



Roanoke Valley-Alleghany
REGIONAL
commission

ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION

REQUEST FOR PROPOSALS

FOR

ROANOKE VALLEY-ALLEGHANY REGIONAL HOUSING

MARKET ANALYSIS STUDY

RFP # 2020-1

The Request for Proposals (RFP) and related documents may be obtained during normal business hours from the Roanoke Valley-Alleghany Regional Commission, 313 Luck Avenue, SW, Roanoke, VA 24016. This document may be viewed and/or downloaded from the Regional Commission's website at <https://www.rvarc.org/purchasing>. If you have any problems accessing the documents, please call Bryan Hill at (540) 343-4417 or bhill@rvarc.org.

Proposals must be received prior to 4:00 p.m., EST on February 28, 2020 to be considered.

Issue date of RFP: February 12, 2020

ROANOKE VALLEY-ALLEGHANY REGIONAL HOUSING MARKET STUDY ANALYSIS

RFP #: 2020-1

Issue Date: February 12, 2020

Issued By: Roanoke Valley-Alleghany Regional Commission (RVARC)
Attn: Bryan W. Hill, AICP, CZA, Project Manager
313 Luck Avenue, SW
Roanoke, VA 24016
Phone: (540) 343-4417
E-mail: bhill@rvarc.org

Sealed proposals will be received **by or before 4:00 P.M. EST, Friday, February 28, 2020** for furnishing the services and/or items described herein. The time of receipt shall be determined by the digital clock on the RVARC Office Manager's telephone.

All questions must be submitted **before 5:00 p.m. EST, Tuesday, February 20, 2020**. Responses to all questions will be posted to the Regional Commission's website at <https://www.rvarc.org/purchasing>. Additionally, and if necessary, an addendum will be issued and posted to the same place. If an addendum is issued, the due date will be extended by three (3) business days to allow offerors time to revise their proposals.

If proposals are mailed, send directly to the RVARC at the above listed address. If hand delivered, deliver to the same address. **Faxed or e-mailed proposals will not be accepted.**

The RVARC reserves the right to cancel this RFP and/or reject any or all proposals and to waive any informalities in any proposal.

This section is to be completed by the Offeror and this page must be returned with the proposal. In compliance with this RFP and subject to all terms and conditions imposed herein, which are hereby incorporated herein by reference, the undersigned offers and agrees to furnish the services and/or items requested in this solicitation if the undersigned is selected as the Successful Offeror. Unless the proposal is withdrawn, the Offeror agrees that any prices or terms for such proposal shall remain valid for sixty (60) days after opening. Notices of proposal withdrawal must be submitted in writing to the Project Manager.

Legal Name and Address of Firm (according to your registration with the SCC): **REQUIRED**

_____ Date: _____

_____ By: _____
(Signature in Ink)

_____ Name: _____
(Please Print)

_____ Zip: _____ Title: _____

_____ Phone: _____ Fax: _____

_____ Email: _____ Business License #: _____

_____ **Virginia State Corporation Commission Identification Number:** _____

**ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION
REQUEST FOR PROPOSALS (RFP) FOR
ROANOKE VALLEY-ALLEGHANY REGIONAL
HOUSING MARKET ANALYSIS STUDY
RFP NO. 2020-1**

TABLE OF CONTENTS

INTRODUCTION.....	5
ABOUT THE ROANOKE VALLEY-ALLEGHANY REGION.....	5
SCOPE OF STUDY.....	6
Item 1: Roanoke Valley-Alleghany Region Market Analysis.....	6
Item 2: Franklin County Housing Market Analysis.....	8
Item 3: City of Roanoke Housing Market Analysis.....	10
Item 4: Roanoke County Housing Market Analysis.....	12
Item 5: City of Salem Housing Market Analysis.....	14
TASKS AND DELIVERABLES.....	15
SUGGESTED TIMELINE.....	16
SUBMISSION GUIDELINES AND REQUIREMENTS.....	16
PROCESS FOR EVALUATION OF PROPOSALS.....	16
SELECTION CRITERIA.....	17
ATTACHMENT #1: SAMPLE CONTRACT	
ATTACHMENT #2: HOUSE BILL 151 ACCESSORY DWELLING UNITS; DEVELOPMENT AND USE.	
ATTACHMENT #3: HOUSE BILL 152 SINGLE-FAMILY RESIDENTIAL USE; MIDDLE HOUSING ALLOWED ON LOTS ZONED FOR UNITS.	
ATTACHMENT #4: HOUSE BILL 545 INCLUSIONARY HOUSING; ZONING.	
ATTACHMENT #5: ROANOKE VALLEY-ALLEGHANY REGIONAL HOUSING STUDY: ROANOKE COUNTY DEMOGRAPHIC AND ECONOMIC OVERVIEW	

**ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION
REQUEST FOR PROPOSALS (RFP) FOR
ROANOKE VALLEY-ALLEGHANY REGIONAL HOUSING MARKET ANALYSIS STUDY
RFP No. 2020-1**

The Roanoke Valley-Alleghany Regional Commission (RVARC) is soliciting proposals to perform a Regional Housing Market Analysis Study, to include the Counties of Franklin and Roanoke (incorporating the Towns of Boones Mill, Rocky Mount, and Vinton respectively), and the Cities of Roanoke and Salem. The RVARC invites qualified vendors to submit proposals to perform a market rate housing demand analysis and development strategy.

Sealed proposals will be received until 4:00 p.m., EST on Friday, February 28, 2020. A full copy of the RFP may be obtained online at: <http://www.rvarc.org/>.

All inquiries for information should be directed to:

Roanoke Valley-Alleghany Regional Commission
Attn: Bryan Hill, Regional Planner III, Project Manager
313 Luck Avenue, SW
Roanoke, VA 24016
E-mail: bhill@rvarc.org Phone: 540-343-4417

Proposals must be mailed, or hand delivered to the name and address shown above and clearly marked with the notation: "**Proposal - Housing Market Study, RFP #2020-1**" and the opening time and date on the front of the sealed envelope or package.

MBE/WBE Statement:

The Roanoke Valley-Alleghany Regional Commission is an Equal Opportunity Employer, Minority and Women owned firms are encouraged to submit RFPs.

Selection of a firm will be performed in accordance with the Virginia Public Procurement Act.

**ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION
REQUEST FOR PROPOSALS (RFP) FOR
ROANOKE VALLEY-ALLEGHANY REGIONAL HOUSING MARKET ANALYSIS STUDY
RFP NO. 2020-1**

Introduction

The Roanoke Valley-Alleghany Regional Commission (RVARC) is soliciting Proposals for the completion of a Regional Housing Market Analysis Study with recommendations provided for future housing opportunities. Partners in this project include the RVARC, the Counties of Franklin and Roanoke (incorporating the Towns of Boones Mill, Rocky Mount, and Vinton respectively), the Cities of Roanoke and Salem, and the Virginia Housing Development Authority (VHDA), with funding support being provided by RVARC and VHDA. The anticipated outcome is to identify housing needs and demands for housing based upon current and future economic development needs. Goals of the Study are to:

- Develop a document that identifies housing needs and provides both a regionwide and locality-specific market analysis.
- Analyze commuter and residential patterns.
- Incorporate results and findings from recently performed housing studies in Botetourt County, Village of Ferrum (Franklin County), Route 419 Town Center Plan Residential Analysis (Roanoke County), and the Alleghany Highlands portion of the region.
- Create economic development opportunities by providing strategies to address housing concerns.
- Develop regional and locality-specific recommendations that address local housing needs and encourage private investment.
- Engage stakeholders to determine local housing needs and identify potential opportunities and partners to address and identify needs.

About the Roanoke Valley-Alleghany Region

The Roanoke Valley-Alleghany Region (RVAR) is in the western portion of Virginia and consists of the Counties of Alleghany, Botetourt, Craig, Franklin, and Roanoke; the Cities of Covington, Roanoke, and Salem; and the Towns of Clifton Forge, Rocky Mount, and Vinton. The RVAR has a land area of approximately 2,325 square miles. It is bounded to the west by Greenbrier County, West Virginia, Monroe County, West Virginia, Giles County, Virginia and Montgomery County, Virginia, to the south by Floyd and Franklin Counties, to the east by Bedford and Rockbridge Counties, and to the north by Bath and Rockbridge Counties.

The RVAR contains the entire Roanoke Urbanized Area except for small sections located in Bedford County and Montgomery County. The region also contains the Roanoke Metropolitan Statistical Area, which includes the Counties of Botetourt, Craig, Roanoke and Franklin and the Cities of Roanoke and Salem. The region also includes the rural Alleghany Highlands area which has exhibited significant economic distress in recent years.

Much of the Roanoke Urbanized Area lies within a large valley between the Southern Blue Ridge and the Allegheny Mountains centered on the Roanoke River. The surrounding rural areas are very mountainous with small valleys. Many recreational opportunities are available in the region due largely to the mountain ranges in the area and the significant acreage owned by the National Forest Service, National Park Service, and other federal agencies. The Appalachian Trail runs through the northern section of Roanoke County and through portions of Craig and Botetourt Counties. The Blue Ridge Parkway runs through the counties of Botetourt and Roanoke and just to the south of the City of Roanoke. Carvins Cove Natural Reserve, the second-largest municipal park in America, lies in northeast Roanoke County and southwest Botetourt County.

The region has a significant rail history and heritage. Roanoke was an early transportation center serving as a crossroads for the Shenandoah Valley Railroad, which later became the Norfolk and Western Railway, and then Norfolk Southern. Currently, both Norfolk Southern and CSX rail lines serve the region. Amtrak provides passenger service to the Town of Clifton and the City of Roanoke.

Scope of Study

For the exception of locality-specific demographic and economic overviews developed by Regional Commission staff to be incorporated, the Consultant should include the following data or information in the Study for the region and specific localities. When coupled with the regional profile, the individual locality's portion of the Study could be considered a stand-alone document. For purposes of approval by the RVARC Board, the overall regional housing profile and the four locality studies will constitute a single, comprehensive document.

Item 1: Roanoke Valley-Alleghany Region Market Analysis

A. Population and Household Demographics

- a. Income by household type
- b. Migration, including student mobility rates

B. Housing Stock Characteristics

- a. Regional housing stock by type, age, value, vacancy, rent/own, second home
- b. Comparison to similarly sized Planning Districts (Central Shenandoah PDC and George Washington Regional Commission)
- c. Benchmark analysis as appropriate with similarly sized regions

C. Housing Market Characteristics

- a. Rental Housing
 - i. Vacancy rates, construction and absorption
 - ii. Rents vs. income at several levels of Area Median Income (AMI), including percentage of income used for rent.
 - iii. Affordability of rents at regional wages for certain occupations.
 - iv. Identification of impact on the market by second homes.
 - v. Evaluation of housing cost burdens and barriers by housing type.
 - vi. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - vii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - viii. Trends in multi-family housing sector, to include unit production for both market rate and affordable housing, and how those trends will impact affordability and the need for affordable housing in the future.
 - ix. Strengths and opportunities in the region that can be leveraged to achieve goals to encourage housing opportunities for economic development.
- b. For-Sale Housing
 - i. Vacancy rates, construction and absorption.
 - ii. Mortgages vs. income at several levels of Area Median Income (AMI), including percentage of income used for monthly owner costs.
 - iii. Affordability of mortgages at regional wages for certain occupations.
 - iv. Identification of impact on the market by second homes.
 - v. Evaluation of housing cost burdens and barriers by housing type.
 - vi. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - vii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - viii. Strengths and opportunities in the region that can be leveraged to achieve goals to encourage housing opportunities for economic development.

D. Demographic trends that will influence housing trends

- a. Population trends in the state and region, and the resulting changes over the study time period.
- b. How population changes will influence demand for types, cost and location of housing.

E. Broadband Infrastructure

- a. High-level statement of regional broadband access, or lack thereof
- b. Discuss broadband as an amenity and how housing demand is impacted in under-served areas.

F. Commuting Patterns

- a. Analyze commuter and residential patterns to determine where people are living that work in the region.
- b. Discuss housing affordability as it relates to distance to work centers.

G. Describe recommendations for future housing programs.

Item 2: Franklin County Housing Market Analysis

A. Population and Household Demographics

- a. Income by household type
- b. Migration, including student mobility rates

B. Housing Stock Information

- a. County housing stock by type, age, value, vacancy, rent/own, second home
- b. Comparison to adjacent localities

C. Housing Market Characteristics

- a. Rental Housing
 - i. Vacancy rates, construction and absorption
 - ii. Rents vs. income at several levels of Area Median Income (AMI), including percentage of income used for rent.
 - iii. Affordability of rents at local wages for certain occupations.
 - iv. Identification of impact on the market by short-term rentals and second homes.
 - v. Evaluation of housing cost burdens and barriers by housing type.
 - vi. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - vii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - viii. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - ix. Trends in multi-family housing sector, to include unit production for both market rate and affordable housing, and how those trends will impact affordability and the need for affordable housing in the future.
 - x. Strengths and opportunities in the County that can be leveraged to achieve goals to encourage housing opportunities for economic development.
- b. For-Sale Housing
 - i. Vacancy rates, construction and absorption.
 - ii. Price points and average prices by housing type.
 - iii. Mortgages vs. income at several levels of Area Median Income (AMI), including percentage of income used for monthly owner costs.
 - iv. Affordability of mortgages at local wages for certain occupations.
 - v. Identification of impact on the market by short-term rentals and second homes.
 - vi. Evaluation of housing cost burdens and barriers by housing type.
 - vii. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - viii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - ix. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - x. Strengths and opportunities in the County that can be leveraged to achieve goals to encourage housing opportunities for economic development.

D. Demographic trends that will influence housing trends

- a. Population trends in the County, and the resulting changes over the study time period.
- b. How population changes will influence demand for types, cost and location of housing.

E. National Housing Perspective

- a. Evaluation of national housing trends
- b. Evaluation and recommendation of national trends that best apply to the County.

F. Commuting Patterns

- a. Analyze commuter and residential patterns to determine where people are living that work in the County.
- b. Discuss housing affordability as it relates to distance to work centers.

G. Survey of Employers

- a. Sampling of major and small employers, one of which must be Ferrum College.
- b. Employers' perceived need for workforce housing.
- c. Employer's assets (land, building) that could be used to support housing.
- d. Any ability to provide a financial incentive to support housing.

H. Review and describe available, existing infrastructure to support housing development.

I. Perform a housing land suitability assessment in order to identify:

- a. Sites with potential for housing.
- b. Assess the housing potential of selected sites (to include housing types that could potentially be constructed on site).
- c. Determine barriers to development.
- d. Estimate when sites could reasonably be developed given current constraints; and
- e. Rank the top three locations to focus upon.

The goal is to identify readily developable sites that can provide diverse, affordable housing within the next 0-5 years. In addition, more broad locations for future housing development will be identified, serving to guide housing growth into the future.

J. Describe any opportunities to modify public policies to support increased expansion/supply of affordable housing, including mixed-income rental housing and residential investment. Identify barriers to affordable housing development such as land use policies, lack of available infrastructure or lack up upper story housing.

K. Describe possible recommendations for future housing programs and incentives to provide for private developers, to include best practices evidenced in other areas.

Item 3: City of Roanoke Housing Market Analysis

A. Population and Household Demographics

- a. Income by household type
- b. Migration, including student mobility rates

B. Housing Stock Information

- a. City housing stock by type, age, value, vacancy, rent/own, second home
- b. Comparison to adjacent localities

C. Housing Market Characteristics

- a. Rental Housing
 - i. Vacancy rates, construction and absorption
 - ii. Rents vs. income at several levels of Area Median Income (AMI), including percentage of income used for rent.
 - iii. Affordability of rents at local wages for certain occupations.
 - iv. Identification of impact on the market by second homes.
 - v. Evaluation of housing cost burdens and barriers by housing type.
 - vi. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - vii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - viii. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - ix. Trends in multi-family housing sector, to include unit production for both market rate and affordable housing, and how those trends will impact affordability and the need for affordable housing in the future.
 - x. Strengths and opportunities in the City that can be leveraged to achieve goals to encourage housing opportunities for economic development.
- b. For-Sale Housing
 - i. Vacancy rates, construction and absorption.
 - ii. Price points and average prices by housing type.
 - iii. Mortgages vs. income at several levels of Area Median Income (AMI), including percentage of income used for monthly owner costs.
 - iv. Affordability of mortgages at local wages for certain occupations.
 - v. Identification of impact on the market by second homes.
 - vi. Evaluation of housing cost burdens and barriers by housing type.
 - vii. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - viii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - ix. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - x. Strengths and opportunities in the City that can be leveraged to achieve goals to encourage housing opportunities for economic development.

D. Demographic trends that will influence housing trends

- a. Population trends in the City, and the resulting changes over the study time period.
- b. How population changes will influence demand for types, cost and location of housing.

E. National Housing Perspective

- a. Evaluation of national housing trends
- b. Evaluation and recommendation of national trends that best apply to the City.

F. Commuting Patterns

- a. Analyze commuter and residential patterns to determine where people are living that work in the City.
- b. Discuss housing affordability as it relates to distance to work centers.

G. Survey of Employers (Major and Small)

- a. Employers' perceived need for workforce housing.
- b. Employer's assets (land, building) that could be used to support housing.
- c. Any ability to provide a financial incentive to support housing.

H. Review and describe available, existing infrastructure to support housing development.

I. Perform a housing land suitability assessment in order to identify:

- a. Sites with potential for housing.
- b. Assess the housing potential of selected sites (to include housing types that could potentially be constructed on site).
- c. Determine barriers to development.
- d. Estimate when sites could reasonably be developed given current constraints; and
- e. Rank the top three locations to focus upon.

The goal is to identify readily developable sites that can provide diverse, affordable housing within the next 0-5 years. In addition, more broad locations for future housing development will be identified, serving to guide housing growth into the future.

J. Describe any opportunities to modify public policies to support increased expansion/supply of affordable housing, including mixed-income rental housing and residential investment. Identify barriers to affordable housing development such as land use policies, lack of available infrastructure or lack of upper story housing.

K. Describe the potential impacts of the following proposed and/or passed housing legislation, in the Virginia General Assembly, on this locality.

- a. [HB151](#) Accessory Dwelling Units; development and use.
- b. [HB152](#) Single-family residential use; middle housing allowed on lots zoned for units.
- c. [HB545](#) Inclusionary housing; zoning.

L. Describe possible recommendations for future housing programs and incentives to provide for private developers, to include best practices evidenced in other areas.

Item 4: Roanoke County Housing Market Analysis

A. Population and Household Demographics

- a. Income by household type
- b. Migration, including student mobility rates

B. Housing Stock Information

- a. County housing stock by type, age, value, vacancy, rent/own, second home
- b. Comparison to adjacent localities
- c. Location of most of the County's housing
- d. Determine the current level of population diversity in the existing housing inventory (i.e. seniors, Gen Xers with families, Millennials, etc.)

C. Housing Market Characteristics

- a. Rental Housing
 - i. Identify gaps in housing regarding age and style of housing
 - ii. Vacancy rates, construction and absorption
 - iii. Rents vs. income at several levels of Area Median Income (AMI), including percentage of income used for rent.
 - iv. Affordability of rents at local wages for certain occupations.
 - v. Identification of impact on the market by second homes.
 - vi. Evaluation of housing cost burdens and barriers by housing type.
 - vii. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - viii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - ix. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - x. Trends in multi-family housing sector, to include unit production for both market rate and affordable housing, and how those trends will impact affordability and the need for affordable housing in the future.
 - xi. Strengths and opportunities in the County that can be leveraged to achieve goals to encourage housing opportunities for economic development.
- b. For-Sale Housing
 - i. Identify gaps in housing regarding age and style of housing
 - ii. Vacancy rates, construction and absorption.
 - iii. Price points and average prices by housing type.
 - iv. Mortgages vs. income at several levels of Area Median Income (AMI), including percentage of income used for monthly owner costs.
 - v. Affordability of mortgages at local wages for certain occupations.
 - vi. Identification of impact on the market by second homes.
 - vii. Evaluation of housing cost burdens and barriers by housing type.
 - viii. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - ix. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - x. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - xi. Strengths and opportunities in the County that can be leveraged to achieve goals to encourage housing opportunities for economic development.

D. Demographic trends that will influence housing trends

- a. Population trends in the County, and the resulting changes over the study time period.
- b. How population changes will influence demand for types, cost and location of housing.

E. National Housing Perspective

- a. Evaluation of national housing trends
- b. Evaluation and recommendation of national trends that best apply to the County.

F. Commuting Patterns

- a. Analyze commuter and residential patterns to determine where people are living that work in the County.
- b. Discuss housing affordability as it relates to distance to work centers.

G. Survey of Employers (Major and Small)

- a. Employers' perceived need for workforce housing.
- b. Employer's assets (land, building) that could be used to support housing.
- c. Any ability to provide a financial incentive to support housing.

H. Review and describe available, existing infrastructure to support housing development.

I. Perform a housing land suitability assessment in order to identify:

- a. Sites with potential for housing.
- b. Assess the housing potential of selected sites (to include housing types that could potentially be constructed on site).
- c. Determine barriers to development.
- d. Estimate when sites could reasonably be developed given current constraints; and
- e. Rank the top three locations to focus upon.

The goal is to identify readily developable sites that can provide diverse, affordable housing within the next 0-5 years. In addition, more broad locations for future housing development will be identified, serving to guide housing growth into the future.

J. Describe any opportunities to modify public policies to support increased expansion/supply of affordable housing, including mixed-income rental housing and residential investment. Identify barriers to affordable housing development such as land use policies, lack of available infrastructure or lack of upper story housing.

K. Describe possible recommendations for future housing programs and incentives to provide for private developers, to include best practices evidenced in other areas.

Item 5: City of Salem Housing Market Analysis

A. Population and Household Demographics

- a. Income by household type
- b. Migration, including student mobility rates

B. Housing Stock Information

- a. City housing stock by type, age, value, vacancy, rent/own, second home
- b. Comparison to adjacent localities

C. Housing Market Characteristics

- a. Rental Housing
 - i. Vacancy rates, construction and absorption
 - ii. Rents vs. income at several levels of Area Median Income (AMI), including percentage of income used for rent.
 - iii. Affordability of rents at local wages for certain occupations.
 - iv. Identification of impact on the market by second homes.
 - v. Evaluation of housing cost burdens and barriers by housing type.
 - vi. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - vii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - viii. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - ix. Trends in multi-family housing sector, to include unit production for both market rate and affordable housing, and how those trends will impact affordability and the need for affordable housing in the future.
 - x. Strengths and opportunities in the City that can be leveraged to achieve goals to encourage housing opportunities for economic development.
- b. For-Sale Housing
 - i. Vacancy rates, construction and absorption.
 - ii. Price points and average prices by housing type.
 - iii. Mortgages vs. income at several levels of Area Median Income (AMI), including percentage of income used for monthly owner costs.
 - iv. Affordability of mortgages at local wages for certain occupations.
 - v. Identification of impact on the market by second homes.
 - vi. Evaluation of housing cost burdens and barriers by housing type.
 - vii. Identification of housing for persons with special needs, including populations with accessibility needs and those with disabilities.
 - viii. Housing needs of sub-populations, including seniors and younger, entry-level employees.
 - ix. Evaluation of amenities and their importance to various age populations (i.e. walkable neighborhoods, parks, etc.)
 - x. Strengths and opportunities in the City that can be leveraged to achieve goals to encourage housing opportunities for economic development.

D. Demographic trends that will influence housing trends

- a. Population trends in the City, and the resulting changes over the study time period.
- b. How population changes will influence demand for types, cost and location of housing.

E. National Housing Perspective

- a. Evaluation of national housing trends
- b. Evaluation and recommendation of national trends that best apply to the City.

F. Commuting Patterns

- a. Analyze commuter and residential patterns to determine where people are living that work in the City.
- b. Discuss housing affordability as it relates to distance to work centers.

G. Survey of Employers (Major and Small)

- a. Employers' perceived need for workforce housing.
- b. Employer's assets (land, building) that could be used to support housing.
- c. Any ability to provide a financial incentive to support housing.

H. Review and describe available, existing infrastructure to support housing development.

I. Perform a housing land suitability assessment in order to identify:

- a. Sites with potential for housing.
- b. Assess the housing potential of selected sites (to include housing types that could potentially be constructed on site).
- c. Determine barriers to development.
- d. Estimate when sites could reasonably be developed given current constraints; and
- e. Rank the top three locations to focus upon.

The goal is to identify readily developable sites that can provide diverse, affordable housing within the next 0-5 years. In addition, more broad locations for future housing development will be identified, serving to guide housing growth into the future.

J. Describe any opportunities to modify public policies to support increased expansion/supply of affordable housing, including mixed-income rental housing and residential investment. Identify barriers to affordable housing development such as land use policies, lack of available infrastructure or lack up upper story housing.

K. Describe possible recommendations for future housing programs and incentives to provide for private developers, to include best practices evidenced in other areas.

Tasks and Deliverables

- During the data and information collection phase of the project, the Consultant will be responsible for conducting data collection, completing a survey sampling major and small employers, and conducting stakeholder interviews. Consultant will coordinate with the Roanoke Valley Association of Realtors to obtain local market data and local perspectives on housing.
- The Consultant will coordinate activities of the study with the Project Manager, providing frequent status updates and information sharing.
- Consultant will provide periodic updates to the stakeholder group
- The Consultant will submit a draft report electronically to the Project Manager and stakeholder group for review and comment. Upon review and acceptance of the draft report, the Consultant will submit a final report in Microsoft Word, with all original images, tables, and spreadsheets to Project Manager.
(The Project Manager will produce and publish a custom-made final report for distribution.)
- The Consultant will provide presentations on the final report to the Roanoke Valley-Alleghany Regional Commission Board.

Suggested Timeline

Milestone	Date
Notice to Proceed	February 2020
Data and Information Collection	February – June 2020
Draft Study Submitted	August 3, 2020
Final Report Submitted	September 3, 2020
Presentation to RVARC Board	September 24, 2020

Submission Guidelines and Requirements

The following submission guidelines and requirements apply to this Request for Proposals:

- Only qualified firms with extensive experience in housing needs assessment and market analysis studies should submit proposals in response to this Request for Proposals. Resumes of all key personnel performing work should be provided.
- Each proposal, one (1) **original, marked as such** and **five (5) copies, marked as such**, must be signed by an authorized representative of the Offeror, and must be submitted in a sealed envelope or package. A removable media storage device containing one (1) digital copy of the proposal, must be included in the proposal packet.
- The proposal should provide a proposed timeline schedule and milestones.
- Proposers must list projects that they have worked on in the last five years that are substantially like this project as part of their response. Examples of relevant and full scope of work, as well as three references, must be provided.
- A price proposal must be provided, indicating the estimated overall total price for the project.
- Proposals must be signed by a representative authorized to commit the proposer's company.
- Any exceptions to the terms and conditions must be submitted with the proposal.
- Proposals must remain valid for a period of 60 days.
- RVARC will determine the firm(s) with which it will have interviews based upon written proposals.
- RVARC reserves the right to reject any and all proposals, or to reject all proposals and re-open this RFP.
- Proposers will not be reimbursed for time or costs involved in preparation of any proposal, inspection, testing, or analysis required to prepare such proposal, or for time spent meeting with a selection committee.
- Negotiation shall be conducted beginning with the offer ranked first. Such discussions may include non-binding estimates of man-hours or cost for services.
- If a contract satisfactory and advantageous to the Commission can be negotiated at a price considered fair and reasonable, the award shall be made to that offeror. Otherwise, negotiation with the offeror ranked first shall be formally terminated and negotiation conducted with the offeror ranked second, and so on until such a contract can be negotiated at a fair and reasonable price.

Process for Evaluation of Proposals

The RVARC will use a selection team to evaluate proposals. The selection team will evaluate proposals based upon the following factors:

- Professional qualifications and experience of both the firm and the chosen person or team who will be performing the work.
- Responsiveness to the requirements set forth in this RFP.
- Relevant past performance and experience with similar projects, including from references.
- Cost. Each proposer should submit the overall total cost for the project.

The selection team will choose two or more proposers it deems most qualified to carry out the work. They each will be interviewed by one or more members of the selection team.

Selection Criteria

The respondents will be evaluated on the following criteria (Total of 100 points):

1. The Consultant's understanding of the intended study outcomes, i.e., what the intended product is to be and what the study is intended to accomplish. (20 points)
2. The Consultant's proposed approach to each of the five items listed in the RFP. (20 points)
3. The Consultant's overall approach to the study, detailed services the Consultant intends to provide, as well as how the Consultant proposes to involve the RVARC in the planning and design process. (10 points)
4. Price. (10 points)
5. Any potential problems the Consultant perceives with the project as proposed. (10 points)
6. Professional qualifications and experience of the individuals the Consultant will assign to provide the planning and engineering services. Clearly indicate the role of everyone in the project. (10 points)
7. Knowledge of housing trends at the local, state, and federal levels. (5 points)
8. Knowledge and familiarity with varying and complex data sources and employing them to provide specific local and regional housing analyses. (5 points)
9. Capacity of the Consultant to perform the work within the given time limitations, taking into consideration the current and planned workload of the firm. (5 points)
10. Names, addresses, telephone numbers, and e-mail addresses of clients for whom the Consultant has performed projects of a similar type and size within the last 5 years. (5 points)

Written proposals must be received prior to 4:00 p.m., EST on Friday, February 28, 2020 to be considered. Proposals must be mailed, or hand delivered to the name and address shown below and clearly marked with the notation: "**Proposal - Housing Market Study, RFP #2020-1**". Submit proposals to:

Bryan W. Hill, AICP, CZA, Project Manager
Roanoke Valley-Alleghany Regional Commission
313 Luck Avenue, SW
Roanoke, VA 24016

If you download this RFP from the RVARC website and intend to submit a proposal, you should notify the Project Manager that you have done so. However, each Offeror is solely responsible for ensuring that such Offeror has the current, complete version of the RFP documents, including any addenda, before submitting a proposal. The RVARC is not responsible for any RFP obtained from any source other than the RVARC. Contact the Project Manager by phone at 540-343-4417, or email at bhill@rvarc.org.

The Roanoke Valley-Alleghany Regional Commission reserves the right to:

- 1) Reject any and all proposals.
- 2) Waive informalities in any proposal.
- 3) Award any whole or part of a proposal.
- 4) Award to the Offeror whose proposal is at the sole discretion of the RVARC determined to be in the best interest of the RVARC.
- 5) Award to the Offeror that presents the best value to RVARC as determined by RVARC.

The qualifications of the Offeror are subject to approval by the Virginia Housing Development Authority. Any award is contingent upon receipt of Community Impact Grant funding through the Virginia Housing Development Authority.

ATTACHMENT #1



ATTACHMENT 1 TO RFP # 2020-1

**ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION
SAMPLE CONTRACT BETWEEN
THE ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION AND _____
FOR A REGIONAL HOUSING NEEDS ASSESSMENT AND MARKET ANALYSIS STUDY**

This Contract # _____ is dated _____, 20____, between the Roanoke Valley-Alleghany Regional Commission, a Virginia public corporation and body politic, hereinafter referred to as the "RVARC" or "Owner", and _____
(legal name and address of Consultant)

hereinafter referred to as the "Consultant," **{NOTE: Use one of the following if applicable.}** {a _____ **corporation.**} {an **Individual.**} {a _____ **Partnership.**} {a _____ **Limited Liability Company.**}

WITNESSETH:

WHEREAS, Consultant has been awarded this **nonexclusive** Contract by the RVARC for furnishing all equipment, materials, goods, labor, and services necessary for an Analysis of Impediments to Fair Housing Choice and associated work in accordance with this Contract and the documents referred to herein, all such items or services also being referred to hereinafter as the Work or Project.

NOW, THEREFORE, THE RVARC AND THE CONSULTANT AGREE AS FOLLOWS:

SECTION 1. WORK TO BE PERFORMED AND DOCUMENTS.

For and in consideration of the money hereinafter specified to be paid by the RVARC to the Consultant for the Work provided for in this Contract to be performed by the Consultant, the Consultant hereby covenants and agrees with the RVARC to fully perform the services, provide any materials needed to complete the Work called for by this Contract in a good and workmanlike manner in accordance with this Contract and the documents referred to herein in order to fully and properly complete this Contract within the time stipulated, time being made of the essence for this Contract. It is also agreed by the parties hereto that the documents to this Contract consist of this Contract and the following documents listed below (Contract Documents), all of which are and constitute a part of this Contract as if attached hereto or set out in full herein, viz:

1. Insurance Requirements (Exhibit 1).
2. Scope of Work (Exhibit 2). **(To be provided after selection of the Successful Offeror)**
3. Service Schedule & Proposed Fees dated _____ (Exhibit 3).
(To be provided after selection of the Successful Offeror)
4. Request for Proposal No. 2020-1, which is incorporated herein by reference.

The parties agree that if there are any differences between the provisions of the above referenced documents, the provisions of the RVARC documents and this Contract will control over any Consultant supplied documents or information.

SECTION 2. CONTRACT AMOUNT.

The RVARC agrees to pay the Consultant for the Consultant's complete and satisfactory performance of the Work, in the manner and at the time set out in this Contract, but the total amount for all such requests will not exceed \$ _____, as provided for in this Contract and that this Contract amount may be increased or decreased by additions and/or reductions in the Work as may be authorized and approved by the RVARC, and the Contract amount may be decreased by the RVARC's assessment of any damages against the Consultant, as may be provided for in this Contract or by law, and the RVARC retains the right of setoff as to any amounts of money the Consultant may owe the RVARC. However, Consultant further acknowledges and agrees that any request for Consultant to perform Work under this Contract is in the sole discretion of the RVARC and that there is no guarantee of any minimum amount of Work that may be requested by the RVARC and that no Work may be requested.

SECTION 3. TERM OF CONTRACT.

A. The term of this Contract shall be for one (1) year, from _____, through _____, at which time it will terminate, unless sooner terminated pursuant to the terms of the Contract or by law or unless extended as set forth herein at the option of the RVARC.

B. By mutual agreement of the parties, the contract may be renewed for up to four (4) additional one (1) year periods of any combination thereof. If either party wants to renew the Contract that party shall give a written request to renew to the other party at least sixty (60) days before the expiration of the original term or any renewal term of the Contract. The party receiving such request shall either accept or reject in writing such request within thirty (30) days of receipt of that request, provided, however, if the party receiving the request to renew fails to respond within thirty (30) days, the request to renew shall be deemed to be rejected, unless the parties mutually agree otherwise.

C. All terms and conditions shall remain in force for the term of this Contract and for any renewal period unless modified by mutual agreement of both parties. Prices shall not be increased during the initial term of this Contract.

SECTION 4. TIME OF PERFORMANCE.

The Consultant shall commence the Work to be performed under this Contract on such date as is established and fixed for such commencement by written notice (which may be initially given verbally in an emergency situation) to proceed given by the RVARC representative to the Consultant, and the Consultant covenants and agrees to fully construct, perform, and complete the Work and/or provide the goods called for by this Contract established by such notice. The Consultant further agrees that the Work shall be started promptly upon receipt of such notice and shall be prosecuted regularly, diligently, and uninterruptedly at a rate of progress that will ensure full completion thereof in the shortest length of time consistent with the Contract Documents and that Consultant will cooperate and coordinate with the other RVARC employees doing other work or using the area where Consultant is working.

SECTION 5. PAYMENT.

A. The RVARC agrees to pay Consultant for the Consultant's complete and satisfactory performance of the Work, in the manner and at the time set out in this Contract. The RVARC retains the right to setoff as to any amounts of money Consultant may owe the RVARC. A written progress report may be requested by the RVARC to accompany payment request and, if so, such progress report shall detail the work completed. Also, sufficient documentation of all costs, expenses, materials supplies, and/or hours worked may be requested by the RVARC and, if so, may be required prior to the processing of any such request for payment. Payment will only be made for work actually performed, services actually supplied, and/or materials or goods furnished to the RVARC, all of which need to be approved and accepted by the RVARC prior to such payment, unless otherwise provided for in the Contract documents. The Consultant shall submit a request for payment to each appropriate division and department not more than once each month. The payment requested shall be for services completed for the Project and approved by the RVARC. A written invoice shall be submitted to each division and department identifying containers of wastes collected and the date(s) of collection.

B. Once a payment request has been received the RVARC, the RVARC will process such payment request. If there are any objections or problems with the payment request, the RVARC will notify the Consultant of such matters. If the payment request is approved and accepted by the RVARC, payment will be made by the RVARC to the Consultant not more than 30 days after such request has been approved.

SECTION 6. SALES TAX EXEMPTION.

The RVARC is exempt from payment of State Sales and Use Tax on all tangible personal property purchased or leased for the RVARC's use or consumption. The Virginia Sales and Use Tax Certificate of Exemption number is 217-074292-9.

SECTION 7. INSPECTION.

The RVARC shall have a reasonable time after receipt of items and before payment to inspect all items for conformity to this Contract. If all or some of the items delivered to the RVARC do not fully conform to the provisions hereof, the RVARC shall have the right to reject and return such nonconforming items, at the sole cost of the Consultant.

SECTION 8. PAYMENTS TO OTHERS BY CONSULTANT.

The Consultant agrees that Consultant will comply with the requirements of Section 2.2-4354 of the Virginia Code regarding Consultant's payment to other entities and the Consultant will take one of the two actions permitted therein within 7 days after receipt of amounts paid to Consultant by the RVARC. Consultant further agrees that the Consultant shall indemnify and hold the RVARC harmless for any lawful claims resulting from the failure of the Consultant to make prompt payments to all persons supplying the Consultant equipment, labor, tools, or material in connection with the work provided for in the Contract. In the event of such claims, the RVARC may, in the RVARC's sole discretion, after providing written notice to the Consultant, withhold from any payment request or final payment the unpaid sum of money deemed sufficient to pay all appropriate claims and associated costs in connection with the Contract and make such payment, if the RVARC determines it to be appropriate to do so.

SECTION 9. HOLD HARMLESS AND INDEMNITY.

Consultant shall indemnify and hold harmless the RVARC and its officers, agents, and employees against any and all liability, losses, damages, claims, causes of action, suits of any nature, costs, and expenses, including reasonable attorney's fees, resulting from or arising out of Consultant's or its employees, agents, or subconsultants actions, activities, or omissions, negligent or otherwise, on or near RVARC's property or arising in any way out of or resulting from any of the work or items to be provided under this Contract, and this includes, without limitation, any fines or penalties, violations of federal, state, or local laws or regulations, personal injury, wrongful death, or property damage claims or suits. Consultant agrees to and shall protect, indemnify, and hold harmless all the parties referred to above from any and all demands for fees, claims, suits, actions, causes of action, settlement or judgments based on the alleged or actual infringement or violation of any copyright, trademark, patent, invention, article, arrangement, or other apparatus that may be used in the performance of this Contract.

SECTION 10. COMPLIANCE WITH LAWS AND REGULATIONS, AND IMMIGRATION LAW.

Contractor agrees to and will comply with all applicable federal, state, and local laws, ordinances, and regulations, including, but not limited to all applicable licensing requirements, environmental regulations, and OSHA regulations. Contractor further agrees that Contractor does not and shall not during the performance of its Contract; knowingly employ an unauthorized alien as defined in the Federal Immigration Reform & Control Act of 1986.

SECTION 11. INDEPENDENT CONSULTANT.

The relationship between Consultant and the RVARC is a contractual relationship. It is not intended in any way to create a legal agency or employment relationship. Consultant shall, at all times, maintain its status as an independent Consultant and both parties acknowledge that neither is an agent, partner or employee of the other for any purpose. Consultant shall be responsible for causing all required insurance, workers' compensation (regardless of number of employees) and unemployment insurance to be provided for all of its employees and subconsultants. Consultant will be responsible for all actions of any of its subconsultants, and that they are properly licensed.

SECTION 12. REPORTS, RECORDS, AND AUDIT.

Consultant agrees to maintain all books, records, electronic data, and other documents relating to this Contract for a period of five (5) years after the end of each fiscal year included in this Contract. The RVARC, its authorized employees, agents, representatives, and/or state auditors shall have full access to and the right to request, examine, copy, and/or audit any such materials during the term of the Contract and such retention period, upon prior written notice to Consultant. This includes the RVARC's right to audit and/or examine any of

the Consultant's documents and/or data as the RVARC deems appropriate to protect the RVARC's interests.

SECTION 13. INSURANCE REQUIREMENTS.

Consultant and any of its subconsultants involved in this Contract shall maintain the insurance coverage's set forth in Exhibit 1 to this Contract and provide the proof of such insurance coverage as called for in Exhibit 1, including workers' compensation coverage regardless of the number of Consultant's employees. Such insurance coverage shall be obtained at the Consultant's sole expense and maintained during the life of the Contract and shall be effective prior to the beginning of any work or other performance by the Consultant under this Contract. Additional insured endorsements, if required, must be received by the RVARC within 30 days of the execution of this Contract or as otherwise required by the RVARC's Risk Manager.

SECTION 14. DEFAULT.

If Consultant fails or refuses to perform any of the terms of this Contract, including poor services, work or materials, the RVARC may, by written notice to Consultant, terminate this Contract in whole or in part. In addition to any right to terminate, the RVARC may enforce any remedy available at law or in equity in connection with such default, and Consultant shall be liable for any damages to the RVARC resulting from Consultant's default. The RVARC further reserves the right to immediately obtain such work or services from other entities in the event of Consultant's default.

SECTION 15. NONWAIVER.

Consultant agrees that the RVARC's waiver or failure to enforce or require performance of any term or condition of this Contract or the RVARC's waiver of any particular breach of this Contract by the Consultant extends to that instance only. Such waiver or failure is not and shall not be a waiver of any of the terms or conditions of this Contract or a waiver of any other breaches of the Contract by the Consultant and does not bar the RVARC from requiring the Consultant to comply with all the terms and conditions of the Contract and does not bar the RVARC from asserting any and all rights and/or remedies it has or might have against the Consultant under this Contract or by law.

SECTION 16. FORUM SELECTION AND CHOICE OF LAW.

This Contract shall be governed by, and construed in accordance with, the laws of the Commonwealth of Virginia, without application of Virginia's conflict of law provisions. Venue for any litigation, suits, and claims arising from or connected with this Contract shall only be proper in the Roanoke City Circuit Court, or in the Roanoke City General District Court if the amount in controversy is within the jurisdictional limit of such court, and all parties to this Contract voluntarily submit themselves to the jurisdiction and venue of such courts, regardless of the actual location of such parties. The provisions of this Contract shall not be construed in favor of or against either party but shall be construed according to their fair meaning as if both parties jointly prepared this Contract.

SECTION 17. NONDISCRIMINATION.

A. During the performance of this Contract, Consultant agrees as follows:

- i. Consultant will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Consultant. Consultant agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- ii. Consultant in all solicitations or advertisements for employees placed by or on behalf of Consultant will state that Consultant is an equal opportunity employer.
- iii. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.

B. Consultant will include the provisions of the foregoing Section A (i, ii, and iii) in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subconsultant or vendor.

SECTION 18. DRUG-FREE WORKPLACE.

A. During the performance of this Contract, Consultant agrees to (i) provide a drug-free workplace for Consultant's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the workplace and specifying the

actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of Consultant that Consultant maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subconsultant or vendor.

B. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a Consultant, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

SECTION 19. ASSIGNMENT.

Consultant may not assign or transfer this Contract in whole or in part except with the prior written consent of the RVARC, which consent shall not be unreasonably withheld. If consent to assign is given, no such assignment shall in any way release or relieve the Consultant from any of the covenants or undertakings contained in this Contract and the Consultant shall remain liable for the Contract during the entire term thereof.

SECTION 20. CONTRACTUAL DISPUTES.

Contractual claims, whether for money or for other relief, shall be submitted, in writing, no later than sixty (60) days after the earlier of the final payment or termination of the Contractor notice from the RVARC to the Consultant that the RVARC disputes the amount of Consultant's request for final payment. However, written notice of the Consultant's intention to file such claim must be given at the time of the occurrence or beginning of the work upon which the claim is based. Such notice is a condition precedent to the assertion of any such claim by the Consultant. A written decision upon any such claims will be made by the RVARC Executive Director or designee (hereafter Executive Director) within thirty (30) days after submittal of the claim and any practically available additional supporting evidence required by the Executive Director. The Consultant may not institute legal action prior to receipt of the RVARC's decision on the claim unless the Executive Director fails to render such decision within 120 days from submittal of Consultant's claim. The decision of the Executive Director shall be final and conclusive unless the Consultant within six (6) months of the date of the final decision on a claim or from expiration of the 120 day time limit, whichever occurs first, initiates legal action as provided in Section 2.2 - 4364, of the Virginia Code. Failure of the RVARC to render a decision within said 120 days shall not result in the Consultant being awarded the relief claimed nor shall it result in any other relief or penalty. The sole result of the RVARC's failure to render a decision within said 120 days shall be Consultant's right to immediately institute legal action. No administrative appeals procedure pursuant to Section 2.2 - 4365 of the Virginia Code has been established for contractual claims under this Contract.

SECTION 21. SUCCESSORS AND ASSIGNS.

The terms, conditions, provisions, and undertakings of this Contract shall be binding upon and inure to the benefit of each of the parties hereto and their respective successors and assigns.

SECTION 22. HEADINGS.

The captions and headings in this Contract are for convenience and reference purposes only and shall not affect in any way the meaning and interpretation of this Contract.

SECTION 23. COUNTERPART COPIES.

This Contract may be executed in any number of counterpart copies, each of which shall be deemed an original, but all of which together shall constitute a single instrument.

SECTION 24. AUTHORITY TO SIGN.

The persons who have executed this Contract represent and warrant that they are duly authorized to execute this Contract on behalf of the party for whom they are signing.

SECTION 25. NOTICES.

All notices must be given in writing and shall be validly given if sent by certified mail, return receipt requested, or by a nationally recognized overnight courier, with a receipt, addressed as follows (or any other address that the party to be notified may have designated to the sender by like notice):

To City: City of Roanoke
Environmental Management
215 Church Avenue SW

Municipal South, Room 354
Roanoke, VA 24011
Facsimile: (540) 853-1364

Copy to: City of Roanoke
Purchasing Division
Attn: Purchasing Manager
Noel C. Taylor Municipal Building, Room 202
215 Church Avenue, SW
Roanoke, Virginia 24011

Facsimile: (540) 853-1513

If to Consultant: _____

Attn: _____, President/CEO

Email Address:

Phone: _____

Notices shall be deemed to be effective one day after sending if sent by overnight courier or three (3) days after sending if by certified mail, return receipt requested.

SECTION 26. PROTECTING PERSONS AND PROPERTY.

The Consultant expressly undertakes both directly and through its subconsultants, to take every reasonable precaution at all times for the protection of all persons and property at the location of the Work or in the vicinity of the Work or that may be affected by the Consultant's operation in connection with the Work. The Consultant will maintain adequate protection of all Consultant's Work to prevent damage to it and shall protect the RVARC's property from any injury or loss arising in connection with this Contract and to protect adjacent property to prevent any damage to it or loss of use and enjoyment by its owners. Consultant agrees to be responsible for the entire Work and will be liable for all damages to the Work, including, but not limited to, damages to any property of the RVARC or to any property in the vicinity or adjacent to the Work. All damage with respect to the Work caused by vandalism, weather, or any other cause, other than resulting from the sole negligence of the RVARC shall be the responsibility of the Consultant. Consultant shall also be responsible for any inventory shortages and discrepancies of any type.

SECTION 27. CONTRACT SUBJECT TO FUNDING.

This Contract is subject to funding and/or appropriations from federal, state, and/or local governments and/or agencies. If any such funding is not provided, withdrawn, or otherwise not made available for this Contract, the Consultant agrees that the RVARC may terminate this Contract on seven (7) days written notice to Consultant, without any penalty or damages being incurred by the RVARC. Consultant further agrees to comply with any applicable requirements of any grants and/or agreements providing such funding.

SECTION 28. NOTICE TO PROCEED.

Work to be performed by the Consultant under this Agreement shall begin within five (5) days after receipt of official notice from the RVARC to proceed. Written notice to proceed will be given by the RVARC prior to any work being done on any element of this Agreement. The RVARC will not be responsible for payment for services performed in advance of such notice.

SECTION 29. SUSPENSION OR TERMINATION OF CONTRACT BY RVARC.

The RVARC, at any time, may order Consultant to immediately stop work on this Contract, and/or by seven days (7) written notice may terminate this Contract, with or without cause, in whole or in part, at any time. Upon receipt of such notice, the Consultant shall immediately discontinue all services affected (unless the notice directs otherwise), and deliver to the RVARC all data (including electronic data), drawings, specifications, reports, project deliverables, estimates, summaries, and such other information and materials as may have been accumulated by the Consultant in performing this Contract whether completed or in process (unless otherwise directed by the notice).

1. If the termination or stop work order is due to the failure of the Consultant to fulfill any of its Contract obligations, the RVARC may take over the Work and prosecute the same to completion by contract or otherwise. In such case, the Consultant shall be liable to the RVARC for any damages allowed by law, and upon demand of RVARC shall promptly pay the same to RVARC.

2. Should the Contract be terminated or work is stopped not due in any way to the fault of the Consultant, the Consultant shall only be entitled to compensation for services actually performed and materials actually supplied prior to notice of termination or to stop work and which are approved by the RVARC and any applicable federal or state approving agency. No profit, overhead, or any other costs of any type are allowed after the date of such notice of termination or stop work order.

3. The rights and remedies of the RVARC provided in this Section are in addition to any other rights and remedies provided by law or under this Contract and RVARC may pursue any and all such rights and remedies against Consultant as it deems appropriate.

SECTION 30. ETHICS IN PUBLIC CONTRACTING.

The provisions, requirements, and prohibitions as contained in Sections 2.2-4367 through 2.2-4377, of the Virginia Code, pertaining to bidders, offerors, Consultants, and subconsultants are applicable to this Contract.

SECTION 31. COMPLIANCE WITH STATE LAW; FOREIGN AND DOMESTIC BUSINESSES AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA.

Consultant shall comply with the provisions of Virginia Code Section 2.2-4311.2, as amended, which provides that a Consultant organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 or as otherwise required by law. Consultant shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the Contract. The RVARC may void the Contract if the Consultant fails to remain in compliance with the provisions of this section.

SECTION 32. OWNERSHIP OF REPORTS AND DOCUMENTS.

Consultant agrees that all reports and any other documents (including electronic data) prepared for, obtained in connection with, and/or required to be produced in connection with this Contract shall be delivered by the Consultant to the RVARC and all such items shall become the sole property of the RVARC. The Consultant agrees that the RVARC shall own all rights of any type in and to all such items, including but not limited to copyrights and trademarks, and the RVARC may reproduce, copy, and use all such items as the RVARC deems appropriate, without any restriction or limitation on their use and without any cost or charges to the RVARC from Consultant. Consultant hereby transfers and assigns all such rights and items to the RVARC. Consultant further agrees Consultant will take any action and execute any documents necessary to accomplish the provisions of this Section. The Consultant also warrants that Consultant has good title to all materials, equipment, documents, and supplies which it uses in the Work or for which it accepts payment in whole or in part.

SECTION 33. SEVERABILITY.

If any provision of this Contract, or the application of any provision hereof to a particular entity or circumstance, shall be held to be invalid or unenforceable by a court of competent jurisdiction, the remaining provisions of this Contract shall not be affected and all other terms and conditions of this Contract shall be valid and enforceable to the fullest extent permitted by law.

SECTION 34. ENTIRE CONTRACT.

This Contract, including any attachments, exhibits, and referenced documents, constitutes the complete understanding between the parties. This Contract may be modified only by written agreement properly executed by the parties.

SIGNATURE PAGE TO FOLLOW.

SIGNATURES: The parties hereto agree to abide by all the provision of this Contract.

IN WITNESS WHEREOF, the parties sign and cause this Contract to be executed on this the ____ day of _____, 2020.

Wayne G. Strickland Date
Executive Director
Roanoke Valley-Alleghany Regional Commission

Consultant Date

Signature of Witness Date

Signature of Witness Date

**EXHIBIT 1
TO CONTRACT
BETWEEN ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION AND _____
FOR A REGIONAL HOUSING NEEDS ASSESSMENT AND MARKET ANALYSIS STUDY**

REFERENCE: RFP # 2020-1

INSURANCE REQUIREMENTS

The Consultant shall comply with the insurance requirements set forth in the Contract, including the items set forth below:

A. Neither the Consultant nor any subconsultant shall commence work under this Contract until the Consultant has obtained and provided proof of the required insurance coverages to the RVARC, and such proof has been approved by the RVARC. The Consultant confirms to the RVARC that all subconsultants have provided Consultant with proof of such insurance or will do so prior to commencing any work under this Contract.

B. The minimum insurance policies and/or coverages that shall be provided by the Consultant, including its subconsultants, include the following:

(1) Commercial General Liability: \$1,000,000.00

\$1,000,000.00 General Aggregate Limit (other than Products/Completed Operations).
\$1,000,000.00 Products/Completed Operations Aggregate Limit.
\$1,000,000.00 Personal Injury Liability (including liability for slander, libel, and defamation of character).
\$1,000,000.00 each occurrence limit

(2) Automobile Liability: \$1,000,000.00 combined single limit (**add: with applicable endorsement to cover waste cargo, if transporting hazardous materials**).

(3) Workers' Compensation and Employer's Liability:

Workers' Compensation: statutory coverage for Virginia Employer's Liability:

\$100,000.00 Bodily Injury by Accident each occurrence
\$500,000.00 Bodily Injury by Disease Policy Limit.
\$100,000.00 Bodily Injury by Disease each employee.

(4) The required limits of insurance for this Contract may be achieved by combining underlying primary coverage with an umbrella liability coverage to apply in excess of the general and automobile liability policies, provided that such umbrella liability policy follows the form of the underlying primary coverage.

(5) Such insurance policies and/or coverages shall provide for coverage against any and all claims and demands made by a person or persons or any other entity for property damages or bodily or personal injury (including death) incurred in connection with the services, work, items, and/or other matters to be provided under this Contract with respect to the commercial general liability coverages and the automobile liability coverages. With respect to the workers' compensation coverage, Consultant's and its subconsultants' insurance company shall waive rights of subrogation against the RVARC and its officers, employees, agents, assigns, and volunteers.

(6) Contractor shall provide such other insurance policies and/or coverages that may be required by other parts of this Contract. If required by the Contract, such policies and/or coverages could include, but are not limited to, Errors and Omissions/Professional Liability, Crime/ Fidelity, Environmental and/or Pollution, Builder's Risk, Umbrella/Excess.

(7) Should any required insurance coverage be canceled or materially altered before the expiration term of the contract, it is the responsibility of the Consultant to notify the RVARC of such within thirty (30) days of the effective date of the change.

D. Proof of Insurance Coverage:

(1) Consultant shall furnish the RVARC with the above required certificates of insurance showing the type, amount, effective dates, and date of expiration of the policies.

(2) Where waiver of subrogation is required with respect to any policy of insurance required under this Section, such waiver shall be specified on the certificate of insurance.

E. Insurance coverage shall be in a form and with an insurance company approved by the RVARC, which approval shall not be unreasonably withheld. Any insurance company providing coverage under this Contract shall be authorized to do business in the Commonwealth of Virginia.

F. The Consultant's insurance policies and/or coverages shall not contain any exclusions for the Consultant's subconsultants.

G. The continued maintenance of the insurance policies and coverages required by the Contract is a continuing obligation, and the lapse and/or termination of any such policies or coverages without approved replacement policies and/or coverages being obtained shall be grounds for termination of the Consultant for default.

H. Nothing contained in the insurance requirements is to be construed as limiting the liability of the Consultant, and/or its subconsultants, or their insurance carriers. The RVARC does not in any way represent that the coverages or the limits of insurance specified are sufficient or adequate to protect the Consultant's interest or liabilities but are merely minimums. The obligation of the Consultant, and its subconsultants, to purchase insurance shall not in any way limit the obligations of the Consultant in the event that the RVARC or any of those named above should suffer any injury or loss in excess of the amount actually recoverable through insurance. Furthermore, there is no requirement or obligation for the RVARC to seek any recovery against the Consultant's insurance company before seeking recovery directly from the Consultant.

END OF EXHIBIT 1

**EXHIBIT 2
TO CONTRACT
BETWEEN ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION AND _____
FOR A REGIONAL HOUSING NEEDS ASSESSMENT AND MARKET ANALYSIS STUDY**

REFERENCE: RFP # 2020-1

SCOPE OF WORK

The final description of the services and/or items to be provided to the RVARC under this RFP is subject to negotiations with the successful Offeror, and final approval by the RVARC.

(To be provided after selection of the Successful Offeror)

END OF EXHIBIT 2

**EXHIBIT 3
TO CONTRACT
BETWEEN ROANOKE VALLEY-ALLEGHANY REGIONAL COMMISSION AND _____
FOR A REGIONAL HOUSING NEEDS ASSESSMENT AND MARKET ANALYSIS STUDY
REFERENCE: RFP # 2020-1**

SERVICE SCHEDULE & PROPOSED FEES

The final service schedule and proposed fees under this RFP is subject to negotiations with the successful Offeror, and final approval by the RVARC.

(To be provided after selection of the Successful Offeror)

END OF EXHIBIT 3

ATTACHMENT #2

ROANOKE VALLEY- ALLEGHANY REGIONAL HOUSING STUDY

This report was prepared by the Roanoke Valley-Alleghany Regional Commission (RVARC) as a complementary component to a larger housing study which will be completed by consultant(s) procured by the RVARC.

Roanoke County
Demographic
and Economic
Overview



Roanoke Valley-Alleghany
REGIONAL
commission





Roanoke Valley-Alleghany
REGIONAL
 commission

Roanoke Valley Alleghany-Regional Housing Study Roanoke County Demographic and Economic Overview



Table of Contents

At-Place Jobs	2
Employment and Labor Force.....	4
Employment Trends.....	4
Unemployment Rate	4
Wage Trends	5
Employment and Wages Snapshot.....	6
Employment Distribution	6
Establishments.....	7
Drivers of Employment Growth	8
Economic Development Activity.....	9
Industry Snapshot	9
Occupation Snapshot.....	10
Cost of Living Index	11
Gross Domestic Product	11
Retail Demand	12
Demographic Analysis.....	13
Group Quarters Population.....	16
Households	17
Owner Households	19
Renter Households.....	21
Housing Unit Trends.....	23

Regional Commission Staff

Bryan W. Hill, AICP, CZA, Regional Planner III, Project Manager

Roanoke Valley Alleghany-Regional Housing Study

Roanoke County Demographic and Economic Overview

At-Place Jobs

At-place jobs refer to the number of jobs located within Roanoke County (including the Town of Vinton). Tables 1 and 2 give at-place business data and forecasts for 2019.

Table 1: At-Place Jobs Characteristics, Roanoke County

Data for all businesses in area	Roanoke County
Total Businesses:	2,861
Total Employees:	39,820
Total Residential Population:	95,828
Employee/Residential Population Ratio (per 100 Residents)	42

Source: Infogroup, Inc., ESRI Business Analyst Total Residential Population Forecasts for 2019.

Table 2: Business and Employment Characteristics, Roanoke County

Employment Sectors	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture & Mining	65	2.3%	401	1.0%
Construction	175	6.1%	1,179	3.0%
Manufacturing	80	2.8%	3,600	9.0%
Transportation	50	1.7%	681	1.7%
Communication	31	1.1%	747	1.9%
Utilities	8	0.3%	61	0.2%
Wholesale Trade	106	3.7%	1,418	3.6%
Retail Trade	529	18.5%	7,723	19.4%
Finance, Insurance, Real Estate	353	12.3%	2,720	6.8%
Services	1,247	43.6%	18,935	47.6%
Government	95	3.3%	2,107	5.3%
Unclassified Establishments	122	4.3%	248	0.6%
Totals	2,861	100.0%	39,820	100.0%

Source: Infogroup, Inc., 2019.

As of the Second Quarter of 2019, the total number of at-place jobs totaled 38,460 which is 3,187 or 9% fewer than during the pre-recession peak of 2008. In 2009, the primary year of the Great Recession, there was a decrease of 603 jobs. In 2010, there were 386 jobs lost. There were significant job increases between 2013 and 2016, with the addition of 3,723 jobs. From 2016 to 2018, there was a moderate gain of 222 jobs.

Table 3: Pre and Post-Recession At-Place Jobs, Roanoke County

Year	In-Place Jobs	Change in Jobs (#)	Change in Jobs (%)
2008	35,273	--	--
2009	34,670	-603	-1.7%
2010	34,284	-386	-1.1%
2011	34,328	44	0.1%
2012	34,584	256	0.7%
2013	34,515	-69	-0.2%
2014	35,269	754	2.2%
2015	37,406	2,137	6.1%
2016	38,238	832	2.2%
2017	38,182	-56	-0.1%
2018	38,460	278	0.7%

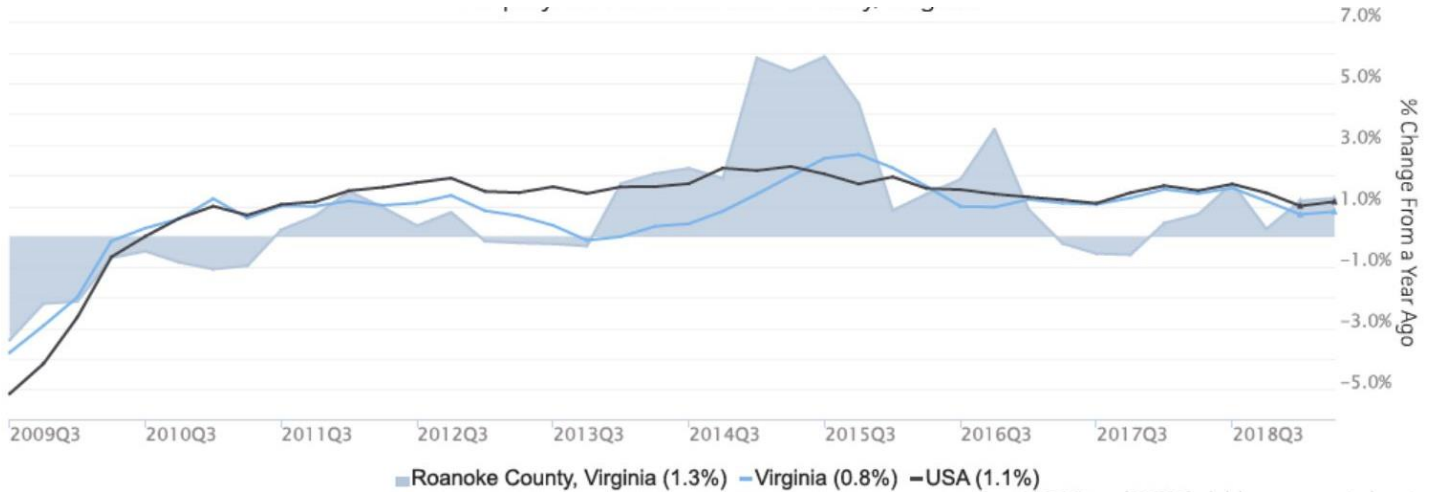
Source: Bureau of Labor Statistics, Quarterly Census of Employment and Workforce NAICS-Based Data Files

Employment and Labor Force

Employment Trends

As of the Second Quarter of 2019, total employment for Roanoke County was 41,612 (based on a four-quarter moving average). Over the year ending Second Quarter 2019, employment increased 1.3% in the region.

Table 4: Employment for Roanoke County

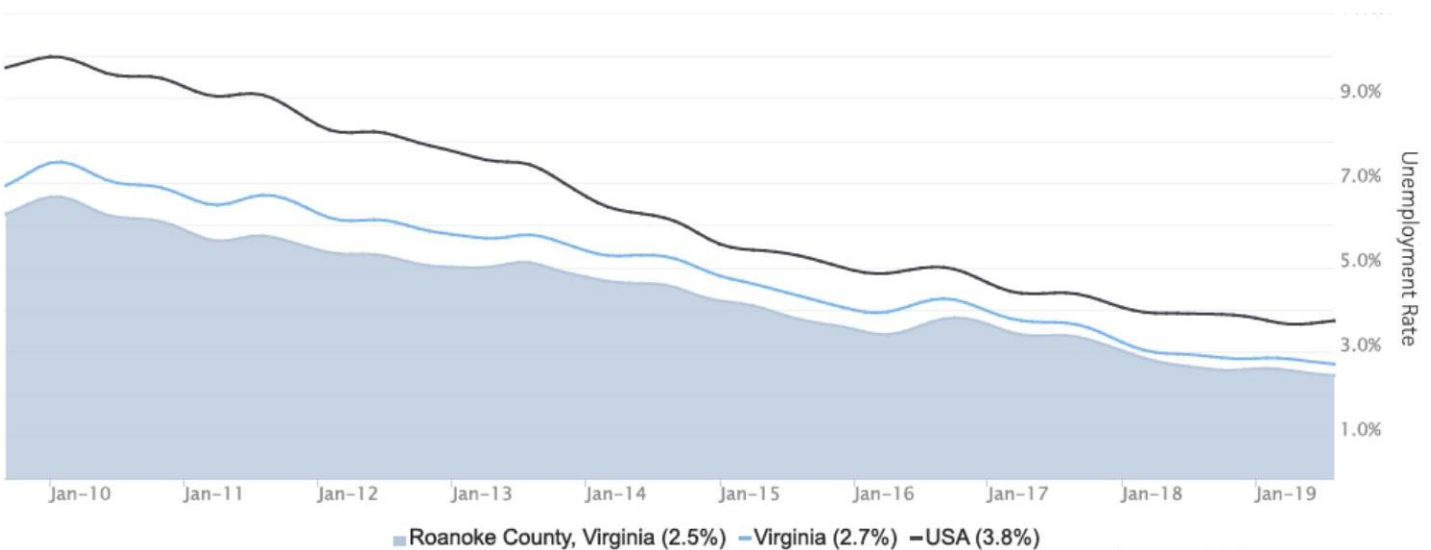


Source: JobsEQ, data as of Second Quarter 2019.

Unemployment Rate

The seasonally adjusted unemployment rate for Roanoke County was 2.5% as of August 2019. The regional unemployment rate was lower than the national rate of 3.8%. One year earlier, in August 2018, the unemployment rate in Roanoke County was 2.6%.

Table 5: Seasonally Adjusted Unemployment Rate for Roanoke County

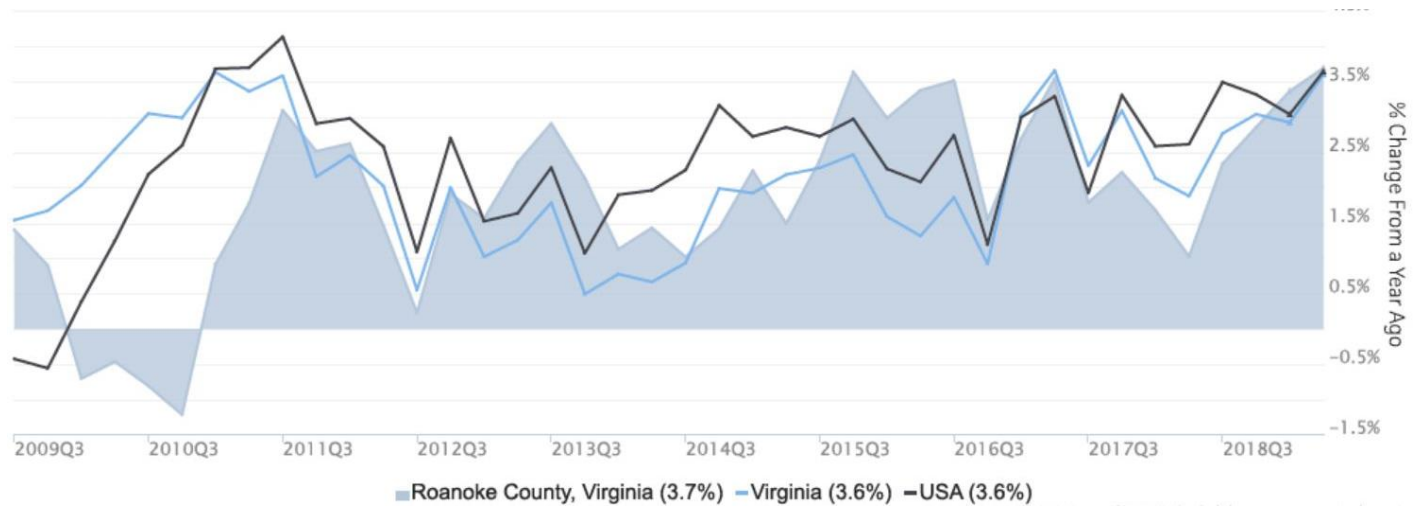


Source: Unemployment rate data are from the Local Area Unemployment Statistics, provided by the Bureau of Labor Statistics and updated through August 2019.

Wage Trends

The average worker in Roanoke County earned annual wages of \$42,439 as of the Second Quarter of 2019. Average annual wages per worker increased 3.7% in the region over the preceding four quarters. For comparison purposes, annual average wages were \$57,025 in the nation.

Table 6: Average Annual Wages for Roanoke County



Source: JobsEQ. Annual average wages per worker data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2018Q4 with preliminary estimates updated to 2019Q2.

Employment and Wages Snapshot

Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.

Since wages and salaries generally compose most of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

Table 7: Employment and Wages Snapshot, Roanoke County

EMPLOYMENT



WAGES



2-Digit Industry	Empl	Avg Ann Wages	LQ	Syr History	Annual Demand	Forecast Ann Growth
Health Care and Social Assistance	6,619	\$47,646	1.11		711	1.3%
Retail Trade	4,577	\$28,332	1.06		616	0.1%
Professional, Scientific, and Technical Services	4,014	\$48,668	1.44		396	1.2%
Manufacturing	3,824	\$54,711	1.11		348	-1.3%
Educational Services	3,570	\$35,503	1.05		332	0.1%
Accommodation and Food Services	2,909	\$17,059	0.77		485	0.5%
Administrative and Support and Waste Management and Remediation Services	2,622	\$28,673	0.98		316	0.5%
Other Services (except Public Administration)	2,124	\$25,597	1.17		248	0.3%
Transportation and Warehousing	1,688	\$51,232	0.90		188	0.5%
Construction	1,678	\$42,328	0.70		180	0.9%
Remaining Component Industries	7,987	\$48,017	0.87		824	0.3%
Total - All Industries	41,612	\$42,439	1.00		4,722	0.4%

Source: JobsEQ, 2019.

Employment Distribution

Table 8 (below) shows the employment mix by ownership type for Total - All Industries for Roanoke County. Four of these ownership types — federal, state, and local government and the private sector — together constitute “Covered Employment” (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

“Self-Employment” refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).

Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

Table 8: Employment Distribution by Type



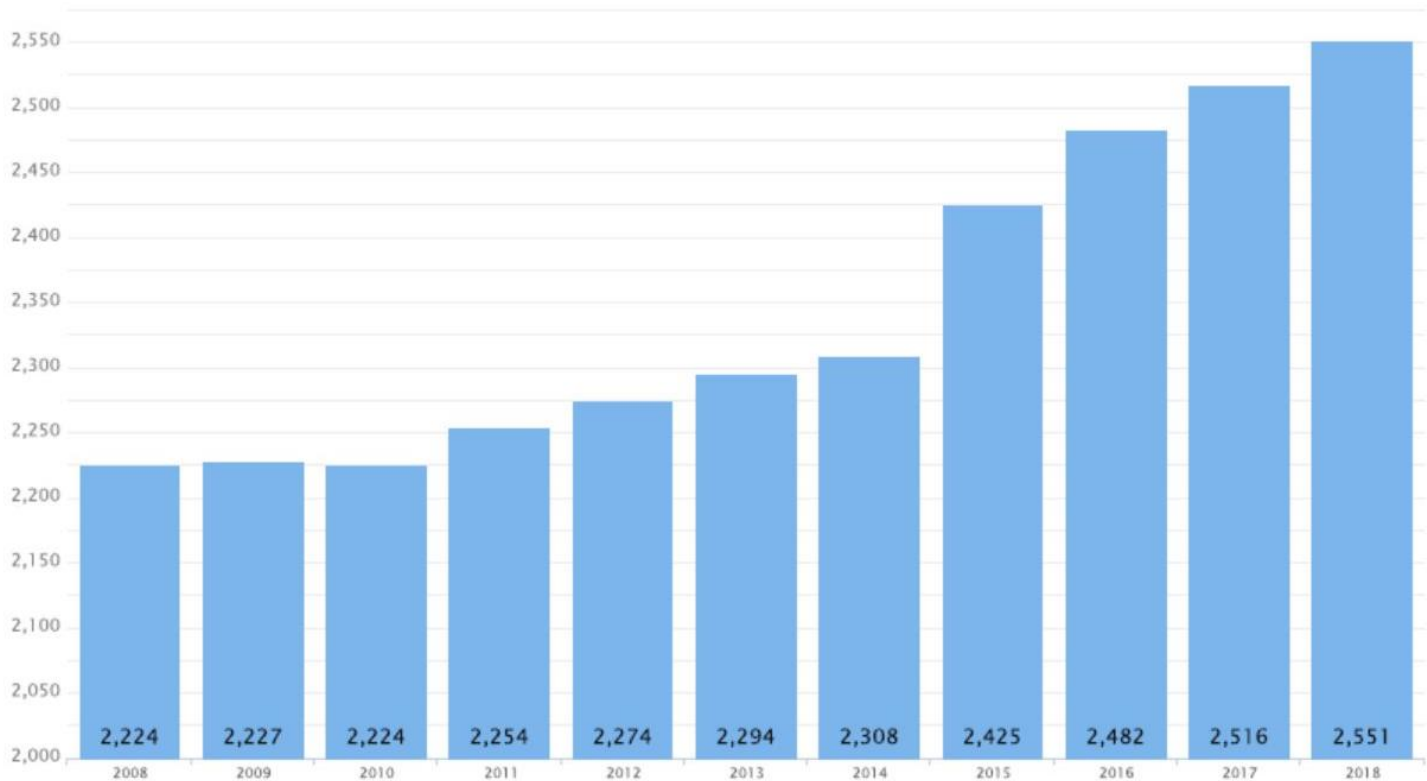
	Empl	%
Private	33,897	81.5%
Self-Employment	2,035	4.9%
Local Government	4,029	9.7%
State Government	687	1.7%
Federal Government	126	0.3%
Other Non-Covered	838	2.0%

Source: JobsEQ, 2019.

Establishments

In 2018, there were 2,551 Total - All Industries establishments in Roanoke County (per covered employment establishment counts), an increase of 15% from 2,224 establishments in 2008.

Table 9: Total of All Industry Establishments, Roanoke County

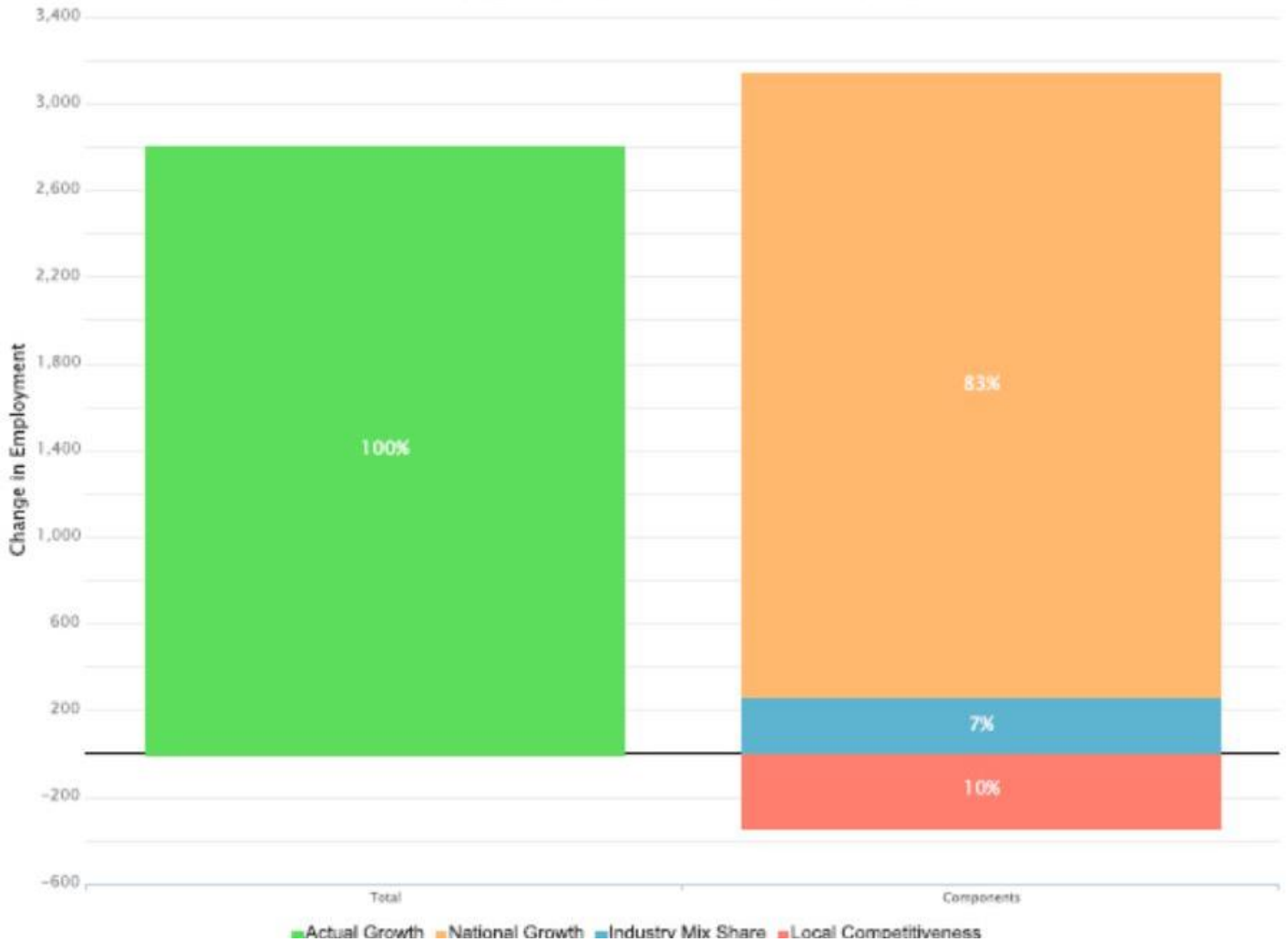


Source: JobsEQ, 2019.

Drivers of Employment Growth

Over the ten years ending 2018, employment in Total - All Industries for Roanoke County added 2,804 jobs. After adjusting for national growth during this period and industry mix share, the part of this employment change due to local competitiveness was a loss of 336 jobs—meaning this industry was less competitive than its national counterpart during this period.

Table 10: Drivers of Employment Growth for Roanoke County



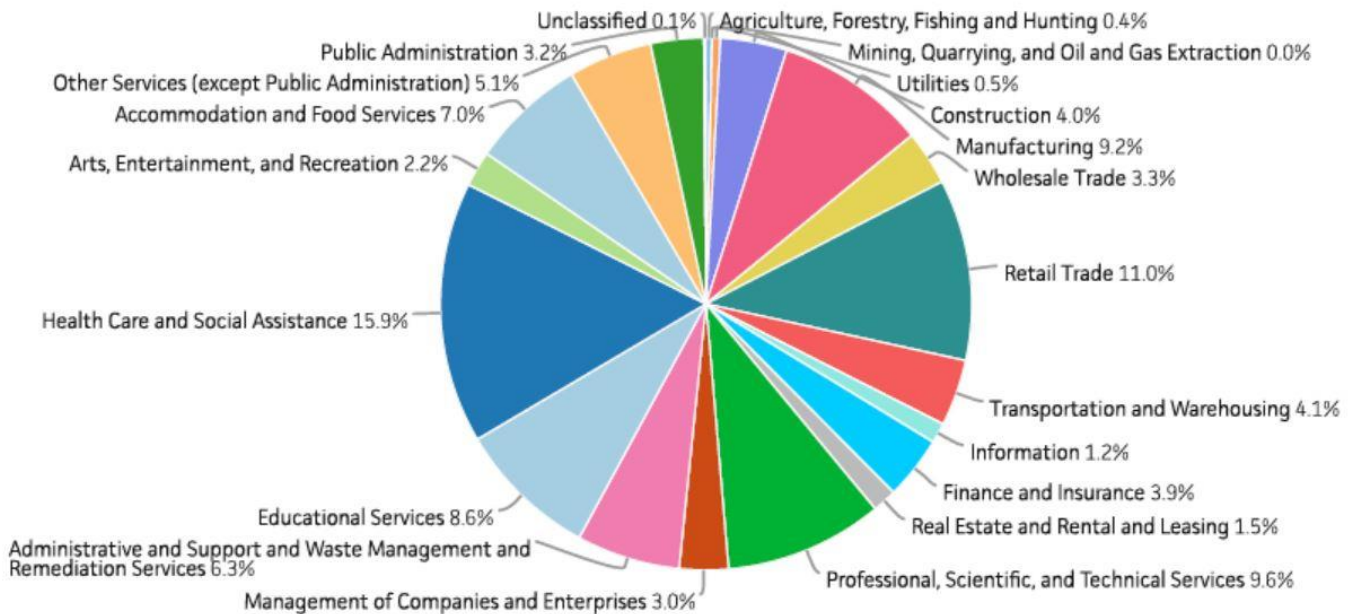
Source: JobsEQ data as of the Fourth Quarter of 2018.

Economic Development Activity

Industry Snapshot

The largest employment sector in Roanoke County is Health Care and Social Assistance, employing 6,619 workers. The next-largest sectors in the region are Retail Trade (4,577) and Professional, Scientific, and Technical Services (4,014). Location Quotients (LQs) of 1.0 or over, indicate sectors in which a region has high concentrations of employment compared to the national average. The sectors with the largest LQs in the region are Management of Companies and Enterprises (LQ = 1.98), Professional, Scientific, and Technical Services (1.44), and Other Services (except Public Administration) (1.17).

Table 11: Total Workers for Roanoke County by Industry



Source: Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics. Data are updated through 2018Q4 with preliminary estimates updated to 2019Q2.

Sectors in Roanoke County with the highest average wages per worker are Management of Companies and Enterprises (\$90,622), Utilities (\$73,361), and Finance and Insurance (\$59,680). Regional sectors with the best job growth (or most moderate job losses) over the last 5 years are Health Care and Social Assistance (+1,708 jobs), Manufacturing (+924), and Professional, Scientific, and Technical Services (+722).

Over the next year, employment in Roanoke County is projected to expand by 174 jobs. The fastest growing sector in the region is expected to be Mining, Quarrying, and Oil and Gas Extraction with a +1.9% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Health Care and Social Assistance (+86 jobs), Professional, Scientific, and Technical Services (+50), and Construction (+15).

Occupation Snapshot

The largest major occupation group in Roanoke County is Office and Administrative Support Occupations, employing 5,509 workers. The next-largest occupation groups in the region are Sales and Related Occupations (4,300 workers) and Food Preparation and Serving Related Occupations (3,131). High location quotients (LQs) indicate occupation groups in which a region has high concentrations of employment compared to the national average. The major groups with the largest LQs in the region are Computer and Mathematical Occupations (LQ = 1.89), Healthcare Support Occupations (1.36), and Healthcare Practitioners and Technical Occupations (1.15).

Occupation groups in Roanoke County with the highest average wages per worker are Management Occupations (\$107,200), Computer and Mathematical Occupations (\$80,100), and Legal Occupations (\$74,700). The unemployment rate in the region varied among the major groups from 1.1% among Healthcare Practitioners and Technical Occupations to 5.4% among Farming, Fishing, and Forestry Occupations.

Over the next year, the fastest growing occupation group in Roanoke County is expected to be Computer and Mathematical Occupations with a +1.4% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Computer and Mathematical Occupations (+32 jobs) and Healthcare Practitioners and Technical Occupations (+29). Over the same period, the highest separation demand (occupation demand due to retirements and workers moving from one occupation to another) is expected in Office and Administrative Support Occupations (617 jobs) and Sales and Related Occupations (592).

Table 12: Occupation Snapshot in Roanoke County, Second Quarter 2019

Occupation	Current						5-Year History		1-Year Forecast				
	Empl	Avg Ann Wages ²	LQ	Unempl	Unempl Rate	Online Job Ads ³	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
Office and Administrative Support	5,509	\$33,900	0.93	164	2.6%	248	4	0.0%	609	283	334	-8	-0.1%
Sales and Related	4,300	\$37,500	1.04	166	3.4%	384	-136	-0.6%	599	259	333	7	0.2%
Food Preparation and Serving Related	3,131	\$21,200	0.87	147	4.6%	321	143	0.9%	558	242	299	17	0.5%
Transportation and Material Moving	2,868	\$33,300	1.00	100	3.5%	212	286	2.1%	355	138	208	9	0.3%
Healthcare Practitioners and Technical	2,734	\$71,800	1.15	41	1.1%	253	950	8.9%	178	76	74	29	1.0%
Production	2,666	\$34,200	1.07	65	3.0%	80	458	3.8%	260	107	180	-28	-1.0%
Education, Training, and Library	2,523	\$45,100	1.09	61	2.2%	71	52	0.4%	218	109	105	5	0.2%
Business and Financial Operations	2,322	\$66,600	1.06	66	2.1%	80	170	1.5%	221	69	139	13	0.5%
Computer and Mathematical	2,309	\$80,100	1.89	34	1.6%	69	311	2.9%	187	40	116	32	1.4%
Management	2,113	\$107,200	0.83	37	1.4%	128	278	2.9%	177	55	109	12	0.6%
Personal Care and Service	1,832	\$24,000	1.01	60	3.3%	94	354	4.4%	304	142	136	26	1.4%
Installation, Maintenance, and Repair	1,555	\$42,700	0.97	30	1.9%	107	92	1.2%	152	54	93	4	0.3%
Healthcare Support	1,550	\$29,000	1.36	32	2.3%	71	125	1.7%	203	92	89	22	1.4%
Construction and Extraction	1,419	\$38,500	0.73	56	4.2%	35	135	2.0%	155	51	95	10	0.7%
Building and Grounds Cleaning and Maintenance	1,304	\$24,600	0.91	46	4.0%	75	130	2.1%	171	81	84	6	0.5%
Protective Service	966	\$37,000	1.07	26	2.4%	32	-7	-0.2%	110	51	57	2	0.2%
Community and Social Service	661	\$43,500	0.96	15	1.7%	84	128	4.4%	78	27	45	6	0.9%

Source: JobsEQ, Second Quarter 2019.

Cost of Living Index

The Cost of Living Index estimates the relative price levels for consumer goods and services. When applied to wages and salaries, the result is a measure of relative purchasing power. The cost of living is 9.0% lower in Roanoke County than the U.S. average.

Table 13: Cost of Living Information

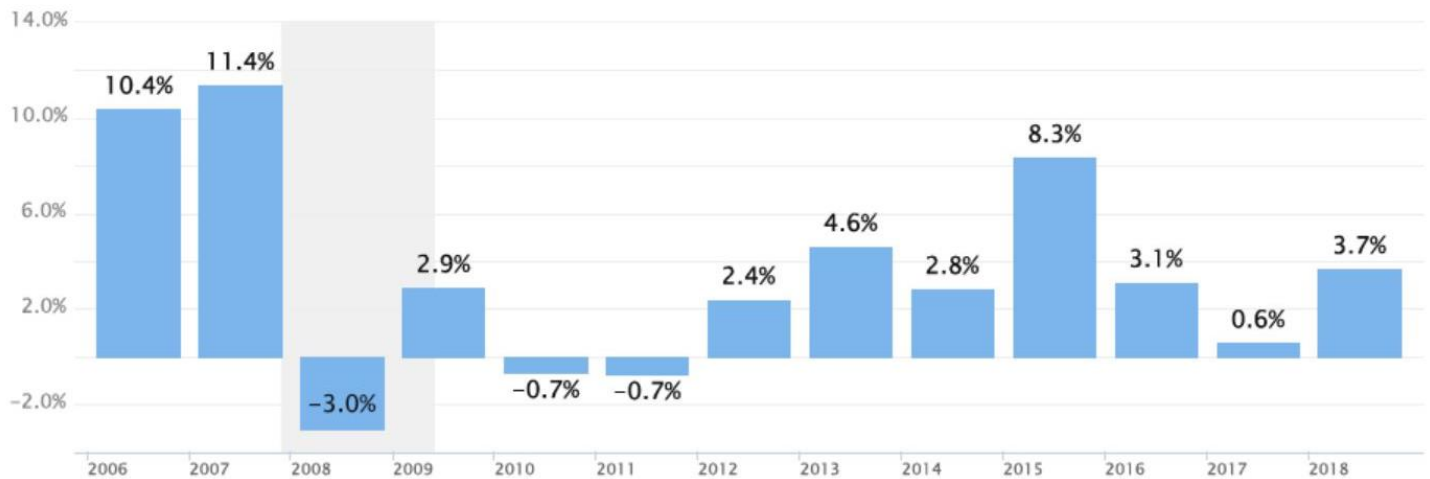
	Average Annual Salary	Cost of Living Index	U.S. Purchasing Power
Roanoke County	\$42,439	91.0	\$46,630
Virginia	\$57,742	116.3	\$49,648
USA	\$57,025	100.0	\$57,025

Source: JobsEQ, data as of Second Quarter 2019.

Gross Domestic Product

The Gross Domestic Product (GDP) is the total value of goods and services produced by a region. In 2018, nominal GDP in Roanoke County expanded 3.7%. This follows growth of 0.6% in 2017. As of 2018, total GDP in Roanoke County was \$3,676,158,000.

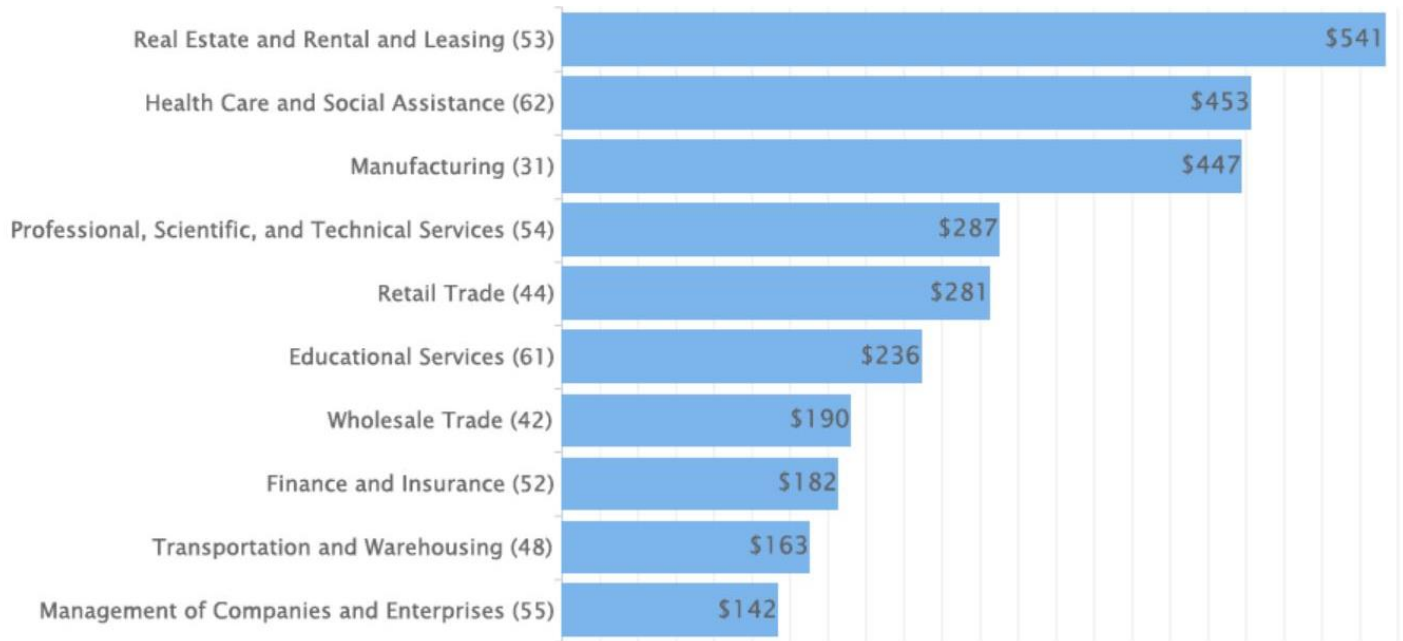
Table 14: One Year Percentage Change in Gross Domestic Product, Roanoke County



Source: U.S. Bureau of Economic Analysis, updated through 2018.

Of the sectors in Roanoke County, Real Estate and Rental and Leasing contributed the largest portion of GDP in 2018, \$541,220,000. The next-largest contributions came from Health Care and Social Assistance (\$452,824,000); Manufacturing (\$447,053,000); and Professional, Scientific, and Technical Services (\$286,759,000).

Table 15: 2018 Gross Domestic Product, Roanoke County



Source: U.S. Bureau of Economic Analysis, updated through 2018.

Retail Demand

As mentioned previously, the Retail Trade sector is the second largest in Roanoke County, comprising 11% of the employment base. Table 16 provides forecasts in 2019 and 2024 for consumer spending and demand for goods and services. The forecasts assume a 2.9% average annual growth rate over the five-year period. The top three areas of retail demand are: Financial, Home, and Food and Beverages, comprising \$6.51 billion (87%) of the total \$7.46 billion in total consumer spending.

Table 16: Retail Demand Outlook – 2019 and 2024

	2019 Consumer Spending	2024 Forecasted Demand	Projected Spending Growth
Apparel and Services	\$79,672,002	\$91,256,622	\$11,584,620
Computer	\$7,546,234	\$8,644,678	\$1,098,444
Entertainment & Recreation	\$126,484,082	\$144,870,999	\$18,386,917
Food and Beverages	\$334,027,695	\$382,536,950	\$48,509,255
Financial	\$5,477,218,981	\$6,275,813,783	\$798,594,802
Health	\$24,232,369	\$27,743,175	\$3,510,806
Home	\$703,998,489	\$806,553,549	\$102,555,060
Household Furnishings and Equipment	\$52,143,713	\$59,729,278	\$7,585,565
Household Operations	\$69,344,958	\$79,427,373	\$10,082,415
Insurance	\$296,742,959	\$339,801,838	\$43,058,879
Transportation	\$226,600,236	\$259,471,852	\$32,871,616
Travel	\$67,537,771	\$77,388,734	\$9,850,963
TOTAL	\$7,465,549,489	\$8,553,238,831	\$1,087,689,342

Source: ESRI Forecasts for 2019 and 2024.

Demographic Analysis

Since 2000, as shown in Table 17, the population of Roanoke County has increased by just over 10,000, or 11.7%. Based on forecasts to 2024, the average annual growth rate is only expected to be 0.36%. This stagnant population growth rate is characteristic of Roanoke County and the Roanoke Valley as a whole.

Table 17: Population Summary

	2000	2010	2019	2024	2019-2024 Annual Rate
Total Population	85,777	92,376	95,828	97,561	0.36%

Source: 2000 and 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

Table 18 forecasts that the 2019 daytime population in Roanoke County is composed of 44% workers and 56% non-worker residents. Roughly 10% of the 2019 population are out-commuters.

Table 18: 2019 Total Daytime Population

	Total	Workers	Percent	Residents	Percent
Total Daytime Population	86,858	38,078	43.8%	48,780	56.2%

Source: ESRI Business Analyst Forecasts for 2019.

The 2019 and 2024 population forecasts in Table 19 clearly indicate an aging population cohort, as the 65 to 74, 75 to 84, and 85+ age groups have per capita increases in 2019 and 2024 by 50%, 42%, and 35% respectively. Table 20 further illustrates the County's aging population as the median age is projected to increase by 7.6% from 43.4 in 2010 to 46.7 in 2024.

Table 19: Population by Age – 2010, 2019, and 2024

	2010	2019	2024
Total	92,376	95,828	97,561
0 - 4	5.0%	4.5%	4.4%
5 - 9	5.9%	5.1%	4.9%
10 - 14	6.7%	5.7%	5.5%
15 - 24	11.3%	11.1%	10.3%
25 - 34	10.0%	10.9%	11.2%
35 - 44	13.5%	11.5%	11.8%
45 - 54	15.8%	13.6%	12.4%
55 - 64	14.6%	15.3%	14.5%
65 - 74	9.0%	12.6%	13.5%
75 - 84	5.9%	6.7%	8.4%
85 +	2.3%	2.9%	3.1%
18 +	78.2%	81.3%	81.9%

Source: 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

Table 20: Median Age

	2010	2017	2019	2024
Median Age	43.4	43.7	45.9	46.7

Source: 2010 Census, 2013-2017 American Community Survey Five-Year Estimates, ESRI Business Analyst Forecasts for 2019 and 2024.

Tables 21 and 22 look at the Roanoke County population by sex and race/ethnicity. In 2010 the Census Bureau reported that 48% of the population were males and 52% were females. In projections made for 2019 and 2024, this proportion remains consistent. Racial and ethnic diversity in Roanoke County is increasing. Based on 2024 forecasts, the per capita White population since 2010 will decrease by 5.8%. The Black, Asian, and Hispanic per capita populations are projected to increase by 42%, 59%, and 110% during the same period, respectively.

Table 21: Population by Sex – 2010, 2019, and 2024

	2010	2019	2024
Males	44,079	45,862	46,805
Females	48,297	49,966	50,756

Source: 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

Table 22: Population by Race/Ethnicity – 2010, 2019, and 2024

	2010	2019	2024
Total	92,376	95,828	97,561
White Alone	90.0%	86.8%	84.7%
Black Alone	5.0%	6.3%	7.1%
American Indian Alone	0.1%	0.2%	0.2%
Asian Alone	2.7%	3.6%	4.3%
Pacific Islander Alone	0.0%	0.0%	0.0%
Some Other Race Alone	0.6%	0.9%	1.1%
Two or More Races	1.5%	2.1%	2.5%
Hispanic Origin	2.1%	3.5%	4.4%
Diversity Index*	22.0	29.3	33.7

*Diversity Index measures the probability that two people from the same area will be from different racial/ethnic groups.
Source: 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

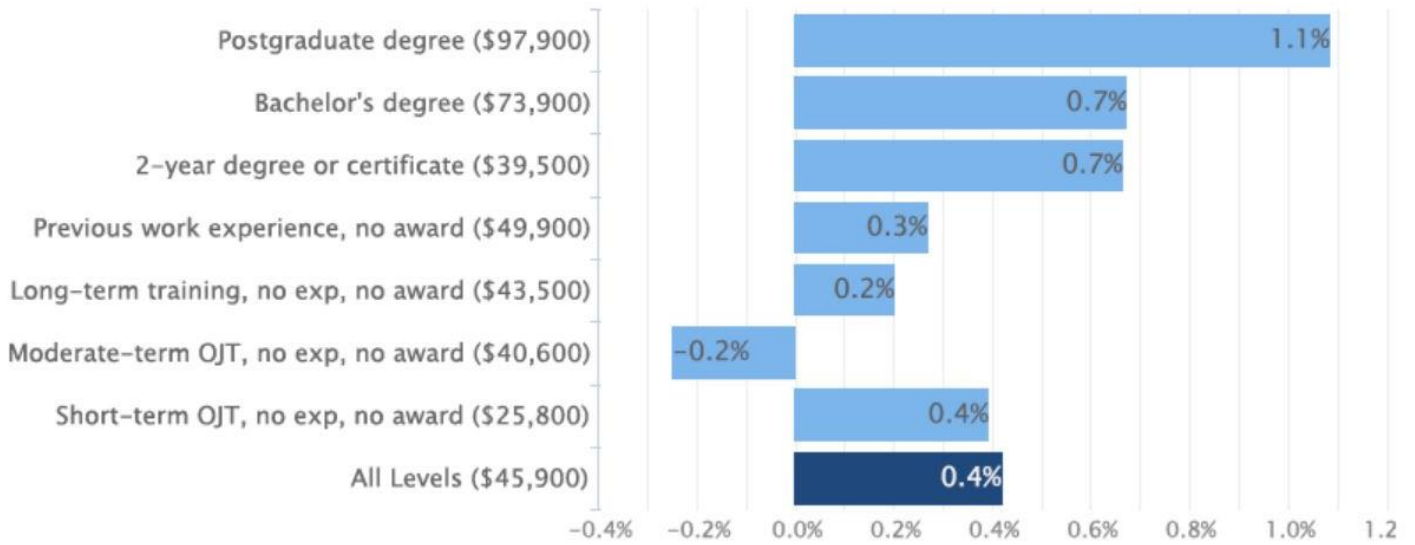
Table 23: 2019 Population 25+ by Educational Attainment

	2019
Total	70,546
Less than 9th Grade	2.7%
9th - 12th Grade, No Diploma	4.3%
High School Graduate	22.0%
GED/Alternative Credential	3.3%
Some College, No Degree	19.6%
Associate Degree	11.4%
Bachelor's Degree	24.2%
Graduate/Professional Degree	12.5%

Source: ESRI Business Analyst Forecasts for 2019.

Expected growth rates for occupations vary by the education and training required. While all employment in Roanoke County is projected to grow 0.4% over the next ten years, occupations typically requiring a postgraduate degree are expected to grow 1.1% per year, those requiring a bachelor's degree are forecast to grow 0.7% per year, and occupations typically needing a 2-year degree or certificate are expected to grow 0.7% per year.

Table 24: Annual Average Projected Job Growth by Training Required for Roanoke County



Source: Bureau of Labor Statistics, Second Quarter 2019

As is evidenced in Tables 25 and 26, household and per capita incomes and home values are increasing. The median household income in Roanoke County is forecasted to increase by 11% in 2024. Likewise, per capita income (total County income divided by total County population) will increase by 12.4%.

Table 25: Median Household and Per Capita Income – 2019 and 2024

	2019	2024	Percent Change
Median Household Income	\$64,666	\$71,620	10.8%
Per Capita Income	\$35,284	\$39,675	12.4%

Source: ESRI Business Analyst Forecasts for 2019 and 2024.

Table 26: Median Home Value

	2019	2024	Percent Change
Median Home Value	\$214,305	\$231,593	8.1%

Source: ESRI Business Analyst Forecasts for 2019 and 2024.

Group Quarters Population

When discussing Group Quarters populations, they should not be considered part of the conventional housing market. Group Quarters include persons in hospitals, nursing homes, jails, group homes, and dormitories.

Roanoke County has a small Group Quarters population, with a 2019 forecast of 2,375 persons or 2.5% of the total population. This proportion has remained consistent since the 2010 Census. In Roanoke County, the Group Quarters population is split between area nursing homes, inmates in the Roanoke County Jail, Catawba State Hospital, Hollins University, adult residential treatment centers, juvenile non-correctional group homes, workers' group living quarters and job corps centers, and adult group homes.

Household population is determined by subtracting all. Persons in group quarters Housing unit demand is common in turn, determined by using household population.

Table 27: Total Group Quarters Population

	2010 Census	2017 ACS Estimates	2019 Forecast
Group Quarters Population	2,328	2,141	2,375

Source: 2010 Census, 2013-2017 American Community Survey Five-Year Estimates, and ESRI Business Analyst Forecasts for 2019.

Households

Households are defined as occupied owner and renter housing units. From the 2000 to 2010 Census, the number of housing units in Roanoke County increased by 8.5% or 2,930. In 2019, It is forecasted that county households will increase by 1,119 or 3%. Continuing in an upward trend, although not as sharply as from 2000 to 2010, the 2024 forecast shows an increase of 1,149 units.

Table 28: General Household Characteristics

	2000	2010	2019	2024	2019-2024 Annual Rate
Households	34,678	37,608	38,827	39,476	0.33%
Average Household Size	2.41	2.39	2.41	2.41	--
Families	No Data	25,941	26,546	26,890	0.26%
Average Family Size	No Data	2.89	2.92	2.93	--

Source: 2000 and 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

Table 29 gives an overall picture of households in Roanoke County by income. Based on forecasts for 2019 and 2024, the County will only see an increase of 649 new households. The average annual growth rate of households is 0.33%, which is consistent with the average annual population growth of 0.36%. The trends reflected in Table 29 suggest an increase in household wealth. Households with incomes of less than \$15,000 to \$74,999 will see a reduction in number while, conversely, incomes of \$75,000 to \$200,000 or more will increase.

Table 29: Households by Income

	2019	2024
Households	38,827	39,476
<\$15,000	9.0%	8.1%
\$15,000 - \$24,999	7.0%	5.9%
\$25,000 - \$34,999	6.5%	5.6%
\$35,000 - \$49,999	12.2%	10.9%
\$50,000 - \$74,999	22.5%	21.6%
\$75,000 - \$99,999	15.4%	16.2%
\$100,000 - \$149,999	14.8%	16.4%
\$150,000 - \$199,999	6.6%	7.9%
\$200,000+	6.2%	7.4%
Average Household Income	\$86,665	\$97,642

Source: ESRI Business Analyst Forecasts for 2019 and 2024.

Similar to the households by income trends observed in Table 29, Table 30 shows a consistent reduction in the value of housing units from less than \$50,000 to \$299,999, and an increase in home values from \$300,000 to \$2 million or more.

Table 30: Owner Occupied Housing Units by Value

	2019	2024
Total	29,260	30,077
<\$50,000	2.0%	1.5%
\$50,000 - \$99,999	3.6%	2.8%
\$100,000 - \$149,999	15.4%	13.3%
\$150,000 - \$199,999	24.0%	21.6%
\$200,000 - \$249,999	17.8%	17.0%
\$250,000 - \$299,999	10.6%	10.3%
\$300,000 - \$399,999	14.7%	15.7%
\$400,000 - \$499,999	4.9%	6.1%
\$500,000 - \$749,999	4.6%	7.0%
\$750,000 - \$999,999	1.1%	1.9%
\$1,000,000 - \$1,499,999	0.9%	1.7%
\$1,500,000 - \$1,999,999	0.1%	0.3%
\$2,000,000 +	0.4%	0.8%
Average Home Value	\$268,891	\$310,294

Source: ESRI Business Analyst Forecasts for 2019 and 2024.

Owner Households

Based on the 2017 American Community Survey Five-Year estimates, homeownership is very high, at 72.6%. This is compared to the Virginia and national averages of 67.3% and 65.1% respectively. This high rate can be attributed to many homeowners aging in place, and a lack of significant new rental housing.

Table 31: Owner Households by Income

	2017	Percent
Total	25,632	100.0%
<\$10,000	715	2.8%
\$10,000 - \$19,999	1,645	6.4%
\$20,000 - \$34,999	3,198	12.5%
\$35,000 - \$49,999	3,459	13.5%
\$50,000 - \$74,999	6,199	24.2%
\$75,000 - \$99,999	4,714	18.4%
\$100,000 - \$149,999	5,349	20.9%
\$150,000 or more	353	1.4%

Source: American Community Survey, 2013-2017 Five-Year Estimates

Table 32 shows that 38% of the 28,751 housing units in 2017 do not have a mortgage. It is feasible that many older homeowners wishing to age in place comprise this number, as there is the security of not having a mortgage.

Table 32: Owner-Occupied Housing Units by Mortgage Status

	Number	Percent
Housing units with a mortgage/contract to purchase/similar debt	17,918	62.3%
Second mortgage only	677	2.4%
Home equity loan only	2,677	9.3%
Both second mortgage and home equity loan	118	0.4%
No second mortgage and no home equity loan	14,446	50.2%
Housing units without a mortgage	10,833	37.7%
Total	28,751	100.0%

Source: American Community Survey 2013-2017 Five-Year Estimates

Table 33 shows a relatively even average home value between owner-occupied housing units in Roanoke County that do and do not have a mortgage.

Table 33: Average Housing Value by Mortgage Status

	Average Value
Housing units with a mortgage	\$228,216
Housing units without a mortgage	\$233,583

Source: American Community Survey 2013-2017 Five-Year Estimates

There is a breakdown of monthly owner costs in Table 34, based on certain monthly reoccurring owner costs. In most cases, as one might expect, there is an overwhelming disparity between mortgaged and non-mortgaged units. Of note is the 30 to 34.9 percent bracket is often used as a practical threshold for monthly owner cost to household income ratio. For those without a mortgage, the number in this range is 7 ¾ times less than those with mortgages.

Table 34: Owner-Occupied Housing Units by Mortgage Status and Selected Monthly Owner Costs

Total	Number	Percent
Total	28,751	100.0%
With a mortgage: Monthly owner costs as a percentage of household income in past 12 months:		
Less than 10.0 percent	1,371	4.8%
10.0 to 14.9 percent	3,381	11.8%
15.0 to 19.9 percent	4,111	14.3%
20.0 to 24.9 percent	2,996	10.4%
25.0 to 29.9 percent	1,697	5.9%
30.0 to 34.9 percent	1,341	4.7%
35.0 to 39.9 percent	806	2.8%
40.0 to 49.9 percent	745	2.6%
50.0 percent or more	1,421	4.9%
Not computed	49	0.2%
Without a mortgage: Monthly owner costs as a percentage of household income in past 12 months		
Less than 10.0 percent	5,384	18.7%
10.0 to 14.9 percent	2,274	7.9%
15.0 to 19.9 percent	1,106	3.8%
20.0 to 24.9 percent	725	2.5%
25.0 to 29.9 percent	461	1.6%
30.0 to 34.9 percent	173	0.6%
35.0 to 39.9 percent	111	0.4%
40.0 to 49.9 percent	117	0.4%
50.0 percent or more	369	1.3%
Not computed	113	0.4%

Source: American Community Survey 2013-2017 Five-Year Estimates

Renter Households

The 2000 decennial Census recorded 8,652 renter-occupied housing units. The American Community Survey reported, in 2017, 9,683 units. This represents a 12% increase over the period with an annual average of 17.5 new units per year. It should be noted that renter-occupied units account for single- and multi-family dwelling units.

Table 35: Renter Households by Income

	2017	Percent
Total	9,683	100.0%
<\$10,000	1,103	11.4%
\$10,000 - \$19,999	1,303	13.5%
\$20,000 - \$34,999	1,624	16.8%
\$35,000 - \$49,999	1,703	17.6%
\$50,000 - \$74,999	1,985	20.5%
\$75,000 - \$99,999	870	9.0%
\$100,000 or more	1,095	11.3%

Source: American Community Survey, 2013-2017 Five-Year Estimates, Table B25122.

Table 36: Renter-Occupied Housing Units by Contract Rent

Contract Rent	Number	Percent
With cash rent	9,285	95.9%
Less than \$100	13	0.1%
\$100 to \$149	141	1.5%
\$150 to \$199	43	0.4%
\$200 to \$249	154	1.6%
\$250 to \$299	81	0.8%
\$300 to \$349	232	2.4%
\$350 to \$399	206	2.1%
\$400 to \$449	218	2.3%
\$450 to \$499	149	1.5%
\$500 to \$549	584	6.0%
\$550 to \$599	518	5.3%
\$600 to \$649	826	8.5%
\$650 to \$699	441	4.6%
\$700 to \$749	766	7.9%
\$750 to \$799	727	7.5%
\$800 to \$899	1,608	16.6%
\$900 to \$999	605	6.2%
\$1,000 to \$1,249	1,065	11.0%
\$1,250 to \$1,499	532	5.5%
\$1,500 to \$1,999	286	3.0%
\$2,000 to \$2,499	90	0.9%
\$2,500 to \$2,999	0	0.0%
\$3,000 to \$3,499	0	0.0%
\$3,500 or more	0	0.0%
No cash rent	398	4.1%
Total	9,683	100.0%
Median Contract Rent	\$769	
Average Contract Rent	\$799	

Source: American Community Survey 2013-2017 Five-Year Estimates

Tables 36 and 37 distinguish *contract* and *gross* rent. Contract rent is the base rent agreed upon by the lessor and the lessee, while gross rent includes utilities associated with the rental. Table 38 shows that over 91 percent of renters do not have utilities included as part of contract rent.

Table 37: Renter-Occupied Housing Units by Gross Rent

Gross Rent	Number	Percent
With cash rent	9,285	95.9%
Less than \$100	0	0.0%
\$100 to \$149	26	0.3%
\$150 to \$199	82	0.8%
\$200 to \$249	153	1.6%
\$250 to \$299	85	0.9%
\$300 to \$349	116	1.2%
\$350 to \$399	131	1.4%
\$400 to \$449	115	1.2%
\$450 to \$499	104	1.1%
\$500 to \$549	175	1.8%
\$550 to \$599	376	3.9%
\$600 to \$649	304	3.1%
\$650 to \$699	539	5.6%
\$700 to \$749	567	5.9%
\$750 to \$799	429	4.4%
\$800 to \$899	1,333	13.8%
\$900 to \$999	1,578	16.3%
\$1,000 to \$1,249	1,429	14.8%
\$1,250 to \$1,499	930	9.6%
\$1,500 to \$1,999	689	7.1%
\$2,000 to \$2,499	114	1.2%
\$2,500 to \$2,999	10	0.1%
\$3,000 to \$3,499	0	0.0%
\$3,500 or more	0	0.0%
No cash rent	398	4.1%
Total	9,683	100.0%
Median Gross Rent	\$907	
Average Gross Rent	\$943	

Source: American Community Survey 2013-2017 Five-Year Estimates

Table 38: Renter-Occupied Housing Units by Inclusion of Utilities in Rent

	Number	Percent
Total	9,683	100.0%
Pay extra for one or more utilities	8,846	91.4%
No extra payment for any utilities	837	8.6%

Source: American Community Survey 2013-2017 Five-Year Estimates

Housing Unit Trends

Table 39: Housing Units

Housing Units	2000		2010		2019		2024	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	26,791	74.2%	28,972	72.4%	29,240	70.7%	30,096	71.3%
Renter-Occupied	7,871	21.8%	8,643	21.6%	9,554	23.1%	9,413	22.3%
Vacant	1,445	4.0%	2,401	6.0%	2,564	6.2%	2,702	6.4%
Total	36,107	100.0%	40,016	100.0%	41,358	100.0%	42,211	100.0%

Source: 2000 and 2010 Census, ESRI Business Analyst Forecasts for 2019 and 2024.

In Table 40 below, the number of total housing units in Roanoke County increased by 4,587 or 12.7% from 2000 to 2017. During this period, 85% of the housing unit growth occurred between 2000 and 2010. Also, during the period, housing units in the County increased at an annual average growth rate of 0.7%.

During the period, homeowner vacancy rates have increased, while renter vacancies decreased—which yields a total vacancy rate increase from 2000 to 2017 of 1.6%.

Table 40: Housing Vacancy Rates

	2000	2010	2017
Total Housing Units	36,107	40,016	40,694
Homeowner Vacancy Rate	1.2%	2.0%	1.8%
Renter Vacancy Rate	5.7%	7.6%	4.9%
Total Vacant Housing Units	1,445	2,408	2,260
Total Vacancy Rate	4.0%	6.0%	5.6%

Source: 2000 and 2010 Census, 2013-2017 American Community Survey Five-year Estimates.

The American Community Survey defines vacancy rate as the people at the address surveyed that have been there or will be there more than two months. A housing unit occupied at the time of interview entirely by people who will be there for two months or less is considered vacant. As such, these units are included in the estimated number of vacant units.

Single family detached dwelling units comprise 75% of the housing stock. Nearly 10 percent of the remaining housing units are found in multi-family apartment buildings with five to nine and 10 to 19 units.

Table 41: Housing Units by Number of Units in Structure

	Total Number	Percent of Total
Total	40,694	100.0%
1, detached	30,784	75.6%
1, attached	2,252	5.5%
2	471	1.2%
3 or 4	654	1.6%
5 to 9	1,070	2.6%
10 to 19	3,017	7.4%
20 to 49	558	1.4%
50 or more	861	2.1%
Mobile home	1,005	2.5%
Boat, RV, van, etc.	22	0.1%

Source: American Community Survey 2013-2017 Five-Year Estimates

In the last 10 years, housing production in Roanoke County has significantly decreased. Since 2014, only 88 or 0.2% of the total housing units were built. As economic development opportunities continue to increase in the County, the need for new housing units will become an ever-present challenge.

Table 42: Housing Units by Year Structure Built

	Number	Percent
Total	40,694	100.0%
Built 2014 or later	88	0.2%
Built 2010 to 2013	607	1.5%
Built 2000 to 2009	4,568	11.2%
Built 1990 to 1999	5,163	12.7%
Built 1980 to 1989	6,149	15.1%
Built 1970 to 1979	9,945	24.4%
Built 1960 to 1969	6,719	16.5%
Built 1950 to 1959	4,705	11.6%
Built 1940 to 1949	1,156	2.8%
Built 1939 or earlier	1,594	3.9%
Median Year Structure Built	1976	

Source: American Community Survey 2013-2017 Five-Year Estimates

Table 43: Occupied Housing Units by Year Householder Moved into Unit

	Number	Percent
Total	38,434	100.0%
Owner occupied		
Moved in 2015 or later	1,337	3.5%
Moved in 2010 to 2014	5,062	13.2%
Moved in 2000 to 2009	9,408	24.5%
Moved in 1990 to 1999	5,699	14.8%
Moved in 1980 to 1989	3,363	8.8%
Moved in 1979 or earlier	3,882	10.1%
Renter occupied		
Moved in 2015 or later	2,213	5.8%
Moved in 2010 to 2014	5,253	13.7%
Moved in 2000 to 2009	1,666	4.3%
Moved in 1990 to 1999	381	1.0%
Moved in 1980 to 1989	53	0.1%
Moved in 1979 or earlier	117	0.3%
Median Year Householder Moved Into Unit	2005	

Source: American Community Survey 2013-2017 Five-Year Estimates

ATTACHMENT #3

2020 SESSION

INTRODUCED

20104473D

HOUSE BILL NO. 151

Offered January 8, 2020

Prefiled December 18, 2019

A BILL to amend the Code of Virginia by adding a section numbered 15.2-2292.2, relating to the development and use of accessory dwelling units.

Patron—Samirah

Referred to Committee on Counties, Cities and Towns

Be it enacted by the General Assembly of Virginia:

1. That the Code of Virginia is amended by adding a section numbered 15.2-2292.2 as follows:

§ 15.2-2292.2. Development and use of accessory dwelling units.

A. For purposes of this section, "accessory dwelling unit" or "ADU" means an independent dwelling unit on a single-family dwelling (SFD) lot with its own living, bathroom, and kitchen space. ADUs may be within or attached to SFDs or in detached structures on lots containing SFDs. ADUs may include, but are not limited to, basements, attics, flats, guest houses, cottages, and converted structures such as garages and sheds.

B. All localities shall allow for the development and use of one accessory dwelling unit per single-family dwelling, notwithstanding any contrary provision of a zoning ordinance. Localities shall regulate the size and design of ADUs through an approval process, as well as regulate fees, parking, and other requirements, provided that the regulations are not so arbitrary, excessive, or burdensome, individually or cumulatively, as to unreasonably restrict the ability of property owners to utilize or create ADUs. The regulations shall not require the property owner to occupy the SFD or the ADU as his primary residence.

INTRODUCED

HB151

ATTACHMENT #4

20104474D

HOUSE BILL NO. 152

Offered January 8, 2020

Prefiled December 18, 2019

A *BILL to amend the Code of Virginia by adding a section numbered 15.2-2292.2, relating to zoning; two-family development on single-family lots.*

Patron—Samirah

Referred to Committee on Counties, Cities and Towns

Be it enacted by the General Assembly of Virginia:

1. That the Code of Virginia is amended by adding a section numbered 15.2-2292.2 as follows:

§ 15.2-2292.2. Two-family development allowed on lots zoned for single-family use.

All localities adopting a zoning ordinance under the provisions of this article shall allow development or redevelopment of middle housing residential units upon each lot zoned for single-family residential use. For purposes of this section, "middle housing" means a two-family residential unit, including duplexes, townhouses, cottages, and any similar structure by whatever name it may be known. Such structures shall not require a special use permit or be subjected to any other local requirements beyond those imposed upon other authorized residential uses. Localities may regulate the siting, design, and environmental standards of middle housing residential units, including setback requirements, provided that the regulations do not, individually or cumulatively, discourage the development of all middle housing types permitted through unreasonable costs or delay. Nothing in this section shall prohibit local governments from permitting (i) single-family dwellings in areas zoned to allow for single-family dwellings, or (ii) middle housing in areas not required under this section.

INTRODUCED

HB152

ATTACHMENT #5

20104925D

HOUSE BILL NO. 545

Offered January 8, 2020

Prefiled January 5, 2020

A BILL to amend the Code of Virginia by adding in Article 2 of Chapter 11 of Title 15.2 a section numbered 15.2-1134, relating to inclusionary housing; zoning.

Patron—Carr

Referred to Committee on Counties, Cities and Towns

Be it enacted by the General Assembly of Virginia:

1. That the Code of Virginia is amended by adding in Article 2 of Chapter 11 of Title 15.2 a section numbered 15.2-1134 as follows:

§ 15.2-1134. Inclusionary housing; zoning.

A. Cities and towns in the Commonwealth shall develop and promulgate housing plans that address the supply of safe, sanitary, and affordable shelter for all current and anticipated residents of their communities. Such plans shall require:

1. Linkage between economic development efforts that bring new jobs to a community and the supply of safe, sanitary, and affordable shelter for all who will fill those jobs;

2. Linkage between the location of housing and the location of mobility resources that are appropriate for and affordable to the residents of areas occupied by, designated for, or zoned for residential uses and that provide access to multiple job, shopping, service, and educational opportunities;

3. Linkage between the location of safe, sanitary, and affordable housing and the availability of accredited, high-quality, affordable education resources and facilities to serve the needs of the residents of the housing in that location;

4. Linkage between the location of safe, sanitary, and affordable housing and parks, indoor and outdoor recreation, and libraries within walking distance;

5. Linkage between the location of safe, sanitary, and affordable housing and health care and healthy living resources, including the availability of fresh food;

6. Demonstration that the safe, sanitary, and affordable housing options do not, intentionally or unintentionally, limit choices and opportunities geographically based on income; and

7. Methods to address the continued existence of moderately priced housing, including property maintenance requirements and avoiding demolition by neglect.

B. Such housing plans shall be reviewed and revised no less frequently than every five years; copies of the adopted housing plans shall be submitted within 60 days of adoption to the Department of Housing and Community Development, which shall keep the copies on file and make them available for public inspection.

C. After promulgating a housing plan, cities and towns may create, implement, and enforce inclusionary housing programs applicable to new housing development and conversions of previously nonresidential uses into residential uses. The housing programs shall further the following goals:

1. Create mixed-income neighborhoods;

2. Produce affordable housing for a diverse labor force;

3. Ensure that the housing needs for older residents to live independently are accommodated;

4. Deconcentrate poverty;

5. Reduce the burden of housing costs on low-income and moderate-income households by keeping housing units affordable over the long term; and

6. Increase homeownership opportunities for households in the 50 percent and 80 percent median family income ranges.

D. Such programs shall be adopted by ordinance and may include any combination of the following implementation measures and tools:

1. Density bonuses or lot size reductions or dimensional and form modifications or floor area ratio increases for the production of inclusionary housing units;

2. Contributions to a local housing trust fund in lieu of construction of inclusionary units;

3. Accessory dwelling unit allowances;

4. Required set-asides for inclusionary units in market-rate development, provided that required set-asides for market units in affordable tax-credit development are also provided, up to a maximum ratio, so as to prevent concentrations of areas with affordable housing or areas with no affordable housing;

INTRODUCED

HB545

- 59 5. *Housing inspection programs designed to ensure the quality and safety of affordable housing*
60 *constructed in accordance with the plan;*
- 61 6. *Design control, including prohibiting the use of specific building materials, even if such materials*
62 *are permitted under the Uniform Statewide Building Code, on affordable housing constructed in*
63 *accordance with the plan;*
- 64 7. *Allowing duplexes, triplexes, and quadruplexes in areas with primarily single-family detached*
65 *homes for the purpose of providing inclusionary dwellings and creating mixed-income homeownership*
66 *options;*
- 67 8. *Permitting multifamily conversion of office, light industrial, and commercial space;*
- 68 9. *Encouraging transit-oriented development;*
- 69 10. *Providing financial incentives or removing financial disincentives in order to promote*
70 *development of new affordable housing where such development would not otherwise occur under*
71 *existing conditions; and*
- 72 11. *Other policies, measures, or tools that are materially similar to those listed above and that have*
73 *a positive impact on the production and maintenance of inclusionary dwelling units.*
- 74 E. *In developing and adopting such housing programs, the locality shall create an advisory*
75 *committee and actively seek input from citizens, developers of residential and mixed-use property, real*
76 *estate professionals, historic preservation professionals, redevelopment and housing professionals and*
77 *advocates, planners, urban design professionals, and finance professionals.*
- 78 F. *To the greatest extent possible, adopted programs shall rely on market-based approaches to*
79 *providing and maintaining inclusionary dwelling units.*
- 80 G. *Counties utilizing the urban county executive form of government or the county manager plan of*
81 *government may follow and use this section to provide inclusionary housing.*