



April 17, 2020

Ms. Adrienne Cordle
Town of Richlands, Virginia
200 Washington Street
Richlands, Virginia 24641

Re: Richlands, Virginia Housing Needs Assessment & Housing Plan

Dear Ms. Cordle,

Bowen National Research completed the attached Housing Needs Assessment and Housing Plan for Richlands, Virginia.

This report includes a variety of data sets related to demographics, economics and housing relative to Richlands, Virginia, with focus on the downtown commercial district, referred to as the Downtown Study Area (DSA) throughout the report. It includes housing gap estimates for rental housing at various income levels and provides housing plan recommendations that we believe will address housing issues and enable your community better to plan for the future.

We hope you find this information and analysis helpful. Please let me know if you have any questions.

Respectfully,

A handwritten signature in blue ink that reads "Patrick M. Bowen". The signature is fluid and cursive, with a long horizontal stroke at the end.

Patrick M. Bowen
President/Market Analyst

Enc:

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Housing Needs Assessment & Housing Plan

Housing Needs Assessment of Richlands, Virginia

Prepared For

Ms. Adrienne Cordle
Town of Richlands, Virginia
200 Washington Street
Richlands, Virginia 24641

Effective Date

April 17, 2020

Job Reference Number

20-124 (Patrick Bowen)



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TABLE OF CONTENTS

A. Introduction and Scope of Work.....	Page 1
B. Housing Plan Recommendations.....	Page 5
C. Demographics.....	Page 6
D. Economics.....	Page 23
E. Housing Supply Analysis.....	Page 31
F. Development Opportunities.....	Page 49
G. Other Housing Factors.....	Page 51
H. Stakeholder Input.....	Page 70
I. Housing Gap Estimates.....	Page 72
Addendum A – Demographic Theme Maps	
Addendum B – Phone Survey of Conventional Rentals	
Addendum C – Non-Conventional Rentals	
Addendum D – Stakeholder Survey Instrument	
Addendum E – Development Opportunities Photographs	
Addendum F – Qualifications	

HOUSING NEEDS ANALYSIS & HOUSING PLAN

A. INTRODUCTION & SCOPE OF WORK

Richlands, Virginia is a town in the southwestern portion of Tazewell County and is located approximately 144 miles south of the city of Charleston, West Virginia and 157 miles northeast of Asheville, North Carolina. The town is advantageously located along a major regional highway network. The primary arterial highway serving the area is U.S. Highway 460. Interstates 77 and 81 are within 45 miles of the town. The town is bordered by Cedar Bluff to the southeast and the community of Raven to the west. Overall, the town encompasses approximately 5.7 square miles. As of 2020, the town is estimated to have 5,962 people and a population density of 1,045 people per square mile, which is greater than the density of 78 in the surrounding area and the statewide density of 218. The 2020 downtown population density is notably higher, at 2,560.

This report's particular area of focus is to address the potential housing needs and support for rental housing in the downtown commercial district, hereinafter referred to as the Downtown Study Area (DSA). A map delineating the boundaries of the DSA is included on page three of this section. The DSA generally includes a nine block area through the center of town. This area primarily includes numerous commercial and office buildings, public buildings, riverfront property, a farmer's market, and park space. While most first floor retail space was occupied in the DSA, several buildings were identified as either being vacant or underused. The properties are potential development opportunities and were considered with the quantitative housing gap estimates to determine if such sites could support residential development. It is important to point out that any new residential development of notable size within the DSA will likely need to rely on support of households currently living within the overall town of Richlands or the surrounding region. As such, much of the analysis in this report considers demographic, economic and housing data of the town of Richlands and the surrounding region.

The findings of this report are used to provide a recommended housing plan that Richlands should consider for implementation in order to address the housing needs of the town, with an emphasis on the downtown area.

The scope of work that comprise this report includes:

- A housing survey and/or inventory of rental housing properties. It encompasses multifamily apartments, non-conventional rentals (e.g. houses, duplexes, etc.) and mobile home parks. This includes projects operating as market-rate, under the Tax Credit program, or with a government subsidy.
- Identification and evaluation of residential units in the development pipeline.

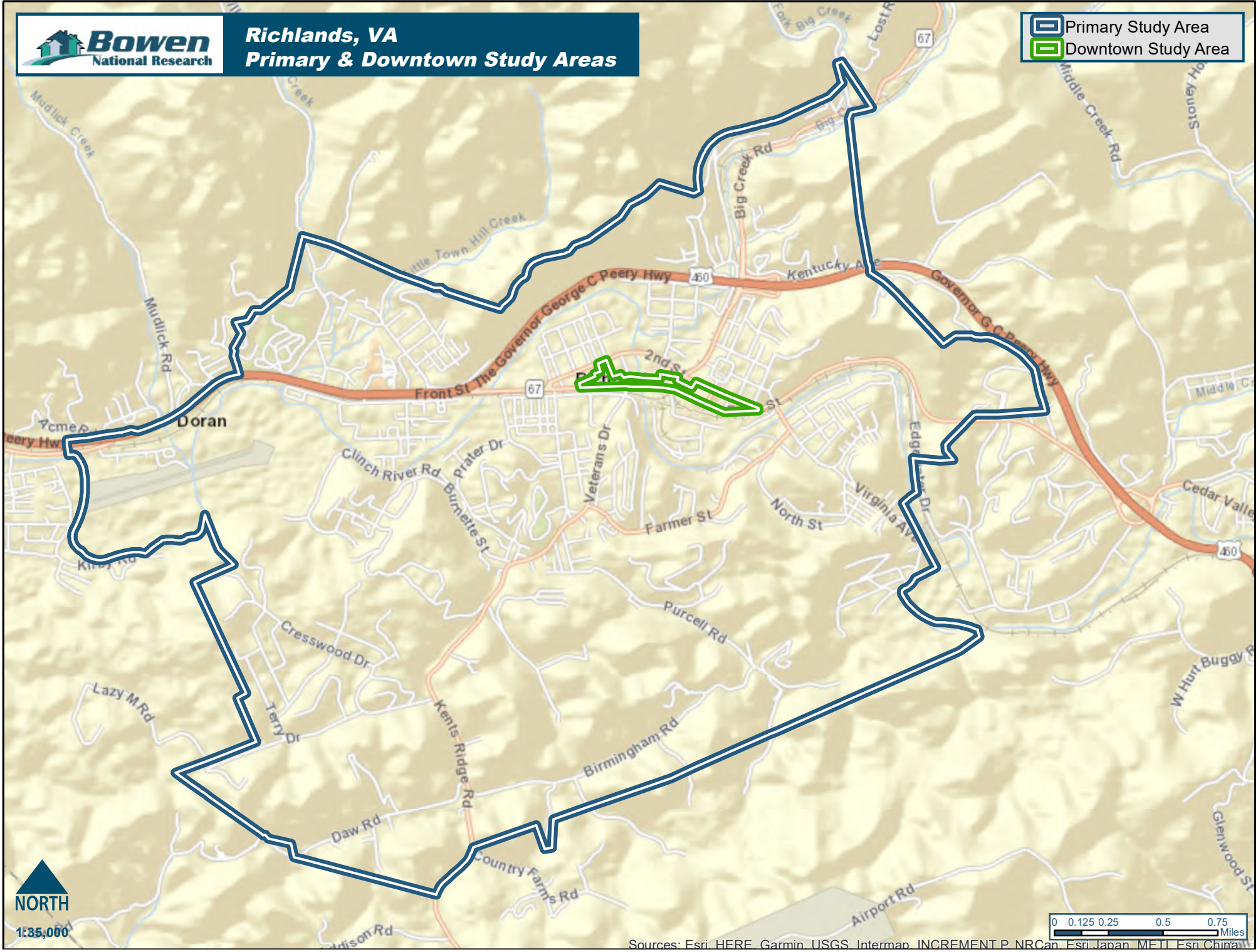
- An evaluation of numerous demographic and economic trends and characteristics of Richlands and the surrounding area was completed. Data is presented for the population, households and incomes for the area with an emphasis on 2010, 2020 (estimated) and 2025 (projected).
- Identification of potential development opportunities within the Downtown Study Area (DSA), with an emphasis on notable vacant or underused buildings that could be converted into residential properties.
- An evaluation of a variety of other housing factors (e.g. personal mobility, crime risk, Enterprise Zone & Historic Districts, higher education, community attributes, and residential foreclosures) was conducted.
- Stakeholder interviews were conducted to obtain local perspectives and insights on housing in the town.
- Housing gap estimates for rental housing at various rents and corresponding household income levels for the town are provided.
- Recommendations for a Housing Plan that summarize key priorities that should be considered to address the housing needs of Richlands are provided.

For the purposes of this analysis, we have established and evaluated a Downtown Study Area (DSA), a Primary Study Area (PSA, Richlands Town limits overall, including DSA) and a Secondary Study Area (SSA, Region surrounding Richlands). Maps illustrating these areas are shown on the following pages.



Richlands, VA Primary & Downtown Study Areas

- Primary Study Area
- Downtown Study Area





NORTH
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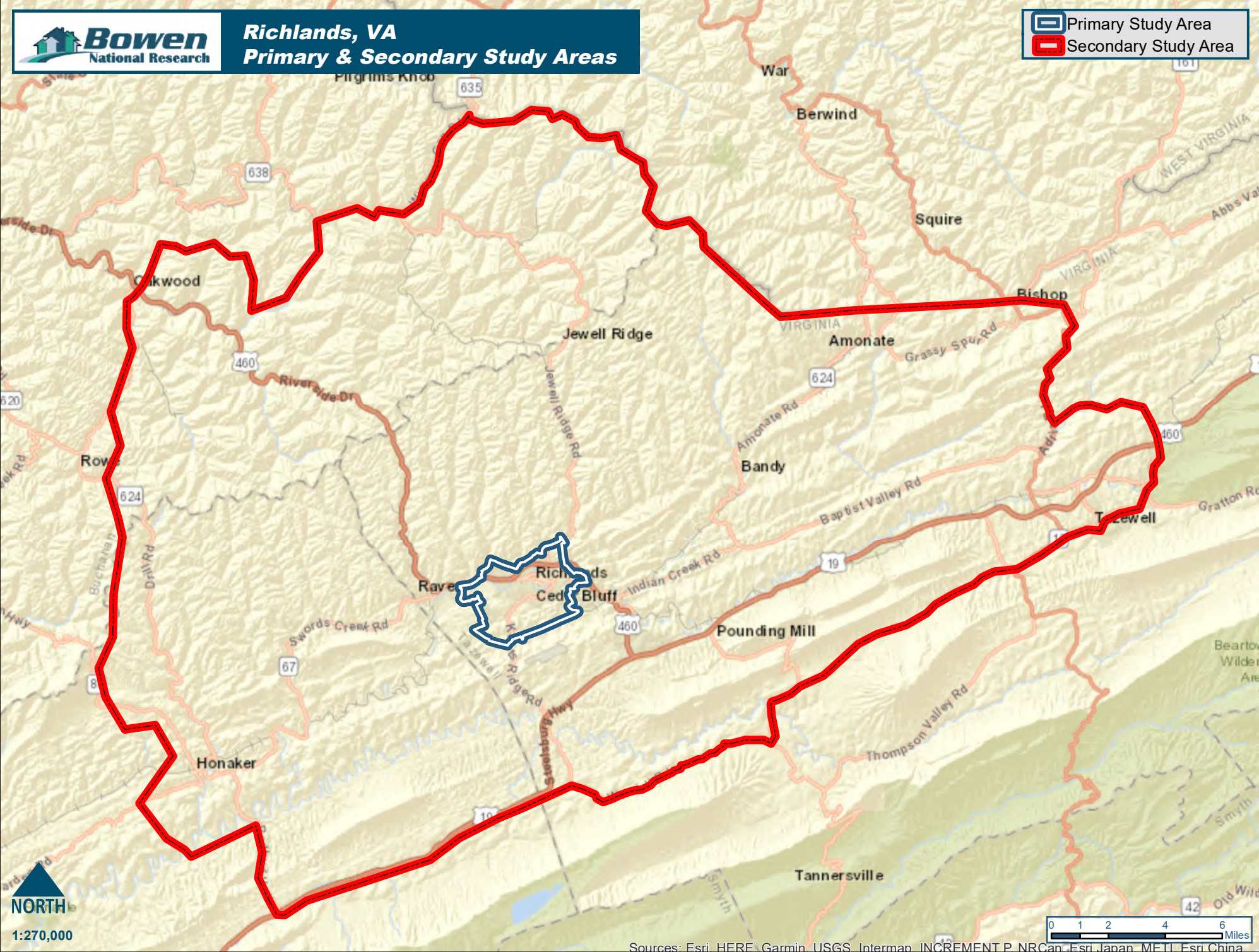
0 0.125 0.25 0.5 0.75 Miles

Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China



Richlands, VA Primary & Secondary Study Areas

 Primary Study Area
 Secondary Study Area




NORTH
1:270,000



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

B. HOUSING PLAN RECOMMENDATIONS

The following summarizes the housing priorities that should be considered to address the housing needs of Richlands, Virginia, with an emphasis on the downtown.

A Priority Should be Made to Support the Rehabilitation/Adaptive Reuse of Existing Structures in the Downtown – The downtown area of Richlands has several existing structures that are either vacant or partially vacant that could be repurposed into residential structures. Most of these properties (listed and mapped starting on page 49) are along the primary downtown corridors of Front Street and Second Street, including several properties that offer first floor retail space that could serve as potential opportunities for mixed-use projects. It is recommended that the town support efforts to rehabilitate such structures that will enable them to not only serve downtown housing needs, but to also remove blight and revitalize additional portions of downtown.

Support Initiatives to Assist Property Owners to Maintain or Repair Existing Housing – The overall town of Richlands has a relatively large inventory of housing built prior to 1980. Based on the age of this product, the substandard housing conditions cited in this report, and our personal observations of the market, there are some housing units that appear to be suffering from neglect and disrepair. The town should explore securing grants and other financial resources that they can make available to homeowners and landlords of smaller properties to assist them with home repairs, to get properties to meet code, or to assist in the removal of blight.

Leverage existing Enterprise Zone and Historic District Designations to Encourage Residential Development – The town offers various benefits to developers that develop projects in Richlands, either through its Enterprise Zone program or through its Historic District designation. While not all of Richlands or downtown are covered by these initiatives, portions of the downtown are eligible for the benefits from one or both of these programs. Therefore, it is encouraged that the town continue to promote and support the utilization of the Enterprise Zone and Historic District programs to assist in the development of housing, either through new construction or rehabilitation of existing structures.

Removal of Blight and Other Efforts to Improve the Downtown's Appeal to Potential Residents Should be Areas of Focus -There are several buildings located in the downtown that exhibit evidence of serious disrepair, fire damage and blight. While these buildings are located in various locations in the downtown, a cluster of such structures are located near the eastern entrance of downtown, within the 1200 block of Front Street, with additional frontage along Second Street. The removal or rehabilitation of such structures, accompanied by streetscape improvements (attractive downtown signage, landscaping improvements, street lighting, bench seating, etc.) would have a positive impact on the initial perception of the downtown. Such improvement would like spur additional interest in revitalization, repair and investment in the downtown. While the downtown currently offers numerous retail and employment opportunities, many of which are within a reasonable walk of most downtown locations, the town should continue to make efforts to expand and diversify retail, employment, entertainment, and recreational opportunities within the downtown.

This would include encouraging commercial and office development opportunities, many of which could be in mixed-use projects, as well as encouraging other quality of life aspects of the downtown.

Support the Development of Rental Housing that Serves a Wide Range of Household Income Levels and Household Types within the Downtown – Based on the survey of area rental housing alternatives, there is a minimal number of *available* rental units in the overall town and very few housing units even offered in the downtown. Housing gap estimates that account for household growth, vacant units the market, substandard housing units and potential external market support, were provided for various income/affordability levels for rental housing in the market. There is an overall housing gap of approximately 64 rental units in the downtown, assuming the product is marketable and priced appropriately.

The following table summarizes the approximate potential number of new residential *rental* units that could be supported in downtown Richlands over the next few years.

Downtown Richlands, VA – Rental Housing Needs Estimates (2020 to 2025)		
Housing Segment		Number of Units*
Rentals	Low-Income Rental Housing (<\$750/Month Rent)	35
	Affordable Workforce Rental Housing (\$750-\$1,249/Month Rent)	18
	Market-rate Rental Housing (\$1,250+/Month Rent)	11

*Number of units assumes product is marketable, affordable and in an appropriate location. Variations of product types will impact the actual number of units that can be supported. Additionally, incentives and/or government policy changes could encourage support for additional units that exceed the preceding projections.

The preceding estimates are based on current government policies and incentives, recent and projected demographic trends, current and anticipated economic trends, and available and planned residential units. Numerous factors impact a market’s ability to support new housing product. This is particularly true of individual housing projects or units. Certain design elements, pricing structures, target market segments (e.g. seniors, workforce, families, etc.), product quality and location all influence the actual number of units that can be supported. The estimates shown in the preceding table provide the approximate number of units that could potentially be supported. As such, the preceding estimates should be used as a *guideline* for establishing housing priorities and goals for the town of Richlands. Demand estimates could exceed those shown in the preceding table if the community changes policies or offers incentives to encourage people to move into the market or for developers to develop new housing product.

C. DEMOGRAPHICS

This section includes detailed demographic data for the Downtown Study Area (DSA), the town of Richlands (PSA), and the surrounding region (SSA), along with statewide data. Data sources used in this demographic analysis include ESRI, 2000 and 2010 U.S. Census, American Community Survey, Urban Decision Group and Bowen National Research. The data was illustrated for various points in time and include 2000, 2010, 2020 (estimated) and 2025 (projected).

1. POPULATION TRENDS

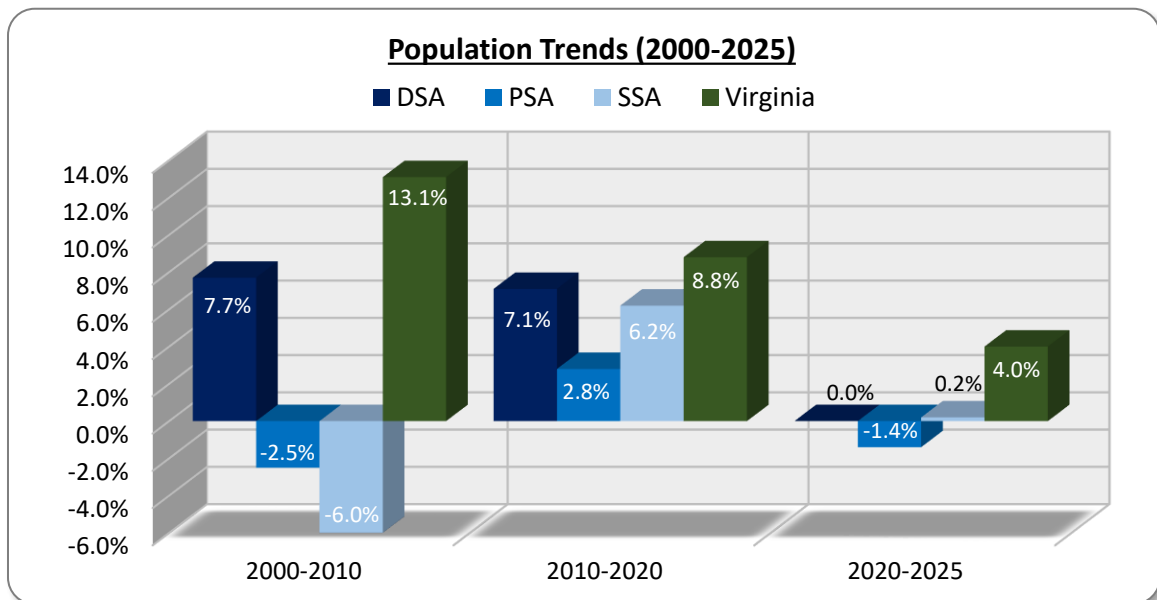
Population by numbers and percent change (growth or decline) for selected years is shown in the following table:

	Total Population									
	2000 Census	2010 Census	Change 2000-2010		2020 Estimated	Change 2010-2020		2025 Projected	Change 2020-2025	
			#	%		#	%		#	%
DSA	65	70	5	7.7%	75	5	7.1%	75	0	0.0%
PSA	5,950	5,802	-148	-2.5%	5,962	160	2.8%	5,878	-84	-1.4%
SSA	30,246	28,441	-1,805	-6.0%	30,201	1,760	6.2%	30,267	66	0.2%
Virginia	7,077,189	8,000,897	923,708	13.1%	8,702,063	701,166	8.8%	9,051,986	349,923	4.0%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The population within the PSA (Richlands) declined by 148, or 2.5%, from 2000 to 2010. Since then, the PSA has regained this population, growing by 2.8% from 2010 to 2020. It is projected that the PSA population will decline over the next five years by 84 people, or 1.4%. During the same time (2020 to 2025), the SSA (Surrounding Region) is projected to increase slightly by 66 people, or 0.2%. The DSA (Downtown) currently has 75 residents, which is not expected to change over the next five years. However, the limited inventory of housing in the DSA is likely limiting population growth.

The graph below compares the percent change in population from 2000 to 2010, 2010 to 2020, and 2020 to 2025 for the DSA (Downtown), PSA (Richlands), SSA (Surrounding Region) and the state of Virginia.



Population by age cohorts for selected years is shown in the following table:

		Population by Age							Median Age
		<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+	
DSA	2010	18 (25.7%)	8 (11.4%)	9 (12.9%)	12 (17.1%)	10 (14.3%)	7 (10.0%)	6 (8.6%)	44.4
	2020	17 (22.4%)	9 (11.7%)	9 (12.0%)	10 (13.3%)	14 (18.1%)	10 (12.8%)	7 (9.6%)	46.5
	2025	16 (21.1%)	8 (10.4%)	9 (12.0%)	10 (13.3%)	12 (15.5%)	13 (16.8%)	8 (10.9%)	49.0
	Change 2020-2025	-1 (-6.0%)	-1 (-11.4%)	0 (0.0%)	0 (0.0%)	-2 (-14.7%)	3 (31.3%)	1 (13.9%)	N/A
PSA	2010	1,679 (28.9%)	707 (12.2%)	721 (12.4%)	908 (15.6%)	831 (14.3%)	511 (8.8%)	445 (7.7%)	42.0
	2020	1,489 (25.0%)	695 (11.7%)	761 (12.8%)	763 (12.8%)	972 (16.3%)	777 (13.0%)	504 (8.5%)	45.1
	2025	1,449 (24.7%)	522 (8.9%)	793 (13.5%)	772 (13.1%)	868 (14.8%)	894 (15.2%)	579 (9.8%)	46.9
	Change 2020-2025	-40 (-2.7%)	-173 (-24.9%)	32 (4.2%)	9 (1.2%)	-104 (-10.7%)	117 (15.1%)	75 (14.9%)	N/A
SSA	2010	7,738 (27.2%)	3,297 (11.6%)	3,757 (13.2%)	4,592 (16.1%)	4,345 (15.3%)	2,789 (9.8%)	1,923 (6.8%)	43.5
	2020	7,386 (24.5%)	3,512 (11.6%)	3,794 (12.6%)	4,086 (13.5%)	4,796 (15.9%)	4,117 (13.6%)	2,512 (8.3%)	45.7
	2025	7,372 (24.4%)	3,036 (10.0%)	3,763 (12.4%)	4,074 (13.5%)	4,389 (14.5%)	4,550 (15.0%)	3,085 (10.2%)	47.1
	Change 2020-2025	-14 (-0.2%)	-476 (-13.6%)	-31 (-0.8%)	-12 (-0.3%)	-407 (-8.5%)	433 (10.5%)	573 (22.8%)	N/A
Virginia	2010	2,655,740 (33.2%)	1,090,408 (13.6%)	1,108,912 (13.9%)	1,213,977 (15.2%)	954,943 (11.9%)	549,792 (6.9%)	427,125 (5.3%)	37.4
	2020	2,675,968 (30.8%)	1,201,616 (13.8%)	1,141,913 (13.1%)	1,113,034 (12.8%)	1,147,370 (13.2%)	851,623 (9.8%)	570,539 (6.6%)	38.8
	2025	2,717,474 (30.0%)	1,207,944 (13.3%)	1,246,513 (13.8%)	1,082,346 (12.0%)	1,128,626 (12.5%)	965,551 (10.7%)	703,532 (7.8%)	39.6
	Change 2020-2025	41,506 (1.6%)	6,328 (0.5%)	104,600 (9.2%)	-30,688 (-2.8%)	-18,744 (-1.6%)	113,928 (13.4%)	132,993 (23.3%)	N/A

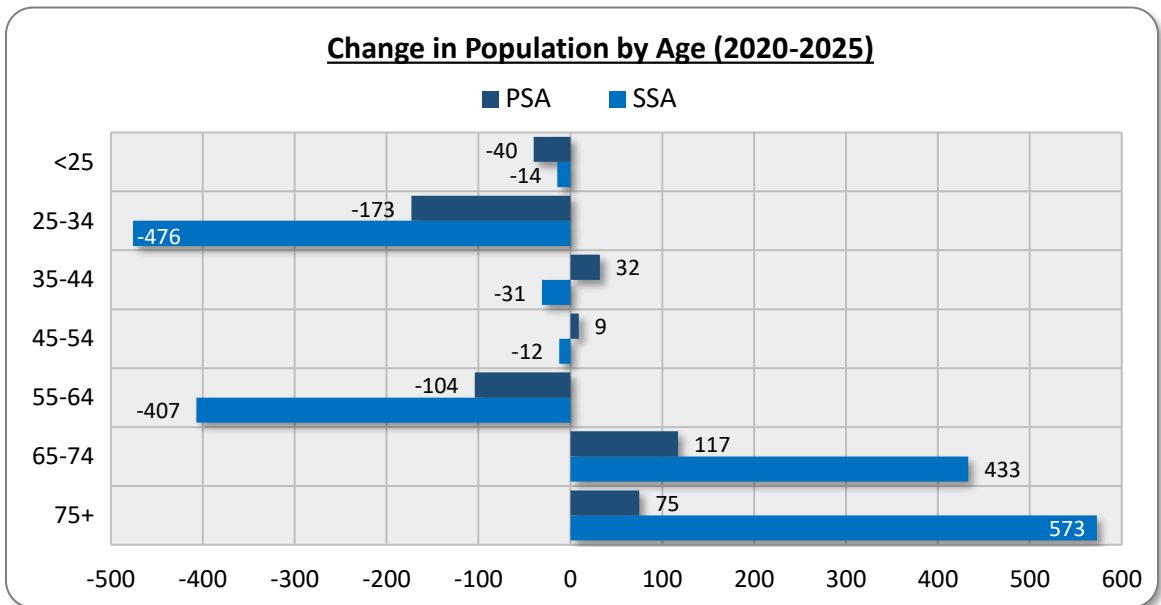
Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research
N/A – Not Applicable

Among the small number of people living in the DSA (Downtown), the distribution of population by age is relatively balanced. Within the overall PSA (Richlands) in 2020, the majority (53.6%) of the population is between the ages of 25 and 64, while over 21% of the population is age 65 or older. By 2025, the population age 65 or older will represent a quarter (25.0%) of the PSA's population base. Excluding the population under the age of 25, the largest share (16.3%) of the population within the PSA in 2020 is between the ages of 55 and 64. By 2025, the largest share (15.2%) of persons will be between the ages of 65 and 74.

In fact, most of the growth in the PSA over the next five years is projected to be among households age 65 and older, while there will be moderate growth among households between the ages of 35 and 54. Specifically, households age 65 and older are projected to increase by 192, or 15.0%, while households between the ages of 35 and 54 will increase by 41, or 2.7%. The PSA’s projected 15.0% increase in the senior population is nearly identical to the SSA’s growth of 1,006, or 15.2%, while both are growing slightly slower than the state of Virginia (17.4% growth). The projected increase in the senior population is the result of local seniors aging in place.

Generally, the population base by age is relatively well balanced within the PSA. The median age within the PSA of 45.1 is very comparable to the surrounding SSA (45.7) and well above the overall state (38.8).

The graph below demonstrates the change in population by age group for the PSA (Richlands) and SSA (Surrounding Region) between 2020 and 2025:



Population by highest educational attainment for 2020 is shown below:

		Population by Educational Attainment						
		No High School Diploma	High School Graduate	Some College, No Degree	Associate Degree	Bachelor Degree	Graduate Degree	Total
DSA	Number	16	26	8	3	2	3	58
	Percent	26.8%	44.6%	14.3%	5.4%	3.6%	5.4%	100.0%
PSA	Number	1,178	1,601	696	507	303	188	4,473
	Percent	26.3%	35.8%	15.6%	11.3%	6.8%	4.2%	100.0%
SSA	Number	5,156	7,852	4,058	2,475	1,924	1,350	22,815
	Percent	22.6%	34.4%	17.8%	10.8%	8.4%	5.9%	100.0%
Virginia	Number	597,052	1,450,369	1,121,976	485,011	1,343,719	1,027,967	6,026,094
	Percent	9.9%	24.1%	18.6%	8.0%	22.3%	17.1%	100.0%

Source: ESRI; Urban Decision Group; Bowen National Research

Over 73% of adult residents in the PSA (Richlands) possess at least a high school diploma, which is a much lower share than the statewide 90.1% share. The 1,178 adults in the PSA that do not have high school diplomas are more likely to have a lower earning capacity than others, which could contribute to their financial challenges. As such, affordable housing will be an important component to the area's housing needs.

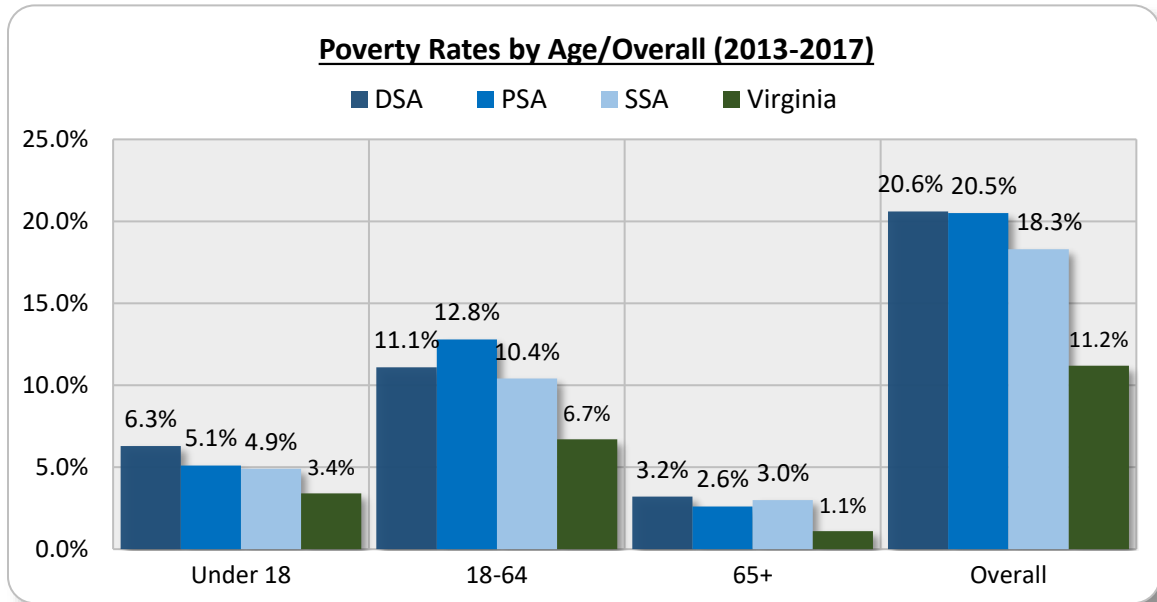
Population by poverty status is shown in the following table:

		Population by Poverty Status						Total
		Income below poverty level:			Income at or above poverty level:			
		<18	18 to 64	65+	<18	18 to 64	65+	
DSA	Number	4	7	2	7	31	12	63
	Percent	6.3%	11.1%	3.2%	11.1%	49.2%	19.0%	100.0%
PSA	Number	265	668	138	793	2,371	973	5,208
	Percent	5.1%	12.8%	2.6%	15.2%	45.5%	18.7%	100.0%
SSA	Number	1,311	2,792	817	3,953	13,297	4,750	26,920
	Percent	4.9%	10.4%	3.0%	14.7%	49.4%	17.6%	100.0%
Virginia	Number	273,962	547,038	85,838	1,564,758	4,568,905	1,075,525	8,116,026
	Percent	3.4%	6.7%	1.1%	19.3%	56.3%	13.3%	100.0%

Source: U.S. Census Bureau, 2013-2017 American Community Survey; Urban Decision Group; Bowen National Research

Roughly one in five (20.5%) PSA (Richlands) residents live in poverty, which represents a higher share than the surrounding SSA (18.3%) and statewide (11.2%). Of the 1,071 people in the PSA who suffer from poverty, 265 are children and 806 are adults. As such, a quarter of children within the PSA live in poverty, while the adult (age 18 and older) poverty rate is 19.4% and the poverty rate for seniors (age 65 and older) is 12.4%. Most current downtown residents do not live in poverty.

The following graph compares the poverty rates by age (and overall) for the DSA, PSA, SSA and the state of Virginia.



Population by migration (previous residence one year prior to survey) based on 2013-2017 estimates is shown in the following table:

		Population by Migration					
		Same House	Different House in Same County	Different County In Same State	Different State	Moved from Abroad	Total
DSA	Number	55	7	2	1	0	65
	Percent	84.6%	10.8%	3.1%	1.5%	0.0%	100.0%
PSA	Number	4,689	340	63	105	0	5,197
	Percent	90.2%	6.5%	1.2%	2.0%	0.0%	100.0%
SSA	Number	24,546	1,574	627	308	90	27,145
	Percent	90.4%	5.8%	2.3%	1.1%	0.3%	100.0%
Virginia	Number	6,971,952	547,007	415,460	260,796	71,569	8,266,784
	Percent	84.3%	6.6%	5.0%	3.2%	0.9%	100.0%

Source: U.S. Census Bureau, 2013-2017 American Community Survey; ESRI; Urban Decision Group; Bowen National Research

The PSA (Richlands) had a nearly identical share (9.8%) of people changing residences annually to the surrounding SSA (9.6%). These are both much lower than the Virginia statewide share (15.7%). This indicates a relatively non-transient population in the PSA.

Of the small number of PSA residents who had changed residences over the preceding year, most moved from within the county. Virtually none have moved from outside the county.

2. HOUSEHOLD TRENDS

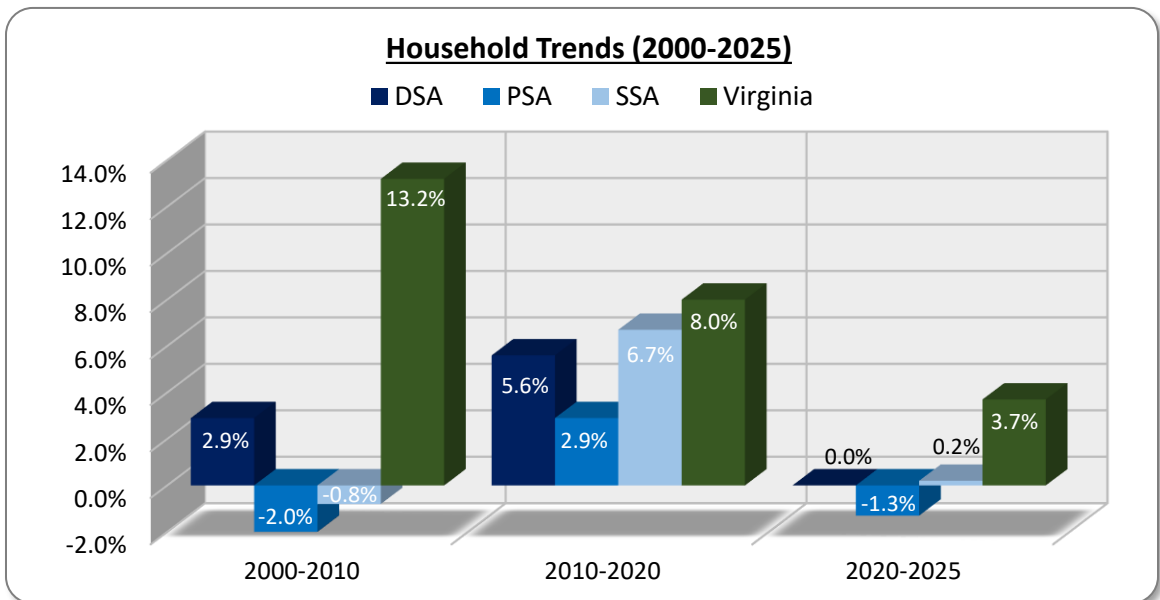
Household trends are summarized as follows:

	Total Households									
	2000 Census	2010 Census	Change 2000-2010		2020 Estimated	Change 2010-2020		2025 Projected	Change 2020-2025	
			#	%		#	%		#	%
DSA	35	36	1	2.9%	38	2	5.6%	38	0	0.0%
PSA	2,597	2,545	-52	-2.0%	2,618	73	2.9%	2,583	-35	-1.3%
SSA	11,632	11,536	-96	-0.8%	12,312	776	6.7%	12,333	21	0.2%
Virginia	2,698,516	3,056,004	357,488	13.2%	3,300,781	244,777	8.0%	3,423,517	122,736	3.7%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The PSA (Richlands) experienced a modest decline in the number of households between 2000 and 2010, while the state increased by over 13.0%. The PSA more than recovered from 2010 to 2020, growing by nearly 3.0%. However, it is projected that the PSA will experience a slight decline in households of 1.3% over the next five years, while the SSA (Surrounding Region) is projected to remain virtually unchanged. It should be noted that the addition of new housing and other investment in the downtown could likely increase household growth downtown.

A graph showing the percent change in households from 2000 to 2010, 2010 to 2020, and from 2020 to 2025 for the DSA (Downtown), PSA (Richlands), SSA (Surrounding Region) and the state of Virginia is shown below.



Household heads by age cohorts for selected years are shown in the following table
(Note: DSA projections for 2025 were not provided due to the small number of households in the area and the margin of error associated with it):

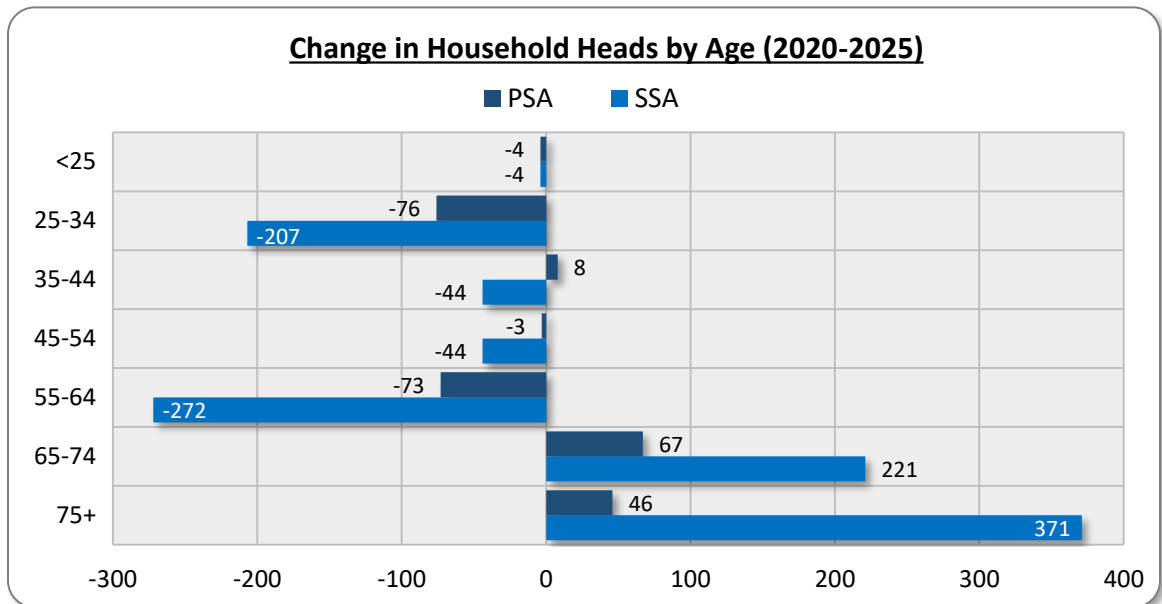
		Household Heads by Age						
		<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+
DSA	2010	0 (0.0%)	4 (11.1%)	5 (13.9%)	10 (27.8%)	7 (19.4%)	5 (13.9%)	5 (13.9%)
	2020	0 (0.0%)	4 (10.5%)	5 (13.2%)	6 (15.8%)	10 (25.8%)	7 (18.9%)	6 (15.8%)
PSA	2010	111 (4.4%)	305 (12.0%)	386 (15.2%)	507 (19.9%)	535 (21.0%)	372 (14.6%)	329 (12.9%)
	2020	94 (3.6%)	289 (11.0%)	378 (14.4%)	415 (15.9%)	577 (22.1%)	513 (19.6%)	351 (13.4%)
	2025	90 (3.5%)	213 (8.2%)	386 (14.9%)	412 (16.0%)	504 (19.5%)	580 (22.5%)	397 (15.4%)
	Change 2020-2025	-4 (-4.2%)	-76 (-26.3%)	8 (2.1%)	-3 (-0.7%)	-73 (-12.6%)	67 (13.1%)	46 (13.1%)
SSA	2010	364 (3.2%)	1,292 (11.2%)	1,763 (15.3%)	2,403 (20.8%)	2,545 (22.1%)	1,800 (15.6%)	1,369 (11.9%)
	2020	302 (2.5%)	1,357 (11.0%)	1,708 (13.9%)	2,007 (16.3%)	2,671 (21.7%)	2,523 (20.5%)	1,744 (14.2%)
	2025	298 (2.4%)	1,150 (9.3%)	1,664 (13.5%)	1,963 (15.9%)	2,399 (19.4%)	2,744 (22.3%)	2,115 (17.2%)
	Change 2020-2025	-4 (-1.3%)	-207 (-15.3%)	-44 (-2.6%)	-44 (-2.2%)	-272 (-10.2%)	221 (8.8%)	371 (21.3%)
Virginia	2010	139,257 (4.6%)	481,044 (15.7%)	575,641 (18.8%)	673,637 (22.0%)	557,852 (18.3%)	342,758 (11.2%)	285,815 (9.4%)
	2020	127,542 (3.9%)	505,262 (15.3%)	573,878 (17.4%)	592,293 (17.9%)	637,776 (19.3%)	503,016 (15.2%)	361,015 (10.9%)
	2025	131,098 (3.8%)	501,505 (14.6%)	615,298 (18.0%)	567,946 (16.6%)	614,765 (18.0%)	557,986 (16.3%)	434,920 (12.7%)
	Change 2020-2025	3,556 (2.8%)	-3,757 (-0.7%)	41,420 (7.2%)	-24,347 (-4.1%)	-23,011 (-3.6%)	54,970 (10.9%)	73,905 (20.5%)

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2020, over 63% of PSA (Richlands) households are between the ages of 25 and 64, while 33% are age 65 or older. As such, the market has a good mix of family and senior households. While there is a continued need for larger multifamily units, the market will likely require additional housing that meets the needs of seniors, as virtually all of the growth in PSA households will be among those ages 65 and older, adding 113 households (13.0% growth) between 2020 and 2025.

Similar trends are projected to occur in the SSA (Surrounding Region), with all of the growth projected to be among households age 65 or older, reflecting an increase of 592 or 13.9% over the same time period.

The graph below illustrates the projected change of households by age in the PSA (Richlands) and SSA (Surrounding Region) between 2020 and 2025.



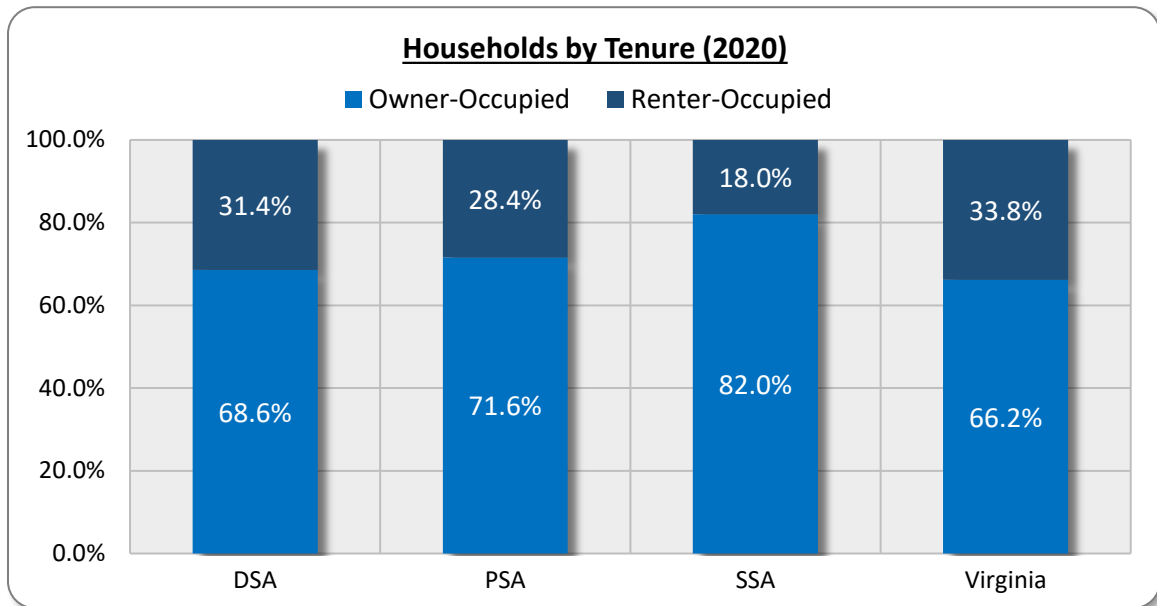
Households by tenure for each study area are distributed as follows:

		Households by Tenure							
		2000		2010		2020		2025	
Study Area	Household Type	Number	Percent	Number	Percent	Number	Percent	Number	Percent
DSA	Owner-Occupied	24	68.6%	26	72.2%	26	68.6%	27	69.4%
	Renter-Occupied	11	31.4%	10	27.8%	12	31.4%	12	30.6%
	Total	35	100.0%	36	100.0%	38	100.0%	39	100.0%
PSA	Owner-Occupied	1,843	71.0%	1,787	70.2%	1,874	71.6%	1,877	72.6%
	Renter-Occupied	754	29.0%	758	29.8%	745	28.4%	708	27.4%
	Total	2,597	100.0%	2,545	100.0%	2,618	100.0%	2,584	100.0%
SSA	Owner-Occupied	9,357	80.4%	9,029	78.3%	10,091	82.0%	10,170	82.5%
	Renter-Occupied	2,275	19.6%	2,507	21.7%	2,222	18.0%	2,163	17.5%
	Total	11,632	100.0%	11,536	100.0%	12,313	100.0%	12,333	100.0%
Virginia	Owner-Occupied	1,837,793	68.1%	2,055,138	67.2%	2,184,723	66.2%	2,294,251	67.0%
	Renter-Occupied	860,723	31.9%	1,000,866	32.8%	1,116,059	33.8%	1,129,267	33.0%
	Total	2,698,516	100.0%	3,056,004	100.0%	3,300,781	100.0%	3,423,517	100.0%

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Similar to the state of Virginia, the PSA (Richlands) is an owner-occupied dominated market, with over 70% of the housing occupied by homeowners. The share of renter-occupied housing has remained virtually unchanged over the past 20 years but is projected to decline through 2025 by just 37 households.

The graph below illustrates the share of owner- and renter-occupied households within the DSA (Downtown), PSA (Richlands), SSA (Surrounding Region) and the state of Virginia for 2020.



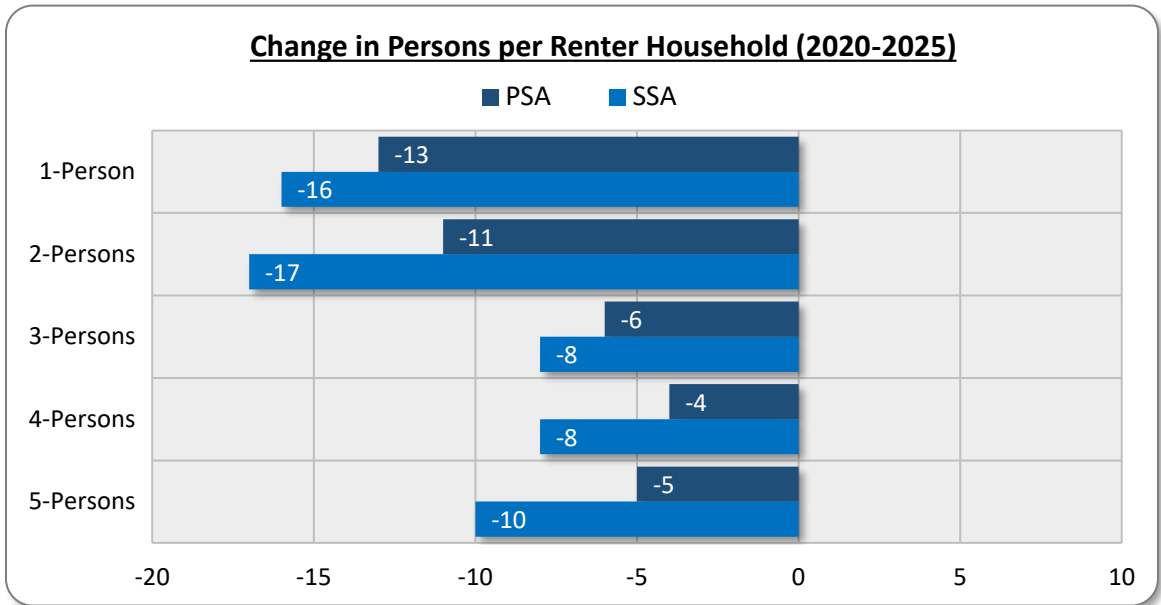
Renter households by size for selected years for the PSA and Virginia are shown in the following table:

		Persons Per Renter Household						Total	Average H.H. Size
		1-Person	2-Person	3-Person	4-Person	5-Person			
PSA	2010	281 (37.1%)	211 (27.9%)	123 (16.2%)	81 (10.7%)	62 (8.1%)	758 (100.0%)	2.29	
	2020	290 (38.9%)	209 (28.0%)	126 (16.9%)	77 (10.3%)	44 (5.9%)	745 (100.0%)	2.05	
	2025	277 (39.2%)	198 (28.0%)	120 (17.0%)	73 (10.3%)	39 (5.6%)	708 (100.0%)	1.99	
Virginia	2010	358,410 (35.8%)	281,343 (28.1%)	160,038 (16.0%)	116,000 (11.6%)	85,074 (8.5%)	1,000,866 (100.0%)	2.29	
	2020	391,861 (35.1%)	312,917 (28.0%)	177,163 (15.9%)	134,719 (12.1%)	99,398 (8.9%)	1,116,059 (100.0%)	2.32	
	2025	394,891 (35.0%)	316,494 (28.0%)	178,926 (15.8%)	137,480 (12.2%)	101,476 (9.0%)	1,129,267 (100.0%)	2.32	

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research
H.H. - Household

As of 2020, one- to two-person households comprise approximately two-thirds of renter households in the PSA (Richlands). Conversely, large families (households with four or more persons) represent just 15.9% of renter households. As such, smaller households among renters in the PSA are predominant.

The following graph compares the changes in persons per renter household within the PSA (Richlands) and SSA (Surrounding Region, not shown in preceding table) from 2020 to 2025.



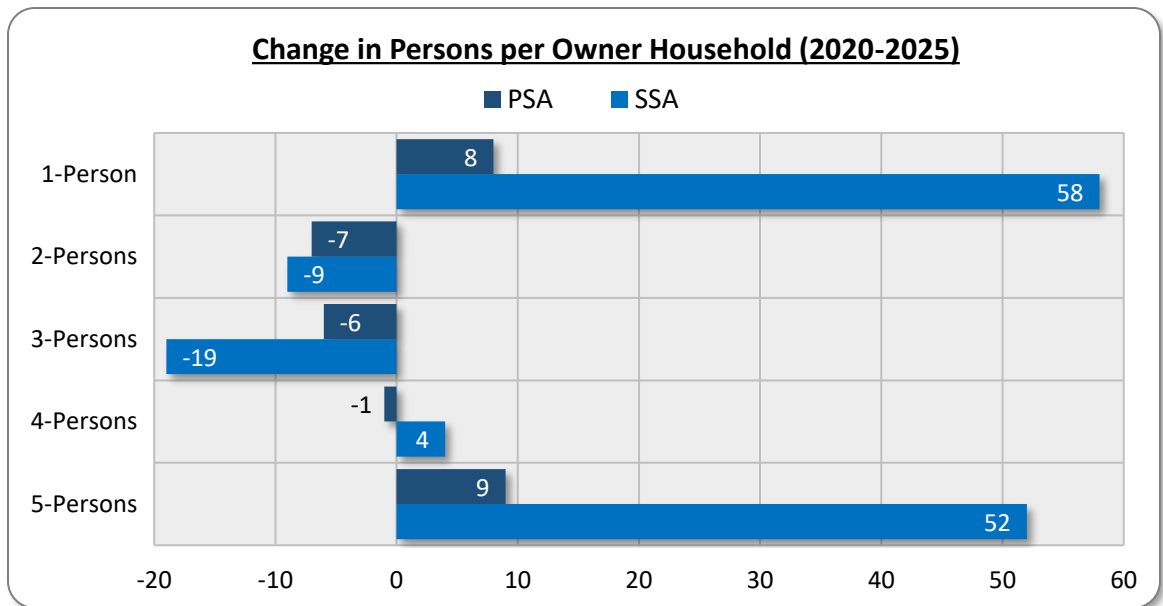
Owner households by size for selected years for the PSA and Virginia are shown in the following table:

		Persons Per Owner Household					Total	Average H.H. Size
		1-Person	2-Person	3-Person	4-Person	5-Person		
PSA	2010	425 (23.8%)	748 (41.8%)	315 (17.6%)	210 (11.7%)	90 (5.0%)	1,787 (100.0%)	2.34
	2020	487 (26.0%)	754 (40.2%)	302 (16.1%)	219 (11.7%)	113 (6.0%)	1,874 (100.0%)	2.24
	2025	495 (26.4%)	747 (39.8%)	296 (15.8%)	218 (11.6%)	122 (6.5%)	1,878 (100.0%)	2.26
Virginia	2010	452,336 (22.0%)	762,251 (37.1%)	354,100 (17.2%)	303,749 (14.8%)	182,702 (8.9%)	2,055,138 (100.0%)	2.51
	2020	491,572 (22.5%)	815,738 (37.3%)	369,625 (16.9%)	312,640 (14.3%)	195,148 (8.9%)	2,184,723 (100.0%)	2.50
	2025	518,423 (22.6%)	857,531 (37.4%)	386,926 (16.9%)	326,183 (14.2%)	205,188 (8.9%)	2,294,251 (100.0%)	2.50

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research
H.H. - Household

As of 2020, one- to two-person households represent approximately two-thirds of owner households in the PSA (Richlands), while large families (households with four or more persons) represent just 17.7% of owner households.

The following graph compares the changes in persons per owner household within the PSA (Richlands) and SSA (Surrounding Region, not shown in preceding table) from 2020 to 2025.



Substandard housing is an important component to consider when evaluating a housing market and potential housing need. Substandard housing is generally considered housing that 1.) Lacks complete kitchen and/or bathroom facilities, 2.) Is overcrowded, and 3.) Has a rent/cost over-burden situation. Markets with a disproportionate high share of any of the preceding substandard housing characteristics may be in need of replacement housing. As a result, we have evaluated each of these characteristics for each of the study areas.

The following tables demonstrate the share of substandard housing by tenure found in the study areas, based on the presence or absence of kitchen and complete plumbing facilities:

		Renter-Occupied Housing by Kitchen & Complete Plumbing Characteristics					
		Kitchens			Plumbing		
		Complete	Incomplete	Total	Complete	Incomplete	Total
DSA	Number	10	0	10	10	0	10
	Percent	100.0%	0.0%	100.0%	100.0%	0.0%	100.0%
PSA	Number	692	0	692	692	0	692
	Percent	100.0%	0.0%	100.0%	100.0%	0.0%	100.0%
SSA	Number	2,419	15	2,434	2,431	3	2,434
	Percent	99.4%	0.6%	100.0%	99.9%	0.1%	100.0%
Virginia	Number	1,036,345	14,213	1,050,558	1,045,208	5,350	1,050,558
	Percent	98.6%	1.4%	100.0%	99.5%	0.5%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

		Owner-Occupied Housing by Kitchen & Complete Plumbing Characteristics					
		Kitchens			Plumbing		
		Complete	Incomplete	Total	Complete	Incomplete	Total
DSA	Number	24	0	24	24	0	24
	Percent	100.0%	0.0%	100.0%	100.0%	0.0%	100.0%
PSA	Number	1,705	2	1,707	1,704	3	1,707
	Percent	99.9%	0.1%	100.0%	99.8%	0.2%	100.0%
SSA	Number	8,524	26	8,550	8,484	66	8,550
	Percent	99.7%	0.3%	100.0%	99.2%	0.8%	100.0%
Virginia	Number	2,050,283	4,750	2,055,033	2,050,124	4,909	2,055,033
	Percent	99.8%	0.2%	100.0%	99.8%	0.2%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

In the PSA (Richlands), only five owner-occupied housing units lack complete kitchen or plumbing facilities, while such an issue does not exist for renter-occupied units. There are none of these such units in the DSA (Downtown).

Overcrowded housing is considered a housing unit with 1.01 or more persons per room, while severe overcrowded housing is considered a unit with 1.51 or more persons per room. The following table illustrates the overcrowded households by tenure for each study area.

	Overcrowded				Severe Overcrowded			
	Renter		Owner		Renter		Owner	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
DSA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PSA	10	1.4%	17	1.0%	1	0.1%	0	0.0%
SSA	22	0.9%	61	0.7%	7	0.3%	3	0.0%
Virginia	43,486	4.1%	18,004	0.9%	14,064	1.3%	3,224	0.2%

Source: 2013-2017 American Community Survey

In the PSA (Richlands), 10 (1.4%) renter households and 17 (1.0%) owner households are experiencing overcrowded housing situations, which is slightly higher than but comparable to the 0.9% share of renter households and 0.7% share of owner households within the SSA (Surrounding Region). Statewide, these shares are 4.1% for renters and 0.9% for homeowners. As such, overcrowding does not appear to be a prevalent housing issue within the PSA.

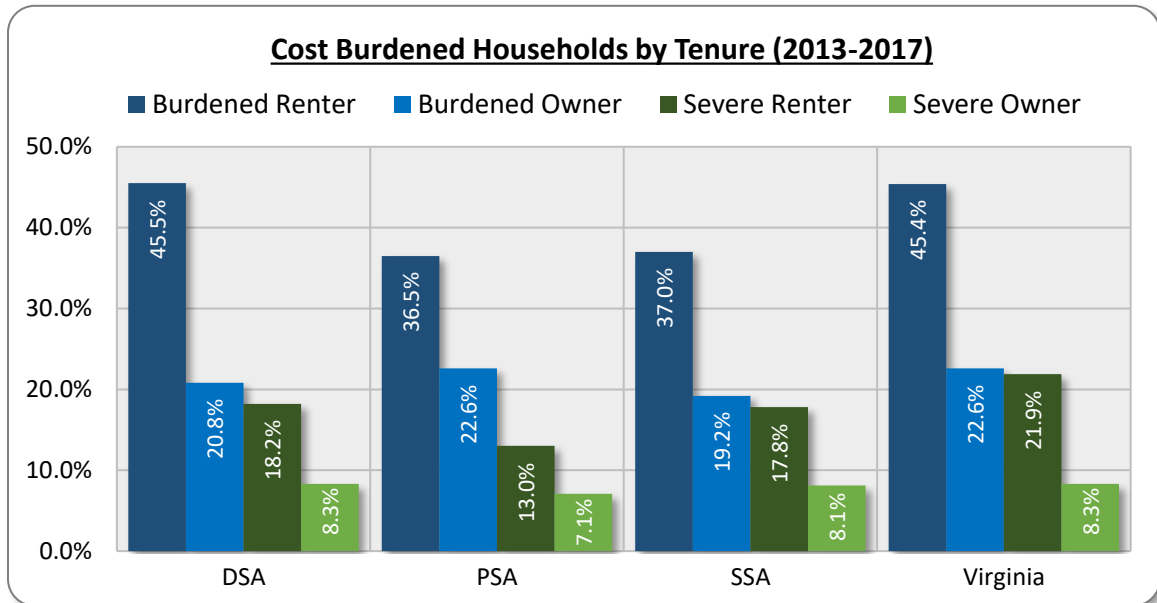
Cost burdened households are those paying over 30% of their income toward housing costs, while *severe* cost burdened households are considered those paying over 50% of their income toward housing costs. The following table illustrates the cost burdened and severe cost burdened households for the various study areas.

	Cost Burdened				Severe Cost Burdened			
	Renter		Owner		Renter		Owner	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
DSA	5	45.5%	5	20.8%	2	18.2%	2	8.3%
PSA	252	36.5%	386	22.6%	90	13.0%	121	7.1%
SSA	900	37.0%	1,675	19.6%	434	17.8%	692	8.1%
Virginia	477,379	45.4%	465,042	22.6%	230,303	21.9%	170,926	8.3%

Source: 2013-2017 American Community Survey

Among the PSA’s *renter* households, a total of 252 (36.5%) are cost burdened and 90 (13.0%) are *severe* cost burdened. These shares are much lower than the state averages. A total of 386 (22.6%) PSA *owner* households are cost burdened, while 121 (7.1%) are *severe* cost burdened. While these shares are comparable to the surrounding SSA averages, the fact that more than 600 households in the PSA pay disproportionately high shares of their income toward housing costs indicates that affordable housing will be an important part of meeting the area’s housing needs.

The graph below illustrates the cost burdened shares by tenure (renter vs. owner) for the DSA (Downtown), PSA (Richlands), SSA (Surrounding Region) and the state of Virginia.



3. INCOME TRENDS

Median household income for selected years is shown in the following table:

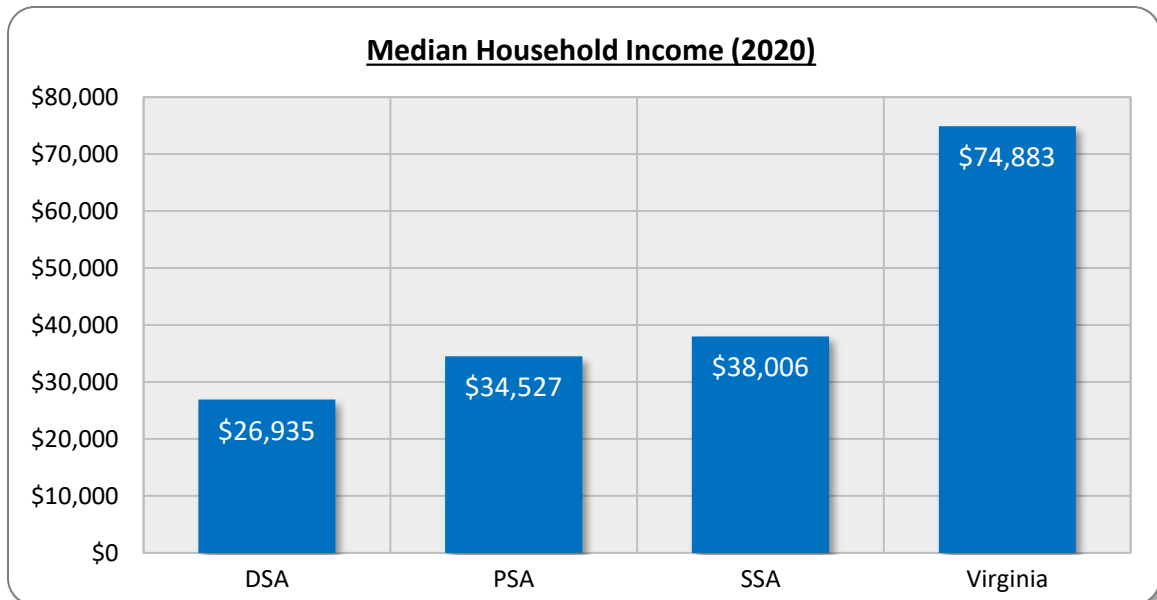
	Median Household Income				
	2010 Census	2020 Estimated	% Change 2010-2020	2025 Projected	% Change 2020-2025
DSA	\$25,000	\$26,935	7.7%	\$28,056	4.2%
PSA	\$25,819	\$34,527	33.7%	\$36,398	5.4%
SSA	\$30,912	\$38,006	22.9%	\$39,503	3.9%
Virginia	\$59,915	\$74,883	25.0%	\$80,315	7.3%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the PSA (Richlands) had an estimated median household income of \$25,819. As of 2020, this figure is \$34,527. The PSA’s 33.7% increase in median income between 2010 and 2020 outpaced the 22.9% increase in the SSA (Surrounding Region) and the 25% increase statewide. The PSA’s median household income is projected to grow at a slowing pace of 5.4% to \$36,398 by 2025, outpacing the SSA but lagging behind the state average.

It should be noted that the median income in the DSA (Downtown) has been lower than that of the PSA (Richlands) over the past 20 years. Further, the gap between the PSA’s and the DSA’s median income has been increasing from \$819 in 2010 to \$7,592 in 2020 and is projected to be \$8,342 by 2025. However, the introduction of new modern market-rate housing (rentals or for-sale product) will draw higher income households to live in the downtown and increase the downtown’s median household income level.

A graph comparing the 2020 median household income levels for each study area is shown below:



The distribution of renter households by income within the study areas is summarized as follows (Note: Data for the DSA was excluded due to the small number of households and the large margin of error):

		Renter Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
PSA	2010	243 (32.1%)	257 (33.9%)	81 (10.7%)	51 (6.7%)	36 (4.8%)	28 (3.7%)	45 (5.9%)	17 (2.2%)
	2020	149 (20.0%)	203 (27.3%)	114 (15.3%)	81 (10.9%)	73 (9.8%)	36 (4.8%)	65 (8.7%)	23 (3.1%)
	2025	134 (18.9%)	182 (25.7%)	103 (14.6%)	74 (10.5%)	80 (11.4%)	36 (5.2%)	72 (10.2%)	25 (3.6%)
	Change 2020-2025	-15 (-10.2%)	-21 (-10.4%)	-11 (-9.3%)	-7 (-8.4%)	7 (10.0%)	0 (1.1%)	7 (11.1%)	2 (7.9%)
SSA	2010	669 (26.7%)	799 (31.9%)	343 (13.7%)	227 (9.0%)	145 (5.8%)	115 (4.6%)	166 (6.6%)	45 (1.8%)
	2020	465 (20.9%)	586 (26.4%)	328 (14.7%)	248 (11.2%)	195 (8.8%)	110 (4.9%)	215 (9.7%)	75 (3.4%)
	2025	429 (19.8%)	548 (25.3%)	297 (13.7%)	237 (11.0%)	218 (10.1%)	108 (5.0%)	245 (11.3%)	82 (3.8%)
	Change 2020-2025	-36 (-7.8%)	-38 (-6.5%)	-31 (-9.4%)	-11 (-4.4%)	22 (11.5%)	-2 (-2.1%)	30 (14.2%)	7 (8.7%)
Virginia	2010	112,495 (11.2%)	146,305 (14.6%)	126,239 (12.6%)	120,717 (12.1%)	112,445 (11.2%)	79,077 (7.9%)	191,219 (19.1%)	112,369 (11.2%)
	2020	105,504 (9.5%)	136,607 (12.2%)	119,217 (10.7%)	110,265 (9.9%)	102,946 (9.2%)	86,232 (7.7%)	242,055 (21.7%)	213,234 (19.1%)
	2025	99,468 (8.8%)	127,311 (11.3%)	110,644 (9.8%)	103,697 (9.2%)	96,737 (8.6%)	86,096 (7.6%)	253,690 (22.5%)	251,623 (22.3%)
	Change 2020-2025	-6,036 (-5.7%)	-9,296 (-6.8%)	-8,573 (-7.2%)	-6,568 (-6.0%)	-6,209 (-6.0%)	-135 (-0.2%)	11,635 (4.8%)	38,389 (18.0%)

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As of 2020, the PSA (Richlands) has a relatively well-balanced mix of renter households by income level, though skewed to the lower income side with over a quarter of renter households making between \$10,000 and \$20,000 annually. In fact, nearly half (47%) of PSA renter households earn less than \$20,000 annually, and over four-fifths (83.0%) of PSA renter households earn less than \$50,000. Between 2020 and 2025, renter households within the PSA with incomes *below* \$40,000 are expected to decline by 54, while those making \$40,000 or more are expected to increase by 16. These characteristics and trends indicate a continued need for residential rental units affordable to the lowest income households and a growing need for product that will appeal to higher income households.

The distribution of *owner* households by income is summarized as follows (Note: Data for the DSA was excluded due to the small number of households and the large margin of error):

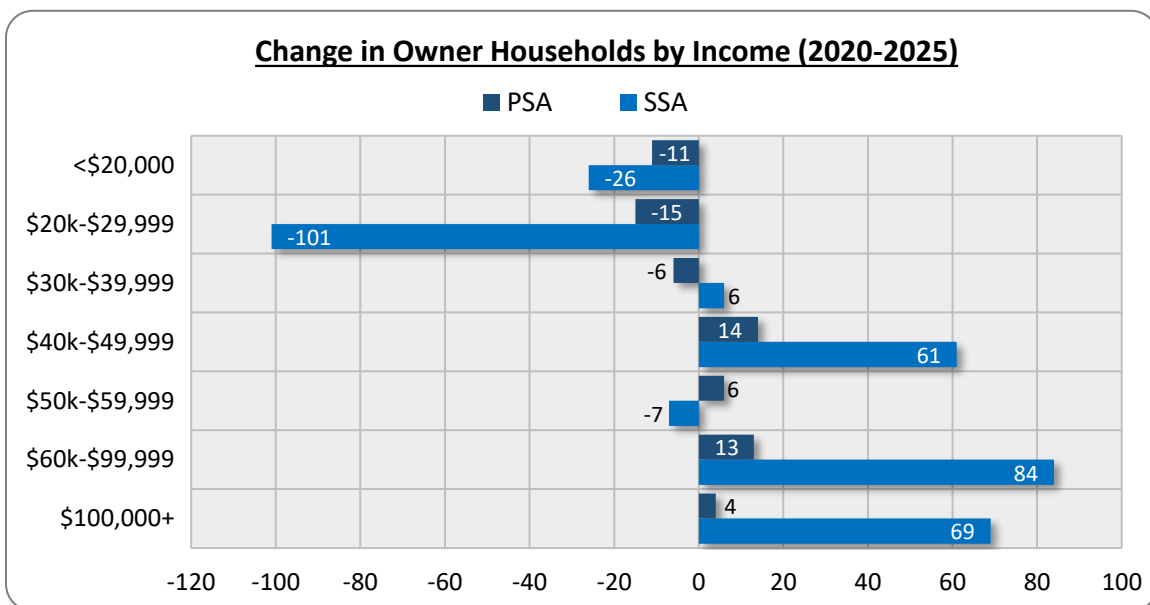
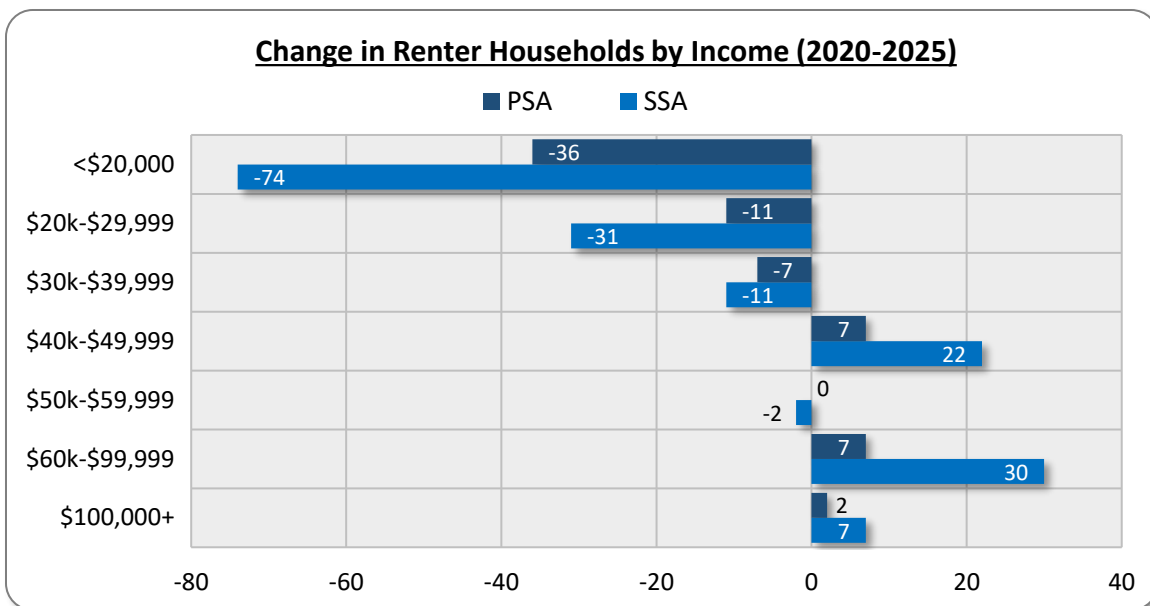
		Owner Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
PSA	2010	235 (13.1%)	367 (20.5%)	212 (11.9%)	181 (10.1%)	154 (8.6%)	140 (7.8%)	309 (17.3%)	189 (10.6%)
	2020	142 (7.6%)	273 (14.6%)	272 (14.5%)	265 (14.2%)	237 (12.7%)	155 (8.3%)	324 (17.3%)	206 (11.0%)
	2025	141 (7.5%)	263 (14.0%)	256 (13.6%)	259 (13.8%)	251 (13.4%)	161 (8.6%)	337 (18.0%)	210 (11.2%)
	Change 2020-2025	-1 (-0.6%)	-10 (-3.6%)	-15 (-5.7%)	-6 (-2.3%)	14 (5.8%)	6 (3.6%)	13 (4.0%)	4 (2.0%)
SSA	2010	908 (10.1%)	1,623 (18.0%)	1,298 (14.4%)	1,176 (13.0%)	895 (9.9%)	835 (9.2%)	1,558 (17.3%)	734 (8.1%)
	2020	744 (7.4%)	1,341 (13.3%)	1,355 (13.4%)	1,424 (14.1%)	1,111 (11.0%)	835 (8.3%)	1,955 (19.4%)	1,327 (13.2%)
	2025	741 (7.3%)	1,318 (12.9%)	1,254 (12.3%)	1,430 (14.0%)	1,172 (11.5%)	829 (8.1%)	2,038 (20.0%)	1,397 (13.7%)
	Change 2020-2025	-3 (-0.4%)	-23 (-1.7%)	-101 (-7.5%)	6 (0.4%)	61 (5.4%)	-7 (-0.8%)	84 (4.3%)	69 (5.2%)
Virginia	2010	73,860 (3.6%)	119,626 (5.8%)	140,224 (6.8%)	162,370 (7.9%)	167,595 (8.2%)	169,149 (8.2%)	505,638 (24.6%)	716,676 (34.9%)
	2020	60,508 (2.8%)	97,047 (4.4%)	113,269 (5.2%)	126,515 (5.8%)	131,992 (6.0%)	151,370 (6.9%)	510,567 (23.4%)	993,455 (45.5%)
	2025	60,152 (2.6%)	95,161 (4.1%)	109,648 (4.8%)	123,804 (5.4%)	129,652 (5.7%)	153,689 (6.7%)	531,326 (23.2%)	1,090,817 (47.5%)
	Change 2020-2025	-356 (-0.6%)	-1,886 (-1.9%)	-3,620 (-3.2%)	-2,711 (-2.1%)	-2,339 (-1.8%)	2,319 (1.5%)	20,759 (4.1%)	97,363 (9.8%)

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, roughly half (49.3%) of the PSA (Richlands) owner-occupied households earn \$40,000 or more annually in 2020. This is considered a low share when compared to the statewide 81.8% share of owner-households in this income bracket, despite the fact that the highest individual share (17.3%) of PSA owner households earn between \$60,000 and \$99,999 annually.

Similar to the situation with renters, the middle- and higher-income owner households (earning \$40,000 or more annually) are projected to increase by 37 between 2020 and 2025, while households making less than \$40,000 are expected to decline. Similar trends are projected to occur within the SSA (Surrounding Region), with the bulk of its growth occurring among owner households earning over \$60,000 annually.

The following graphs illustrate the projected change in the number of households by income and tenure for the PSA (Richlands) and SSA (Surrounding Region) between 2020 and 2025.



D. ECONOMIC ANALYSIS

This section of the report addresses key economic trends such as employment growth and unemployment rates for Tazewell County and compares them with state and national characteristics and trends. We also include a summary of notable economic activity in the county.

Labor Force by Employment Sector

The labor force within the PSA (Richlands) is based primarily in Health Care & Social Assistance (40.7%), Retail Trade (15.1%), Educational Services (9.8%), and Accommodation & Food Services (8.8%). Within the DSA (Downtown), Health Care & Social Assistance (28.1%) and Educational Services (25.5%) combined represent over half of the labor force. Within the Southwest Virginia Nonmetropolitan Area, the typical salary in Health Practitioners & Technical occupations is \$62,270, while the Healthcare Support occupations have a typical salary of \$28,739. Most annual blue-collar salaries range from \$21,530 in Food Preparation and Serving Related Occupations to \$41,460 in Construction and Extraction Occupations. White-collar jobs, such as those related to professional positions, management and medicine, have an average typical salary of \$69,324. The typical wages of all occupational types within the Southwest Virginia Nonmetropolitan Area are lower than the state of Virginia's typical wages.

Employment Base and Unemployment Rates

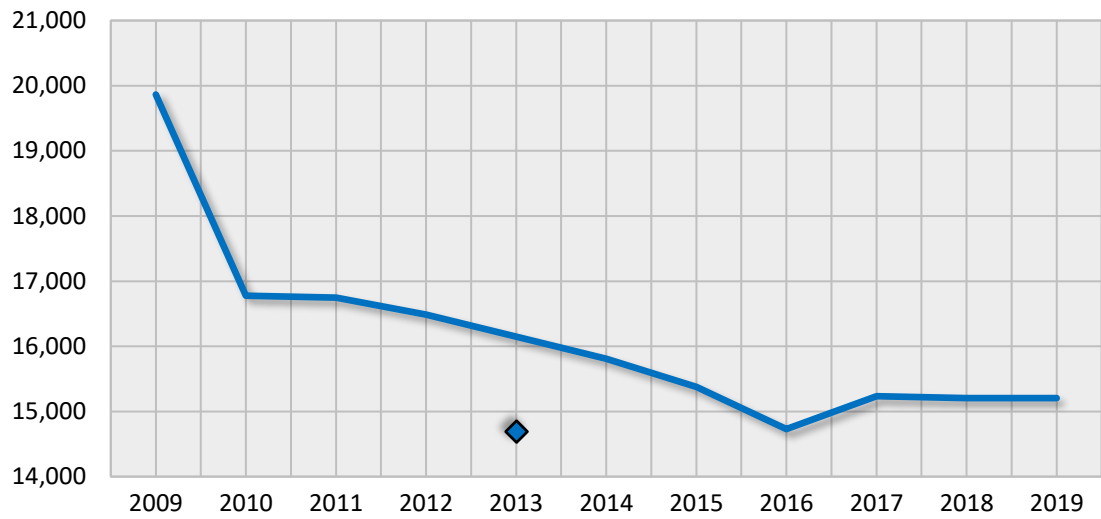
Excluding 2019, the employment base has declined by 3.8% over the past five years in Tazewell County, while the state of Virginia increased by 4.6%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Tazewell County, the state of Virginia and the United States.

Year	Total Employment					
	Tazewell County		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	19,864	-	3,842,516	-	140,696,560	-
2010	16,779	-15.5%	3,860,386	0.5%	140,469,139	-0.2%
2011	16,749	-0.2%	3,934,326	1.9%	141,791,255	0.9%
2012	16,489	-1.6%	3,967,987	0.9%	143,621,634	1.3%
2013	16,146	-2.1%	3,995,182	0.7%	145,017,562	1.0%
2014	15,810	-2.1%	4,019,470	0.6%	147,313,048	1.6%
2015	15,379	-2.7%	4,028,400	0.2%	149,564,649	1.5%
2016	14,730	-4.2%	4,069,050	1.0%	151,965,225	1.6%
2017	15,233	3.4%	4,150,132	2.0%	154,271,036	1.5%
2018	15,207	-0.2%	4,202,801	1.3%	156,328,502	1.3%
2019	15,204	0.0%	4,289,638	2.1%	158,521,046	1.4%

Source: Department of Labor; Bureau of Labor Statistics

Tazewell County Total Employment (2009-2019)

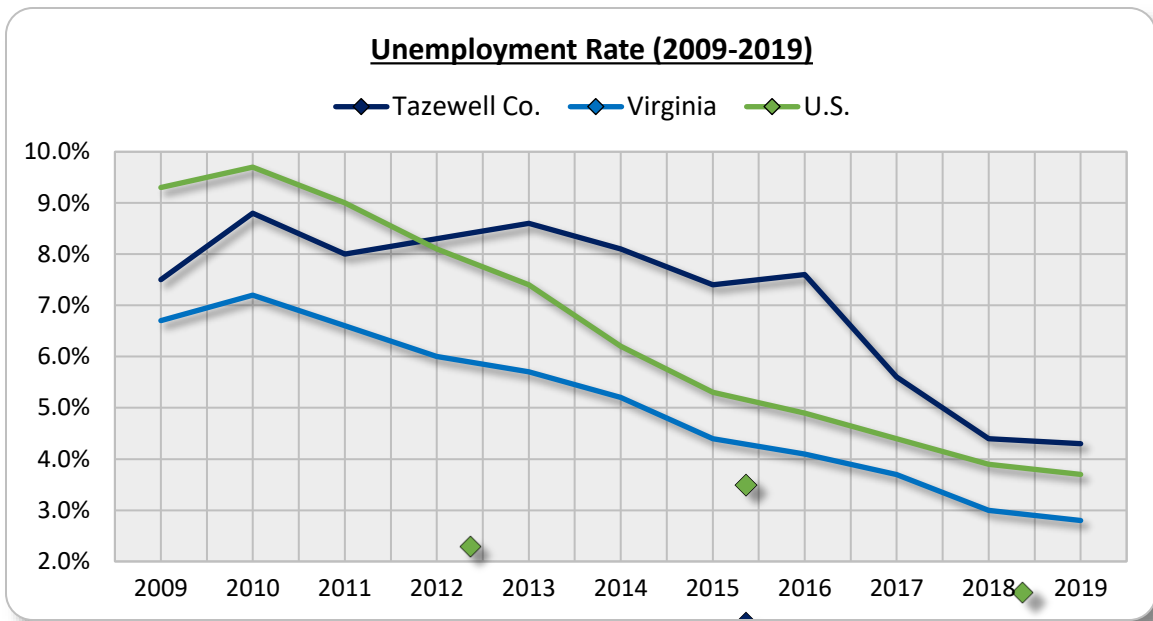


The Tazewell County employment base has declined by 4,660 jobs between 2009 and 2019. Most of this decline occurred in 2010, similar to national trends. Unlike the state and national averages, the employment base decreased in each year since 2010, except for 2017 when the county gained over 500 jobs. In that particular year, the 3.4% increase outpaced both the state (2.0%) and national averages (1.5%). Since 2017, the county’s employment base has continued to decline, though at a much slower pace. Between 2018 and 2019 the county’s employment base remained virtually unchanged.

Unemployment rates for Tazewell County, the state of Virginia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Tazewell County	Virginia	United States
2009	7.5%	6.7%	9.3%
2010	8.8%	7.2%	9.7%
2011	8.0%	6.6%	9.0%
2012	8.3%	6.0%	8.1%
2013	8.6%	5.7%	7.4%
2014	8.1%	5.2%	6.2%
2015	7.4%	4.4%	5.3%
2016	7.6%	4.1%	4.9%
2017	5.6%	3.7%	4.4%
2018	4.4%	3.0%	3.9%
2019	4.3%	2.8%	3.7%

Source: Department of Labor, Bureau of Labor Statistics



The unemployment rate in Tazewell County has ranged between 4.3% and 8.8% since 2009, which is higher than the state averages during this time. The county's 8.8% unemployment rate in 2010 was lower than the national 9.7% unemployment rate. The county's unemployment rate has declined virtually every year since 2013. Although still well above the state and national unemployment rates, the county's 2019 unemployment rate of 4.3% represented a ten-year low.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Tazewell County.

In-Place Employment Tazewell County			
Year	Employment	Change	Percent Change
2009	17,151	-	-
2010	16,699	-452	-2.6%
2011	16,533	-166	-1.0%
2012	16,300	-233	-1.4%
2013	15,886	-414	-2.5%
2014	15,565	-321	-2.0%
2015	15,355	-210	-1.3%
2016	14,685	-670	-4.4%
2017	14,819	134	0.9%
2018	14,745	-74	-0.5%
2019*	14,718	-27	-0.2%

Source: Department of Labor, Bureau of Labor Statistics

*Through June

Data for 2018, the most recent year that year-end figures are available, indicates in-place employment in Tazewell County to be 103.1% of the total Tazewell County employment. This means that Tazewell County has slightly more employed persons entering the county for daytime employment than those who work in the county.

The ten largest employers within the Tazewell County area are summarized in the following table (a map of these employers is shown on page 30):

Employer Name	Business Type
Tazewell County School Board	Education
Walmart	Retail/Grocery
Clinch Valley Medical Center	Healthcare
Cumberland Mountain Community Services	Organizations
Southwest Virginia Community College	Education
Pocahontas State Correctional	Government
Tazewell County Virginia	Government
Lowe's Home Centers, Inc.	Building Supplies
Bluefield College	Education
Food City	Grocery

Source: Virginia Employment Commission; 4th Quarter 2015 (latest available)

According to a representative with the town of Richlands, the Richlands economy is currently stagnant. The decline in the coal industry has negatively impacted the area, and Richlands has since made efforts to capitalize on tourism and other industry opportunities. Recent economic events within Richlands and the broader county are as follows:

- Within Tazewell County, an undisclosed business may potentially expand and invest \$200 million and possibly create 220 jobs. Within Downtown Richlands, a smaller scale business may purchase a vacant commercial building and create 20 to 40 jobs, though no time frame has been announced.
- In 2019, Southwest Virginia Community College located in Cedar Bluff, became part of the National Junior College Athletic Association. The collegiate sports offered to students include wrestling, baseball, basketball, softball, volleyball, golf, tennis, cross country and soccer. This could increase the number of attendees for the school.
- In November 2018, AMR Pemco, located in Bluefield, received a \$1.4 million loan to expand its facility. An estimated 75 jobs will be created over the next few years and will include engineers, technicians, welders and other fields of work.
- The former Agatha Inn, located at 108 Fairfax Avenue in Richlands, is being renovated and will be known as Coaltown Taps. The facility is expected to open in spring 2020 and offer lunch, dinner and a food truck. Coaltown Taps, LLC received a \$10,000 Seed Capital Matching Grant from the Virginia Coalfield Economic Development Authority (VCEDA).
- TP's Auto Repair, also known as TP's Home Remodeling Small Engine Repair LLC, is in North Tazewell and received a \$10,000 grant from VCEDA. Three full-time jobs and two part-time jobs are expected to be created within four years.

- The Jawbone Trail and Coal Canyon Trail at Jewel Ridge, located in Richlands, opened in 2019 and is the first off-road trail that allows legal four-wheel drive vehicles to be driven on the trails. The trails cover 100 miles between Tazewell and Buchanan counties. A total of 200 jobs were created, and the economic impact has doubled from \$9 million to \$18.8 million.
- A \$6 million Clinch River Walking Trail Project has been proposed and the preliminary engineering report has been completed and approved by town council and the planning commission.
- The Back of the Dragon Welcome Center, located in Tazewell, is a \$1.68 million expansion project that will offer retail, tourist information, food/drink, brewery and live music. Originally 400 square feet, the center will expand to 5,000 square feet and is expected to open in May of 2020.
- The Lawrence Brothers, Incorporated, a provider of heavy metal fabrication and custom metal applications, is investing in equipment, machinery and tools at its Bluefield location. The company plans to hire 28 employees by 2024. The Lawrence Brothers, Incorporated, received approximately \$600,000 in grants from the VCEDA.
- Construction began in 2019 on the new Adult Day Center in the Falls Mills area. The \$2.5 million project will be complete in 2020 and will create five jobs. The facility will provide day care, nutrition services and health care to senior citizens.
- In 2019, two bridges were replaced in Tazewell County. These include the Route 460 bridge that runs over the Town Hill Creek in Richlands and the Route 102 bridge that runs over Laurel Fork in Pocahontas. Total investment for both bridges was estimated at \$4.3 million.
- As of January 2020, Dominion Energy is moving forward with a study for a potential hydroelectric plant to be in East River Mountain (Bluefield). If the project goes forward, a 10-year development and construction window projects the possibility of 2,000 jobs for Southwest Virginia, \$320 million economic impact for the region and \$12 million annually in tax revenue for the local governments.
- A two-lane bridge will be replaced on Front Street in Richlands. The \$2.5 million project will take 18 months to two years to complete.
- The Town of Richlands Wastewater Treatment Plant Rehabilitation Project will begin in 2021 and cost an estimated \$11 million. The Water Treatment Plant Rehabilitation Project will follow in 2022 and cost \$4 million.

- In 2011, construction was completed on the 680-acre Bluestone Business and Technology Park. Since opening, it has not had any tenants. In 2020, county officials announced the park will transition into a recreational area to include walking trails, picnic area, playgrounds or possibly a skate park.
- In 2019, numerous layoffs occurred in the area due to closure of the Blackjewel Mine. Several other industries were adversely affected, including coal miners, railroad employees and other businesses related to mining. In 2019, the Clinch Valley Community Action, Incorporated received a special appropriation of funding through the Tazewell County Board of Supervisors to assist those that live within the county. The funding was granted due to violations of the Worker Adjustment and Retraining Notification (WARN) Act.

WARN (layoff notices):

WARN Notices of large-scale layoffs and closures were reviewed on March 20, 2020. According to the Virginia Employment Commission there have been four WARN notices reported for Tazewell County over the past 18 months. The following table summarizes these notices.

WARN Notices				
Company	Location	Jobs	Notice Date	Effective Date
Ammar's, Inc.	Bluefield	97	7/2018	10/2018
Ammar's Inc.	Tazewell	28	7/2018	10/2018
Ammar's	Richlands	24	7/2018	10/2018
Blackjewel	Vansant, Jewell Ridge & Honaker (Jewell Ridge being only location in Tazewell County)	214	9/2019	8/2019

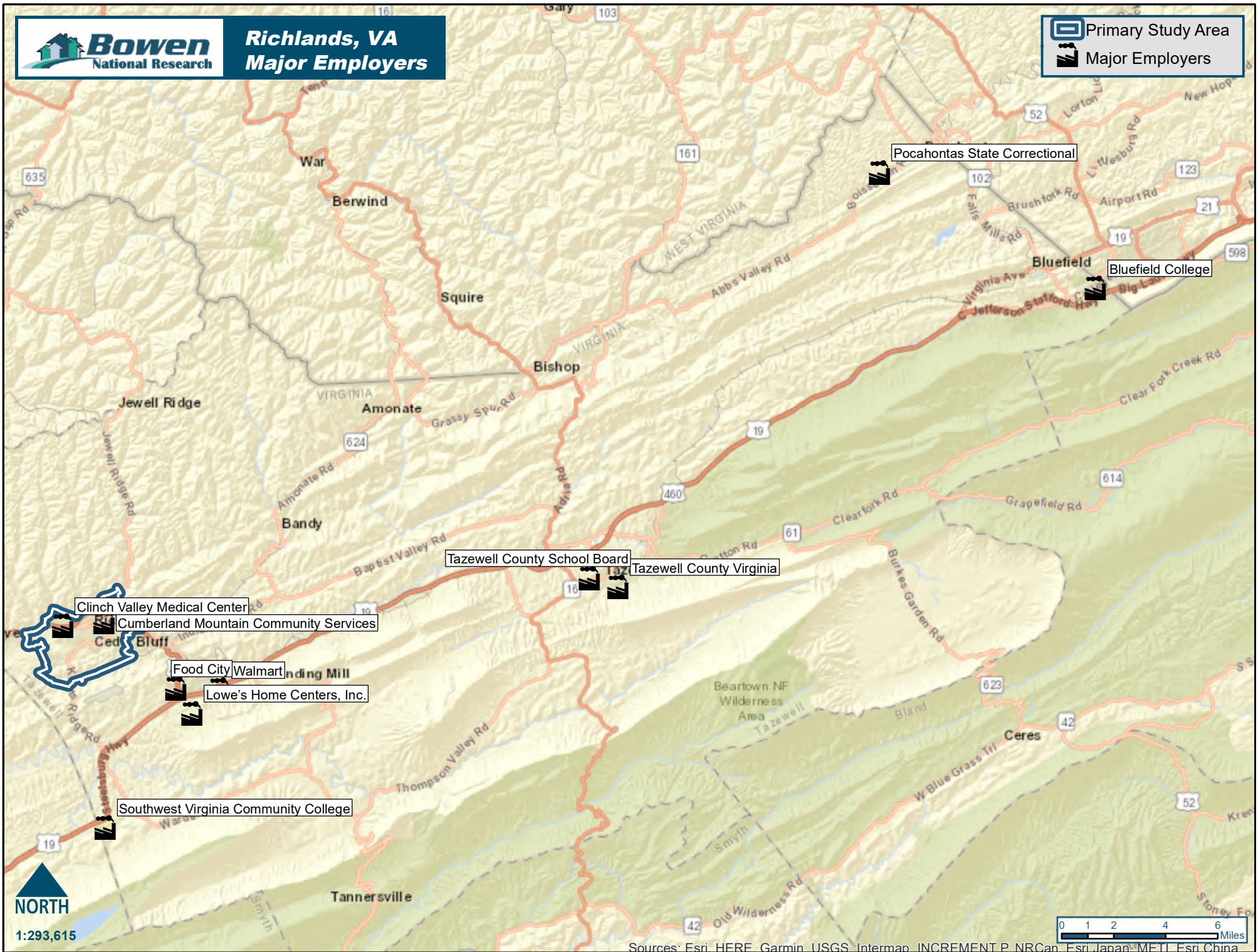
The layoffs/closures cited above resulted in the loss of approximately 360 jobs. Despite these losses, the county's total employment base remained generally stable in 2019 and the unemployment rate continued to decline.

Based on the preceding economic analysis, the Tazewell County economy is generally stable and has some economic investment underway or planned that could have a positive impact on job growth and the economy. It is important to note that the preceding research and analysis was completed just as the COVID-19 Pandemic began. As such, it will be important to monitor economic conditions in the next several months to determine if it impacts the local housing market.



Richlands, VA Major Employers

- Primary Study Area
- Major Employers



1:293,615



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

E. HOUSING SUPPLY ANALYSIS

While this housing supply analysis considers both rental and for-sale housing data, most of the analysis focuses on rental housing alternatives. Understanding the market performance, characteristics, composition, and current housing choices within the study areas provides critical information as to current market conditions and future housing potential.

While much of this report focuses on aspects of the Downtown Study Area (DSA), housing in this area is rather limited. As a result, most of the focus of this housing supply section is of the Primary Study Area (PSA, Richlands), though information on the Secondary Study Area (SSA, Surrounding Region), the Downtown Study Area (DSA), and the state is also provided and evaluated. This analysis includes secondary Census housing data and Bowen National Research’s survey of area rental alternatives. Finally, we contacted the local building and planning departments to determine if any residential units of notable scale were currently planned or under review by local government. Any such units were considered in the housing gap estimates included later in this report.

The 2010 Census data suggests that 11.5% of the PSA’s housing stock is vacant, which is a slightly higher share than the 9.2% statewide share. Of these 330 vacant units, only five are located within the DSA (Downtown). Over 70% of the PSA’s occupied housing stock is owned and nearly 30% is rented, which is comparable to the state averages.

Based on the 2013-2017 ACS data (the latest data available), the following is a distribution of all renter-occupied housing units in each study area by year of construction.

		Renter-Occupied Housing by Year Built								Total
		2014 or Later	2010 to 2013	2000 to 2009	1990 to 1999	1980 to 1989	1970 to 1979	1950 to 1969	1949 or Earlier	
DSA	Number	0	0	1	1	1	2	2	3	10
	Percent	0.0%	0.0%	10.0%	10.0%	10.0%	20.0%	20.0%	30.0%	100.0%
PSA	Number	0	4	86	143	67	98	132	163	693
	Percent	0.0%	0.6%	12.4%	20.6%	9.7%	14.1%	19.0%	23.5%	100.0%
SSA	Number	0	30	230	464	362	459	397	491	2,433
	Percent	0.0%	1.2%	9.5%	19.1%	14.9%	18.9%	16.3%	20.2%	100.0%
Virginia	Number	10,151	34,625	140,216	159,769	172,669	186,661	214,622	131,846	1,050,559
	Percent	1.0%	3.3%	13.3%	15.2%	16.4%	17.8%	20.4%	12.6%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

As evidenced in the preceding table, the largest share (23.5%) of rental housing supply in the PSA (Richlands) was built before 1950. Roughly two-thirds of all renter-occupied units were built prior to 1980 and it appears that no new housing has been added since at least 2014, indicating that the PSA has a relatively old base of product. This may represent a development opportunity for new rental product to be added to the market.

Based on the 2013-2017 ACS data, the following is a distribution of all owner-occupied housing units in each study area by year of construction.

		Owner-Occupied Housing by Year Built								Total
		2014 or Later	2010 to 2013	2000 to 2009	1990 to 1999	1980 to 1989	1970 to 1979	1950 to 1969	1949 or Earlier	
DSA	Number	0	0	3	2	4	6	4	4	23
	Percent	0.0%	0.0%	13.0%	8.7%	17.4%	26.1%	17.4%	17.4%	100.0%
PSA	Number	1	31	177	219	241	390	377	273	1,709
	Percent	0.1%	1.8%	10.4%	12.8%	14.1%	22.8%	22.1%	16.0%	100.0%
SSA	Number	20	264	881	1,530	1,320	1,863	1,203	1,469	8,550
	Percent	0.2%	3.1%	10.3%	17.9%	15.4%	21.8%	14.1%	17.2%	100.0%
Virginia	Number	18,217	58,723	356,667	349,246	347,171	311,598	396,660	216,751	2,055,033
	Percent	0.9%	2.9%	17.4%	17.0%	16.9%	15.2%	19.3%	10.5%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

As reported by ACS, three-fourths of the owner-occupied housing stock in the PSA (Richlands) was constructed prior to 1980, indicating that the PSA has a relatively old base of owner-occupied product. Still, more than 200 owner-occupied units have been added to the market since 2000.

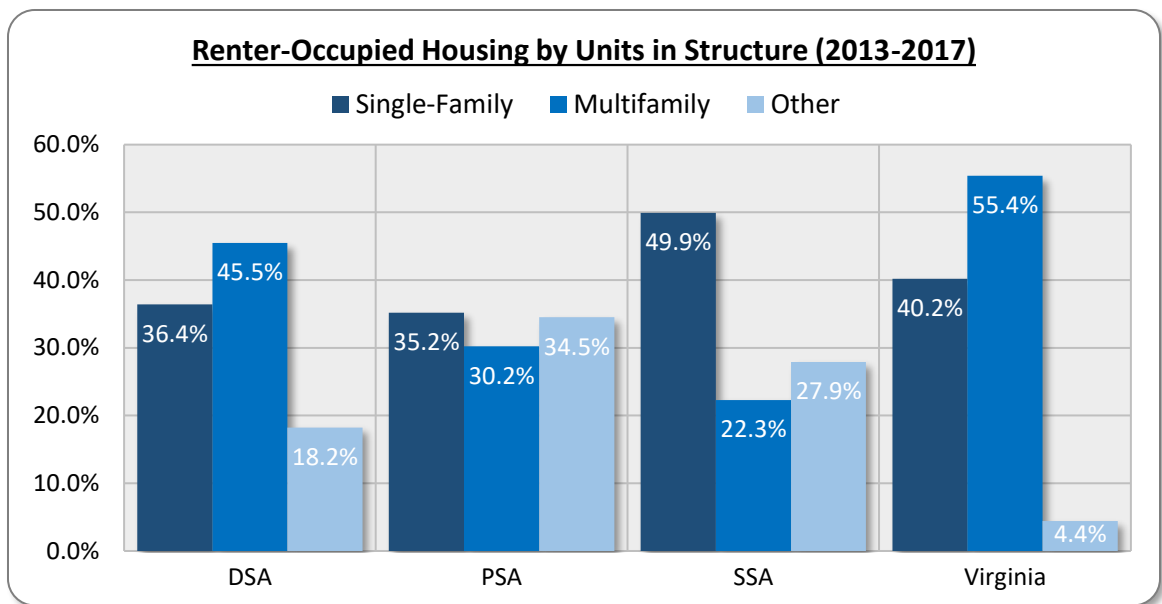
Based on the 2013-2017 ACS data, the following is a distribution of all renter-occupied housing by units in structure for each study area.

		Renter-Occupied Housing by Units in Structure								Total	
		1; Detached	1; Attached	2 to 4	5 to 9	10 to 19	20 to 49	50+	Mobile Homes Boat, RV, Vans		
DSA	Number	4	0	2	2	0	1	0	2	0	11
	Percent	36.4%	0.0%	18.2%	18.2%	0.0%	9.1%	0.0%	18.2%	0.0%	100.0%
PSA	Number	234	10	88	96	4	21	0	239	0	692
	Percent	33.8%	1.4%	12.7%	13.9%	0.6%	3.0%	0.0%	34.5%	0.0%	100.0%
SSA	Number	1,137	77	254	185	72	28	3	678	0	2,434
	Percent	46.7%	3.2%	10.4%	7.6%	3.0%	1.2%	0.1%	27.9%	0.0%	100.0%
Virginia	Number	296,534	125,972	118,617	124,877	157,129	50,870	130,605	45,274	680	1,050,558
	Percent	28.2%	12.0%	11.3%	11.9%	15.0%	4.8%	12.4%	4.3%	0.1%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

Nearly half (47.9%) of the rental units in the PSA (Richlands) are within structures of four units or less, while 17.5% of rental units are within larger multifamily structures with between five and 49 units. A notable 239 rental units, or 34.5%, are mobile homes, which exceeds the 27.9% share in the SSA (Surrounding Region). Both the high share of rental units within structures of four units or less and the high share of mobile homes within the PSA indicate the predominance of non-conventional rentals in the area.

The distribution of the PSA's rental housing stock is similar to the SSA, with 60.3% of rental units within structures of four units or less and just 11.8% of units within larger structures.

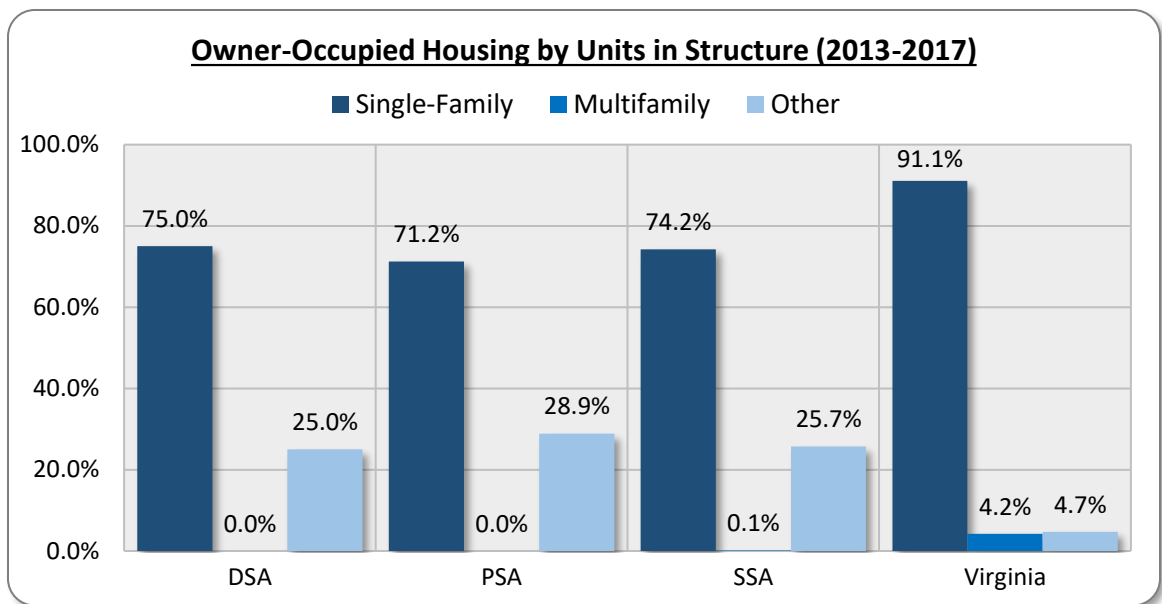


Based on the 2013-2017 ACS data, the following is a distribution of all *owner-occupied* housing by units in structure for each study area.

		Owner-Occupied Housing by Units in Structure									
		1; Detached	1; Attached	2 to 4	5 to 9	10 to 19	20 to 49	50+	Mobile Homes	Boat, RV, Vans	Total
DSA	Number	18	0	0	0	0	0	0	6	0	24
	Percent	75.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	100.0%
PSA	Number	1,213	1	0	0	0	0	0	493	0	1,707
	Percent	71.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	28.9%	0.0%	100.0%
SSA	Number	6,298	47	1	0	0	0	6	2,192	5	8,549
	Percent	73.7%	0.5%	0.0%	0.0%	0.0%	0.0%	0.1%	25.6%	0.1%	100.0%
Virginia	Number	1,640,816	232,014	13,926	16,376	18,192	7,911	28,348	96,955	496	2,055,034
	Percent	79.8%	11.3%	0.7%	0.8%	0.9%	0.4%	1.4%	4.7%	0.0%	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

Based on 2013-2017 ACS data, over 71% of PSA (Richlands) *owner-occupied* housing is comprised of detached single-family homes, while nearly 29%, or 493 units, consists of mobile homes. Compared to the 4.7% statewide share of owner-occupied mobile homes, Richland's share of mobile homes is relatively high. However, this is not unusual given the rural nature of the PSA. Within downtown, detached single-family homes represent three quarters of owner-occupied housing, with mobile homes representing the remaining quarter.



Multifamily Rental Housing

Overall, a total of 15 multifamily properties were identified and personally surveyed within the PSA (Richlands) and SSA (Surrounding Region) by Bowen National Research. These properties were surveyed to establish the overall strength and trends of the area’s multifamily rental housing market. Three different housing affordability segments were identified either in or around the PSA, including market-rate, Low-Income Housing Tax Credit (LIHTC) and government subsidized. Market-rate housing is generally considered rental housing that does not have any government assistance or programmatic restrictions on the rents that can be charged or the maximum income limits on residency. Tax Credit housing is developed under the Low-Income Housing Tax Credit (LIHTC) program, which typically restricts residency to households with incomes of up to 80% of the Area Median Household Income (AMHI). Government-subsidized housing commonly restricts residency to households with income up to 50% of AMHI and often restricts rents to 30% of a household’s income. While these surveyed properties do not represent all multifamily rental properties in or immediately near the market, this survey of properties provides insight as to the performance, rents, condition, features, age and other attributes of the area’s multifamily rental housing supply.

Primary Study Area (PSA) – A total of 11 conventional housing projects containing 272 units were surveyed within the PSA (Richlands). These rentals have a combined occupancy rate of 98.9%, a very high rate for rental housing. Among these projects, eight are non-subsidized (market-rate and Tax Credit) projects containing 103 units. These non-subsidized units are 97.1% occupied. The remaining three projects contain 169 government-subsidized units, which are 100.0% occupied.

Secondary Study Area (SSA) – Within the broader SSA (Surrounding Region) a total of four conventional housing projects containing 137 units were surveyed. These rentals have a combined occupancy rate of 95.6%, a good and stable rate for rental housing. Among these projects, three are non-subsidized (market-rate and Tax Credit) projects containing 77 units. These non-subsidized units are 92.2% occupied. The remaining one project contains 60 government-subsidized units, which are 100.0% occupied.

The distribution of surveyed multifamily rental housing supply within the PSA (Richlands) and the SSA (Surrounding Region) by program type is illustrated in the following table:

PSA (Richlands) Multifamily Rental Supply				
Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	8	103	3	97.1%
Tax Credit/Government-Subsidized	2	135	0	100.0%
Government-Subsidized	1	34	0	100.0%
Total	11	272	3	98.9%
SSA (Surrounding Region) Multifamily Rental Supply				
Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	2	41	6	85.4%
Tax Credit	1	36	0	100.0%
Tax Credit/Government-Subsidized	1	60	0	100.0%
Total	4	137	6	95.6%

All surveyed rental housing segments in the PSA (Richlands) have relatively limited availability, as none have an occupancy rate lower than 97.1%. Typically, well-balanced markets have occupancy rates generally between 94.0% and 96.0% to allow for inner-market mobility and to enable the market to accommodate new residents. Overall, there were only three vacant market-rate units identified in the PSA and an additional six vacant units in the surrounding SSA. All of the five LIHTC and subsidized projects surveyed in the both the PSA and SSA are full. As such, low-income renter households (those making no more than 80% of Area Median Household Income or up to around \$50,000) must find housing elsewhere (e.g. in single-family homes, mobile homes, in substandard housing, outside the market, etc.). While there appears to be a shortage of rental housing serving all affordability levels, the local housing market would benefit from the introduction of affordable rental housing alternatives, such as those developed under the LIHTC program and/or with a government subsidy.

Market-rate Apartments Overview

The following tables summarize the multifamily market-rate rental units by bedroom/bathroom configuration within the PSA (Richlands) and SSA (Surrounding Region).

PSA (Richlands) Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
One-Bedroom	1.0	3	2.9%	0	0.0%	\$280
Two-Bedroom	1.0	15	14.6%	0	0.0%	\$350
Two-Bedroom	1.5	17	16.5%	0	0.0%	\$575
Two-Bedroom	2.0	10	9.7%	0	0.0%	\$675
Two-Bedroom	2.5	22	21.4%	0	0.0%	\$775
Three-Bedroom	1.0	13	12.6%	2	15.4%	\$500
Three-Bedroom	1.5	21	20.4%	1	4.8%	\$725
Three-Bedroom	2.0	2	1.9%	0	0.0%	\$875
Total Market-rate		103	100.0%	3	2.9%	-

SSA (Surrounding Region) Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
One-Bedroom	1.0	1	2.4%	0	0.0%	\$450
Two-Bedroom	1.0	27	65.9%	4	14.8%	\$550
Two-Bedroom	1.5	12	29.3%	2	16.7%	\$600
Three-Bedroom	1.0	1	2.4%	0	0.0%	\$600
Total Market-rate		41	100.0%	6	14.6%	-

As previously noted, there are very few (three) vacant multifamily rental units in the PSA (Richlands). Median collected rents by bedroom and bathroom configuration in the PSA range from \$280 for a studio unit to \$875 for a three-bedroom unit. Most of the surveyed market-rate units have collected rents above \$500. As such, a household would require an annual income of at least \$20,000 a year to be able to afford most rentals in the PSA. An estimated 352 (47.3%) renter households in the PSA in 2020 do not have sufficient incomes to afford the majority of market-rate units offered in the market. This likely forces many area renter households into housing situations that are substandard or that they cannot reasonably afford.

The following is a distribution of units surveyed by year built for the PSA:

PSA (Richlands) Market-rate Year Built			
Year Built	Projects	Units	Vacancy Rate
Before 1970	3	29	0.0%
1970 to 1979	2	21	14.3%
1980 to 1989	0	0	0.0%
1990 to 1999	2	19	0.0%
2000 to 2009	1	34	0.0%
2010 to 2020*	0	0	0.0%

*As of March

Nearly 49% of all market-rate apartments surveyed within the PSA (Richlands) were built prior to 1980. These older apartments have a vacancy rate of 6.0%, higher than the overall market. No conventional apartment units have been added to the PSA during the past decade. As such, the existing rental housing stock is considered to be old. Additionally, there are no vacancies among the 53 rental units built since 1980. This may be an indication of the potential need for modern multifamily rental housing.

Of the two market-rate projects in the SSA (not shown in the preceding table), one was built in 1975 and is 87.5% occupied (16 units/2 vacant), while the second project was built in 1980 and is 84.0% occupied (25 units/4 vacant).

We rated each property surveyed on a scale of "A" through "F". All market-rate properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units, vacancies, and median net rents by quality rating.

PSA (Richlands) Market-rate Quality Ratings						
Market-rate Properties				Median Collected Rent		
Quality Rating	Projects	Total Units	Vacancy Rate	One-Br.	Two-Br.	Three-Br.
B+	3	57	1.8%	-	\$775	\$725
B	2	19	0.0%	-	\$575	-
B-	1	8	0.0%	-	\$575	-
C	1	13	15.4%	-	-	\$500
C-	1	6	0.0%	\$280	\$300	-

SSA (Surrounding Region) Market-rate Quality Ratings						
Market-rate Properties				Median Collected Rent		
Quality Rating	Projects	Total Units	Vacancy Rate	One-Br.	Two-Br.	Three-Br.
B-	2	41	14.6%	\$450	\$550	\$600

Most market-rate projects in the PSA (Richlands) were given a “B-” quality rating or higher. Of these higher rated projects, the projects rated the highest (B+) also contain the only vacancies, with a vacancy rate of just 1.8%. Median rents by bedroom at this quality level are also the highest, ranging from \$725 to \$775. Seeing that these three projects contain the bulk of the units, this vacancy is low and not surprising. Overall, the projects with the highest quality level collect median rents which are at least \$200 higher than the other projects in the PSA. Vacancy rates in the PSA are the highest among properties with ratings of “C,” at 15.4%. The two market-rate projects in the SSA (Surrounding Region) were given a “B-” quality rating and have a very comparable vacancy rate of 14.6%.

The distribution of *unit amenities* for all market-rate projects surveyed in the PSA is as follows.

PSA (Richlands) Market-rate - Distribution of Unit Amenities			
Unit Amenities	Number of Projects	Percent Within Projects	Units
Stove/Range	8	100.0%	103
Refrigerator	8	100.0%	103
Carpeting	8	100.0%	103
Dishwasher	6	86.4%	89
AC-Central	5	73.8%	76
Disposal	4	66.0%	68
Patio/Balcony	3	55.3%	57
Window Treatments	3	53.4%	55
Microwave	2	43.7%	45
Ceiling Fans	2	43.7%	45
Washer/Dryer Hookups	3	33.0%	34
Washer/Dryer	2	20.4%	21
AC-Window	1	5.8%	6

Market-rate units in the PSA universally contained a range, refrigerator, and carpeting. Most units (over 50%) also contained a dishwasher, central AC, disposal, patio/balcony, and window treatments. A large share (over 40%) of units were equipped with microwaves and ceiling fans, while just 20.4% of units contained a washer or dryer and 33.0% had washer or dryer hookups. It is expected that modern market-rate housing built in the PSA will need to include many of these features in order to receive a premium in the market.

The distribution of *project amenities* for all market-rate projects surveyed in the PSA is as follows.

PSA (Richlands) Market-rate - Distribution of Project Amenities			
Project Amenities	Number of Projects	Percent Within Projects	Units
Pool	0	0.0%	0
On-Site Management	0	0.0%	0
Laundry Facility	1	7.8%	8
Club House	0	0.0%	0
Community Room	0	0.0%	0
Fitness Center	0	0.0%	0
Hot Tub/Jacuzzi/Sauna	0	0.0%	0
Playground	1	33.0%	34
Sports Court	0	0.0%	0
Storage	0	0.0%	0
Elevator	0	0.0%	0
Computer/Business Center	0	0.0%	0
Picnic Area	0	0.0%	0

The inclusion of project amenities is uncommon in this market. This is not unusual given the age and relatively small size (total units) of these projects. Out of all the illustrated project amenities, one market-rate project in the PSA contained a laundry facility and one project contained a playground. A total of eight units were situated within a project with a laundry facility, yet washer and dryers and/or the hookups were the least common unit amenity.

Market-rate Apartments Property Details

Because new residential development in the downtown area or in the overall town of Richlands may include market-rate product, we have provided some details on market-rate apartment projects in the town. We identified and surveyed eight market-rate multifamily apartment properties within the PSA (Richlands). These eight market-rate properties, which include six or more units each, are summarized as follows:

PSA (Richlands) Market-rate Multifamily Properties						
Map I.D.	Project Name	Year Built	Quality Rating	Units	Occupancy Rate	
1	2411 Front St.	1936	C-	6	100.0%	
2	Creekside Apts.	1995	B-	8	100.0%	
4	H & G Apts.	1967	B	8	100.0%	
5	Hess Apts.	1976	C	13	84.6%	
7	Jefferson Place	1992	B	11	100.0%	
8	Mulco Property Rentals - Litton Ave.	1965	B+	15	100.0%	
9	Mulco Property Rentals - Ratliff St.	1976	B+	8	87.5%	
11	Riverside Villas	2006	B+	34	100.0%	

The eight selected market-rate projects have a combined total of 103 units with an overall occupancy rate of 97.1%. This is a high occupancy rate and a positive indicator of the stability of the housing market within the PSA.

The collected rents, rent per square foot, and number of units by vacancies by bedroom for the surveyed market-rate apartment properties within the PSA are listed in the following table:

Map I.D.	Project Name	Collected Rent/Per Sq. Ft. (Number of Units/Vacancies)		
		One-Br.	Two-Br.	Three-Br.
1	2411 Front St.	\$280/\$0.47 (3/0)	\$300/\$0.43 (3/0)	-
2	Creekside Apts.	-	\$525-\$625/\$0.88-\$0.89 (8/0)	-
4	H & G Apts.	-	\$350/\$0.47 (8/0)	-
5	Hess Apts.	-	-	\$500/\$0.50 (13/2)
7	Jefferson Place	-	\$575/\$0.48 (11/0)	-
8	Mulco Property Rentals - Litton Ave.	-	-	\$725/\$0.60 (15/0)
9	Mulco Property Rentals - Ratliff St.	-	\$575/\$0.66 (2/0)	\$600/\$0.60 (6/1)
11	Riverside Villas	-	\$675-\$775/\$0.53-\$0.61 (32/0)	\$875/\$0.59 (2/0)

The surveyed market-rate properties in the PSA rent for \$280 for a one-bedroom unit, between \$300 and \$775 for a two-bedroom unit, and between \$500 and \$875 for a three-bedroom unit. The rent per square footage ranges from \$0.43 to \$0.89. The only vacancies are among three-bedroom units priced at \$500 and \$600, in the lower price range. While numerous factors affect the achievable rents for new rental product, the preceding rents should be used to help developers establish potential rents for their projects.

The unit mixes for each surveyed market-rate property in the PSA are summarized in the following table:

Map I.D.	Project Name	Unit Mix (Share)		
		One-Br.	Two-Br.	Three-Br.
1	2411 Front St.	3 (50.0%)	3 (50.0%)	-
2	Creekside Apts.	-	8 (100.0%)	-
4	H & G Apts.	-	8 (100.0%)	-
5	Hess Apts.	-	-	13 (100.0%)
7	Jefferson Place	-	11 (100.0%)	-
8	Mulco Property Rentals - Litton Ave.	-	-	15 (100.0%)
9	Mulco Property Rentals - Ratliff St.	-	2 (25.0%)	6 (75.0%)
11	Riverside Villas	-	32 (94.1%)	2 (5.9%)

The majority of market-rate projects in the PSA (Richlands) include two-bedroom units and/or three-bedroom units. It is worth pointing out that only one of the surveyed projects includes one-bedroom units. Therefore, given the limited number (three) of such units and the large base of smaller (one- and two-person) households and seniors, there is likely a need for one- and two-bedroom units.

The unit sizes (square footage) and number of bathrooms included in each of the surveyed market-rate unit types offered in the PSA (Richlands) are shown in the following tables:

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
1	2411 Front St.	600	700	-
2	Creekside Apts.	-	600 - 700	-
4	H & G Apts.	-	750	-
5	Hess Apts.	-	-	1,000
7	Jefferson Place	-	1,200	-
8	Mulco Property Rentals - Litton Ave.	-	-	1,205
9	Mulco Property Rentals - Ratliff St.	-	875	1,005
11	Riverside Villas	-	1,280	1,472

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
1	2411 Front St.	1.0	1.0	-
2	Creekside Apts.	-	1.0 - 1.5	-
4	H & G Apts.	-	1.0	-
5	Hess Apts.	-	-	1.0
7	Jefferson Place	-	1.5	-
8	Mulco Property Rentals - Litton Ave.	-	-	1.5
9	Mulco Property Rentals - Ratliff St.	-	1.5	1.5
11	Riverside Villas	-	2.0 - 2.5	2.0

Only the project with the most units and largest square footage has 2.0 baths or more. Most two- to three-bedroom units have 1.5 baths, with square footages ranging from 700 to 1,205. Less than a quarter of two- to three-bedroom units have just 1.0 bath, with square footages ranging from 600 to 1,000. These square footages and number of bathrooms are not unusual for a market dominated by older product.

Tax Credit Apartment Overview

Tax Credit units are restricted to households with incomes of up to 80% of AMHI, though most are limited to 60% of AMHI. A single Tax Credit project was identified in the SSA (Surrounding Region) and none were found in the PSA (Richlands).

The following table summarizes the breakdown Tax Credit units surveyed within the SSA.

SSA (Surrounding Region) Non-Subsidized Tax Credit						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
One-Bedroom	1.0	36	100.0%	0	0.0%	\$445
Total Tax Credit		36	100.0%	0	0.0%	-

The 36 Tax Credit units within the SSA (Surrounding Region) are 100.0% occupied with a three-household wait list. These 36 one-bedroom/one-bath units are within a project built in 1996 and rent at \$445 monthly. This Tax Credit property was rated a “B-,” on a scale of "A" through "F," based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Given the 100% occupancy rate, the wait list and lack of two-bedroom or larger Tax Credit units, it is believed that there is pent-up demand for additional Tax Credit housing.

Government-Subsidized Apartment Overview

Government-subsidized housing is restricted to households that have incomes of up to 50% of AMHI and often serve many of the lowest income households in the market. The four government-subsidized projects surveyed within the area operate under the Rural Development 515 and Public Housing programs. The government-subsidized units (both with and without Tax Credits) in the PSA (Richlands) and SSA (Surrounding Region) are summarized as follows.







PSA (Richlands)					
Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	55	40.7%	0	0.0%
Two-Bedroom	1.0	80	59.3%	0	0.0%
Total Subsidized Tax Credit		135	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	34	100.0%	0	0.0%
Total Subsidized		34	100.0%	0	0.0%

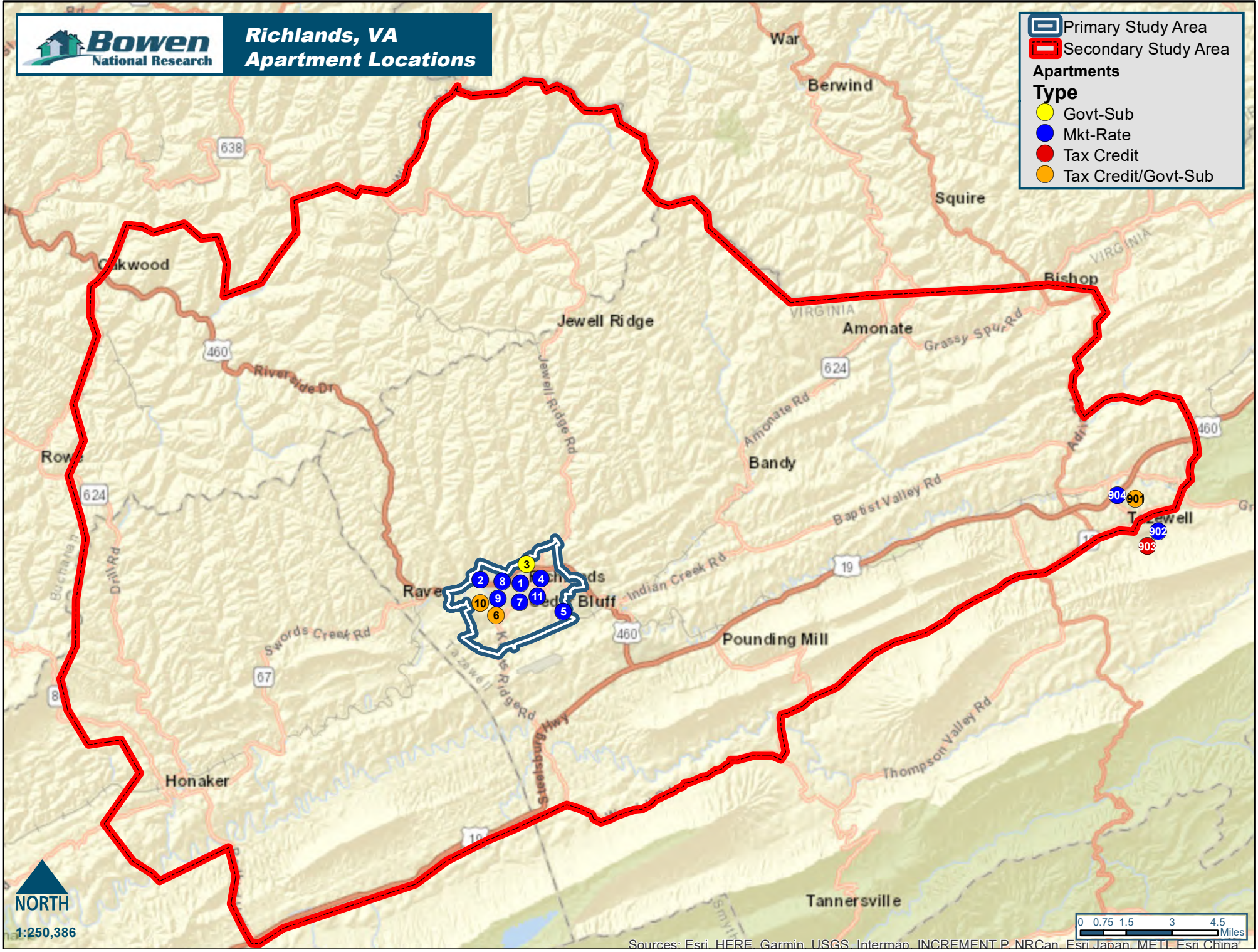
SSA (Surrounding Region)					
Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	60	100.0%	0	0.0%
Total Subsidized Tax Credit		60	100.0%	0	0.0%

The 100% occupancy rate among all subsidized and subsidized Tax Credit projects in both the PSA and SSA indicates a strong market for low-income housing. In fact, with these properties maintaining wait lists ranging from five to 60 households or 12 to 24 months in duration, there is clear pent-up demand for subsidized housing.

Of the two subsidized Tax Credit properties in the PSA, one with 87 units was built in 1970 (renovated in 2006) and has a B quality rating. Another with 48 units was built in 1982 (renovated in 2007) and has a C+ quality rating. The government-subsidized property with 34 units was built in 1984 and has a B- quality rating. The one subsidized Tax Credit property in the SSA with 60 units was built in 1991 and has a B quality rating. Generally, the existing supply is old and of fair quality.

A map of all surveyed multifamily properties is on the following page.

 Primary Study Area
 Secondary Study Area
Apartments Type
 Govt-Sub
 Mkt-Rate
 Tax Credit
 Tax Credit/Govt-Sub



NORTH
1:250,386

0 0.75 1.5 3 4.5 Miles

Non-Conventional Rentals

Non-conventional rentals are considered rental units typically consisting of single-family homes, duplexes, units over store fronts, mobile homes, etc. For the purposes of this particular analysis, we have assumed that rental properties consisting of four or less units are non-conventional rentals.

Non-conventional rentals comprise a notable portion of the rental housing stock in the PSA (Richlands), as evidenced by that fact that renter-occupied units within structures with one to four units represent roughly half (47.9%) of all renter-occupied units, while 34.5% of PSA rental units are mobile homes. The following table summarizes the distribution of renter-occupied units by the number of units in a structure for each study area.

Units in Structure	Renter-Occupied Housing by Units in Structure					
	DSA (Downtown)		PSA (Richlands)		SSA (Surrounding Region)	
	Total Units	Percent	Total Units	Percent	Total Units	Percent
1 to 4 Units	6	54.5%	332	48.0%	1,468	60.3%
5 or More Units	3	27.3%	121	17.5%	288	11.8%
Mobile Homes/Boats/RVs	2	18.2%	239	34.5%	678	27.9%
Total	11	100.0%	692	100.0%	2,434	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

With more than four out of five (82.5%) of the rental housing stock in the PSA (Richlands) consisting of non-conventional rentals, it is clear that this segment is significant and warrants additional analysis. Further, non-conventional rentals comprise an even larger share (88.2%) of the rental units in the SSA (Surrounding Region).

The following table summarizes monthly gross rents for area rental alternatives based on American Community Survey estimates. These rents are for all rental product types including apartments, non-conventional rentals, and mobile homes. Since three quarters of all rentals in the market are considered non-conventional rentals, the rents below provide insight as to likely rents for non-conventional rentals for each study area.

Gross Rent	Gross Rents of Renter-Occupied Housing					
	DSA (Downtown)		PSA (Richlands)		SSA (Surrounding Region)	
	Number of Units	Percent of Units	Number of Units	Percent of Units	Number of Units	Percent of Units
Less than \$300	0	0.0%	62	8.9%	109	4.5%
\$300 to \$499	4	36.4%	154	22.2%	423	17.4%
\$500 to \$749	4	36.4%	261	37.7%	858	35.2%
\$750 to \$999	2	18.2%	94	13.6%	276	11.3%
\$1,000 to \$1,499	0	0.0%	14	2.0%	141	5.8%
\$1,500 to \$2,000	0	0.0%	1	0.1%	8	0.3%
\$2,000 and Higher	0	0.0%	4	0.6%	19	0.8%
No Cash Rent	1	9.1%	103	14.9%	601	24.7%
Total	11	100.0%	693	100.0%	2,435	100.0%

Source: ACS B25063 (2013-2017); Bowen National Research

As the preceding table illustrates, the largest share of rental units in the PSA (Richlands) have rents that fall between \$500 and \$749, which comprise 37.7% of all rental units. A notable share (22.2%) of PSA rental units have rents between \$300 and \$499. Very few rentals have rents above \$1,000. The distribution of rental units by gross rent in the surrounding SSA is similar to the PSA.

In an effort to further evaluate the non-conventional rental housing inventory, we identified single-family homes, duplexes, and mobile homes *available* for rent. We used online resources and interviewed local real estate professionals to collect information on the rents, number of bedrooms, number of bathrooms, and square footages of such rentals. A total of 11 units were identified as available in the PSA (Richlands) and 25 were identified in the SSA (Surrounding Region). While these rentals do not represent all non-conventional rentals, these units are representative of common characteristics of the various non-conventional rental alternatives available in the market. As a result, these rentals provide a good baseline to evaluate the attributes of non-conventional rentals.

The tables below summarize the available non-conventional rentals identified in the PSA (Richlands) and SSA (Surrounding Region).

Primary Study Area (Richlands)						
Bedroom Type	Units	Average Number of Baths	Average Square Feet	Rent Range	Average Rent	Average Rent Per Square Foot
Two-Bedroom	7	1.0	1,025	\$400 - \$550	\$464	\$0.45
Three-Bedroom	4	1.0	1,125	\$500 - \$650	\$587	\$0.52

Secondary Study Area (Surrounding Region)						
Bedroom Type	Units	Average Number of Baths	Average Square Feet	Rent Range	Average Rent	Average Rent Per Square Foot
One-Bedroom	2	1.0	890	\$400 - \$475	\$438	\$0.49
Two-Bedroom	11	1.0	881	\$350 - \$650	\$477	\$0.54
Three-Bedroom	10	1.5	1,194	\$450 - \$850	\$784	\$0.75
Four-Bedroom+	2	2.5	2,744	\$850 - \$1,500	\$1,175	\$0.43

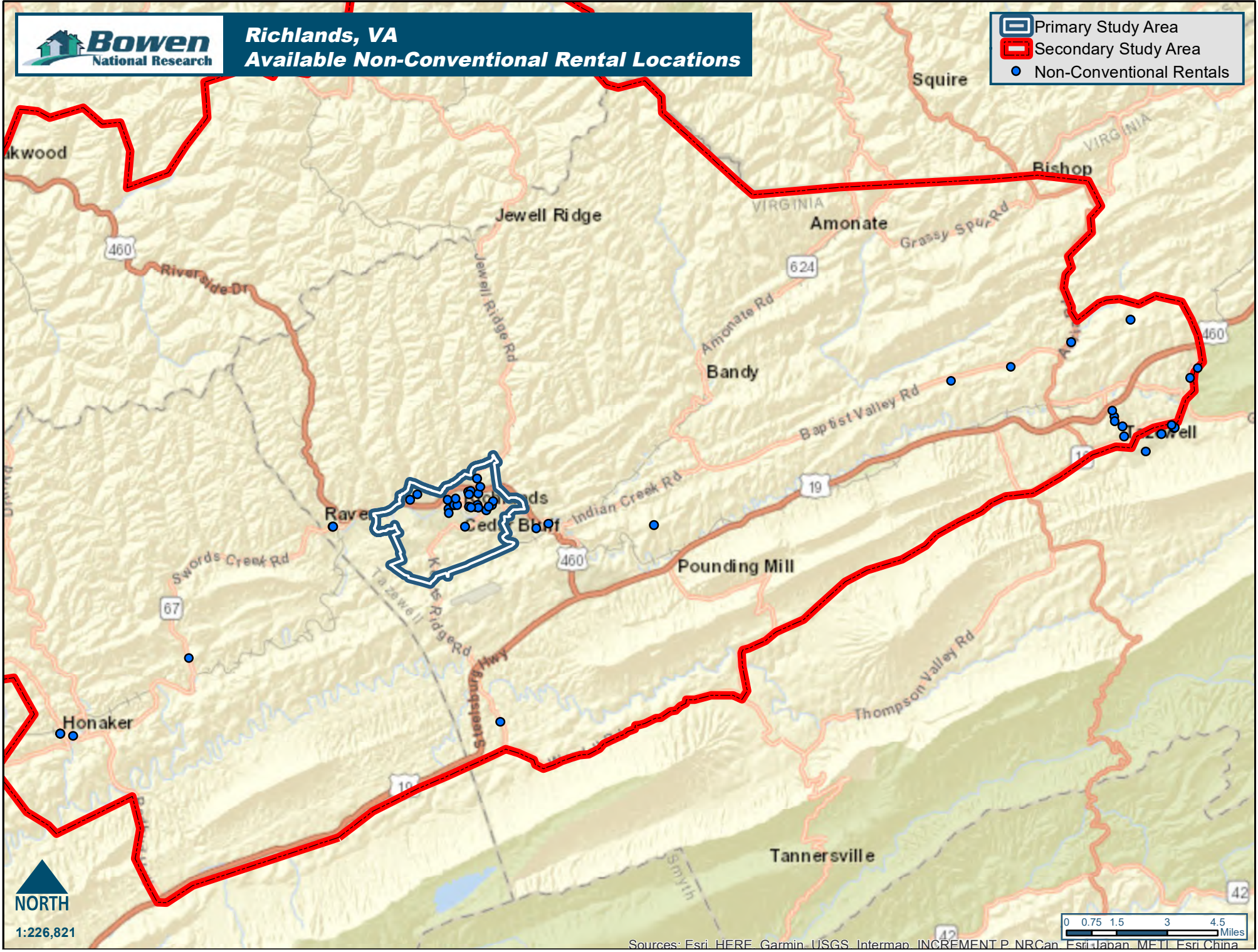
Overall, rents in the PSA range from \$400 to \$650, while rents in the SSA range from \$350 to \$1,500. Overall, the *average* collected rent by bedroom type in the PSA is \$464 for a two-bedroom unit and \$587 for a three-bedroom unit. When typical tenant utility costs are also considered, the inventoried units in the PSA have *gross* average rents likely ranging from around \$575 to \$700, which are comparable to many of the conventional apartments surveyed in the area.

A map delineating the location of identified non-conventional rentals currently available to rent in the area is on the following page.



Richlands, VA Available Non-Conventional Rental Locations

- Primary Study Area
- Secondary Study Area
- Non-Conventional Rentals



NORTH
1:226,821

Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

Mobile Homes

According to American Community Survey, 732 of all housing units in the PSA (Richlands) are mobile homes, representing a notable portion (30.5%) of the local housing stock. Most of these 732 mobile homes are owned (67.3%), while a notable share (32.7%) are rented. Further, over 90% of these homes are estimated to have been built before 1980. Based on data collected from local property managers, we were able to obtain information on eleven mobile home parks with a total of 186 mobile home lots within Richlands.

The following table summarizes the surveyed mobile home parks in the Richlands area.

Mobile Home Park Name	Address	Total Lots	Lot Rental Rates*	Lot + Units Rental Rates*
S & L Mobile Home Park	911 Mitch Lane	7	\$120	\$250-\$325
Pine Hill Estates	122 Radiant Court	7	\$125	\$400
Long Trailer Park	Big Creek Road & Daffodil Court Richlands	3	\$100	\$400-\$450
Emerald Ridge Mobile Home Park	Ellen Street	8	\$100	\$400-\$500
Eagle Home Park	111 Shale Street	72	\$150	\$400-\$500
Honaker Trailer Park	Center Street	4	Do not offer	\$300-\$525
Tackett's Trailer Court	209 Hill Creek Road	33	\$140	Do not offer
Silver Spur Mobile Home Park	Laramie Road	26	\$127	\$400
Stone Manor	805 Kents Ridge Road	11	\$125	\$350
Greta Holdings LLC	Virginia Avenue	9	\$125	Do not offer
Dye Trailer Park	Kents Ridge Road	6	\$140	Do not offer

Source: Bowen National Research interviews with property management

*Monthly rates

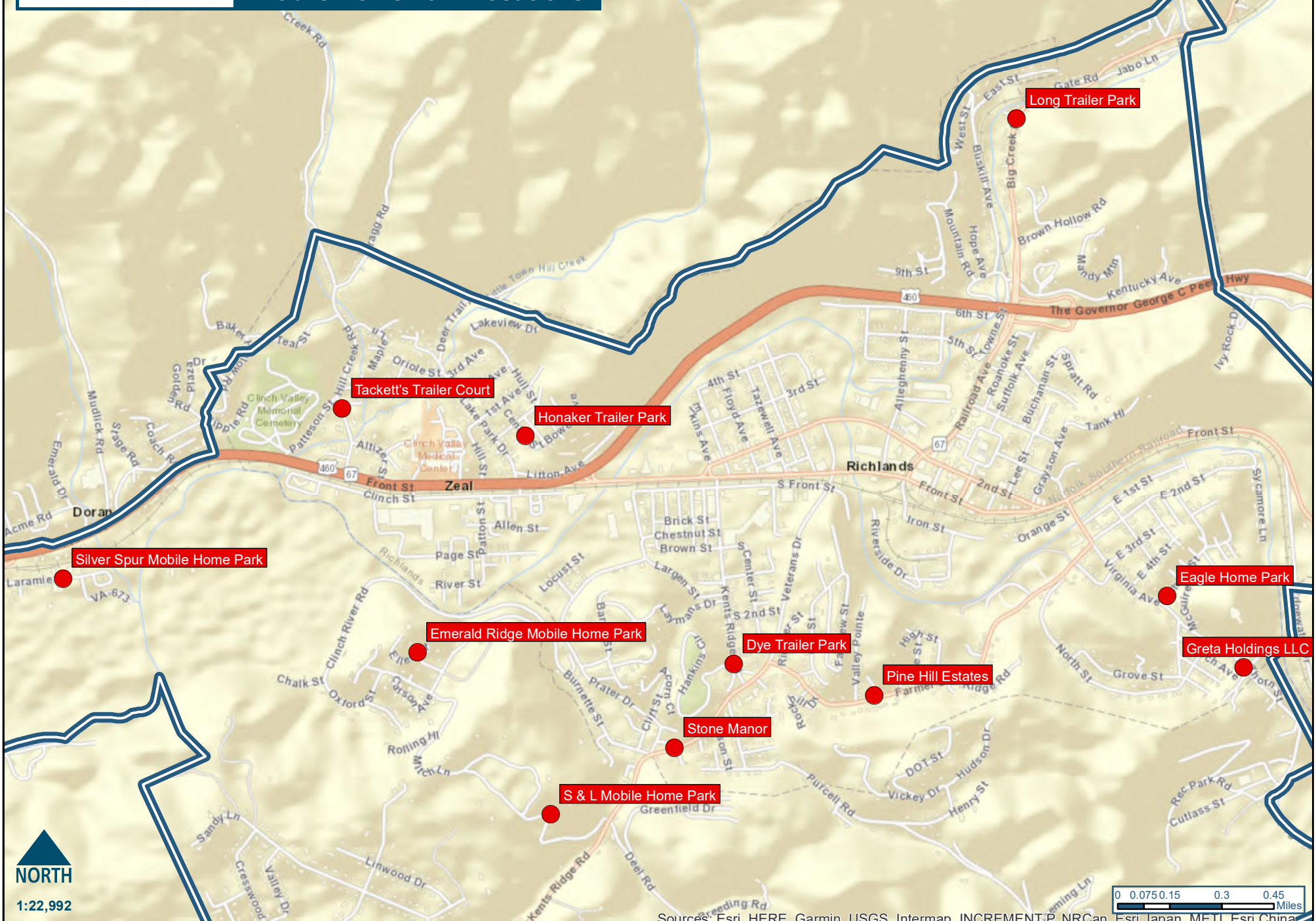
As the preceding table illustrates, eleven mobile home parks were identified within the PSA (Richlands), containing a total of 186 lots. According to data provided by mobile home park management, base lot rents within mobile home parks in Richlands range from \$100 to \$150 per month, while lot rents including the units range from \$250 to \$525 per month. With the highest lot and mobile home unit rent at \$525 per month, it appears that mobile home rentals are a more affordable rental alternative than multifamily apartments and other non-conventional rentals.

A map illustrating the location of surveyed mobile home parks is shown on the following page:

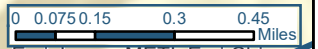


Richlands, VA Mobile Home Park Locations

- Primary Study Area
- Mobile Home Parks



NORTH
1:22,992



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

Planned & Proposed Residential Development

Based on our interviews with planning representatives, it was determined that there are no rental housing projects planned within the PSA (Richlands) or within Tazewell County.

F. DEVELOPMENT OPPORTUNITIES

One of the purposes of this study was to identify potential sites that could be developed or redeveloped to create new residential units within the town of Richlands. The focus was on existing structures located in the DSA (Downtown) that are either vacant or partially vacant (underutilized), though we acknowledge there are also several buildings and vacant land located outside of the DSA but within the Richlands' town limits that could represent sites for future residential development. While this list is not exhaustive, it does provide insight as to some of the larger and more notable sites that could serve to support new residential units. The following lists the Development Opportunities identified in the DSA.

Map ID	Address	Town	Stories	Year Built	Lot Size	Type	Building Square Feet	Vacant Status
1	1203 Front/1202 Second	Richlands	2	1914	4,600	Mixed Use	3,400	Partially Vacant
2	1217 Front/1216 Second	Richlands	3	N/A	5,800	Mixed Use	12,000	Vacant
3	1233, 1237, 1239, 1241, 1243 Front Street	Richlands	2	N/A	3,200	Mixed Use	6,000	Partially Vacant
4	1249 Front Street	Richlands	3	N/A	5,200	Mixed Use	13,200	Vacant
5	1553, 1557 Front Street	Richlands	2	1930	10,600	Mixed Use	15,000	Partially Vacant
6	2201 Front Street	Richlands	2	1950	6,752	Commercial	24,948	Partially Vacant
7	2439 Front Street	Richlands	2	1930	3,600	Mixed Use	3,600	Partially Vacant
8	169 Suffolk Avenue	Richlands	2	N/A	9,900	Mixed Use	3,400	Vacant
9	118 Fairfax Avenue	Richlands	2	1900	11,400	Single Family	2,646	Vacant
10	1600 Front Street	Richlands	4	1972	33,236	Mixed Use	47,732	Partially Vacant

Source: Town of Richlands, www.enrichedrealestate.com, and Bowen National Research; Spokeo.com, google maps, homefacts.com, xome.com, Trulia and Zillow were used for year built and current use

Note: All sites are believed to be zoned B-2 Business; Square footage is approximate

N/A = Not Available

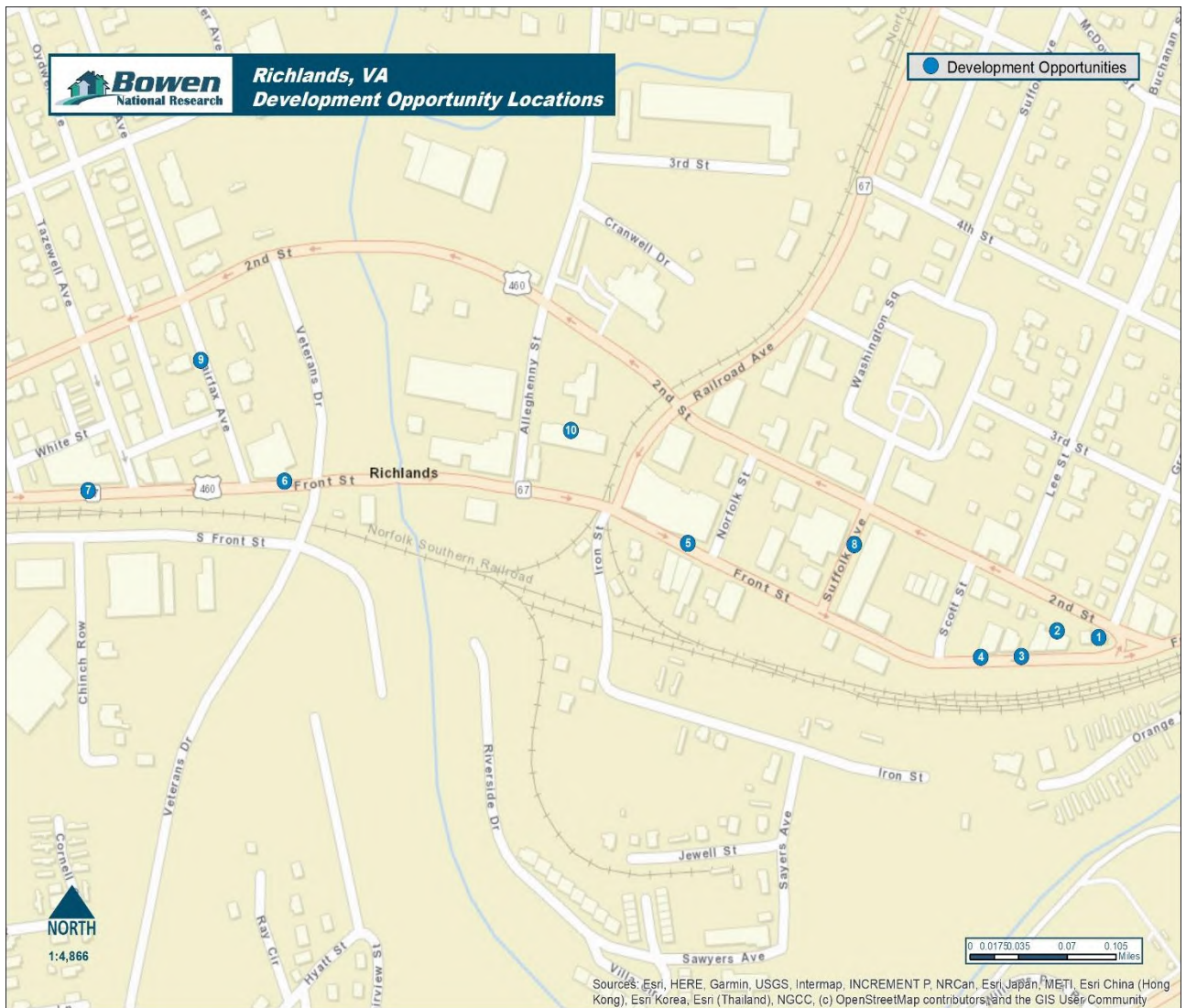
The 10 development opportunity sites consists of existing structures ranging in size from approximately 2,646 square feet to 47,732 square feet. Assuming that a residential unit would require approximately 2,000 square feet per unit (including living space, common areas, and utility area), these combined sites could accommodate up to approximately 66 total units. As such, the DSA has the physical capacity to support many residential units, though several of the individual buildings will have only the capacity to accommodate seven or fewer units.

While the preceding estimates assume the existing buildings could be rehabilitated, the potential exists for some buildings to be razed, allowing for new construction on vacant lots, possibly far greater in number than their current estimated capacity. Many of these sites appear to be above first-floor commercial space and a majority of the buildings are located along Front Street (with some of the same properties with frontage on

Second Street). As a result, the existing structures provide an opportunity to enhance existing retail structures along the primary corridors within the downtown area and would constitute part of a downtown revitalization effort. Adding to the marketability of these sites is that they are located in walkable areas and along a public transportation route. As such, these sites have convenient access to most community services, many within walking distance of the respective sites.

It is critical to reiterate that the identified space very likely does not include all potential sites and not all sites are zoned appropriately. Additionally, rehabilitation of some of these structures may be difficult as redevelopment costs may be cost-prohibitive, unless a private-public partnership is forged. Regardless, given the housing needs of the market and the lack of construction-ready sites in the downtown, the community should encourage and/or support residential development on these sites. Photographs of these sites are provided in Addendum E of this report.

A map illustrating the location of these sites follows:



G. OTHER HOUSING MARKET FACTORS

1. INTRODUCTION

Factors other than demography, employment, and supply (analyzed earlier in this study) can affect the strength or weakness of a given housing market. The following additional factors influence a housing market’s performance, and are discussed relative to each study area, when applicable, in this section:

- Personal Mobility
- Crime Risk
- Enterprise Zone & Historic Districts
- Higher Education
- Community Attributes
- Residential Foreclosures

2. PERSONAL MOBILITY

This section addresses typical commuting patterns, public transportation and downtown walkability, which impact housing decisions and development potential.

Commuting Patterns

The ability of a person or household to travel easily, quickly, safely, and affordably throughout a market influences the desirability of a housing market. If traffic jams create long commuting times or public transit service is not available for carless people, their quality of life is diminished. Factors that lower resident satisfaction weaken housing markets. Typically, people travel frequently outside of their residences for three reasons: 1) to commute to work, 2) to run errands or 3) to recreate.

The following tables show two commuting pattern attributes (mode and time) for each study area:

		Commuting Mode						Total
		Drove Alone	Carpooled	Public Transit	Walked	Other Means	Worked at Home	
DSA	Number	22	1	0	0	0	1	24
	Percent	91.7%	4.2%	0.0%	0.0%	0.0%	4.2%	100.0%
PSA	Number	1,566	148	1	24	5	101	1,845
	Percent	84.9%	8.0%	0.1%	1.3%	0.3%	5.5%	100.0%
SSA	Number	8,083	891	8	70	46	305	9,403
	Percent	86.0%	9.5%	0.1%	0.7%	0.5%	3.2%	100.0%
Virginia	Number	3,183,208	381,320	182,233	100,758	70,754	197,485	4,115,758
	Percent	77.3%	9.3%	4.4%	2.4%	1.7%	4.8%	100.0%

Source: U.S. Census Bureau, 2013-2017 American Community Survey

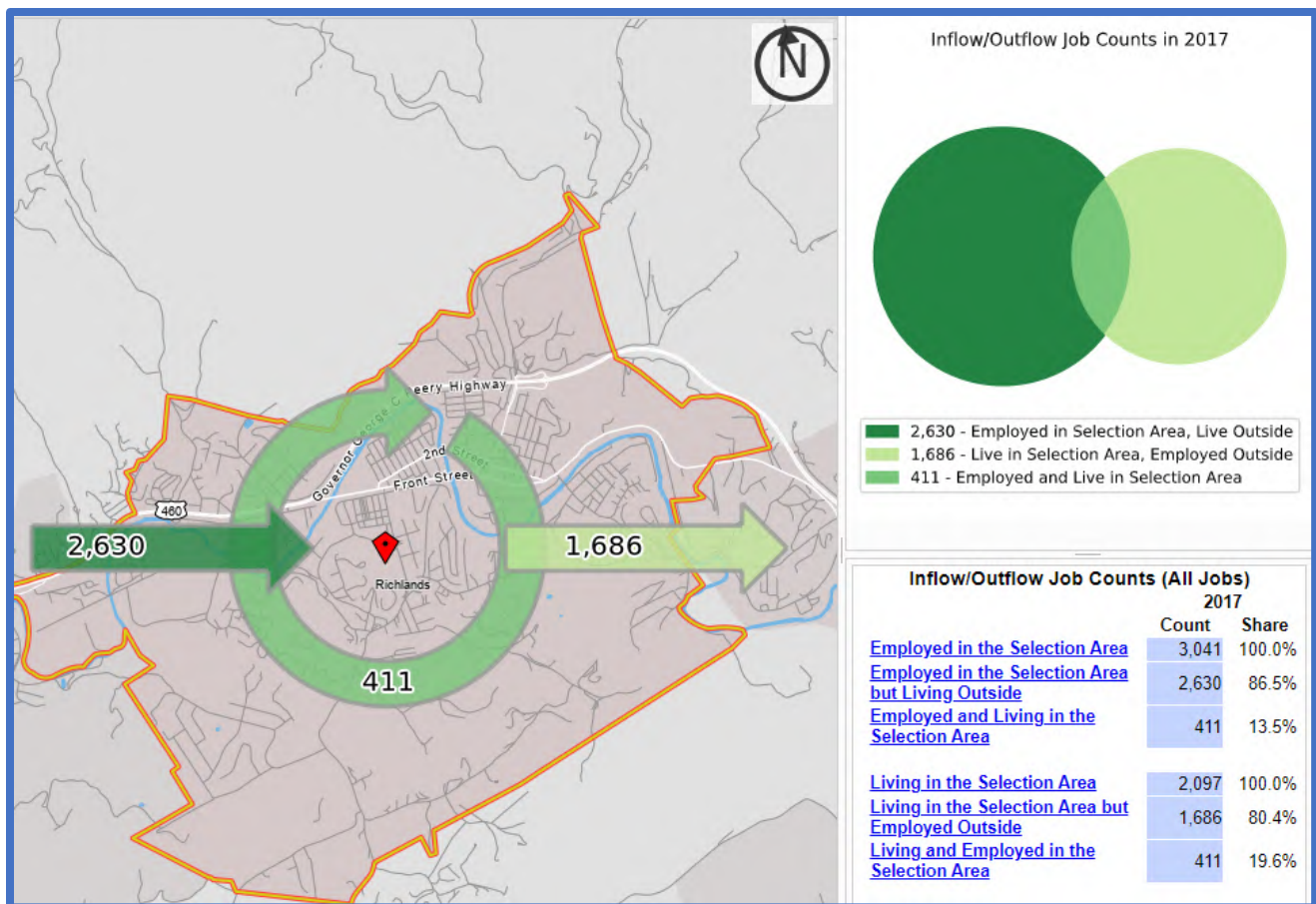
		Commuting Time						
		Less Than 15 Minutes	15 to 29 Minutes	30 to 44 Minutes	45 to 59 Minutes	60 or More Minutes	Worked at Home	Total
DSA	Number	10	7	3	2	1	1	24
	Percent	41.7%	29.2%	12.5%	8.3%	4.2%	4.2%	100.0%
PSA	Number	788	488	280	73	115	101	1,845
	Percent	42.7%	26.4%	15.2%	4.0%	6.2%	5.5%	100.0%
SSA	Number	2,658	3,185	1,726	761	768	305	9,403
	Percent	28.3%	33.9%	18.4%	8.1%	8.2%	3.2%	100.0%
Virginia	Number	874,878	1,420,524	855,199	364,034	403,638	197,485	4,115,758
	Percent	21.3%	34.5%	20.8%	8.8%	9.8%	4.8%	100.0%

Source: U.S. Census Bureau, 2013-2017 American Community Survey

The share (92.9%) of commuters in the PSA (Richlands) that either drive alone or carpool is comparable to the share (95.5%) of the same commuting modes in the SSA (Surrounding Region). Notably, a large share (5.5%) of PSA residents work from home, as compared to both the SSA (3.2%) and state of Virginia (4.8%).

Generally, commute times to work in the PSA are shorter than they are in the SSA. Over 42% of PSA commuters have travel times of less than 15 minutes, compared to just over 28% in the SSA. SSA commuters have longer commute times with over one-third traveling between 15 to 29 minutes to work and just over one-third traveling more than 30 minutes. Based on the preceding analysis, it appears that most PSA residents rely on their own vehicles or carpools to commute to work and do not have abnormally long drive times. As a result, residents should not have abnormally high transit costs that would notably influence housing choices.

The following map and data illustrate the inflow and outflow of the daily workforce traveling in and out of Richlands.



Source: OnTheMap (2017 Census data)

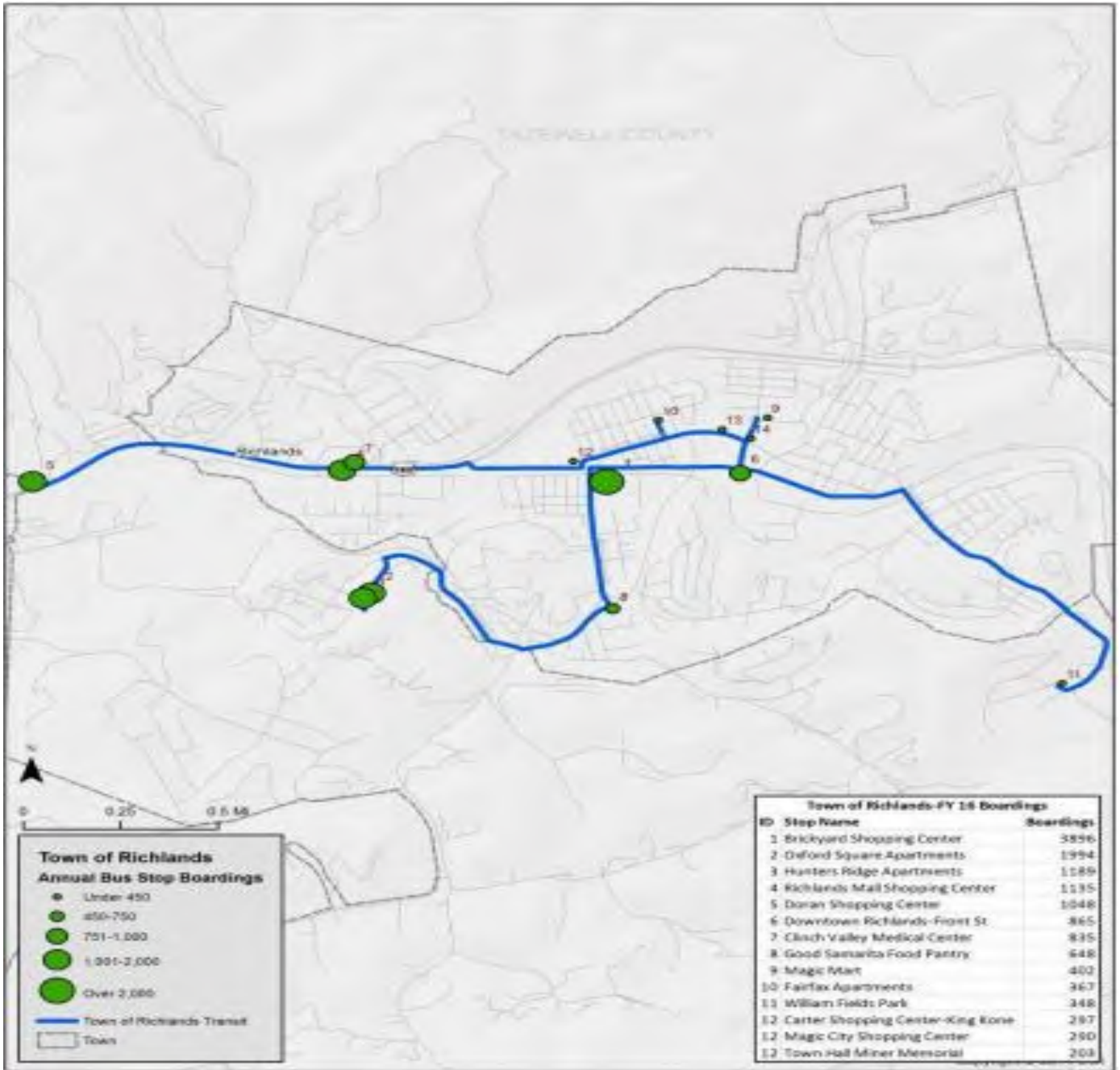
As shown in the preceding map and table, there were a total of 3,041 persons employed within the PSA (Richlands) in 2017. While only 411 (13.5%) of these employed persons both live and work in the PSA, Richlands has a notable inflow and outflow of employed persons. A total of 1,686 workers leave the PSA for employment during the day, while 2,630 people that work in the PSA commute from outside of the town. PSA commuters are commuting east and southwest of town, towards the communities of Tazewell, Claypool Hill, and Lebanon, where notable employment opportunities exist. This inflow of 2,630 workers, representing 86.5% of employed persons within the PSA, represents a potential opportunity for the town to retain such commuters as permanent residents. These commuters represent a large base of potential support for new residential development in Richlands.

Public Transit Availability

The Four County Transit System is operated by the Appalachian Agency for Senior Citizens (AASC), the area's designated Area on Aging which provides for a comprehensive and coordinated system of services for older adults and people with disabilities. This fully coordinated deviated fixed route public bus system services Buchanan, Dickenson, Russell, and Tazewell counties. Four County Transit's fleet consists of 48 operating vehicles and their facility has been located in Cedar Bluff since opening in 2007. TRACI, a transportation management tool created in-house at AASC, accommodates trip scheduling that is utilized for route scheduling producing manifest printouts for driver assignments. AASC/Four County Transit coordinates with area human service providers to provide needed services to area residents, essentially developing a Ride Pass program for mutual clients.

Four County Transit System offers six fixed bus routes that operate within Tazewell County. Fares are generally \$0.25 per boarding, while work express route fares are \$0.50 and college route fares for public riders are \$1.00. The college route is offered through a partnership with Southwestern Virginia Community College. It should be noted that college students and staff with ID, seniors at least 60 years old, and children five or younger who are accompanied by an adult ride fare-free on college routes. The Richlands Town Route includes 14 stops and runs from as early as 8:10 am to as late as 5:00 pm, offering Richlands residents access to various community services within the town limits. The bus stops with the most boarding are Brickyard Shopping Center, Oxford Square Apartments, and Hunters Ridge Apartments.

Onboard respondents to the Virginia Department of Rail & Public Transportation's 2016 passenger survey indicated that shopping was the primary reason for their trip (147 responses) followed by medical (65 responses) and school (58 responses). As such, it appears that utilization of the bus system is *not* primarily for commuting to work purposes. For area commuters who may rely on public transportation for work, they are likely not spending any more than \$30 per month (\$360 per year) to commute to and from work. This amount represents a small portion of expenditures for most area renters. Based on Four County Transit route maps, schedules, and services, the PSA is well served by a comprehensive and affordable public transit system. For people who do not have access to a private car, are able to walk long distances, or cannot afford a taxi, the Four County Transit system facilitates their personal mobility throughout much of the four-county region. All major employment centers and community amenities are served by the system. The Four County Transit system is an asset that contributes to the PSA housing market. A map of the Town of Richlands transit route is shown on the following page.



Source: Virginia Department of Rail and Public Transportation; KFH Group; Transit Development Plan, April 2017

Walkability

While the transportation network in Richlands provides good connectivity in the town and throughout much of the region, the area does not appear to support walking and bicycling as viable alternative means of transportation outside of the DSA (Downtown) . This is likely partially due to the area’s topography which is more rural outside of downtown.

The ability to perform errands or access community amenities affordably and conveniently by walking (rather than driving) contributes favorably to personal mobility. A person whose residence is within walking distance of major neighborhood services and amenities will most likely find their housing market more desirable. To evaluate “walkability” within the DSA (Downtown), the online service “Walk Score” was used. A four-point grid was created to secure values within the DSA. The address of each grid point was entered into the website for scoring. Walk Score takes a specific location and analyzes its proximity relative to a standardized list of community attributes. It assesses not only distance, but the number and variety of neighborhood amenities as well. A Walk Score can range from a low of 0 to a high of 100, with the following scale descriptors:

Walk Score®	Description
90–100	Walker's Paradise Daily errands do not require a car.
70–89	Very Walkable Most errands can be accomplished on foot.
50–69	Somewhat Walkable Some amenities within walking distance.
25–49	Car-Dependent A few amenities within walking distance.
0–24	Very Car-Dependent Almost all errands require a car.

When the four grid point locations were entered into the website, the following Walk Scores were generated:

Walk Score by Location			
Map ID	Location	Walk Score	Walk Score Descriptor
1	1201-1299 Front St.	48	Car Dependent
2	1318 2 nd Street	53	Somewhat Walkable
3	1557 Front St.	56	Somewhat Walkable
4	1401 2nd St.	54	Somewhat Walkable
5	2506 Front St.	64	Somewhat Walkable

Source: Walkscore.com; Bowen National Research

As the preceding table illustrates, downtown Richlands appears to be somewhat walkable along Front Street and 2nd Street and mostly car dependent at the far eastern portion of the downtown (Map Code 1). As evidenced in the table, walkability generally declines as you move further away from the central downtown corridor. While the downtown is only considered somewhat accessible to pedestrians, these areas nonetheless attract large numbers of people. If walkability is a favorable measure of personal movement and the ease of personal movement contributes favorably to a housing market, the downtown areas should represent a desirable housing market.

A map showing the location of the five grid points used for walkability scoring on follows:



3. CRIME RISK

Crime risk, whether perceived or real, can influence a person’s decision to move to, leave, or remain at, a particular location. The desirability of a housing market, whether in the overall town or neighborhood-specific, is often judged by its level of security and safety. Existing and potential residents constantly monitor crime risk, both on a “personal” and “property” basis. When certain geographic areas exhibit higher crime rates, potential residents tend to move elsewhere and existing residents relocate. Conversely, areas with lower crime rates tend to attract potential residents and retain existing ones. Stronger housing markets normally enjoy low or decreasing crime rates, while weaker housing markets usually suffer from high or increasing crime rates.

For this study, the FBI Uniform Crime Report (UCR) was used. The FBI collects data from roughly 16,000 separate law enforcement agencies across the country and compiles it into the UCR. The most recent data shows a 95% coverage rate of all jurisdictions nationwide. Applied Geographic Solutions uses the UCR at the jurisdictional level to model seven crime types for specific geographic areas. Risk indexes are standardized based on national averages. A Risk Index value of 100 for a particular crime type in a certain area means that the probability of the risk is consistent with the national average. It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and a murder is no more significant statistically than petty theft. Therefore, caution should be exercised when using them.

The following table compares the UCR crime risk probabilities by zip code for the four selected geographies in this study:

Total Crime	Personal Crime					Property Crime				
	Murder	Rape	Robbery	Assault	Total	Burglary	Larceny	Vehicular Theft	Total	
DSA (Downtown)										
Zip Code 24641	95	102	124	35	44	50	86	116	28	102
PSA (Richlands)										
Zip Code 24609	43	48	59	6	27	24	30	55	17	46
Zip Code 24612	62	39	112	32	58	56	48	72	29	63
Zip Code 24639	30	44	84	10	41	37	39	28	18	29
Zip Code 24641	95	102	124	35	44	50	86	116	28	102
SSA (Surrounding Region)										
Surrounding Region	40	61	74	15	46	41	34	43	22	39
Virginia										
Virginia	73	97	76	54	48	53	53	86	49	76

Source: Applied Geographic Solutions

The Crime Index for the DSA (95) and each Zip Code in the PSA (30 to 95) are below the national (100) average. It appears that actual crime frequency of 95 for the DSA (Downtown) is higher than much of the surrounding area (SSA), this is not unusual given the denser composition of the downtown. Given the DSA has a Crime Index slightly below the national average, we do not anticipate crime adversely impacting development opportunities in the downtown.

4. TAZEVELL COUNTY ENTERPRISE ZONE & HISTORIC DISTRICT DESIGNATIONS

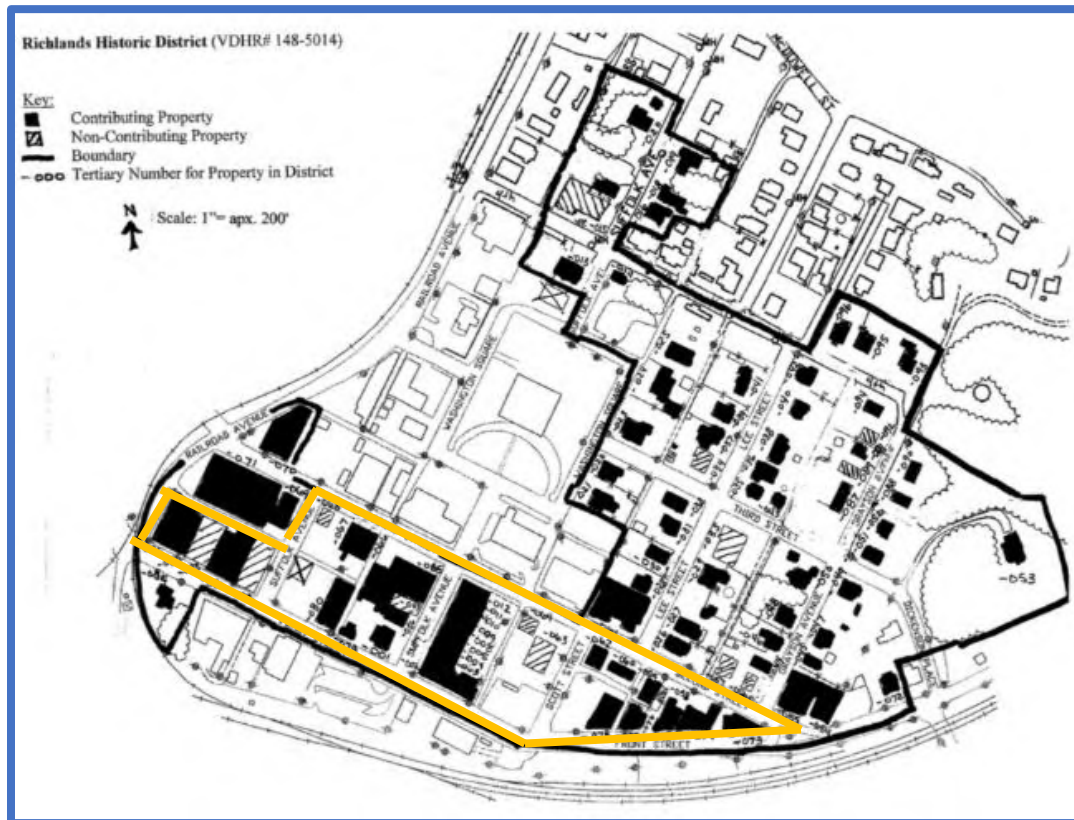
As of 2016, the town of Richlands comprises a portion of the Tazewell County Enterprise Zone as shown below. While the Enterprise Zone extends into several parts of Richlands, only a small area falls within the DSA (Downtown). Specifically, the Enterprise Zone covers the area of downtown that is bounded by Second Street to the north, State Route 67 to the east, Front Street to the south and the Clinch River to the west. This is shown in green on the map below. In addition to the associated state incentives, Richlands provides to qualifying businesses within the Enterprise Zone:

1. A declining Rehabilitated Real Estate Tax Exemption Incentive for qualifying improvements of 80%, 60%, and 40% over three years.
2. A Building Permit and Development Fee Refund Incentive.
3. A declining Lodging Tax Refund Incentive of 80%, 60%, and 40% over three years.
4. A declining Meals Tax Refund Incentive of 80%, 60%, and 40% over three years.
5. A declining Business License Fee Abatement of 80%, 60%, and 40% over three years.



Source: Tazewell County website

Adjacent to but not overlapping with the Enterprise Zone are two historic districts within Richlands. Listed on the National Register of Historic Places in 2007, the **Richlands Historic District** includes Richlands' historic downtown area and earliest residential neighborhood, both of which show the architectural styles prominent in the late 19th and early 20th centuries. The district encompasses 91 contributing buildings, including residential, commercial, and institutional buildings. The Richlands Historic District is shown on the map below, with the area falling within the DSA (Downtown) shown by the yellow outline. The **Tazewell Avenue Historic District** (shown on the following page) has similar architecture and encompasses 70 contributing buildings within a primarily residential section of town, which includes a commercial district adjacent to the railroad with two-story brick historic commercial buildings. None of the DSA falls within the Tazewell Avenue Historic District.



Source: Virginia Department of Historic Resources, Nomination Forms



Source: Virginia Department of Historic Resources, Nomination Forms

Besides many public benefits which are thought to accompany historic districts with national honorary status (i.e. quality of life, tourism, stabilized property values, and business recruitment potential), national historic districts have implications for the alteration and construction of buildings, and consequently, for the preservation and development of affordable housing. According to 2016 ACS data, census tract 209, which encompasses the Tazewell Historic District, has a poverty level of 24.4% and census tract 204, which encompasses the Richlands Historic District, has a poverty level of 18.8%, both of which are higher than the remaining tract (210, 16.3%). Historic districts are often within proximity to transportation or are in walking distance to jobs, schools, and amenities, which can offset the higher cost of housing. In addition to state tax incentives, the federal government offers a 20% Tax Credit to defray the rehabilitation costs on income-producing renter-occupied properties which are listed on the National Register of Historic Places. Most historic district ordinances follow the Secretary of Interior's Standards, which do not prevent infill construction, accessory uses, or multifamily buildings. However, local ordinances are flexible and will sometimes even make concessions for projects that have important public benefits.

5. HIGHER EDUCATION

There are several institutions of higher learning in the region that may have some effect on the housing needs of the Richlands market. This section provides a brief overview of these schools.

Southwest Virginia Community College – Southwest Virginia Community College, a public two-year college located 8.3 miles south of Richlands, primarily services the residents of the counties of Buchanan, Dickenson (partial), Russell and Tazewell. Since at least 2019, graduates of Richlands high school can attend the college tuition-free. It should be noted that there is no student housing available, resulting in a large number of students residing within Richlands and Cedar Bluff. The student population of Southwest Virginia Community College has stayed relatively flat over the last five years, as illustrated below.

Fall Term	Associates Degree (Bachelors Credit)	Associates Degree (Occ/Tech Credit)	Certificates	Total
2010	937	643	812	3,755
2011	807	592	662	3,233
2012	715	591	547	2,766
2013	696	573	525	2,630
2014	748	488	522	2,546
2015	765	741	602	2,563
2016	659	497	602	2,481
2017	588	471	562	2,304
2018	565	477	587	2,373
2019	666	451	519	2,338

Source: State Council of Higher Education for Virginia

Total enrollment has declined in each year between 2010 and 2019, except for slight increases in 2015 and 2018. However, enrollment in bachelors credit programs did increase in 2014, 2015, and in 2019. Overall, enrollment has declined by 1,417 students, or 37.7%, between 2010 and 2019. The college offers numerous programs designed to prepare students to attend surrounding institutions of higher education. Notable neighboring institutions include Appalachian College of Pharmacy (Oakwood, Virginia, 19 miles northwest), Appalachian School of Law (Grundy, Virginia, 30.4 miles northwest), and the Emory & Henry School of Health Sciences (Marion, Virginia, 63 miles southeast).

The economic impact on their service area was recently estimated to be \$165.6 million. As of fall 2019, 872 students or 37.2% of students attending Southwest Virginia Community College were from Tazewell County. While there is a lack of any on-campus housing, this college relies heavily on commuters, many of whom live in their own homes and/or with family. As such, it is not anticipated that there is significant need for off-campus student housing in the PSA. Further, given the declining enrollment over the past decade, it would appear the need for any off-campus student housing is likely declining.

Appalachian College of Pharmacy - The Appalachian College of Pharmacy is Virginia's only three-year accelerated private doctoral pharmacy program and is located in Oakwood, Virginia, approximately 19.0 miles northwest of the town of Richlands. The school admitted its first class in 1997. There was a total of 217 students enrolled as of the fall 2019 semester, according to the State Council of Higher Education for Virginia. A total of 50 students in the newly enrolled class were from out of state, while just 24 were from within the state. This level of enrollment is very typical, as enrollment has ranged between 202 and 227 over the past seven years. The school offers one degree, a Doctor in Pharmacy. The first-year cost of housing, not including utilities, is estimated to be \$7,200 per year, or \$600 per month, for the 2019-2020 school year.

Appalachian School of Law - The Appalachian School of Law, is a private university offering a three-year Juris Doctor degree, is located in Grundy, Virginia, approximately 30.4 miles northwest of Richlands. The school graduated its first class in 2000 and is housed in what was the old Grundy High School. In the fall semester of 2019, there were a total of 164 students enrolled. According to a 2019 Virginia Business article, in addition to the certificates in cybersecurity policy and management, natural resources law, and criminal law, the school is currently working on developing a specialized certificate program geared towards engineering and law. The school's estimate of the first-year attendance cost of housing for the 2019-2020 year \$5,400, or \$450 per month.

Considering the tendency for students to ultimately remain near where they study, these institutions of higher learning are assets to the region, providing roughly 100 jobs and graduating a workforce with skills that are beneficial to the area. Additionally, they contribute to the demand for housing in the Richlands area and may represent a development opportunity for new housing.

6. COMMUNITY ATTRIBUTES

The location, type, and number of community attributes (both services and amenities) significantly impact housing market performance and the ability of a market to support existing and future residential development. A geographic area served by an abundance of amenities and services should be more desirable than one with minimal offerings, and its housing market should perform better accordingly. As a result, community attributes of Richlands were examined.

A summary of notable community attributes is provided that includes: 1) a list of services and amenities by name and type and 2) a brief narrative describing their collective scope. This overview should not be considered an exhaustive evaluation of attributes offered within Richlands, since data and marketplace conditions change constantly. However, such an analysis enables a proper assessment as to the sufficiency of the area to provide essential community services to its residents, both current and future. This analysis also helps to determine if certain community services or amenities are lacking in the area that may encourage current residents to ultimately leave the area or discourage future residents from locating to Richlands.

Community Attributes	
Community-wide Annual Events	
CART (Citizens for the Arts)	Freedom Festival
Richlands Farmers' Market	Winter Honey Festival
Town Wide Yard Sale	Richlands High School Homecoming Parade
Veteran's Parade	Christmas Parade
Employment Centers	
Tri-State Energy Inc.	Richlands Public Schools
Spectrum	Clinch Valley Medical Center
Appalachian One Stop Workforce Center	Downtown Richlands shops & restaurants
Groceries	
Grant's Super Market	Food Lion
Mike's Fresh Produce	Mother Earth of Richlands
Shopping & Service Stores	
Roses Discount Store	Emporium
Goodwill	Schewel Furniture Company
Tazewell County Mercantile	Big Lots
Convenience Stores/Gas Stations	
3 Way Fast Break	Gas n' Go
Fast Mart 435	Dollar General
Fast Mart	Cargo IV
Corner Mart	Little General Store
Banks	
First Sentinel Bank	Clinch Valley Bank
BB&T	National Bank - Richlands
TruPoint Bank	MCNB Banks – Richlands Banking Center
Wells Fargo Bank	
Parks/Recreational Facilities	
Richlands Town Recreation Park	Williams Field – Critterville Park
Worship Centers	
Assembly of God Christian Center	Richlands Church of God
Trinity Episcopal Church	First Christian Church
Gethsemane Baptist Church	St. Mary's Catholic Church
First Baptist Church	Richlands Presbyterian Church
Life Sanctuary	First United Methodist Church
Fire Department	
Richlands Fire Department	
Restaurants/Bars	
The Lunch Box Café & Bakery	Hardee's
Huddle House	Giovanni's Pizzeria
Wendy's	V & V
Burger King	Roma
McDonalds	Pizza Hut
Red Flower Chinese	Taco Bell
Coaltown Taps (coming soon)	El Burrito Loco
Library	
Tazewell County Public Library	
Schools	
Richlands Elementary School	Richlands High School
Richlands Middle School	Richlands Tabernacle Christian
Museum/Historic Sites	
Railroad Section House	Coal Miners' Memorial
Senior Centers	
None	

Police Department	
Richlands Police Department	
Post Office	
U.S. Post Office	
Doctor/ Dentist Offices	
Michel Bidros (Doctor)	Westfall Orthodontics
Chiropractic First – Richlands	Richlands Family Dentistry
Bailey Chiropractic and Wellness	Southwest Va Pediatric Rehab
Hospital/Medical Center	
Washington Square Clinic	Clinch Valley Medical Center
Pharmacy	
Scottie Pharmacy	CVS
Richlands Pharmacy	
Laundry	
The Laundromat of Richlands Towne	
Public Transit	
Four County Public Transit	Mullin’s Cab

Community services for Richlands residents are concentrated in the central portion of town, along U.S. Highway 460 (Governor George C. Peery Highway), which forms part of the Virginia Coal Heritage Trail. This corridor includes several boutique, antique, and specialty shops and a variety of fast food and traditional restaurants. The town currently has two primary recreation facilities and a pedestrian and bike trail along the river which are widely used by residents throughout the region and serve as a primary attraction for Richlands.

Approximately seven banks are located in the PSA and offer financial services as well as potential part-time employment for students or career opportunities for young professionals. Richlands is home to Southwest Virginia’s first American Job Center, housed within the Richlands Business Incubator facility. Additionally, the Trenton-Mercer County Airport, offering charter services, rentals, flight school, cargo/ground handling and airplane storage is conveniently located within a one-hour drive east, accessible from State Route 460.

Several worship centers are also available downtown and serve a variety of faiths. The Police Department serves the entire town and neighboring departments through a mutual aid agreement. Public transportation is provided by Four County Transit, which has numerous affordable weekly runs covering key areas.

Despite the large number of most key community services, Richlands offers a limited number of options for large-scale grocers and major retail centers, particularly on the east side of downtown. Further, we did not identify any senior centers. As a result, Richlands residents must travel to the Claypool Hill, Cedar Bluff, Pounding Mill, Falls Mills, Tazewell, Swords Creek and Bluefield areas to access such things as a Walmart Supercenter, additional retail stores and surgical hospitals/medical centers. While Clinch Valley Medical Center in Richlands provides approximately 180 beds, a cancer treatment center, an out-patient advanced wound center, and cardiopulmonary rehabilitation in addition to acute care and all the programs normally available in a hospital, it is not uncommon for

Richlands residents to drive 38 miles to Bluefield Regional Medical Center for surgical care. While not significant, this may limit the appeal of Richlands to current and prospective residents, particularly to older seniors and others who may need regular medical care. It is important to note that the vibrancy of the downtown and the variety of cultural events in the area may be an equally if not more important attribute of the town of Richlands for many residents.

Notable community services located outside of the PSA are detailed below:

Community Attributes (outside of PSA)		
Name	Type	Distance from PSA Center (Miles)
Bluefield Regional Medical Center	Hospital/Medical Center	38.0 Northeast (Bluefield)
Carilion Tazewell Community Hospital	Hospital/Medical Center	20.0 Northeast (Tazewell)
Appalachian Agency for Senior Citizens	Senior Center	8.0 South (Cedar Bluff)
Swords Creek Senior Citizens	Senior Center	11.2 Southwest (Swords Creek)
Behavioral Health Pavilion	Psychiatric Hospital	37.7 Northeast (Bluefield)
Claypool Hill Mall	Shopping Mall	4.2 East (Claypool Hill)
Walmart Supercenter	Discount Shopping	5.6 East (Pounding Mill)
Walmart Supercenter	Grocery	5.6 East (Pounding Mill)
Fireside Lanes	Recreational Facility	4.7 Southeast (Claypool Hill)
Broadway Cinemas	Theater	4.4 Southeast (Claypool Hill)
Kinetix Fitness	Recreational Facility	5.3 Southeast (Cedar Bluff)
Southwest Virginia Community College	College/University	8.3 South (Cedar Bluff)

Overall, the town of Richlands is well served by most key community services, with a regional hospital, several restaurants, bars, banks, churches, parks, recreation centers and public services (i.e. police and fire) located within the town limits. The area is close to employment opportunities ranging from service industry jobs to professional employment. Considering that the PSA is 5.7 square miles, while the DSA is just 0.3 square miles, these community services and employment opportunities within the PSA are believed to conveniently serve the residents throughout Richlands, with no isolated residential areas. There are no suburban-style malls within the PSA; however, notable shopping areas include staple stores such as Food Lion, Grants Super District, CVS, Big Lots, and Dollar General. As a result, we believe access to community services is good. The types, number and location of community services have been considered in our assessment of housing needs.

7. RESIDENTIAL FORECLOSURES

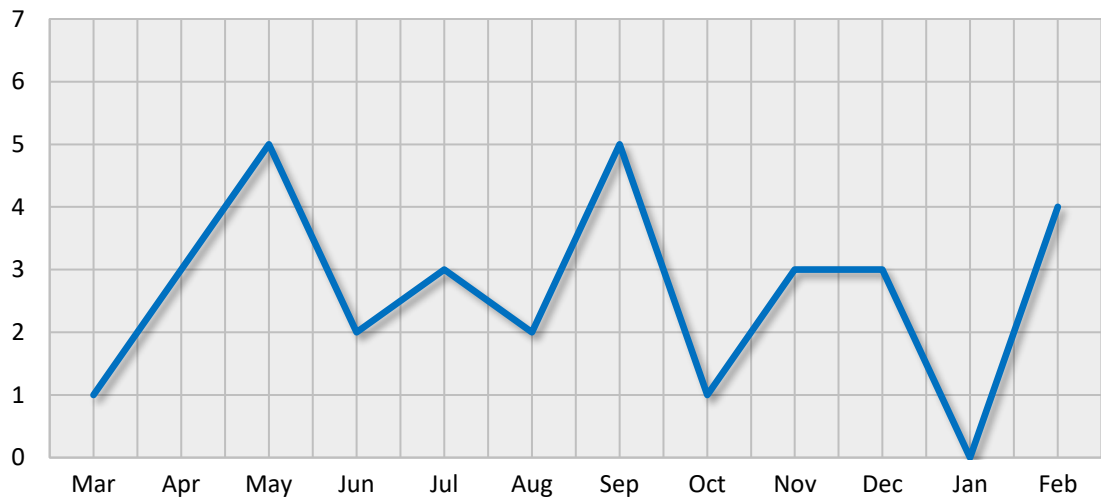
The foreclosure of residential structures is an important factor to consider when assessing the housing needs of a market, as it can be an indicator of a weakness of a market. Given recent and potential impacts of the COVID-19 outbreak, it will be important to track foreclosure activity in the local market, as it is an indicator of housing market health.

The following table summarizes monthly residential foreclosure activity from March 2019 through February 2020 within Tazewell County.

Residential Foreclosure Filings – Tazewell County		
Month	Filings (Richlands)	Monthly Change
March	1	-
April	3 (1)	+2
May	5	+2
June	2 (2)	-3
July	3 (1)	+1
August	2	-1
September	5 (2)	+3
October	1	-4
November	3	+2
December	3	-
January	0	-3
February	4	+4
Total Foreclosures	32	-
Avg. Monthly	2.7	-

Source: RealtyTrac.com

Tazewell County Residential Foreclosures (Mar. 2019 to Feb. 2020)

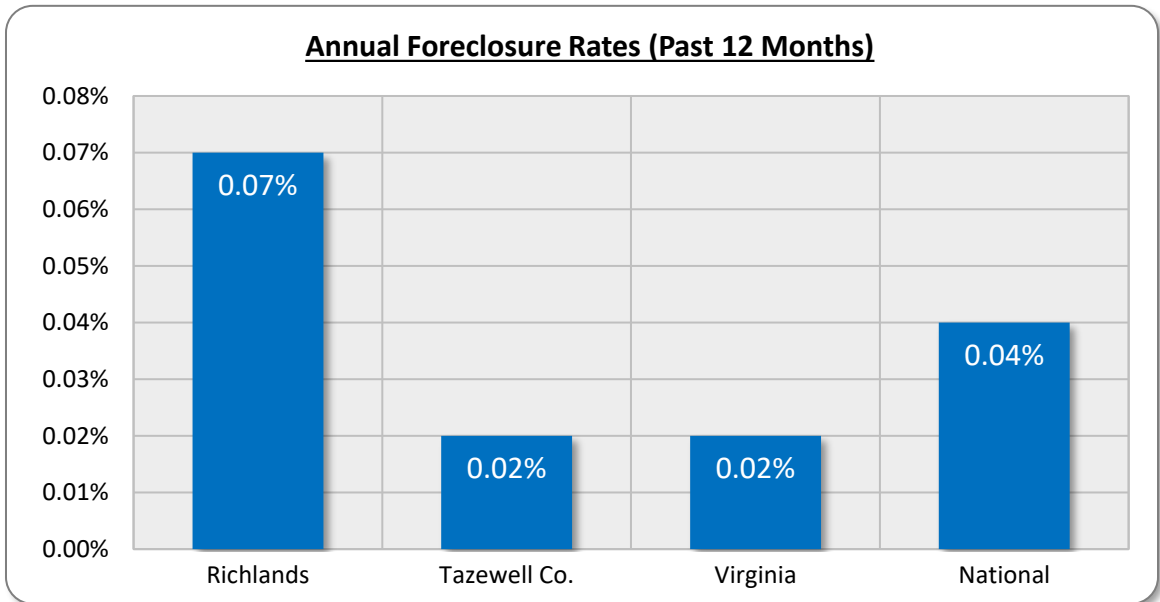


Over the past 12 months, there were 32 residential foreclosure filings in Tazewell County, with an average of 2.7 foreclosures per month. During the past year, foreclosure filings in the county peaked at five filings in May and September of 2019. The February 2020 figure of four filings appears to be approaching filing levels that are the exception for the market on a monthly basis, especially since the January figure (0 filings) was significantly lower. There have only been six residential foreclosure filings in the PSA (Richlands) over the past year.

The overall foreclosure rates over the past 12 months for the PSA (Richlands), Tazewell County, the state of Virginia and the United States are compared in the following table and graph.

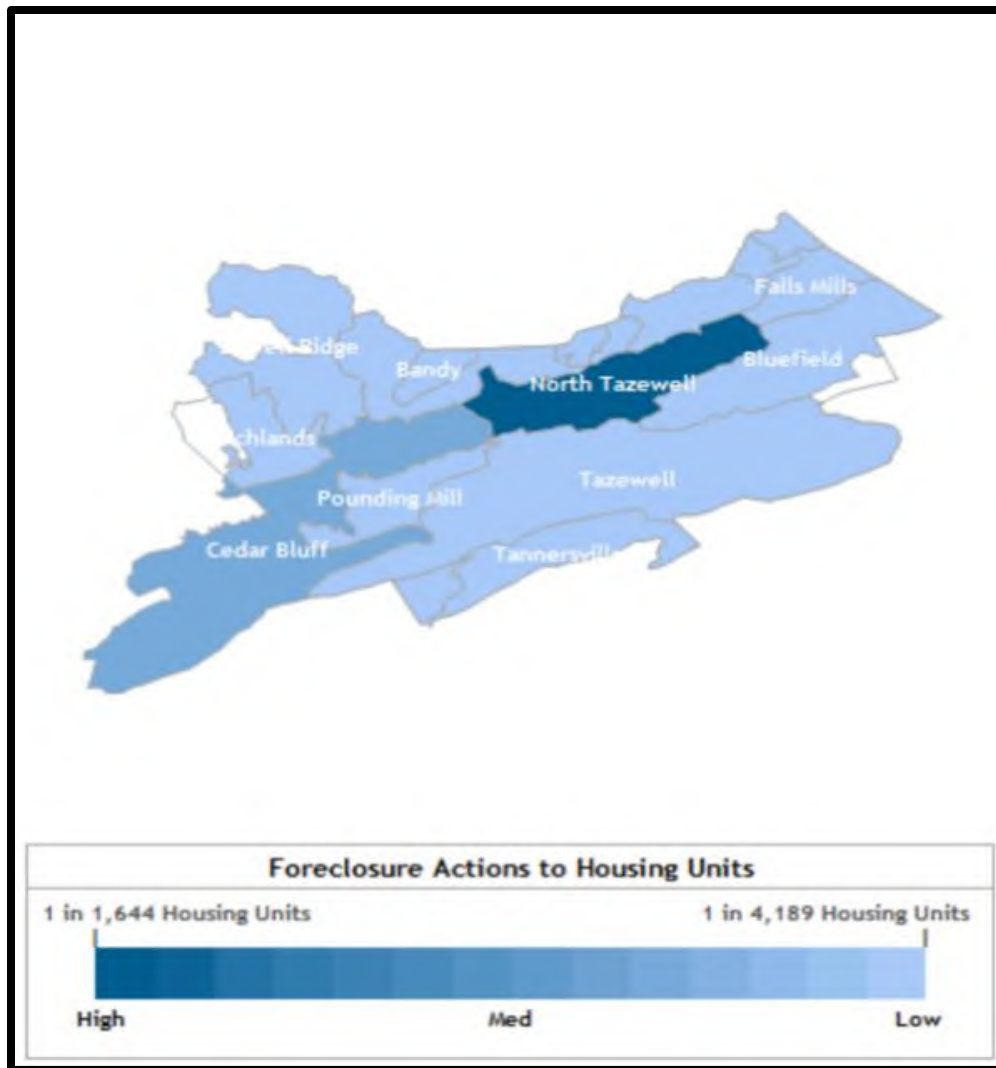
Data	Geographic Comparison			
	Richlands	Tazewell County	Virginia	National
Annual Foreclosure Rate	.07%	.02%	.02%	.04%

Source: RealtyTrac.com



As the preceding table illustrates, the 0.07% annual foreclosure rate for Richlands is much higher than Tazewell County and the state of Virginia and more comparable to national foreclosure rates. However, as stated earlier, this is the result of just six filings in the past year.

A breakdown of foreclosure activity *by community* in Tazewell County, adjusted for the density of housing units, is depicted in the following map:



Source: RealtyTrac.com

Residential foreclosure activity over the past 12 months appears to be concentrated in the central and southwest portions of Tazewell County, most notably in North Tazewell, Pounding Mill, and Cedar Bluff. Regardless, it appears that foreclosure activity has had a minimal impact on the Tazewell County market in the past year. However, it will be important to monitor such activity over the near future. Additionally, RealtyTrac does not show that there have been any foreclosures in Richlands in the last five months. Therefore, it does not appear that residential foreclosures are a significant factor in the local housing market, though it should continue to be monitored.

H. STAKEHOLDER INPUT

Associates of Bowen National Research obtained input from six stakeholders within the town of Richlands and Tazewell County regarding the local housing market. Input from stakeholders was provided in the form of an online survey. The six total respondents represent a wide range of industries that deal with housing issues, including local government officials, relators, landlords, and various business and social service organizations. The purpose of these stakeholder surveys is to gather input regarding the need for specific types and styles of housing, identify the income segments housing should target, identify housing issues in the market, and establish potential solutions to address housing within Richlands and Tazewell County. **IMPORTANT: Some combined results for a specific topic could exceed 100% due to the fact that respondents had the option to select more than one answer.** The following is a summary of key input gathered:

- Stakeholders were asked to indicate the degree of overall housing demand within Richlands for housing by **target market** (independent senior apartments, senior care facilities (assisted and nursing), for-sale senior condominiums, single-person (studio/one-bedroom), live/work housing (i.e. artists), communal (shared living space), rentals that accept Housing Choice Vouchers, family housing (2+ bedrooms), and housing for persons ages 25-39). The housing needs which received 100% of the vote for being high priorities included the following: independent senior apartments, senior care facilities (assisted and nursing), family housing (2+ bedrooms), and housing for persons ages 25-39. The only other types which received a majority response under the *high need* category were rentals that accept Housing Choice Vouchers (80%) and single-person (studio/one-bedroom) (75%). Notably, three quarters of the respondents indicated that there was no need for live/work housing (i.e. artists).
- Stakeholders were asked to indicate the degree of overall housing demand within Richlands for housing by **tenure** (renter vs. owner) and **price point/rent level**. Overall, both rental and for-sale housing appear to be needed in equal measure, as an equal number of respondents (4) indicated high need for both rental housing with rents less than \$500 per month and for-sale housing priced at less than \$150,000. The only other response under the *high need* category was a single vote for rental housing with rents between \$500 and \$1,000 per month. The majority of respondents indicated that there was no need for either rental housing costing over \$1,000 per month or for-sale housing priced over \$350,000. For-sale housing priced between \$150,000 and \$199,999 was voted 100% as a *minimal need* and for-sale housing priced between \$200,000 and \$249,999 was evenly split between the *minimal need* and *no need* categories. As such, respondents indicated that affordable housing should be a priority, regardless of tenure.

- Stakeholders were asked to rank the level of demand for the following housing **styles**: apartments, duplex/triplex/townhomes, condominiums, ranch homes/single floor plan units, low cost fixer-uppers (single-family homes), modern move-in ready single-family homes, and accessory dwelling units. The highest share of respondents (80%) indicated that the highest need was for apartments. Three quarters of respondents indicating that ranch homes/single floor plan units and low-cost fixer-uppers were the highest need. And over half (60%) indicated that duplex/triplex/townhomes and modern move-in ready single-family homes were the highest need. Accessory Dwelling Units was the only option to receive a majority vote under the *minimal need* category. Based on these results, most respondents felt that apartments, ranch homes, and low-cost fixer-uppers were the greatest need. One person skipped this question.
- Stakeholders were asked to what degree specific **housing issues** are experienced in Richlands, choosing from the following options: Not at All, Somewhat, or Often. The issues that received the greatest response (100%) from the respondents under the category of issues *often* experienced by residents were limited availability, lack of down payment for purchase, and lack of rental deposit (or first/last month rent). Substandard housing (quality/condition) and the high cost of renovation/maintenance also received majority shares (75%) under the *often* category. Only foreclosures received a majority vote (75%) as being a housing issue experienced *somewhat* in Richlands. Two people skipped this question.
- Stakeholders were also asked to rank the priority for the following **types of housing construction** in Richlands: New construction, renovation of existing housing, conversion of unused buildings (old offices, warehouses, etc.), use of upper floors over commercial space, blight demolition to create land for a new development and low cost loans or grants to repair homes. Most respondents assigned *high priority* to blight demolition (100%), low cost loans or grants to repair homes (100%), renovation of existing homes (75%), and the conversion of unused buildings (60%).
- Stakeholders were asked to prioritize types of **incentives or assistance programs** that could address housing issues. The incentives or assistance programs which were considered to be a *high priority* included low cost loans or grants to repair homes (100%), tax abatement (75%), assistance with infrastructure (50%), clear/donate land (25%), and reduce/waive development fees (25%). Zero respondents believed that changing zoning policies should be a high priority. Two people skipped this question.

- Stakeholders were also asked to choose the top three common barriers or obstacles existing in Richlands that limit residential development. The cost of land, the cost of labor/materials, and the lack of employment opportunities were the most frequently cited issues, each receiving 60% of the vote. The only other barriers cited included the availability of land (40%), financing (20%), the condition/blight of existing housing (20%), and low potential for property values to appreciate (20%). One person skipped this question and one person provided an alternative response which indicted that schools, infrastructure, availability of affordable land, and red tape were the main barriers or obstacles existing in Richlands.
- Respondents to the previous question were also asked how they believed obstacles or barriers to development could be reduced or eliminated. Two respondents provided open-ended responses to this question. One respondent suggested that there should be more pressure to accomplish actions for the betterment of the community in a collaborative manner, without the interference of politics. Another respondent stressed that the starting point is necessarily cleaning up existing blight and holding landlords accountable for the condition of their properties.

I. HOUSING GAP ESTIMATES

Bowen National Research conducted housing gap/needs analyses for rental housing for the PSA (Richlands). The housing gap estimates include growth, units required for a balanced market, replacement of substandard housing, external market support and other factors. These estimates are representations of the potential housing needs in the market.

Our estimates consider three income stratifications. The income stratifications were established by using the income limits that correspond to various affordable housing programs. For example, the lowest rental stratification used the approximate HUD income limit of 50% of Area Median Household Income (AMHI) that corresponds to typical government-subsidized programs, while the middle-income limit used the approximate 80% AMHI limit published by HUD that corresponds to product developed under the Low-Income Housing Tax Credit program. The following table illustrates the income levels and corresponding affordable rents that were used in our housing gap estimates

Household Income Stratifications by Tenure			
Annual Household Income	Hourly Wage*	Percent AMHI	Affordable Rent
≤ \$30,000	≤ \$14.42	≤ 50%	≤ \$750
\$30,001-\$50,000	\$14.43-\$24.03	51% - 80%	\$751-\$1,250
\$50,001+	\$24.04+	81%+	\$1,251+

AMHI – Area Median Household Income

*Wage based on 2,080 hours a year

The demand components included in the housing gap estimates are listed as follows:

Housing Gap Analysis Components	
Renter Housing	
•	Renter Household Growth
•	Units Required for a Balanced Market
•	Replacement of Substandard Housing
•	Commuter/External Market Support
•	Net Step Down Support

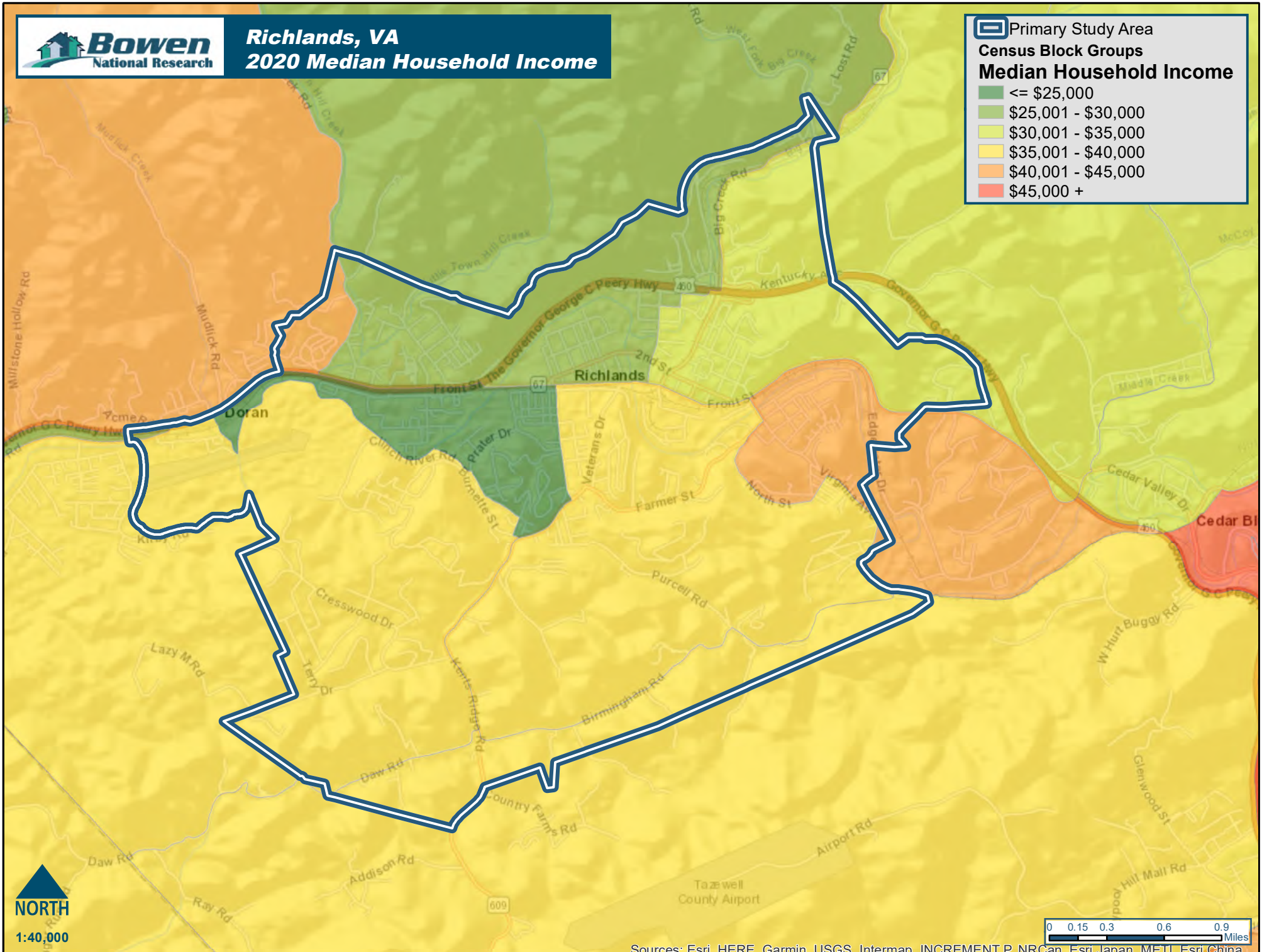
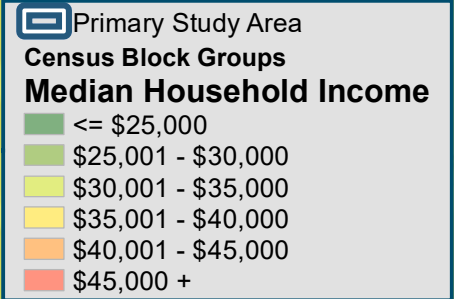
The demand factors for each housing affordability segment are combined to yield an overall housing gap. Any product confirmed to be in the development pipeline for which sufficient details exist is deducted from the various demand estimates. These estimates represent the number of housing units that are required to meet the housing needs of area residents.

The table below illustrates the housing gaps by household income level and corresponding rent level.

Demand Component	Rental Housing Gap Estimates by Income		
	Household Income (Rent)		
	<\$30,000 (<\$750)	\$30,000-\$50,000 (\$750-\$1,250)	\$50,001+ (\$1,251+)
New Households (2020-2025)	-47	0	9
Units Required for Balanced Market	12	8	3
Replacement of Substandard Housing	7	2	2
Commuter/External Market Support	55	9	4
Net Step-Down Support	8	-1	-7
Total Housing Gap	35	18	11

Based on the preceding analysis, the overall five-year housing gap in the town of Richlands estimated at 64 rental housing units. It appears that the greatest rental housing gap is for housing that serves households with incomes of up to 50% of median income (roughly up to \$30,000/year) and support for 18 rental units affordable to households with incomes of up to 80% of median income (roughly up to \$50,000/year). While there is potential support for up to 11 units priced over \$1,250, such product is untested in this market. Therefore, the finishes, design and amenities will need to be of such a level to warrant a rent premium in this market. While many factors will ultimately impact housing needs and the success of individual projects, these estimates provide insight as to the depth of potential support and need for new housing product. These housing gap estimates were considered in our recommendations for Richlands' Housing Plan.

ADDENDUM A:
DEMOGRAPHIC THEME MAPS



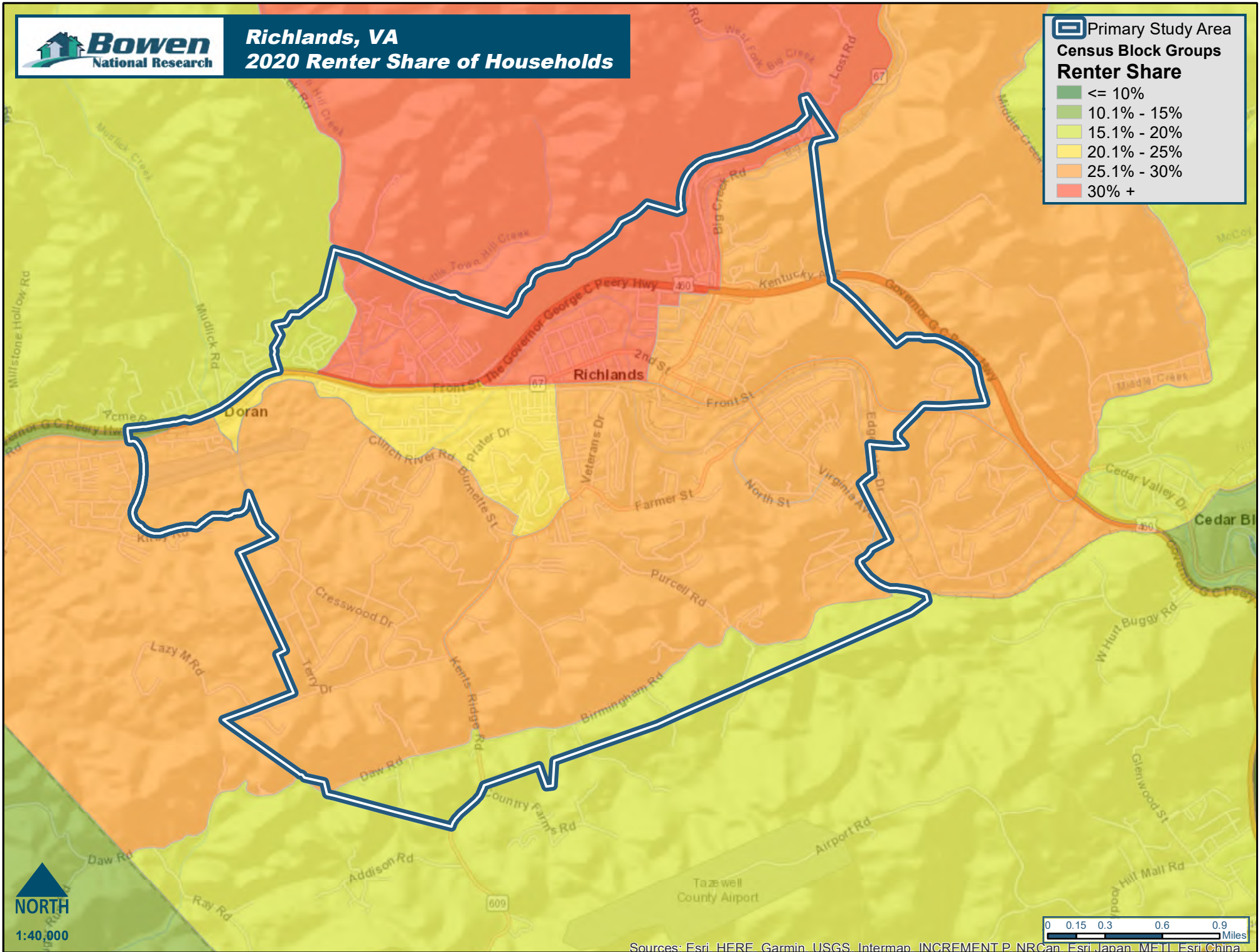


Richlands, VA 2020 Renter Share of Households

Primary Study Area

**Census Block Groups
Renter Share**

- <= 10%
- 10.1% - 15%
- 15.1% - 20%
- 20.1% - 25%
- 25.1% - 30%
- 30% +



NORTH
1:40,000

0 0.15 0.3 0.6 0.9 Miles

Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

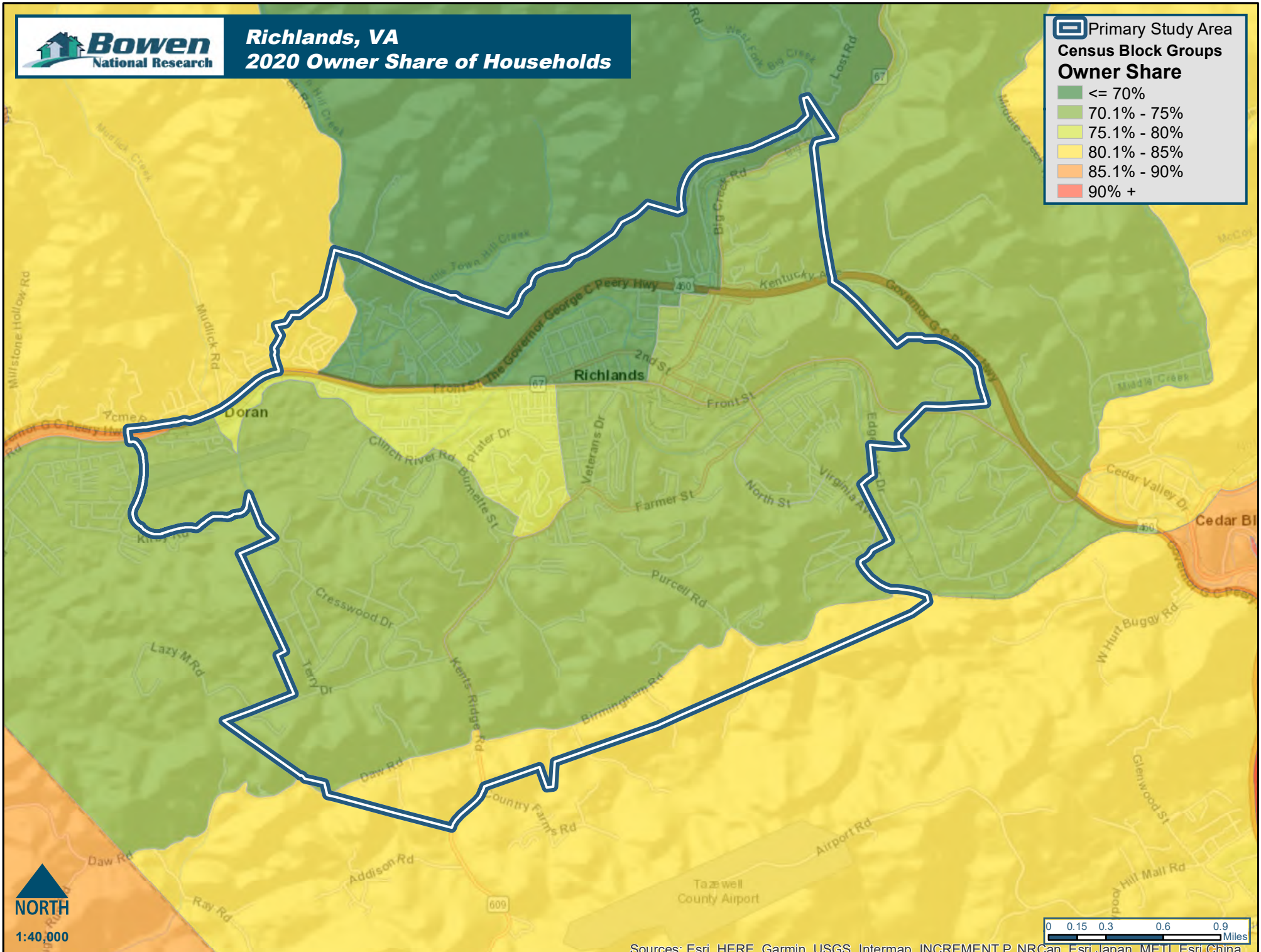


Richlands, VA 2020 Owner Share of Households

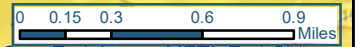
Primary Study Area

**Census Block Groups
Owner Share**

- <= 70%
- 70.1% - 75%
- 75.1% - 80%
- 80.1% - 85%
- 85.1% - 90%
- 90% +



NORTH
1:40,000



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

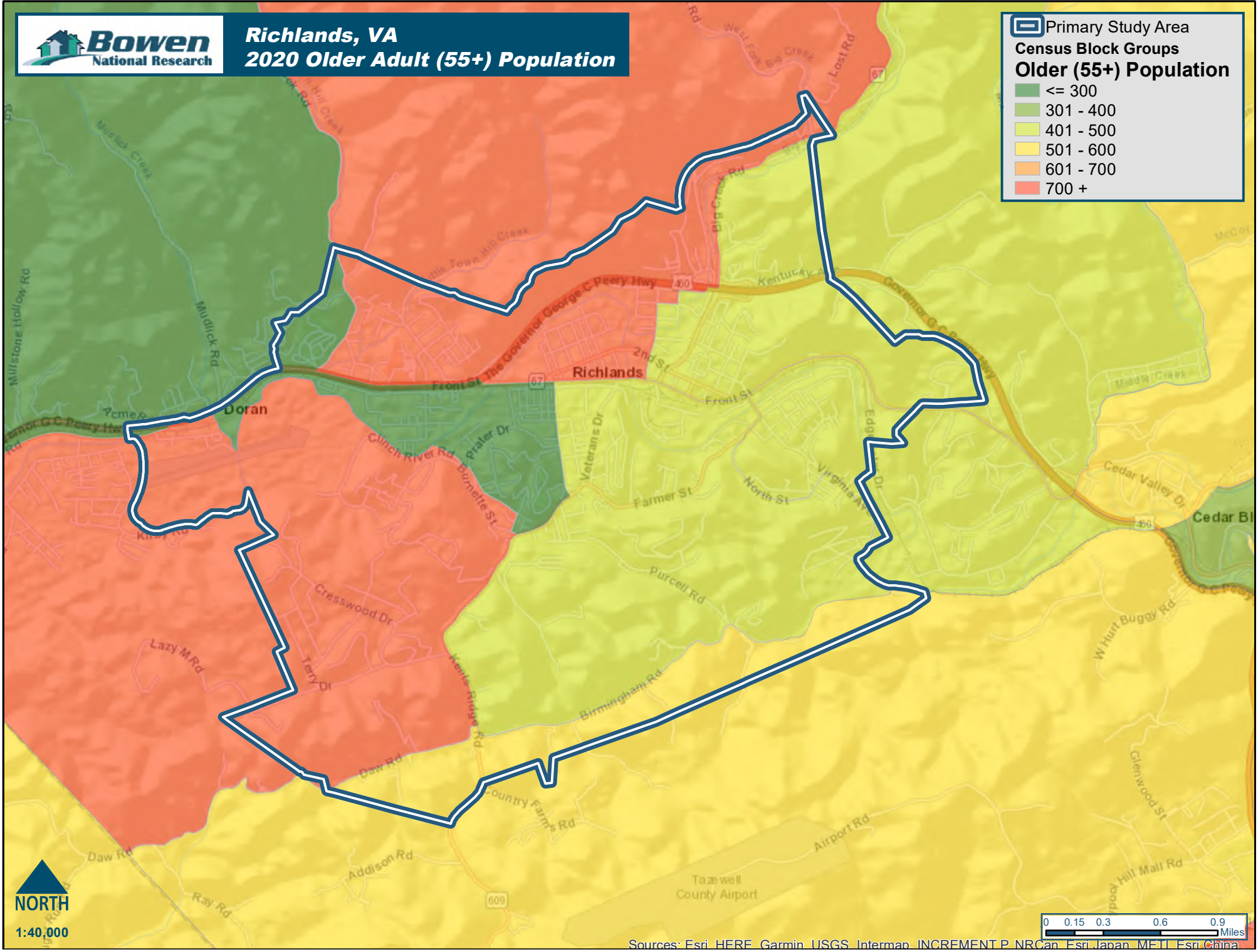


Richlands, VA 2020 Older Adult (55+) Population

Primary Study Area

**Census Block Groups
Older (55+) Population**


- <= 300
- 301 - 400
- 401 - 500
- 501 - 600
- 601 - 700
- 700 +









NORTH
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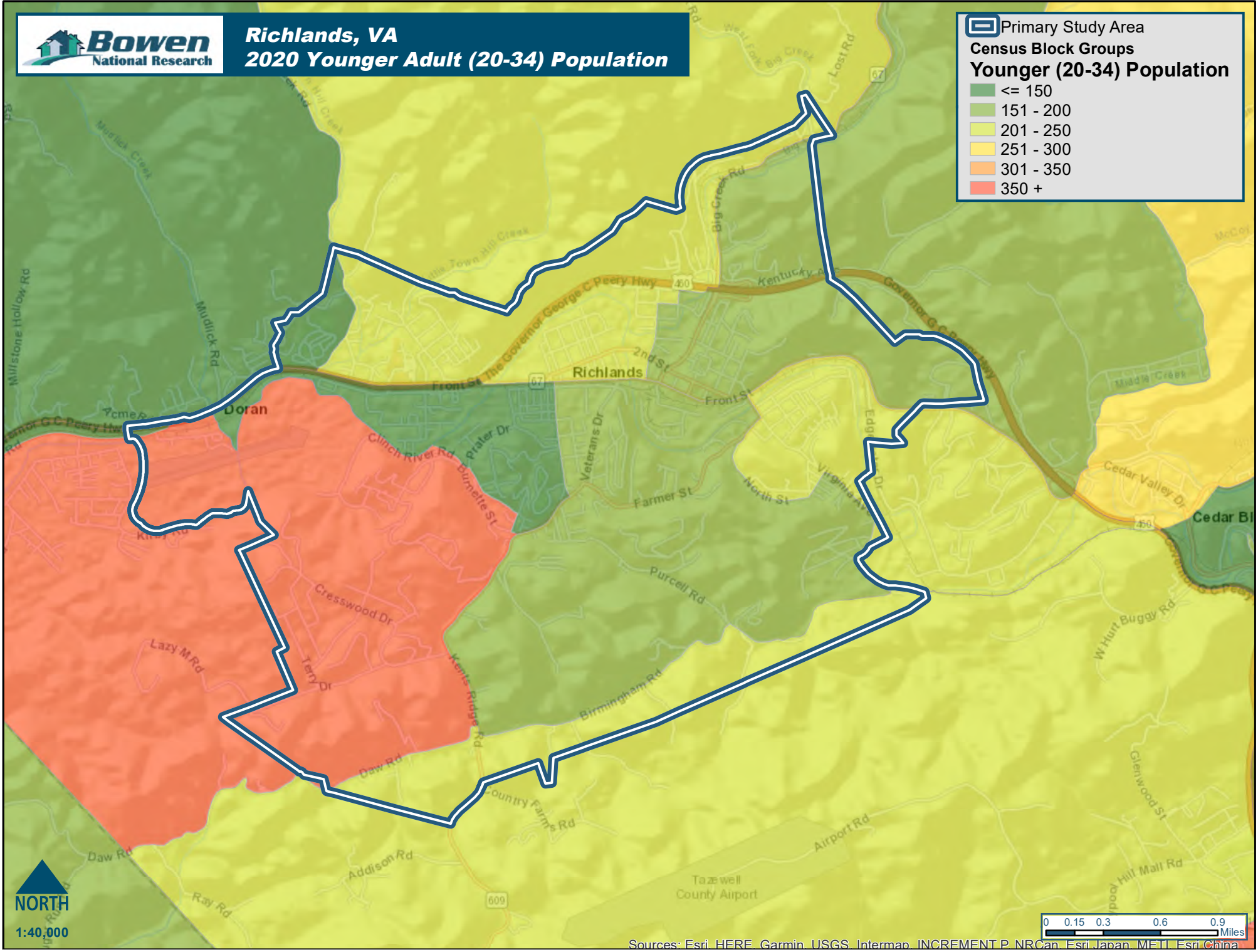


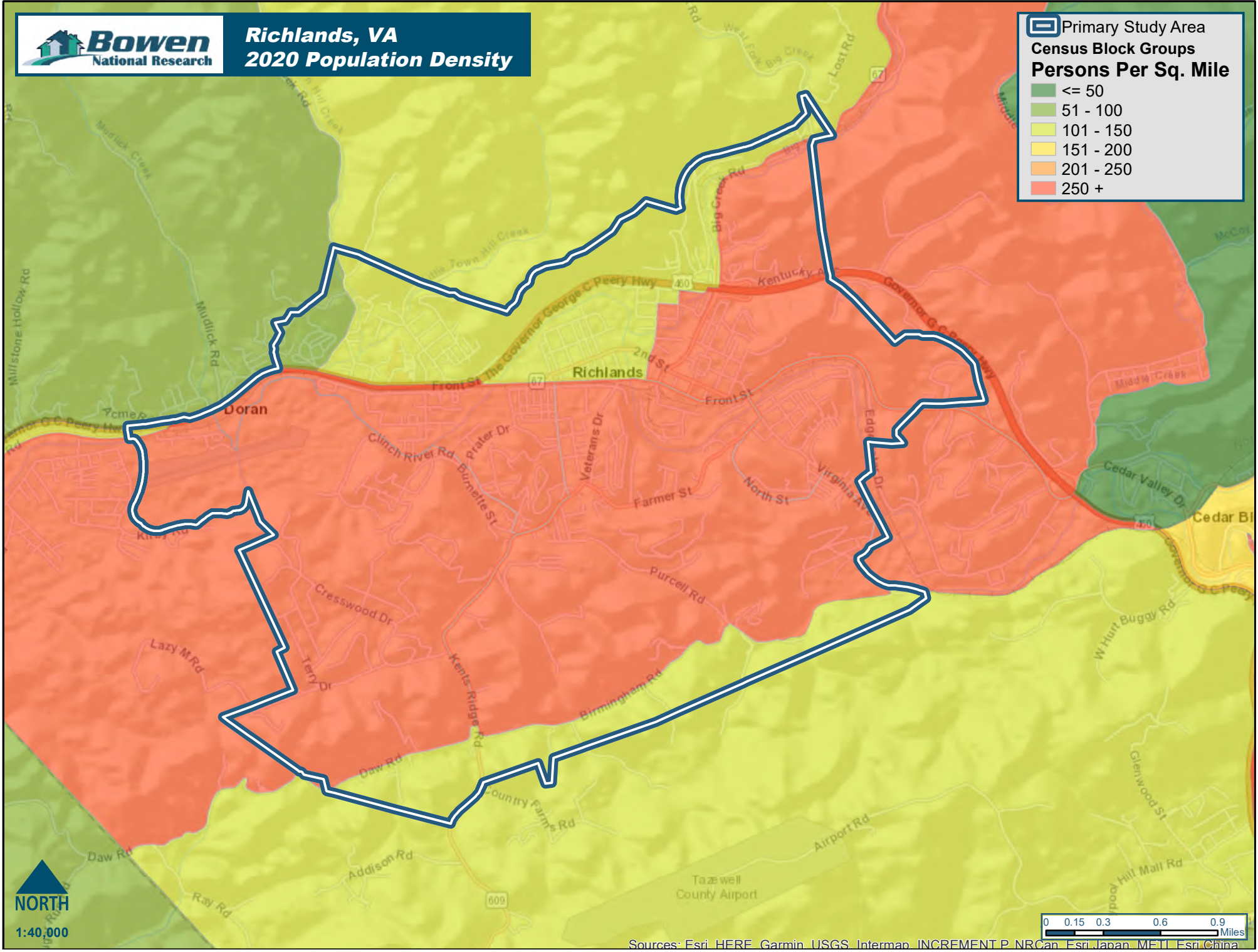
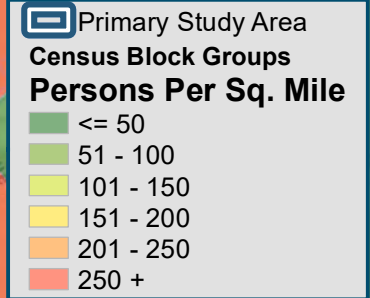
Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri, Japan, METI, Esri, China

 Primary Study Area

Census Block Groups
Younger (20-34) Population

-  <= 150
-  151 - 200
-  201 - 250
-  251 - 300
-  301 - 350
-  350 +

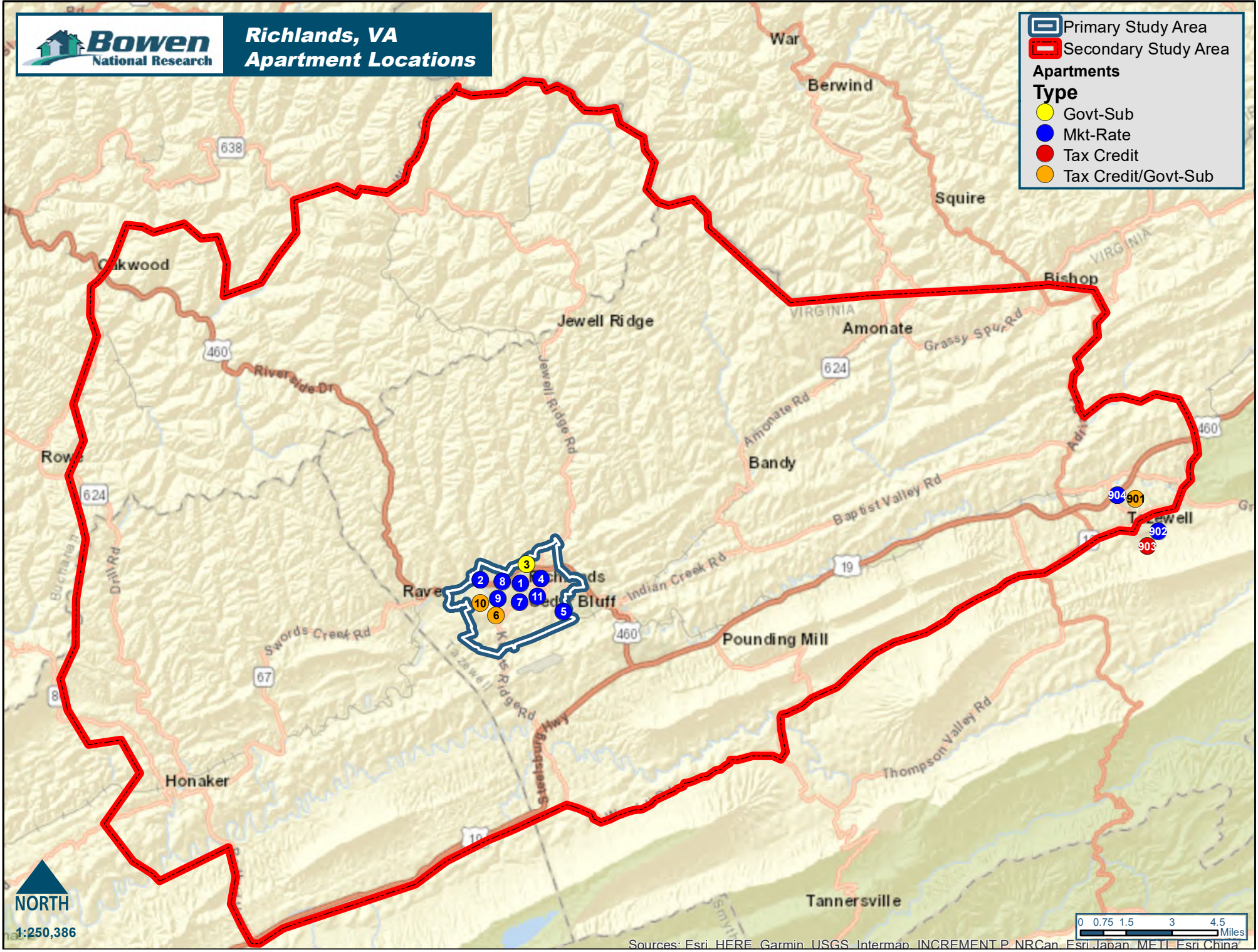




B.

PHONE SURVEY OF
CONVENTIONAL RENTALS

- Primary Study Area
- Secondary Study Area
- Apartments Type**
- Govt-Sub
- Mkt-Rate
- Tax Credit
- Tax Credit/Govt-Sub




Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	2411 Front St	MRR	C-	1936	6	0	100.0%	0.0
✓ 2	Creekside Apts.	MRR	B-	1995	8	0	100.0%	0.0
3	Fairfax Court	GSS	B-	1984	34	0	100.0%	0.0
✓ 4	H & G Apts.	MRR	B	1967	8	0	100.0%	0.0
✓ 5	Hess Apts.	MRR	C	1976	13	2	84.6%	0.0
6	Hunters Ridge	TGS	C+	1982	48	0	100.0%	0.0
✓ 7	Jefferson Place	MRR	B	1992	11	0	100.0%	0.0
✓ 8	Mulco Property Rentals - Litton Ave	MRR	B+	1965	15	0	100.0%	0.0
✓ 9	Mulco Property Rentals - Ratliff St	MRR	B+	1976	8	1	87.5%	0.0
10	Oxford Square	TGS	B	1970	87	0	100.0%	0.0
✓ 11	Riverside Villas	MRR	B+	2006	34	0	100.0%	0.0
◆ 901	Aspen Square	TGS	B	1991	60	0	100.0%	0.0
902	Dogwood Apts.	MRR	B-	1980	25	4	84.0%	0.0
903	Hillside	TAX	B-	1996	36	0	100.0%	0.0
904	Maplewood Village	MRR	B-	1975	16	2	87.5%	0.0


*Drive distance in miles


✓ Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		




1	2411 Front St 2411 Front St, Richlands, VA	Contact: Jovon (By Phone) Phone: (304) 325-8472
	Total Units: 6 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1936 BR: 1, 2 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Notes: Does not accept HCV Yr Renovated:	



2	Creekside Apts. 111 Pattenon St, Richlands, VA 24641	Contact: Cynthia (By Phone) Phone: (276) 971-1418
	Total Units: 8 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1995 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Notes: Accepts HCV (0 currently) Yr Renovated:	

3	Fairfax Court 221 Fairfax Ave, Richlands, VA 24641	Contact: Stephanie (By Phone) Phone: (276) 889-4910
	Total Units: 34 UC: 0 Occupancy: 100.0% Stories: 4 Year Built: 1984 BR: 1 Vacant Units: 0 Waitlist: 12-24 mos; Target Population: Family AR Year: Rent Special: Notes: Public Housing Yr Renovated:	

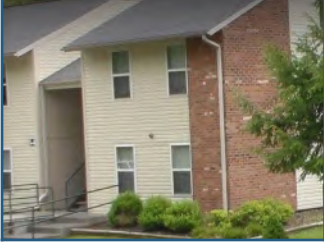






















4	H & G Apts. 1313 Fourth St, Richlands, VA 24641	Contact: Noel (By Phone) Phone: (276) 971-6015
	Total Units: 8 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1967 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Notes: Accepts HCV (0 currently) Yr Renovated:	




5	Hess Apts. 634 Virginia Ave, Richlands, VA 24641	Contact: Chris (By Phone) Phone: (276) 971-2912
Picture Not Available	Total Units: 13 UC: 0 Occupancy: 84.6% Stories: 2 Year Built: 1976 BR: 3 Vacant Units: 2 Waitlist: Target Population: Family AR Year: Rent Special: Notes: Does not accept HCV Yr Renovated:	

Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		

6	Hunters Ridge 108 Carson Ave, Richlands, VA 24641	Contact: Kathy (By Phone) Phone: (276) 964-2527
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1982 BR: 1, 2 Vacant Units: 0 Waitlist: 25 HH; AR Year: Target Population: Family Yr Renovated: 2007 Rent Special: Notes: Tax Credit & RD 515, has RA (48 units)	
7	Jefferson Place 120 Veterans Dr, Richlands, VA 24641	Contact: Janine (By Phone) Phone: (276) 963-8946
	Total Units: 11 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1992 BR: 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Accepts HCV	
8	Mulco Property Rentals - Litton Ave 210 Litton Ave, Richlands, VA 24641	Contact: Mulco Property (By Phone) Phone:
	Total Units: 15 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1965 BR: 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV	
9	Mulco Property Rentals - Ratliff St 100 Ratliff St, Richlands, VA 24641	Contact: (By Phone) Phone:
	Total Units: 8 UC: 0 Occupancy: 87.5% Stories: 2 Year Built: 1976 BR: 2, 3 Vacant Units: 1 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV	
10	Oxford Square 100 Oxford St, Richlands, VA 24641	Contact: Sandy (By Phone) Phone: (276) 964-5784
	Total Units: 87 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1970 BR: 1, 2 Vacant Units: 0 Waitlist: 60 HH; AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: Notes: Tax Credit & RD 515, has RA (86 units); Accepts HCV (0 currently)	

 Comparable Property	 (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	 (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Govt Subsidized	 (ING) Income Restricted (not LIHTC) & Govt Subsidized
 (MRT) Market-Rate & Tax Credit	 (TIN) Tax Credit & Income Restricted (not LIHTC)	 (GSS) Govt Subsidized
 (MRG) Market-Rate & Govt Subsidized	 (TMG) Tax Credit, Market-Rate & Govt Subsidized	 (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
 (MIN) Market-Rate & Income Restricted (not LIHTC)		

<p>✓ 11</p>	<p>Riverside Villas 102 Villa Cir, Richlands, VA 24641</p> 	<p>Contact: Janine (By Phone) Phone: (276) 963-8946</p>
<p>Total Units: 34 UC: 0 Occupancy: 100.0% Stories: 1, 2 Year Built: 2006 BR: 2, 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Accepts HCV</p>		
<p>◆ 901</p>	<p>Aspen Square 61 Maplewood Ln, Tazewell, VA 24651</p> <p>Picture Not Available</p>	<p>Contact: Melina (By Phone) Phone: (276) 988-9844</p>
<p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1991 BR: 1 Vacant Units: 0 Waitlist: 5 HH; AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit & RD 515, has RA (60 units)</p>		
<p>902</p>	<p>Dogwood Apts. 175 Caroline Ln, Tazewell, VA 24651</p> <p>Picture Not Available</p>	<p>Contact: Mary (By Phone) Phone: (276) 988-3900</p>
<p>Total Units: 25 UC: 0 Occupancy: 84.0% Stories: 2 Year Built: 1980 BR: 2 Vacant Units: 4 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Accepts HCV</p>		
<p>903</p>	<p>Hillside 508 Dogwood Rd, Tazewell, VA 24651</p> <p>Picture Not Available</p>	<p>Contact: Whitney (By Phone) Phone: (276) 979-9990</p>
<p>Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1996 BR: 1 Vacant Units: 0 Waitlist: 3 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HCV (15 units)</p>		
<p>904</p>	<p>Maplewood Village 137 Lewis Ln, Tazewell, VA 24651</p> <p>Picture Not Available</p>	<p>Contact: Mary (By Phone) Phone: (276) 988-3900</p>
<p>Total Units: 16 UC: 0 Occupancy: 87.5% Stories: 2 Year Built: 1975 BR: 1, 2, 3 Vacant Units: 2 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Accepts HCV</p>		

✓ Comparable Property
◆ Senior Restricted
■ (MRR) Market-Rate
■ (MRT) Market-Rate & Tax Credit
■ (MRG) Market-Rate & Govt Subsidized
■ (MIN) Market-Rate & Income Restricted (not LIHTC)
■ (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized
■ (TAX) Tax Credit
■ (TGS) Tax Credit & Govt Subsidized
■ (TIN) Tax Credit & Income Restricted (not LIHTC)
■ (TMG) Tax Credit, Market-Rate & Govt Subsidized
■ (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
■ (INR) Income Restricted (not LIHTC)
■ (ING) Income Restricted (not LIHTC) & Govt Subsidized
■ (GSS) Govt Subsidized
■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted

Source: Virginia Housing Development Authority
Effective: 07/2019

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	9	13	16	20	25	28	9	13	16	20	25	28
	+Base Charge												
	Bottled Gas	48	67	86	105	133	153	48	67	86	105	133	153
	Electric	20	27	35	43	55	62	20	27	35	43	55	62
	Heat Pump												
	Oil	40	56	71	87	110	126	40	56	71	87	110	126
Cooking	Natural Gas	2	2	3	3	4	5	2	2	3	3	4	5
	Bottled Gas	8	11	14	18	22	26	8	11	14	18	22	26
	Electric	3	4	5	7	8	10	3	4	5	7	8	10
Other Electric		11	15	20	24	31	35	11	15	20	24	31	35
	+Base Charge												
Air Conditioning		5	7	9	12	15	17	5	7	9	12	15	17
Water Heating	Natural Gas	4	6	7	9	11	13	4	6	7	9	11	13
	Bottled Gas	20	28	36	44	56	64	20	28	36	44	56	64
	Electric	10	13	17	21	27	30	10	13	17	21	27	30
	Oil												
Water		16	22	29	35	45	51	16	22	29	35	45	51
Sewer		20	27	35	43	55	62	20	27	35	43	55	62
Trash Collection		11	11	11	11	11	11	11	11	11	11	11	11
Internet*		20	20	20	20	20	20	20	20	20	20	20	20
Cable*		20	20	20	20	20	20	20	20	20	20	20	20
Alarm Monitoring*													

* Estimated- not from source

ADDENDUM C:
NON-CONVENTIONAL RENTALS

Property Name	Address	City	State	Zip	Beds	Baths	Square Foot	Rent	Number of Units
IN PMA									
Cook Apartments	2411 Second Street	Richlands	VA	24641	2	1	800	\$400	2
SFH	1818 5th St	Richlands	VA	24641	3	1	1,000	\$500	1
Historic Dixie Hotel	1218 2nd Street	Richlands	VA	24641	2	1	N/A	\$450	3
Historic Dixie Hotel	1218 2nd Street	Richlands	VA	24641	3	1	N/A	\$650	2
Taylor Apartments	521 & 523 Suffolk Avenue	Richlands	VA	24641	2	1.5	1,250	\$550	2
SFH	1525 Farmer Street	Richlands	VA	24641	3	1	1,256	\$550	1
Rogich Apartments	Grayson Avenue/215 & 119 Kents Ridge Road	Richlands	VA	24641	N/A	N/A	N/A	N/A	8
Dye Apartments	1828 Fourth Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	4
Elizabeth Manor	713 East Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	4
Creekside Apartments/Rock Bridge Development	117 Patteson Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	6
Clinch River Holdings	121 & 123 Dye Lane	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Clinch River Holdings	311 Kents Ridge	Richlands	VA	24641	N/A	N/A	N/A	N/A	5
Cooperville Holding (David Mullins Wealth Management)	1302 Second Street (office)	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Horton Apartments	2411 Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	7
Clift Investment Group	314 Rockbridge Avenue	Richlands	VA	24641	N/A	N/A	N/A	N/A	8
CVCA	1019 E. Second Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	6
Justice Apartment	710 Oirollee Drive	Richlands	VA	24641	N/A	N/A	N/A	N/A	6
Lila Kitts	2411 White Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Lila Kitts	2439 Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Matney Manor	1506 Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	5
Apartments	216 Lee Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Dalton Building	1427 Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
R&J Rentals	704 E. 1st Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	8
Apartments	2329 Front Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	6
SFH/Steven Pruitt	505 Bland Street	Richlands	VA	24641	3	2	1,680	N/A	1
Kitts Apartments	Fairfax Avenue	Richlands	VA	24641	N/A	N/A	N/A	N/A	5
Kitts Apartments	Big Creek	Richlands	VA	24641	N/A	N/A	N/A	N/A	2
Cedar Point Properties	E. 1st Street	Richlands	VA	24641	N/A	N/A	N/A	N/A	6

SFH - Single-Family Home

N/A - Not Available

Property Name	Address	City	State	Zip	Beds	Baths	Square Foot	Rent	Number of Units
IN SMA									
Mobile Home	134 Miller Street	Hubble Hill	VA	24630	3	2	N/A	\$640	1
SFH	1565 Wardell Rd	Cedar Bluff	VA	24609	3	2	1,244	\$850	1
SFH	535 Lyons Avenue	Tazewell	VA	24651	2	1	912	\$575	1
SFH	159 Jeffersonville Street	Tazewell	VA	24651	3	1.5	1,248	\$750	1
SFH	177 Carline Avenue	Tazewell	VA	24651	2	1	1,165	\$550	1
Apartment	208 E. Pine Street	Tazewell	VA	24651	1	1	N/A	\$475	N/A
SFH	276 N. Nash Hill Road	West Raven	VA	24639	3	2	1,104	\$751	1
SFH	1388 Adria Road	Adria	VA	24630	3	2	1,440	\$800	1
SFH	391 Dogwood Road	Tazewell	VA	24651	5	2	2,132	\$850	1
SFH	324 Carline Avenue	Tazewell	VA	24651	3	1	843	\$600	1
SFH	199 Maple Street	Tazewell	VA	24651	2	1	875	\$550	1
SFH	209 Maple Street	Tazewell	VA	24651	2	1	N/A	\$575	1
SFH	194 Daileys Chapel Road	North Tazewell	VA	24630	3	2	1,434	\$800	1
SFH	172 Northwood Road	North Tazewell	VA	24630	3	2	1,056	\$750	1
Apartments	125 Edgewater Drive	Cedar Bluff	VA	24609	2	1.5	N/A	\$625	N/A
Apartment	392 S. Railroad Avenue	Honaker	VA	24260	3	1	989	\$450	N/A
Apartment	5378 Redbud Hwy	Honaker	VA	24260	1	1	890	\$400	N/A
Apartment	392 S. Railroad Avenue	Honaker	VA	24260	2	1	772	\$400	1
TH	226 Tanglewood Drive	Tazewell	VA	24651	2	1.5	1,100	\$650	1
SFH	332 Summitt Street	Pounding Mill	VA	24637	3	2	1,480	\$700	1
Apartment	3933 Swords Creek Road	Swords Creek	VA	24649	2	1	800	\$350	4
SFH	327 Larimer Lane	Tazewell	VA	24651	2	1	790	\$550	1
SFH	2791 Fincastle Turnpike	North Tazewell	VA	24630	6	3	3,356	\$1,500	1
SFH	276 Nash Hill Rd	Raven	VA	24639	3	1	1,104	750	1
Homstead Rentals	106, 308 and 330 Bland Street	North Tazewell	VA	24630	N/A	N/A	N/A	N/A	N/A
N/A	140 River Road	Cedar Bluff	VA	24609	2	1	N/A	N/A	5

SFH - Single-Family Home

N/A - Not Available

Addendum D:
Stakeholder Survey
Instrument

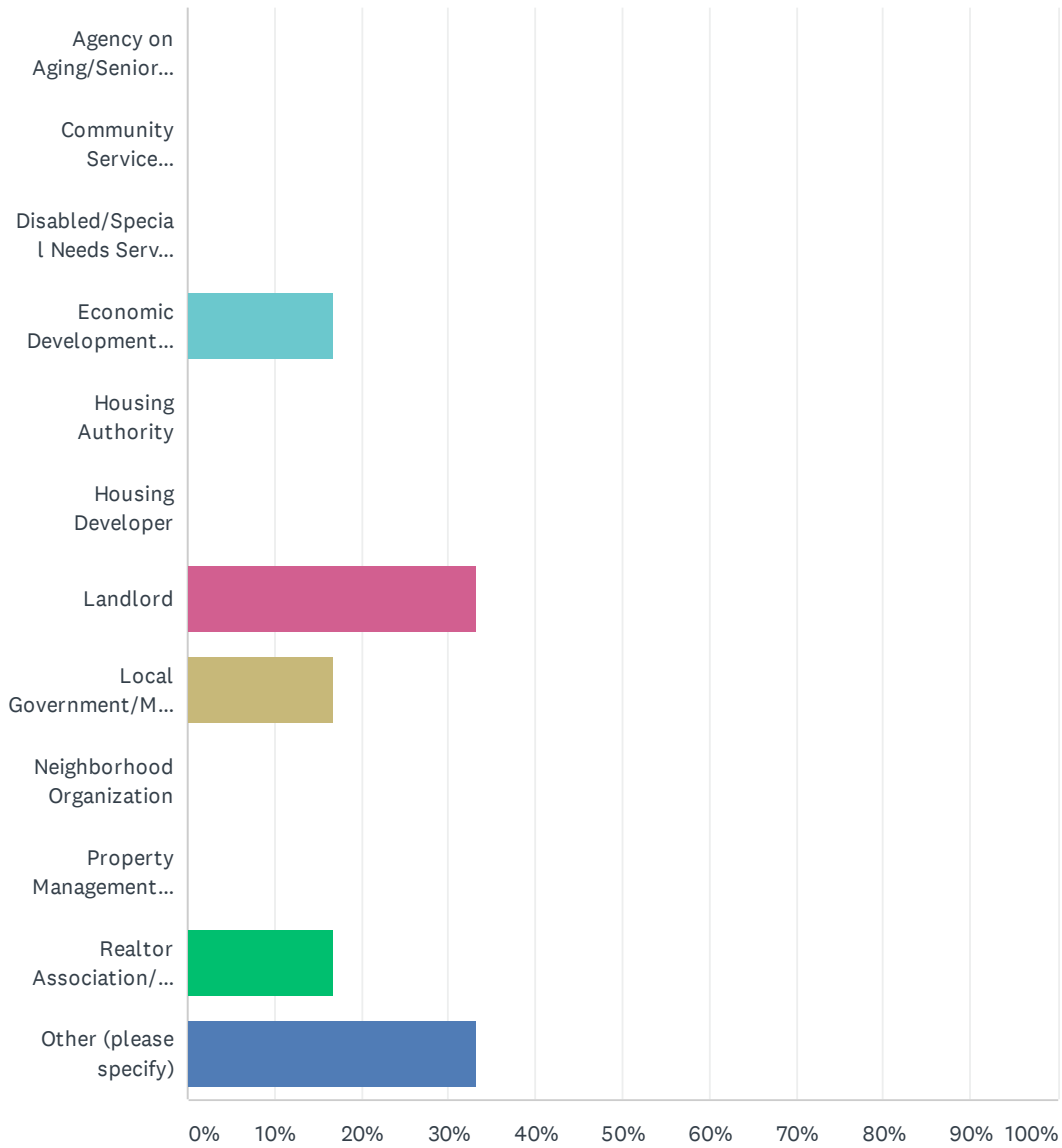
Q1 Please provide your contact information, should we need to follow-up with this response.

Answered: 5 Skipped: 1

ANSWER CHOICES	RESPONSES	
Name	100.00%	5
Organization	80.00%	4
Email Address	100.00%	5
Phone Number	100.00%	5

Q2 What type of organization do you represent (select all that apply)?

Answered: 6 Skipped: 0

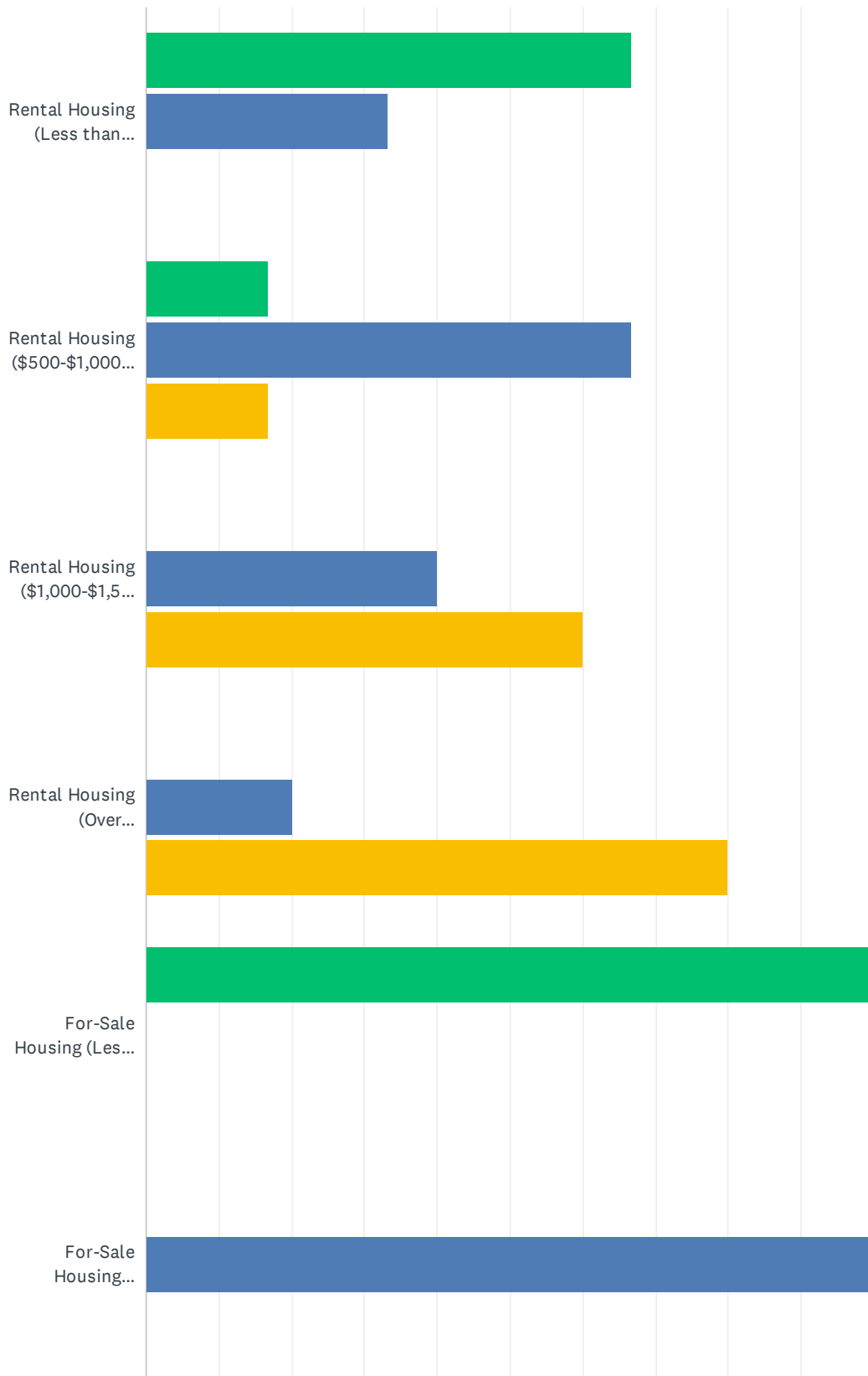


Richlands Housing Needs Assessment Stakeholder Survey

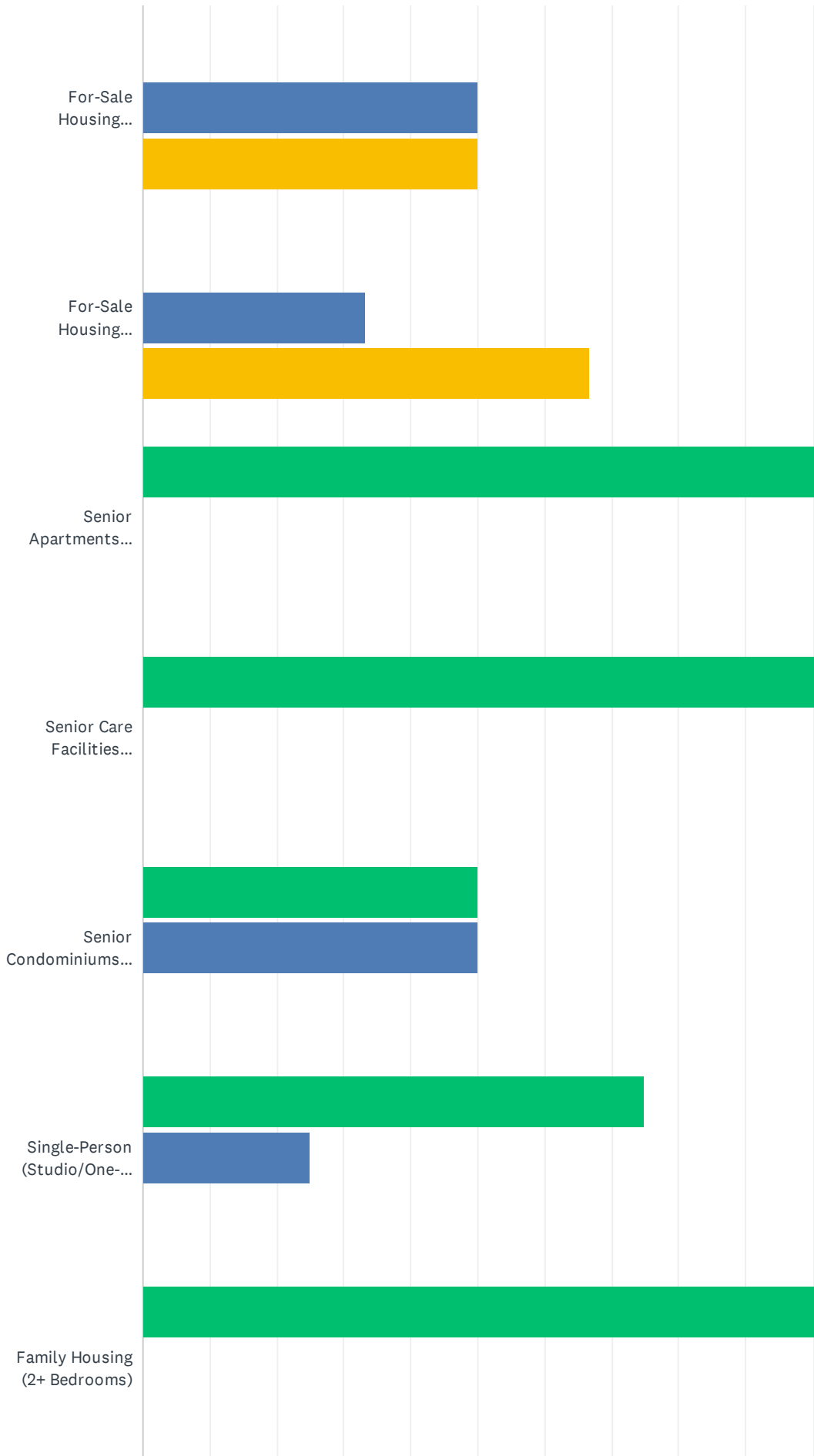
ANSWER CHOICES	RESPONSES	
Agency on Aging/Senior Services	0.00%	0
Community Service Organization	0.00%	0
Disabled/Special Needs Service Provider	0.00%	0
Economic Development Organizations	16.67%	1
Housing Authority	0.00%	0
Housing Developer	0.00%	0
Landlord	33.33%	2
Local Government/Municipal Official	16.67%	1
Neighborhood Organization	0.00%	0
Property Management Company	0.00%	0
Realtor Association/Board of Realtors	16.67%	1
Other (please specify)	33.33%	2
Total Respondents: 6		

Q3 To what degree are each of the following housing types needed in Richlands.

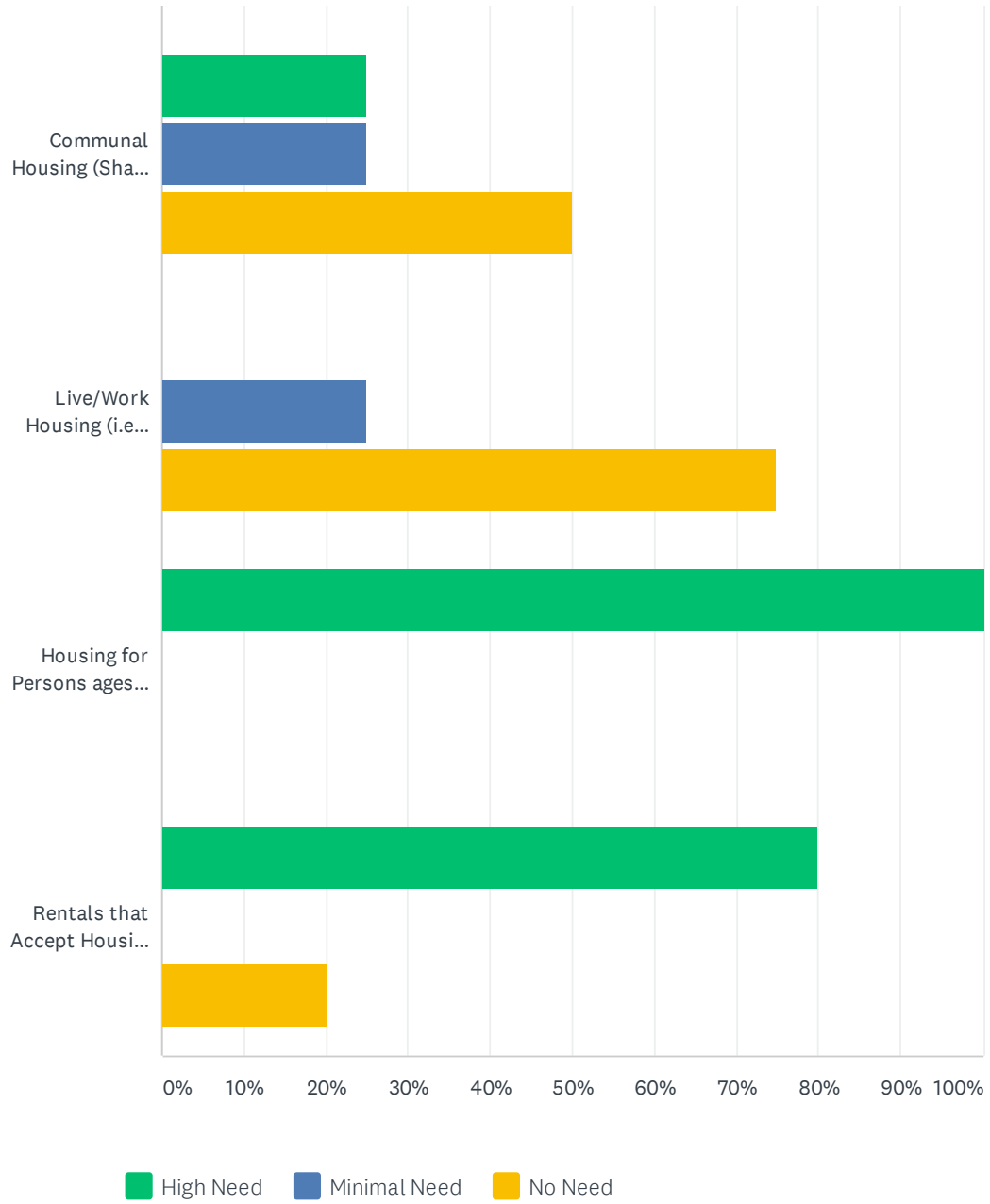
Answered: 6 Skipped: 0



Richlands Housing Needs Assessment Stakeholder Survey



Richlands Housing Needs Assessment Stakeholder Survey

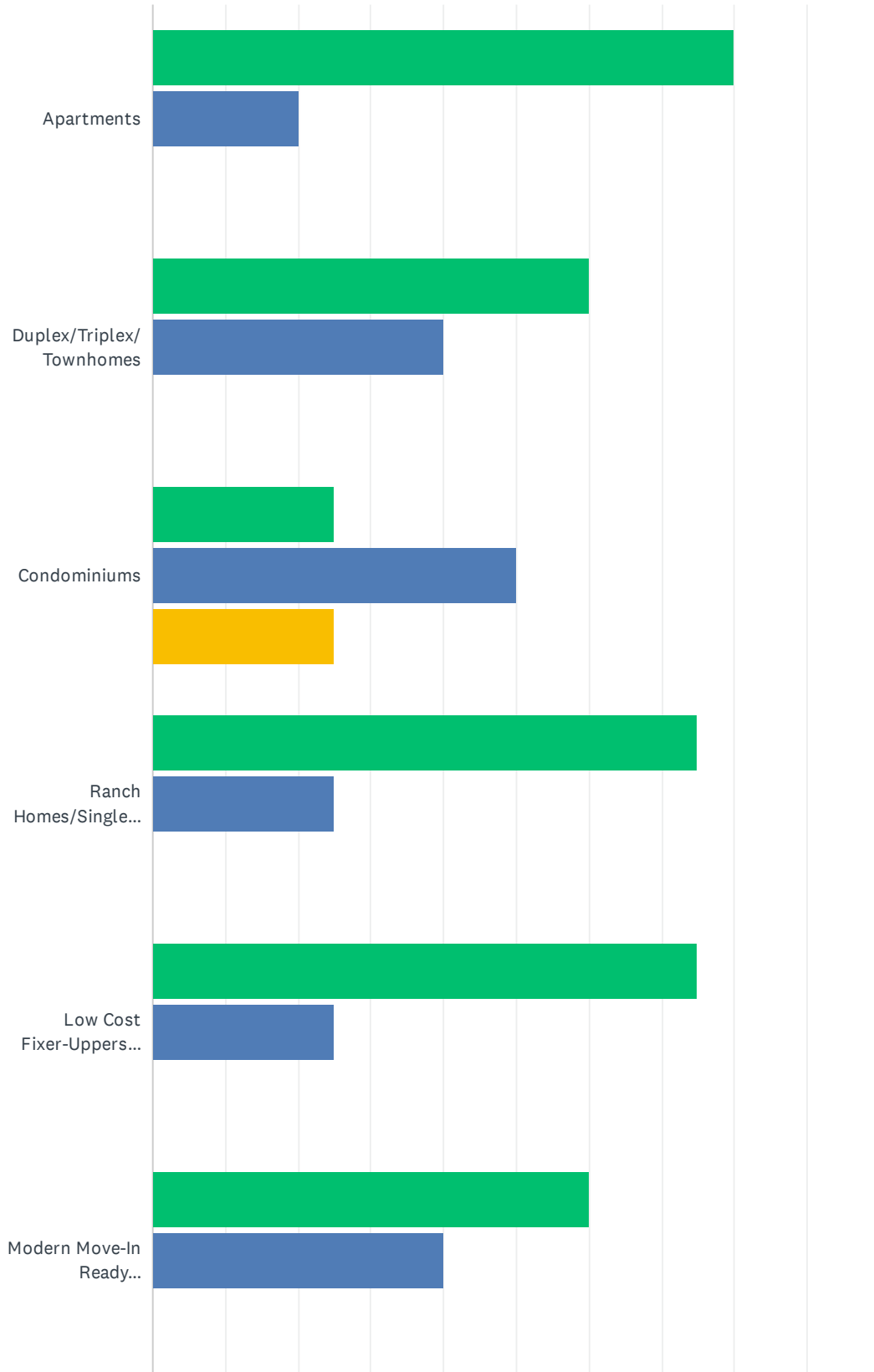


Richlands Housing Needs Assessment Stakeholder Survey

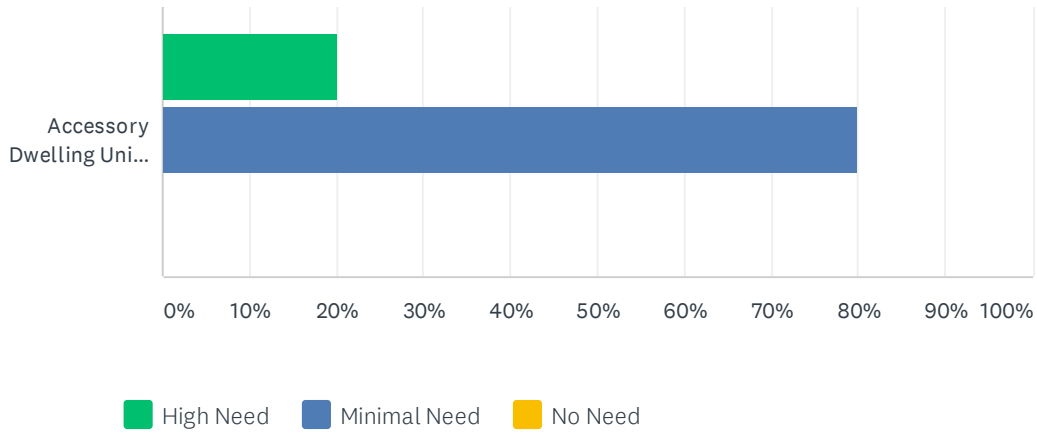
	HIGH NEED	MINIMAL NEED	NO NEED	TOTAL	WEIGHTED AVERAGE
Rental Housing (Less than \$500/month)	66.67% 4	33.33% 2	0.00% 0	6	1.33
Rental Housing (\$500-\$1,000/month)	16.67% 1	66.67% 4	16.67% 1	6	2.00
Rental Housing (\$1,000-\$1,500/month)	0.00% 0	40.00% 2	60.00% 3	5	2.60
Rental Housing (Over \$1,500/month)	0.00% 0	20.00% 1	80.00% 4	5	2.80
For-Sale Housing (Less than \$150,000)	100.00% 4	0.00% 0	0.00% 0	4	1.00
For-Sale Housing (\$150,000-\$199,999)	0.00% 0	100.00% 4	0.00% 0	4	2.00
For-Sale Housing (\$200,000-\$249,999)	0.00% 0	50.00% 2	50.00% 2	4	2.50
For-Sale Housing (\$350,000 or more)	0.00% 0	33.33% 1	66.67% 2	3	2.67
Senior Apartments (Independent Living)	100.00% 4	0.00% 0	0.00% 0	4	1.00
Senior Care Facilities (Assisted and Nursing)	100.00% 4	0.00% 0	0.00% 0	4	1.00
Senior Condominiums (For-Sale Housing)	50.00% 2	50.00% 2	0.00% 0	4	1.50
Single-Person (Studio/One-Bedroom)	75.00% 3	25.00% 1	0.00% 0	4	1.25
Family Housing (2+ Bedrooms)	100.00% 4	0.00% 0	0.00% 0	4	1.00
Communal Housing (Shared Living Space)	25.00% 1	25.00% 1	50.00% 2	4	2.25
Live/Work Housing (i.e. Artists)	0.00% 0	25.00% 1	75.00% 3	4	2.75
Housing for Persons ages 25-39	100.00% 4	0.00% 0	0.00% 0	4	1.00
Rentals that Accept Housing Choice Vouchers	80.00% 4	0.00% 0	20.00% 1	5	1.40

Q4 To what degree are each of the following housing styles needed in Richlands.

Answered: 5 Skipped: 1



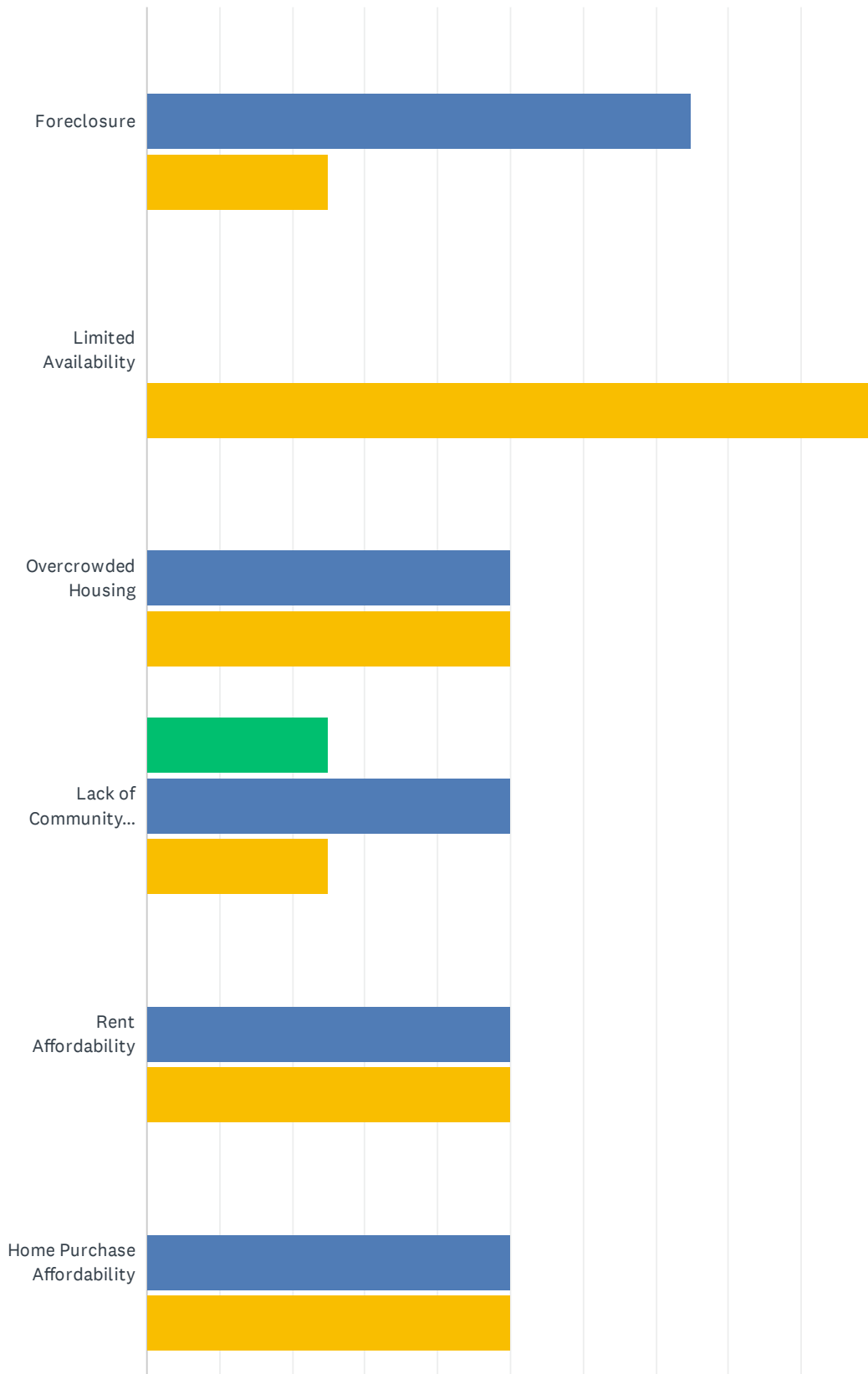
Richlands Housing Needs Assessment Stakeholder Survey



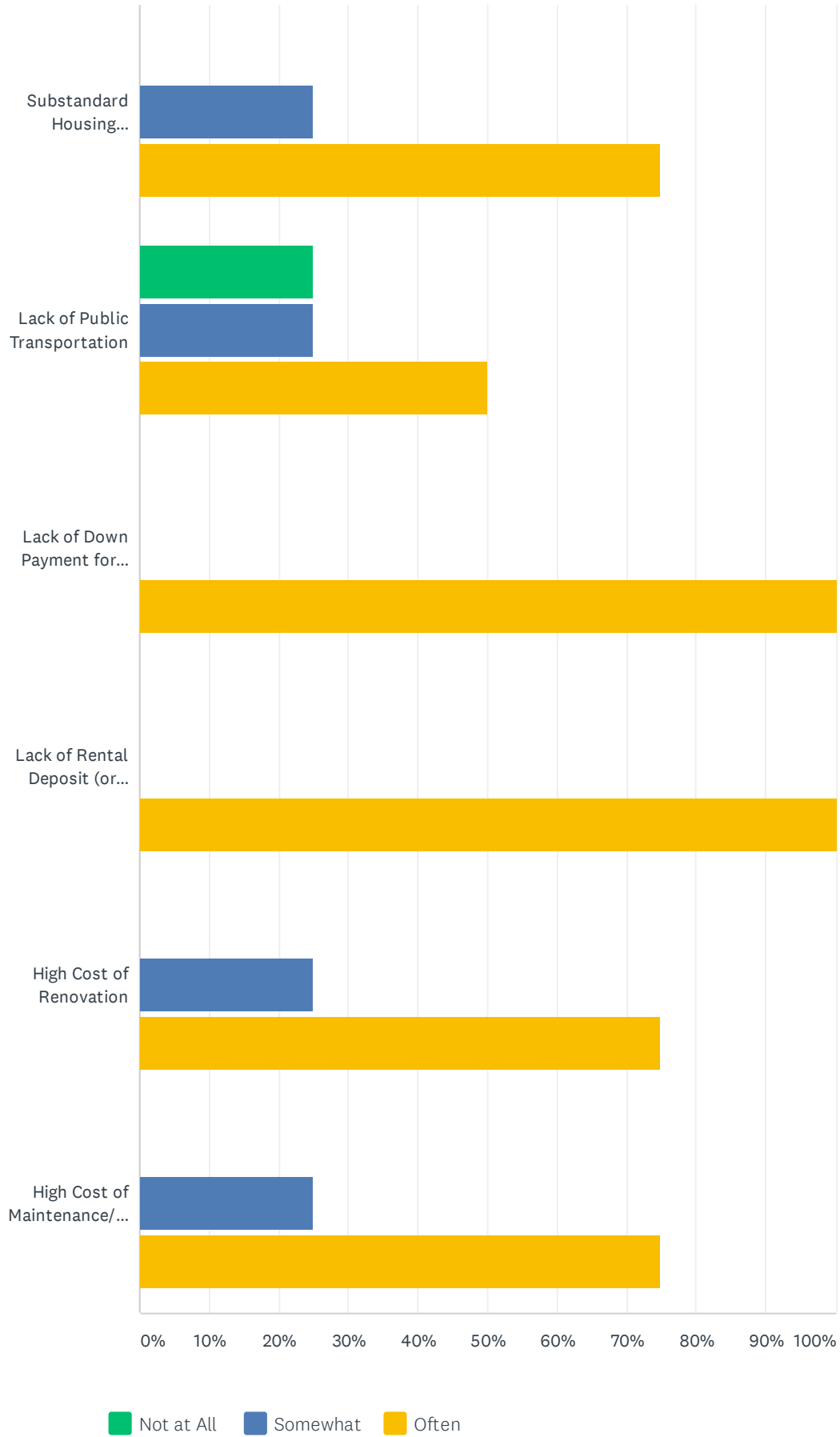
	HIGH NEED	MINIMAL NEED	NO NEED	TOTAL	WEIGHTED AVERAGE
Apartments	80.00% 4	20.00% 1	0.00% 0	5	1.20
Duplex/Triplex/Townhomes	60.00% 3	40.00% 2	0.00% 0	5	1.40
Condominiums	25.00% 1	50.00% 2	25.00% 1	4	2.00
Ranch Homes/Single Floor Plan Units	75.00% 3	25.00% 1	0.00% 0	4	1.25
Low Cost Fixer-Uppers (single-family homes)	75.00% 3	25.00% 1	0.00% 0	4	1.25
Modern Move-In Ready Single-Family Homes	60.00% 3	40.00% 2	0.00% 0	5	1.40
Accessory Dwelling Unit (above garage, income suite, etc.)	20.00% 1	80.00% 4	0.00% 0	5	1.80

Q5 To what extent are each of the following housing issues experienced in Richlands.

Answered: 4 Skipped: 2



Richlands Housing Needs Assessment Stakeholder Survey



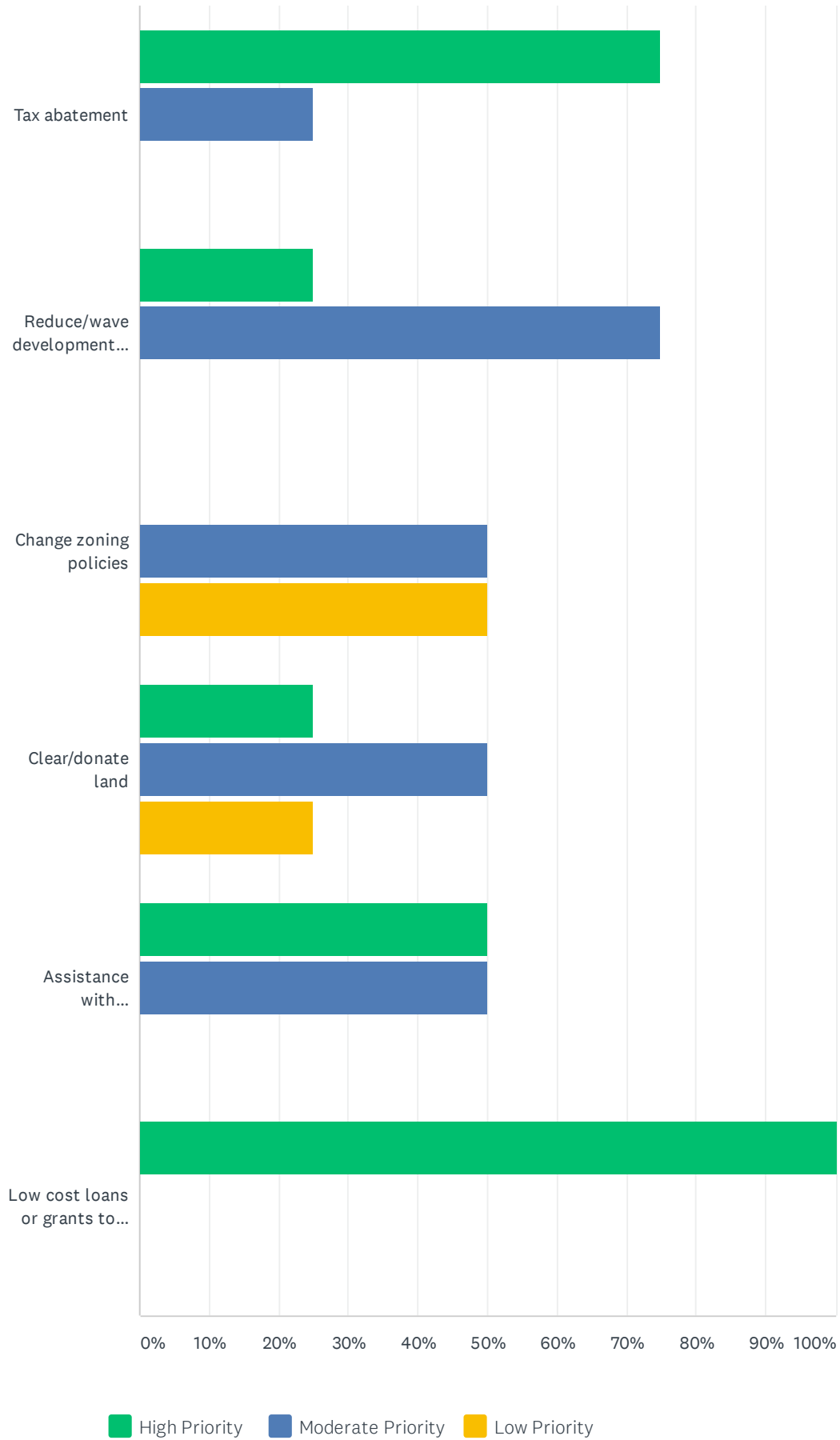
Richlands Housing Needs Assessment Stakeholder Survey

	NOT AT ALL	SOMEWHAT	OFTEN	TOTAL	WEIGHTED AVERAGE
Foreclosure	0.00% 0	75.00% 3	25.00% 1	4	2.25
Limited Availability	0.00% 0	0.00% 0	100.00% 4	4	3.00
Overcrowded Housing	0.00% 0	50.00% 2	50.00% 2	4	2.50
Lack of Community Services (grocery, doctor, etc.)	25.00% 1	50.00% 2	25.00% 1	4	2.00
Rent Affordability	0.00% 0	50.00% 2	50.00% 2	4	2.50
Home Purchase Affordability	0.00% 0	50.00% 2	50.00% 2	4	2.50
Substandard Housing (quality/condition)	0.00% 0	25.00% 1	75.00% 3	4	2.75
Lack of Public Transportation	25.00% 1	25.00% 1	50.00% 2	4	2.25
Lack of Down Payment for Purchase	0.00% 0	0.00% 0	100.00% 4	4	3.00
Lack of Rental Deposit (or First/Last Month Rent)	0.00% 0	0.00% 0	100.00% 4	4	3.00
High Cost of Renovation	0.00% 0	25.00% 1	75.00% 3	4	2.75
High Cost of Maintenance/Upkeep	0.00% 0	25.00% 1	75.00% 3	4	2.75

Q6 What priority should be given to the following incentives or assistance that could be used to address housing issues?

Answered: 4 Skipped: 2

Richlands Housing Needs Assessment Stakeholder Survey



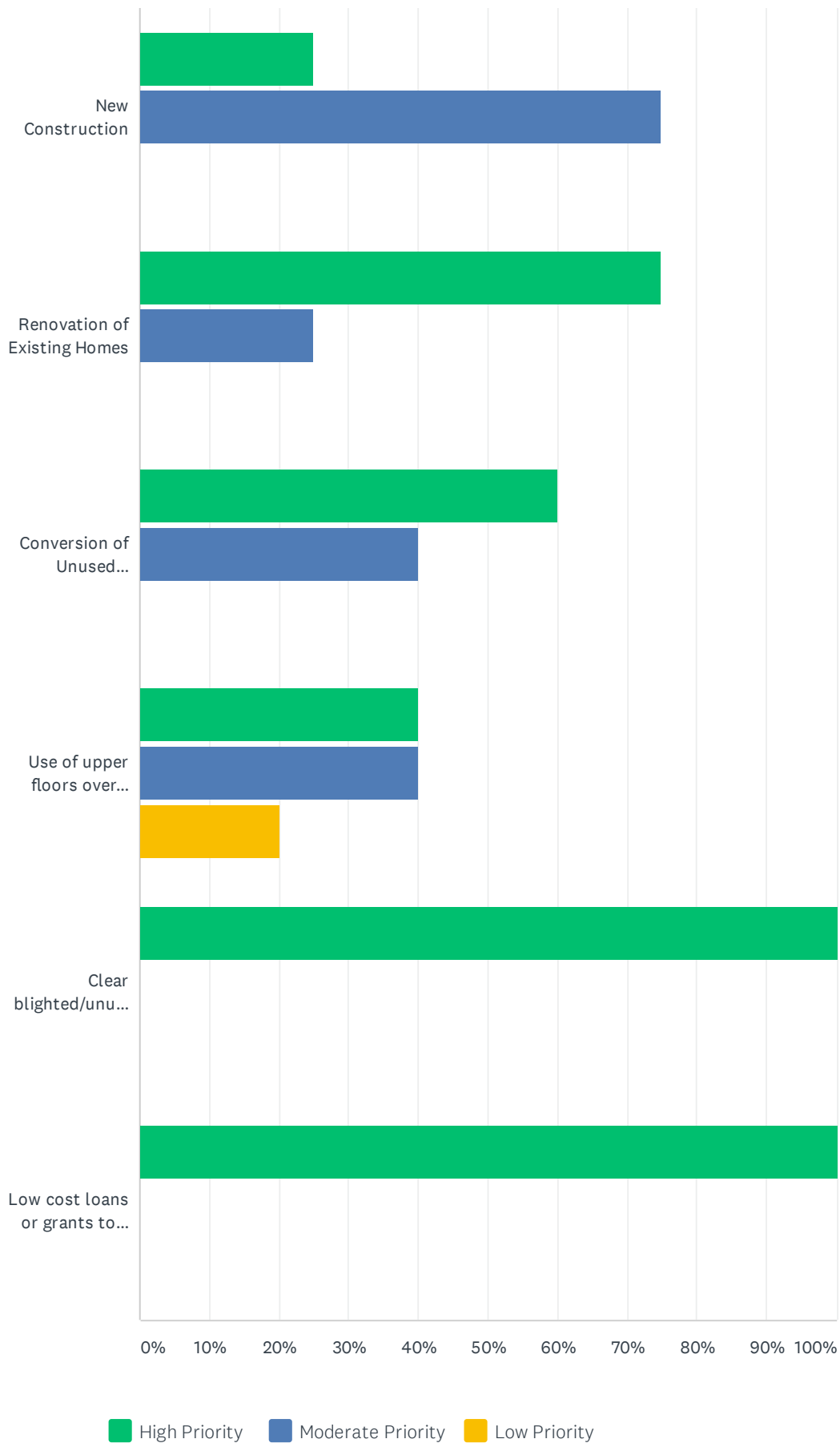
Richlands Housing Needs Assessment Stakeholder Survey

	HIGH PRIORITY	MODERATE PRIORITY	LOW PRIORITY	TOTAL	WEIGHTED AVERAGE
Tax abatement	75.00% 3	25.00% 1	0.00% 0	4	1.25
Reduce/wave development fees	25.00% 1	75.00% 3	0.00% 0	4	1.75
Change zoning policies	0.00% 0	50.00% 2	50.00% 2	4	2.50
Clear/donate land	25.00% 1	50.00% 2	25.00% 1	4	2.00
Assistance with infrastructure	50.00% 2	50.00% 2	0.00% 0	4	1.50
Low cost loans or grants to repair homes	100.00% 4	0.00% 0	0.00% 0	4	1.00

Q7 What priority should be given to the following development types?

Answered: 5 Skipped: 1

Richlands Housing Needs Assessment Stakeholder Survey

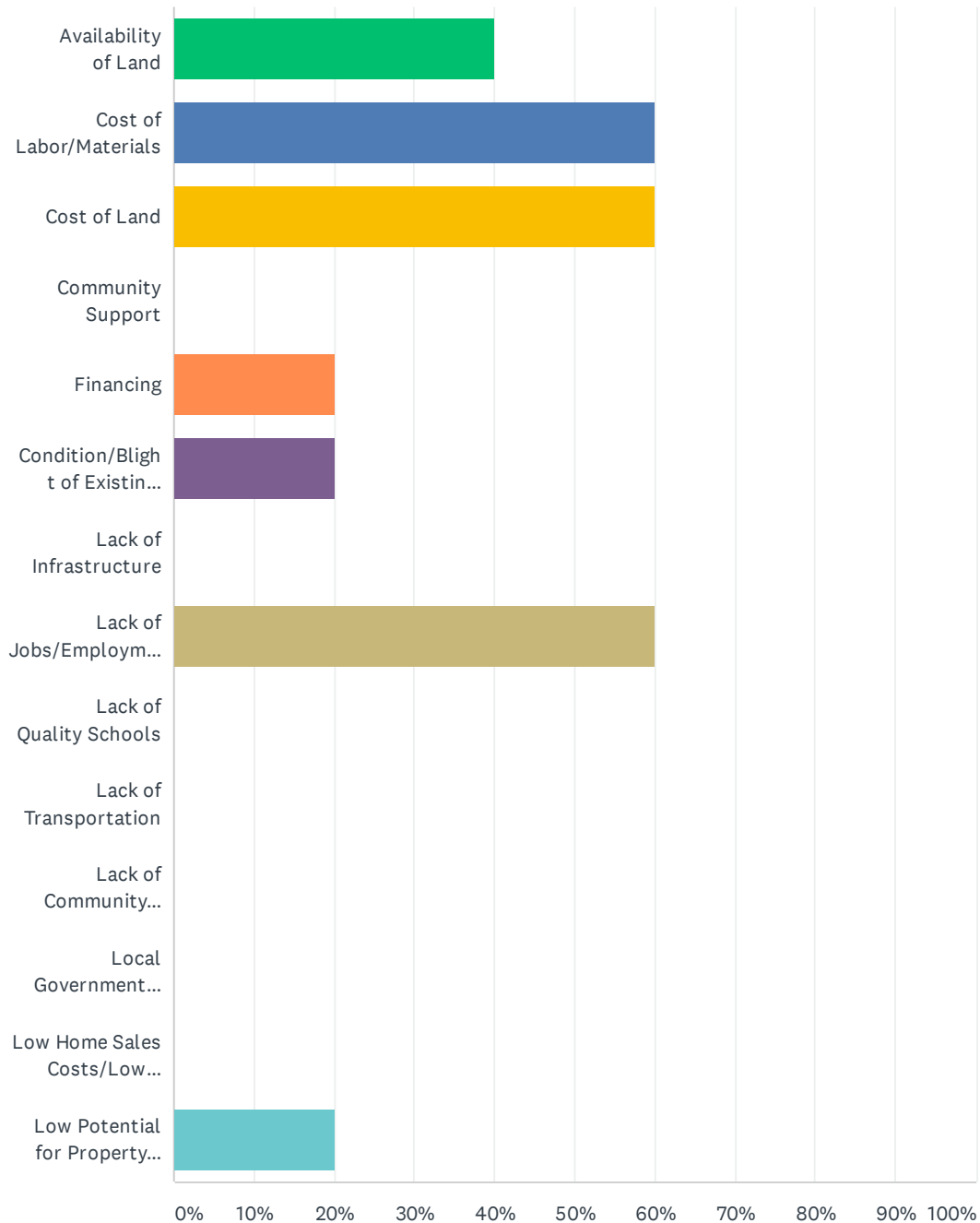


Richlands Housing Needs Assessment Stakeholder Survey

	HIGH PRIORITY	MODERATE PRIORITY	LOW PRIORITY	TOTAL	WEIGHTED AVERAGE
New Construction	25.00% 1	75.00% 3	0.00% 0	4	1.75
Renovation of Existing Homes	75.00% 3	25.00% 1	0.00% 0	4	1.25
Conversion of Unused Buildings (old offices, warehouses, etc.)	60.00% 3	40.00% 2	0.00% 0	5	1.40
Use of upper floors over commercial space into housing	40.00% 2	40.00% 2	20.00% 1	5	1.80
Clear blighted/unused structures to create land for new development	100.00% 4	0.00% 0	0.00% 0	4	1.00
Low cost loans or grants to repair homes	100.00% 4	0.00% 0	0.00% 0	4	1.00

Q8 In your opinion, what are the top three barriers or obstacles that exist in Richlands that you believe limit residential development? (you can select up to three answers)

Answered: 5 Skipped: 1



Richlands Housing Needs Assessment Stakeholder Survey

ANSWER CHOICES	RESPONSES	
Availability of Land	40.00%	2
Cost of Labor/Materials	60.00%	3
Cost of Land	60.00%	3
Community Support	0.00%	0
Financing	20.00%	1
Condition/Blight of Existing Housing	20.00%	1
Lack of Infrastructure	0.00%	0
Lack of Jobs/Employment Opportunities	60.00%	3
Lack of Quality Schools	0.00%	0
Lack of Transportation	0.00%	0
Lack of Community Services	0.00%	0
Local Government Regulations ("red tape")	0.00%	0
Low Home Sales Costs/Low Demand	0.00%	0
Low Potential for Property Values to Appreciate	20.00%	1
Total Respondents: 5		

Q9 How do you believe these obstacles/barriers could be reduced or eliminated? (Responses will be limited to 500 characters)

Answered: 3 Skipped: 3

ADDENDUM E:
Development Opportunities
Photographs

Map ID 1: 1203 Front Street / 1202 Second



Map ID 2: 1217 Front / 1216 Second



Map ID 3: 1233 , 1237, 1239, 1241, 1243 Front Street



Map ID 4: 1249 Front Street



Map ID 5: 1553, 1557 Front Street



Map ID 6: 2201 Front Street



Map ID 7: 2439 Front Street



Map ID 8: 169 Suffolk Avenue



Map ID 9: 118 Fairfax Avenue



Map ID 10: 1600 Front Street



Addendum F: Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study includes the highest standards. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has national experience and knowledge to assist in evaluating a variety of product types and markets.

Primary Contact and Report Author



Patrick Bowen, President of Bowen National Research, has conducted numerous housing needs assessments and provided consulting services to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing, and retail development opportunities. He has also prepared and supervised thousands of market feasibility studies for all types of real estate products, including housing, retail, office, industrial and mixed-use developments, since 1996. Mr. Bowen has worked closely with many state and federal housing

agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida and currently serves as Co-Chair on the Standards Committee of the National Council of Housing Market Analysts (NCHMA).

Housing Needs Assessment Experience

Citywide Comprehensive Housing Market Study – Rock Island, IL	Housing Study & Needs Assessment – Zanesville, OH
Housing Market Analysis – Bowling Green, KY	Housing Needs Assessment Survey – Dublin, GA
Countywide Housing Needs Assessment – Beaufort County, SC	Preliminary Housing Needs Assessment – Harrisburg, PA
Downtown Housing Needs Analysis – Springfield, IL	Preliminary Housing Needs Assessment – Canonsburg, PA
Downtown Residential Feasibility Study – Morgantown, WV	Housing Needs Assessment – Preble County, OH
Downtown Residential Feasibility Study – Charleston, WV	Hill District Housing Needs Assessment – Pittsburgh, PA
Housing Market Study & Tornado Impact Analysis–Joplin, MO	Tribal Housing Needs Assessment – Spokane Reservation, WA
Housing Market Study – Fort Wayne (Southeast Quadrant), IN	Town Housing Needs Assessment – Nederland, CO
Statewide and County Level Housing Needs Assessments – Vermont	Citywide Housing Needs Assessment – Evansville, IN
Regional Housing Needs Assessment – Asheville, NC Region	Housing Study & Needs Assessment – St. Johnsbury, VT
East District Rental Housing Needs Assessment – New Orleans, LA	Housing Needs Assessment – Yellow Springs, OH
Employer Survey & Housing Needs Assessment – Greene County, PA	Housing Needs Assessment – Penobscot Nation, ME
Preliminary Employee & Housing Needs Assessment – W. Liberty, KY	Countywide Housing Needs Assessment – Preble County, OH
Statewide Rural and Farm Labor Housing Needs Analysis – Texas	Affordable Housing Market Analysis – Jacksonville, NC
Countywide Rental Housing Needs Analysis & Hurricane Dolly Housing Impact Analysis– Hidalgo County, TX	Preliminary Downtown Housing Market Analysis - Cleveland, OH

The following individuals provided research and analysis assistance:

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

June Davis, Office Manager of Bowen National Research, has 31 years of experience in market feasibility research. Ms. Davis has overseen production on over 25,000 market studies for projects throughout the United States.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Jody LaCava, Market Analyst, has researched housing trends throughout the United States since 2012. She is knowledgeable of various rental housing programs and for-sale housing development. In addition, she is able to analyze economic trends and pipeline data, as well as conduct in-depth interviews with local stakeholders and property managers.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Stephanie Viren is the Research & Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg College.

In-House Researchers – Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices and chambers of commerce, housing authorities and residents.

No subconsultants were used as part of this assessment.