed. Information on your future business plan will help us better understand the housing-related needs of businesses and employees. Please respond to the questions below for all business locations of the same type you operate in the City and County of Santa Fe. If you operate more than one type of business, please complete a separate survey for each business type. All results are strictly **confidential** and responses from individual businesses will not be reported.

Your participation in this effort is greatly appreciated. If you have questions regarding this questionnaire, please contact Chris Cares at RRC Associates, Inc., the independent company assisting the County with this survey, at 1-888-449-4772, ext 115 (toll free). Thank you for your help.

1. Name of business

Contact person (in case we have questions)

Phone _____

Fax or email? _____

2. Type of business:

- 01) Bar/restaurant
 - 02) Construction
 - 03) Education
 - 04) Finance/banking
 - 05) Government, military, transportation, public utilities
 - 06) Professional services (legal, medical, technical, etc)
 - 07) Real estate
- | | | |
|------------------------------|---------------------|--|
| 08) <input type="checkbox"/> | Lodging/hotel | How many rooms/units |
| 09) <input type="checkbox"/> | Property management | do you manage?
_____ rooms or units |
- 10) Commercial and personal services (auto repair, home/appliance repair, day care, dry cleaner, etc.)
 - 11) Recreation/entertainment
 - 12) Retail sales (grocery, sporting goods, etc.)
 - 13) Manufacturing or wholesale trade
 - 14) Other: _____

3. What is the approximate net square footage of floor area your business occupies (if you have multiple businesses, please complete a separate survey for each business)? Please estimate your space as accurately as possible.

_____ SF - Net Floor Area square footage is the area in which the actual retailing, dining, repair, personal service—(massage, medical, etc)—or office activity occurs. Net square footage does not include hallways, bathrooms, walls, garages (except commercial parking lots) or storage areas (not associated with business activity).

4. Please indicate approximately how many workers you employ at your location DURING YOUR PEAK MONTH OF EMPLOYMENT.

TYPE OF EMPLOYEE	NUMBER AT PEAK EMPLOYMENT
Full Time (30+ hrs/wk)	
Part Time (<30 hrs/wk)	
TOTAL	

5. When does your peak employment occur?

- Employment stays about the same all year
- OR Peak employment occurs during (mark all that apply):**
- January May September
- February June October
- March July November
- April August December

6. How many of your employees speak Spanish as their primary language?

Number of employees _____

7. If you hire seasonal employees, approximately what percent return to work for you from past seasons?

_____ % of returning seasonal workers

8. If you hire contract employees, approximately what percent work:

- In the location of business
- At home or other location

9. How many positions with your business are currently unfilled? (Enter 0 if none)

Full-time _____ Part-time _____

10. If you have unfilled positions, can you briefly state why they are unfilled (e.g., lack of applicants, not currently looking to fill them, just became available, etc.)?

11. Within the next two years, do you plan to:

- 1) Increase your number of employees
- 2) Reduce your number of employees
- 3) Stay about the same
- 4) Don't know

12. How many of your employees will be retiring over the next two years? _____ #

13. How many people, in your estimation, were not hired or left your employment last year because they:

- Lacked housing: _____ persons
- Lacked transportation: _____ persons
- Lacked day care: _____ persons
- Found cost of living in the County of Santa Fe area was too high: _____ persons

14. Do you feel that the availability of affordable housing for the workforce in the City and County of Santa Fe is:

- 1) Not a problem
- 2) One of the region's lesser problems

- 3) A moderate problem
- 4) One of the more serious problems
- 5) The most critical problem in the region

15. How has the ability to recruit and retain qualified employees changed for your business over the past three years?
 Improved/gotten easier Declined/gotten harder
 Stayed about the same Don't know/not applicable

16. In what county district is your primary business located?
 (Refer to map attached to cover letter)

- 1) District 1
- 2) District 2
- 3) District 3
- 4) District 4
- 5) District 5

17. To the best of your knowledge, where do your employees live?
 Please enter the **approximate number or percentage** of employees that reside in each location.

NUMBER OR PERCENT		
01) _____# _____%	City of Santa Fe	
02) _____# _____%	Agua Fria/Airport Rd.	
03) _____# _____%	Community College area	
04) _____# _____%	La Cienega/Cienguilla	
05) _____# _____%	Eldorado area	
06) _____# _____%	Galisteo	
07) _____# _____%	Madrid/Cerrillos	
08) _____# _____%	Edgewood/Cedar Grove/Stanley area	
09) _____# _____%	Moriarty	
10) _____# _____%	Canoncito/Glorieta	
11) _____# _____%	Pecos area	
12) _____# _____%	Las Campanas area	
13) _____# _____%	Tesuque	
14) _____# _____%	Espanola	
15) _____# _____%	Nambe/Pojoaque area	
16) _____# _____%	White Rock/Los Alamos	
17) _____# _____%	Other _____	
TOTAL 100%		

18. To the best of your knowledge, what is the tenure of your employees? Please enter the **approximate number OR percentage** of employees that have been working for you during the following time frames.

NUMBER OR PERCENT		
1) _____# _____%	Less than 1 year	
2) _____# _____%	1 to 2 years	
3) _____# _____%	3 to 5 years	
4) _____# _____%	6 to 10 years	
5) _____# _____%	11 to 15 years	
6) _____# _____%	16 to 20 years	
7) _____# _____%	Over 20 years	
TOTAL 100%		

19. Does your business provide your employees with any of the following work commute options?

(CHECK ALL THAT APPLY)

- 1) Bus/shuttle service (operated by your business)
- 2) Bus passes/coupons
- 3) Car pooling/van pooling
- 4) On-site company vehicle for employee errands
- 5) Travel stipend (i.e., travel time compensation, etc.)
- 6) Telecommuting – # of employees? _____
- 7) Other: _____

20. Please rate the ability of each employee type to locate housing in the County of Santa Fe.

	NO PROBLEM		MODERATE		MAJOR PROBLEM		Not Applicable
Seasonal workers	1	2	3	4	5		x
Office support staff	1	2	3	4	5		x
Entry level professionals	1	2	3	4	5		x
Mid-management	1	2	3	4	5		x
Upper management	1	2	3	4	5		x
Retail/service clerks	1	2	3	4	5		x
General labor/service	1	2	3	4	5		x
Other _____	1	2	3	4	5		x

21. Do you assist with housing for any of your employees?

- No
- Yes: For how many employees? _____#
 AND
 Please briefly describe the type of assistance you provide (e.g., rent assistance, master lease units, down payment assistance, home search assistance, etc.)

22. In the future, would you be willing to assist with the provision of workforce housing?

- 1) Yes, for my employees only
- 2) Yes, for any employee in the community
- 3) No, I am not willing to support housing for employees
- 4) Uncertain/ need more information

23. Would you support the County's efforts to address affordable housing needs through any of the following approaches?

	YES	NO	UNCERTAIN
Affordable residential development on County-owned land	1	2	x
Commercial development requirements (i.e., affordable housing required in conjunction with new development)	1	2	x
Partnerships with the County or non-profits to construct affordable units	1	2	x

25. Are you aware of any of the County of Santa Fe's affordable housing programs?

- No
- Yes – Which ones? _____

Do you have any additional comments about housing issues?

Thank you for your participation.
 Please fax your response to RRC Associates at (303) 449-6587
 or mail to: 4940 Pearl East Circle, Suite 103
 Boulder, CO 80301