



Target Market Analysis

Berrien County

Michigan

2016

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Collaborative Community Development

Michigan Economic Development Corporation

Michigan State Housing Development Authority

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Acknowledgements

Collaborative Community Development
Michigan Economic Development Corporation
Michigan State Housing Development Authority

Kinexus
Economy | Workforce | Community

The City of Benton Harbor

The City of Niles

The City of Bridgman

The City of New Buffalo

New Buffalo Township

Lake Charter Township

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Prepared by:



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A - H

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A

Investment Opportunities

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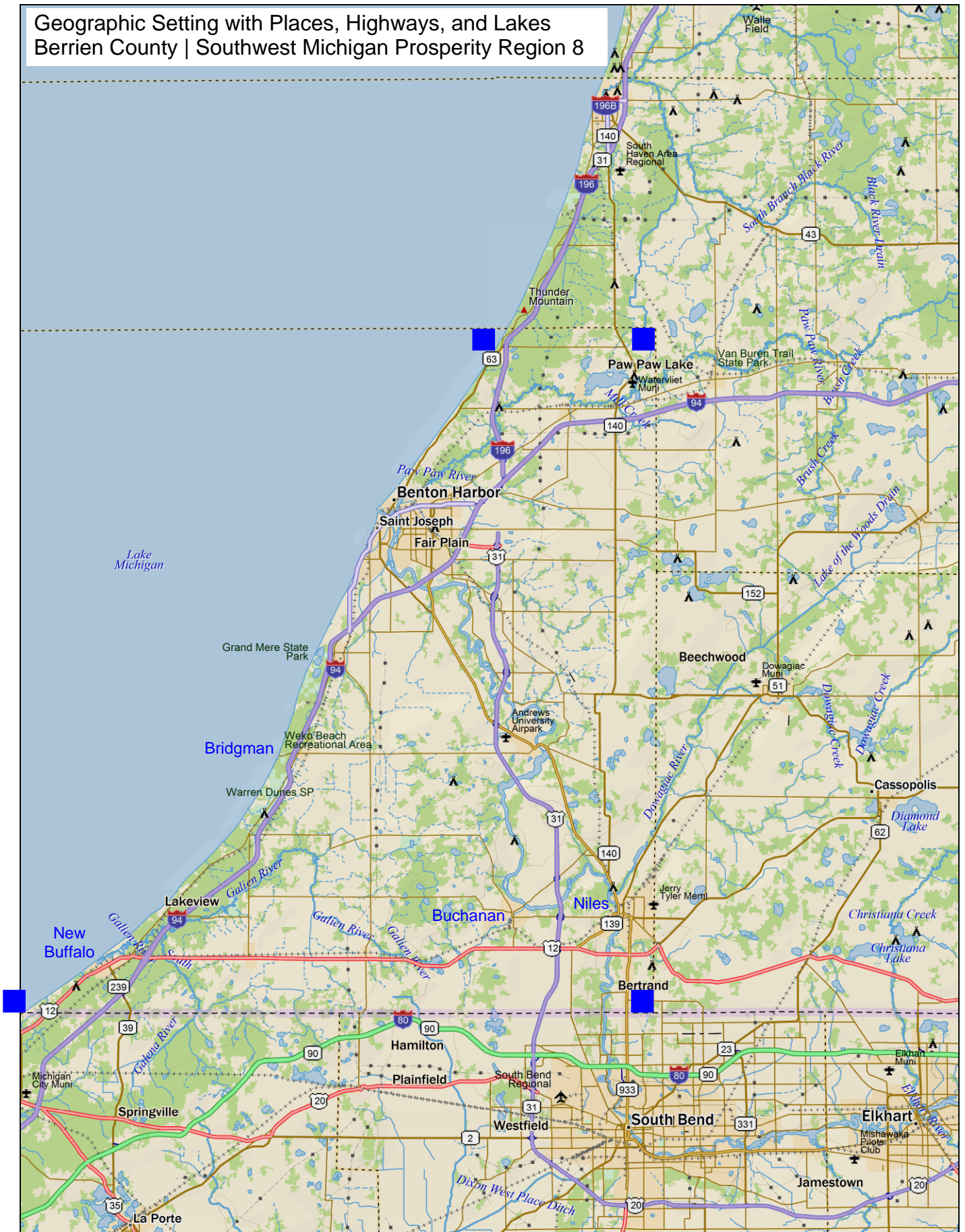
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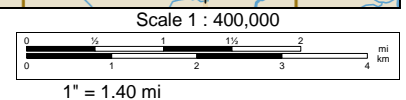
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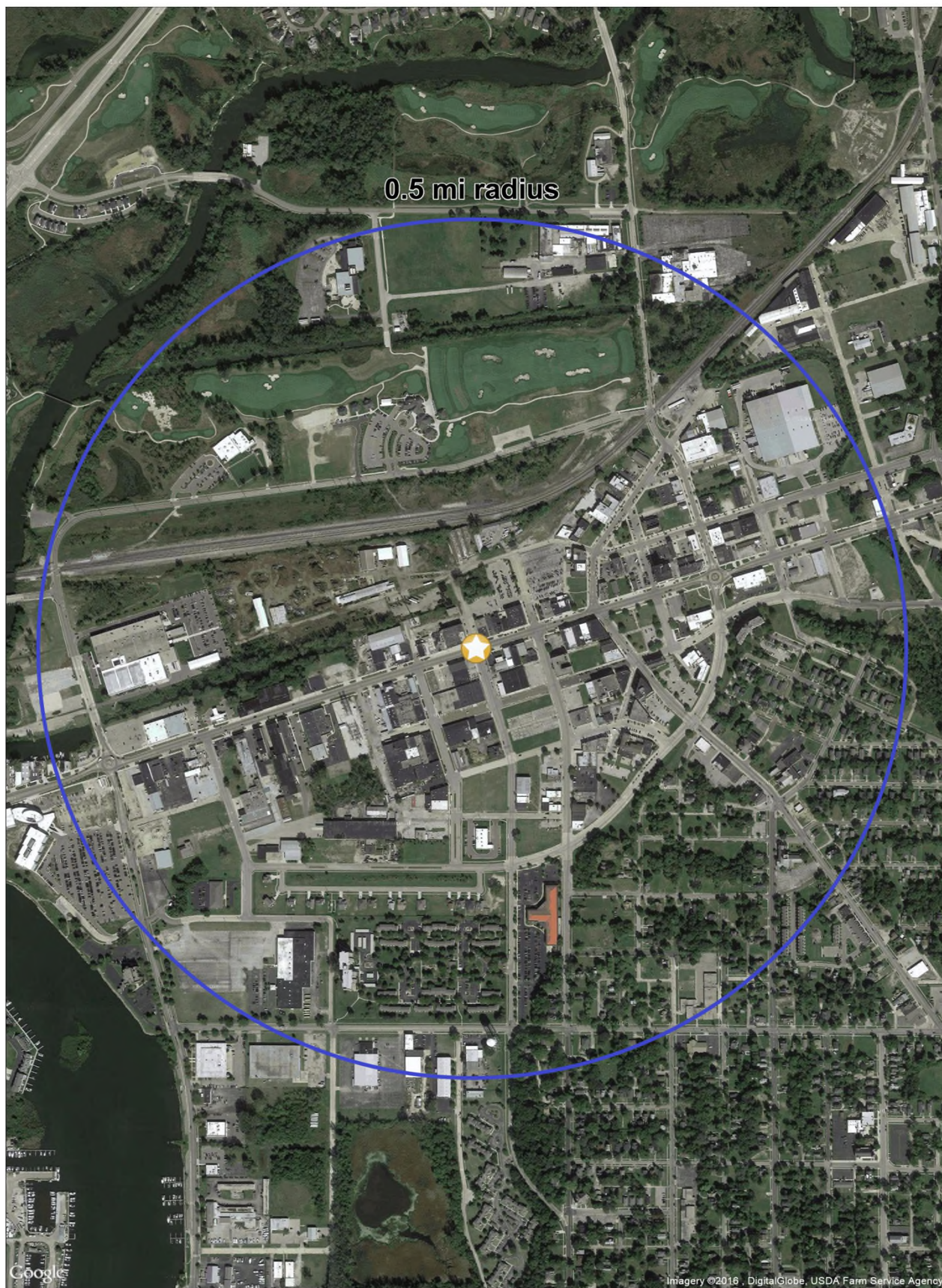


Geographic Setting with Places, Highways, and Lakes Berrien County | Southwest Michigan Prosperity Region 8



Source: Mapping provided by DeLorme; exhibit prepared by LandUse|USA; 2016 ©. Blue squares indicate the inside corners of the county.





Examples of Scale and Form of Downtown Buildings with Some Placemaking Amenities
The City of Benton Harbor | Berrien County | Southwest Michigan Prosperity Region 8

Exhibit A.3



Source: Original photos provided by LandUse|USA; Spring 2015.

Examples of Scale and Format of Relatively Large Downtown Buildings

The City of Benton Harbor | Berrien County | Southwest Michigan Prosperity Region 8



Source: Original photos provided by LandUse|USA; Spring 2015.

Examples of the Scale and Format among Relatively Large Downtown Buildings
The City of Benton Harbor | Berrien County | Southwest Michigan Prosperity Region 8



- Left
Possible Rehab Opportunity
at Street Level

Source: Original photos provided by LandUse|USA; Spring 2015.

Examples of Some Possible Horizontal and Vertical (Upward) Expansion Opportunities
The City of Benton Harbor | Berrien County | Southwest Michigan Prosperity Region 8



Source: Original photos provided by LandUse|USA; Spring 2015.

List of Investment Opportunities for Missing Middle Housing

The City of Benton Harbor | SW Michigan Prosperity Region 8 | Year 2016

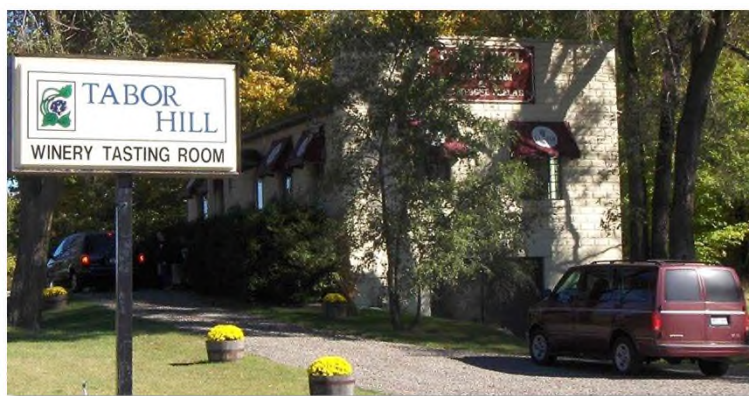
Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
1	Benton Harbor				
2	Benton Harbor				
3	Benton Harbor				
4	Benton Harbor				
5	Benton Harbor				

Notes: This investment list focuses on the region's largest projects that only include a residential component. The information has been provided by local stakeholders and internet research, and every project has not been field verified.

Source: Interviews with stakeholders and market research conducted by Growing Home Design in collaboration with LandUse|USA, 2016.



Examples of Downtown Building Scale and Format - Will be Updated in 2016
The City of Bridgman | Berrien County | Southwest Michigan Prosperity Region 8



Source: Panoramia and Google Earth 2009, licensed to LandUse|USA through Regis/SitesUSA.

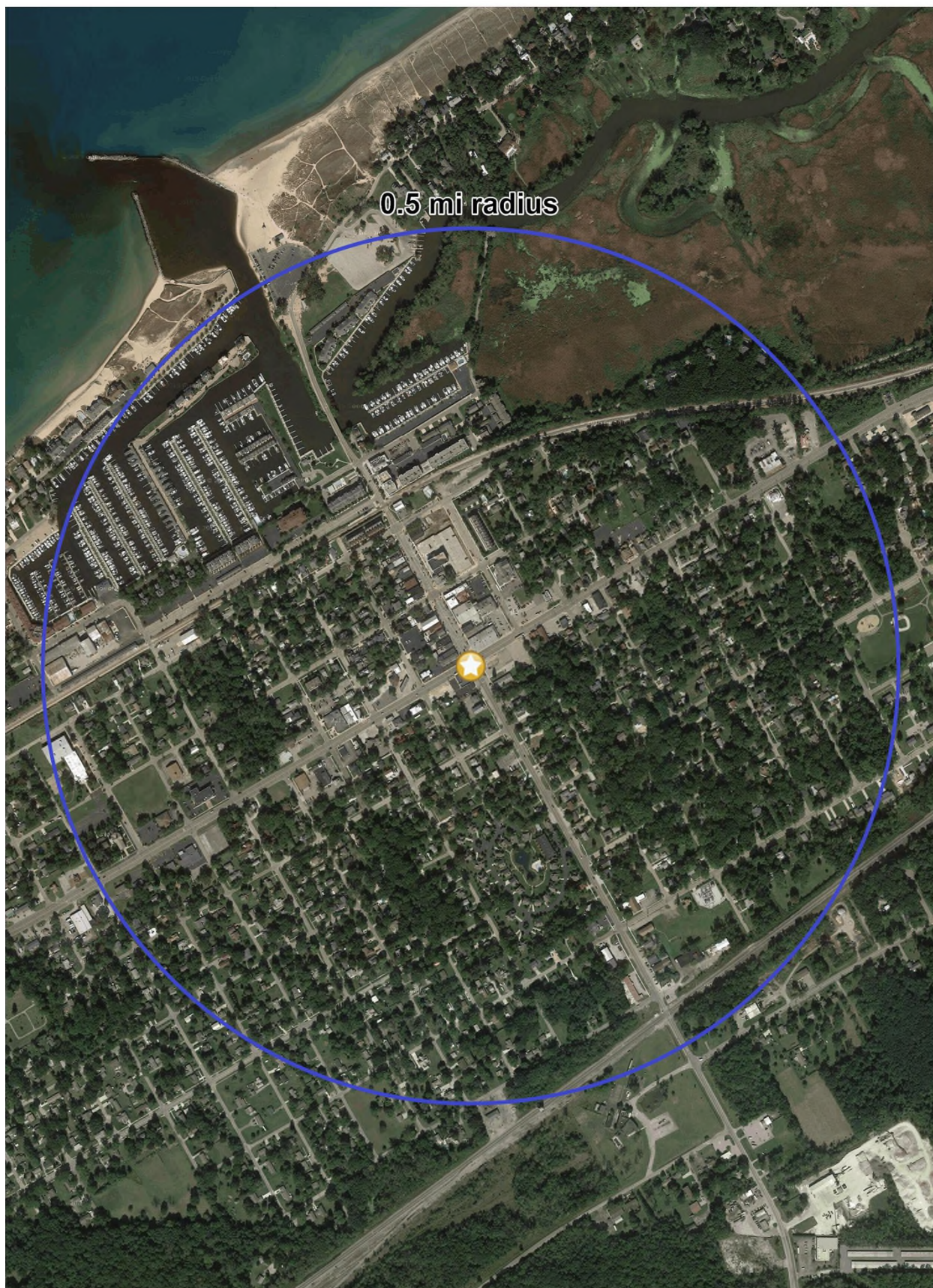
Note: These are temporary images and will probably be replaced with originals by LandUse|USA in Spring 2016.

List of Investment Opportunities for Missing Middle Housing
 The City of Bridgman | SW Michigan Prosperity Region 8 | Year 2016

Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
1	City of Bridgman	No	Adjacent	Vacant lots closer to the Red Arrow Highway.	Potential new build for mixed-use, including condos, flats, and lofts.
2	City of Bridgman	No	Adjacent	SE Corner of Lake and Church Intersection. Prior use as assisting living center. Large parcel.	Potential for raze and rebuild for mixed-use, including condos, flats, and lofts; adaptive reuse for 15-20 units.
3	City of Bridgman	No	Yes	2-Level brick building adjacent to Tapestry Brewery, on Lake St.	Potential for adaptive reuse with upper level condos, flats, or lofts.

Notes: This investment list focuses on the region's largest projects that only include a residential component. The information has been provided by local stakeholders and internet research, and every project has not been field verified.

Source: Interviews with stakeholders and market research conducted by Growing Home Design in collaboration with LandUse|USA, 2016.



Examples of Scale and Format of Downtown Buildings - Will be Updated in Spring 2016
The City of New Buffalo | Berrien County | Southwest Michigan Prosperity Region 8

Exhibit A.12



Source: Panoramia and Google Earth 2011, licensed to LandUse|USA through Regist/SitesUSA.

Note: These are temporary images and will probably be replaced with originals by LandUse|USA in Spring 2016.

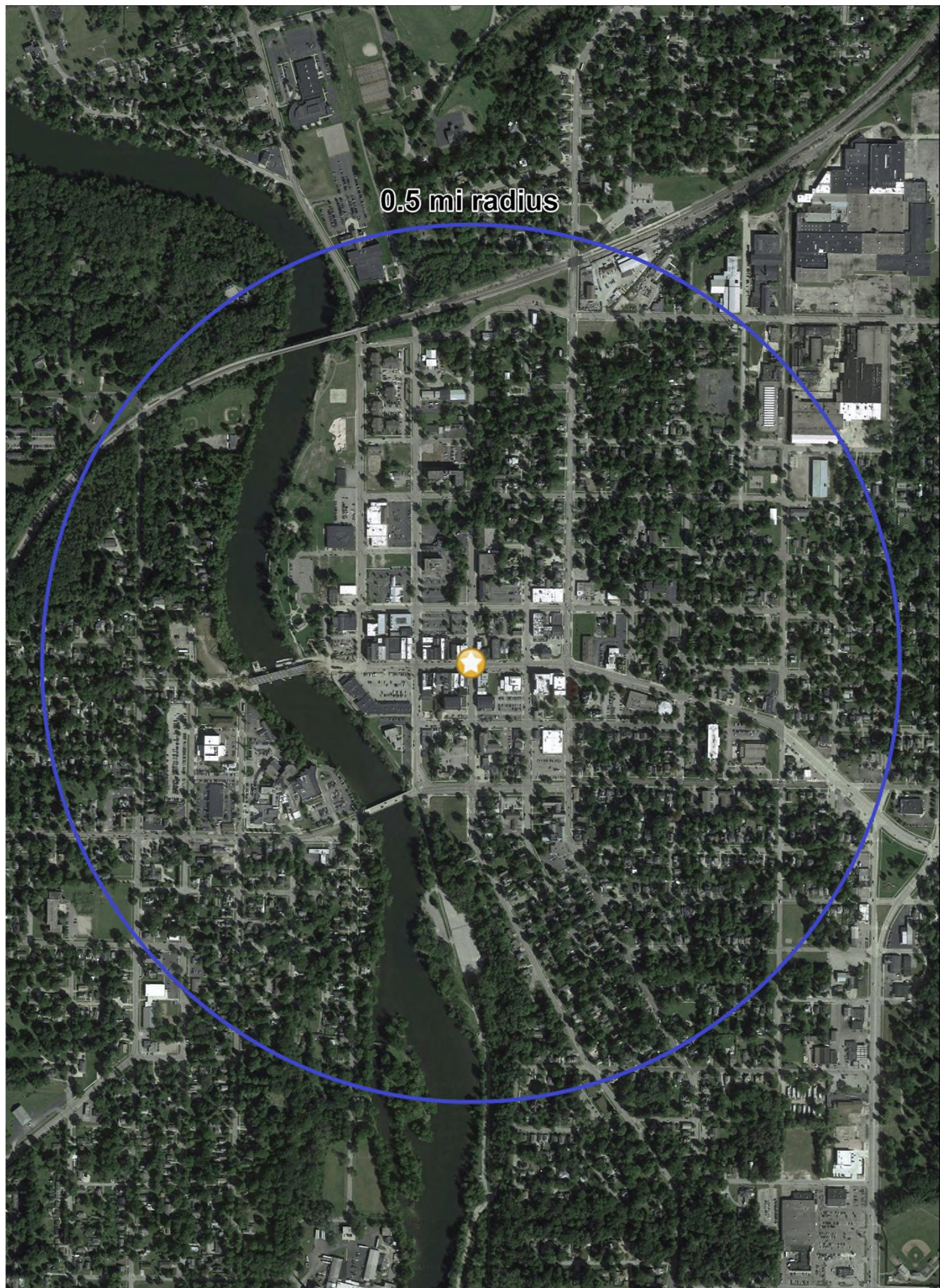
List of Investment Opportunities for Missing Middle Housing

The City of New Buffalo Area | SW Michigan Prosperity Region 8 | Year 2016

Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
1	The City of New Buffalo				
2	Lake Charter Township	No	No	Vacant lot between Bridgman High School, Lake Township Park, Gast Rd, California Rd.	Potential for new subdivision of condos, townhomes, flats, and lofts.
3	Lake Charter Township	No	No	Wilson Lane, Exit 16. 2 houses and 15 acres for sale. Abuts Warren Dunes.	Potential for water park hotel, or condos, townhomes, flats, or lofts.
4	New Buffalo Township				

Notes: This investment list focuses on the region's largest projects that only include a residential component. The information has been provided by local stakeholders and internet research, and every project has not been field verified.

Source: Interviews with stakeholders and market research conducted by Growing Home Design in collaboration with LandUse|USA, 2016.



Scale and Format of Downtown Buildings, with Some Reinvestment Opportunities
The City of Niles | Berrien County | Southwest Michigan Prosperity Region 8

Exhibit A.15



Photo credit (above): LandUse | USA, 2009.



Photo credit (above): US Highway 12 Heritage Trail



Photo credit (above): The City of Niles, Michigan

Note: These are temporary images and will be replaced in Spring 2016.

List of Investment Opportunities for Missing Middle Housing
The City of Niles | SW Michigan Prosperity Region 8 | Year 2016

Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
1	The City of Niles	No	Yes	205 Main St. 3-level, 5,100 sq. ft. For sale.	Potential adaptive reuse for mixed use with upper level condos, lofts, and flats.
2	The City of Niles	Views	Yes	Five parcel investment opportunity that includes: 210 E. Main St.(3-level, 45,521 sq. ft. former bank building), Cedar Street Garage and 207 Cedar St. (3,802 sq. ft.), 101 N. 2nd St.(parking lot measuring 44×660, and 210 Cedar St. (1,020 sq. ft.). For sale.	Potential adaptive reuse for mixed use with upper level condos, lofts, and flats.
3	The City of Niles	No	Yes	Masonic Temple - 227 ½ Main St.	Potential upper rental rehab.
4	The City of Niles	No	Yes	301 Main Street. Built in 1900, 4,500 sq.ft. Retail and upper apartment. For sale.	Potential façade restoration and rehab for mixed use with upper level loft.
5	The City of Niles	No	Yes	Fisher Building - 306 Main St. 15,000 sq. ft. 2-level building.	Potential façade restoration and rehab for mixed use with upper level loft.
6	The City of Niles	No	Yes	314 E. Main St. Vacant lot, former Majerek's site.	Potential new build of mixed use with upper level condos or lofts.
7	The City of Niles	No	Yes	322 E. Main St. Old Post Office. 19,065 sq. ft. Single level building.	Potential vertical expansion for upper level condos and lofts.
8	The City of Niles	Views	Yes	113 Second St. Blue Burned Building.	Potential façade restoration and rehab for mixed use with upper level lofts.

Notes: This investment list focuses on the region's largest projects that only include a residential component. The information has been provided by local stakeholders and internet research, and every project has not been field verified.

Source: Interviews with stakeholders and market research conducted by Growing Home Design, in collaboration with LandUse|USA, 2016.

List of Investment Opportunities for Missing Middle Housing
The City of Niles | SW Michigan Prosperity Region 8 | Year 2016

Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
9	The City of Niles	Views	Yes	117 Second St. 2,006 sq ft. 2-level building. For sale.	Potential upper rental rehab.
10	The City of Niles	Views	Yes	405 Second St. 6,084 sq. ft. Single level building.	Potential vertical expansion for upper level lofts, or raze and rebuild of mixed use.
11	The City of Niles	No	Yes	517 Second St. Vacant lot. .30 +/- acre. For sale.	Potential new build of mixed use with upper level condos or lofts.
12	The City of Niles	Yes	Yes	4 S. Third St. Former Safety Center. 1.48 acre riverfront site.	Potential new build of upscale riverfront condos.
13	The City of Niles	No	Yes	5th St. Corner of Wayne and 5th.	Potential façade restoration and adaptive reuse for mixed use with upper level condos
14	The City of Niles		Yes	509 5th St. 7,000 sq. ft. Located on three city blocks, one block from Main.	Potential raze and rebuild for mixed-use with upper level condos and lofts.
15	The City of Niles	No	Yes	317 Broadway St.	Potential for adaptive reuse for mixed use including condos, lofts, and flats.
16	The City of Niles	No	Adjacent	9 S. State St. 1,458 sq. ft. Built in 1995.	Potential upper level expansion or raze and rebuild for mixed use including condos, lofts, or flats.

Notes: This investment list focuses on the region's largest projects that only include a residential component. The information has been provided by local stakeholders and internet research, and every project has not been field verified.

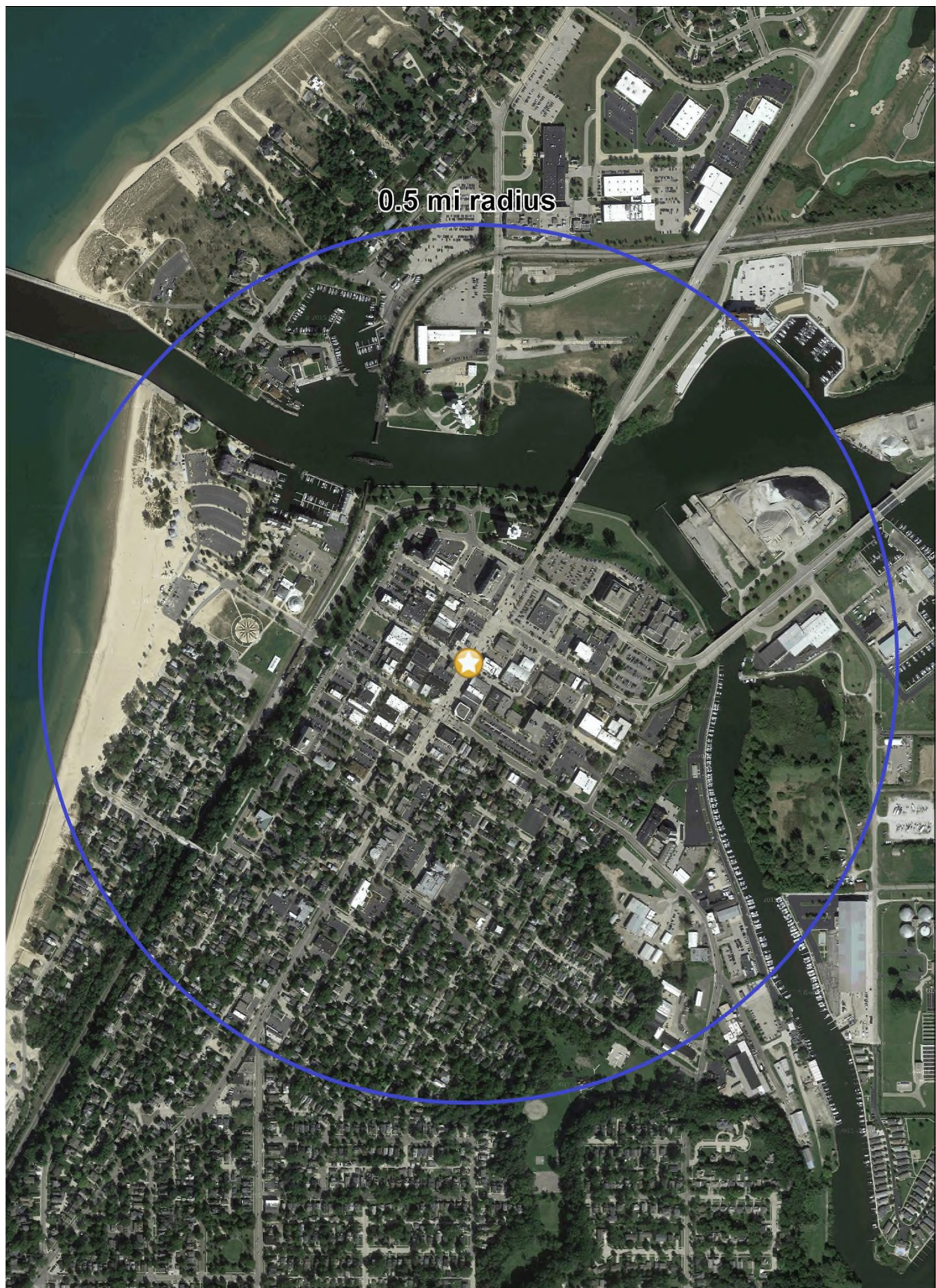
Source: Interviews with stakeholders and market research conducted by Growing Home Design in collaboration with LandUse|USA, 2016.

List of Investment Opportunities for Missing Middle Housing
The City of Niles | SW Michigan Prosperity Region 8 | Year 2016

Count	City, Township	Water Front	Down Town	Existing Conditions/Current Use Notes and Comments	Investment Opp./Future Use Notes and Comments
17	The City of Niles	Yes	Adjacent	315 W. Main St. Former YMCA property. Approx. 410 feet of riverfront on St. Joseph River. Almost 3 acres when joined with property across State St. Shovel ready, being looked at by the MML for a PlacePlan. For sale.	Potential new build of upscale riverfront condos.
18	The City of Niles	Yes	Yes	314 Front St. Riverfront Park, Riverfront Trail and St. Joseph River located behind property. Vacant lot. For sale.	Potential new build of mixed use with upper level condos or lofts.
19	The City of Niles	No	Yes	205 Main St. 3-level, 5,100 sq. ft. For sale.	Potential adaptive reuse for mixed use with upper level condos, lofts, and flats.
20	The City of Niles	No	Yes	127 Main St. The Gallery Building. 2-level, historic. For sale.	Potential for adaptive reuse for mixed use including condos, lofts, and flats.
21	The City of Niles	No	Yes	9th and Wayne - National Standard Building, demolition is pending.	Potential new build of mixed use with upper level condos or lofts.
22	The City of Niles	Yes	Unclear	300 N. Front St. Old lumber yard. Currently being looked at by the MML for a PlacePlan.	Potential new build of upscale riverfront condos.
23	The City of Niles	Yes	Unclear	2 S. 3rd St. Old Public Safety Property. Currently being looked at by the MML for a	Potential new build of upscale riverfront condos.

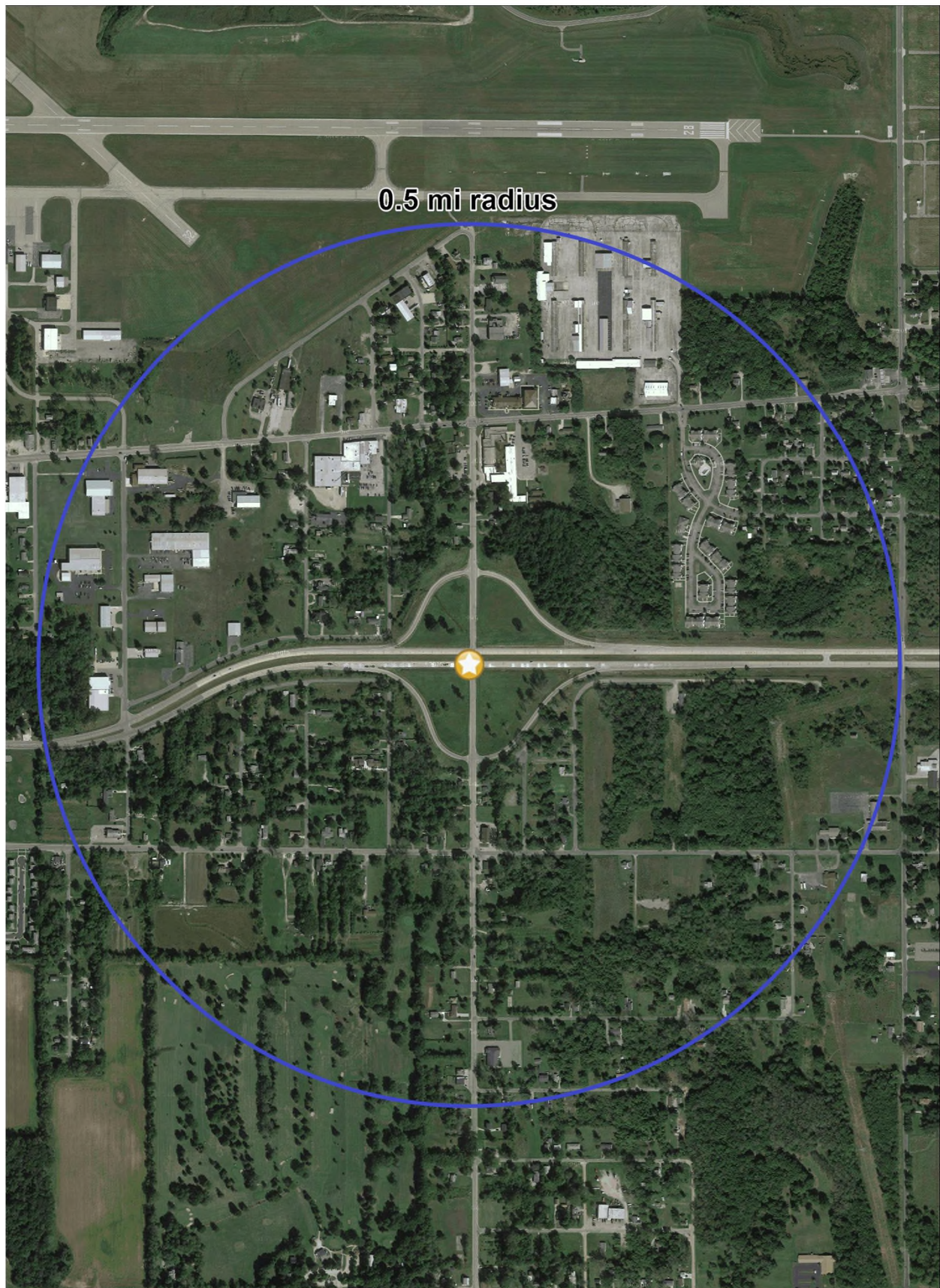
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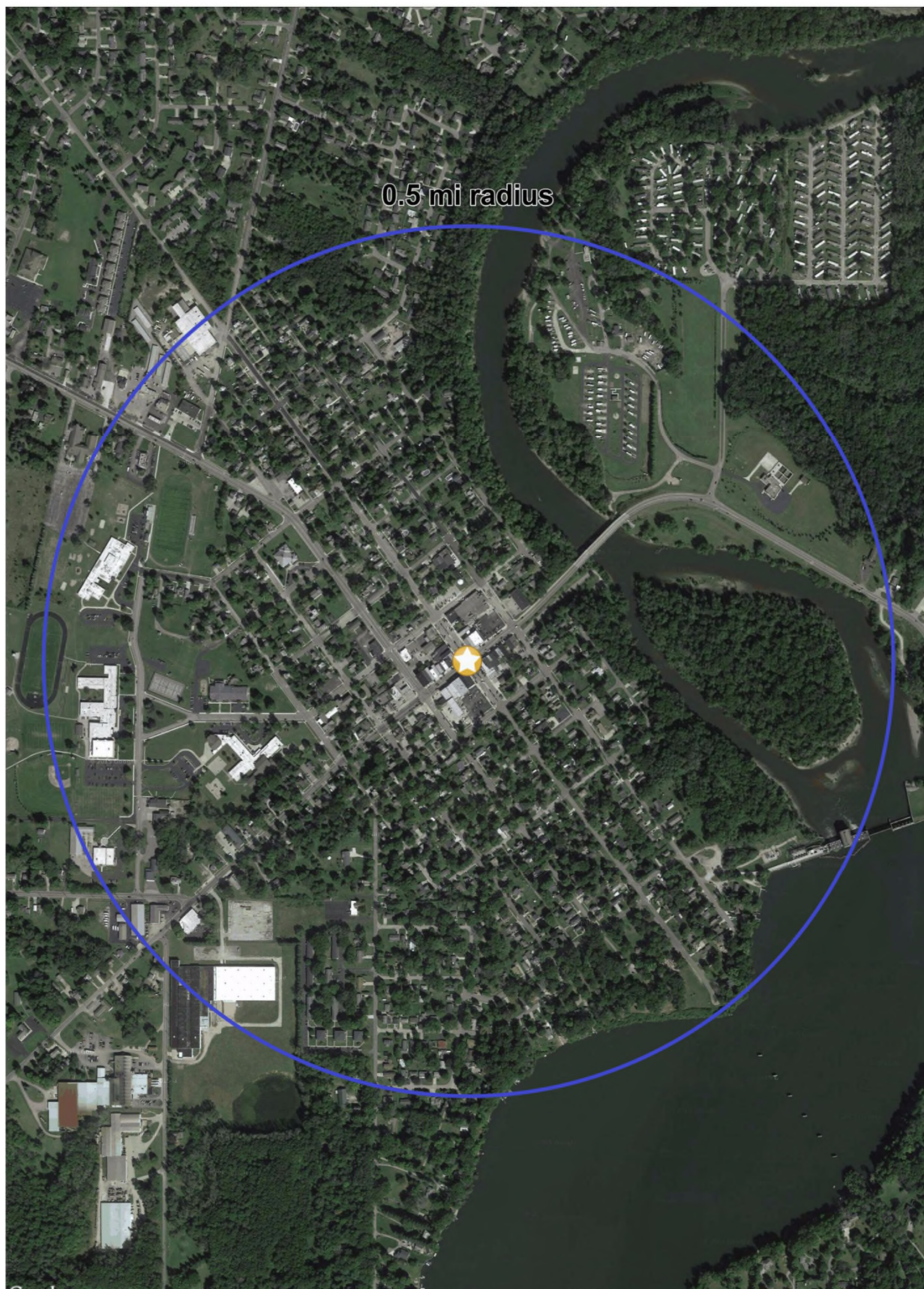


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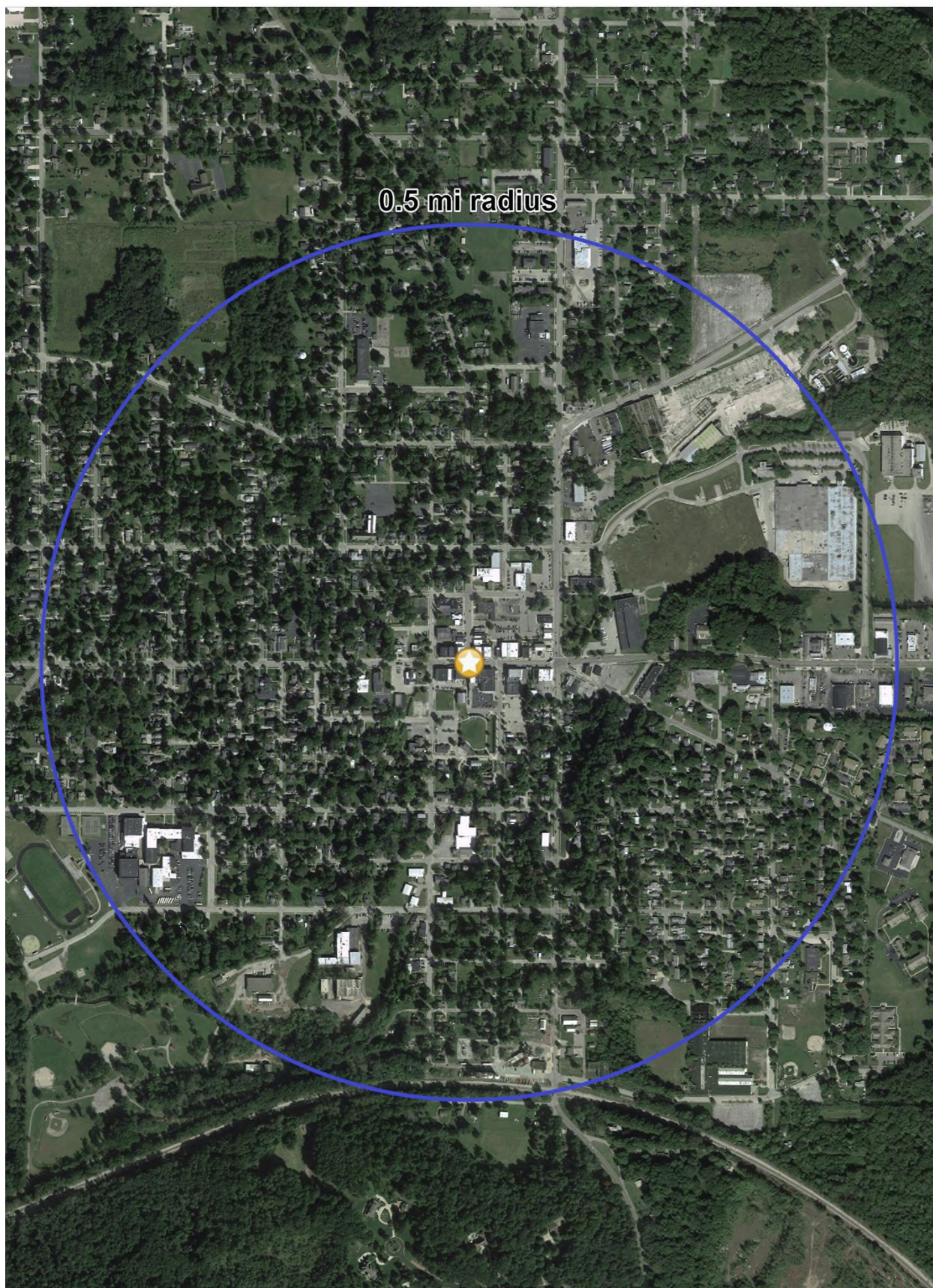
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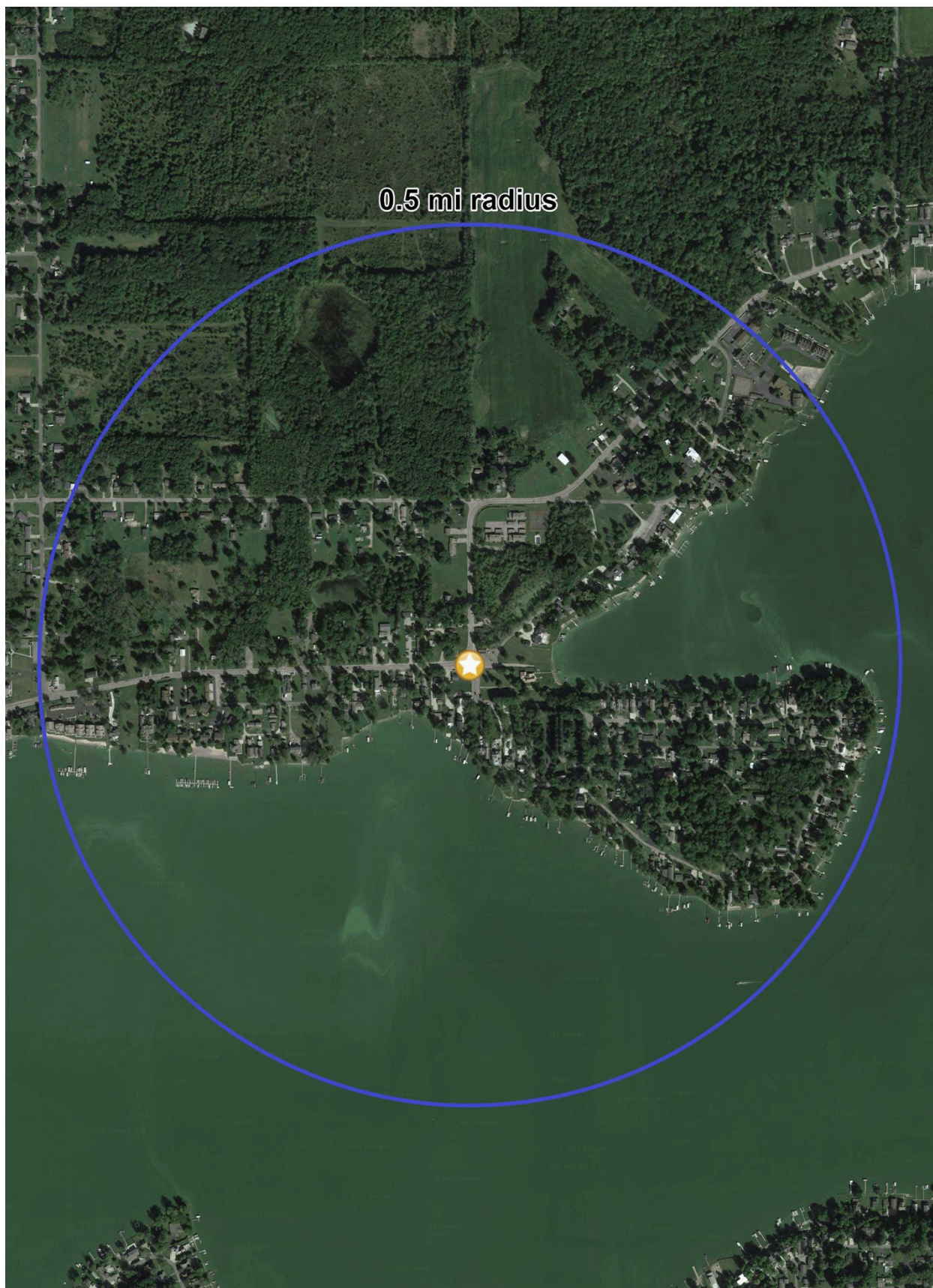
Aerial Photo | Urban and Downtown Perspective with 0.5 Mile Radius Exhibit A.21
The Village of Berrien Springs | Berrien Co. | SW Michigan Prosperity Region 8



Source: Underlying aerial provided to Google Earth and licensed to LandUse|USA through Sites|USA.
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B

Summary Tables and Charts

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

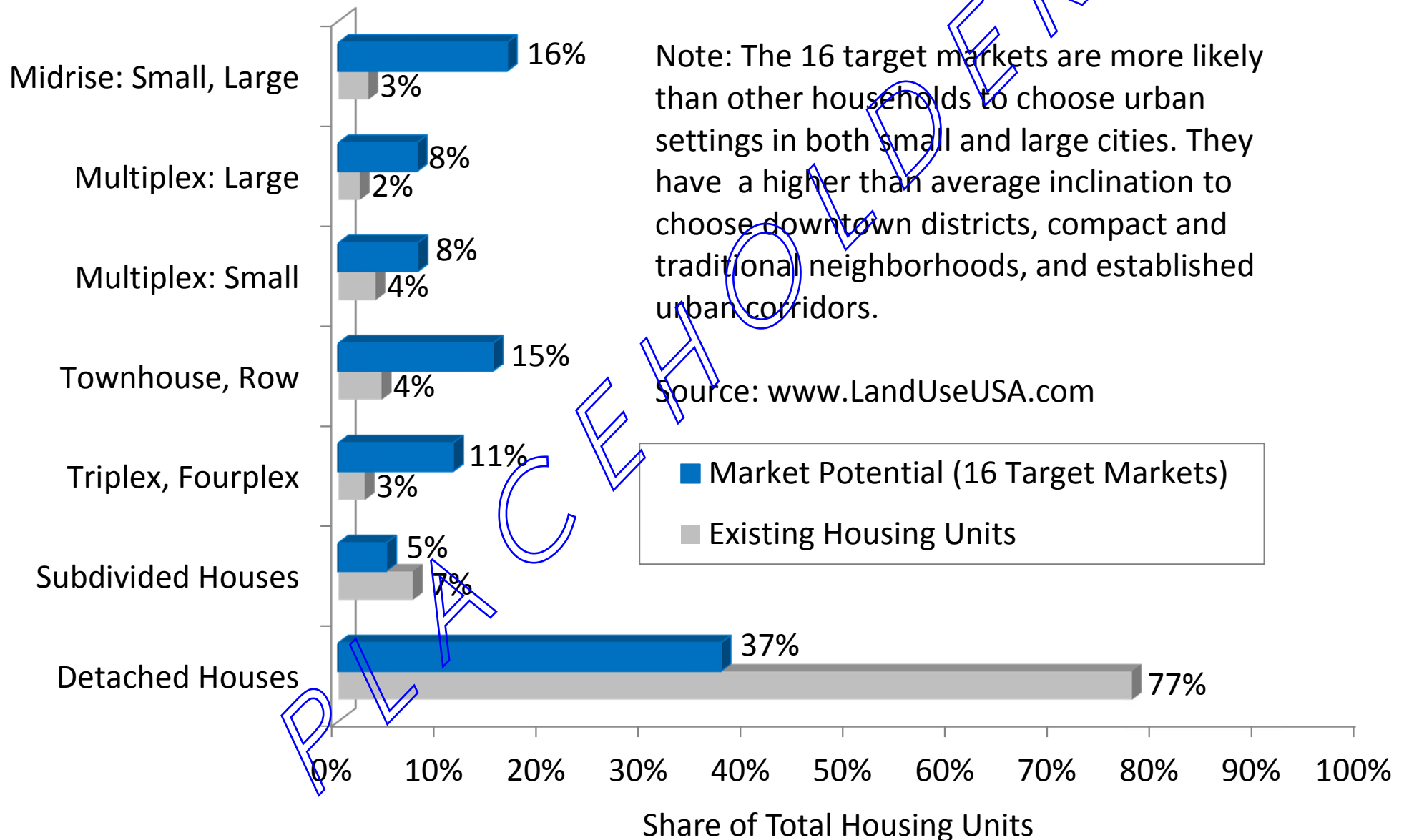
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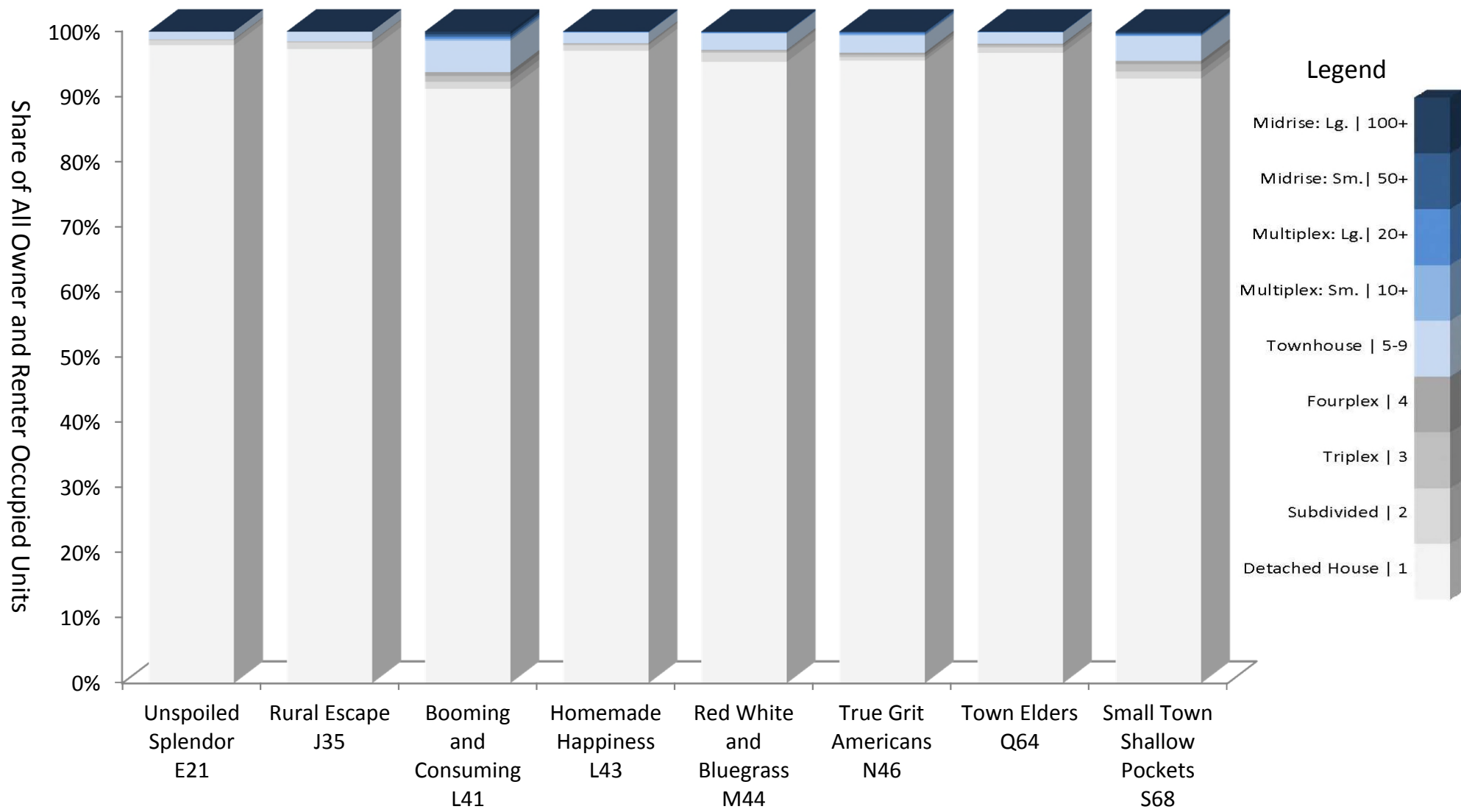


Market Potential v. Total Existing Housing Units
Detached Houses v. Missing Middle Formats
16 Target Markets - 60 Counties in Michigan

Exhibit B.1



Missing Middle Housing Formats v. Detached Houses Preferences of Most Prevalent Lifestyle Clusters Southwest Michigan Prosperity Region 8 | Year 2016



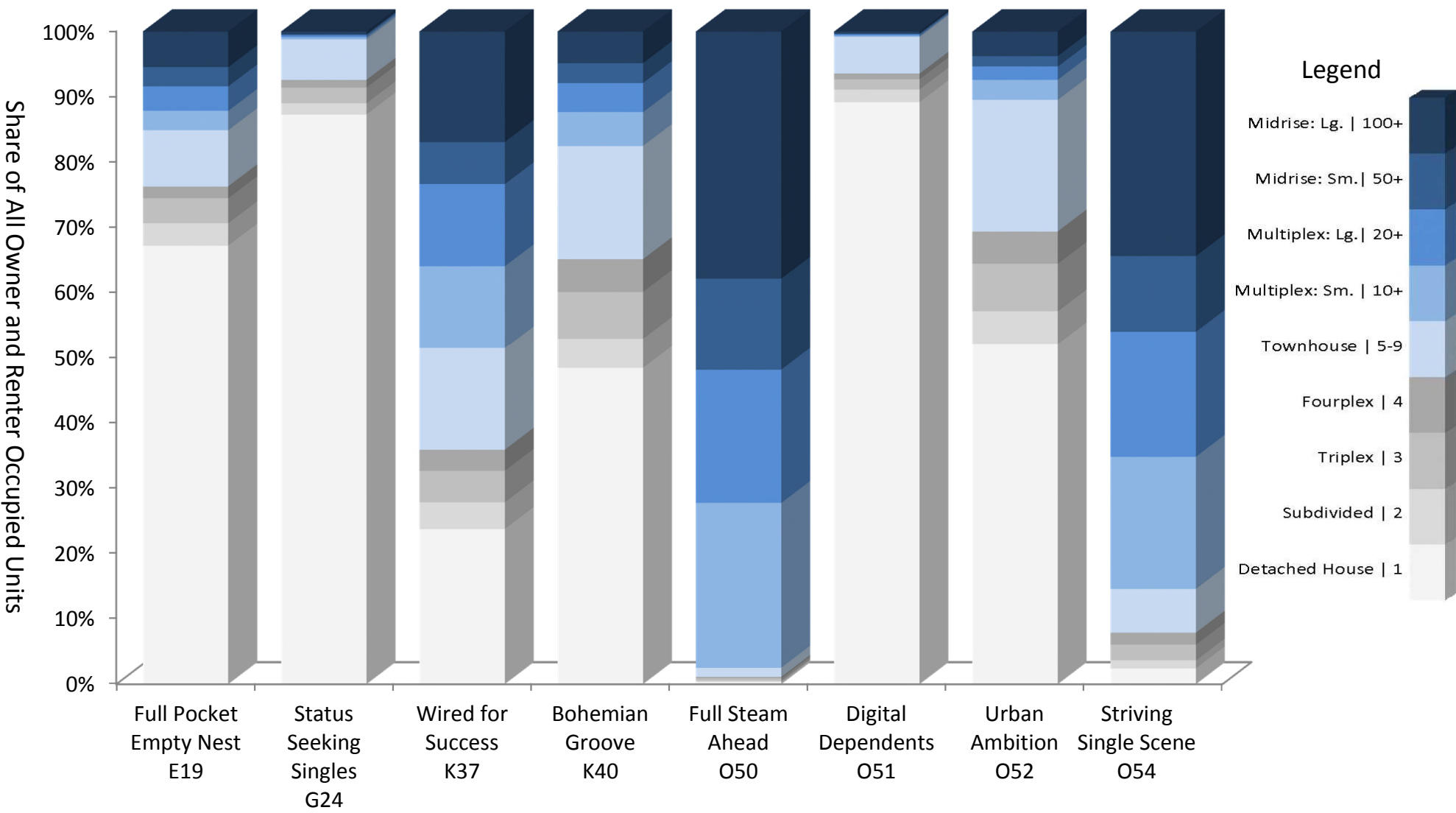
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and licensed to LandUse|USA through Sites|USA. Michigan estimates, analysis, and exhibit prepared exclusively by LandUse|USA © 2016; all rights reserved.

Residential Market Parameters for Lifestyle Clusters
 For Missing Middle Housing - Southwest Michigan Prosperity Region 8
 With Averages for the State of Michigan - 2015

Lifestyle Cluster Code	Detached	Duplex	Townhse.,	Midplex	Renters	Owners	Blended
	House	Fourplex	Live-Work				
	1 Unit	2-4 Units	6+ Units	20+ Units	Total	Total	ship
							Rate
MOST PREVALENT CLUSTERS							
Unspoiled Splendor E21	97.9%	0.9%	1.1%	0.1%	2.0%	98.0%	1.8%
Rural Escape J35	97.3%	1.2%	1.5%	0.0%	3.2%	96.8%	3.9%
Booming and Consuming L41	91.2%	2.6%	4.8%	1.4%	17.3%	82.7%	14.5%
Homemade Happiness L43	97.0%	1.2%	1.6%	0.2%	4.9%	95.1%	5.8%
Red White and Bluegrass M44	95.3%	1.8%	2.6%	0.3%	11.3%	88.7%	5.6%
True Grit Americans N46	95.5%	1.2%	2.6%	0.6%	9.3%	90.7%	11.4%
Town Elders Q64	96.7%	1.4%	1.7%	0.2%	4.4%	95.6%	2.4%
Small Town Shallow Pockets S68	92.8%	2.7%	3.8%	0.7%	34.5%	65.5%	14.9%
INTERMITTENTLY PREVALENT							
Touch of Tradition N49	97.6%	1.2%	1.1%	0.1%	5.7%	94.3%	9.8%
Settled and Sensible J36	97.8%	1.0%	1.2%	0.1%	2.7%	97.3%	4.4%
Infants and Debit Cards M45	95.0%	2.0%	2.6%	0.3%	29.7%	70.3%	15.5%
Stockcars and State Parks I30	97.1%	1.1%	1.7%	0.1%	3.3%	96.7%	4.6%
Sports Utility Families D15	97.7%	0.7%	1.5%	0.1%	2.8%	97.2%	2.3%

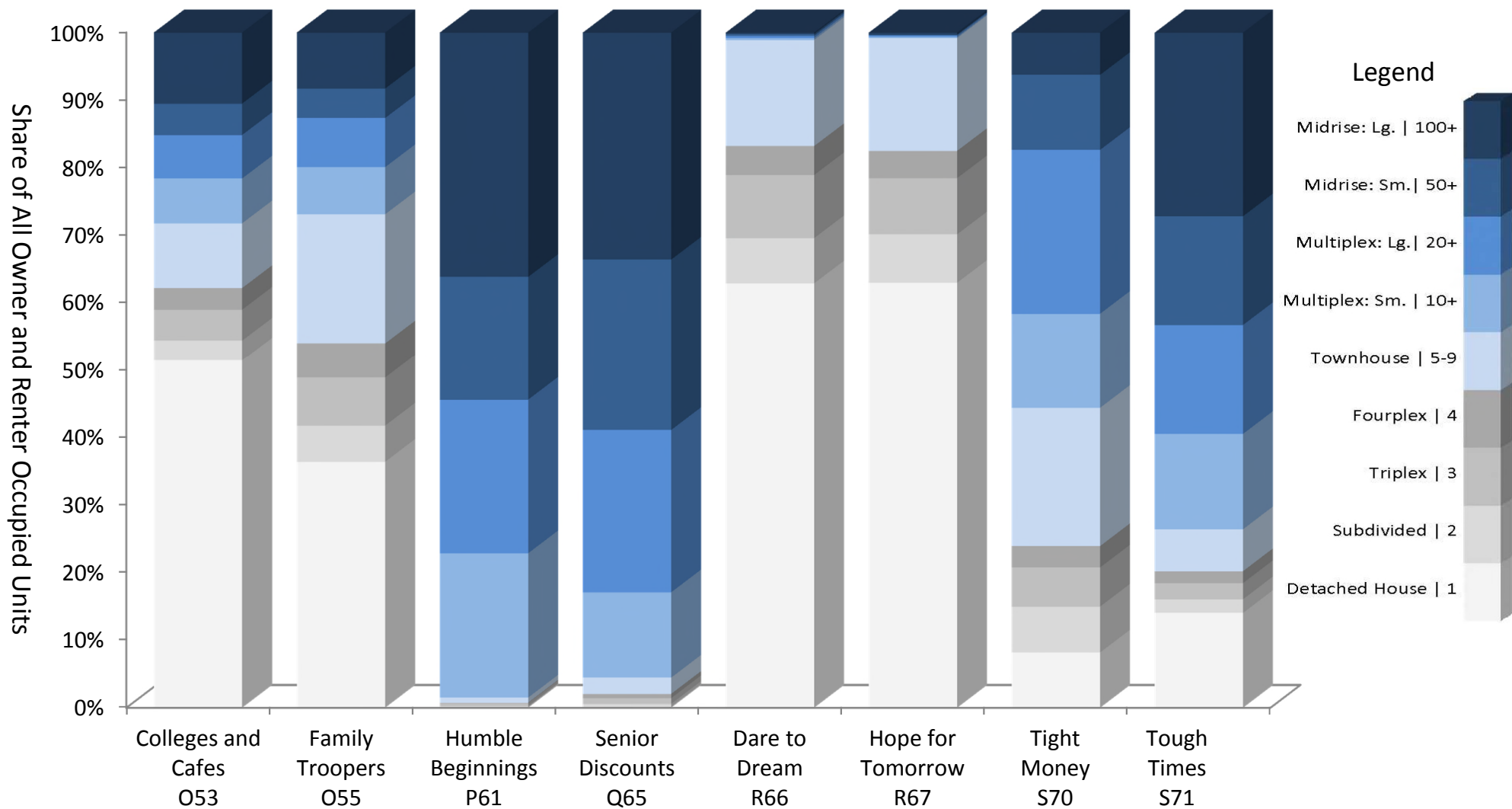
Source: Underlying data represents Mosaic|USA data provided by Experian and Powered by Regis/Sites|USA.
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Missing Middle Housing Formats v. Houses Preferences of Upscale Target Markets Southwest Michigan Prosperity Region 8 | Year 2016



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and licensed to LandUse|USA through Sites|USA. Michigan estimates, analysis, and exhibit prepared exclusively by LandUse|USA © 2016; all rights reserved.

Missing Middle Housing Formats v. Houses Preferences of Moderate Target Markets Southwest Michigan Prosperity Region 8 | Year 2016



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and licensed to LandUse|USA through Sites|USA. Michigan estimates, analysis, and exhibit prepared exclusively by LandUse|USA © 2016; all rights reserved.

Residential Market Parameters for Upscale and Moderate Target Markets
 For Missing Middle Housing - Southwest Michigan Prosperity Region 8
 With Averages for the State of Michigan - 2015

Lifestyle Cluster Code	Detached	Duplex	Townhse.,	Midplex	Renters Share of Total	Owners Share of Total	Blended Mover- ship Rate
	House 1 Unit	Triplex Fourplex 2-4 Units	Live-Work 6+ Units				
UPSCALE TARGET MARKETS							
Full Pockets - Empty Nests E19	67.2%	9.1%	8.6%	15.1%	21.8%	78.2%	8.2%
Status Seeking Singles G24	87.3%	5.3%	6.2%	1.2%	29.9%	70.1%	16.9%
Wired for Success K37	23.7%	12.1%	15.6%	48.6%	80.2%	19.8%	39.7%
Bohemian Groove K40	48.3%	16.8%	17.4%	17.5%	91.4%	8.6%	17.3%
Full Steam Ahead O50	0.3%	0.8%	1.4%	97.5%	97.6%	2.4%	53.8%
Digital Dependents O51	89.2%	4.4%	5.6%	0.9%	34.1%	65.9%	36.3%
Urban Ambition O52	52.0%	17.3%	20.2%	10.5%	95.2%	4.8%	34.4%
Striving Single Scene O54	2.4%	5.4%	6.7%	85.4%	96.0%	4.0%	50.2%
MODERATE TARGET MARKETS							
Colleges and Cafes O53	51.3%	10.8%	9.6%	28.3%	83.1%	16.9%	25.1%
Family Troopers O55	36.3%	17.6%	19.2%	26.9%	98.9%	1.1%	39.5%
Humble Beginnings P61	0.1%	0.6%	0.7%	98.5%	97.3%	2.7%	38.1%
Senior Discounts Q65	0.1%	1.9%	2.4%	95.6%	70.9%	29.1%	12.9%
Dare to Dream R66	62.8%	20.3%	15.7%	1.1%	97.7%	2.3%	26.3%
Hope for Tomorrow R67	62.9%	19.5%	16.7%	0.8%	99.3%	0.7%	29.7%
Tight Money S70	8.2%	15.7%	20.4%	55.7%	99.6%	0.4%	35.5%
Tough Times S71	14.0%	6.2%	6.2%	73.6%	95.4%	4.6%	18.9%

Source: Underlying data represents Mosaic|USA data provided by Experian and Powered by Regis/Sites|USA.
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C

Both Scenarios County Totals

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

Collaborative Community Development

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Exhibit C.1

Annual Market Potential for Selected Target Markets - CONSERVATIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

CONSERVATIVE SCENARIO	Berrien COUNTY 71 Lifestyle Clusters			Berrien COUNTY Upscale Target Markets			Berrien COUNTY Moderate Target Markets		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	2,551	555	1,996	824	143	681	1,173	16	1,157
1 Detached Houses	1,035	540	495	308	138	170	198	6	192
2 Side-by-Side & Stacked	97	2	95	22	2	20	72	0	72
3 Side-by-Side & Stacked	183	0	183	39	0	39	140	0	140
4 Side-by-Side & Stacked	102	0	102	26	0	26	76	0	76
5-9 Townhse., Live-Work	456	1	455	126	1	125	312	0	312
10-19 Multiplex: Small	162	1	161	79	0	79	83	1	82
20-49 Multiplex: Large	176	2	174	69	0	69	107	2	105
50-99 Midrise: Small	116	3	113	42	0	42	74	3	71
100+ Midrise: Large	224	6	218	113	2	111	111	4	107
Total Units	2,551	555	1,996	824	143	681	1,173	16	1,157
Detached Houses	1,035	540	495	308	138	170	198	6	192
Duplexes & Triplexes	280	2	278	61	2	59	212	0	212
Other Attached Formats	1,236	13	1,223	455	3	452	763	10	753

Source: Target Market Analysis and exhibit prepared exclusively by LandUses|USA © 2016, all rights reserved.

Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - CONSERVATIVE SCENARIO

Exhibit C.2

Number of Units (New and/or Rehab) by Tenure and Building Form

Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
CONSERVATIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	2,551	824	6	9	78	115	49	330	58	185
Berrien COUNTY - Owners	555	143	3	4	6	3	0	126	1	2
1 Detached Houses	540	138	3	4	4	3	0	123	1	0
2 Side-by-Side & Stacked	2	2	0	0	0	0	0	2	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	1	1	0	0	0	0	0	1	0	0
10-19 Multiplex: Small	1	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	2	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	3	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	6	2	0	0	1	0	0	0	0	1
Berrien COUNTY - Renters	1,996	681	3	5	72	112	49	204	57	183
1 Detached Houses	495	170	1	3	4	19	0	131	11	1
2 Side-by-Side & Stacked	95	20	0	0	2	5	0	9	3	1
3 Side-by-Side & Stacked	183	39	0	0	4	13	0	11	7	4
4 Side-by-Side & Stacked	102	26	0	0	3	9	0	6	5	3
5-9 Townhse., Live-Work	455	125	1	1	14	33	1	41	21	13
10-19 Multiplex: Small	161	79	0	0	12	10	13	1	3	40
20-49 Multiplex: Large	174	69	0	0	11	8	10	2	2	36
50-99 Midrise: Small	113	42	0	0	6	5	7	1	2	21
100+ Midrise: Large	218	111	0	0	15	9	18	2	4	63

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - CONSERVATIVE SCENARIO

Exhibit C.3

Number of Units (New and/or Rehab) by Tenure and Building Form

Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

CONSERVATIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	2,551	1,173	52	272	25	93	79	475	107	72
Berrien COUNTY - Owners	555	16	3	1	0	11	1	1	0	1
1 Detached Houses	540	6	3	1	0	0	1	1	0	0
2 Side-by-Side & Stacked	2	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	1	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	1	1	0	0	0	1	0	0	0	0
20-49 Multiplex: Large	2	2	0	0	0	2	0	0	0	0
50-99 Midrise: Small	3	3	0	0	0	3	0	0	0	0
100+ Midrise: Large	6	4	0	0	0	4	0	0	0	0
Berrien COUNTY - Renters	1,996	1,157	49	271	25	82	78	474	107	71
1 Detached Houses	495	192	9	29	0	0	21	129	2	2
2 Side-by-Side & Stacked	95	72	2	13	0	0	7	44	5	1
3 Side-by-Side & Stacked	183	140	4	28	0	1	15	83	7	2
4 Side-by-Side & Stacked	102	76	3	20	0	1	7	40	4	1
5-9 Townhse., Live-Work	455	312	8	77	0	2	26	170	24	5
10-19 Multiplex: Small	161	82	6	28	6	11	0	2	17	12
20-49 Multiplex: Large	174	105	5	29	6	20	1	2	29	13
50-99 Midrise: Small	113	71	4	16	4	20	0	1	13	13
100+ Midrise: Large	218	107	9	31	9	27	0	3	7	21

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".



D

Conservative Scenario Places

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

Collaborative Community Development

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
 Number of Units (New and/or Rehab) by Tenure and Building Form
 Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO	Berrien COUNTY 71 Lifestyle Clusters			Berrien COUNTY Upscale Target Markets			Berrien COUNTY Moderate Target Markets		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	10,768	1,578	9,190	3,506	407	3,099	5,353	45	5,308
1 Detached Houses	3,805	1,527	2,278	1,165	387	778	899	16	883
2 Side-by-Side & Stacked	448	7	441	100	5	95	326	0	326
3 Side-by-Side & Stacked	851	1	850	190	1	189	636	0	636
4 Side-by-Side & Stacked	478	1	477	125	1	124	345	0	345
5-9 Townhse., Live-Work	2,103	5	2,098	573	4	569	1,438	1	1,437
10-19 Multiplex: Small	741	4	737	357	2	355	379	2	377
20-49 Multiplex: Large	803	8	795	314	2	312	484	6	478
50-99 Midrise: Small	530	10	520	187	2	185	339	8	331
100+ Midrise: Large	1,009	15	994	495	3	492	507	12	495
Total Units	10,768	1,578	9,190	3,506	407	3,099	5,353	45	5,308
Detached Houses	3,805	1,527	2,278	1,165	387	778	899	16	883
Duplexes & Triplexes	1,299	8	1,291	290	6	284	962	0	962
Other Attached Formats	5,664	43	5,621	2,051	14	2,037	3,492	29	3,463

Source: Target Market Analysis and exhibit prepared exclusively by LandUses|USA © 2016, all rights reserved.

Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
Number of Units (New and/or Rehab) by Tenure and Building Form
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

Exhibit D.2

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,768	3,506	22	32	344	523	207	1,293	263	825
Berrien COUNTY - Owners	1,578	407	9	10	16	9	1	356	3	7
1 Detached Houses	1,527	387	8	10	10	8	0	347	3	1
2 Side-by-Side & Stacked	7	5	0	0	1	0	0	4	0	0
3 Side-by-Side & Stacked	1	1	0	0	0	0	0	1	0	0
4 Side-by-Side & Stacked	1	1	0	0	0	0	0	1	0	0
5-9 Townhse., Live-Work	5	4	0	0	1	0	0	3	0	0
10-19 Multiplex: Small	4	2	0	0	1	0	0	0	0	1
20-49 Multiplex: Large	8	2	0	0	1	0	0	0	0	1
50-99 Midrise: Small	10	2	0	0	1	0	0	0	0	1
100+ Midrise: Large	15	3	0	0	1	0	0	0	0	2
Berrien COUNTY - Renters	9,190	3,099	13	22	328	514	206	937	260	818
1 Detached Houses	2,278	778	4	13	20	85	0	603	49	4
2 Side-by-Side & Stacked	441	95	1	1	10	24	0	39	14	6
3 Side-by-Side & Stacked	850	189	1	2	20	61	1	51	33	20
4 Side-by-Side & Stacked	477	124	1	1	13	43	0	28	23	15
5-9 Townhse., Live-Work	2,098	569	3	5	66	152	3	188	94	58
10-19 Multiplex: Small	737	355	1	0	54	46	55	7	15	177
20-49 Multiplex: Large	795	312	1	0	52	38	42	8	9	162
50-99 Midrise: Small	520	185	1	0	26	25	28	3	7	95
100+ Midrise: Large	994	492	2	0	67	40	76	10	17	280

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
 Number of Units (New and/or Rehab) by Tenure and Building Form
 Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

Exhibit D.3

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,768	5,353	236	1,246	117	407	361	2,175	489	330
Berrien COUNTY - Owners	1,578	45	9	3	1	30	2	3	0	3
1 Detached Houses	1,527	16	8	2	0	0	2	3	0	1
2 Side-by-Side & Stacked	7	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	5	1	0	0	0	1	0	0	0	0
10-19 Multiplex: Small	4	2	0	0	0	2	0	0	0	0
20-49 Multiplex: Large	8	6	0	0	0	6	0	0	0	0
50-99 Midrise: Small	10	8	0	0	0	8	0	0	0	0
100+ Midrise: Large	15	12	0	0	0	11	0	0	0	1
Berrien COUNTY - Renters	9,190	5,308	227	1,243	116	377	359	2,172	489	327
1 Detached Houses	2,278	883	41	134	0	0	97	591	9	11
2 Side-by-Side & Stacked	441	326	7	59	0	1	31	201	22	5
3 Side-by-Side & Stacked	850	636	18	127	0	3	70	378	31	9
4 Side-by-Side & Stacked	477	345	12	91	0	2	32	184	17	7
5-9 Townhse., Live-Work	2,098	1,437	38	351	1	9	121	781	112	24
10-19 Multiplex: Small	737	377	27	131	26	50	2	8	78	55
20-49 Multiplex: Large	795	478	25	131	27	92	2	10	130	61
50-99 Midrise: Small	520	331	18	76	21	94	2	5	57	58
100+ Midrise: Large	994	495	40	144	41	125	2	13	32	98

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".



E

Aggressive Scenario Places

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

Collaborative Community Development

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Exhibit E.1

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Places in Berrien COUNTY | West Michigan Prosperity Region 4 | Years 2016 - 2020

AGGRESSIVE SCENARIO	City of Benton Harbor 71 Lifestyle Clusters			Benton Hbr DT - 0.5 Mi. 71 Lifestyle Clusters			Benton Hbr DT - 1.0 Mi. 71 Lifestyle Clusters		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	1,053	64	989	179	6	173	631	30	601
1 Detached Houses	345	64	281	46	6	40	184	30	154
2 Side-by-Side & Stacked	83	0	83	12	0	12	48	0	48
3 Side-by-Side & Stacked	156	0	156	24	0	24	89	0	89
4 Side-by-Side & Stacked	75	0	75	12	0	12	44	0	44
5-9 Townhse., Live-Work	323	0	323	49	0	49	187	0	187
10-19 Multiplex: Small	16	0	16	8	0	8	18	0	18
20-49 Multiplex: Large	17	0	17	8	0	8	19	0	19
50-99 Midrise: Small	12	0	12	7	0	7	13	0	13
100+ Midrise: Large	26	0	26	13	0	13	29	0	29
Total Units	1,053	64	989	179	6	173	631	30	601
Detached Houses	345	64	281	46	6	40	184	30	154
Duplexes & Triplexes	239	0	239	36	0	36	137	0	137
Other Attached Formats	469	0	469	97	0	97	310	0	310

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Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Exhibit E.2

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Places in Berrien COUNTY | West Michigan Prosperity Region 4 | Years 2016 - 2020

AGGRESSIVE SCENARIO	City of Benton Harbor 71 Lifestyle Clusters			City of Benton Harbor Upscale Target Markets			City of Benton Harbor Moderate Target Markets		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	1,053	64	989	11	0	11	928	2	926
1 Detached Houses	345	64	281	0	0	0	241	2	239
2 Side-by-Side & Stacked	83	0	83	0	0	0	81	0	81
3 Side-by-Side & Stacked	156	0	156	0	0	0	154	0	154
4 Side-by-Side & Stacked	75	0	75	0	0	0	74	0	74
5-9 Townhse., Live-Work	323	0	323	1	0	1	317	0	317
10-19 Multiplex: Small	16	0	16	3	0	3	13	0	13
20-49 Multiplex: Large	17	0	17	2	0	2	15	0	15
50-99 Midrise: Small	12	0	12	1	0	1	11	0	11
100+ Midrise: Large	26	0	26	4	0	4	22	0	22
Total Units	1,053	64	989	11	0	11	928	2	926
Detached Houses	345	64	281	0	0	0	241	2	239
Duplexes & Triplexes	239	0	239	0	0	0	235	0	235
Other Attached Formats	469	0	469	11	0	11	452	0	452

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Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Exhibit E.3

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Places in Berrien COUNTY | West Michigan Prosperity Region 4 | Years 2016 - 2020

AGGRESSIVE SCENARIO	City of New Buffalo 71 Lifestyle Clusters			Lake Charter Twp. 71 Lifestyle Clusters			New Buffalo Twp. 71 Lifestyle Clusters		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	91	28	63	96	12	84	111	36	75
1 Detached Houses	59	28	31	31	12	19	66	36	30
2 Side-by-Side & Stacked	2	0	2	3	0	3	1	0	1
3 Side-by-Side & Stacked	4	0	4	5	0	5	5	0	5
4 Side-by-Side & Stacked	1	0	1	3	0	3	1	0	1
5-9 Townhse., Live-Work	13	0	13	17	0	17	13	0	13
10-19 Multiplex: Small	3	0	3	8	0	8	6	0	6
20-49 Multiplex: Large	3	0	3	13	0	13	7	0	7
50-99 Midrise: Small	2	0	2	7	0	7	4	0	4
100+ Midrise: Large	4	0	4	9	0	9	8	0	8
Total Units	91	28	63	96	12	84	111	36	75
Detached Houses	59	28	31	31	12	19	66	36	30
Duplexes & Triplexes	6	0	6	8	0	8	6	0	6
Other Attached Formats	26	0	26	57	0	57	39	0	39

Source: Target Market Analysis and exhibit prepared exclusively by LandUses|USA © 2016, all rights reserved.

Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Exhibit E.4

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Places in Berrien COUNTY | West Michigan Prosperity Region 4 | Years 2016 - 2020

AGGRESSIVE SCENARIO	City of Niles 71 Lifestyle Clusters			City of Niles Upscale Target Markets			City of Niles Moderate Target Markets		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	1,173	132	1,041	293	26	267	599	4	595
1 Detached Houses	447	129	318	105	26	79	94	1	93
2 Side-by-Side & Stacked	47	0	47	10	0	10	34	0	34
3 Side-by-Side & Stacked	97	0	97	19	0	19	72	0	72
4 Side-by-Side & Stacked	53	0	53	12	0	12	39	0	39
5-9 Townhse., Live-Work	229	0	229	57	0	57	151	0	151
10-19 Multiplex: Small	69	0	69	23	0	23	46	0	46
20-49 Multiplex: Large	76	1	75	21	0	21	55	1	54
50-99 Midrise: Small	54	1	53	13	0	13	41	1	40
100+ Midrise: Large	101	1	100	33	0	33	67	1	66
Total Units	1,173	132	1,041	293	26	267	599	4	595
Detached Houses	447	129	318	105	26	79	94	1	93
Duplexes & Triplexes	144	0	144	29	0	29	106	0	106
Other Attached Formats	582	3	579	159	0	159	399	3	396

Source: Target Market Analysis and exhibit prepared exclusively by LandUses|USA © 2016, all rights reserved.

Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Number of Units (New and/or Rehab) by Tenure and Building Form

Places in Berrien COUNTY | West Michigan Prosperity Region 4 | Years 2016 - 2020

AGGRESSIVE SCENARIO	City of Bridgman 71 Lifestyle Clusters			City of Bridgman Upscale Target Markets			City of Bridgman Moderate Target Markets		
	Total	Owners	Renters	Total	Owners	Renters	Total	Owners	Renters
Total Housing Units	62	7	55	21	2	19	32	0	32
1 Detached Houses	18	7	11	9	2	7	1	0	1
2 Side-by-Side & Stacked	1	0	1	0	0	0	1	0	1
3 Side-by-Side & Stacked	4	0	4	2	0	2	2	0	2
4 Side-by-Side & Stacked	2	0	2	1	0	1	1	0	1
5-9 Townhse., Live-Work	12	0	12	5	0	5	6	0	6
10-19 Multiplex: Small	5	0	5	1	0	1	4	0	4
20-49 Multiplex: Large	8	0	8	1	0	1	7	0	7
50-99 Midrise: Small	5	0	5	0	0	0	5	0	5
100+ Midrise: Large	7	0	7	2	0	2	5	0	5
Total Units	62	7	55	21	2	19	32	0	32
Detached Houses	18	7	11	9	2	7	1	0	1
Duplexes & Triplexes	5	0	5	2	0	2	3	0	3
Other Attached Formats	39	0	39	10	0	10	28	0	28

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Notes: Not intended to imply absolutes or exclusive building formats, and may be qualified for unique projects.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.6

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Benton Harbor | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Benton Harbor - Total	1,053	11	0	0	0	0	0	0	0	12
City of Benton Harbor - Owners	64	0	0	0	0	0	0	0	0	0
1 Detached Houses	64	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of Benton Harbor - Renters	989	11	0	0	0	0	0	0	0	12
1 Detached Houses	281	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	83	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	156	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	75	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	323	1	0	0	0	0	0	0	0	1
10-19 Multiplex: Small	16	3	0	0	0	0	0	0	0	3
20-49 Multiplex: Large	17	2	0	0	0	0	0	0	0	2
50-99 Midrise: Small	12	1	0	0	0	0	0	0	0	1
100+ Midrise: Large	26	4	0	0	0	0	0	0	0	4

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.7

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Benton Harbor | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Benton Harbor - Total	1,053	928	0	5	0	0	14	855	0	54
City of Benton Harbor - Owners	64	2	0	0	0	0	0	2	0	1
1 Detached Houses	64	2	0	0	0	0	0	2	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of Benton Harbor - Renters	989	926	0	5	0	0	14	853	0	53
1 Detached Houses	281	239	0	1	0	0	4	232	0	2
2 Side-by-Side & Stacked	83	81	0	0	0	0	1	79	0	1
3 Side-by-Side & Stacked	156	154	0	1	0	0	3	149	0	1
4 Side-by-Side & Stacked	75	74	0	0	0	0	1	72	0	1
5-9 Townhse., Live-Work	323	317	0	1	0	0	5	307	0	4
10-19 Multiplex: Small	16	13	0	1	0	0	0	3	0	9
20-49 Multiplex: Large	17	15	0	1	0	0	0	4	0	10
50-99 Midrise: Small	12	11	0	0	0	0	0	2	0	9
100+ Midrise: Large	26	22	0	1	0	0	0	5	0	16

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.8

Number of Units (New and/or Rehab) by Tenure and Building Form

Benton Hbr DT - 0.5 Mi. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Benton Hbr DT - 0.5 Mi. - Total	179	6	0	0	0	0	0	0	0	7
Benton Hbr DT - 0.5 Mi. - Owner:	6	0	0	0	0	0	0	0	0	0
1 Detached Houses	6	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Benton Hbr DT - 0.5 Mi. - Renter:	173	6	0	0	0	0	0	0	0	7
1 Detached Houses	40	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	12	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	24	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	12	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	49	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	8	2	0	0	0	0	0	0	0	2
20-49 Multiplex: Large	8	1	0	0	0	0	0	0	0	1
50-99 Midrise: Small	7	1	0	0	0	0	0	0	0	1
100+ Midrise: Large	13	2	0	0	0	0	0	0	0	2

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.9

Number of Units (New and/or Rehab) by Tenure and Building Form

Benton Hbr DT - 0.5 Mi. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Benton Hbr DT - 0.5 Mi. - Total	179	162	0	1	0	0	3	126	0	34
Benton Hbr DT - 0.5 Mi. - Owner:	6	0	0	0	0	0	0	0	0	1
1 Detached Houses	6	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Benton Hbr DT - 0.5 Mi. - Renter:	173	162	0	1	0	0	3	126	0	33
1 Detached Houses	40	36	0	0	0	0	1	34	0	1
2 Side-by-Side & Stacked	12	12	0	0	0	0	0	12	0	0
3 Side-by-Side & Stacked	24	24	0	0	0	0	1	22	0	1
4 Side-by-Side & Stacked	12	12	0	0	0	0	0	11	0	1
5-9 Townhse., Live-Work	49	48	0	0	0	0	1	45	0	2
10-19 Multiplex: Small	8	6	0	0	0	0	0	0	0	6
20-49 Multiplex: Large	8	7	0	0	0	0	0	1	0	6
50-99 Midrise: Small	7	6	0	0	0	0	0	0	0	6
100+ Midrise: Large	13	11	0	0	0	0	0	1	0	10

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.10

Number of Units (New and/or Rehab) by Tenure and Building Form

Benton Hbr DT - 1.0 Mi. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Benton Hbr DT - 1.0 Mi. - Total	631	39	2	0	6	8	1	5	0	21
Benton Hbr DT - 1.0 Mi. - Owner:	30	4	1	0	1	0	0	2	0	0
1 Detached Houses	30	4	1	0	1	0	0	2	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Benton Hbr DT - 1.0 Mi. - Renter:	601	35	1	0	5	8	1	3	0	21
1 Detached Houses	154	3	0	0	0	1	0	2	0	0
2 Side-by-Side & Stacked	48	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	89	2	0	0	0	1	0	0	0	1
4 Side-by-Side & Stacked	44	1	0	0	0	1	0	0	0	0
5-9 Townhse., Live-Work	187	5	0	0	1	2	0	1	0	1
10-19 Multiplex: Small	18	7	0	0	1	1	0	0	0	5
20-49 Multiplex: Large	19	6	0	0	1	1	0	0	0	4
50-99 Midrise: Small	13	2	0	0	0	0	0	0	0	2
100+ Midrise: Large	29	9	0	0	1	1	0	0	0	7

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.11

Number of Units (New and/or Rehab) by Tenure and Building Form

Benton Hbr DT - 1.0 Mi. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Benton Hbr DT - 1.0 Mi. - Total	631	547	0	4	0	4	6	483	0	54
Benton Hbr DT - 1.0 Mi. - Owner:	30	1	0	0	0	1	0	1	0	1
1 Detached Houses	30	1	0	0	0	0	0	1	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Benton Hbr DT - 1.0 Mi. - Renter:	601	546	0	4	0	3	6	482	0	53
1 Detached Houses	154	135	0	0	0	0	2	131	0	2
2 Side-by-Side & Stacked	48	47	0	0	0	0	1	45	0	1
3 Side-by-Side & Stacked	89	86	0	0	0	0	1	84	0	1
4 Side-by-Side & Stacked	44	43	0	0	0	0	1	41	0	1
5-9 Townhse., Live-Work	187	180	0	1	0	0	2	173	0	4
10-19 Multiplex: Small	18	11	0	0	0	0	0	2	0	9
20-49 Multiplex: Large	19	13	0	0	0	1	0	2	0	10
50-99 Midrise: Small	13	11	0	0	0	1	0	1	0	9
100+ Midrise: Large	29	20	0	0	0	1	0	3	0	16

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.12

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Bridgman | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Bridgman - Total	62	21	0	0	3	7	0	12	0	0
City of Bridgman - Owners	7	2	0	0	0	0	0	2	0	0
1 Detached Houses	7	2	0	0	0	0	0	2	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of Bridgman - Renters	55	19	0	0	3	7	0	10	0	0
1 Detached Houses	11	7	0	0	0	1	0	6	0	0
2 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	4	2	0	0	0	1	0	1	0	0
4 Side-by-Side & Stacked	2	1	0	0	0	1	0	0	0	0
5-9 Townhse., Live-Work	12	5	0	0	1	2	0	2	0	0
10-19 Multiplex: Small	5	1	0	0	0	1	0	0	0	0
20-49 Multiplex: Large	8	1	0	0	0	1	0	0	0	0
50-99 Midrise: Small	5	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	7	2	0	0	1	1	0	0	0	0

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.13

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Bridgman | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Bridgman - Total	62	32	0	10	0	10	0	0	14	0
City of Bridgman - Owners	7	0	0	0	0	0	0	0	0	0
1 Detached Houses	7	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of Bridgman - Renters	55	32	0	10	0	10	0	0	14	0
1 Detached Houses	11	1	0	1	0	0	0	0	0	0
2 Side-by-Side & Stacked	1	1	0	0	0	0	0	0	1	0
3 Side-by-Side & Stacked	4	2	0	1	0	0	0	0	1	0
4 Side-by-Side & Stacked	2	1	0	1	0	0	0	0	0	0
5-9 Townhse., Live-Work	12	6	0	3	0	0	0	0	3	0
10-19 Multiplex: Small	5	4	0	1	0	1	0	0	2	0
20-49 Multiplex: Large	8	7	0	1	0	2	0	0	4	0
50-99 Midrise: Small	5	5	0	1	0	2	0	0	2	0
100+ Midrise: Large	7	5	0	1	0	3	0	0	1	0

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.14

Number of Units (New and/or Rehab) by Tenure and Building Form

City of New Buffalo | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of New Buffalo - Total	91	43	0	0	10	16	0	16	0	0
City of New Buffalo - Owners	28	4	0	0	0	0	0	4	0	0
1 Detached Houses	28	4	0	0	0	0	0	4	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of New Buffalo - Renters	63	39	0	0	10	16	0	12	0	0
1 Detached Houses	31	12	0	0	1	3	0	8	0	0
2 Side-by-Side & Stacked	2	2	0	0	0	1	0	1	0	0
3 Side-by-Side & Stacked	4	4	0	0	1	2	0	1	0	0
4 Side-by-Side & Stacked	1	1	0	0	0	1	0	0	0	0
5-9 Townhse., Live-Work	13	9	0	0	2	5	0	2	0	0
10-19 Multiplex: Small	3	3	0	0	2	1	0	0	0	0
20-49 Multiplex: Large	3	3	0	0	2	1	0	0	0	0
50-99 Midrise: Small	2	2	0	0	1	1	0	0	0	0
100+ Midrise: Large	4	3	0	0	2	1	0	0	0	0

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.15

Number of Units (New and/or Rehab) by Tenure and Building Form

City of New Buffalo | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of New Buffalo - Total	91	1	0	1	0	2	0	0	0	0
City of New Buffalo - Owners	28	0	0	0	0	0	0	0	0	0
1 Detached Houses	28	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
City of New Buffalo - Renters	63	1	0	1	0	2	0	0	0	0
1 Detached Houses	31	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	2	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	4	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	13	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	3	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	3	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	2	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	4	1	0	0	0	1	0	0	0	0

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.16

Number of Units (New and/or Rehab) by Tenure and Building Form

Lake Charter Twp. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Lake Charter Twp. - Total	96	27	0	0	2	9	0	18	0	0
Lake Charter Twp. - Owners	12	3	0	0	0	0	0	3	0	0
1 Detached Houses	12	3	0	0	0	0	0	3	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Lake Charter Twp. - Renters	84	24	0	0	2	9	0	15	0	0
1 Detached Houses	19	11	0	0	0	1	0	10	0	0
2 Side-by-Side & Stacked	3	1	0	0	0	0	0	1	0	0
3 Side-by-Side & Stacked	5	2	0	0	0	1	0	1	0	0
4 Side-by-Side & Stacked	3	1	0	0	0	1	0	0	0	0
5-9 Townhse., Live-Work	17	6	0	0	0	3	0	3	0	0
10-19 Multiplex: Small	8	1	0	0	0	1	0	0	0	0
20-49 Multiplex: Large	13	1	0	0	0	1	0	0	0	0
50-99 Midrise: Small	7	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	9	1	0	0	0	1	0	0	0	0

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.17

Number of Units (New and/or Rehab) by Tenure and Building Form

Lake Charter Twp. | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Lake Charter Twp. - Total	96	53	0	17	0	16	0	0	21	0
Lake Charter Twp. - Owners	12	0	0	0	0	1	0	0	0	0
1 Detached Houses	12	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
Lake Charter Twp. - Renters	84	53	0	17	0	15	0	0	21	0
1 Detached Houses	19	2	0	2	0	0	0	0	0	0
2 Side-by-Side & Stacked	3	2	0	1	0	0	0	0	1	0
3 Side-by-Side & Stacked	5	3	0	2	0	0	0	0	1	0
4 Side-by-Side & Stacked	3	2	0	1	0	0	0	0	1	0
5-9 Townhse., Live-Work	17	10	0	5	0	0	0	0	5	0
10-19 Multiplex: Small	8	7	0	2	0	2	0	0	3	0
20-49 Multiplex: Large	13	12	0	2	0	4	0	0	6	0
50-99 Midrise: Small	7	7	0	1	0	4	0	0	2	0
100+ Midrise: Large	9	8	0	2	0	5	0	0	1	0

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.18

Number of Units (New and/or Rehab) by Tenure and Building Form

New Buffalo Twp. - Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
New Buffalo Twp. - Total	111	38	0	0	26	5	0	9	0	0
New Buffalo Twp. - Owners	36	3	0	0	1	0	0	2	0	0
1 Detached Houses	36	3	0	0	1	0	0	2	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
New Buffalo Twp. - Renters	75	35	0	0	25	5	0	7	0	0
1 Detached Houses	30	8	0	0	2	1	0	5	0	0
2 Side-by-Side & Stacked	1	1	0	0	1	0	0	0	0	0
3 Side-by-Side & Stacked	5	3	0	0	2	1	0	0	0	0
4 Side-by-Side & Stacked	1	1	0	0	1	0	0	0	0	0
5-9 Townhse., Live-Work	13	7	0	0	5	1	0	1	0	0
10-19 Multiplex: Small	6	4	0	0	4	0	0	0	0	0
20-49 Multiplex: Large	7	4	0	0	4	0	0	0	0	0
50-99 Midrise: Small	4	2	0	0	2	0	0	0	0	0
100+ Midrise: Large	8	5	0	0	5	0	0	0	0	0

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.19

Number of Units (New and/or Rehab) by Tenure and Building Form

New Buffalo Twp. - Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
New Buffalo Twp. - Total	111	11	0	6	0	4	0	0	0	0
New Buffalo Twp. - Owners	36	0	0	0	0	0	0	0	0	0
1 Detached Houses	36	0	0	0	0	0	0	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	0	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	0	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	0	0	0	0	0	0	0	0	0	0
New Buffalo Twp. - Renters	75	11	0	6	0	4	0	0	0	0
1 Detached Houses	30	1	0	1	0	0	0	0	0	0
2 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	5	1	0	1	0	0	0	0	0	0
4 Side-by-Side & Stacked	1	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	13	2	0	2	0	0	0	0	0	0
10-19 Multiplex: Small	6	2	0	1	0	1	0	0	0	0
20-49 Multiplex: Large	7	2	0	1	0	1	0	0	0	0
50-99 Midrise: Small	4	1	0	0	0	1	0	0	0	0
100+ Midrise: Large	8	2	0	1	0	1	0	0	0	0

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.20

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Niles | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71	Upscale	Full	Status	Wired	Bohem-	Full	Digital	Urban	Striving
AGGRESSIVE SCENARIO	Lifestyle	Target	Pockets	Seeking	for	ian	Steam	Depend-	Ambit-	Single
(Per In-Migration Only)	Clusters	Markets	Empty Nest	Singles	Success	Groove	Ahead	ents	ion	Scene
			E19	G24	K37	K40	O50	O51	O52	O54
Target Market - Level	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Niles - Total	1,173	293	0	0	5	35	4	122	62	67
City of Niles - Owners	132	26	0	0	0	0	0	27	0	1
1 Detached Houses	129	26	0	0	0	0	0	26	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	1	0	0	0	0	0	0	0	0	0
50-99 Midrise: Small	1	0	0	0	0	0	0	0	0	0
100+ Midrise: Large	1	0	0	0	0	0	0	0	0	0
City of Niles - Renters	1,041	267	0	0	5	35	4	95	62	66
1 Detached Houses	318	79	0	0	0	6	0	61	12	0
2 Side-by-Side & Stacked	47	10	0	0	0	2	0	4	3	1
3 Side-by-Side & Stacked	97	19	0	0	0	4	0	5	8	2
4 Side-by-Side & Stacked	53	12	0	0	0	3	0	3	5	1
5-9 Townhse., Live-Work	229	57	0	0	1	10	0	19	22	5
10-19 Multiplex: Small	69	23	0	0	1	3	1	1	3	14
20-49 Multiplex: Large	75	21	0	0	1	3	1	1	2	13
50-99 Midrise: Small	53	13	0	0	0	2	1	0	2	8
100+ Midrise: Large	100	33	0	0	1	3	1	1	4	23

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Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO

Exhibit E.21

Number of Units (New and/or Rehab) by Tenure and Building Form

City of Niles | Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market - Level	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
City of Niles - Total	1,173	599	0	188	23	53	205	57	19	57
City of Niles - Owners	132	4	0	0	0	3	1	0	0	0
1 Detached Houses	129	1	0	0	0	0	1	0	0	0
2 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
3 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
4 Side-by-Side & Stacked	0	0	0	0	0	0	0	0	0	0
5-9 Townhse., Live-Work	0	0	0	0	0	0	0	0	0	0
10-19 Multiplex: Small	0	0	0	0	0	0	0	0	0	0
20-49 Multiplex: Large	1	1	0	0	0	1	0	0	0	0
50-99 Midrise: Small	1	1	0	0	0	1	0	0	0	0
100+ Midrise: Large	1	1	0	0	0	1	0	0	0	0
City of Niles - Renters	1,041	595	0	188	23	50	204	57	19	57
1 Detached Houses	318	93	0	20	0	0	55	16	0	2
2 Side-by-Side & Stacked	47	34	0	9	0	0	18	5	1	1
3 Side-by-Side & Stacked	97	72	0	19	0	0	40	10	1	2
4 Side-by-Side & Stacked	53	39	0	14	0	0	18	5	1	1
5-9 Townhse., Live-Work	229	151	0	53	0	1	69	20	4	4
10-19 Multiplex: Small	69	46	0	20	5	7	1	0	3	10
20-49 Multiplex: Large	75	54	0	20	5	12	1	0	5	11
50-99 Midrise: Small	53	40	0	11	4	12	1	0	2	10
100+ Midrise: Large	100	66	0	22	8	17	1	0	1	17

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Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Qualifiers: Houses may include rehabs of existing mansion-style houses, carriage-style expansions, and accessory dwelling units.

Duplexes (2), triplexes (3), and fourplexes (4) may include units that are either stacked or side-by-side, and may be subdivided houses.

Townhouses may include row houses and brownstones; and multiplexes may include bungalow courts and courtyard "apartments".



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Contract Rents County and Places

Prepared by:



**Growing
home
design**

Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

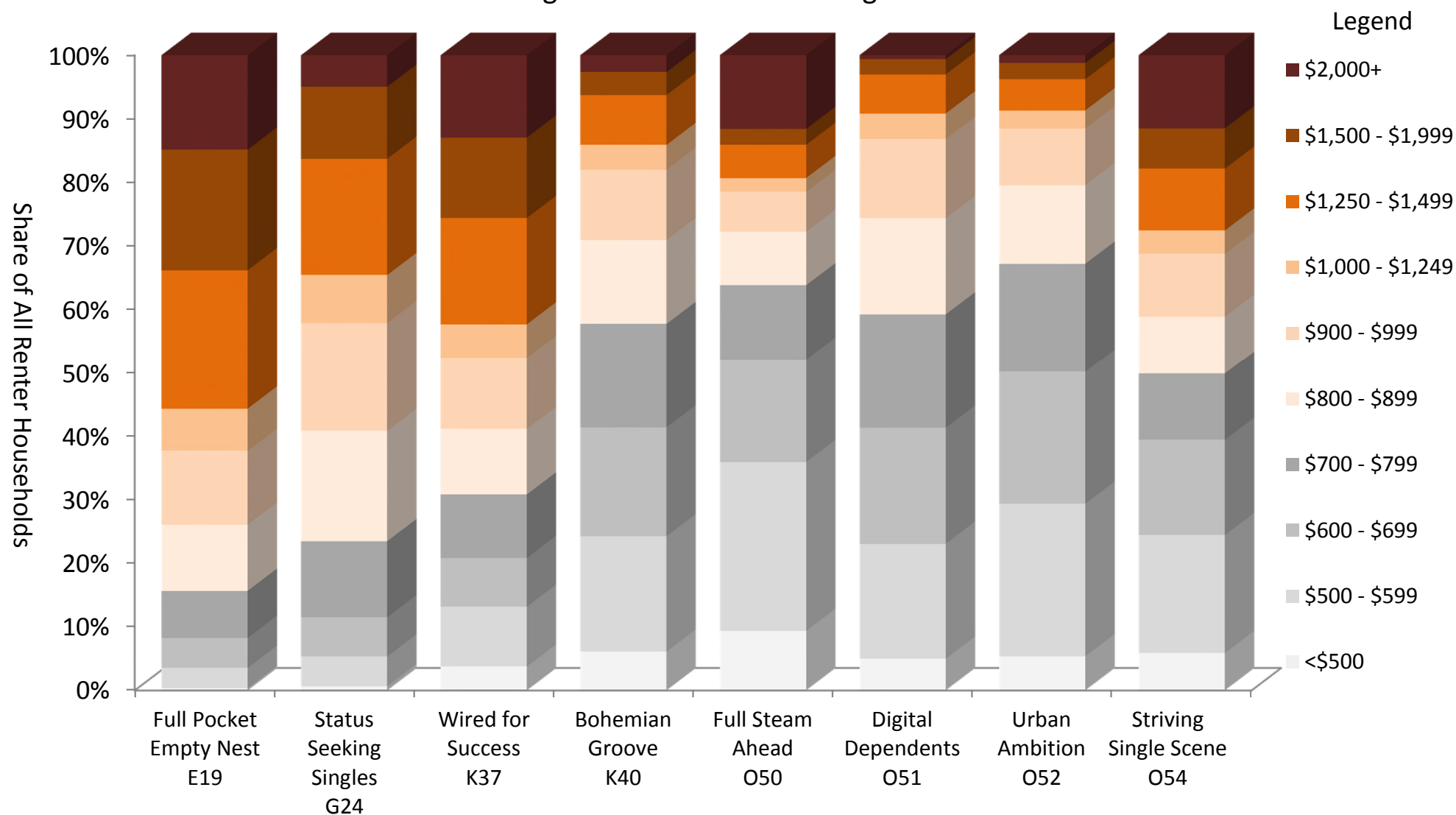
Michigan State Housing Development Authority

Collaborative Community Development

**MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION**



Upscale Target Markets for Missing Middle Housing Formats
Stacked by Contract Rent Brackets
Averages for the State of Michigan - 2016



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA.
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Current Contract Rent Brackets | Existing Households by Upscale Target Market
Berrien County | Southwest Michigan Prosperity Region 8 | Year 2016

	All 71		Status						
Contract Rent	Mosaic	Full Pocket	Seeking	Wired for	Bohemian	Full Steam	Digital	Urban	Striving
Brackets	Lifestyle	Empty Nest	Singles	Success	Groove	Ahead	Dependents	Ambition	Single Scene
	Clusters	E19	G24	K37	K40	O50	O51	O52	O54
<\$500	6.5%	0.5%	0.8%	4.8%	6.9%	10.7%	5.5%	5.9%	7.0%
\$500 - \$599	14.3%	3.9%	5.3%	10.9%	18.5%	27.5%	18.2%	23.9%	19.9%
\$600 - \$699	14.0%	7.1%	8.5%	10.8%	21.3%	20.5%	22.4%	25.2%	19.6%
\$700 - \$799	10.4%	8.8%	13.1%	11.1%	16.1%	11.7%	17.4%	16.4%	10.8%
\$800 - \$899	9.8%	11.4%	17.5%	10.6%	12.0%	7.8%	13.5%	10.9%	8.6%
\$900 - \$999	11.4%	14.5%	19.5%	13.2%	11.4%	6.5%	12.6%	8.9%	10.7%
\$1,000 - \$1,249	5.6%	8.4%	8.8%	6.3%	4.1%	2.3%	4.1%	2.9%	4.0%
\$1,250 - \$1,499	11.7%	19.6%	15.0%	14.0%	5.8%	3.9%	4.5%	3.5%	7.6%
\$1,500 - \$1,999	8.1%	14.4%	7.9%	9.0%	2.3%	1.6%	1.5%	1.6%	4.2%
\$2,000+	8.2%	11.3%	3.5%	9.2%	1.7%	7.4%	0.4%	0.8%	7.6%
Summation		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Median	\$549	\$766	\$663	\$669	\$514	\$511	\$501	\$480	\$571

Source: Underlying data provided by Experian Decision Analytics and the American Community Survey (ACS) with 1-yr estimates through 2014. Analysis, forecasts, and exhibit prepared exclusively by LandUse|USA; 2016 © with all rights reserved.
Figures are current rents paid by existing households in 2016, and have not been "boosted" for the analysis of market potential.

Current Contract Rent Brackets | Existing Households by Upscale Target Market
Branch County | Southwest Michigan Prosperity Region 8 | Year 2016

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
Number of Units (New and/or Rehab) by Contract Rent Bracket
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

Exhibit F1.3

	Total 71 Lifestyle Clusters	Upscale Target Markets	Full Pockets Empty Nest E19	Status Seeking Singles G24	Wired for Success K37	Bohem- ian Groove K40	Full Steam Ahead O50	Digital Depend- ents O51	Urban Ambit- ion O52	Striving Single Scene O54
AGGRESSIVE SCENARIO (Per In-Migration Only)	All 71	Upscale	U	U	U	U	U	U	U	U
Target Market	All 71	Upscale	U	U	U	U	U	U	U	U
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,753	3,505	22	32	344	523	207	1,293	263	825
Berrien COUNTY - Renters	9,184	3,099	13	22	328	514	206	937	260	818
<\$500	1,289	197	0	0	16	35	22	52	15	57
\$500 - \$599	2,460	585	1	1	36	95	57	170	62	163
\$600 - \$699	1,943	627	1	2	36	110	42	209	66	161
\$700 - \$799	1,017	441	1	3	36	83	24	163	43	88
\$800 - \$899	720	341	1	4	35	61	16	126	28	70
\$900 - \$999	688	350	2	4	43	59	13	118	23	88
\$1,000 - \$1,249	259	130	1	2	21	21	5	39	8	33
\$1,250 - \$1,499	392	203	3	3	46	30	8	42	9	62
\$1,500 - \$1,999	194	101	2	2	30	12	3	14	4	34
\$2,000+	222	124	1	1	30	9	15	4	2	62
Summation	9,184	3,099	13	22	329	515	205	937	260	818
Med. Contract Rent	\$697	--	\$920	\$795	\$803	\$617	\$613	\$602	\$576	\$685

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Contract rent typically excludes some or all utilities and extra fees for deposits, parking, pets, security, memberships, etc.

Note: Due to data splicing and rounding, these figures might not sum exact or perfectly match summary tables in the narrative report.

Median Contract Rents include a +20% boost and assumes new-builds; quality rehabs; and housing market recovery.

Current Contract Rent Brackets | Existing Households by Moderate Target Market
Berrien County | Southwest Michigan Prosperity Region 8 | Year 2016

Contract Rent Brackets	All 71 Mosaic Lifestyle Clusters	Colleges Cafes O53	Family Troopers O55	Humble Beginnings P61	Senior Discounts Q65	Dare to Dream R66	Hope for Tomorrow R67	Tight Money S70	Tough Times S71
<\$500	6.5%	4.8%	9.9%	25.9%	18.5%	17.8%	24.0%	22.5%	17.0%
\$500 - \$599	14.3%	16.6%	22.8%	23.0%	24.8%	35.6%	40.6%	23.6%	29.4%
\$600 - \$699	14.0%	19.7%	23.0%	15.4%	18.2%	23.2%	22.1%	22.4%	19.8%
\$700 - \$799	10.4%	15.2%	13.2%	6.1%	11.0%	10.0%	6.2%	9.2%	7.4%
\$800 - \$899	9.8%	13.3%	10.1%	5.6%	7.6%	5.0%	2.7%	7.2%	5.8%
\$900 - \$999	11.4%	11.1%	8.7%	4.8%	7.0%	4.5%	2.1%	6.6%	6.0%
\$1,000 - \$1,249	5.6%	5.0%	3.6%	2.3%	2.7%	1.5%	0.8%	2.1%	2.3%
\$1,250 - \$1,499	11.7%	7.8%	4.5%	4.4%	4.2%	1.7%	1.0%	2.7%	4.1%
\$1,500 - \$1,999	8.1%	3.5%	2.4%	2.5%	2.0%	0.5%	0.4%	1.8%	2.3%
\$2,000+	8.2%	3.0%	1.7%	10.0%	4.0%	0.3%	0.1%	1.9%	5.8%
Summation		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Median	\$549	\$550	\$489	\$505	\$477	\$406	\$374	\$441	\$484

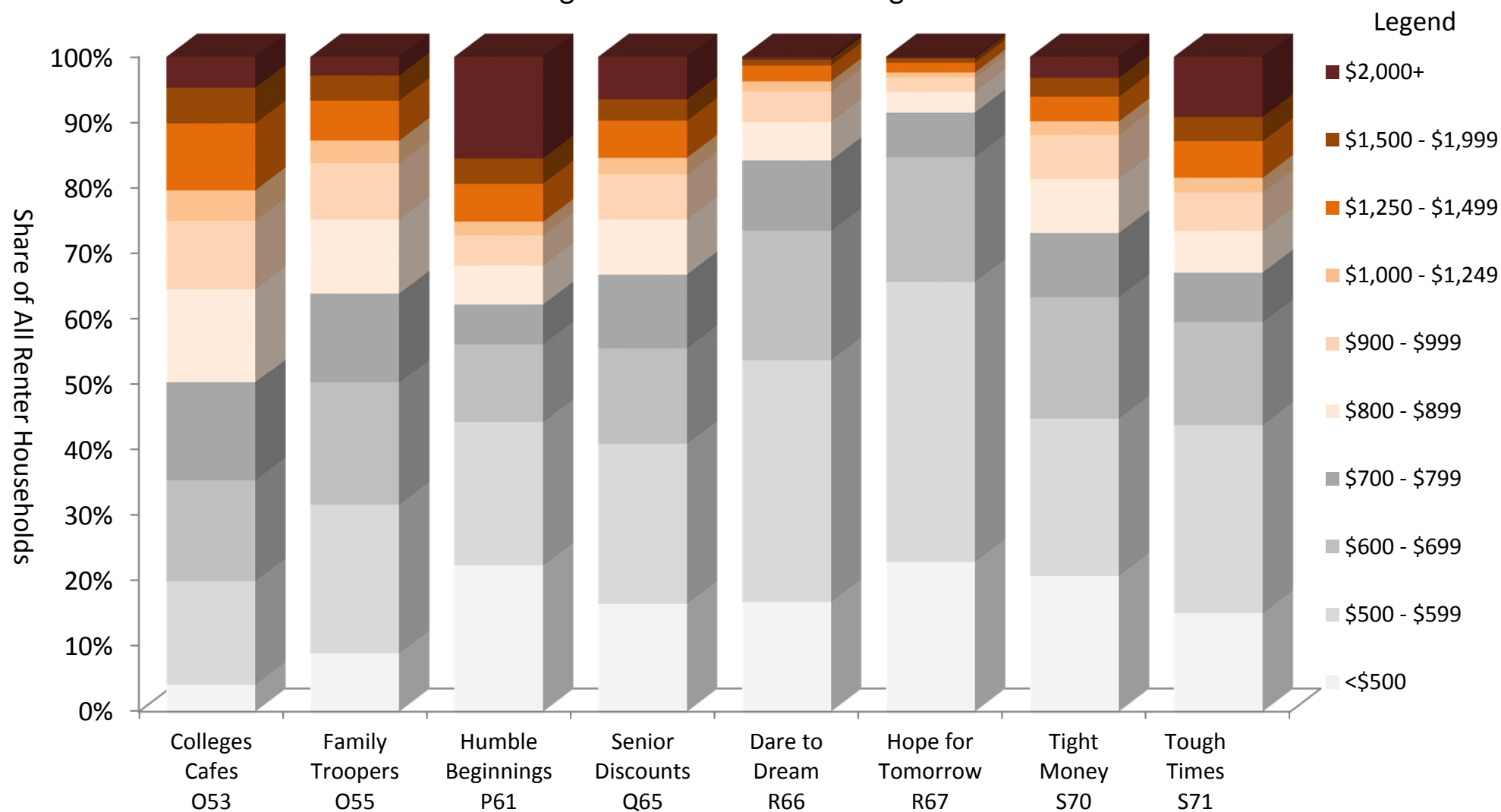
Source: Underlying data provided by Experian Decision Analytics and the American Community Survey (ACS) with 1-yr estimates through 2014. Analysis, forecasts, and exhibit prepared exclusively by LandUse|USA; 2016 © with all rights reserved.

Figures are current rents paid by existing households in 2016, and have not been "boosted" for the analysis of market potential.

Moderate Target Markets for Missing Middle Housing Formats

Stacked by Contract Rent Brackets

Averages for the State of Michigan - 2016



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA.
Michigan estimates, analysis, and exhibit prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
Number of Units (New and/or Rehab) by Contract Rent Bracket
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

Exhibit F1.6

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,753	5,359	236	1,246	117	407	361	2,175	489	330
Berrien COUNTY - Renters	9,184	5,311	227	1,243	116	377	359	2,172	489	327
<\$500	1,289	987	11	124	30	70	64	522	110	56
\$500 - \$599	2,460	1,664	38	284	27	93	128	883	115	96
\$600 - \$699	1,943	1,153	45	285	18	68	83	479	110	65
\$700 - \$799	1,017	488	34	165	7	42	36	135	45	24
\$800 - \$899	720	321	30	126	6	29	18	58	35	19
\$900 - \$999	688	278	25	108	6	26	16	45	32	20
\$1,000 - \$1,249	259	107	11	44	3	10	5	16	10	8
\$1,250 - \$1,499	392	149	18	55	5	16	6	22	13	14
\$1,500 - \$1,999	194	76	8	30	3	8	2	8	9	8
\$2,000+	222	88	7	22	12	15	1	3	9	19
Summation	9,184	5,311	227	1,243	117	377	359	2,171	488	329
Med. Contract Rent	\$697	--	\$661	\$587	\$606	\$572	\$487	\$448	\$529	\$581

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Contract rent typically excludes some or all utilities and extra fees for deposits, parking, pets, security, memberships, etc.

Note: Due to data splicing and rounding, these figures might not sum exact or perfectly match summary tables in the narrative report.

Median Contract Rents include a +20% boost and assumes new-builds; quality rehabs; and housing market recovery.

Exhibit F1.7

Market Parameters and Forecasts - Households in Renter-Occupied Units All Counties in Southwest Michigan Prosperity Region 8

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast
		Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.
Order	West PR-4								
1	Allegan Co.	7,966	7,397	7,598	7,909	8,004	7,994	8,005	8,005
Order	Southwest PR-8								
1	Berrien Co.	17,991	17,831	17,348	17,819	17,845	17,721	17,692	17,662
2	Branch Co.	3,886	3,322	3,529	3,624	3,700	3,701	3,702	3,704
3	Calhoun Co.	16,309	15,724	16,291	16,730	17,161	16,686	16,752	16,752
4	Cass Co.	4,096	3,643	3,502	3,494	3,405	3,501	3,683	4,008
5	Kalamazoo Co.	36,356	36,234	36,426	36,938	37,377	37,589	37,733	37,733
6	Saint Joseph Co.	5,721	5,172	5,100	5,311	5,582	5,865	6,490	7,710
7	Van Buren Co.	6,395	6,021	6,314	6,454	6,599	6,451	6,479	6,479

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Median Contract Rent
All Counties in Southwest Michigan Prosperity Region 8

		2010	2011	2012	2013	2014	2016	2020
		ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	Forecast	Forecast
		Median	Median	Median	Median	Median	Median	Median
		Contract	Contract	Contract	Contract	Contract	Contract	Contract
		Rent	Rent	Rent	Rent	Rent	Rent	Rent
Order	West PR-4							
1	Allegan Co.	\$548	\$569	\$585	\$592	\$612	\$654	\$737
Order	Southwest PR-8							
1	Berrien Co.	\$484	\$497	\$511	\$518	\$528	\$549	\$588
2	Branch Co.	\$482	\$497	\$503	\$510	\$518	\$534	\$565
3	Calhoun Co.	\$516	\$524	\$533	\$540	\$547	\$561	\$588
4	Cass Co.	\$450	\$489	\$499	\$514	\$515	\$517	\$521
5	Kalamazoo Co.	\$591	\$607	\$610	\$614	\$624	\$644	\$683
6	Saint Joseph Co.	\$487	\$490	\$507	\$517	\$522	\$532	\$551
7	Van Buren Co.	\$460	\$479	\$501	\$501	\$514	\$541	\$593

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Households in Renter-Occupied Units
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit F1.9

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast
Order	County Name	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.	Renter Hhlds.
	Berrien Co.	17,991	17,831	17,348	17,819	17,845	17,721	17,692	17,662
1	Baroda Village	--	113	85	102	94	92	98	119
2	Benton Harbor City	--	2,461	2,380	2,432	2,518	2,560	2,636	2,768
3	Benton Heights CDP	--	685	654	663	649	720	821	976
4	Berrien Springs Village	--	395	327	288	278	270	283	283
5	Bridgman City	--	279	246	248	246	238	237	249
6	Buchanan City	--	706	794	851	825	799	797	841
7	Coloma City	--	141	132	150	155	163	225	423
8	Eau Claire Village	--	42	45	40	51	49	54	54
9	Fair Plain CDP	--	897	898	1,035	1,152	1,172	1,205	1,205
10	Galien Village	--	51	72	76	77	76	78	84
11	Grand Beach Village	--	4	5	4	5	8	13	13
12	Lake Michigan Beach CDP	--	48	77	101	120	136	179	276
13	Michiana Village	--	2	2	2	2	2	22	120
14	New Buffalo City	--	207	206	218	242	237	238	253
15	New Troy CDP	--	43	28	26	56	54	53	51
16	Niles City	--	2,059	2,105	2,135	2,031	2,015	2,019	2,057
17	Paw Paw Lake CDP	--	290	375	423	452	438	475	475
18	Shoreham Village	--	85	83	96	79	76	84	84
19	Shorewood-Tower Hills-Hz	--	112	79	101	69	67	82	82
20	Saint Joseph City	--	1,559	1,530	1,464	1,478	1,569	1,728	2,008
21	Stevensville Village	--	175	160	146	176	171	174	194
22	Three Oaks Village	--	170	166	203	183	198	215	215
23	Watervliet City	--	193	183	174	185	201	218	236

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Owner- and renter-occupied households have been adjusted by LandUse|USA.

Market Parameters and Forecasts - Median Contract Rent
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit F1.10

		2010	2011	2012	2013	2014	2016	2020
		ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	Forecast	Forecast
		Median	Median	Median	Median	Median	Median	Median
		Contract	Contract	Contract	Contract	Contract	Contract	Contract
Order	County Name	Rent	Rent	Rent	Rent	Rent	Rent	Rent
	Berrien Co.	\$484	\$497	\$511	\$518	\$528	\$549	\$588
1	Baroda Village	\$576	\$576	\$606	\$631	\$641	\$661	\$700
2	Benton Harbor City	\$378	\$388	\$413	\$431	\$434	\$440	\$451
3	Benton Heights CDP	\$435	\$435	\$435	\$435	\$435	\$435	\$435
4	Berrien Springs Village	\$454	\$487	\$505	\$505	\$538	\$593	\$707
5	Bridgman City	\$528	\$528	\$555	\$560	\$560	\$560	\$560
6	Buchanan City	\$425	\$457	\$460	\$465	\$465	\$465	\$465
7	Coloma City	\$550	\$556	\$562	\$574	\$579	\$589	\$608
8	Eau Claire Village	\$575	\$575	\$575	\$575	\$575	\$575	\$575
9	Fair Plain CDP	\$460	\$477	\$502	\$511	\$530	\$570	\$650
10	Galien Village	\$467	\$477	\$521	\$521	\$521	\$521	\$521
11	Grand Beach Village	\$956	\$981	\$1,001	\$1,032	\$1,032	\$1,032	\$1,032
12	Lake Michigan Beach CDP	\$550	\$718	\$718	\$718	\$718	\$718	\$718
13	Michiana Village	\$1,004	\$1,030	\$1,051	\$1,084	\$1,084	\$1,084	\$1,084
14	New Buffalo City	\$556	\$562	\$595	\$717	\$736	\$776	\$852
15	New Troy CDP	\$565	\$565	\$565	\$565	\$565	\$565	\$565
16	Niles City	\$459	\$491	\$491	\$491	\$518	\$571	\$681
17	Paw Paw Lake CDP	\$488	\$491	\$508	\$508	\$650	\$717	\$855
18	Shoreham Village	\$869	\$892	\$910	\$938	\$938	\$938	\$938
19	Shorewood-Tower Hills-Hi	\$415	\$475	\$527	\$752	\$752	\$752	\$752
20	Saint Joseph City	\$570	\$599	\$599	\$599	\$615	\$648	\$713
21	Stevensville Village	\$594	\$631	\$650	\$676	\$676	\$676	\$676
22	Three Oaks Village	\$592	\$592	\$600	\$600	\$600	\$600	\$600
23	Watervliet City	\$412	\$422	\$547	\$547	\$547	\$547	\$547

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.
Contract rent excludes utilities and extra fees (security deposits, pets, storage, etc.)

Median Contract Rent v. Median Household Income
71 Lifestyle Clusters (Mosaic|USA)
The State of Michigan - 2015



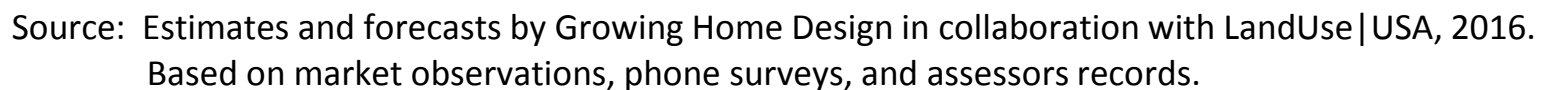
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Market Parameters - Contract and Gross Rents

All Counties in Southwest Michigan Prosperity Region 8 | Year 2016

Geography		Median Household Income (Renters)	Monthly Median Contract Rent	Monthly Median Gross Rent	Gross v. Contract Rent Index	Monthly Utilities and Fees	Fees as a Share of Gross Rent	Gross Rent as a Share of Renter Income
The State of Michigan		\$28,834	\$658	\$822	1.25	\$164	20.0%	34.2%
Prosperity Region 4								
1	Allegan County	\$33,258	\$649	\$818	1.26	\$169	20.7%	29.5%
Prosperity Region 8								
1	Berrien County	\$24,671	\$555	\$711	1.28	\$156	21.9%	34.6%
2	Branch County	\$26,177	\$538	\$703	1.31	\$165	23.4%	32.2%
3	Calhoun County	\$29,509	\$569	\$725	1.28	\$157	21.6%	29.5%
4	Cass County	\$31,371	\$539	\$714	1.33	\$175	24.6%	27.3%
5	Kalamazoo County	\$27,966	\$643	\$760	1.18	\$117	15.3%	32.6%
6	St. Joseph County	\$28,629	\$550	\$681	1.24	\$131	19.2%	28.5%
7	Van Buren County	\$28,819	\$544	\$723	1.33	\$179	24.8%	30.1%

Source: Underlying data provided by the U.S. Census and American Community Survey (ACS) through 2014.
 Analysis, forecasts, and exhibit prepared by Growing Home Design and LandUse|USA; 2016 ©.



Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016. Based on market observations, phone surveys, and assessors records.

Selected Inventory of Rental Housing Choices | Attached Units Only
The City of Benton Harbor | SW Michigan Prosperity Region 8 | Year 2016

	Name and Address	Building Type	Water-front	Down-town	HCV	Sen-iors	Min. Month	Year Open	Units in Bldg.	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Rent Range	Rent per Sq. Ft.
1	Meeting House 162 Pipestone St. Benton Harbor	Historic Flat Iron Building	--	1	--	1	12	1950	--	3 1	1 1	1,100 840	\$360 - \$745 \$260 - \$530	\$0.33 - \$0.68 \$0.31 - \$0.63
2	Cogic Village Apts. Benton Harbor	Apts.	--	--	--	--	12	1999	136	3 2	2 1	1,165 915	\$491 - \$644 \$438 - \$571	\$0.42 - \$0.55 \$0.48 - \$0.62
3	Thurgood Marshall 1131 Columbus Ave. Benton Harbor	Apts. Townhse.	--	--	--	--	12	2007	--	3 2 1	2 1 1	1,300 810 680	\$530 -- --	\$0.41 -- --
4	180 Emery Ter. Benton Harbor	Subdivided House	--	--	--	--	--	--	--	1	1	600	\$400	\$0.67
5	Golden Eagle Estate Benton Harbor	--	--	--	1	--	12	2005	--	3 2	2.5 1.5	1,090 990	-- --	-- --
6	Country View I & II 1928 E Britain Ave. Benton Harbor	Flats 4plex Townhse.	--	--	1	--	12	1978	--	3 2 1	1.5 1 1	1,075 875 615	-- -- --	-- -- --

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.

HCV indicates that Housing Choice Vouchers are available for qualifying low-income tenants.

Selected Inventory of Rental Housing Choices | Attached Units Only
The City of Benton Harbor | SW Michigan Prosperity Region 8 | Year 2016

	Name and Address	Building Type	Water-front	Down-town	HCV	Sen-iors	Min. Month	Year Open	Units in Bldg.	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Rent Range	Rent per Sq. Ft.
7	604 8th St. Benton Harbor	--	--	--	--	--	--	--	--	2	1	750	--	--
8	Benton Manor Coop. Benton Harbor	Garden Style	--	--	--	--	12	1969	--	1	1	700	--	--
9	Adkins Village Sr. Apts. Benton Harbor	Apts.	--	--	--	--	12	2003	--	1	1	520	--	--
10	River Terrace Apts. 200 River Terrace Dr Benton Harbor	High Rise	--	near-by	1	1	--	--	270	1 2 3	1 1 1.5	600 735 1,075	waiting list	--

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.

HCV indicates that Housing Choice Vouchers are available for qualifying low-income tenants.

Selected Inventory of Rental Housing Choices | Attached Units Only

The Cities of Bridgman and New Buffalo | SW Michigan Prosperity Region 8 | Year 2016

	Name and Address	Building Type	Water-front	Down-town	HCV	Sen-iors	Min. Month	Year Open	Units in Bldg.	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Rent Range	Rent per Sq. Ft.
1	4660 Lake St. Bridgman	Townhse.	--	--	--	--	12	--	--	2	1.5	1,400	\$1,030	\$0.74
1	Oakview Estates 17670 US Hwy. 12 New Buffalo	Apts.	--	--	1	--	12	1984	--	2 1	1 1	675 560	-- --	-- --

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.

HCV indicates that Housing Choice Vouchers are available for qualifying low-income tenants.

Selected Inventory of Rental Housing Choices | Attached Units Only

The City of Niles | SW Michigan Prosperity Region 8 | Year 2016

1	Name and Address	Building Type	Water- front	Down- town	HCV	Sen- iors	Min.	Year Open	Units	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Rent Range	Rent per Sq. Ft.
							Mont h		in Bldg.					
1	Griffin Estates 1721 Bond St. Niles	Apts.	--	--	--	--	1	--	--	2	1	960	\$800 - \$870	\$0.83 - \$0.91
2	Village West 736 Colony Ct. Niles	Apts.	--	--	1	--	6	1978	--	2 2 1	1.5 1 1	-- -- --	\$820 \$820 \$625 - \$650	-- -- --
3	Parkview Apts. 613 N Front St. Niles	Garden Style	--	1	--	--	3	1999	--	2 1	1 1	920 720	\$700 \$600	\$0.76 \$0.83
4	Arbor Trails 1615 N 5th St. Niles	Apts. Townhse.	--	--	1	--	12	1972	--	3 2 1	1.5 1 1	1,145 825 - 990 745	\$635 - \$690 \$490 - \$601 \$450 - \$490	\$0.55 - \$0.60 \$0.60 - \$0.65 \$0.60 - \$0.66
5	North Niles Villa 1819 N. 5th St. Niles	Apts.	--	--	1	--	6	--	--	2 1	1 1	770 575	\$570 - \$590 \$470 - \$530	\$0.74 - \$0.77 \$0.82 - \$0.92
6	Rennaissance Place 404 E. Main St. Niles	Historic Rehab	--	1	--	--	1	1926	40	1 0	1 1	500 - 900 250	\$480 - \$550 \$550	\$0.96 - \$0.61 \$2.20
7	Briar Crest I & II 680 Platt St Niles	Townhse.	--	--	--	--	1	--	--	2	1	--	--	--

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.

HCV indicates that Housing Choice Vouchers are available for qualifying low-income tenants.



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Home Values County and Places

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

Collaborative Community Development

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Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
Number of Units (New and/or Rehab) by Home Value Bracket
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

	Total 71 Lifestyle Clusters	Upscale Target Markets	Full Pockets Empty Nest E19	Status Seeking Singles G24	Wired for Success K37	Bohem- ian Groove K40	Full Steam Ahead O50	Digital Depend- ents O51	Urban Ambit- ion O52	Striving Single Scene O54
AGGRESSIVE SCENARIO (Per In-Migration Only)	All 71	Upscale	U	U	U	U	U	U	U	U
Target Market	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,753	3,505	22	32	344	523	207	1,293	263	825
Berrien COUNTY - Owners	1,569	406	9	10	16	9	1	356	3	7
< \$50,000	168	30	0	0	1	1	0	27	0	1
\$50 - \$74,999	209	49	0	0	1	1	0	45	1	1
\$75 - \$99,999	232	66	0	1	1	1	0	61	1	1
\$100 - \$149,999	218	72	1	1	1	1	0	66	1	1
\$150 - \$174,999	163	51	1	1	1	1	0	47	0	0
\$175 - \$199,999	150	45	1	1	1	1	0	40	0	1
\$200 - \$249,999	122	30	1	1	1	1	0	26	0	0
\$250 - \$299,999	107	24	1	1	2	1	0	19	0	0
\$300 - \$349,999	58	12	1	1	1	0	0	9	0	0
\$350 - \$399,999	50	10	1	1	1	0	0	7	0	0
\$400 - \$499,999	41	8	1	1	1	0	0	5	0	0
\$500 - \$749,999	25	4	1	0	1	0	0	2	0	0
\$750,000+	26	5	1	0	2	0	0	1	0	1
Summation	1,569	406	10	9	15	8	0	355	3	6
Med. Home Value	\$154,468	--	\$320,602	\$233,573	\$290,068	\$154,604	\$232,883	\$128,131	\$121,893	\$252,772

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Median Home Values include a +20% boost and assumes new-builds; quality rehabs; and housing market recovery.

Annual Market Potential for Selected Target Markets - AGGRESSIVE SCENARIO
Number of Units (New and/or Rehab) by Home Value Bracket
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Years 2016 - 2020

AGGRESSIVE SCENARIO (Per In-Migration Only)	Total 71 Lifestyle Clusters	Moderate Target Markets	Colleges Cafes O53	Family Troopers O55	Humble Begin- nings P61	Senior Discount Q65	Dare to Dream R66	Hope for Tomor- row R67	Tight Money S70	Tough Times S71
Target Market	All 71	Moderate	M	M	M	M	M	M	M	M
Year of Data	2015	2015	2015	2015	2015	2015	2015	2015	2015	2015
Berrien COUNTY - Total	10,753	5,359	236	1,246	117	407	361	2,175	489	330
Berrien COUNTY - Owners	1,569	48	9	3	1	30	2	3	0	3
< \$50,000	168	11	1	0	0	7	1	1	0	1
\$50 - \$74,999	209	9	1	0	0	5	1	1	0	1
\$75 - \$99,999	232	7	1	1	0	4	0	1	0	0
\$100 - \$149,999	218	4	1	0	0	3	0	0	0	0
\$150 - \$174,999	163	3	1	0	0	2	0	0	0	0
\$175 - \$199,999	150	3	1	0	0	2	0	0	0	0
\$200 - \$249,999	122	2	1	0	0	1	0	0	0	0
\$250 - \$299,999	107	2	1	0	0	1	0	0	0	0
\$300 - \$349,999	58	1	0	0	0	1	0	0	0	0
\$350 - \$399,999	50	1	0	0	0	1	0	0	0	0
\$400 - \$499,999	41	1	0	0	0	1	0	0	0	0
\$500 - \$749,999	25	1	0	0	0	1	0	0	0	0
\$750,000+	26	3	0	0	0	3	0	0	0	0
Summation	1,569	48	8	1	0	32	2	3	0	2
Med. Home Value	\$154,468	--	\$186,218	\$144,681	\$248,306	\$171,316	\$74,717	\$56,118	\$125,684	\$193,395

Source: Results of a Target Market Analysis prepared exclusively by LandUse|USA © 2016 with all rights reserved.

Note: Due only to rounding, these figures might not sum exact and might not perfectly match summary tables in the narrative report.

Median Home Values include a +20% boost and assumes new-builds; quality rehabs; and housing market recovery.

Market Parameters and Forecasts - Households in Owner-Occupied Units
All Counties in Southwest Michigan Prosperity Region 8

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast
		Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.
Order	West PR-4								
1	Allegan Co.	34,052	34,681	34,316	34,049	33,790	33,773	33,762	33,762
Order	Southwest PR-8								
1	Berrien Co.	45,063	44,781	44,330	43,467	42,569	42,599	42,628	42,658
2	Branch Co.	12,533	13,028	12,549	12,412	12,162	12,162	12,163	12,163
3	Calhoun Co.	37,707	38,201	37,190	36,560	36,267	36,156	36,090	36,090
4	Cass Co.	16,508	16,558	16,411	16,307	16,258	16,303	16,349	16,394
5	Kalamazoo Co.	64,254	63,222	63,177	62,782	62,695	62,453	62,309	62,309
6	Saint Joseph Co.	17,523	17,306	17,219	16,947	16,744	16,991	17,242	17,498
7	Van Buren Co.	22,533	23,075	22,532	21,924	21,775	21,727	21,699	21,699

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Households in Owner-Occupied Units
Berrien County by Place - Southwest Michigan Prosperity Region 8

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast
Order	County Name	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.	Owner Hhlds.
	Berrien Co.	45,063	44,781	44,330	43,467	42,569	42,599	42,628	42,658
1	Baroda Village	--	260	261	268	259	274	290	307
2	Benton Harbor City	--	1,189	1,209	1,257	1,170	1,181	1,191	1,202
3	Benton Heights CDP	--	755	722	710	713	695	684	684
4	Berrien Springs Village	--	553	456	418	369	345	331	331
5	Bridgman City	--	699	643	607	547	567	587	608
6	Buchanan City	--	1,007	1,084	1,081	1,135	1,206	1,282	1,364
7	Coloma City	--	461	466	455	419	484	560	651
8	Eau Claire Village	--	145	150	152	146	138	133	133
9	Fair Plain CDP	--	2,439	2,442	2,160	2,106	2,049	2,016	2,016
10	Galien Village	--	146	153	119	132	137	142	147
11	Grand Beach Village	--	132	150	126	116	107	102	102
12	Lake Michigan Beach CDP	--	459	402	383	370	390	411	433
13	Michiana Village	--	73	79	88	86	109	140	182
14	New Buffalo City	--	650	658	586	560	578	598	618
15	New Troy CDP	--	156	164	155	150	152	153	155
16	Niles City	--	2,632	2,511	2,438	2,486	2,537	2,590	2,644
17	Paw Paw Lake CDP	--	1,002	999	1,049	1,135	1,069	1,033	1,033
18	Shoreham Village	--	289	290	309	295	281	273	273
19	Shorewood-Tower Hills-Hi	--	544	520	498	555	527	512	512
20	Saint Joseph City	--	2,494	2,606	2,639	2,350	2,363	2,376	2,389
21	Stevensville Village	--	326	325	378	407	427	449	471
22	Three Oaks Village	--	553	572	506	496	465	448	448
23	Watervliet City	--	483	452	448	470	461	456	456

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Owner- and renter-occupied households have been adjusted by LandUse|USA.

Market Parameters and Forecasts - Median Home Value
All Counties in Southwest Michigan Prosperity Region 8

		2010 Census Median Home Value	2011 ACS 5-yr Median Home Value	2012 ACS 5-yr Median Home Value	2013 ACS 5-yr Median Home Value	2014 ACS 5-yr Median Home Value	2016 Forecast Median Home Value	2020 Forecast Median Home Value
Order	West PR-4							
1	Allegan Co.	\$149,400	\$147,600	\$142,400	\$140,200	\$137,500	\$137,500	\$137,500
Order	Southwest PR-8							
1	Berrien Co.	\$135,600	\$135,400	\$135,100	\$129,300	\$130,700	\$133,546	\$137,641
2	Branch Co.	\$111,800	\$109,800	\$104,700	\$98,000	\$94,800	\$94,800	\$94,800
3	Calhoun Co.	\$110,300	\$107,000	\$102,800	\$98,300	\$97,100	\$97,100	\$97,100
4	Cass Co.	\$133,700	\$131,800	\$133,000	\$124,800	\$121,100	\$121,100	\$121,100
5	Kalamazoo Co.	\$145,900	\$144,200	\$141,200	\$136,700	\$135,400	\$135,400	\$135,400
6	Saint Joseph Co.	\$116,200	\$113,800	\$110,900	\$108,900	\$105,800	\$105,800	\$105,800
7	Van Buren Co.	\$125,600	\$122,300	\$122,300	\$118,700	\$119,200	\$120,206	\$121,630

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Median Home Value
Berrien County by Place - Southwest Michigan Prosperity Region 8

Order	County Name	2010 Census Median Home Value	2011 ACS 5-yr Median Home Value	2012 ACS 5-yr Median Home Value	2013 ACS 5-yr Median Home Value	2014 ACS 5-yr Median Home Value	2016 Forecast Median Home Value	2020 Forecast Median Home Value
	Berrien Co.	\$135,600	\$135,400	\$135,100	\$129,300	\$130,700	\$133,546	\$137,641
1	Baroda Village	\$93,200	\$85,800	\$86,700	\$82,400	\$74,300	\$75,918	\$78,246
2	Benton Harbor City	\$61,400	\$53,000	\$51,800	\$49,800	\$47,400	\$48,432	\$49,917
3	Benton Heights CDP	\$59,500	\$55,300	\$60,200	\$59,800	\$55,500	\$56,708	\$58,447
4	Berrien Springs Village	\$118,100	\$117,400	\$114,200	\$111,800	\$110,400	\$112,804	\$116,263
5	Bridgman City	\$154,200	\$151,800	\$155,500	\$154,500	\$153,400	\$156,740	\$161,546
6	Buchanan City	\$90,900	\$91,100	\$95,800	\$97,800	\$106,200	\$108,512	\$111,840
7	Coloma City	\$110,600	\$106,400	\$104,700	\$100,900	\$101,500	\$103,710	\$106,890
8	Eau Claire Village	\$106,700	\$105,300	\$105,200	\$94,600	\$92,700	\$94,718	\$97,623
9	Fair Plain CDP	\$99,800	\$97,400	\$95,200	\$93,200	\$94,200	\$96,251	\$99,202
10	Galien Village	\$85,600	\$84,200	\$81,300	\$81,000	\$77,600	\$79,290	\$81,721
11	Grand Beach Village	\$760,400	\$770,000	\$759,600	\$795,500	\$756,600	\$773,073	\$796,778
12	Lake Michigan Beach CDP	\$126,600	\$129,500	\$127,000	\$122,900	\$117,000	\$119,547	\$123,213
13	Michiana Village	\$462,500	\$414,700	\$400,000	\$433,300	\$434,100	\$443,551	\$457,152
14	New Buffalo City	\$229,500	\$203,600	\$205,500	\$205,900	\$213,000	\$217,638	\$224,311
15	New Troy CDP	\$115,000	\$121,200	\$114,900	\$127,000	\$104,200	\$106,469	\$109,733
16	Niles City	\$88,400	\$88,900	\$85,900	\$78,700	\$77,800	\$79,494	\$81,931
17	Paw Paw Lake CDP	\$136,100	\$136,500	\$139,400	\$127,800	\$124,900	\$127,619	\$131,533
18	Shoreham Village	\$181,900	\$190,600	\$190,800	\$180,700	\$178,100	\$181,978	\$187,558
19	Shorewood-Tower Hills-Hi	\$247,900	\$297,100	\$247,600	\$235,000	\$219,600	\$224,381	\$231,262
20	Saint Joseph City	\$160,600	\$158,700	\$159,300	\$152,500	\$156,000	\$159,396	\$164,284
21	Stevensville Village	\$118,700	\$117,400	\$124,100	\$128,500	\$133,600	\$136,509	\$140,695
22	Three Oaks Village	\$122,200	\$121,600	\$115,300	\$101,100	\$125,000	\$127,722	\$131,638
23	Watervliet City	\$94,900	\$92,300	\$92,000	\$91,500	\$89,000	\$90,938	\$93,726

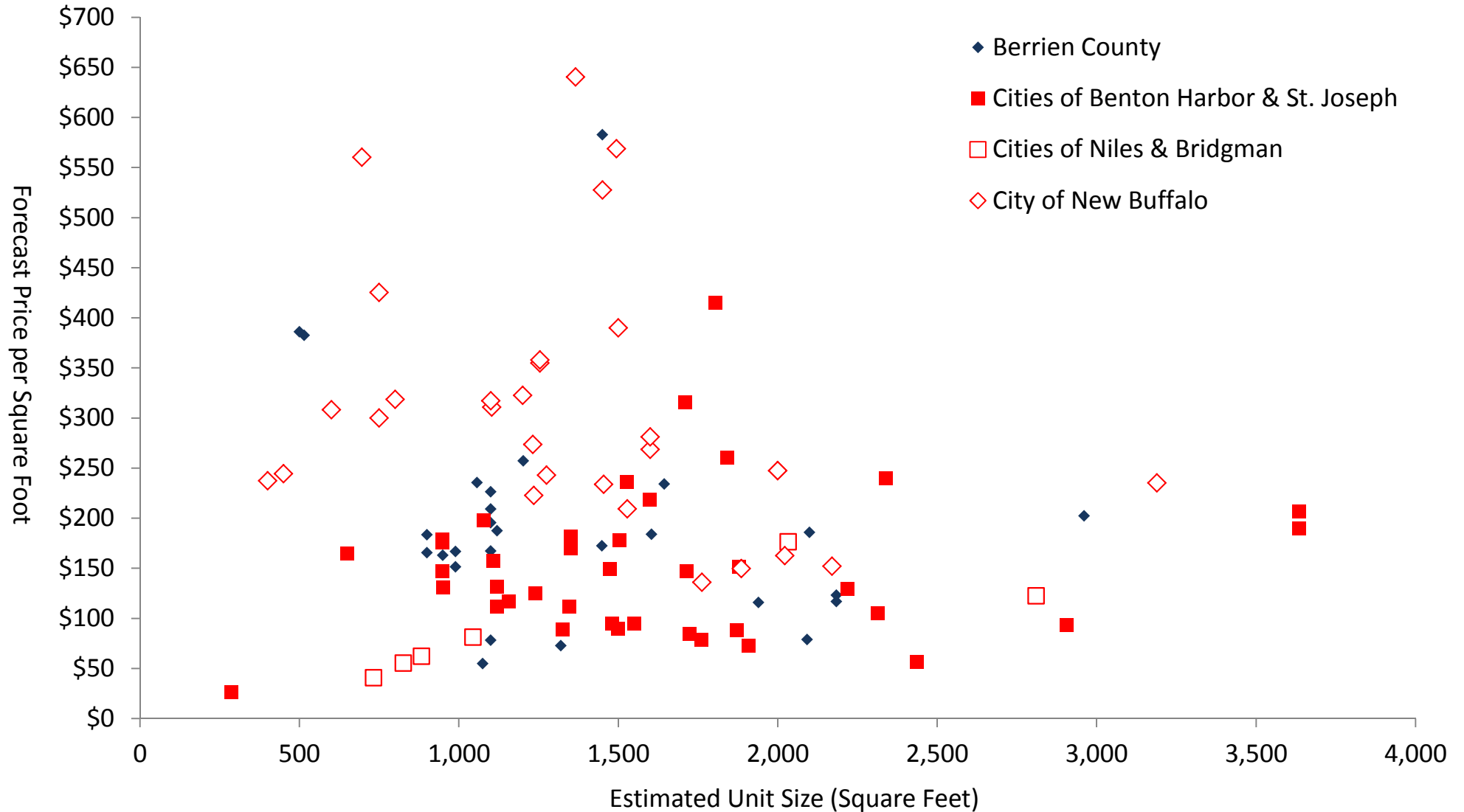
Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Median Home Value v. Median Household Income
71 Lifestyle Clusters (Mosaic|USA)
The State of Michigan - 2015



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and licensed to LandUse|USA through Sites|USA. Michigan estimates, analysis, and exhibit prepared by LandUse|USA (c) 2016 with all rights reserved.

Forecast Home Value per Square Foot v. Unit Size
Attached Owner-Occupied Units
Selected Places in Berrien Co. | SW Michigan Prosperity Region 8 | Year 2016



Source: Estimates and forecasts by Growing Home Design in collaboartion with LandUse|USA, 2016.
Based on market observations, phone surveys, and assessors records. Excludes 1 outlier.

Selected Inventory of Owner Housing Choices | Attached Units Only
The City of New Buffalo | SW Michigan Prosperity Region 8 | Year 2016

Name and Address	Building Type	Water-front	Down-town	Year Built	Units		Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Value Range	Value per Sq. Ft.
					in Bldg.						
1 Dunewood Condos New Buffalo	Townhse.	1	1	1988	--		2	2	1,365 - 1,495	\$765 - \$875,000	\$528 - \$641
2 225 N Whittaker St. New Buffalo	Modern Complex	--	1	2005	--		4	4	3,190	\$750,000	\$235
							2	2	1,530	\$320,000	\$209
3 Warwick Shores 1501 W Water St. New Buffalo	Townhse.	--	--	1986	--		3	2.5	1,500	\$585,000	\$390
							2	2.5	1,255	\$449,000	\$358
							2	2	1,100	\$349,000	\$317
4 Harbor Pointe New Buffalo	--	--	--	1988	--		3	2.5	2,000	\$495,000	\$248
							2	2	1,275	\$310,000	\$243
5 South Cove 310 Oselka Dr. New Buffalo	Townhse.	1	--	1987	--		3	3	1,600	\$430 - \$450,000	\$269 - \$281
							2	2	1,200	\$388,000	\$323
							1	1	695 - 750	\$319 - \$390,000	\$425 - \$560
6 Marina Grand Res. New Buffalo	Complex	1	--	2005	--		2	2.5	1,100 - 1,230	\$338 - \$343,000	\$271 - \$311

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.

Selected Inventory of Owner Housing Choices | Attached Units Only
The City of New Buffalo | SW Michigan Prosperity Region 8 | Year 2016

	Name and Address	Building Type	Water-front	Down-town	Year Built	in Bldg.	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Value Range	Value per Sq. Ft.
7	121 N Thompson St. New Buffalo	--	--	1	2006	--	3	2.5	1,455	\$340,000	\$234
8	Cottage Creek New Buffalo	Townhse.	--	--	2005	--	3	2.5	2,170	\$330,000	\$152
9	217 W Merchant St. New Buffalo	Townhse.	--	1	2008	--	3	3.5	2,020	\$329,000	\$163
10	109 E Mechanic St. New Buffalo	Townhse.	--	1	2003	6	3	3.5	1,885	\$283,000	\$150
11	Harbor Country New Buffalo	--	--	1	2000	--	2	2	1,235	\$275,000	\$223
12	35 Landings Blvd. New Buffalo	Townhse.	1	1	1990	--	2 2	2 3	800 750	\$255,000 \$225,000	\$319 \$300
13	Diamond Point New Buffalo	Townhse.	--	--	2007	--	3	3	1,760	\$240,000	\$136
14	South Cove New Buffalo	Cabana	1	--	1989	--	0	1	600	\$95 - \$185,000	\$238 - \$308
15	32 Harbor Isle Dr. New Buffalo	Cabana	1	1	1991	--	0	1	450	\$110,000	\$244

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.
Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.
Numbers in the leftmost column list the number of observations by community name, alphabetically.

Selected Inventory of Owner Housing Choices | Attached Units Only

Benton Harbor, Bridgman, and Niles | SW Michigan Prosperity Region 8 | Year 2016

	Name and Address	Building Type	Water-front	Down-town	Year Built	in Bldg.	Bed Rooms	Bath Rooms	Estimated Sq. Ft.	Value Range	Value per Sq. Ft.
1	Villas at the River Benton Harbor	Ranch Style	1	--	2013	--	2	2	1,715	\$253,000	\$148
2	New Harbor Condos Benton Harbor	Stacked	1	--	--	--	1	1	285	--	--
1	9785 Weko Dr. Bridgman	Ranch Style	--	--	1990	--	4 4	3.5 3	2,030 2,810	\$359,000 \$345,000	\$177 \$123
1	Mission Condos Niles	Side-by-Side	--	--	1986	--	2	2	1,045	\$86,000	\$82
2	1328 Broadway St. Niles	Side-by-Side Brick	--	--	1963	--	2 2	2 1	825 880	\$46,000 \$55,000	\$56 \$63
3	Riverfront Condos Niles	Complex Brick	1	--	1960	--	1	1	730	\$30,000	\$41

Source: Estimates and forecasts by Growing Home Design in collaboration with LandUse|USA, 2016.

Based on market observations, phone surveys, and assessors records. Under attributes, "1" is an affirmation.

Numbers in the leftmost column list the number of observations by community name, alphabetically.



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Existing Households County and Places

Prepared by:



Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

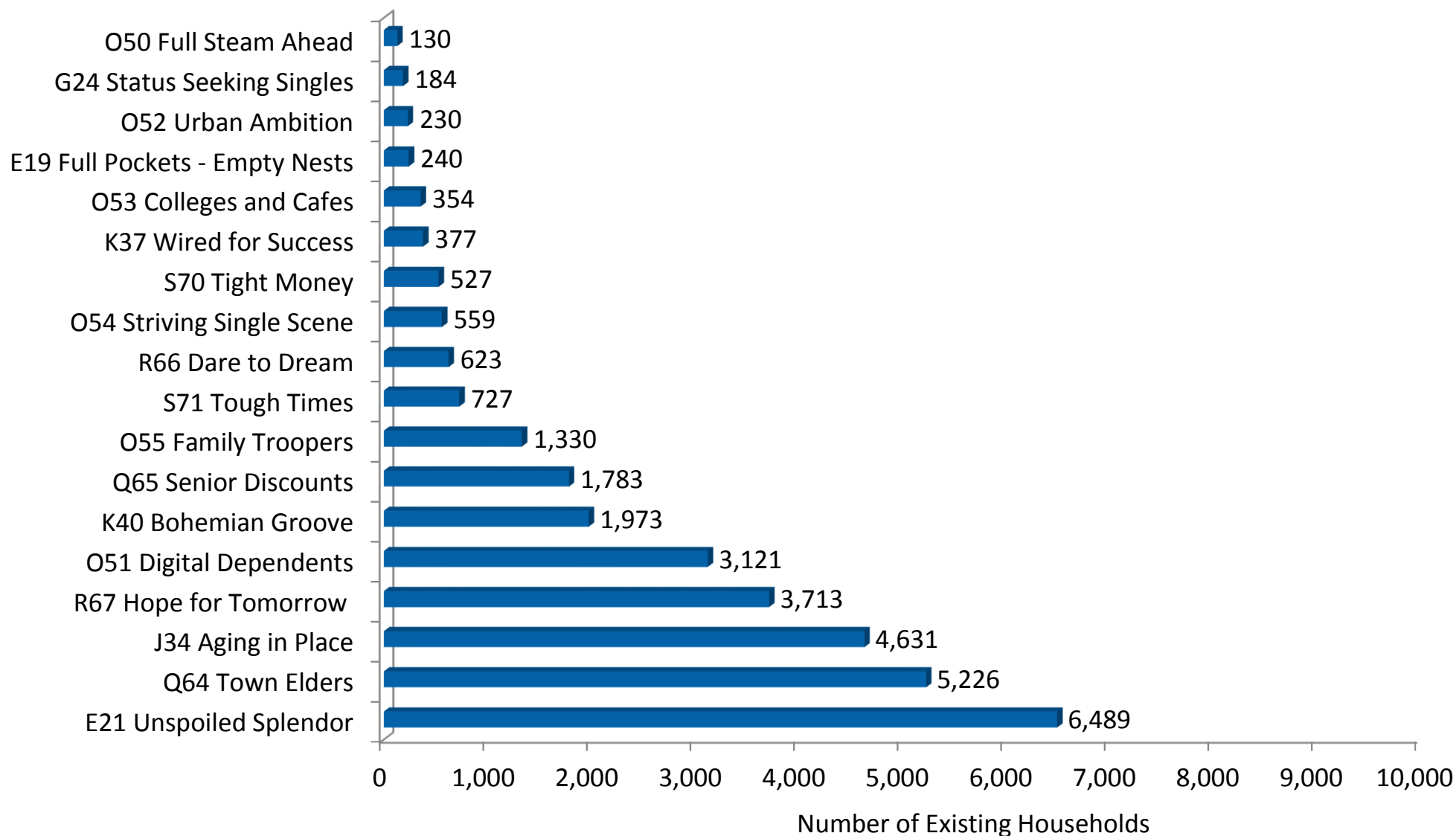
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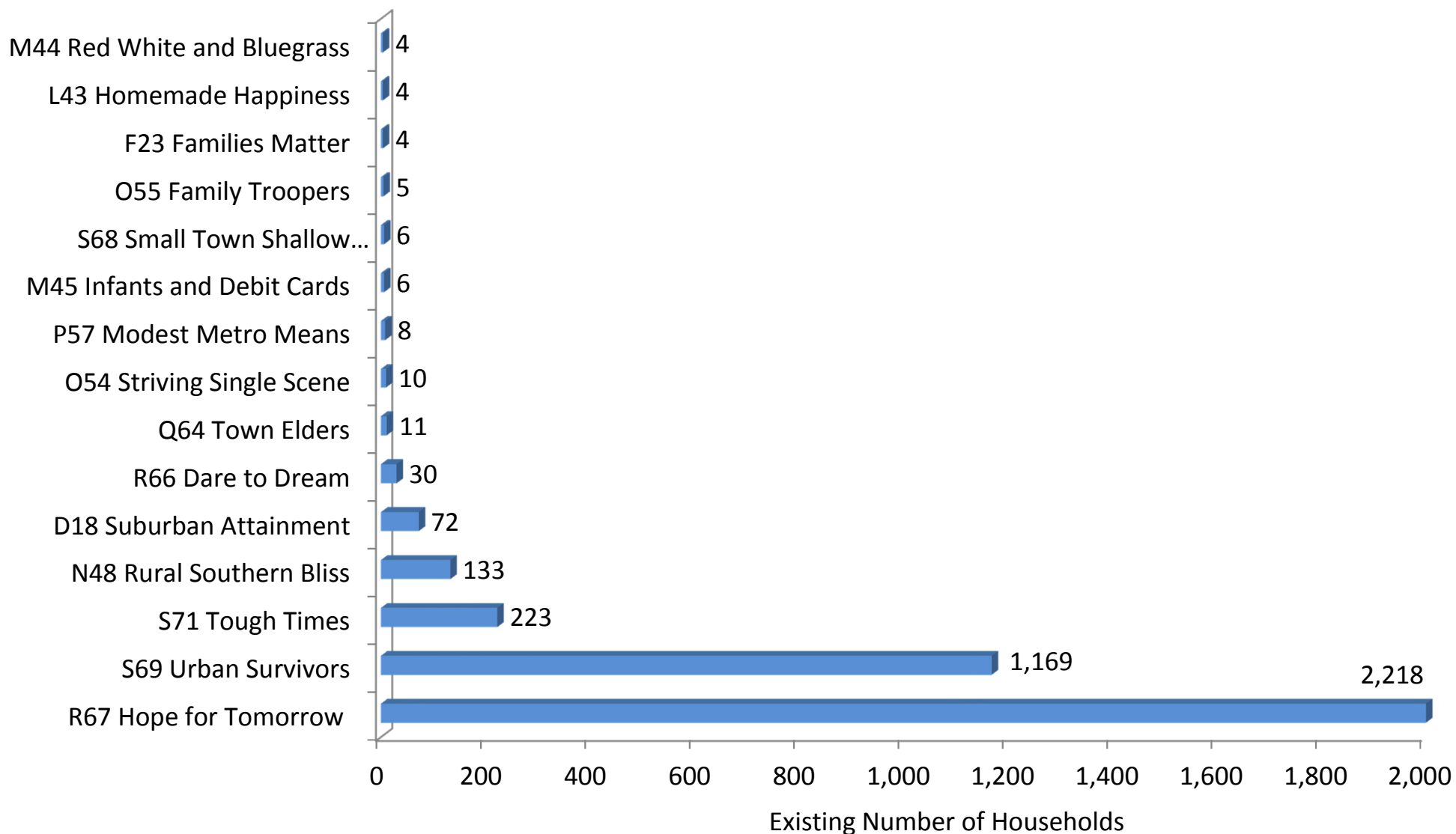


Existing Households by Predominant Lifestyle Cluster
Berrien COUNTY | Southwest Michigan Prosperity Region 8 | Year 2015



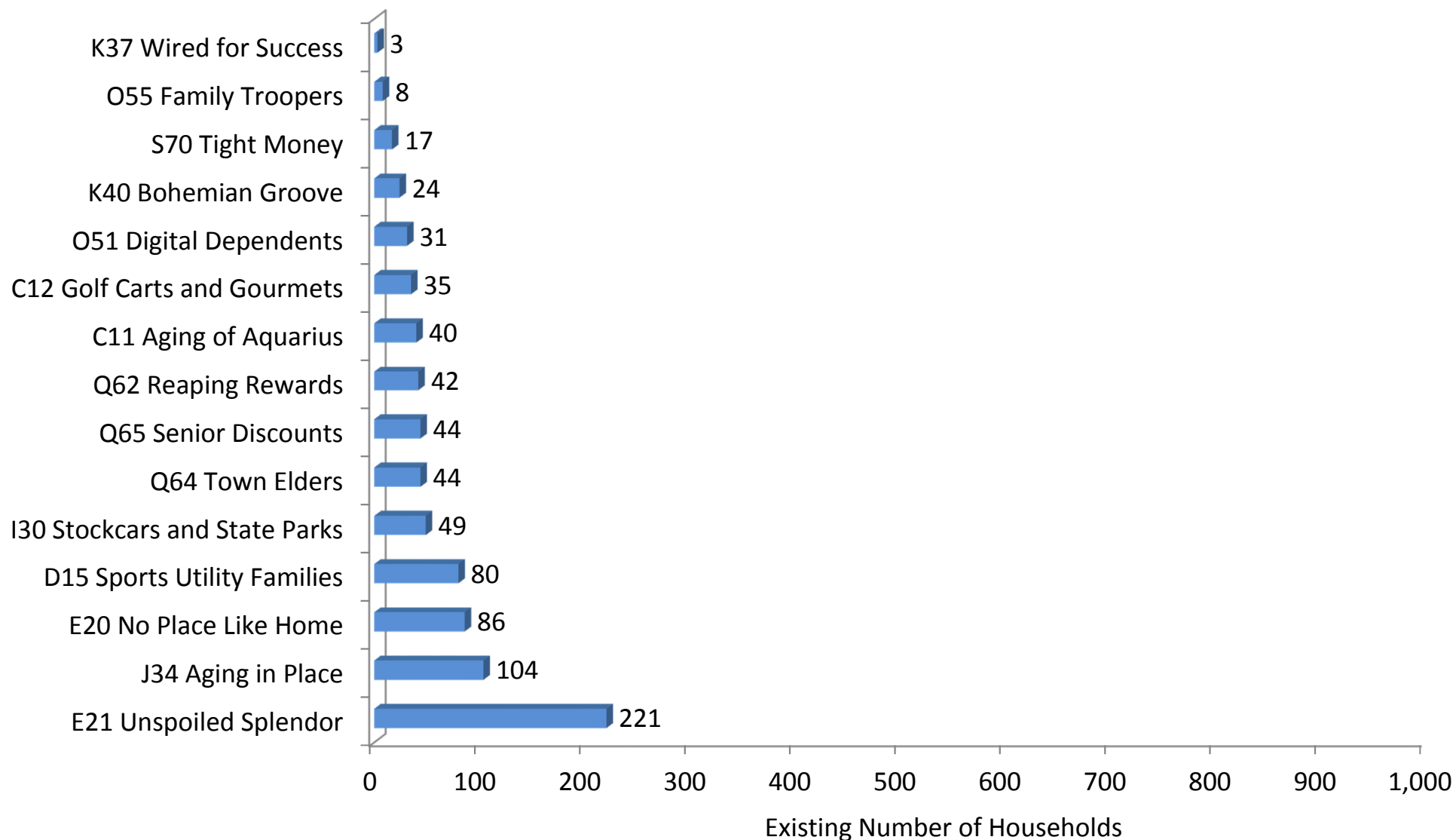
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
The City of Benton Harbor | Berrien County, Michigan | Year 2015



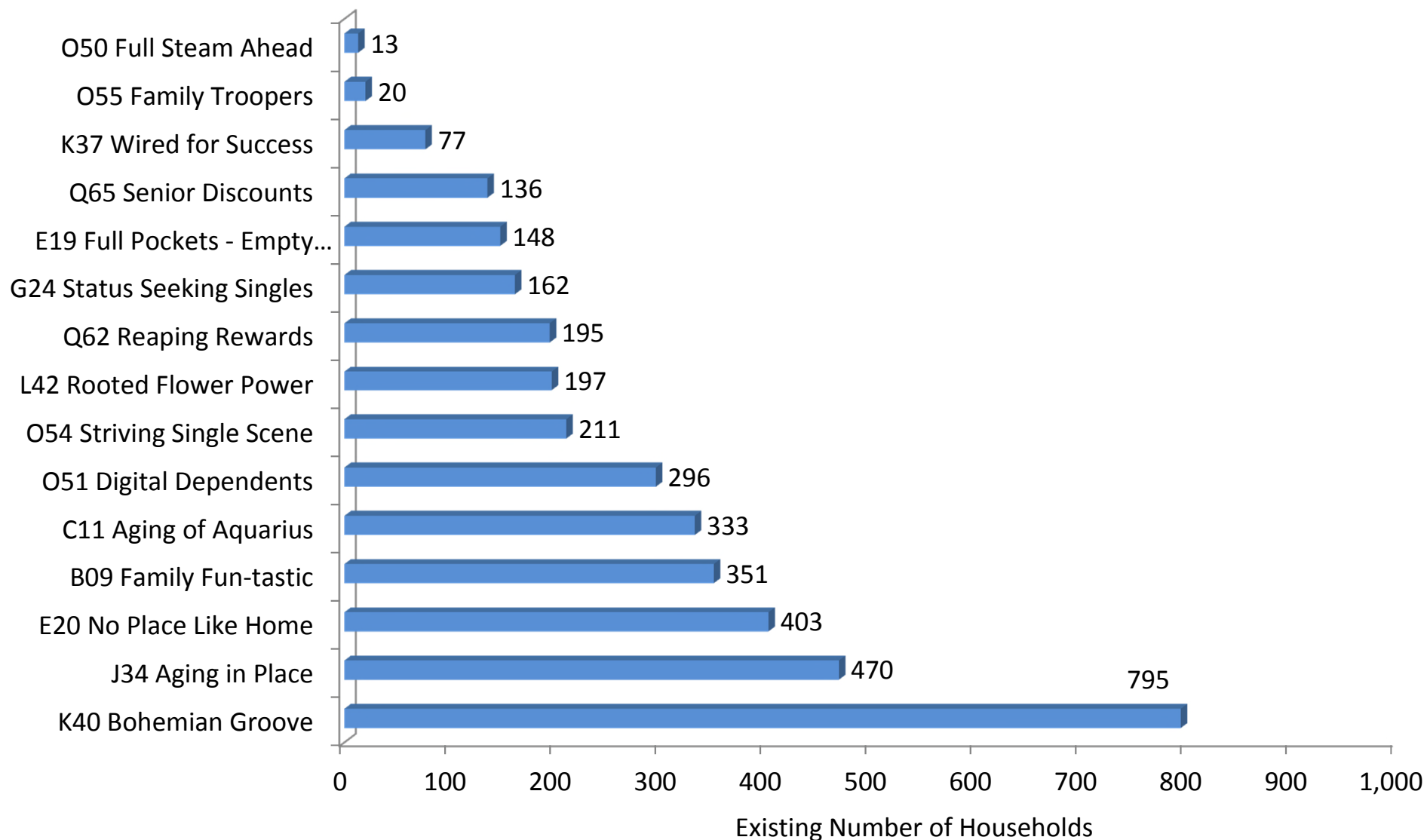
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
The City of Bridgman | Berrien County, Michigan | Year 2015



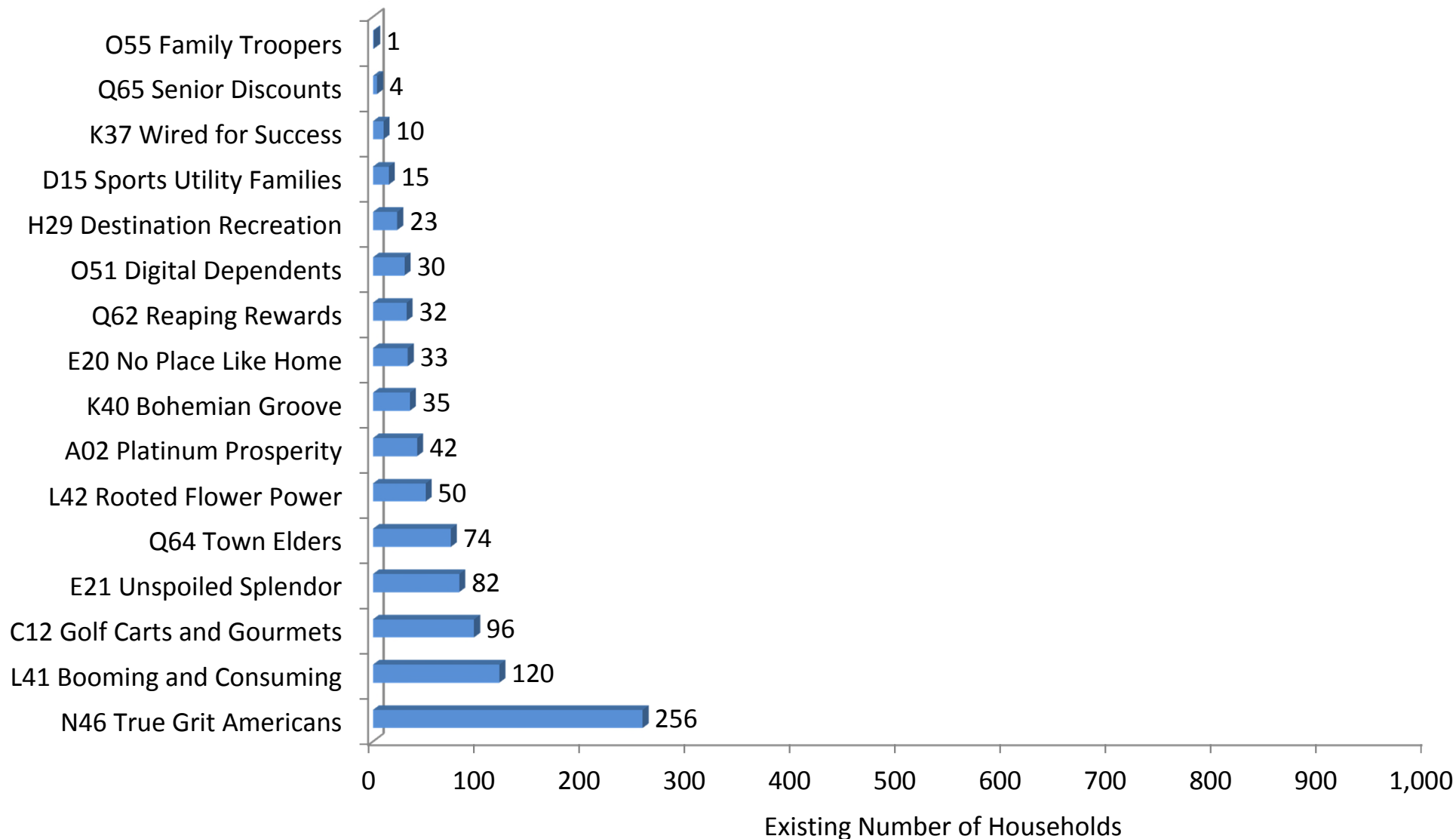
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
The City of Saint Joseph | Berrien County, Michigan | Year 2015



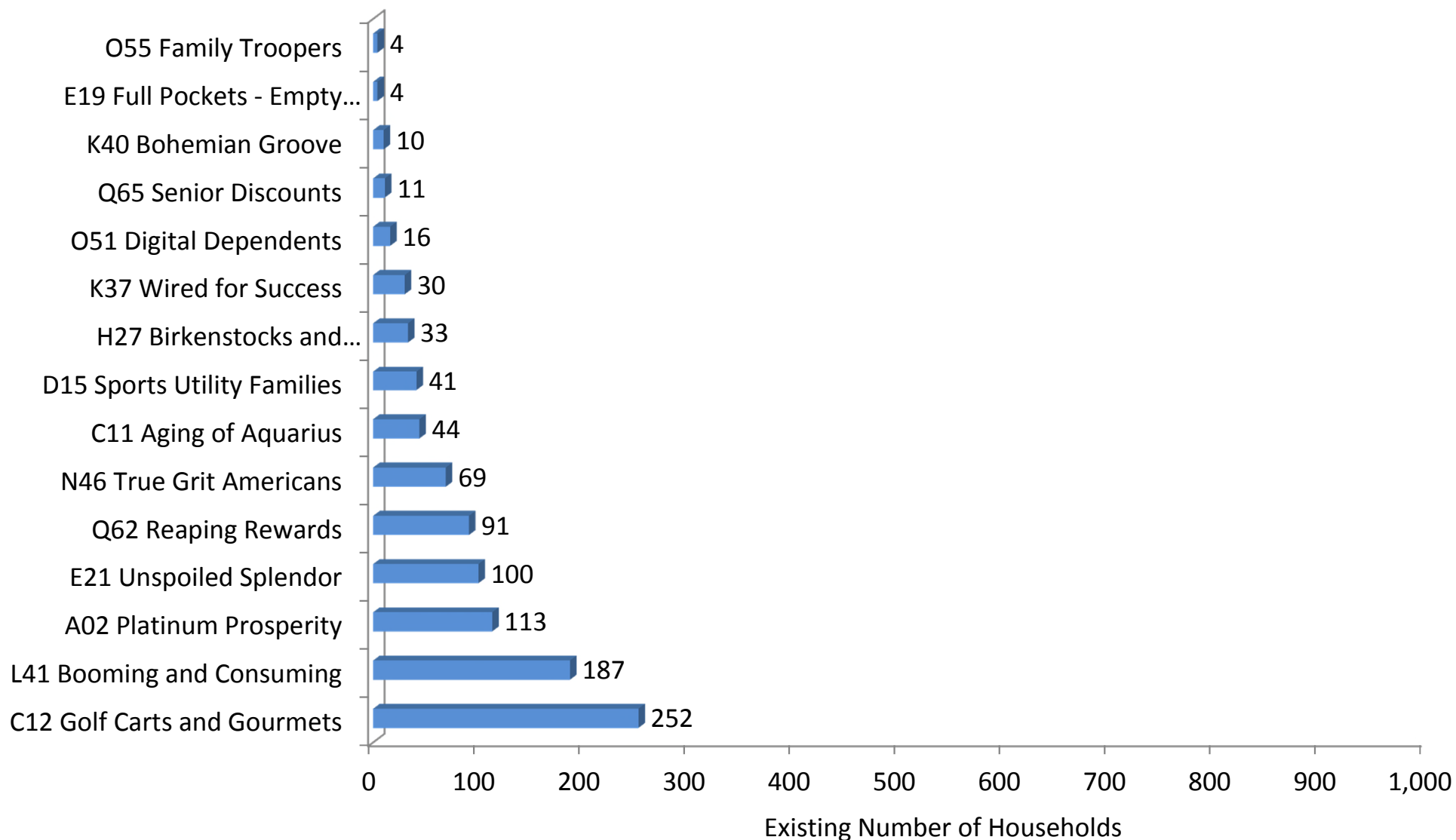
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
The City of New Buffalo | Berrien County, Michigan | Year 2015



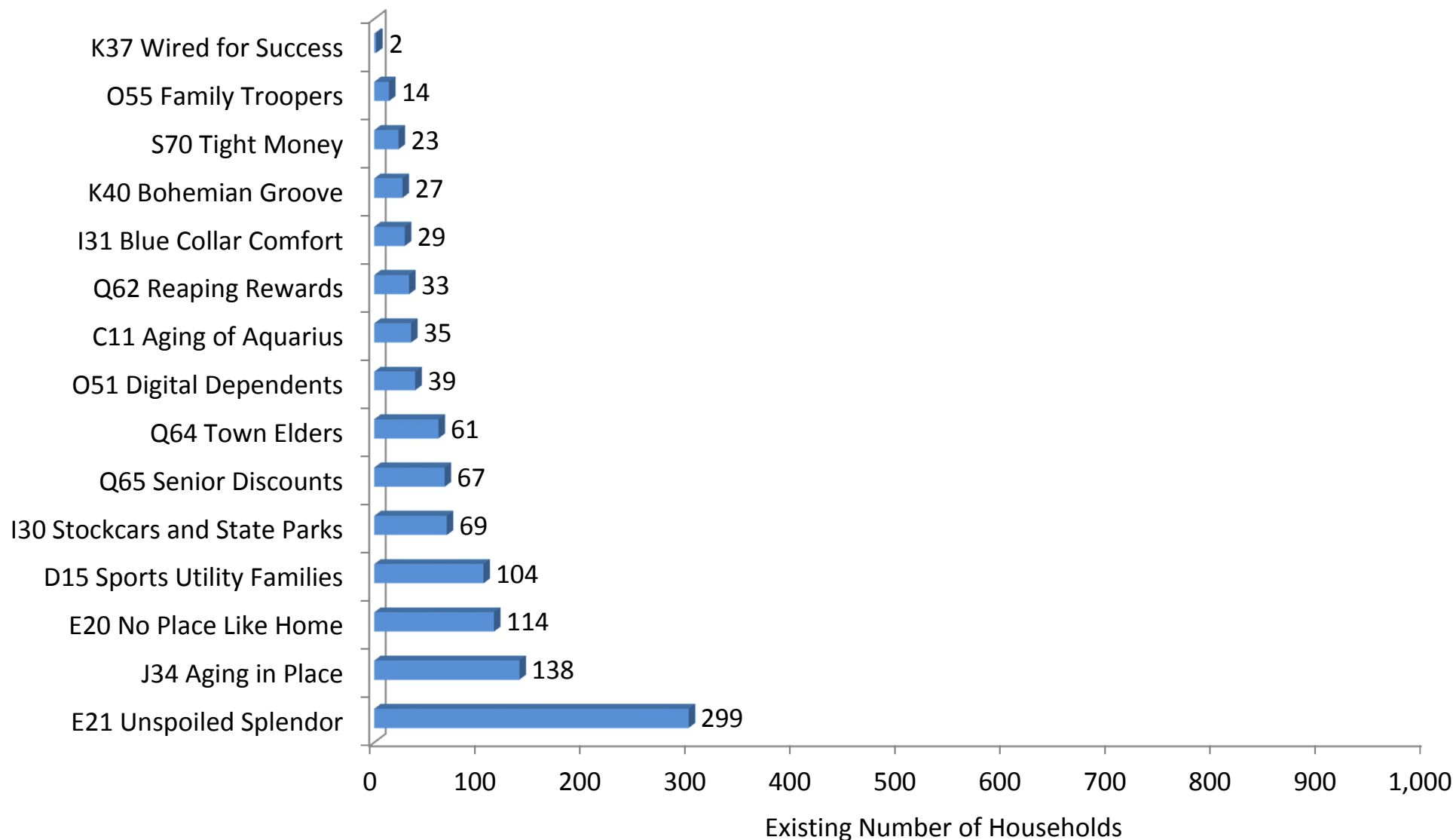
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
New Buffalo Township | Berrien County, Michigan | Year 2015



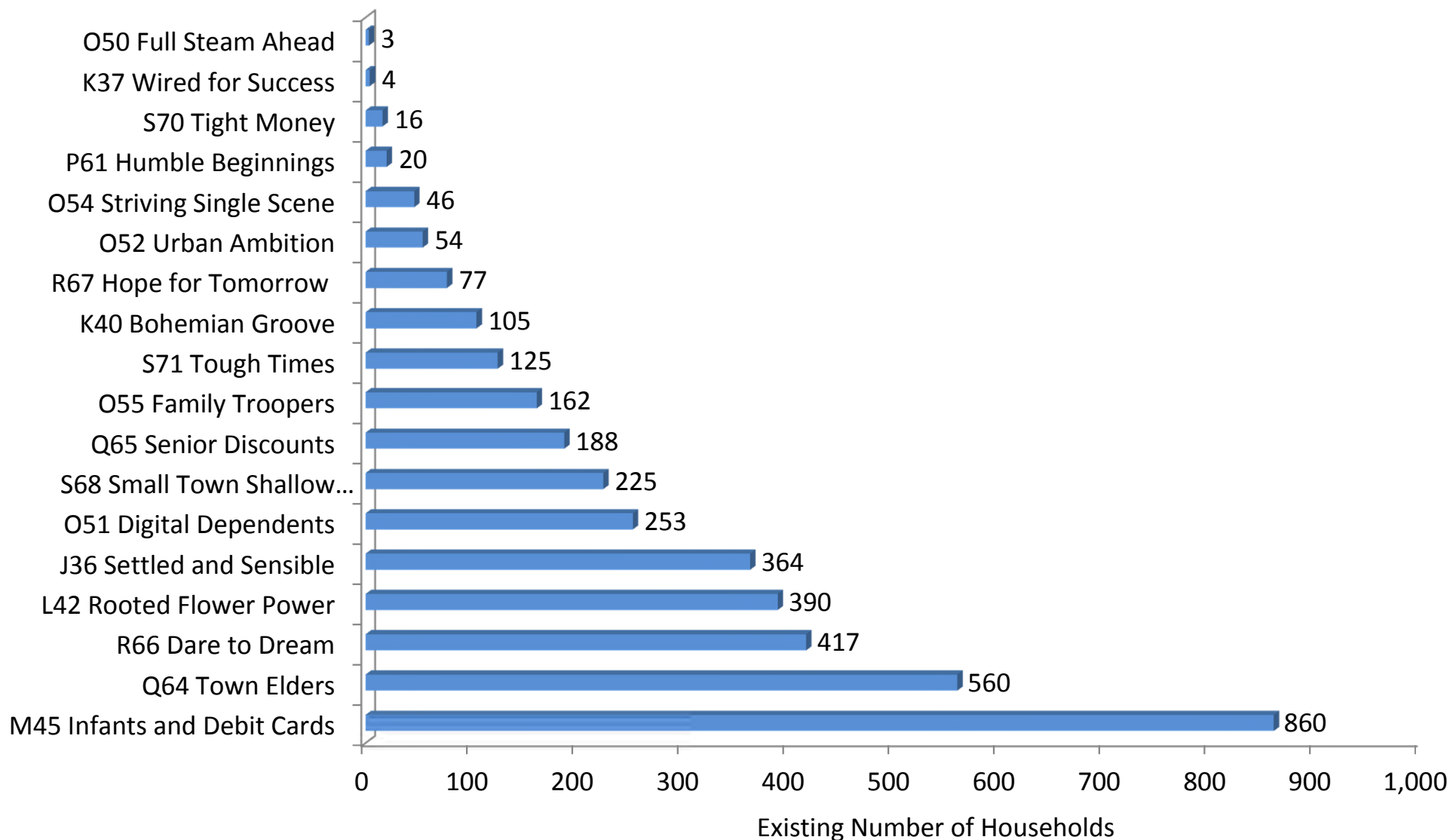
Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
Lake Charter Township | Berrien County, Michigan | Year 2015



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Existing Households by Predominant Lifestyle Cluster
The City of Niles | Berrien County, Michigan | Year 2015



Source: Underlying Mosaic|USA data provided by Experian Decision Analytics and powered by Sites|USA, with results through year-end 2015. Analysis and exhibit prepared by LandUse|USA; 2016.

Exhibit G.9

Market Parameters and Forecasts - Population
All Counties in Southwest Michigan Prosperity Region 8

		2010 Census	2010 ACS 1-yr	2011 ACS 1-yr	2012 ACS 1-yr	2013 ACS 1-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast	2014 ACS 5-yr
		Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Persons per Hhld.
Order	West PR-4									
1	Allegan Co.	111,408	111,385	111,405	111,589	111,742	112,266	113,321	115,462	2.7
Order	Southwest PR-8									
1	Berrien Co.	156,813	157,232	157,109	156,759	156,290	155,992	155,992	155,992	2.6
2	Branch Co.	45,248	46,083	45,765	44,920	44,398	43,965	43,965	43,965	2.8
3	Calhoun Co.	136,146	137,112	136,554	136,063	135,534	135,150	135,150	135,150	2.6
4	Cass Co.	52,293	52,429	52,373	52,412	52,212	52,001	52,001	52,001	2.6
5	Kalamazoo Co.	250,331	247,246	248,810	250,704	252,763	254,870	259,137	267,886	2.5
6	Saint Joseph Co.	61,295	61,848	61,630	61,314	61,111	60,998	60,998	60,998	2.8
7	Van Buren Co.	76,258	76,585	76,410	76,149	75,897	75,569	75,569	75,569	2.7

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Population
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit G.10

		2010 Census	2010 ACS 1-yr	2011 ACS 1-yr	2012 ACS 1-yr	2013 ACS 1-yr	2014 ACS 5-yr	2016 Forecast	2020 Forecast	2014 ACS 5-yr
Order	County Name	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Pop- ulation	Persons per Hhld.
	Berrien Co.	156,813	157,232	157,109	156,759	156,290	155,992	155,992	155,992	2.6
1	Baroda Village	--	--	--	--	--	824	--	--	2.3
2	Benton Harbor City	--	--	--	--	--	10,056	--	--	2.7
3	Benton Heights CDP	--	--	--	--	--	4,467	--	--	3.2
4	Berrien Springs Village	--	--	--	--	--	1,338	--	--	2.2
5	Bridgman City	--	--	--	--	--	1,963	--	--	2.4
6	Buchanan City	--	--	--	--	--	4,426	--	--	2.2
7	Coloma City	--	--	--	--	--	1,705	--	--	2.6
8	Eau Claire Village	--	--	--	--	--	569	--	--	3.0
9	Fair Plain CDP	--	--	--	--	--	8,043	--	--	2.5
10	Galien Village	--	--	--	--	--	538	--	--	2.5
11	Grand Beach Village	--	--	--	--	--	249	--	--	2.2
12	Lake Michigan Beach C	--	--	--	--	--	1,153	--	--	2.2
13	Michiana Village	--	--	--	--	--	190	--	--	1.7
14	New Buffalo City	--	--	--	--	--	1,890	--	--	2.3
15	New Troy CDP	--	--	--	--	--	558	--	--	2.7
16	Niles City	--	--	--	--	--	11,479	--	--	2.5
17	Paw Paw Lake CDP	--	--	--	--	--	3,639	--	--	2.4
18	Shoreham Village	--	--	--	--	--	832	--	--	2.3
19	Shorewood-Tower Hills	--	--	--	--	--	1,188	--	--	2.0
20	Saint Joseph City	--	--	--	--	--	8,310	--	--	2.1
21	Stevensville Village	--	--	--	--	--	1,312	--	--	2.2
22	Three Oaks Village	--	--	--	--	--	1,685	--	--	2.5
23	Watervliet City	--	--	--	--	--	1,949	--	--	2.9

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Households
All Counties in Southwest Michigan Prosperity Region 8

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2015 Forecast	2020 Forecast
		Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.
Order	West PR-4								
1	Allegan Co.	42,018	42,078	41,914	41,958	41,794	41,767	41,767	41,767
Order	Southwest PR-8								
1	Berrien Co.	63,054	62,612	61,678	61,286	60,414	60,320	60,320	60,320
2	Branch Co.	16,419	16,350	16,078	16,036	15,862	15,863	15,865	15,867
3	Calhoun Co.	54,016	53,925	53,481	53,290	53,428	52,842	52,842	52,842
4	Cass Co.	20,604	20,201	19,913	19,801	19,663	19,804	20,032	20,402
5	Kalamazoo Co.	100,610	99,456	99,603	99,720	100,072	100,042	100,042	100,042
6	Saint Joseph Co.	23,244	22,478	22,319	22,258	22,326	22,856	23,732	25,208
7	Van Buren Co.	28,928	29,096	28,846	28,378	28,374	28,178	28,178	28,178

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Households
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit G.12

		2010 Census	2010 ACS 5-yr	2011 ACS 5-yr	2012 ACS 5-yr	2013 ACS 5-yr	2014 ACS 5-yr	2015 Forecast	2020 Forecast
Order	County Name	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.	Total Hhlds.
	Berrien Co.	63,054	62,612	61,678	61,286	60,414	60,320	60,320	60,320
1	Baroda Village	--	373	346	370	353	366	388	426
2	Benton Harbor City	--	3,650	3,589	3,689	3,688	3,741	3,828	3,970
3	Benton Heights CDP	--	1,440	1,376	1,373	1,362	1,415	1,504	1,660
4	Berrien Springs Village	--	948	783	706	647	615	615	615
5	Bridgman City	--	978	889	855	793	805	825	857
6	Buchanan City	--	1,713	1,878	1,932	1,960	2,005	2,079	2,204
7	Coloma City	--	602	598	605	574	647	785	1,074
8	Eau Claire Village	--	187	195	192	197	187	187	187
9	Fair Plain CDP	--	3,336	3,340	3,195	3,258	3,221	3,221	3,221
10	Galien Village	--	197	225	195	209	213	220	231
11	Grand Beach Village	--	136	155	130	121	115	115	115
12	Lake Michigan Beach CDP	--	507	479	484	490	526	590	709
13	Michiana Village	--	75	81	90	88	111	162	301
14	New Buffalo City	--	857	864	804	802	815	836	872
15	New Troy CDP	--	199	192	181	206	206	206	206
16	Niles City	--	4,691	4,616	4,573	4,517	4,552	4,609	4,701
17	Paw Paw Lake CDP	--	1,292	1,374	1,472	1,587	1,508	1,508	1,508
18	Shoreham Village	--	374	373	405	374	357	357	357
19	Shorewood-Tower Hills-Hi	--	656	599	599	624	594	594	594
20	Saint Joseph City	--	4,053	4,136	4,103	3,828	3,932	4,105	4,398
21	Stevensville Village	--	501	485	524	583	598	623	665
22	Three Oaks Village	--	723	738	709	679	663	663	663
23	Watervliet City	--	676	635	622	655	662	673	692

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Exhibit G.13

Market Parameters and Forecasts - Median Household Income All Counties in Southwest Michigan Prosperity Region 8

		2010	2011	2012	2013	2014	2016	2020	2014	2014
		ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	Forecast	Forecast	ACS 5-yr	ACS 5-yr
		Median	Median	Median	Median	Median	Median	Median	Owner	Renter
		Household	Household	Household	Household	Household	Household	Household	Household	Household
		Income	Income	Income	Income	Income	Income	Income	Income	Income
Order	West PR-4									
1	Allegan Co.	\$50,240	\$51,232	\$51,232	\$52,061	\$52,472	\$53,054	\$53,879	\$58,502	\$30,536
Order	Southwest PR-8									
1	Berrien Co.	\$42,625	\$42,625	\$43,471	\$43,633	\$44,701	\$46,246	\$48,505	\$57,049	\$22,394
2	Branch Co.	\$42,133	\$42,505	\$42,995	\$41,856	\$42,538	\$43,514	\$44,920	\$50,221	\$23,634
3	Calhoun Co.	\$42,568	\$42,568	\$42,568	\$42,110	\$43,199	\$44,777	\$47,090	\$52,938	\$26,081
4	Cass Co.	\$45,177	\$45,432	\$45,462	\$44,346	\$45,166	\$46,343	\$48,045	\$51,569	\$28,442
5	Kalamazoo Co.	\$44,794	\$46,019	\$46,019	\$45,775	\$46,356	\$47,183	\$48,368	\$63,605	\$25,183
6	Saint Joseph Co.	\$44,392	\$44,433	\$44,433	\$44,051	\$44,145	\$44,277	\$44,462	\$51,169	\$25,289
7	Van Buren Co.	\$44,435	\$44,435	\$44,435	\$45,129	\$46,536	\$48,589	\$51,627	\$53,645	\$24,197

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Median Household Income
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit G.14

Order	County Name	2010 ACS 5-yr Median Household Income	2011 ACS 5-yr Median Household Income	2012 ACS 5-yr Median Household Income	2013 ACS 5-yr Median Household Income	2014 ACS 5-yr Median Household Income	2016 Forecast Median Household Income	2020 Forecast Median Household Income	2014 ACS 5-yr Owner Household Income	2014 ACS 5-yr Renter Household Income
	Berrien Co.	\$42,625	\$42,625	\$43,471	\$43,633	\$44,701	\$46,246	\$48,505	\$57,049	\$22,394
1	Baroda Village	\$37,688	\$38,684	\$40,714	\$44,464	\$39,063	\$40,413	\$42,387	\$41,250	\$37,167
2	Benton Harbor City	\$17,301	\$17,815	\$17,766	\$18,208	\$19,359	\$20,028	\$21,006	\$27,534	\$16,983
3	Benton Heights CDP	\$18,844	\$18,129	\$19,033	\$19,019	\$18,777	\$19,426	\$20,375	\$25,202	\$13,454
4	Berrien Springs Village	\$41,131	\$37,614	\$38,500	\$35,063	\$35,326	\$36,547	\$38,332	\$51,364	\$20,227
5	Bridgman City	\$50,909	\$51,250	\$50,515	\$42,969	\$40,197	\$41,586	\$43,618	\$55,729	\$25,375
6	Buchanan City	\$32,691	\$31,442	\$33,047	\$36,051	\$39,250	\$40,607	\$42,590	\$56,441	\$15,440
7	Coloma City	\$41,900	\$39,286	\$40,846	\$44,125	\$46,681	\$48,294	\$50,653	\$52,969	\$32,045
8	Eau Claire Village	\$37,014	\$38,906	\$38,393	\$37,404	\$40,577	\$41,979	\$44,030	\$45,313	\$26,250
9	Fair Plain CDP	\$38,066	\$36,974	\$32,658	\$34,329	\$37,687	\$38,990	\$40,894	\$47,135	\$20,488
10	Galien Village	\$47,159	\$48,295	\$42,625	\$40,625	\$38,036	\$39,351	\$41,273	\$42,857	\$35,125
11	Grand Beach Village	\$95,000	\$99,750	\$99,167	\$91,250	\$86,250	\$89,231	\$93,589	\$98,750	\$48,750
12	Lake Michigan Beach C	\$42,585	\$37,721	\$31,250	\$33,611	\$34,087	\$35,265	\$36,988	\$41,500	\$18,043
13	Michiana Village	\$104,583	\$95,313	\$79,167	\$80,833	\$69,583	\$71,988	\$75,504	\$68,750	--
14	New Buffalo City	\$39,976	\$37,024	\$40,676	\$40,278	\$43,155	\$44,646	\$46,827	\$56,058	\$29,265
15	New Troy CDP	\$33,854	\$35,625	\$27,321	\$37,969	\$44,000	\$45,521	\$47,744	\$54,583	\$19,167
16	Niles City	\$31,757	\$31,455	\$31,264	\$31,841	\$32,283	\$33,399	\$35,030	\$44,674	\$14,427
17	Paw Paw Lake CDP	\$45,270	\$44,359	\$42,377	\$42,850	\$49,107	\$50,804	\$53,286	\$60,284	\$30,263
18	Shoreham Village	\$76,818	\$88,036	\$90,893	\$81,563	\$75,938	\$78,563	\$82,400	\$77,750	\$75,625
19	Shorewood-Tower Hills	\$42,961	\$46,361	\$45,362	\$39,074	\$41,635	\$43,074	\$45,178	\$105,179	\$41,563
20	Saint Joseph City	\$49,982	\$50,237	\$52,167	\$51,027	\$52,772	\$54,596	\$57,263	\$65,186	\$35,039
21	Stevensville Village	\$46,012	\$49,688	\$53,750	\$56,641	\$52,000	\$53,797	\$56,425	\$57,614	\$40,417
22	Three Oaks Village	\$42,939	\$39,091	\$35,489	\$35,871	\$39,115	\$40,467	\$42,443	\$46,000	\$27,961
23	Watervliet City	\$37,083	\$39,769	\$41,719	\$42,083	\$44,500	\$46,038	\$48,287	\$59,792	\$24,821

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Total Housing Units, Including Vacancies
All Counties in Southwest Michigan Prosperity Region 8

		2010 Census Total Housing Units	2011 ACS 5-yr Total Housing Units	2012 ACS 5-yr Total Housing Units	2013 ACS 5-yr Total Housing Units	2014 ACS 5-yr Total Housing Units	2016 Forecast Total Housing Units	2020 Forecast Total Housing Units
Order	West PR-4							
1	Allegan Co.	49,049	49,250	49,388	49,379	49,541	49,801	50,168
Order	Southwest PR-8							
1	Berrien Co.	76,824	76,842	76,908	76,769	76,810	76,876	76,968
2	Branch Co.	20,857	20,864	20,806	20,730	20,682	20,682	20,682
3	Calhoun Co.	61,102	61,064	60,997	60,837	60,832	60,832	60,832
4	Cass Co.	25,755	25,867	25,854	25,849	25,896	25,971	26,077
5	Kalamazoo Co.	109,233	109,715	109,871	109,911	110,113	110,437	110,892
6	Saint Joseph Co.	27,795	27,763	27,741	27,698	27,700	27,703	27,708
7	Van Buren Co.	36,757	36,766	36,756	36,711	36,714	36,719	36,726

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.

Market Parameters and Forecasts - Total Housing Units, Including Vacancies
Berrien County by Place - Southwest Michigan Prosperity Region 8

Exhibit G.16

		2010	2011	2012	2013	2014	2016	2020
		Census	ACS 5-yr	ACS 5-yr	ACS 5-yr	ACS 5-yr	Forecast	Forecast
		Total	Total	Total	Total	Total	Total	Total
		Housing	Housing	Housing	Housing	Housing	Housing	Housing
Order	County Name	Units	Units	Units	Units	Units	Units	Units
	Berrien Co.	76,824	76,842	76,908	76,769	76,810	76,876	76,968
1	Baroda Village	385	362	376	367	389	389	390
2	Benton Harbor City	4,620	4,443	4,608	4,624	4,682	4,686	4,692
3	Benton Heights CDP	1,818	1,790	1,714	1,638	1,694	1,695	1,697
4	Berrien Springs Village	1,021	874	815	746	662	663	663
5	Bridgman City	1,079	1,017	1,042	1,004	1,024	1,025	1,026
6	Buchanan City	1,965	2,116	2,165	2,132	2,188	2,190	2,192
7	Coloma City	643	633	630	618	692	693	693
8	Eau Claire Village	235	250	251	263	264	264	265
9	Fair Plain CDP	3,608	3,599	3,586	3,570	3,550	3,553	3,557
10	Galien Village	226	251	237	264	263	263	264
11	Grand Beach Village	408	432	405	406	405	405	406
12	Lake Michigan Beach CDP	1,086	1,053	1,034	1,053	1,100	1,101	1,102
13	Michiana Village	388	373	356	361	372	372	373
14	New Buffalo City	1,558	1,618	1,615	1,669	1,667	1,668	1,670
15	New Troy CDP	199	228	212	237	245	245	246
16	Niles City	5,321	5,274	5,289	5,262	5,369	5,374	5,380
17	Paw Paw Lake CDP	2,011	2,159	2,234	2,591	2,401	2,403	2,406
18	Shoreham Village	475	488	527	488	468	468	469
19	Shorewood-Tower Hills-Hi	1,725	1,658	1,614	1,697	1,627	1,628	1,630
20	Saint Joseph City	4,812	4,910	4,970	4,742	4,759	4,763	4,769
21	Stevensville Village	603	588	595	662	699	700	700
22	Three Oaks Village	824	847	848	840	827	828	829
23	Watervliet City	764	762	773	816	771	772	773

Source: Underlying data provided by the U.S. Decennial Census and the American Community Survey for 2010 - 2014 (1- and 5-year estimates). Analysis, interpolations, and forecasts by LandUse|USA; 2016.



H

Market Assessment County and Places

Prepared by:



**Growing
home
design**

Prepared for:

Southwest Michigan Prosperity Region 8

Michigan Economic Development Corporation

Michigan State Housing Development Authority

Collaborative Community Development

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Demographic Profiles - Population and Employment

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2010-2015

	Berrien County	Village of Baroda	City of Benton Harbor	CDP Benton Heights	Village of Berrien Springs	The City of Bridgman
Households Census (2010)	63,054	381	3,548	1,409	756	954
Households ACS (2014)	60,320	366	3,741	1,415	570	805
Population Census (2010)	156,813	873	10,038	4,084	1,800	2,291
Population ACS (2014)	155,992	824	10,056	4,467	1,338	1,963
Group Quarters Population (2014)	5,019	0	138	129	45	101
Correctional Facilities	763	0	50	0	0	0
Nursing/Mental Health Facilities	1,325	0	0	76	0	101
College/University Housing	1,645	0	0	0	0	0
Military Quarters	0	0	0	0	0	0
Other	1,286	0	88	53	45	0
Daytime Employees Ages 16+ (2015)	90,941	170	8,393	1,264	913	1,703
Unemployment Rate (2015)	3.3%	4.1%	7.4%	6.0%	2.8%	2.0%
Employment by Industry Sector (2014)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Agric., Forest, Fish, Hunt, Mine	1.8%	0.7%	1.3%	4.8%	1.1%	0.0%
Arts, Ent. Rec., Accom., Food Service	9.6%	17.8%	13.0%	13.7%	4.1%	13.5%
Construction	5.1%	4.6%	3.0%	3.9%	6.9%	2.3%
Educ. Service, Health Care, Soc. Asst.	24.5%	17.1%	24.7%	26.9%	40.7%	23.5%
Finance, Ins., Real Estate	4.1%	5.5%	1.7%	3.7%	3.4%	0.0%
Information	1.2%	1.0%	1.0%	0.0%	2.1%	0.7%
Manufacturing	19.7%	15.6%	21.1%	24.7%	13.3%	18.1%
Other Services, excl. Public Admin.	5.2%	8.4%	7.6%	2.8%	5.5%	2.2%
Profess. Sci. Mngmt. Admin. Waste	7.4%	4.8%	7.1%	8.7%	5.3%	13.1%
Public Administration	2.8%	1.7%	3.6%	1.6%	2.3%	0.0%
Retail Trade	10.2%	9.9%	11.8%	6.9%	7.1%	15.4%
Transpo., Wrhse., Utilities	6.4%	8.4%	3.5%	2.0%	4.4%	9.9%
Wholesale Trade	1.9%	4.6%	0.6%	0.4%	3.6%	1.3%

Source: U.S. Census 2010; American Community Survey (ACS) 2009 - 2014; and Applied Geographic Solutions (AGS) for 2015. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Population and Employment

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2010-2015

	Berrien County	The City of Buchanan	The City of Coloma	Village of Eau Claire	CDP Fair Plain	Village of Galien
Households Census (2010)	63,054	1,901	606	214	3,183	227
Households ACS (2014)	60,320	2,005	647	186	3,221	213
Population Census (2010)	156,813	4,456	1,483	625	7,631	549
Population ACS (2014)	155,992	4,426	1,705	569	8,043	538
Group Quarters Population (2014)	5,019	12	0	0	41	1
Correctional Facilities	763	0	0	0	0	0
Nursing/Mental Health Facilities	1,325	0	0	0	0	0
College/University Housing	1,645	0	0	0	0	0
Military Quarters	0	0	0	0	0	0
Other	1,286	0	0	0	41	0
Daytime Employees Ages 16+ (2015)	90,941	1,529	958	152	10,172	142
Unemployment Rate (2015)	3.3%	2.1%	2.9%	3.5%	3.2%	2.4%
Employment by Industry Sector (2014)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Agric., Forest, Fish, Hunt, Mine	1.8%	0.3%	0.0%	6.0%	0.6%	0.0%
Arts, Ent. Rec., Accom., Food Service	9.6%	10.1%	11.3%	7.9%	6.9%	14.2%
Construction	5.1%	5.1%	8.1%	13.1%	1.7%	7.7%
Educ. Service, Health Care, Soc. Asst.	24.5%	22.6%	24.2%	17.1%	26.3%	6.5%
Finance, Ins., Real Estate	4.1%	0.8%	4.2%	4.8%	4.0%	5.0%
Information	1.2%	0.0%	2.0%	1.6%	2.0%	0.8%
Manufacturing	19.7%	14.6%	25.6%	17.1%	24.6%	18.0%
Other Services, excl. Public Admin.	5.2%	7.9%	3.1%	2.8%	5.4%	10.0%
Profess. Sci. Mngmt. Admin. Waste	7.4%	11.2%	5.5%	5.6%	6.7%	4.2%
Public Administration	2.8%	1.8%	2.7%	0.4%	4.8%	8.8%
Retail Trade	10.2%	13.5%	12.0%	16.3%	9.7%	6.5%
Transpo., Wrhse., Utilities	6.4%	11.4%	0.3%	6.0%	7.0%	13.4%
Wholesale Trade	1.9%	0.7%	0.8%	1.6%	0.5%	5.0%

Source: U.S. Census 2010; American Community Survey (ACS) 2009 - 2014; and Applied Geographic Solutions (AGS) for 2015. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Population and Employment

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2010-2015

	Berrien County	Village of Grand Beach	Twp. Lake Charter	CDP Lake Michigan Beach	Village of Michiana	The City of New Buffalo
Households Census (2010)	63,054	133	1,211	537	105	881
Households ACS (2014)	60,320	113	1,216	526	111	815
Population Census (2010)	156,813	272	2,972	1,216	182	1,883
Population ACS (2014)	155,992	249	2,962	1,153	190	1,890
Group Quarters Population (2014)	5,019	0	44	0	0	0
Correctional Facilities	763	0	0	0	0	0
Nursing/Mental Health Facilities	1,325	0	0	0	0	0
College/University Housing	1,645	0	0	0	0	0
Military Quarters	0	0	0	0	0	0
Other	1,286	0	44	0	0	0
Daytime Employees Ages 16+ (2015)	90,941	70	1,950	579	47	1,543
Unemployment Rate (2015)	3.3%	1.6%	1.8%	4.0%	1.2%	2.2%
Employment by Industry Sector (2014)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Agric., Forest, Fish, Hunt, Mine	1.8%	0.0%	0.3%	2.3%	2.7%	2.2%
Arts, Ent. Rec., Accom., Food Service	9.6%	8.0%	13.4%	15.4%	1.4%	19.7%
Construction	5.1%	2.3%	8.3%	0.0%	4.1%	7.4%
Educ. Service, Health Care, Soc. Asst.	24.5%	33.3%	18.9%	21.4%	13.7%	15.8%
Finance, Ins., Real Estate	4.1%	18.4%	6.6%	3.1%	16.4%	7.1%
Information	1.2%	1.1%	2.3%	0.0%	0.0%	1.5%
Manufacturing	19.7%	14.9%	16.0%	23.6%	15.1%	10.3%
Other Services, excl. Public Admin.	5.2%	2.3%	4.4%	2.6%	1.4%	4.6%
Profess. Sci. Mngmt. Admin. Waste	7.4%	13.8%	11.0%	14.0%	37.0%	10.4%
Public Administration	2.8%	0.0%	1.0%	4.3%	1.4%	1.3%
Retail Trade	10.2%	2.3%	8.1%	6.8%	5.5%	12.3%
Transpo., Wrhse., Utilities	6.4%	2.3%	9.7%	2.3%	0.0%	7.1%
Wholesale Trade	1.9%	1.1%	0.0%	4.3%	1.4%	0.5%

Source: U.S. Census 2010; American Community Survey (ACS) 2009 - 2014; and Applied Geographic Solutions (AGS) for 2015. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Population and Employment

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2010-2015

	Berrien County	Twp. New Buffalo	CDP New Troy	The City of Niles	CDP Paw Paw Lake	The City of Saint Joseph
Households Census (2010)	63,054	1,077	211	4,806	1,535	3,933
Households ACS (2014)	60,320	975	206	4,552	1,504	3,932
Population Census (2010)	156,813	2,386	497	11,600	3,511	8,365
Population ACS (2014)	155,992	2,261	558	11,479	3,639	8,310
Group Quarters Population (2014)	5,019	23	0	224	0	0
Correctional Facilities	763	0	0	0	0	0
Nursing/Mental Health Facilities	1,325	0	0	155	0	0
College/University Housing	1,645	0	0	0	0	0
Military Quarters	0	0	0	0	0	0
Other	1,286	23	0	69	0	0
Daytime Employees Ages 16+ (2015)	90,941	1,160	135	4,896	587	12,320
Unemployment Rate (2015)	3.3%	3.1%	2.9%	4.2%	2.3%	3.0%
Employment by Industry Sector (2014)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Agric., Forest, Fish, Hunt, Mine	1.8%	1.5%	0.0%	0.1%	3.5%	0.0%
Arts, Ent. Rec., Accom., Food Service	9.6%	11.4%	25.3%	10.2%	4.8%	5.4%
Construction	5.1%	12.0%	3.9%	4.4%	7.8%	4.0%
Educ. Service, Health Care, Soc. Asst.	24.5%	21.2%	8.1%	22.9%	21.5%	7.0%
Finance, Ins., Real Estate	4.1%	7.7%	2.1%	5.6%	6.5%	15.8%
Information	1.2%	0.5%	0.0%	0.8%	1.7%	5.6%
Manufacturing	19.7%	7.8%	18.6%	22.7%	12.6%	18.5%
Other Services, excl. Public Admin.	5.2%	1.9%	5.3%	5.8%	5.3%	2.1%
Profess. Sci. Mngmt. Admin. Waste	7.4%	15.1%	2.8%	7.1%	7.1%	7.5%
Public Administration	2.8%	2.0%	7.0%	2.2%	5.9%	7.0%
Retail Trade	10.2%	13.0%	13.7%	10.7%	13.1%	19.0%
Transpo., Wrhse., Utilities	6.4%	4.0%	10.5%	5.1%	8.7%	2.7%
Wholesale Trade	1.9%	2.0%	2.8%	2.4%	1.6%	5.4%

Source: U.S. Census 2010; American Community Survey (ACS) 2009 - 2014; and Applied Geographic Solutions (AGS) for 2015. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Population and Employment

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2010-2015

	Berrien County	Village of Shoreham	Shorewood- Tower Hills- Harbert	Village of Stevens- ville	Village of Three Oaks	City of Water- vliet
Households Census (2010)	63,054	392	630	526	678	677
Households ACS (2014)	60,320	357	594	598	663	662
Population Census (2010)	156,813	862	1,344	1,142	1,622	1,735
Population ACS (2014)	155,992	832	1,188	1,312	1,685	1,949
Group Quarters Population (2014)	5,019	462	0	0	0	28
Correctional Facilities	763	301	0	0	0	0
Nursing/Mental Health Facilities	1,325	153	0	0	0	0
College/University Housing	1,645	0	0	0	0	0
Military Quarters	0	0	0	0	0	0
Other	1,286	8	0	0	0	28
Daytime Employees Ages 16+ (2015)	90,941	238	785	958	455	684
Unemployment Rate (2015)	3.3%	0.6%	0.8%	1.2%	2.6%	4.1%
Employment by Industry Sector (2014)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Agric., Forest, Fish, Hunt, Mine	1.8%	0.3%	1.7%	0.6%	1.8%	0.0%
Arts, Ent. Rec., Accom., Food Service	9.6%	11.7%	11.0%	12.4%	24.8%	9.6%
Construction	5.1%	4.1%	2.4%	4.5%	5.5%	5.1%
Educ. Service, Health Care, Soc. Asst.	24.5%	25.1%	33.8%	17.7%	14.0%	21.9%
Finance, Ins., Real Estate	4.1%	4.1%	6.0%	5.0%	3.3%	0.8%
Information	1.2%	0.5%	0.0%	0.0%	0.3%	1.1%
Manufacturing	19.7%	19.9%	19.8%	21.8%	15.6%	19.4%
Other Services, excl. Public Admin.	5.2%	5.8%	2.9%	6.6%	5.2%	3.0%
Profess. Sci. Mngmt. Admin. Waste	7.4%	6.2%	12.9%	8.1%	4.6%	8.5%
Public Administration	2.8%	2.1%	2.9%	1.1%	4.6%	3.3%
Retail Trade	10.2%	14.4%	2.9%	11.3%	11.9%	12.4%
Transpo., Wrhse., Utilities	6.4%	3.6%	2.4%	10.2%	7.0%	7.3%
Wholesale Trade	1.9%	2.3%	1.7%	0.6%	1.3%	7.4%

Source: U.S. Census 2010; American Community Survey (ACS) 2009 - 2014; and Applied Geographic Solutions (AGS) for 2015. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Total and Vacant Housing Units

Exhibit H.6

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2009-2014

	Berrien County	Village of Baroda	City of Harbor	CDP Heights	Village of Berrien Springs	The City of Bridgman
Total Housing Units (2014)	76,810	389	4,682	1,694	662	1,024
1, mobile, other	62,634	303	3,069	1,501	445	741
1 attached, 2	4,211	49	372	69	58	77
3 or 4	2,471	13	268	86	56	102
5 to 9	2,611	0	451	19	92	30
10 to 19	2,280	24	169	14	6	13
20 to 49	1,344	0	81	0	3	49
50 or more	1,259	0	272	5	2	12
Vacant (incl. Seasonal, Rented, Sold)	16,490	23	941	279	92	219
1, mobile, other	12,852	23	561	260	65	146
1 attached, 2	993	0	78	0	2	20
3 or 4	990	0	100	0	25	13
5 to 9	693	0	110	19	0	14
10 to 19	646	0	53	0	0	13
20 to 49	277	0	0	0	0	13
50 or more	39	0	39	0	0	0
Avail. (excl. Seasonal, Rented, Sold)	6,879	18	789	264	39	85
1, mobile, other	5,361	18	470	246	28	57
1 attached, 2	414	0	65	0	1	8
3 or 4	413	0	84	0	11	5
5 to 9	289	0	92	18	0	5
10 to 19	269	0	44	0	0	5
20 to 49	116	0	0	0	0	5
50 or more	16	0	33	0	0	0
Total by Reason for Vacancy (2014)	16,490	23	941	279	92	219
Available, For Rent	2,024	0	303	18	16	27
Available, For Sale	1,562	11	54	0	0	31
Available, Not Listed	<u>3,293</u>	<u>7</u>	<u>432</u>	<u>246</u>	<u>23</u>	<u>27</u>
Total Available	6,879	18	789	264	39	85
Seasonal, Recreation	8,504	0	81	15	14	121
Migrant Workers	385	0	0	0	0	0
Rented, Not Occupied	129	0	0	0	21	13
Sold, Not Occupied	<u>593</u>	<u>5</u>	<u>71</u>	<u>0</u>	<u>18</u>	<u>0</u>
Not Yet Occupied	722	5	71	0	39	13

Source: American Community Survey (ACS) 2009 - 2014. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Total and Vacant Housing Units

Exhibit H.7

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2009-2014

	Berrien County	The City of Buchanan	The City of Coloma	Village of Eau Claire	CDP Fair Plain	Village of Galien
Total Housing Units (2014)	76,810	2,188	692	264	3,550	263
1, mobile, other	62,634	1,427	592	205	2,812	227
1 attached, 2	4,211	246	44	23	63	36
3 or 4	2,471	167	33	36	59	0
5 to 9	2,611	110	17	0	59	0
10 to 19	2,280	127	6	0	278	0
20 to 49	1,344	93	0	0	213	0
50 or more	1,259	18	0	0	66	0
Vacant (incl. Seasonal, Rented, Sold)	16,490	183	45	78	329	50
1, mobile, other	12,852	56	18	34	188	40
1 attached, 2	993	85	8	14	0	10
3 or 4	990	42	8	30	59	0
5 to 9	693	0	11	0	0	0
10 to 19	646	0	0	0	59	0
20 to 49	277	0	0	0	23	0
50 or more	39	0	0	0	0	0
Avail. (excl. Seasonal, Rented, Sold)	6,879	169	27	29	245	40
1, mobile, other	5,361	52	11	13	140	32
1 attached, 2	414	78	5	5	0	8
3 or 4	413	39	5	11	44	0
5 to 9	289	0	7	0	0	0
10 to 19	269	0	0	0	44	0
20 to 49	116	0	0	0	17	0
50 or more	16	0	0	0	0	0
Total by Reason for Vacancy (2014)	16,490	183	45	78	329	50
Available, For Rent	2,024	85	25	0	86	5
Available, For Sale	1,562	42	0	22	96	10
Available, Not Listed	<u>3,293</u>	<u>42</u>	<u>2</u>	<u>7</u>	<u>63</u>	<u>25</u>
Total Available	6,879	169	27	29	245	40
Seasonal, Recreation	8,504	14	18	7	67	0
Migrant Workers	385	0	0	30	0	0
Rented, Not Occupied	129	0	0	0	0	5
Sold, Not Occupied	<u>593</u>	<u>0</u>	<u>0</u>	<u>12</u>	<u>17</u>	<u>5</u>
Not Yet Occupied	722	0	0	12	17	10

Source: American Community Survey (ACS) 2009 - 2014. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Total and Vacant Housing Units

Exhibit H.8

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2009-2014

	Berrien County	Village of Grand Beach	Lake Charter	CDP Lake Michigan Beach	Village of Michiana	The City of New Buffalo
Total Housing Units (2014)	76,810	405	1,472	1,100	372	1,667
1, mobile, other	62,634	405	1,370	1,001	370	999
1 attached, 2	4,211	0	56	54	2	129
3 or 4	2,471	0	36	8	0	135
5 to 9	2,611	0	0	37	0	206
10 to 19	2,280	0	0	0	0	113
20 to 49	1,344	0	10	0	0	85
50 or more	1,259	0	0	0	0	0
Vacant (incl. Seasonal, Rented, Sold)	16,490	292	256	574	261	852
1, mobile, other	12,852	292	256	548	259	362
1 attached, 2	993	0	0	0	2	63
3 or 4	990	0	0	0	0	109
5 to 9	693	0	0	26	0	130
10 to 19	646	0	0	0	0	109
20 to 49	277	0	0	0	0	79
50 or more	39	0	0	0	0	0
Avail. (excl. Seasonal, Rented, Sold)	6,879	4	35	103	24	54
1, mobile, other	5,361	4	35	98	24	23
1 attached, 2	414	0	0	0	0	4
3 or 4	413	0	0	0	0	7
5 to 9	289	0	0	5	0	8
10 to 19	269	0	0	0	0	7
20 to 49	116	0	0	0	0	5
50 or more	16	0	0	0	0	0
Total by Reason for Vacancy (2014)	16,490	292	256	574	261	852
Available, For Rent	2,024	0	35	21	0	12
Available, For Sale	1,562	2	0	33	13	23
Available, Not Listed	<u>3,293</u>	<u>2</u>	<u>0</u>	<u>49</u>	<u>11</u>	<u>19</u>
Total Available	6,879	4	35	103	24	54
Seasonal, Recreation	8,504	288	221	471	237	757
Migrant Workers	385	0	0	0	0	0
Rented, Not Occupied	129	0	0	0	0	0
Sold, Not Occupied	<u>593</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>41</u>
Not Yet Occupied	722	0	0	0	0	41

Source: American Community Survey (ACS) 2009 - 2014. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Total and Vacant Housing Units

Exhibit H.9

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2009-2014

	Berrien County	Buffalo New	Troy New	The City of Niles	Lake Paw Paw	The City of Saint Joseph
Total Housing Units (2014)	76,810	2,404	245	5,369	2,401	1,627
1, mobile, other	62,634	2,305	235	3,625	1,953	1,609
1 attached, 2	4,211	37	6	370	80	11
3 or 4	2,471	4	4	251	224	0
5 to 9	2,611	38	0	344	68	0
10 to 19	2,280	14	0	380	76	7
20 to 49	1,344	6	0	140	0	0
50 or more	1,259	0	0	259	0	0
Vacant (incl. Seasonal, Rented, Sold)	16,490	1,429	39	817	897	1,033
1, mobile, other	12,852	1,413	39	476	566	1,033
1 attached, 2	993	7	0	115	25	0
3 or 4	990	4	0	66	180	0
5 to 9	693	5	0	26	50	0
10 to 19	646	0	0	134	76	0
20 to 49	277	0	0	0	0	0
50 or more	39	0	0	0	0	0
Avail. (excl. Seasonal, Rented, Sold)	6,879	138	24	645	184	55
1, mobile, other	5,361	136	24	376	116	55
1 attached, 2	414	1	0	91	5	0
3 or 4	413	0	0	52	37	0
5 to 9	289	0	0	21	10	0
10 to 19	269	0	0	106	16	0
20 to 49	116	0	0	0	0	0
50 or more	16	0	0	0	0	0
Total by Reason for Vacancy (2014)	16,490	1,429	39	817	897	1,033
Available, For Rent	2,024	14	14	279	37	29
Available, For Sale	1,562	62	0	49	58	16
Available, Not Listed	<u>3,293</u>	<u>62</u>	<u>10</u>	<u>317</u>	<u>89</u>	<u>10</u>
Total Available	6,879	138	24	645	184	55
Seasonal, Recreation	8,504	1,259	15	50	713	978
Migrant Workers	385	0	0	0	0	0
Rented, Not Occupied	129	13	0	7	0	0
Sold, Not Occupied	<u>593</u>	<u>19</u>	<u>0</u>	<u>115</u>	<u>0</u>	<u>0</u>
Not Yet Occupied	722	32	0	122	0	0

Source: American Community Survey (ACS) 2009 - 2014. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Demographic Profiles - Total and Vacant Housing Units

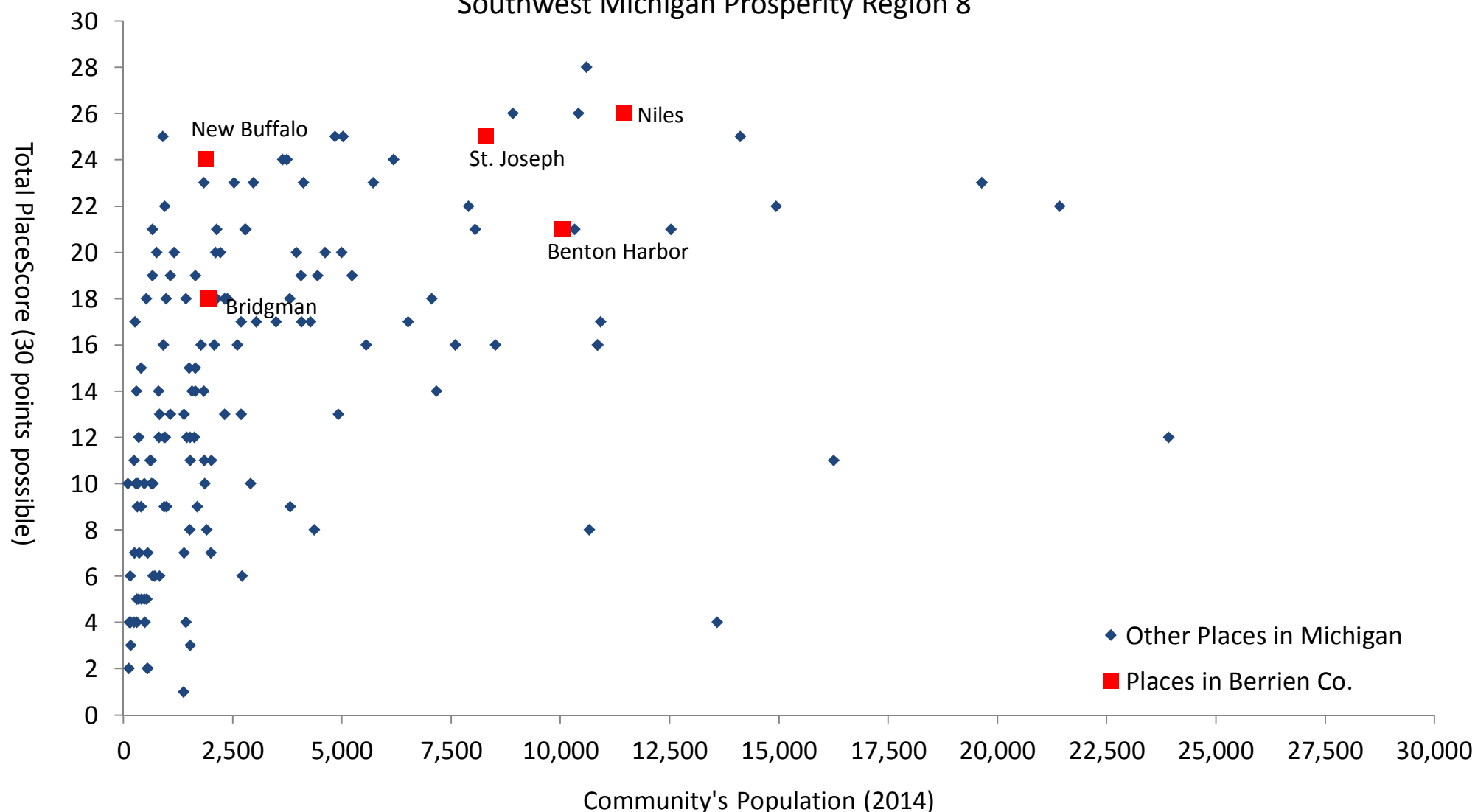
Exhibit H.10

Berrien County - Southwest Michigan Prosperity Region 8 | Years 2009-2014

	Berrien County	Village of Shoreham	Shorewood- Tower Hills- Harbert	Village of Stevens- ville	Village of Three Oaks	City of Water- vliet
Total Housing Units (2014)	76,810	4,759	468	699	827	771
1, mobile, other	62,634	2,949	319	486	696	621
1 attached, 2	4,211	503	63	89	48	47
3 or 4	2,471	265	30	74	21	35
5 to 9	2,611	262	41	24	27	12
10 to 19	2,280	154	15	26	26	0
20 to 49	1,344	337	0	0	9	3
50 or more	1,259	289	0	0	0	53
Vacant (incl. Seasonal, Rented, Sold)	16,490	827	111	101	164	109
1, mobile, other	12,852	344	65	13	154	85
1 attached, 2	993	130	31	18	10	16
3 or 4	990	129	0	52	0	8
5 to 9	693	104	15	9	0	0
10 to 19	646	18	0	9	0	0
20 to 49	277	102	0	0	0	0
50 or more	39	0	0	0	0	0
Avail. (excl. Seasonal, Rented, Sold)	6,879	407	19	92	62	92
1, mobile, other	5,361	169	11	12	58	72
1 attached, 2	414	64	5	16	4	14
3 or 4	413	63	0	47	0	7
5 to 9	289	51	3	8	0	0
10 to 19	269	9	0	8	0	0
20 to 49	116	50	0	0	0	0
50 or more	16	0	0	0	0	0
Total by Reason for Vacancy (2014)	16,490	827	111	101	164	109
Available, For Rent	2,024	221	0	79	10	17
Available, For Sale	1,562	33	7	13	17	5
Available, Not Listed	<u>3,293</u>	<u>153</u>	<u>12</u>	<u>0</u>	<u>35</u>	<u>70</u>
Total Available	6,879	407	19	92	62	92
Seasonal, Recreation	8,504	380	87	9	102	17
Migrant Workers	385	0	0	0	0	0
Rented, Not Occupied	129	40	5	0	0	0
Sold, Not Occupied	<u>593</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Not Yet Occupied	722	40	5	0	0	0

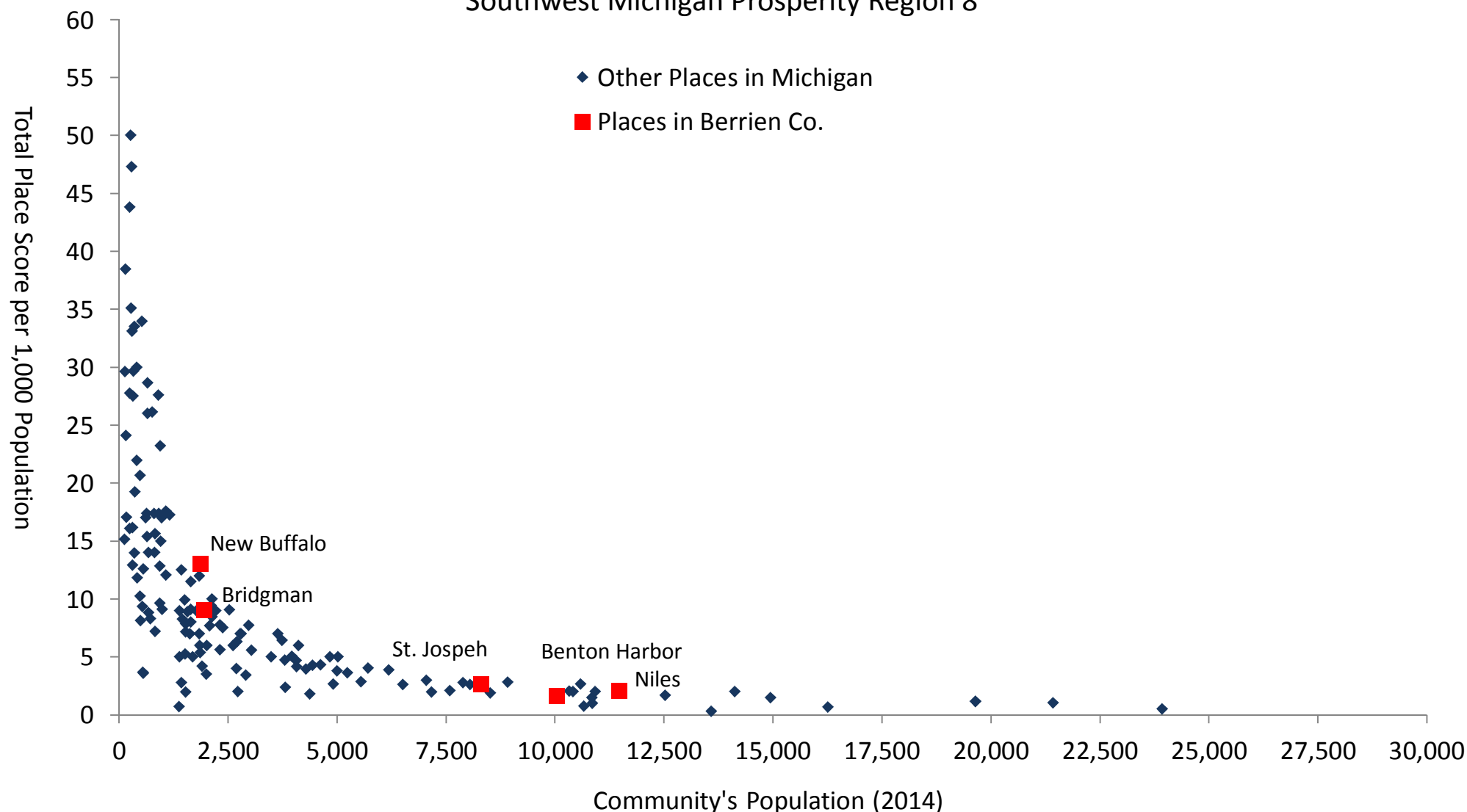
Source: American Community Survey (ACS) 2009 - 2014. Analysis and exhibit prepared by Growing Home Design in collaboration with LandUse|USA; 2016.

Total PlaceScore™ v. Total Population
 Places in Berrien County v. Others in Michigan
 Southwest Michigan Prosperity Region 8



Source: Based on a subjective analysis of 30 Placemaking criteria using internet research only, and have not been field-verified.
 Analysis by Growing Home Design in collaboration with LandUse|USA, 2016. Population is ACS 5-year estimates for 2010 - 2014.
 The PlaceScore term and methodology is trademarked by LandUse|USA as-of January 2014, with all rights reserved.

Total PlaceScore™ per 1,000 Population
Places in Berrien County v. Others in Michigan
Southwest Michigan Prosperity Region 8



Source: Based on a subjective analysis of 30 Placemaking criteria using internet research only, and have not been field-verified.
Analysis by Growing Home Design in collaboration with LandUse|USA, 2016. Population is ACS 5-year estimates for 2010 - 2014.
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PlaceScores™ - Local Placemaking Initiatives and Amenities
 (As Evident Through Internet Research and Search Engines)
 Selected Places | Southwest Michigan Prosperity Region 8

Primary County	Berrien	Berrien	Berrien	Berrien	Berrien
Jurisdiction Name	City of Benton Harbor	City of Bridgman	City of New Buffalo	City of Niles	City of St. Joseph
2010 Population (Decennial Census)	10,038	2,291	1,883	11,600	8,365
2014 Population (5-yr ACS 2010-2014)	10,056	1,963	1,890	11,479	8,310
City/Village-Wide Planning Documents					
1 City-Wide Master Plan (not county)	1	1	1	1	1
2 Has a Zoning Ordinance Online	1	1	1	1	1
3 Considering a Form Based Code	0	1	0	0	1
4 Parks & Rec. Plan or Commission	1	1	1	1	1
Downtown Planning Documents					
5 Established DDA, BID, or Similar	1	1	1	1	1
6 DT Master Plan, Subarea Plan	0	1	1	1	0
7 Streetscape, Transp. Improv. Plan	1	1	1	1	1
8 Retail Market Study or Strategy	1	0	0	1	1
9 Residential Market Study, Strategy	1	0	0	1	1
10 Façade Improvement Program	1	1	1	1	1
Downtown Organization and Marketing					
11 Designation: Michigan Cool City	0	0	0	1	0
12 Member of Michigan Main Street	1	0	1	1	0
13 Main Street 4-Point Approach	1	0	1	1	0
14 Facebook Page	1	1	1	1	1
Listing or Map of Merchants and Amenities					
15 City/Village Main Website	1	0	1	1	1
16 DDA, BID, or Main Street Website	0	0	1	1	1
17 Chamber or CVB Website	1	1	1	1	1
Subtotal Place Score (17 points possible)	13	10	13	16	13

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 If a community's amenities and resources are not listed, then the challenge is to improve marking efforts
 and ensure that the resources are available and easy to find through mainstream online search engines.
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 Selected Places | Southwest Michigan Prosperity Region 8

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Unique Downtown Amenities					
1 Cinema/Theater, Playhouse	1	0	1	1	1
2 Waterfront Access/Parks	1	1	1	1	1
3 Established Farmer's Market	1	1	1	1	1
4 Summer Music in the Park	0	1	1	1	1
5 National or Other Major Festival	0	1	0	0	1
Downtown Street and Environment					
6 Angle Parking (not parallel)	1	0	1	0	1
7 Reported Walk Score is 50+	1	0	1	1	1
8 Walk Score/1,000 Pop is 40+	0	0	0	0	0
9 Off Street Parking is Evident	1	1	1	1	1
10 2-Level Scale of Historic Buildings	1	1	1	1	1
11 Balanced Scale 2 Sides of Street	0	0	1	1	1
12 Pedestrian Crosswalks, Signaled	0	1	1	1	1
13 Two-way Traffic Flow	1	1	1	1	1
Subtotal Place Score (13 points possible)	8	8	11	10	12
Total Place Score (30 Points Possible)	21	18	24	26	25
Total Place Score per 1,000 Population	2	9	13	2	3
Reported Walk Score (avg. = 42)	68	38	63	80	83
Walk Score per 1,000 Population	7	19	33	7	10

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