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# DWELLING FOR THE MIDDLE CLASSES

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## C A S E   S T U D I E S F O R   R E S I D E N T I A L   U N I T S

( HOUSEHOLDS:   B Y   I N C O M E   T I E R )

SERVICE / LABOR	40 - 50 % AMI
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TECHNICAL / SKILLED TRADES	50 - 70 % AMI
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BUSINESS / OFFICE	70 - 90 % AMI
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MANAGER (MIDDLE) / HIGH TECHNICAL	90 - 110 % AMI
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MANAGER (UPPER) / PROFESSIONAL	110 - 130 % AMI
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# DWELLING FOR THE MIDDLE CLASSES

## RESIDENTIAL UNITS

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#### SERVICE / LABOR

HOUSEHOLD # 1	SINGLE	(Household of 1)	275 SF	Accessory Unit	\$97,000
		\$26,000 Income			
HOUSEHOLD # 2	COUPLE	(Household of 2)	425 SF	Flat	\$120,000
		\$32,000 Income			
HOUSEHOLD # 3	COUPLE	(Household of 2)	560 SF	Carriage House	\$120,000
		\$39,000 Income			

#### TECHNICAL / SKILLED TRADES

HOUSEHOLD # 4	SINGLE	(Household of 2)	540 SF	Townhouse	\$137,000
		\$33,000 Income			
HOUSEHOLD # 5	COUPLE	(Household of 3)	570 SF	Cottage (Attached)	\$155,000
		\$46,000 Income			
HOUSEHOLD # 6	COUPLE	(Household of 4)	740 SF	Townhouse	\$177,000
		\$48,000 Income			
HOUSEHOLD # 7	COUPLE	(Household of 4)	720 SF	House (Attached)	\$205,000
		\$53,400 Income			

#### BUSINESS / OFFICE

HOUSEHOLD # 8	COUPLE	(Household of 4)	975 SF	Flat	\$225,000
		\$60,000 Income			
HOUSEHOLD # 9	COUPLE	(Household of 4)	980 SF	Cottage	\$250,000
		\$69,000 Income			

#### MANAGER (MIDDLE) / HIGH TECHNICAL

HOUSEHOLD # 10	SINGLE	(Household of 1)	570 SF	Flat	\$215,000
		\$62,000 Income			
HOUSEHOLD # 11	COUPLE	(Household of 4)	965 SF	Townhouse	\$270,000
		\$78,000 Income			
HOUSEHOLD # 12	COUPLE	(Household of 4)	1,085 SF	Cottage	\$325,000
		\$100,000 Income			

#### MANAGER (UPPER)

HOUSEHOLD # 13	COUPLE	(Household of 5)	1,095 SF	Court House	\$350,000
		\$110,000 Income			

# HOUSEHOLD AND INCOME

## HOUSEHOLD SKILLS

## INCOME

## DEMOGRAPHIC

## DWELLING TYPE

Multifam. Single Fam. Multifam. Single Fam.

<b>LOW SKILL</b>	
<b>INTERMITTENT LABOR</b> Seasonal / Menial Agriculture (labor) "Extremely Poor"	Poverty Level: \$22,000 (family of 4)
<b>LOWER SKILL</b>	
<b>MANUAL LABOR</b> xx Property Maintenance & Landscape, Cleaning, Construction (labor) "Working Poor"	Single (1.0 Earner): \$18,000 to \$24,000 Couple (1.5 - 2.0 Earner): \$20,000 to \$30,000 (family of 4)
<b>SERVICE (&amp; ALTERNATIVE) LABOR</b> Traditional Services / Part Time Food Prep, Personal Care, Retail "Near Poor"	Single (1.0 Earner): \$25,000 to \$30,000 Couple (1.5 - 2.0 Earner): \$30,000 to \$40,000 (family of 4)
<b>AVERAGE SKILL</b>	
<b>TECHNICAL / SKILLED TRADE</b> Blue / Green Collar Craft, Repair, Production, Teaching, Transportation, Machine Operation "New Poor"	Single (1.0 Earner): \$28,000 to \$35,000 Couple (1.5 - 2.0 Earner): \$40,000 to \$55,000 (family of 4)
<b>BUSINESS / OFFICE</b> Non-Professional / White Collar Personal Services (Quality), Academic, Sales, Admin. Support, Health Care	Single (1.0 Earner): \$38,000 to \$45,000 Couple (1.5 - 2.0 Earner): \$55,000 to \$75,000 (family of 4)
<b>ABOVE AVERAGE SKILL</b>	
<b>MID-MANAGER / HIGH TECHNICAL</b> Professional	Single (1.0 Earner): \$45,000 to \$60,000 Couple (1.5 - 2.0 Earner): \$75,000 to \$100,000 (family of 4)
<b>HIGH SKILL</b>	
<b>MANAGER / UPPER</b>	Single (1.0 Earner): \$60,000 to \$75,000 Couple (1.5 - 2.0 Earner): \$100,000 to \$125,000 (family of 4 / 5)
<b>EXECUTIVE / MIDDLE</b>	Couple (1.5 - 2.0 Earner): \$125,000 to \$500,000
<b>EXCEPTIONAL SKILL</b>	
<b>EXECUTIVE / UPPER</b>	Couple (1.5 - 2.0 Earner): \$500,000 up

12% of Adult Popul.	Middle School
50% of Popul.	High School
58% of Adult Popul.	2 Yr & Tech Graduate
15% of Adult Popul.	Avrge. 4 Yr Graduate
14% of Adult Popul.	Post Graduate
1% of Popul.	

RENTAL		OWNERSHIP	
2 BR / 1 B 700 sf Flat		1 BR / 1 B 425 sf Flat	1 BR / 1 B 275 sf Accessory
2 BR / 1.5 B 750 sf Flat		2 BR / 1 B 540 sf Townhouse	2 BR / 1.5 B 570 sf Townhouse
		3 BR / 1 B 740 sf Townhouse	3 BR / 1.5 B 720 sf House (Attached)
		3 BR / 2 B 975 sf Flat	3 BR / 2 B 980 sf Cottage
		1 BR / 1 B 650 sf Flat	
		4 BR / 2 B 965 sf Townhouse	3 BR / 2 B 1,085 sf Cottage
			4 BR / 2.5 B 1,095 sf Courthouse

# HOUSEHOLD AND DWELLING

HOUSEHOLD	INCOME	BUILDING & LOT	PROGRAM	PURCHASE PRICE	DOWN PAYMENT	OWNERSHIP (Mortgage, etc.)	RENTAL COST
<b>LOWER SKILL</b>							
<b>SERVICE LABOR</b>							
Single (Household of 1)	\$26,000	<b>Accessory</b> 1,250 sf Lot	1 BR / 1 B <b>275 sf</b> 240 sf Carport 8'x19' House 7A(1).10	\$97,000	\$9,700 10%	\$605	
Couple (Household of 2)	\$32,000	<b>Flat</b> 1,200 sf Lot (allocated)	1 BR / 1 B <b>425 sf</b> 240 sf Carport 12'x33' Flat 4B(2).3	\$120,000	\$12,000 10%	\$719	
Couple (Household of 2)	\$39,000	<b>Carriage</b> 500 sf Lot (allocated)	1 BR / 1 B <b>560 sf</b> 270 sf Carport 12'x33' Carriage 9A(1).4	\$145,000	\$14,300 10%	\$907	
<b>AVERAGE SKILL</b>							
<b>TECHNICAL / SKILLED TRADE</b>							
Single (Household of 2)	\$33,000	<b>Townhouse</b> 1,500 sf Lot	2 BR / 1 B <b>540 sf</b> 240 sf Carport 17'x12'e TH 5A(1).18	\$137,000	\$20,000 15%	\$768	
Couple (Household of 3)	\$46,000	<b>Cottage</b> 1,800 sf Lot	2 BR / 1.5 B <b>570 sf</b> 280 sf Garage 15'x19' Cott 8A(1).34	\$155,000	\$23,000 15%	\$928	\$900
Couple (Household of 4)	\$48,000	<b>Townhouse</b> 1,750 sf Lot	3 BR / 1 B <b>740 sf</b> 240 sf Garage 19'x15'e TH 5A(1).13	\$177,000	\$26,650 15%	\$992	
Couple (Household of 4)	\$53,400 <i>Duxbury 60% AMI</i>	<b>House</b> 2,000 sf Lot	3 BR / 1.5 B <b>720 sf</b> 320 sf Garage 25'x15' House 7A(1).51	\$205,000	\$30,500 15%	\$1,129	
<b>BUSINESS / OFFICE</b>							
Couple (Household of 4)	\$60,000	<b>Flat</b> 1,250 sf Lot (allocated)	3 BR / 2 B <b>975 sf</b> 330 sf Garage 24'x50' Flat 4A(2).2	\$225,000	\$33,750 15%	\$1,266	
Couple (Household of 4)	\$69,000	<b>Cottage</b> 2,000 sf Lot	3 BR / 2 B <b>980 sf</b> 330 sf Garage 25'x25' Cottage 8A(1).70	\$250,000	\$37,500 15%	\$1,403	
<b>ABOVE AVERAGE SKILL</b>							
<b>MID-MANAGER / HIGH TECHNICAL</b>							
Single (Household of 1)	\$62,000	<b>Flat</b> 1,600 sf Lot (allocated)	1 BR / 1 B <b>570 sf</b> 380 sf Garage 15'x33' Flat 4B(2).2	\$215,000	\$32,500 15%	\$1,244	
Couple (Household of 4)	\$78,000	<b>Townhouse</b> 2,000 sf Lot	4 BR / 2 B <b>965 sf</b> 400 sf Garage 17'x30' Townhouse 5A(1).25	\$270,000	\$41,000 15%	\$1,565	
Couple (Household of 4)	\$100,000	<b>Cottage</b> 2,500 sf Lot	3 BR / 2 B <b>1,085 sf</b> 440 sf Garage 12'x44' Cottage 8A(2).10	\$325,000	\$50,000 15%	\$1,958	
<b>HIGH SKILL</b>							
<b>MANAGER (UPPER)</b>							
Couple (Household of 5)	\$110,000	<b>Courthouse</b> 3,500 sf Lot	4 BR / 2.5 B <b>1,095 sf</b> 440 sf Garage 29'x15' Court 6C(1).10	\$350,000	\$53,000 15%	\$2,139	

# 'SERVICE LABOR' HOUSEHOLD

## "LOWER SKILL" INCOME TIER



### DWELLING

275 SF	HOUSE
240 SF	CARPORT
1,250 SF	LOT AREA

1 BEDROOM / 1 BATH

**\$ 97,000**

PURCHASE PRICE

## SINGLE (HOUSEHOLD OF 1)

### INCOME

GROSS WAGES		<b>\$26,000 per year</b>
Wage Earner #1	\$13.00 /hr at 40 hrs/wk	
AFTER TAX INCOME		<b>\$21,294 per year</b>

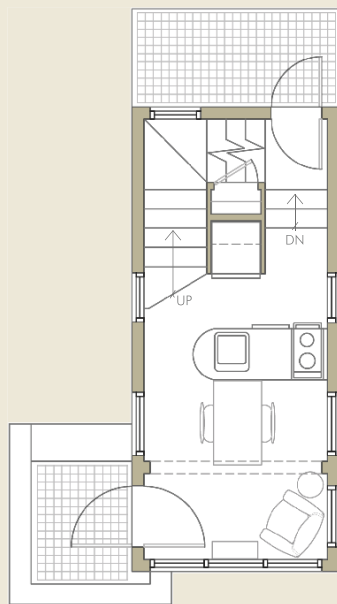
### EXPENSE

HOUSING		\$605 per mo.	
UTILITIES	(net of benefits / assistance)	\$99	
FOOD	(net of benefits / assistance)	\$284	
TRANSPORTATION		\$247	
HEALTH CARE	(net of benefits / assistance)	\$0	
PERSONAL		\$210	
INSURANCE, BENEFITS, RETIREMENT		\$213	
EDUCATION		\$0	
MISC. EXPENSE		\$43	
DEBT		\$71	
SAVINGS		\$0	
<b>TOTAL EXPENSE</b>		<b>\$1,775 per mo.</b>	<b>\$21,294 per year</b>

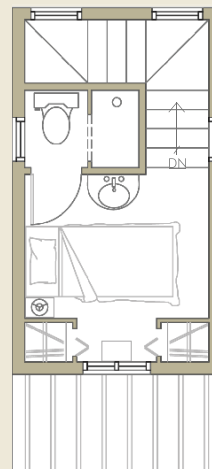


**NARROW HIP**

**2 STORY**



**MAIN LEVEL**  
162 SF



**UPPER LEVEL**  
113 SF

**1 BEDROOM; 1 BATH**

**275 SF**

# LIVING EXPENSES

# SERVICE LABOR HOUSEHOLD

HOUSEHOLD:

**Single** (Household of 1)  
**OWNERSHIP**

**275 SF ACCESSORY 1 BR / 1B**

MONTHLY

YEARLY

## INCOME

### GROSS WAGES

Wage Earner #1	\$26,000	\$13.00 /hr at 40 hrs/wk	\$2,167 per mo.	<b>\$26,000</b> pr yr.
Wage Earner #2				
<b>TAXES</b>				\$4,706
Fed./ State / Excise	20.8%			<b>81.9%</b>
EITC (Earned Inc. Tax Credit)	-2.7%			
<b>Net</b>	<b>18.1%</b>			

### AFTER TAX INCOME

\$1,775 per mo. **\$21,294** pr yr.

## PURCHASE

(Homebuyer Tax Credit)

<b>1 BR / 1 B 298 sf HOUSE</b>	Purchase	\$97,000
	10% D.P.	\$9,700
	Mortgage	\$87,300

## EXPENSE

### HOUSING: 34.1% OWNERSHIP

Principle / Interest (5.0% rate)	26.5%	<b>\$87,300 Mortgage</b>	\$470	\$5,643
30 yr amort.			\$0	\$0
Taxes (1.0 mill rate)	4.6%		\$82	\$980
Insurance	3.0%		\$53	\$639

### HOUSING RELATED

Utilities	5.8%		\$103	\$1,235
Utilities Assistance	-1.4%		-\$25	-\$298
Furnishings / Equip.	1.2%		\$21	\$256

### FOOD

In House	11.3%		\$201	\$2,406
Out of House			-\$57	-\$681
Food Support	-3.2%		\$140	\$1,682

### TRANSPORTATION

Auto #1: Gas, repairs	8.4%	5,000 miles	\$149	\$1,789
Auto #2 / Transit	0.0%		\$0	\$0

### CAR LOANS

Auto #1	5.5%		\$98	\$1,171
Auto #2	0.0%		\$0	\$0

**DWELLING / TRANSPORT RELATED 71.0% \$1,235**

### HEALTH CARE

Insurance	0.0%	(paid by employer)	\$0	\$0
Services Co-pay	1.4%		\$25	\$298
Medical Support	-1.4%		-\$25	-\$298

### PERSONAL

Clothing	1.8%		\$32	\$383
Services - day care, etc.	0.0%		\$0	\$0
Child Assistance	0.0%		\$0	\$0
Hygiene	2.0%		\$35	\$426
Entertainment / Exercise	2.0%		\$35	\$426
Non-essential food, drink, etc.	1.2%		\$21	\$256

### COMMUNICATIONS

Cable, phone, etc.	4.9%		\$87	\$1,043
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### INSURANCE

Car, Personal	2.6%		\$46	\$554
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### WAGE DEDUCTION

Social Security, Medicare	7.0%		\$124	\$1,491
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### RETIREMENT

Life Insurance, Pension	2.4%		\$43	\$511
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### EDUCATION

Child / Adult, etc.	0.0%		\$0	\$0
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### CHARITABLE

Cash Contributions	0.5%		\$9	\$106
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### MISC. EXPENSE

Travel, Gifts, Dues	2.0%		\$35	\$426
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### DEBT: 5 YR AMORT.

Credit Cards	4.0%	\$3,000 principal	\$71	\$852
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### SAVINGS

	0.0%		\$0	\$0
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## TOTAL EXPENSE

100.0%

\$1,775

**\$21,294** pr yr.

# DWELLING DEVELOPMENT PRO-FORMA

425 SF FLAT

1,200 SF LOT

## PROGRAM

LOT AREA	1,200 SF
DWELLING AREA	425 SF
PARKING AREA (CARPORT)	240 SF

## PROFORMA ELEMENT

% Gross sales price (for vertical product)					
<b>Entitled Land (Zoned)</b>	9,600	3,600	3.00% of Sale Price	Raw Land (typical % factor)	
8.0% of Gross Sales Price		3,600	3.00% of Sale Price	Amenities "in-place"	
		1,500	1.25% of Sale Price	Infrastructure "In-place"	
		900	0.75% of Sale Price	Master Plan Approval	
<b>Parcel / Pad (Site Plan Approved)</b>	10,500	3,600	3.00% of Sale Price	Raw Land	
8.8% of Gross Sales Price		3,600	3.00% of Sale Price	Amenities "in-place"	
		1,500	1.25% of Sale Price	Infrastructure In-place	
		900	0.75% of Sale Price	Master Plan Approval	
		900	0.75% of Sale Price	Project Approval (3xCost)	
<b>Parcel / Pad (Finished)</b>	<b>19,128</b>	<b>9,600</b>	<b>8.00% of Sale Price</b>	<b>Entitled Land</b>	
<b>15.9%</b> of Gross Sales Price		<b>900</b>	<b>0.75% of Sale Price</b>	<b>Project Approval (3xCost)</b>	
		<b>3,700</b>		<b>Site Prep (per pad)</b>	
		<b>2,800</b>		<b>Infrastructure (per pad)</b>	
		<b>2,128</b>		<b>Site Development Mngmnt</b>	
<b>Building (Direct Costs /Fees)</b>	<b>73,119</b>				
<b>60.9%</b> of Gross Sales Price					
Constr. Costs 92.5% of direct costs		54,825	\$129.00 \$ /psf structure	Vertical cost Finished Space 425 SF	
		1,050	\$15.00 \$ /psf structure	Porches 130 SF	
		8,400	\$35.00 \$ /psf structure	Vertical cost Carport / Parking 240 SF	
		3,360	\$2.80 \$ /psf lot	Site cost Utilities, Finishes 1,200 SF	
Fees 7.5% of direct costs		3,565		Professional Fees	
		1,919		Municipal Fees	
<b>Building Finance Cost</b>	<b>3,600</b>				
<b>3.0%</b> of Gross Sales Price					
Points		575		Debt Finance (Points)	
Appraisal		240			
Debt Service 4.0% (.67 yrs)		2,785	60% of 95,847	Debt Service	
			40% of 95,847	Equity Partner	
<b>Building Sales &amp; Marketing</b>	<b>7,200</b>				
<b>6.0%</b> of Gross Sales Price					
Broker 5.8%		6,960			
Sales /Closing 0.2%		240			
Marketing 0.0%		0		Marketing Personnel / Products	
<b>Building Overhead</b>	<b>4,920</b>	1,476		Builder /Developer (off site)	
<b>4.1%</b> of Gross Sales Price		1,968		Builder /Developer (on site)	
		1,476		General & Administrative	
<b>Building Developer Profit</b>	<b>11,976</b>	1,587		Project Builder /Developer	
<b>10.0%</b> of Gross Sales Price				30% Return (annual cash on cash)	
		10,389		Owner /Equity Partner	
				27% Return (annual cash on cash)	
<b>Gross Sales Price</b>	<b>\$120,000</b>				

TOTALS

UNITS

(100)

100%

Split 50/50