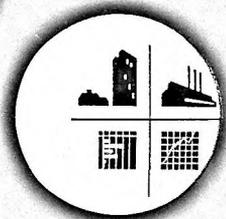


**HOUSING MARKET ANALYSIS -
GLENWOOD VILLAGE -
NORFOLK, VIRGINIA**

**PREPARED FOR
FEDERAL HOUSING ADMINISTRATION
WASHINGTON 25, D.C.**

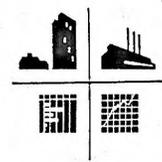
**BY
REAL ESTATE RESEARCH CORPORATION**



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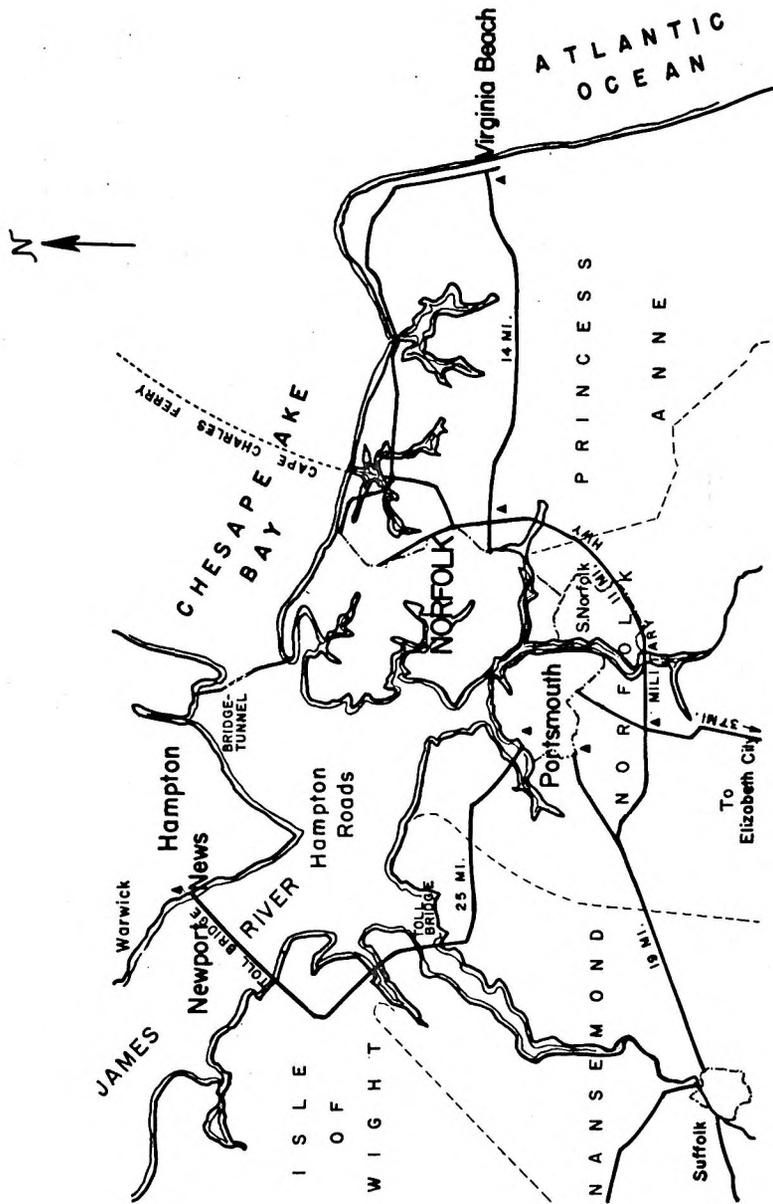
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SUMMARY OF CONCLUSIONS

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ORIENTATION MAP - Showing the Norfolk-Portsmouth Standard Metropolitan Area, Norfolk and Princess Anne Counties, and the Cities of Norfolk, Portsmouth, South Norfolk, and Virginia Beach in relationship to neighboring areas.



I. NATURE OF ASSIGNMENT

In this instance, it has been our assignment:

1. To make a study of the rental housing market in the Norfolk-Portsmouth, Virginia area with particular reference to its effect on Glenwood Village.
2. To make a physical study of the Glenwood Village property, to determine what features make the facilities substandard, with the result that vacancies occur here with the first "softening" of the area rental housing market; and to develop a program and cost schedule for altering or eliminating such undesirable features.
3. To relate the physical characteristics of the property to the market analysis for the purpose of making an economic analysis and recommendations as to the disposition of the structures in regard to razing or rehabilitation in whole or in part.



II. SUMMARY OF CONCLUSIONS

A. Effective Housing Market Area

The effective Housing Market Area of the Glenwood project includes Norfolk County, with the cities of Norfolk, Portsmouth, and South Norfolk, and the western part of Princess Anne County. It excludes:

1. The eastern part of Princess Anne County, although it is a part of the Norfolk-Portsmouth Standard Metropolitan Area, because it has an adequate housing supply and is too remote (15-18 miles) from the subject property to be an effective market.
2. The Newport News peninsula, which has an adequate housing supply, because it also is too remote (15-30 miles) from the subject property and can be reached only via a toll tunnel (minimum \$1.25 each way) or toll bridges (minimum \$1.25 each way), which charges are considered prohibitive for general commuting.
3. The Suffolk and North Carolina areas (21 and 40 miles distant respectively) because they are too remote, although they are characterized by a labor surplus, part of which is included in the Norfolk labor force, but which traditionally commutes from the Suffolk and Elizabeth City areas and is not in the market for Norfolk housing.





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B. Market Demand

There is presently a market for 800 to 1,000 rental units in the Glenwood area, provided that the project is completely rehabilitated and redesigned to eliminate detrimental features and placed in condition competitive with other private housing in the area, with rents scaled from a base of \$50 for a two-bedroom apartment, plus utilities.



C. Market Projection

We have analyzed the employment potential of the major employers in the above-defined market area and find that:



1. The U.S. Navy, which is the largest employer in the area with 29,200 Navy Civil Service employees and approximately 23,000 servicemen in the area, is not likely in the foreseeable future to substantially increase or decrease forces at Norfolk, except in the event of war.
2. The industrial employment, presently 27,100, considerably off the 1953 peak of 32,900, will continue to decline very slowly until new manufacturers come into the area, presumably as the result of promotions now underway for a new planned industrial park.
3. Retail trade and transportation, which already have gained more than industry has lost, will continue to gain as Norfolk becomes even more prominent as a shipping and trade center.



Despite the indication of continued expansion in housing demand in this area, we do not believe that the demand for the subject units or for additional rental units in this location will increase because:

1. Pressure for new housing will create new dwellings that will be of superior quality than even the rehabilitated units on the subject property, whose competitive position will remain static only if maintenance is constant.
2. The substantial amount of public housing and war housing here creates a difficult competitive element pricewise.
3. The location is a poor one to capture business from new employees because:
 - a. It is located in the direction opposite to the focus of development of the area.



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- b. Access is complicated by an awkward railroad crossing and the narrowing of access street pavement, both of which tend to discourage traffic flow towards the project.
- c. It is remote from naval establishments, and servicemen constitute 60 per cent of the rental market in Norfolk.



Translated into figures, we find a market for approximately 2,900 new dwelling units a year, increasing to about 3,300 a year by 1968. This assumes an annual loss by demolition or conversion in an amount equal to approximately ten per cent of the new construction. During a year when the impact of a redevelopment program or other unusual influence affects the housing market, there will be a corresponding increase in dwelling unit demand. This market, however, is substantially for individual single-family homes, as Norfolk presently has an oversupply of rental units which there appears to be no prospect of completely reducing, unless an unforeseen development in world affairs leads to augmentation of military forces based in Norfolk.



D. Rehabilitation Specifications

Rehabilitation of dwelling units is postulated on the following specifications:

1. Install and remove partitions as necessary to effect variations in size of units.
2. Repair walls and ceilings as necessary.
3. Install new windows, doors, kitchen equipment, bathroom fixtures, floor coverings, heating units, hot water heaters, refrigerators, stoves, and electrical fixtures.
4. Rewire as necessary.
5. Replace interior and exterior trim as necessary.
6. Replace or install downspouts, gutters, and roof vents as necessary.
7. Tuckpoint chimneys as necessary.
8. Repaint all interior and exterior surfaces.



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In addition it is determined that the following changes must be made in the site to comply with applicable codes, to place the units in a competitive position, and to induce the public authority to accept dedication of these normally public facilities:



1. Lower street grades so that drainage is away from buildings.
2. Resurface streets with bituminous macadam and install rolled curbs.
3. Replace open ditches in front of houses with a covered storm sewer on one side of the street, connected to catch basins on either side by inlets. Grade front yards to curbs.
4. Remove 500-600 dwelling units selectively, leaving 800-900 one, two, three, and four-bedroom units, reducing density, improving appearance, and facilitating management and police functions.
5. Provide off-street parking by utilizing slabs from razed units with driveways made of broken concrete from existing pavements, topped with "fines," and, if budget permits, "shot" with sealer.
6. Landscape front yards, concealing gas meters, and clean up back yards.
7. Replace front walks, concrete desirable but not necessary.
8. Abandon sewage treatment plants and connect present mains to a central pumping station to be built with force main to deliver sewage to the Hampton Roads Sanitary District through Plymouth Park facilities.



E. Distribution of Units

The most economical distribution of units from a market standpoint is as follows:

	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>	<u>4 BR</u>	<u>Total</u>
Plan A	48				48
Plan B	150		300		450
Plan C		120		60	180
Plan D		180			180
	<u>198</u>	<u>300</u>	<u>300</u>	<u>60</u>	<u>858</u>
	23%	35%	35%	7%	100%



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F. Cost of Rehabilitation

Cost of proposed rehabilitation is as follows:

4 Bedrooms	60 @ \$2,804	\$ 168,240
3 Bedrooms	300 @ \$2,446	\$ 733,800
2 Bedrooms	300 @ \$1,820	\$ 546,000
1 Bedroom (A)	150 @ \$1,485	\$ 222,750
1 Bedroom (B)	48 @ \$1,665	\$ 79,920
		<u>\$1,750,710</u>



Building Rehabilitation	\$1,750,710
Wrecking Units	98,420
Refrigerators	123,200
Street Grading, Repaving, Curbs	350,000
Storm Sewer Installation	163,000
Sewer Pump Station - Force Main	60,000
Landscaping	64,000
Replace Sidewalks	<u>25,000</u>
	\$2,634,330
Contingency 5%	<u>131,716</u>
Cost of Rehabilitation	\$2,766,046
Architectural and Engineering (including supervision) 2.6%	<u>71,917</u>
Total Cost of Rehabilitation	\$2,837,963



\$3,308 per unit

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The above rehabilitation costs have been based upon certain specific architectural schemes and engineering determination designed to place the property in the most effective condition and with the most effective distribution of units to compete effectively in the market. There are, of course, a large number of alternate schemes possible, involving different placements of partitions, and different unit size distributions. If, however, one starts with three basic assumptions (first, that the property must be put into a condition to comply reasonably closely with local ordinances and codes; second, that the units must be decent, safe, and sanitary; and third, that they must be placed in a condition so that they would then have an economic life at least equivalent to a normal mortgage period, if normal maintenance is postulated), then the possible variations in rehabilitation costs are confined to a very narrow range. The lowering of streets, repairing of doors, windows, and roofs, correction of utility services, and installation of necessary wiring and plumbing and equipment represents more than 80 per cent of the total rehabilitation cost. It is doubtful whether any other redesigning scheme, which would bear any relation at all to the market demand, could affect the total cost by as much as ten per cent.



All costs in this instance have assumed that work would be ordered by and done for a private individual. We have, therefore, assumed normal local labor practice and costs. It is probable that if the work were done under contract for the United States Government, that the costs would be somewhat higher. This would be true, for example, if the work were done on a 100 per cent union shop basis instead of the mixture of union and non-union functions which represent present local practice.



G. Income and Expense

Units rehabilitated pursuant to the foregoing will show the following income and expense:



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Income Schedule

Residential

48	1 Bedroom (A)	@ \$44	\$ 2,112
150	1 Bedroom (B)	@ \$42	\$ 6,300
300	2 Bedrooms	@ \$50	\$15,000
300	3 Bedrooms	@ \$58	\$17,400
60	4 Bedrooms	@ \$67	\$ 4,020
			<u>\$44,832</u>
			x 12



Gross Annual Rent - Residential \$537,984



Commercial

Gas Station	\$ 150
Variety Store	216
Theater (converted)	150
Barber Shop	75
Grocery Store	75
Tavern	216
Store (now vacant)	<u>100</u>
	\$ 982
	<u>x 12</u>



Gross Annual Rent - Commercial 11,784



Total Gross Annual Rental \$549,768

Vacancy Allowance (20% Res. - 10% Comm.)* 108,775

Effective Gross Income \$440,993

* See following page.

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Expense Schedule

Taxes	\$65,000
Insurance	15,000
Administration	20,500
Repairs and Maintenance	36,500
Utilities (electric, telephone water and gas)	5,400
Advertising	2,400
Miscellaneous	2,400
Reserve for Replacement of Equipment	<u>12,000</u>
Total	<u>\$159,200</u>
Net Income	\$281,793



*The vacancy allowance of 20 per cent used for the residential portions of the property is substantially greater than that normally contemplated in new or rehabilitated rental structures. In the opinion of the undersigned, however, a prudent purchaser of the subject investment would postulate a vacancy and collection loss allowance of this character for the following reasons:

1. Rental collection losses have been very large in the subject property in the past due to the uncertain character of some of the employment in the area.
2. The extraordinary history of volatility of the housing market in Norfolk and South Norfolk in the past has shown wide swings from housing shortage to tremendous vacancy sometimes literally overnight. While there are some indications of employment stabilization in the area now, a prudent investor would base his purchase and renting program for the property on the clear possibility that there may also be similar wide fluctuations in demand in the future.

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3. No matter how well rehabilitated or redesigned the subject property might be, it will always be at a serious disadvantage with competitive units elsewhere (almost without regard to rental rates) because of the location. Whatever new housing supply comes into this market area will continue to emphasize this disadvantage.
4. A large part of the demand for housing in the effective housing market area of the subject property is from the military. Whereas there are strong indications that this part of the demand may not fluctuate in the future as much as in the past, still both political and technological considerations could in a few hours again affect the demand picture as it has before. This is a risk factor not present in nonmilitary or non-single industry communities.
5. The rehabilitation program has contemplated putting the subject property into a state of compliance with codes and ordinances of the local governments. There are, however, several respects in which the rehabilitation program enumerated above assumes that there will be some variation in the rigid application of these ordinances. Among these variations are the following:
 - a. Public sidewalk along one side of all streets, involving cost of about \$50,000, not included because it was felt to be an unnecessary additional cost with off-street parking provided and roadside ditches filled, in this type of development.
 - b. The length of blocks, provision for alleys, size of building site, and so forth are all below the requirements of the Subdivision Ordinance, but corrections involve substantially the removal of all buildings; as this is impractical under a rehabilitation assumption, a variance would be required.
 - c. It is reported, but not confirmed, that all house sewer service connections enter the mains from the top instead of from the side in the direction of flow. Since inquiry has failed to discover any instance of difficulty as regards this irregularity, no reason is found to substantiate such a major alteration, and a variation would be required.



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These variations have been assumed because:

- a. It is our opinion that a prudent purchaser would not only feel it highly likely that he could secure such variances, but would also further try to assure this accomplishment through discussions with local officials, and
- b. Members of our staff, in point of fact, had such discussions with local officials on a hypothetical basis.



Despite these assurances, there still is represented some risk in the purchase of the subject property that a local political change might result in a refusal by local authorities to accept dedication of normal streets, utilities, and other areas unless they were put in strict and exact compliance. This represents a risk inherent in the purchase and ownership of the subject property not present in most other investments. A prudent purchaser, therefore, would represent this additional risk by an additional contingency allowance as part of the vacancy and collection loss factor, or by postulating a higher capitalization rate, or both.



H. Investment Potential

In the opinion of the undersigned, no private investor would rehabilitate this property even if he received the project for nothing. In other words, no normal prudent purchaser would invest \$2,837,963 to secure an annual net income of \$281,793, where it involved a risk of the magnitude of that inherent in the ownership of the subject property. The economics of rehabilitating the subject units would not be affected to a measurable amount by postulating any other redesigning schemes or by varying the number of units allowed to remain standing. The basic fact is that each unit rehabilitated will cost something over \$3,000 to rehabilitate and will produce only a little over \$300 a year net income.



I. Method of Rehabilitation

To be effective, rehabilitation must be accomplished at once, as a "crash program," because:

1. The trend of increasing vacancies must be reversed and positive steps taken towards full occupancy. This can be done only by a program, which at once eliminates the basic faults of design and so changes the



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character of the project as to emphasize the determination to rebuild the project "reputation" and every element that contributed towards the existing poor reputation.

2. An entirely new atmosphere must be created to attract new tenants.
3. It is essential to the rehabilitation that the municipality accept dedication of streets and utilities, which cannot be effected without a "crash program" rehabilitation.
4. Partial rehabilitation might slow up the trend towards vacancy but will not reverse it, and a positive reversal and a strong demand for the accommodations must be developed, otherwise whatever additional investment is made will be wasted.
5. It is impossible in a declining income situation to recapture enough funds to program an effective rehabilitation from income.
6. If programmed from income, costs of rehabilitation herein projected would be substantially greater, since savings contemplated through mass buying and large scale programming could not be realized.
7. Rehabilitation from income in a rising labor cost market might considerably increase the projected costs because of the extended time period over which the work would necessarily be programmed.



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III. BASES OF DEDUCTION

The conclusions reached herein have been based on several categories of data as follows:

A. Library Data

The broad program of research carried on currently, and which has been carried on by Real Estate Research Corporation for 27 years, in the field of housing market analysis, population movement, shopping habits, transportation patterns, new area growth, and other social and economic trends has provided a wealth of recorded data which have been drawn upon liberally in connection with this study. At the Central Office of Real Estate Research Corporation in Chicago, there is maintained a library containing all available data on population, purchasing power, personal consumption, consumer trends, and dwelling unit construction. In addition, the wealth of catalogued data accumulated on assignments in Virginia and other areas for other clients has been extremely valuable in this analysis.



B. Local Resource Data

As a part of the data gathering program undertaken by our staff during this study, a canvass was made of the libraries and files of agencies which might have material of useful value. When the data thus uncovered were found to be reliable or subject to verification by other means, they were used in our conclusions.



C. Original Research

A number of projects of original research were carried on during the course of the study by members of our staff and associates. These projects are more fully described in subsequent sections of this report and include among others:

1. A study was made of public housing projects in Norfolk, Portsmouth, and South Norfolk, Virginia, to examine the extent of and demand for public housing facilities and future planning in these areas.
2. A study was made of numerous privately financed, FHA insured, rental housing projects as well as other projects to the extent of their facilities, vacancies, policies and plans.
3. A study was made of military housing to determine the effect of and demand for such projects and future planning.
4. A study was made of privately financed, FHA insured, low-cost home building operations and discussions held with builders and salesmen as to the home features, prices, demand, and other matters pertinent to the offerings.
5. A study was made of the extent of trailer housing facilities in the area to determine possible effect on the low cost rental housing market.
6. Public and quasi-public officials were interviewed and the economic background and development of the Norfolk-Portsmouth area examined.
7. Approximately 400 present residents of Glenwood Village were canvassed to determine family composition, age levels, employment and travel patterns, and income levels.



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8. Building permit records were searched out and studied for Norfolk and Princess Anne counties and the cities of Norfolk, Portsmouth, South Norfolk, and Virginia Beach for the purpose of determining and verifying data on the character of building which has been carried on in the Norfolk-Portsmouth area since 1950 when the last Federal Census of Housing was made.



D. Architectural Research

The basic architectural research, preparation of redesigning schemes, and preparation of rehabilitation cost estimates were done by William W. Benn, an independent architect and engineer, who has upon occasion been associated with Real Estate Research Corporation on a large number of analyses similar to this one. He was assisted in his portion of the analysis by members of the Real Estate Research Corporation staff.



IV. BACKGROUND DATA

Glenwood Village, formerly known as "Riverdale Manor," is a privately owned, FHA mortgaged project in South Norfolk, Virginia. It consists of 1,600 four-room dwelling units. The property as originally built was financed by 400 mortgages insured under Section 603, war housing, and came on the market in 1943 as an oversupply, due perhaps to an improvement in the Battle of the Atlantic. In December 1943, the Federal Housing Administration acquired the property with less than 500 units occupied. After the war, the project developed full occupancy as a result of the housing shortage, and it was then sold to Glenwood Village Inc. at a price representing the total FHA investment of \$4,412,700, covered by a mortgage note bearing three per cent interest. The purchaser invested approximately \$100,000 in a shopping center, built on the site and included in the mortgage. By November 1945, better housing had become available and vacancies were increasing. In March 1948, the delinquency was \$365,027.48, of which \$141,336.18 was interest and \$223,691.30 was principal.



In 1948, another unexpected housing shortage developed due to the Korean conflict. The project again was fully occupied and the delinquency was eliminated; in fact, a reserve was accumulated from which the owner was able to maintain the financial status of the project current until January 1957 in the face of again increasing vacancies.



In January 1956, under the Housing Amendments of 1955, which had been suggested by the General Accounting Office, Federal Housing Administration disbursed \$65,786.98 to the Reconstruction Finance Corporation Mortgage Company in full payment of the Certificate of Claim and interest thereon and also disbursed \$254,706.91 to the Levitt Corporation which had built the buildings.



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After these disbursements, the mortgage was current in all respects and had been reduced to \$3,181,710.06. The project had been saved from failure twice by the development of exceptional situations.

In 1957, the FHA property management committee visited Glenwood Village and viewed the project and the file was referred to the Justice Department for foreclosure. At this point, the owner proposed to the Federal Housing Administration that he be permitted to raze half of the residential structures in Glenwood Village and rehabilitate the remainder in consideration of a commensurate adjustment in the amount of the mortgage. The Federal Housing Administration is not legally able to compromise a mortgage in this manner, but the Justice Department feels under no such restriction; consequently, it was decided that a fresh and objective viewpoint on the prospects of success for this project should be introduced.

V. ECONOMIC BACKGROUND

The Norfolk-Portsmouth area is a naval, maritime, shipping, trade, industrial, vacation, and seafood center located in southeastern Virginia at the foot of Chesapeake Bay on the Atlantic Coast. At the core of the metropolitan area are the three cities of Norfolk, Portsmouth, and South Norfolk. Although they are corporately separate, it is difficult to distinguish them physically as separate cities. They form the southern rim of Hampton Roads, site of the world's greatest concentration of permanent naval installations. Here are located the Headquarters of the Fifth Naval District as well as NATO's Supreme Allied Command Atlantic (SACLANT). Hampton Roads is one of the finest natural harbors. Anchorage grounds are spacious. The largest ships can easily navigate the deep, fog-free channel. It is ice-free throughout the year, and weather conditions normally enhance ability to handle all types of cargo. Hampton Roads ranks third among Atlantic ports as a gateway to commerce, but first in tonnage exported, well ahead of New York City, Baltimore, and Philadelphia. Since 1950, tonnage handled through the Port of Norfolk has increased more than 600 per cent. This rate of growth far outstrips that of any other major American port.

As a city, Norfolk is the largest in Virginia. Including the adjacent cities of South Norfolk and Portsmouth, the metropolis ranks fourth in population among the top 20 southern cities. The Norfolk-Portsmouth Metropolitan Area is not only the top ranking of the state in terms of population, but in terms of income, retail sales and certain other categories as well.

Norfolk is the hub of a fine road system reaching into northeastern North Carolina, southeastern Virginia, and now with the Hampton Roads Tunnel open, into the Newport News peninsula as well. It is a major rail center, served by nine roads, and an important distribution center. In the seven southeastern Virginia and 13 northeastern North Carolina counties served from Norfolk live about one million people with an annual net income exceeding \$1,000,000,000.



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From 1790 to 1880 the Norfolk area grew steadily, but at a pace somewhat slower than the rate of national growth. During the 1870's, several railroads were built across country. Eight of these extended lines into Norfolk to acquire an ocean outlet. As goods began to pass through Norfolk from various parts of the world to the middle eastern and midwest states, Norfolk suddenly began to grow at a high rate.

In 1917, Hampton Roads was selected by the United States Government as the site for a new naval base. Thousands of people came to Norfolk to help build it. Though some remained to make Norfolk their permanent home, others left; and in the decade following World War I, Norfolk lost population while other areas grew. The trend was short-lived, however, and by 1940 Norfolk's growth rate again exceeded that of either the State of Virginia or the United States as a whole.

Between 1940 and 1950, Norfolk became the world's largest naval base, and the population increased by 72.3 per cent. The Korean incident gave further stimulus to activity in the Norfolk area, and the growth continued, though at a much reduced rate. Between 1930 and 1957, according to U.S. Census Bureau figures and estimates of the Virginia Bureau of Population and Economic Research, the Norfolk area has increased its population by 250 per cent and become an industrial and trade center of consequence apart from the military establishments located there.

Through the years, Norfolk's growth has been characterized by severe fluctuations reflecting its importance in times of national crises. Presently, however, the economy is more settled and diversified so that a reasonable forecast may be projected. It would appear that, barring another war or major dislocation of the national economy, the Norfolk-Portsmouth area will increase in population at an average of about 10,000 people a year through 1968. This indicates an annual net out-migration in the amount of about 2,000 persons a year, as the natural increase (number of resident births over resident deaths) already averages more than 12,000 a year. However, the average annual job gain since 1950 has been only 3,194 which is not sufficient to support even the natural growth. Over the same period of time, 4,389 new family units per year (average) have been formed through marriages, further indicating a net out-migration due to insufficient job opportunities to support natural growth.

From the standpoint of retail sales, the Norfolk-Portsmouth Metropolitan Area has been growing at a fast pace since World War II. Retail sales in 1939 were \$87,822,000. In 1956, they had reached a level of \$560,312,000. During



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the six years from 1948 to 1954, according to the Bureau of the Census, retail sales in the area increased 46 per cent. This advance placed the Norfolk area among the ten fastest growing major markets in the nation.

Of course, the Navy is the largest employer in the area. The Navy payrolls during 1957 totaled more than \$354,000,000. Because of the long-range emphasis on national defense and the permanent character of the military installations at Norfolk, employment by this source is expected to continue indefinitely at current levels.

A survey of local industry completed in June 1957, discloses 333 manufacturers reporting an employment of 27,656 persons during 1956, and having a combined payroll of \$119,959,149. In 1957, the total civilian labor force was 191,000 with only four per cent unemployed.

Norfolk has recently embarked on a program for attracting industries and has developed a 400 acre industrial park, served by eight major railroads, two arterial highways, city utilities and services, and convenient to air and water transportation. There is no petro-chemical industry in the Norfolk area, as there is on the peninsula, although Esso Standard has an option on 1,000 acres in West Norfolk, northwest of Portsmouth, on which a commitment must be made soon. Whether or not the option will be exercised, and if it is what will be located there, has not yet been determined.

The following company employs over 1,000 persons:

Ford Motor Co.	Automobile assembly
----------------	---------------------

The following companies employ between 501 to 1,000 persons:

Battaglia Produce Shippers, Inc.	Vegetable packaging
Ledger-Star and Virginian-Pilot	Newspaper publishers
Norfolk Shipbuilding & Drydock Corp.	Ship repairs
Seaboard Air Line Railway Co.	Railroad car repair shop
Virginia Transit Co.	Bus repair shop

The following companies employ between 201 to 500 persons:

The American Tobacco Co.	Tobacco stemmery
Ames & Webb Inc.	Road building materials
Ballard Fish & Oyster Co. Inc.	Fish and oyster packers
Birtcherd Dairy Inc.	Ice cream



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Lone Star Cement Corp.	Cement
Miles, J. H. & Co.	Oyster planters and packers
Mitchell & Smith	
Div. Sheller Mfg. Co.	Cork products
Norfolk Coca Cola Bottling Works Inc.	Beverages
Norfolk & Portsmouth Belt Line RR	Steam railroad repair
Norfolk & Western Railway Co.	Railroad repair shop
Planters Mfg. Co. Inc.	Commercial veneers, barrels
Royster, F. S., Guano Co.	Commercial fertilizers
Sakrete	
Div. of Southern Materials	Packaged concrete
Smith-Douglass Co. Inc.	Fertilizers
Southern Materials Co. Inc.	Transit mixed concrete
Virginia Electric & Power Co.	Power
Virginia Smelting Co.	Chemicals and aerosols



The year 1957 was the greatest in the history of the port of Norfolk. Coal dumpings reached a record 34,239,355 tons, up sharply from 27,600,000 tons in 1956 and more than five times the 1950 level of 6,200,000 tons. Custom receipts also reached a record high of \$6,892,908. Regularly scheduled sailings link Hampton Roads with all important world centers --- 286 ports in 95 foreign countries. Vessel movement established an all-time record in 1957 with arrivals and sailings exceeding 8,900 for the first time.



The municipal airport reported a record year also. More than 400,000 passengers were handled at the field in 1957. Commercial air movements reached 25,387, up more than 31 per cent from 1956. Air freight and air mail records were broken. Almost 3,290,000 pounds of air freight and 1,281,366 pounds of air mail flowed through the terminal. For additional data on the economic growth of the area, see tables in the Addenda.



It would appear from the foregoing that in certain areas the economy of the Norfolk-Portsmouth area is healthy, growing, and dynamic, but it is not yet at the point of realizing a normal employment growth sufficient to support its natural population growth, let alone the attraction of in-migrants. To this end, it is hoped by local leaders that the new Norfolk Industrial Park will attract new industry and create new jobs.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



VI. INCOME AND EMPLOYMENT

Eighty-six per cent of Norfolk's nonagricultural civilian labor force of 187,200 is engaged in non-manufacturing activities, while 14 per cent is engaged in manufacturing. Of articles manufactured, most significant are motor vehicles and parts, ships and boats, and aeronautical equipment. More than 22 per cent of the labor force is engaged in retail trade and this figure is steadily increasing. Annual family income in the Norfolk-Portsmouth area, based on a study of wages, retail trade statistics, and related data is \$5,577.



Estimated Hours and Gross Earnings
Production Workers in Manufacturing Industries
Norfolk-Portsmouth Metropolitan Area



<u>Year</u>	<u>Average Hourly Earnings</u>	<u>Average Weekly Hours</u>	<u>Average Weekly Earnings</u>
1957	\$1.76	40.6	\$71.55
1956	\$1.67	40.4	\$67.47
1955	\$1.60	41.6	\$66.56
1954	\$1.53	40.6	\$62.12
1953	\$1.46	40.6	\$59.28
1952	\$1.36	41.5	\$56.44



Source: Virginia Department of Labor and Industry
Edmond M. Boggs, Commissioner



Table 1.

**NONAGRICULTURAL EMPLOYMENT OF WAGE AND SALARIED WORKERS
JANUARY 1956 - JANUARY 1958 NORFOLK-PORTSMOUTH AREA (In Thousands)**

Industry	Jan. 1956	Mar. 1956	May 1956	July 1956	Sep. 1956	Nov. 1956	Jan. 1957	Mar. 1957	May 1957	July 1957	Sept. 1957	Nov. 1957	Jan. 1958
Total	149.5	150.7	155.2	156.0	158.2	157.0	155.5	156.6	160.0	160.3	160.9	158.4	155.6
Manufacturing	29.2	29.7	29.2	29.2	29.1	29.2	29.0	29.2	28.5	27.8	28.0	27.3	27.1
Durable Goods	22.0	22.0	22.0	21.9	21.9	21.8	21.5	21.3	20.7	20.7	20.7	20.4	20.1
Lumber and Wood Products (except furniture)	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.3	1.3	1.3	1.3	1.2	1.3
Wooden Containers	.5	.5	.5	.5	.5	.5	.5	.4	.4	.4	.4	.4	.5
Stone, Clay and Glass Products	.9	.9	.9	.9	.9	.8	.7	.7	.7	.8	.8	.7	.6
Fabricated Metal Products	.8	.8	.8	.8	.8	.8	.8	.8	.9	.8	.9	.9	.9
Fabricated Structural Metal	.6	.6	.6	.6	.6	.6	.6	.7	.7	.7	.7	.7	.7
Transportation Equip.	16.1	16.2	16.1	16.0	15.9	15.9	16.0	15.8	15.1	15.2	15.2	15.1	15.3
Other Durable Goods	2.7	2.6	2.7	2.7	2.8	2.7	2.5	2.6	2.6	2.4	2.4	2.3	2.2
Nondurable Goods	7.2	7.7	7.2	7.3	7.2	7.4	7.5	7.9	7.7	7.1	7.3	6.9	7.1
Food and Kindred Products	2.8	2.8	2.9	3.2	3.0	3.0	3.0	2.9	3.0	3.1	3.1	3.0	3.0
Apparel and Other Finished Products	.5	.5	.5	.5	.5	.5	.6	.6	.6	.4	.5	.5	.5
Printing, Publ. and Allied Industries	1.1	1.1	1.2	1.3	1.3	1.3	1.3	1.3	1.2	1.2	1.2	1.2	1.2
Chemicals and Allied Products	2.1	2.6	2.1	1.6	1.7	1.8	2.0	2.4	2.3	1.8	1.9	1.8	2.0
Fertilizers	1.5	2.0	1.5	1.1	1.2	1.3	1.4	1.8	1.7	1.2	1.3	1.3	1.4
*Other Nondurable Goods	.6	.6	.5	.6	.6	.7	.6	.6	.5	.5	.6	.4	.4

Note: Figures may not add due to rounding. Figures exclude self-employed, unpaid family and domestic workers (estimated 17,700 in 1958) and agricultural workers (estimated 3,900 in 1958).

* Includes tobacco, textiles, paper, products of coal and petroleum, rubber products.

Source: Virginia State Employment Service.



Table 1. **NONAGRICULTURAL EMPLOYMENT OF WAGE AND SALARIED WORKERS
JANUARY 1956 - JANUARY 1958 NORFOLK - PORTSMOUTH AREA (In Thousands)**

(Continued)

Industry	Jan. 1956	Mar. 1956	May 1956	July 1956	Sep. 1956	Nov. 1956	Jan. 1957	Mar. 1957	May 1957	July 1957	Sept. 1957	Nov. 1957	Jan. 1958
Non-manufacturing	120.3	121.0	125.9	126.8	129.1	127.8	126.5	127.4	131.5	132.4	132.9	131.1	128.5
Mining	.2	.2	.2	.2	.2	.1	.1	.1	.1	.1	.1	.1	.2
Construction	9.6	9.9	11.7	12.8	12.5	12.2	11.5	12.0	13.8	14.6	14.7	14.1	12.9
Transportation, Comm. & Public Utilities	16.9	16.9	17.3	16.6	17.7	17.0	17.2	17.5	18.0	17.7	17.6	17.1	16.9
Trade	39.9	39.9	41.2	41.3	42.3	42.5	41.9	41.7	42.3	42.3	43.5	44.2	43.3
Wholesale	9.0	9.1	8.8	8.4	9.3	9.3	9.4	9.4	9.1	8.8	9.6	9.7	-
Retail	30.8	30.8	32.3	32.9	33.0	33.1	32.5	32.3	33.2	33.5	33.9	34.4	-
Finance, Insurance, Real Estate	5.8	5.9	6.1	6.2	6.2	6.1	6.0	6.2	6.3	6.6	6.5	6.4	6.4
Services	22.4	22.6	24.0	24.1	24.3	23.8	23.7	24.0	25.6	25.5	25.6	24.7	24.7
Government	25.4	25.3	25.4	25.5	25.7	25.9	25.9	25.8	25.3	25.4	24.7	24.4	24.3

Note: Figures may not add due to rounding. Figures exclude self-employed, unpaid family and domestic workers (estimated 17,700 in 1958) and agricultural workers (estimated 3,900 in 1958).

Source: Virginia State Employment Service.



Table 1A. NONAGRICULTURAL EMPLOYMENT NORFOLK-PORTSMOUTH METROPOLITAN AREA



<u>Year</u>	<u>Total*</u>	<u>Manufacturing</u>	<u>Non-Manufacturing</u>
January 1958	155,550	27,100	128,450
January 1957	155,500	29,000	126,500
January 1956	149,500	29,200	120,300
January 1955	146,100	29,200	116,900
January 1954	146,100	30,300	115,800
January 1953	148,500	32,900	115,600
January 1952	146,900	32,600	114,300
January 1951	133,100	28,400	104,700
January 1950	125,000	25,500	99,500
January 1949	116,100	26,600	89,500



* Does not include Agricultural, Self employed, Domestic employees.

Source: Virginia State Employment Service.



Table 2. METROPOLITAN POPULATION NORFOLK-PORTSMOUTH STANDARD METROPOLITAN AREA
(As of July 1, each year)

Metropolitan Area	1957	1956	1955	1954	1953	1952	1951	1950
Metropolitan Area	566,567	558,563	552,110*	488,344	475,748	464,632	455,895	446,200
Norfolk	290,982	291,895	274,420	230,681	225,828	221,369	217,424	213,513
Portsmouth	85,243	88,073	92,055	86,233	84,506	82,397	81,547	80,039
South Norfolk	23,260	24,105	24,831	23,017	22,389	21,814	21,275	10,434
Virginia Beach	7,300	6,958	-	-	-	-	-	-
Norfolk County	75,267	70,428	90,685	100,724	97,223	94,580	92,238	99,937
Princess Anne County	84,515	77,104	70,119	47,689	45,802	44,472	43,411	42,277

Note: Population of the City of Virginia Beach prior to 1956 included in Princess Anne totals.

RACIAL CHARACTERISTICS OF POPULATION

(As of July 1, 1957)

	Total	White	Nonwhite	Per Cent White	Per Cent Nonwhite
Metropolitan Area	566,567	421,331	145,236	74.4%	25.6%
Norfolk	290,982	215,145	75,837	73.9%	26.1%
Portsmouth	85,243	51,885	33,358	60.9%	39.1%
South Norfolk	23,260	17,979	5,281	77.3%	22.7%
Virginia Beach	7,300	6,965	335	95.4%	4.6%
Norfolk County	75,267	58,022	17,245	77.1%	22.9%
Princess Anne County	84,515	71,335	13,180	84.4%	15.6%

* Exceptional increase in 1955 due principally to adoption of improved method of estimating growth by Virginia Bureau of Population and Economic Research.



Table 3. COMPARATIVE POPULATION GROWTH

Year	United States		State of Virginia		Norfolk-Portsmouth		Hampton-Warwick Newport News		Richmond Area
	Number	Rate	Number	Rate	Number	Rate	Number	Rate	
1957	168,914,000	12.2	3,458,000	4.2	566,567	27.0	184,796		393,527
1950	150,697,000	14.5	3,319,000	23.9	446,200	72.3	143,227		328,050
1940	131,669,000	7.2	2,678,000	10.6	258,927	12.8	84,496		266,185
1930	122,775,000	16.1	2,422,000	4.9	229,635	-4.8	69,463		239,288
1920	105,711,000	14.9	2,309,000	12.0	241,148	46.2	72,262		211,135
1910	91,972,000	20.9	2,062,000	11.2	164,912	30.9	47,471		172,364
1900	76,095,000	20.9	1,854,000	12.0	126,023	45.6	43,983		133,916
1890	62,948,000	25.5	1,656,000	9.5	86,548	27.2	22,818		120,359
1880	50,156,000	26.0	1,513,000	23.5	68,051	23.8	12,947		100,747
1870	39,818,000	26.6	1,225,000	16.8	54,975	25.1	9,975		84,649
1860	31,443,000	84.2	1,220,000	19.0	43,941	26.1	7,538		80,632
1840	17,069,000	77.1	1,025,000	9.3	34,854	6.6	5,162		50,224
1820	9,638,000	81.6	938,000	16.1	32,704	15.7	5,397		41,670
1800	5,308,000	35.1	808,000	16.8	28,278	26.7	4,437		29,374
1790	3,929,000		692,000		22,317		5,140		26,214

Source: Figures are from U.S. Census and are based on the areas included in current definition of standard metropolitan areas.

Estimates of 1957 population: Virginia Bureau of Population and Economic Research.



Table 4. MARRIAGES

	<u>1956</u>	<u>1955</u>	<u>1954</u>	<u>1953</u>	<u>1952</u>	<u>1951</u>	<u>1950</u>
Metropolitan Area							
White	2,667	2,752	2,769	3,169	3,098	3,055	2,928
Nonwhite	<u>1,339</u>	<u>1,408</u>	<u>1,323</u>	<u>1,500</u>	<u>1,611</u>	<u>1,590</u>	<u>1,517</u>
Total	4,006	4,160	4,092	4,669	4,709	4,645	4,445
Norfolk							
White	1,470	1,564	1,430	1,728	1,785	1,808	1,715
Nonwhite	<u>779</u>	<u>823</u>	<u>726</u>	<u>806</u>	<u>917</u>	<u>932</u>	<u>891</u>
Total	2,249	2,387	2,156	2,534	2,702	2,740	2,606
Portsmouth							
White	521	553	558	644	618	589	616
Nonwhite	<u>380</u>	<u>366</u>	<u>386</u>	<u>450</u>	<u>442</u>	<u>431</u>	<u>417</u>
Total	901	919	944	1,094	1,060	1,020	1,033
South Norfolk							
White	153	123	157	126	-	-	-
Nonwhite	<u>42</u>	<u>37</u>	<u>37</u>	<u>45</u>	-	-	-
Total	195	160	194	171	-	-	-
Norfolk County							
White	178	177	348	372	427	384	343
Nonwhite	<u>50</u>	<u>60</u>	<u>73</u>	<u>97</u>	<u>151</u>	<u>140</u>	<u>114</u>
Total	228	237	421	469	578	524	457
Princess Anne County*							
White	345	335	276	299	268	274	254
Nonwhite	<u>88</u>	<u>122</u>	<u>101</u>	<u>102</u>	<u>101</u>	<u>87</u>	<u>95</u>
Total	433	457	377	401	369	361	349

* Marriages in Virginia Beach are included in Princess Anne figures. Marriages in South Norfolk prior to 1953 are included in Norfolk County figures.

Source: Virginia Department of Health, Bureau of Vital Statistics.

Table 5. BIRTHS
According to Residence

	<u>1956</u>	<u>1955</u>	<u>1954</u>	<u>1953</u>	<u>1952</u>	<u>1951</u>	<u>1950</u>
Metropolitan Area							
White	11,660	11,418	11,976	11,246	9,941	8,802	7,836
Nonwhite	<u>4,795</u>	<u>4,583</u>	<u>4,424</u>	<u>4,289</u>	<u>4,123</u>	<u>3,873</u>	<u>3,453</u>
Total	16,455	16,001	16,400	15,535	14,064	12,675	11,289
Norfolk							
White	5,826	5,963	4,541	4,595	4,468	3,709	3,338
Nonwhite	<u>2,439</u>	<u>2,339</u>	<u>1,966</u>	<u>1,985</u>	<u>2,037</u>	<u>1,924</u>	<u>1,687</u>
Total	8,265	8,302	6,507	6,580	6,505	5,633	5,025
Portsmouth							
White	1,166	1,190	1,264	1,315	1,261	1,122	937
Nonwhite	<u>1,170</u>	<u>1,129</u>	<u>1,137</u>	<u>1,091</u>	<u>1,058</u>	<u>997</u>	<u>894</u>
Total	2,336	2,319	2,401	2,406	2,319	2,119	1,831
South Norfolk							
White	510	545	590	580	595	529	201
Nonwhite	<u>182</u>	<u>188</u>	<u>186</u>	<u>164</u>	<u>155</u>	<u>146</u>	<u>69</u>
Total	692	733	776	744	750	675	270
Virginia Beach*							
White	311	312	316	358	-	-	-
Nonwhite	<u>35</u>	<u>22</u>	<u>15</u>	<u>20</u>	-	-	-
Total	346	334	331	378	-	-	-
Norfolk County							
White	1,487	1,474	3,404	3,081	2,425	2,419	2,484
Nonwhite	<u>587</u>	<u>552</u>	<u>789</u>	<u>696</u>	<u>566</u>	<u>508</u>	<u>506</u>
Total	2,074	2,026	4,193	3,777	2,991	2,927	2,990
Princess Anne County*							
White	2,360	1,934	1,861	1,317	1,192	1,023	876
Nonwhite	<u>382</u>	<u>353</u>	<u>331</u>	<u>333</u>	<u>307</u>	<u>298</u>	<u>297</u>
Total	2,742	2,287	2,192	1,650	1,499	1,321	1,173

* Figures for Princess Anne County for the years 1950-1952 include Virginia Beach.
Source: Virginia Department of Health, Bureau of Vital Statistics.



Table 6. DEATHS

According to Residence

	<u>1956</u>	<u>1955</u>	<u>1954</u>	<u>1953</u>	<u>1952</u>	<u>1951</u>	<u>1950</u>
Metropolitan Area							
White	2,458	2,338	2,332	2,259	2,286	2,149	2,057
Nonwhite	<u>1,545</u>	<u>1,602</u>	<u>1,522</u>	<u>1,734</u>	<u>1,687</u>	<u>1,603</u>	<u>1,540</u>
Total	4,003	3,940	3,854	3,993	3,973	3,752	3,597
Norfolk							
White	1,352	1,264	1,105	1,104	1,138	1,112	1,051
Nonwhite	<u>872</u>	<u>892</u>	<u>781</u>	<u>978</u>	<u>882</u>	<u>888</u>	<u>860</u>
Total	2,224	2,156	1,886	2,082	2,020	2,000	1,911
Portsmouth							
White	386	390	357	363	378	359	350
Nonwhite	<u>351</u>	<u>371</u>	<u>377</u>	<u>385</u>	<u>426</u>	<u>373</u>	<u>356</u>
Total	737	761	734	748	804	732	706
South Norfolk							
White	122	115	129	115	114	86	67
Nonwhite	<u>59</u>	<u>82</u>	<u>55</u>	<u>71</u>	<u>72</u>	<u>64</u>	<u>28</u>
Total	181	197	184	186	186	150	95
Virginia Beach*							
White	53	50	63	53	-	-	-
Nonwhite	<u>9</u>	<u>8</u>	<u>7</u>	<u>9</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total	62	58	70	62	-	-	-
Norfolk County							
White	285	289	470	448	420	385	412
Nonwhite	<u>137</u>	<u>134</u>	<u>200</u>	<u>186</u>	<u>189</u>	<u>168</u>	<u>212</u>
Total	422	423	670	634	609	553	624
Princess Anne County*							
White	260	230	208	176	236	207	177
Nonwhite	<u>117</u>	<u>115</u>	<u>102</u>	<u>105</u>	<u>118</u>	<u>110</u>	<u>84</u>
Total	377	345	310	281	354	317	261

* Figures for Princess Anne County for the years 1950-1952 include Virginia Beach.

Source: Virginia Department of Health, Bureau of Vital Statistics.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



VII. CHARACTERISTICS OF THE NORFOLK HOUSING MARKET

During the years 1950 through 1955, an average of 6,390 new dwelling units of all kinds were built annually in the Norfolk-Portsmouth Metropolitan Area, with a high of 7,959 in 1952. In 1956 and 1957 the average had dropped more than 41 per cent to 3,744 with a low of 2,983 in 1957. The speculative activity of builders has shown a rapid response to this adjustment and there appears to be no large number of unsold houses on the Norfolk market. There seems little likelihood of builders overbuilding at this point, even though credit has eased considerably and more funds are available, for the builders are aware of market conditions and are speculating with great caution.



Normal growth does not justify construction of more privately-sponsored multiple housing units in the area for some time in the future.



It appears probable that the public housing and redevelopment plans of Norfolk, South Norfolk, and Portsmouth will continue. There apparently is a need, especially for nonwhite housing, and the leadership is vigorous. Demolition of older areas will require an increased amount of "relocation" housing in the near future.



Perhaps the most significant feature of rental housing in Norfolk is the impact thereon of personnel from military establishments. Since a far greater number of military families see themselves as temporary residents of the community than do civilian families, who generally consider themselves as permanent residents of the area, it is not surprising that a far greater proportion seek rental housing. There is a bigger proportion of service demand for rental housing than for any other commodity on the Norfolk market. The figures in Table 9 show what a surprisingly large proportion of the available rental housing units are occupied by families of servicemen, and it can be readily visualized how severe the vacancy problem would be if for some reason the service demand were to be sharply reduced.



Table 7. NUMBER OF NEW DWELLING UNITS AUTHORIZED

Year	Norfolk	Portsmouth	South Norfolk	Virginia Beach	Norfolk County	Princess Anne County	Metropolitan Area
1950	2,132	421	43	155	1,824	659	5,234
1951	2,153	336	133	210	4,045	715	7,592
1952	2,290	719	137	151	1,999	2,663	7,959
1953	1,356	322	94	93	2,154	1,876	5,895
1954	578	796	180	89	1,972	2,211	5,826
1955	739	377	197	84	1,479	2,968	5,844
1956	896	180	146	52	1,214	2,016	4,504
1957	323	106	39	52	994	1,469	2,983
Total	10,467	3,257	969	886	15,681	14,577	45,837

Sources: Bureau of Labor Statistics, Various Building Departments Concerned.



HOUSING DEMAND NORFOLK-PORTSMOUTH METROPOLITAN AREA

Table 8.

<u>Year</u>	<u>Population</u>	<u>Households</u>	<u>Dwelling Units</u>	<u>Vacancy Rate</u>	<u>Occupied Units</u>	<u>Persons Per Occupied Dwelling Unit</u>	<u>New Dwelling Units Needed</u>
1950	446,200	113,408	119,623	2.3%	113,532	3.44	5,234
1951	455,895	121,800	124,334	2.0%	121,847	3.27	7,592
1952	464,632	128,500	131,167	2.0%	128,544	3.18	7,959
1953	475,748	135,500	138,330	2.0%	135,563	3.08	5,895
1954	488,344	140,800	143,635	2.0%	140,762	3.11	5,826
1955	552,110*	146,000	148,878	2.0%	145,900	3.11	5,844
1956	558,563	151,200	154,138	2.0%	151,055	3.44	4,504
1957	566,567	155,300	158,192	2.0%	155,028	3.42	2,983
1958	574,000	157,700	160,577	2.0%	157,365	3.47	2,650
1959	582,000	159,900	163,164	2.0%	159,900	3.46	2,872
1960	591,000	162,400	165,715	2.0%	162,400	3.46	2,832
1961	600,200	166,700	170,102	2.0%	166,700	3.42	4,870
1962	609,600	169,300	172,755	2.0%	169,300	3.42	2,950
1963	619,200	172,000	175,511	2.0%	172,000	3.42	3,060
1964	629,000	174,700	178,266	2.0%	174,700	3.42	3,060
1965	639,000	177,500	181,123	2.0%	177,500	3.42	3,171

Sources: U.S. Department of Commerce, Bureau of Census
 Norfolk Virginian - Pilot and Ledger-Star Research Departments
 Real Estate Research Corporation.

Assumed in above table is the population rate of growth indicated and an annual demolition equal to 10 per cent of new construction. If rate of growth accelerates or decelerates, or if demolitions are greater or less than assumed, needed housing units will vary accordingly. Otherwise overproduction of housing units will tend to increase vacancies.

* Exceptional increase in this year due principally to adoption of improved method of estimating population growth by Virginia Bureau of Population and Economic Research.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



VIII. INVENTORY OF MULTIPLE HOUSING IN THE NORFOLK AREA

The Norfolk Metropolitan Area is somewhat unique in that for a population of 567,000 there are an unusually large number of multiple dwelling units. These are not only FHA 608 types, but also war housing and a very substantial number of public housing units, aided and unaided, some with white and some with nonwhite occupancy.



The reason for the multiple dwelling character is the presence of the United States Navy as the dominant economic factor in the area. Rental housing especially is dependent upon service personnel and their families to the extent that some landlords report a significant increase in vacancies within a few days of a mass departure of ships. This is characteristic of the Norfolk area --- has been for several decades, and undoubtedly will continue to be in the foreseeable future.



The housing pressures developed in Norfolk during World War II and after, and during the Korean incident are hard to imagine, now that a relatively "soft" market in rental housing has descended upon the area. However, we have seen what pressures are developed in Norfolk in a national emergency. Housing there is a special problem with an economic pattern of its own. Since it is impossible to analyze housing on the basis of what might happen in a market, subject to the violent distortion experienced in Norfolk in wartime, this study is based on the economic facts of housing in the Norfolk area in March 1958 and on the assumption of normal development therefrom.



At the time of World War II, there existed in the area between the old city of Norfolk and the Naval establishments for sea, air, and amphibious warfare, a relatively large amount of undeveloped land. This made possible a rapid expansion of facilities to house military personnel. Unfortunately, the site of Glenwood Village was chosen very remote from these military bases without regard to the permanent forces affecting rental housing in the area. As the result, the project has been in trouble from the beginning. The FHA annual survey of properties, dated March 31, 1957, and covering insured multiple dwelling properties in the State of Virginia emphasizes the Glenwood Village failure in these startling figures:



Total number of rental units in Virginia	22,449
Total vacancies - March 31, 1957	1,790
Total vacancies, Glenwood Village - March 31, 1957	939
Percentage of vacancies in entire state	7.97%
Percentage of vacancies in Glenwood Village	58.7%



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Of the total apartment vacancies in the State of Virginia, Glenwood Village, a single project, accounted for 50.2 per cent (confirmed by the Richmond FHA office). In the past year, these vacancies have increased to about 1,130.



One of the purposes of this study is to show cause for this unusual situation, for when the relatively small number of vacancies in other properties is observed, it remains evident that special reasons must account for the failure of Glenwood Village.

In Norfolk, the location of apartment projects is of great significance, for with the service personnel market so dominant, a project located inconveniently for service people is axiomatically poorly located. To demonstrate this, we have divided the area into pie-shaped segments for study. Each segment is oriented from a point in the Central Business District of Norfolk, as shown on Plate 1, and they may be described respectively as follows:



- Segment A This area involves the northwestern part of the City of Norfolk and includes the Naval Operating Base and the Naval Air Station. It is served by Hampton Boulevard and Granby Street as arterials leading out from the downtown area.
- Segment B This involves the northeasterly portion of the City of Norfolk, including the Naval Amphibious Command Base at Little Creek and is served by Tidewater Boulevard and Princess Anne Road from the downtown area.
- Segment C This involves the eastern portion of the City of Norfolk and most of the western part of Princess Anne County, with Virginia Beach Boulevard as the arterial from the downtown area.
- Segment D This involves the southeasterly portion of the City of Norfolk, all of the City of South Norfolk, and includes the Glenwood Village project.
- Segment P This includes the entire City of Portsmouth, which also includes the U.S. Naval Shipyard and Naval Hospital located there.

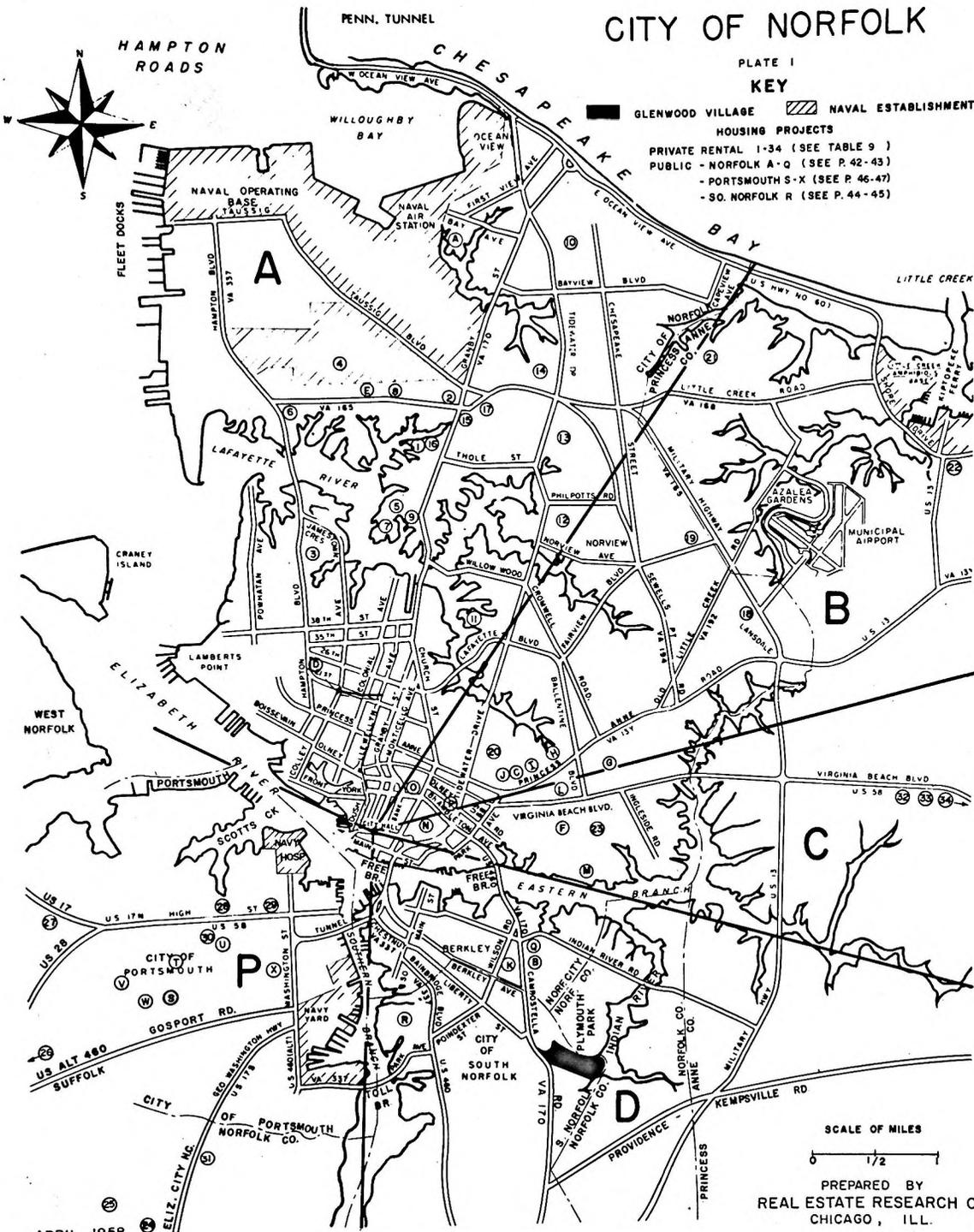


CITY OF NORFOLK

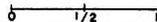
PLATE I

KEY

- GLENWOOD VILLAGE
- NAVAL ESTABLISHMENTS
- HOUSING PROJECTS**
- PRIVATE RENTAL 1-34 (SEE TABLE 9)
- PUBLIC - NORFOLK A-Q (SEE P. 42-43)
- PORTSMOUTH S-X (SEE P. 46-47)
- SO. NORFOLK R (SEE P. 44-45)



SCALE OF MILES



PREPARED BY
REAL ESTATE RESEARCH CORP.
CHICAGO, ILL.

APRIL, 1958

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Segment O This segment includes projects within the standard metropolitan area, but not within the area we have defined as the effective housing market area. Essentially, these projects are in the Virginia Beach area in eastern Princess Anne County, and this segment is the only segment not oriented to the Central Business District of Norfolk.



The typical rental housing prospect in the Norfolk area is one connected with the Navy. He normally seeks a two-bedroom unit at the lowest price at which he can obtain what he would consider to be a comfortable and decent environment for his wife and children. On inquiry he learns that he should expect to pay \$55 or \$60, plus utilities, for what he wants. Since he is "employment-oriented" to the Naval Operating Base, which is the docking center for all the ships in port not at the Navy Yard undergoing repair or overhaul, or at the Naval Air Station, he would begin his search in Segment A. There he would find within his price bracket only the following:



Camp Allen	2 bedroom	\$57.50	No vacancies
Sewell's Park	2 bedroom	\$62.00	No vacancies
Oakdale	2 bedroom	\$54.00	No vacancies
Daniel Gardens	2 bedroom	\$60.00	Six vacancies



His only choice would be Daniel Gardens. If this proved satisfactory, he would look no further, but when six prospects have so decided, the market at this price range in Segment A is closed and succeeding prospects would look to Segment B.



The outlook for service-connected prospects in Segment B is much better, as a wide range of opportunities is offered:

Lansdale Gardens	2 bedroom	\$60.00	280 vacancies
Lakeland	2 bedroom	\$60.00	12 vacancies
Little Creek	2 bedroom	\$60.00	43 vacancies
Hewitt Farms	2 bedroom	\$65.00	23 vacancies



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



The Amphibious Command base lies within this segment, and if the prospect were employment-oriented to this base, it is probable that he would first seek the offerings in this segment. Either way, it is probable that with as many vacancies as exist in this segment, a serviceman will find what he wants here and that will end his search, leaving Glenwood Village unviewed and unclaimed. If, however, the prospect was not a serviceman, and his place of employment was near the downtown section of Norfolk or perhaps he had a resistance to two-story type multiple dwellings, then he might look further to find in Segment C:



Ingleside 2 bedroom \$65.00 Nine vacancies



If \$65 was a little more than he wanted to pay, and he hears that there are vacancies in Portsmouth, as he has heard that there are vacancies in Norport Homes, Portsmouth Estates, and Lee Hall (these rents vary from \$60 to \$62.75) he becomes a possible prospect. But when he considers having to pay a minimum of \$.30 in toll charges at the tunnel every time he goes and comes from Norfolk, he realizes that he would thus increase his housing cost by at least \$10 a month. At this point he turns to Glenwood Village. It may seem unfair to let the prospect consider every other possibility before giving a thought to Glenwood, but this is the character of the location and we must consider this probability to determine realistically the rent possibilities for a rehabilitated Glenwood. We must further assume that when the prospect turns to Glenwood Village, it has been thoroughly renovated, is attractive, well-landscaped, and well maintained with convenient school and shopping facilities. It has an open route to downtown Norfolk through Plymouth Park, which looks like a successful and fast developing neighborhood. But for service personnel it is still remote. What rent would cause a prospect to favor Glenwood Village over Lansdale or Lakeland or some other project where apartments are available for \$60? Since we cannot change the location and must assume a comparability of facilities offered, we can only conclude that a lower rent must be asked. It must be sufficiently lower to be significantly attractive. Our market study indicates that this would be about \$50 for a two-bedroom unit, with one, three, and four-bedroom units designed to meet the needs of all prospects and with rents scaled appropriately to the \$50 base, but with utility costs added, as is usual in the area.



Table 9.

MULTIPLE HOUSING UNITS (Privately Owned)

34

Segment A

Project	Segment A			Cold Water	Hot Water	Heat	Gas	Electric	Total Units	Per Cent Servicemen	Housing Cost Two Bedroom	Number Vacancy	Per Cent Vacancy			
	No.	One Bedroom	No.											Two Bedroom	No.	Three Bedroom
1. Riverside Terrace	103	\$ 89.50	104	\$111.00	25	\$123.00	X	X	X	X	X	232	40%	\$111.00	22	10%
2. Bondale*	140	\$101.83	32	\$112.67	-	-	X	X	X	\$6.00		200	60%	\$118.67	2-3	1%
3. Bolling Square	200	\$107.25	100	\$112.67	-	-	X	X	X	\$5.00 - \$7.00		300	25%	\$119.67		
4. Camp Allen	80	\$ 47.50	240	\$ 57.50	80	\$ 67.50	\$2.75			\$11.00		400	100%	\$ 71.25	0	0
5. Kingsley Road	-	-	30	\$115.00	2	\$135.00	X	X	X	X	X	32	40%	\$115.00	0	0
6. Meadowbrook	48	\$ 87.50	52	\$103.75	-	-	X	X	X	X	X	100	50%	\$103.75	0	0
7. Riverpoint	56	\$ 89.50	84	\$ 92.50	40	\$105.50	X	X	X	X	X	220	25%	\$ 92.50	1	.5%
					40	\$110.00										
8. Sussex Gardens	40	\$ 85.00	268	\$ 94.50	-	-	X	X	X	\$6.00		308	65%	\$100.50	0	0
9. Marberry Apartments	8	\$ 88.50	8	\$101.00	-	-	X	X	X	\$8.00		16	20%	\$109.00	1	9%
10. Oceanaire	-	-	229	\$ 70.00	229	\$ 78.00	X	\$12.00	-	\$17.00		458	90%	\$ 87.00	92	20%
11. Lafayette Shores	140	\$ 57.50	504	\$ 68.00	-	-	\$15.00	-		\$17.00		644	65%	\$ 85.00	4	
12. Sewell's Park	-	-	224	\$ 62.00	-	-	X	X	X	\$6.00		224	50%	\$ 68.00	0	0
13. Chesapeake Manor**	-	-	332	\$ 52.37	-	-	X	\$18.00	-	\$20.00		332	50%	\$ 72.37	0	0
14. Oakdale	-	-	160	\$ 54.00	-	-			\$17.00			160	75%	\$ 71.00	0	0
15. Suburban	136	\$ 78.00	73	\$ 92.50	-	-	X	X	X	\$5.00 - \$7.00		209	50%	\$ 99.50	4	1.9%
16. Talbot Park	252	\$ 65.00	44	\$76-\$80	-	-	X	X	X	\$6.00		296	40%	\$ 82.00	0	0
17. Daniel Gardens	-	-	172	\$ 60.00	-	-	X	\$15.00	-	\$17.00		172	50%	\$ 77.00	6	3%
Total	1,203		2,656		416							4,303			132	2.7%

* 28 no bedroom units at \$86.67

** Nonwhite occupancy

Table 9.

MULTIPLE HOUSING UNITS (Privately Owned)

(Continued)

35

Project	Segment B						Cold Water	Hot Water	Heat	Gas	Electric	Total Units	Per Cent Servicemen	Housing Cost Two Bedroom	Number Vacancy	Per Cent Vacancy
	No.	One Bedroom	No.	Two Bedroom	No.	Three Bedroom										
18. Lansdale Gardens	-	-	1,500	\$ 60.00	-	-	\$5.25			\$12.00		1,500	75%	\$ 77.25	280	18.7%
19. Lakeland	-	-	700	\$ 60.00	-	-	\$5.25			\$15.00		700	80%	\$ 80.25	12*	1.7%
20. Marshall Manor**	-	-	204	\$ 45.00	-	-			\$15.00 - \$17.00			204	50%	\$ 62.00	0	-
21. Hewitt Farms	74	\$ 47.50	410	\$ 65.00	32	\$ 90.00	\$2.75			\$11.00		516	100%	\$ 78.75	23	4.5%
22. Little Creek	<u>58</u>	<u>\$ 60.78</u>	<u>264</u>	<u>\$ 60.78</u>	<u>78</u>	<u>\$ 70.13</u>	<u>\$3.50</u>			<u>\$27.00</u>		<u>400</u>	<u>100%</u>	<u>\$ 91.28</u>	<u>43</u>	<u>10.8%</u>
Total	132		3,078		110							3,320			358	10.8%
Segment C																
23. Ingleside	7	\$ 57.50	286	\$ 65.25	7	\$ 73.00	X	X	\$15.00			300	60%	\$ 80.25	9	3.0%
Segment P																
24. Norport Homes	170	\$ 55.00	80	\$ 62.75	-	-	X	X	\$5.00 - \$7.00			250	50%	\$ 69.75	7	2.8%
25. Stanley Court	11	\$ 70.00	38	\$ 63.50	18	\$ 73.50										
	18	\$ 53.50	55	\$ 82.50	19	\$ 96.00	X	X	\$6.00			159	100%	\$ 88.50	4	2.5%
26. Portsmouth Estates	-	-	128	\$ 52.50	-	-			\$15.00			128	10%	\$ 67.50	18	14.1%
27. Colonial Manor	168	\$ 65.00	-	-	-	-	X	X	X	\$6.00		168	5%	\$ 71.00	4	2.4%
28. Portsmouth Gardens***	108	\$ 60.00	14	\$ 77.50			X	X	X	\$6.00		136	20%	\$ 83.50	1	.7%
29. Carver Homes**	180	\$ 34.26	-	-	-	-	X		\$10.00 - \$12.00			180	10%		0	-
30. Howard Apartments**	27	\$ 27.00	60	\$ 34.00	60	\$ 42.00	X		\$15.00			115	10%	\$ 49.00	0	-
31. Lee Hall	<u>-</u>	<u>-</u>	<u>156</u>	<u>\$ 63.00</u>	<u>94</u>	<u>\$ 65.00</u>	<u>X</u>	<u>X</u>	<u>X</u>	<u>\$6.00</u>		<u>250</u>	<u>20%</u>	<u>\$ 69.00</u>	<u>20</u>	<u>8.0%</u>
Total	682		531		159							1,386			54	3.9%
Miscellaneous O																
32. Ocean Lake			24	\$ 67.50	56	\$ 78.50		X				80	50%		30	37.5%
33. Oceana Apartments	57	\$ 59.50	230	\$ 69.50	42	\$102.00									7	1.3%
			168	\$ 84.50	57	\$ 79.50			\$11.63			554	100%	\$ 81.13		
34. Mayflower****	<u>80</u>		<u>81</u>		<u>6</u>							<u>272</u>			<u>90</u>	<u>33.1%</u>
Total	146		503		161							906			127	14.0%
Grand Total	2,170		7,054		853							10,215			680	6.3%

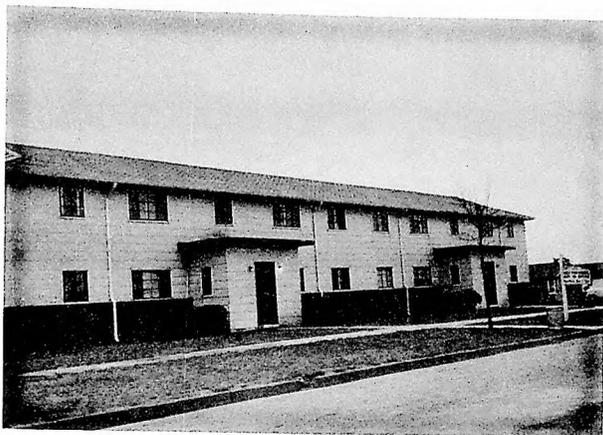
* Unfurnished only

** Nonwhite occupancy

*** 14 no bedroom units

**** 91 no bedroom units plus 5 penthouse apartments

LANSDALE HOMES
Military Highway, Norfolk, Va.



1,500 Unit FHA Section 608
Project - Rents \$60.



LAKELAND VILLAGE
Military Highway, Norfolk, Va.



FHA Section 608, rental housing project of 700 units.
Rents \$60.



MAYFLOWER APARTMENTS

Virginia Beach, Va.



FHA Section 608, rental housing project of 272 units.

LAFAYETTE SHORES

Norfolk, Va.



FHA Section 608, rental housing project of 644 units.
Rents \$57.50 - \$68.



IX. NORFOLK RENTAL MARKET AND ARMED FORCES PERSONNEL

As has been stated, the rental housing market in the Norfolk area is dominated by the requirements of military personnel. Were it not for the needs of the Navy it would be difficult to justify half of the multiple units now available for rent in the area. This fact is further complicated by a growing tendency of "regular" servicemen, whose ships are assigned to Norfolk as "home port," to purchase homes and make Norfolk their permanent residence. This is true of both retired and active officers and enlisted men who purchase with the thought that they thereby assure their children of better schooling and their families of a greater permanency. During World War II, this trend was not noticeable. With station reassignments more frequent and with the majority of servicemen being reservists away from their permanent homes only "for the duration," there was little reason to purchase homes. Furthermore, the housing shortage and rising prices limited the choice and discouraged military people from acting in this regard.



There are a number of projects in the area which have from the outset been devoted to naval personnel exclusively. Although they are privately owned, the Navy has jurisdiction over them and is, in effect, acting as a "rental agent." An acceleration in rental turnover, noted particularly in the past 24 months, is explained by Navy housing officials as due primarily to home purchasing.



In Segment A, which is that part of Norfolk closest to the Naval Operating Base and the Naval Air Station, it is natural to find a high percentage of servicemen occupying multiple housing. Transportation and shopping facilities are good. Moving from one part of the city to another is easy. In general, the construction of buildings is of a very high quality, many being of masonry, attractively designed, with good site planning. The units have the appearance of quality homes. School facilities are adequate. We are, therefore, not surprised to find that of the 4,172 occupied units surveyed in this area, 2,468 or 59 per cent are rented by service personnel. In general, percentage of occupancy varies with the distance from the base; Camp Allen at the base, having been built specifically for Navy families, is 100 per cent occupied by service personnel, while Bolling Square, near William and Mary College about five miles away, has 25 per cent service occupancy.



Segment B includes fewer units than Segment A, both as to total number and as to projects. There are only five multiple housing projects in this area, but they tend to be large with a high of 1,200 occupied units at Lansdale Gardens and a low of 357 at Little Creek. Two of these units, Hewitt Farms and Little Creek, are exclusively Navy occupied, similar to Camp Allen. The two largest projects, Lansdale Gardens and Lakeland, with a total of 1,908 occupied units, are located



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

within two blocks of each other on Military Highway. They are not exclusively service-occupied, but the former has 75 per cent service personnel and the latter 80 per cent. In terms of families, there are 2,962 living in the rental units surveyed in this segment of which 2,417 are service connected, an average of 81 per cent.

The housing in Segment B is in some respects not quite as desirable as that in Segment A. The drive from the base is somewhat farther, and the construction of the projects themselves is not quite as attractive. The two larger projects have too obviously a "project" look. Construction is frame with asbestos siding. Both one and two-story type units are available, but the buildings are quickly recognizable as of "economy" design.

Moving eastward towards the Virginia Beach axis, Segment C has only one multiple unit project. This is Ingleside, which lies within the Military Highway belt line. It is relatively close to downtown Norfolk and constitutes a substantial neighborhood. One would think that so located it would be ideal for civilian workers in the area, but actually here too the occupancy is 60 per cent military, emphasizing again the strong dependency of the Norfolk rental housing market on servicemen.

At one time, there was in this segment a very large war housing project known as Broad Creek Village, but these buildings are being wrecked and the land redeveloped by the Norfolk Housing Authority. Only about 465 families still reside there, and they are expected to be relocated by the middle of 1958. The area is now being promoted as an industrial park.

Much farther out, that is 10-18 miles along Virginia Beach Boulevard is Oceana and Virginia Beach. A new jet base has been established at Oceana, but since it is uncommon for service personnel to live as far from their station as would be involved in commuting between the Norfolk area and the Virginia Beach area, we have included multiple housing for the Oceana-Virginia Beach area in a separate segment designated Segment O.

Segment P is the City of Portsmouth, connected to Norfolk by a toll tunnel (minimum \$.30) under the mouth of the Southern Branch of the Elizabeth River and to South Norfolk by a toll bridge (minimum \$.25) farther up the same river just beyond the Navy Yard. Traffic from Portsmouth to downtown Norfolk or the Norfolk naval establishments must use the tunnel then, a toll-free bridge over the Eastern Branch of the Elizabeth River. Traffic to South Norfolk could use either the tunnel or the toll bridge.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



The chief industry of Portsmouth is the U. S. Navy Shipyard, where naval vessels are sent for repair and overhaul. In recent years, the authorized employment at the shipyard has been 11,500 persons; recently, this has been increased to 11,800. Fifteen years ago, at wartime peak, 65,000 people were employed in the Navy Yard.



In Portsmouth, there are 1,332 rental units occupied out of a total of 1,386 in our survey. In general, these units rent for somewhat less than the average of the other segments studied. Except for Howard Apartments and Carver Homes, which have nonwhite occupancy, the lowest cost two-bedroom units are in Portsmouth Gardens at \$66, total housing cost. However, the critical figure is the percentage of Navy personnel in Portsmouth. It can be seen that if Portsmouth with service personnel stationed there at the Naval Hospital and Navy Yard cannot compete with other parts of the Norfolk area in housing servicemen, that Glenwood Village has little potential.



The following summarizes the impact of service personnel on the Norfolk rental housing market:

Segment A	4,172 units occupied	59% servicemen
Segment B	2,962 units occupied	81% servicemen
Segment C	391 units occupied	58% servicemen
Segment P	1,332 units occupied	30% servicemen



These figures emphasize the basic weakness of locations in the southern part of the area as far as service personnel is concerned, and emphasize that Glenwood Village in order to succeed must draw from elsewhere in greater proportion than other projects. They also point out that, although a rehabilitated Glenwood Village would undoubtedly attract more servicemen as well as civilians, it is unlikely that there would be a significant change in the existing proportion, which finds 17 per cent of the present Glenwood Village tenants to be service connected. Actually, if Glenwood Village was as attractive to service personnel as the average multiple housing development in the area, so that the present 390 civilians represented only 40 per cent occupancy instead of 83 per cent, then Glenwood Village would have nearly 1,000 families and probably would not be in the condition it is in today.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Number of Servicemen in Privately-Owned Multiple Dwellings

<u>Project</u>	<u>Per Cent Service</u>	<u>Occupied Units</u>	<u>Number of Service Families</u>
<u>Segment A</u>			
Riverside Terrace	40.0%	210	84
Bondale	60	198	119
Bolling Square	25	300	75
Camp Allen	100	400	400
Kingsley Road	40	32	13
Meadowbrook	50	100	50
Riverpoint	25	220	55
Sussex Gardens	65	308	200
Marberry Apartments	20	15	3
Oceanaire	90	366	329
Lafayette Shores	65	640	416
Sewells Park	50	224	112
Chesapeake Manor	50	332	166
Oakdale	78	160	125
Suburban Park	50	205	103
Talbot Park	40	296	135
Daniel Gardens	50	<u>166</u>	<u>83</u>
Total Segment A	59.2%	4,172	2,468
<u>Segment B</u>			
Lansdale Gardens	75.0%	1,220	915
Lakeland	80	688	550
Marshall Manor	50	204	102
Hewitt Farms	100	493	493
Little Creek	100	<u>357</u>	<u>357</u>
Total Segment B	81.6%	2,962	2,417
<u>Segment C</u>			
Ingleside	60.0%	<u>291</u>	<u>174</u>
Total Segment C	59.8%	291	174



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

<u>Project</u>	<u>Per Cent Service</u>	<u>Occupied Units</u>	<u>Number of Service Families</u>
<u>Segment D</u>			
Glenwood Village	17.0%	<u>470</u>	<u>79</u>
Total Segment D	16.8%	470	79
<u>Segment P</u>			
Norport Homes	50.0%	243	122
Stanley Court	100	155	155
Portsmouth Estates	10	110	11
Colonial Manor	5	164	8
Portsmouth Gardens	20	135	27
Carver Homes	10	180	18
Howard Apartments	10	115	12
Lee Hall	20	<u>230</u>	<u>46</u>
Total Segment P	30%	1,332	399
<u>Segment O</u>			
Ocean Lake	50.0%	50	25
Oceana Apartments	100	<u>547</u>	<u>547</u>
Total Segment O	95.8%	597	572

X. PUBLIC HOUSING

Public housing is of two types, called locally, "aided" and "non-aided." As the name implies, "aided" is not of itself economic and could not exist without subsidy from public funds. The term "non-aided" is misleading, for although no apparent subsidy is involved, these units are favored in competition with private housing by having the purchasing power, credit, and support of the public authority and no essential profit motive to meet. The "non-aided" units constitute almost 35 per cent of the total.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Of the estimated supply of 94,861 dwellings in the cities of Norfolk, Portsmouth, and South Norfolk, the public housing total of 8,205 units constitutes about 8.7 per cent. This total is summarized as follows:

<u>Item</u>	<u>Number of Units</u>	<u>Rent Basis</u>
White Occupancy "non-aided"	1,601	\$58 including partial heat
White Occupancy "aided"	911	\$10-\$40 scaled by income, family composition, etc.
Nonwhite Occupancy "non-aided"	1,302	\$45 (average)
Nonwhite Occupancy "aided"	4,391	\$10-\$40 - as above
Total	8,205	



XI. NORFOLK HOUSING AND REDEVELOPMENT AUTHORITY

Servicemen, familiar with Norfolk during World War II, recollecting the narrow streets and the blocks of slum areas close to the central business district, returning now would be startled by the job of redevelopment that has been done in the past ten years. More than a hundred acres of infected and infested "residential" district has been cleared and replaced with a high standard of multiple housing, parks and public areas, industrial and commercial space, and streets widened to meet the needs of the growing quantity of cars using the highways each year. The job is not yet done. Extensive new projects are being developed, but a great stride has been taken, and it apparently stimulated both the commerce and the psychology of the community. Following is a listing of the residential facilities under the control of the City of Norfolk Housing and Redevelopment Authority:



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Non-Aided Projects

<u>Name and Segment</u>	<u>Number of Units</u>	<u>Racial Occupancy</u>	<u>Unit Size</u>	<u>Rents</u>
A. Merrimack Park ¹	500	White	1 BR	\$55
			2 BR	\$58 - \$61
			3 BR	\$65
			4 BR	\$68
			Gas Heat Partial Allowance	
B. Anderson Park*	92	Nonwhite	1 BR	\$38
			2 BR	\$42
			3 BR	\$46
			Furnish Own Fuel Oil	
C. Roberts Park Apts.	100	Nonwhite	0 BR	\$40
			1 BR	\$45
			2 BR	\$50
			Gas and Electric Allowance	
D. Commonwealth Apts.	307	White	0 BR	\$48
			1 BR	\$54
			2 BR	\$58 - \$60
			3 BR	\$54 - \$60
			Gas and Electric Allowance	
E. Carney Park	224	Nonwhite	1 BR	\$45
			2 BR	\$50
			3 BR	\$54
			Gas and Electric Allowance	
F. Liberty Park	886	Nonwhite	1 BR	\$44
			2 BR	\$49
			3 BR	\$52
			Gas and Electric Allowance	
			Furnish Own Fuel Oil	



1. Merrimack Park, built as a low-rent project, has been devoted to Navy enlisted personnel only since inception.

*Located within .8 mile of Glenwood Village --- frame, temporary barracks type.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



<u>Name and Segment</u>	<u>Number of Units</u>	<u>Racial Occupancy</u>	<u>Unit Size</u>	<u>Rents</u>
G. Broad Creek Village	465	White	1 BR 2 BR 3 BR	\$42 \$47 \$50
				Gas and Electric Allowance Furnish Own Fuel Oil
Total White	1,272			
Total Nonwhite	<u>1,302</u>			
GRAND TOTAL	2,574			
				Water and Sewer Service Furnished



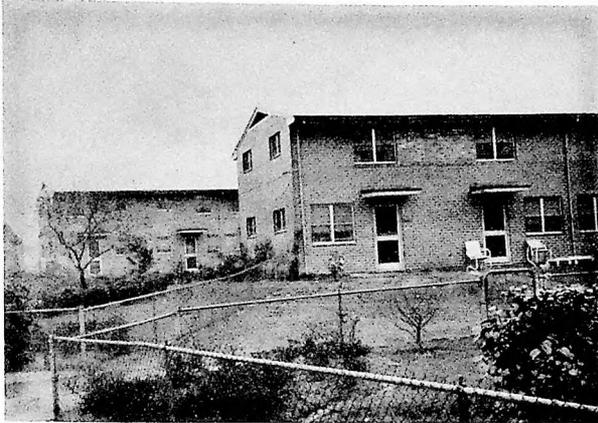
Aided Projects

<u>Name and Segment</u>	<u>Number of Units</u>	<u>Racial Occupancy</u>	<u>Unit Size</u>
H. Roberts Park	230	Nonwhite	1, 2, 3 and 4 Bedrooms
I. Roberts Park East	190	Nonwhite	1, 2, 3 and 4 Bedrooms
J. Moton Park	138	Nonwhite	1, 2, 3 and 4 Bedrooms
K. Diggs Park	428	Nonwhite	1, 2, 3 and 4 Bedrooms
L. Bowling Park	350	Nonwhite	1, 2, 3 and 4 Bedrooms
M. Grandy Park	400	White	1, 2, 3 and 4 Bedrooms
N. Tidewater Park	626	Nonwhite	1, 2, 3 and 4 Bedrooms
O. Young Park	752	Nonwhite	1, 2, 3 and 4 Bedrooms
P. Calvert Park	314	Nonwhite	1, 2, 3 and 4 Bedrooms
Q. Oak Leaf Park	300	Nonwhite	1, 2 and 3 Bedrooms
Total White	400		
Total Nonwhite	<u>3,328</u>		
GRAND TOTAL	3,728		

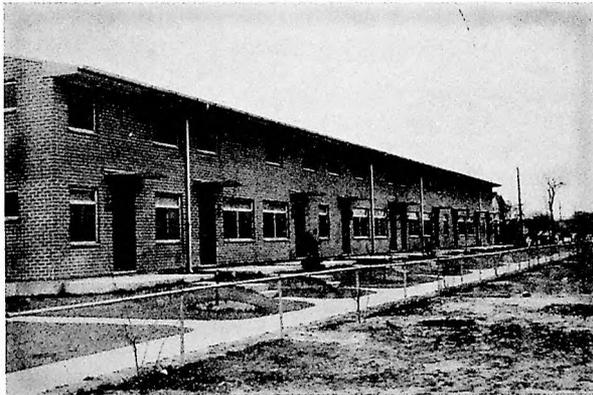


YOUNG PARK

Norfolk, Va.



Public Housing Development of the Norfolk
Redevelopment and Housing Authority,
Norfolk, Va.
(For nonwhite occupancy)



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



All of above, except Oak Leaf Park, have central heat. Oak Leaf has gas heat and partial allowance is made for costs. Other services are furnished. Rents in above projects are based on income without regard to unit size.



Eligibility: Servicemen stationed in the Norfolk area, veterans or civilians currently living in substandard or overcrowded housing and with incomes below prescribed levels.

Planning

Present plans of the Norfolk Housing and Redevelopment Authority involve displacement of some 953 white families, as follows:



<u>Name</u>	<u>Families</u>	
Broad Creek Village	465	1958
"Atlantic City" Project	300	Perhaps 1959
Project 3	<u>188</u>	Perhaps 1959
	953	



These families will be eligible to purchase or rent under Title 221; in fact, some of the Broad Creek families already have purchased in Plymouth Park. There are no Title 221 rental units in the Norfolk Area. Undoubtedly, a proportion of the 953 families could be persuaded to rent in a rehabilitated Glenwood Village if the rentals and timing were right.



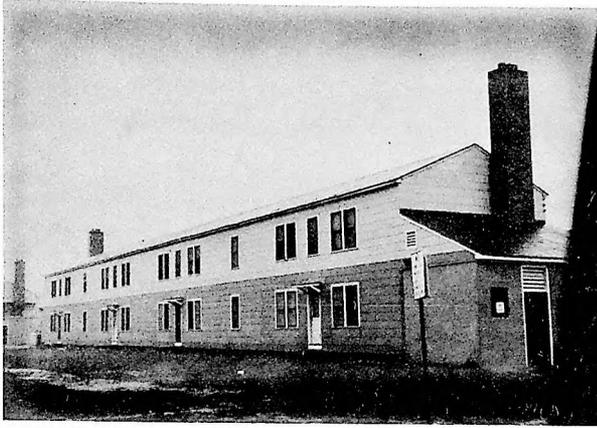
South Norfolk Housing and Redevelopment Authority

Admiral Roads Apartments (R), consists of 329 dwelling units for white occupancy, and is the only project of the South Norfolk Authority. Its composition is as follows:

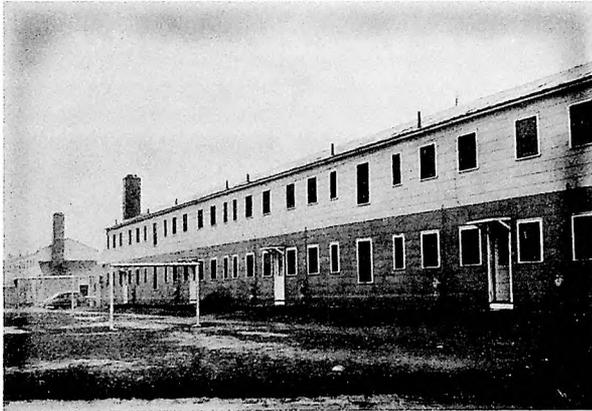


ADMIRAL ROADS

South Norfolk, Va.



Public Housing Project of the South Norfolk, Va.
Redevelopment and Housing Authority.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

Units	Type	Rentals		Vacancy	Serviceman Occupancy
		Furnished	Unfurnished		
104	Efficiency	\$42.30	\$38.80	0	-
111	1 Bedroom	\$48.20	\$44.20	0	60%
106	2 Bedrooms	\$54.60	\$50.60	0	-
8	3 Bedrooms	\$61.00	\$57.00	0	-

Note: Rents include all utilities except cooking gas, estimated not to exceed \$4 a month per unit.

Admiral Roads was formerly government war housing. It is of temporary type construction, two-story frame with asbestos siding. The buildings are well maintained and site planning is adequate. The project, however, looks temporary and there are too many virtually identical buildings in too small an area. Due to basic construction, it is not felt that these buildings can be made to serve indefinitely, even with superior maintenance. The site is a good, centrally located, urban property of relatively high resale value. It is not unlikely that within a very few years the South Norfolk Authority will build or acquire a project of more permanent type housing and raze these structures for what little salvage value the materials may bring and sell the site.

The South Norfolk Authority is now working on a redevelopment plan for the northeast section of the city. This is important because it borders Campostella Road in the vicinity of Glenwood Village. The area to be redeveloped is now mainly a nonwhite area involving substandard houses. Redevelopment of this area will have the following impact on Glenwood Village:

1. It will improve the neighborhood considerably.
2. It will improve the approach to Glenwood, and
3. It will develop a few home seekers among white residents of the area as well as nonwhite.

The South Norfolk Authority presently has authorization for 170 low rent public housing units (subsidized rents). Plans are to let a contract soon for 100 of these for nonwhite housing. The remainder will probably be programmed for white housing, but plans are still indefinite.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Portsmouth Housing and Redevelopment Authority

The Portsmouth Authority now has four permanent projects completed and occupied as subsidized rentals. They are:



<u>Name</u>	<u>Occupancy</u>	<u>Number of Units</u>	<u>Type Units</u>	<u>Rent Range</u>	<u>Serviceman Occupancy</u>
S. Dale Homes	White	300	1-4 BR	\$10 to \$40*	10%
T. Swanson Homes	White	<u>211</u> 511	1-4 BR	\$17 to \$40**	10%



* Plus utilities

** Heat furnished - tenants pay other utilities

Occupancy in above projects is highly transient. Since Korean action, the units have averaged 20 per cent vacant.



U. Ida Barber	Nonwhite	663	1-4 BR	\$18 to \$40*	5%
V. Jeff Wilson Homes	Nonwhite	<u>400</u> 1,063	1-4 BR	\$18 to \$40*	5%



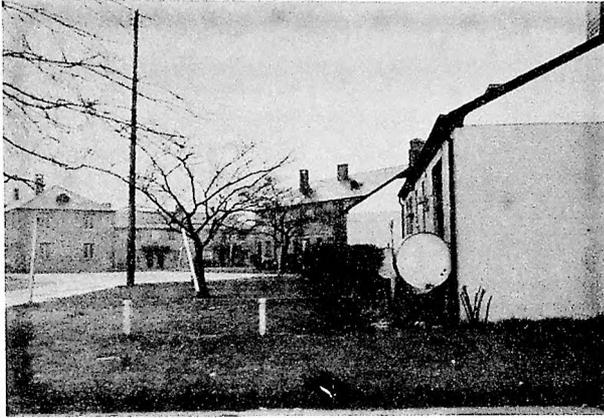
* All utilities included - no vacancies.

Above units represent a total of 511 apartments for white occupancy with 20 per cent vacant, and 1,063 apartments for nonwhite occupancy with no vacancies. These projects are well-planned, well-located, and well-constructed. They are permanently constructed of concrete block with brick veneer. In most cases, units have private entrances. Neighborhoods are landscaped and attractive. Maintenance is excellent.

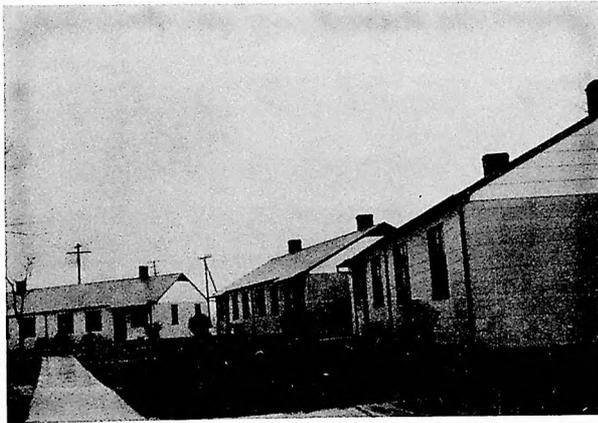


DALE HOMES

Portsmouth, Va.



Public Housing Project of the Portsmouth, Va. Redevelopment and Housing Authority. (For white occupancy)



DALE HOMES

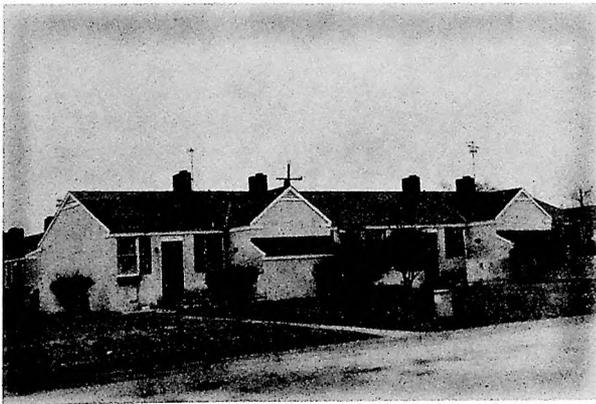
Portsmouth, Va.



Public Housing Project of the Portsmouth, Va. Redevelopment and Housing Authority. (For white occupancy)

BRIARFIELD MANOR

Warwick, Va. across the James River
near Newport News



This is same floor plan as Glenwood, but site planning is much better. Buildings are higher in relation to streets. There are 502 units in two and four-family buildings. Maintenance can be improved.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



From an economic standpoint, it is interesting to note that the land cost for these units was about \$10 a square foot of dwelling space, with construction cost about \$18 a square foot. Total cost of facilities, therefore, was about \$28 a square foot of dwelling space, exclusive of land clearance and resettlement costs.



Despite the persistent 20 per cent vacancy in the white units, plans are progressing for construction of more nonwhite units, which will be substantially as follows:

<u>Name</u>	<u>Units</u>	<u>Status</u>
W. Lincoln Park	180	Land has been cleared. Construction contract to be let by May 1, 1958. Families formerly resident in area have been relocated.
X. Billy Goat Lane*	240	One hundred families being displaced are to be relocated. Ninety per cent of the land required is under option. It is hoped that a construction contract can be let in the fall of 1958.



420

*Name to be changed



XII. LOW COST HOMES FOR SALE

Building permits for new housing units in the first three months of 1958 are at approximately the same level as in 1957, when a total of only 2,983 units were authorized in the entire metropolitan area. This is far below the average of the previous six years, but is, we feel, approximately at the level required to accommodate the probable population growth in the next few years, discounting the abnormal effect of a large demolition for redevelopment in any given year.



This reflects the "slowness" of the housing market in Norfolk today, by which we mean the reduction in number of transactions rather than an increase in vacancies. However, much of the low cost housing, which can be considered competitive with Glenwood Village, in that costs involved are within comparable income potentials, is located in Segment D, adjacent to or near the Glenwood Village property.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



This is a phenomenon of peculiar significance. Low priced housing demands that a builder use ingenuity in cutting costs. To achieve a house "package" for sale at \$9,000, land costs must be at a very minimum. Areas where land costs have been driven up by speculative builders are unusable, because there is a minimum of building costs below which the builder cannot go without violating codes and financing requirements. Raw land must be relatively cheap because utility improvement costs do not vary much from one area to another. Usual FHA standards for improved lots, including sewer, water, grading, pavement, and sidewalk expense, cost about \$20 a front foot here. Therefore, a 60 foot lot begins with a base cost of \$1,200. If the building costs \$7,300, only \$500 per lot can be spent on land. This would limit the land to \$2,000 an acre, allowing nothing for unusable land, interest on the investment during construction, or entrepreneurial profit, to which the builder is normally considered entitled. The lot cost then would be \$1,700 each, and the builder of one of the most competitive projects in the area stated that he put his lots into his "package" at approximately this figure, and that is one reason he is able to sell competitively. It also means that his raw land must cost him less than \$2,000 an acre. This points up the fact that land in the Glenwood area does not exceed \$2,000 an acre in value and probably is closer to \$1,500 an acre.



As a matter of fact, inquiry developed that some land in the Glenwood area could be obtained for as little as \$1,200 an acre and that virtually any could be obtained for \$1,500 an acre. Any price higher than that would obviously drive low cost builders out of the area. At present, the only homes in the Norfolk area which are being sold at payments of \$60 to \$75 a month, including taxes and insurance, are in Segment D, either adjacent to Glenwood Village in Plymouth Park or farther south off Military Highway in undeveloped land where septic tanks and wells are required. Builders of these projects contemplate some similar building in the Virginia Beach area soon.



The financing medium which has made possible a successful development at Plymouth Park is FHA Title 221. Under provisions of Title 221, which is the most liberal financing available, qualified buyers have only to pay \$200 down, which may be applied to closing costs, and the balance in monthly payments over 40 years. Since the cost of the house is also controlled, this assures a buyer of a "package" he can own for under \$60 a month. The purpose of this financing plan is to provide homes for persons deprived of their own homes by some governmental action, such as a redevelopment program, new highway, code enforcement, or some other government action. Such owners are given a certificate, which they turn over to a builder offering Title 221 houses in proof of their qualification to purchase. Of 437 such certificates recently issued by



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

Norfolk area authorities, 330 have already been turned in at Plymouth Park, indicating that Plymouth Park has proven attractive to people located permanently enough in the area to consider purchasing instead of renting. The builder feels confident that a large proportion of the 107 still outstanding will soon apply for the purchase of homes in Plymouth Park, and as the result he has recently taken out 146 new building permits, the largest single group issued in the Norfolk area so far this year.

Plymouth Park offerings are as follows:

	<u>Purchase Price</u>	<u>Loan Amount</u>	<u>Down Payment</u>	<u>Closing Costs</u>	<u>Total Cash</u>	<u>Monthly Payment (40 year loan)</u>
FHA						
Title 221	\$8,350	\$8,350	None	\$200	\$200	\$55.18
	\$9,000	\$9,000	None	\$200	\$200	\$59.55
						(30 year loan)
FHA						
Title 203	\$8,350	\$8,050	\$300	\$275	\$575	\$55.58
	\$9,000	\$8,700	\$300	\$300	\$600	\$60.07

These houses are attractively finished with substantial amounts of brick veneer in addition to wood siding. The streets will be fully improved and the house is of good quality construction, including oak floors over crawl space, adequate room sizes, factory built kitchen cabinets, and a permanent wall furnace.

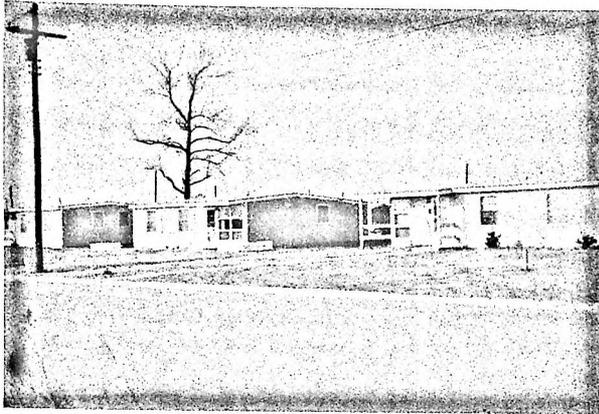
There may be some feeling that the proximity of such an attractive home purchase opportunity so close will hurt Glenwood Village prospects. We believe that, in general, if Glenwood Village was properly renovated, it would be beneficial. The development upgrades the area and brings more people to the neighborhood. Renters will become owners, it is true, but there are many who dislike the responsibilities of ownership and are confirmed renters and many Plymouth Park prospects would find themselves to be in this group when confronted with the decision of buying and might readily choose an attractively rehabilitated rental unit in Glenwood rather than buying in Plymouth Park, provided the rents were appealing.

The only other Title 221 offering is at Indian River Gardens, where a \$9,000 home is offered at \$200 down and \$59 a month. The tract is still undeveloped and no city sewer or water connections are available. Naturally, other homes on less attractive financing plans are available from \$11,500 upwards.

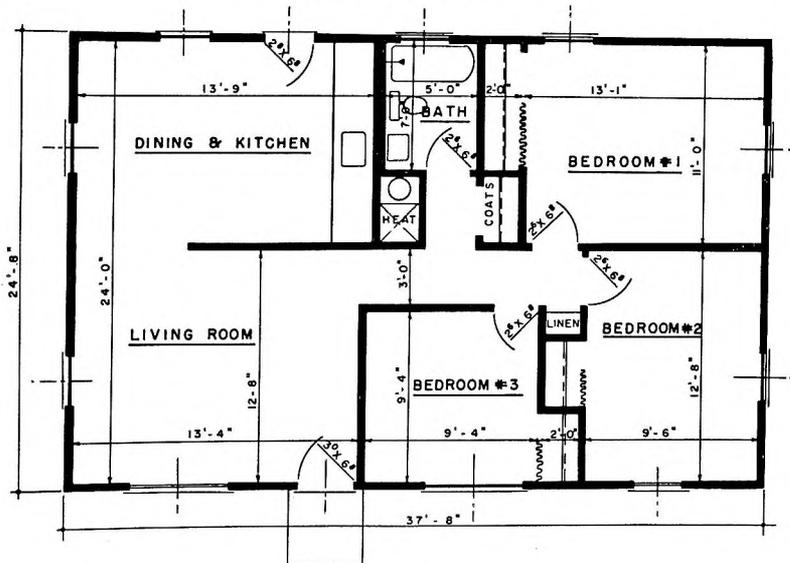


STATISTICAL APPENDIX

PLYMOUTH PARK



Sale homes project adjacent
to Glenwood Village to the north.



TYPICAL FLOOR PLAN

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



XIII. TRAILER HOUSING

Although it is estimated that hardly more than 1.5 per cent of the population of the area permanently reside in house trailers, it was felt necessary to give some attention to what significance this actually might be in the income area with which we are concerned. The following information was developed: (rates quoted are actually parking rates and presume trailer ownership)



Trailer Park	Number of Trailers	Estimated Population	Services Furnished		Monthly Rates
			Water	Sewer	
Abby's Trailer Park No. 1	79	200	X	X	\$23.50
Abby's Trailer Park No. 2	30	90	X	X	\$23.50
Bayview Trailer Park	69	200	X	X	\$25.00
Camellia Court	46	175	X	X	\$25.00
Casterton's Trailer Park	130	250	X	X	\$25.00
Central Trailer Park	81	350	X	X	\$25.00
Cherokee Trailer Court No. 1	28	75	X	X	\$25.00
Cherokee Trailer Court No. 2	26	70	X	X	\$25.00
Daugherty Trailer Court	94	275	X	X	\$25.00
Delmar Shores Trailer Park	260	780	X	X	\$25.00
Edmond Corner Trailer	55	165	X	X	\$25.00
Gaskins Trailer Park	11	35	X	X	\$20.00
Harrell's Trailer Home	34	90	X	X	\$20.00*
H.C. Trailer Court	80	320	X	X	\$25.00
Lynnhaven Cottage & Trlr. Pk.	12	30	X	X	\$25.00
Marty's Trailer Park	30	100	X	X	\$25.00
Midway Trailer Court	110	500	X	X	\$22.00
Moa Trailer Court	80	240	X	X	\$25.00
Mobile Homes Estates	90	350	X	X	\$25.00
Norview Trailer Court	75	225	X	X	\$25.00
Portsmouth Trailer Park	30	100	X	X	\$20.00**
Simpson Trailer Court	143	490	X	X	\$25.00
Smitty's Trailer Park	100	300	X	X	\$25.00
Trailer Acres	92	300	X	X	\$25.00
Trailer City Court (Virginia Beach)	100	400	X	X	\$23, \$25, \$30 (depending on lot)
Va. Beach Trailer Village	55	175	X	X	\$25.00
Willow Grove Trailer Park	45	137	X	X	\$22.00
Total	1,985	6,422			



* \$1 each additional child, \$1 washing machine.

** \$2 for each additional child, \$1.50 for own washing machine.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia

The following courts were either unlisted in the telephone directory, failed to answer repeated phone calls, or refused to answer questions over the phone (time limitations precluded assemblage of complete data in this regard, and we believe that data assembled serve the purpose):

<u>Trailer Park</u>	<u>Remarks</u>
Baker's Oak Road Trailer	No answer to phone calls
Chappell's Mobile Homes	Not listed in phone book
Davisville Mobile Trailer Village	No answer to phone calls
Fletcher Trailer Court	No answer to phone calls
George Washington Trailer Park	No answer to phone calls
Gregory Trailer Park	No answer to phone calls
Lewis Park Inc.	Would not give information over telephone
Milt Trailer	No answer to phone calls
Nabors Trailer Court	Not listed in phone book
Rustin's Diner and Trailer Park	No answer to phone calls
Regan's Trailer Park	No answer to phone calls
Ted's Trailer Town	Would not give information over telephone
Woodside Trailer Park	No answer to phone calls
Woodstock Trailer Park	No answer to phone calls

XIV. GLENWOOD VILLAGE TODAY

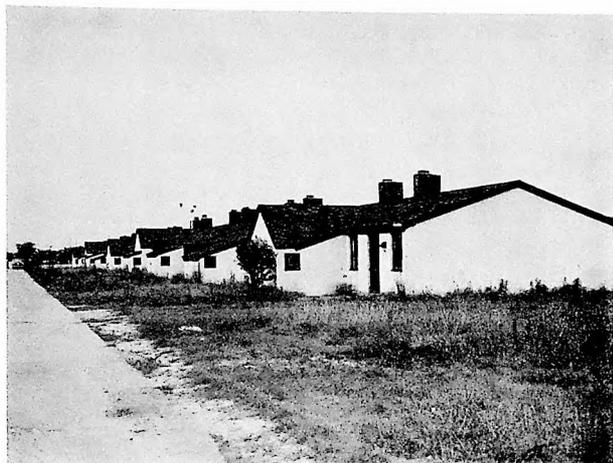
As seen today, Glenwood Village is a "ghost town." About 452 units are occupied and 1,148 stand vacant. Virtually all of the vacant units have been vandalized so that nothing therein remains useful except the walls which, well built originally, are in good repair, and the roofs which, we understand, were substantially replaced after extensive hurricane damage in 1953. The project architect made a commendable attempt to vary the dwelling fronts with roofline treatment, but in such extensive rows it was not enough.

The 1,600 units are in 53 buildings, averaging 30 units to the building. Some buildings are longer than others and have as many as 50 units, side by side, separated only by a party wall. The most serious design fault, however, is the fact that the streets are higher than the floor slabs of the houses in a majority of locations. This not only makes the house appear badly, but creates drainage

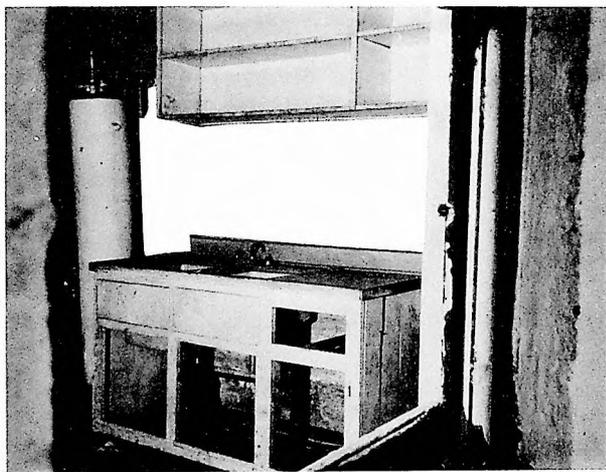


GLENWOOD VILLAGE

South Norfolk, Va.



A row of vacant, vandalized dwellings.



Typical interior of unit as it appears today.
Picture taken from inside former coal storage
space.

GLENWOOD VILLAGE

South Norfolk, Va.



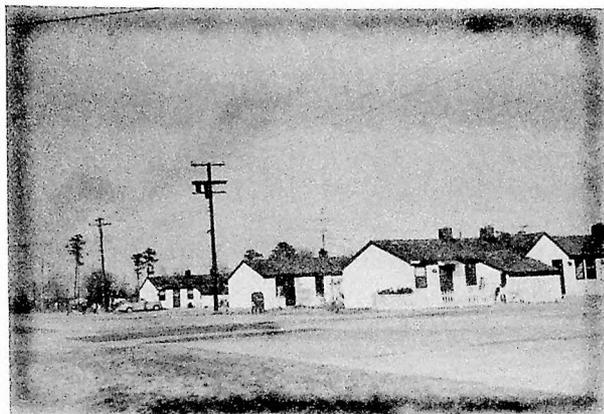
Back yard scene showing short distance between backs of buildings. Plymouth Park in background.



Occupied units showing how cars park on the street, open roadside ditches and how tenants have been permitted to make uncoordinated additions to their own units.

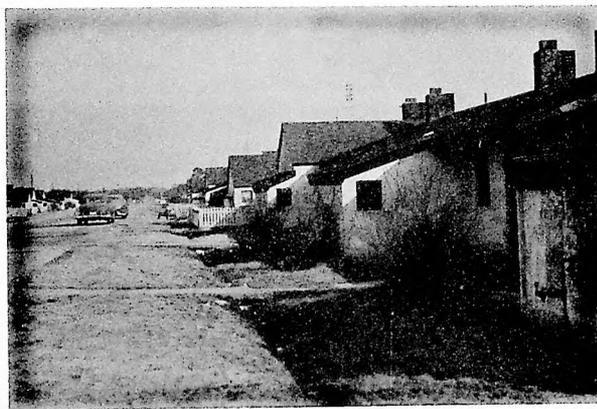
GLENWOOD VILLAGE

South Norfolk, Va.



Street Intersection

Streets are high and street lights are few and far between. One may be seen extended from the distant pole.

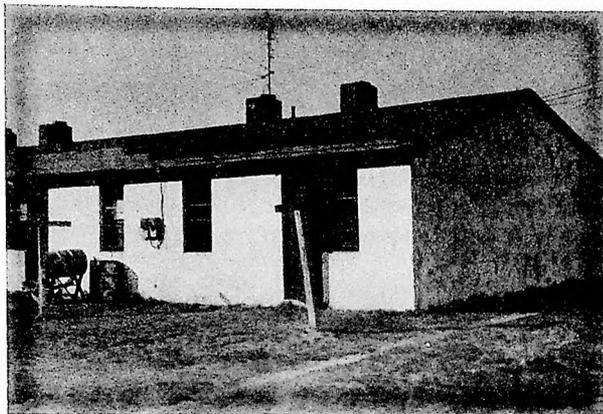


Open Ditch Drainage

Fails to carry off water quickly and results in flooded front yards after rainstorm.

GLENWOOD VILLAGE

South Norfolk, Va.



Typical Rear Elevation

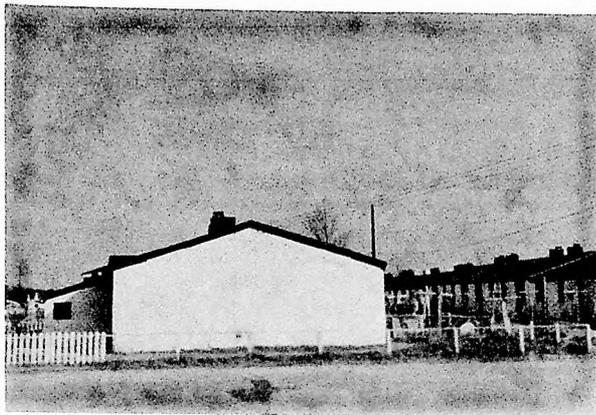
Notice how the power line comes in at the gable end, then runs through a cable at the rear eaves with take offs at each meter. Although gas is available, the great majority of these units are heated with oil.



Attractive effect achieved by planting.

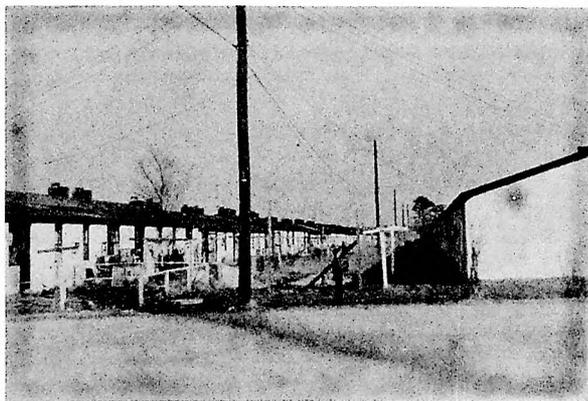
GLENWOOD VILLAGE

South Norfolk, Va.



End of Dwelling Row

Back yards to the right, front to the left. "The front yards look like the back - until you see the back."



Back Yards

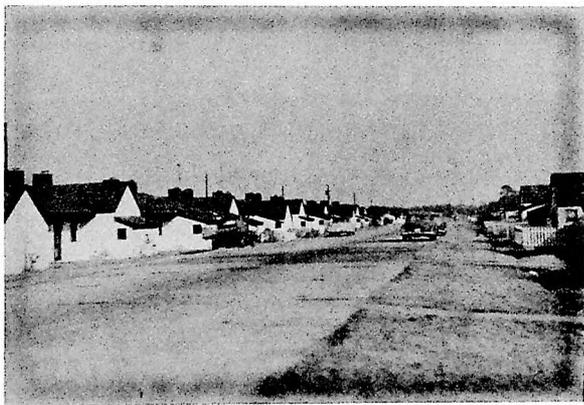
Looking down the space between the rears of the buildings. Notice the long unbroken row of houses and the absence of individual electric services.

GLENWOOD VILLAGE

South Norfolk, Va.

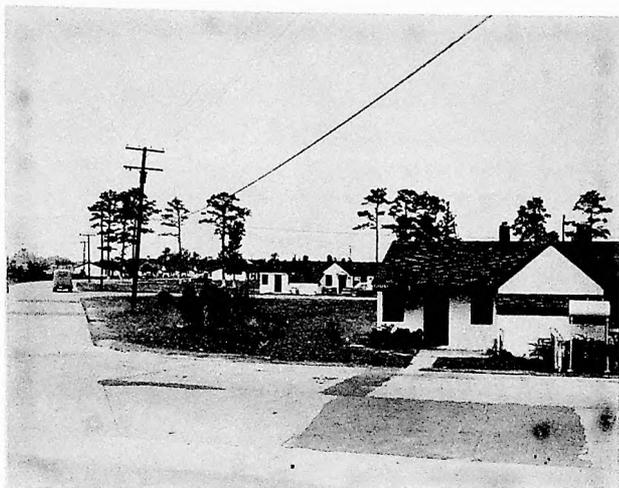


Views looking eastward on Shelter Street show how streets are above floor grade level and how open ditches are provided for drainage.

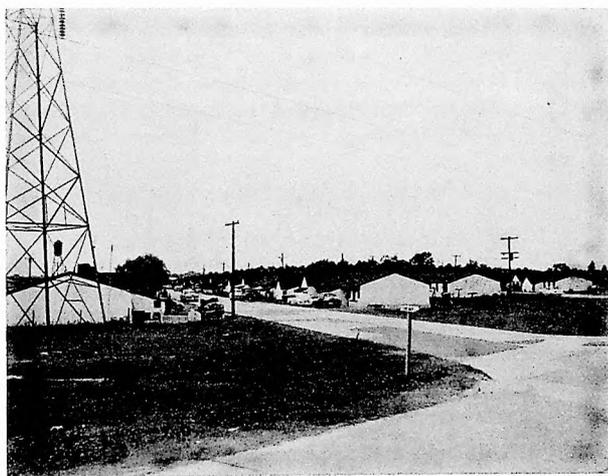


GLENWOOD VILLAGE

South Norfolk, Va.



VIEWS

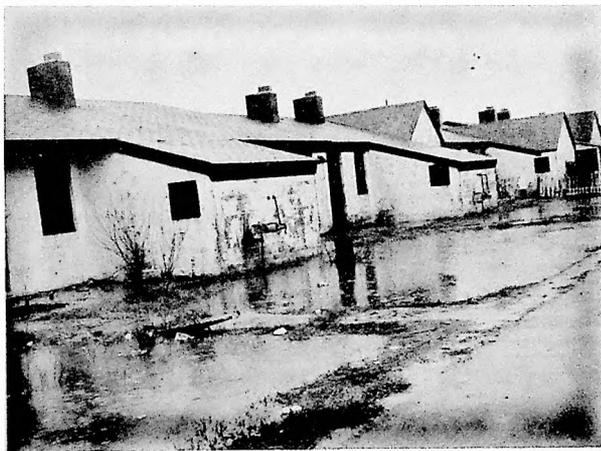


GLENWOOD VILLAGE

South Norfolk, Va.



After rainfall of 2.19 inches on March 19, 1958.



GLENWOOD VILLAGE

South Norfolk, Va.



After rainfall of 2.19 inches on March 19, 1958.



GLENWOOD VILLAGE

South Norfolk, Va.



After rainfall of 2.19 inches on March 19, 1958.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



problems, especially when it is further considered that drainage is by roadside ditches running across the fronts of houses. When these ditches are clogged, which is to be expected of open ditches not continually maintained, even moderate rains develop flood conditions in many parts of the project. Accompanying are photographs taken at noon on March 19, 1958, a day when by U.S. Weather Bureau records 3.18 inches of rain fell, but only 2.19 inches had fallen by noon.



XV. SURVEY OF TENANTS

As one phase of the study of Glenwood Village, residents were interviewed as to certain matters of fact relative to their circumstances (see sample questionnaire in the Addenda). At the time of the survey, there were 471 occupied units, but only 463 families were in residence, as eight families occupied two units apiece to have four bedrooms. As of April 15, this number had dropped to 452, mostly due to evictions. However, due to persons not being at home, or being at home but reluctant to answer questions, and for other reasons, only 387 usable replies were received. This constituted 83.6 per cent of the families in residence at the time of the questionnaire so, where appropriate, corrections have been made to a total tenancy of 463, despite the fact that tenancy dropped thereafter.



The following basic information was developed:

	<u>Number in Sample</u>	<u>Corrected To Tenancy</u>
Married couples	342	410
Women alone (widows, divorcees, etc.) with children	24	29
Men alone with children	5	6
Men living alone	6	7
Women living alone	6	7
Two men sharing unit	1	1
Man and mother in unit	2	2
Woman living with cousin	1	1
Total households	387	463



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Income summary follows:

<u>Income Group</u>	<u>Number of Families in Income Group</u>	<u>Corrected to Tenancy</u>	<u>Per Cent</u>	<u>Cumulative Per Cent of Those Answering</u>
Refused Answer	52	63	13.5%	-
Under \$2,000	52	63	13.5%	100.0%
\$2,000 - \$3,000	46	55	12.0%	84.4%
\$3,000 - \$4,000	106	128	27.6%	70.6%
\$4,000 - \$5,000	93	111	24.1%	38.7%
\$5,000 - \$6,000	26	31	6.7%	10.8%
\$6,000 - \$7,000	9	11	2.3%	3.1%
Over \$7,000	<u>1</u>	<u>1</u>	<u>.3%</u>	.3%
	385	463	100.0%	



A. Rents

When Glenwood Village was first built, all 1,600 units were two-bedroom floor plans. As time went on, demand grew for one and three-bedroom units and occasionally for a four-bedroom unit. Management could not afford to lose these prospective tenants and so remodeled certain units by attaching one-bedroom from some two-bedroom units to the adjacent apartments, thus creating a one and a three-bedroom unit where originally there had been 2 two-bedroom units. In these cases, however, access to the additional room in three-bedroom units was possible only through another bedroom, or if a passage was taken out of that bedroom, the room became much too small. Four-bedroom units were created by cutting an arch through the party wall between adjoining living rooms of two-bedroom units. This produced four bedrooms and two baths as well as two living rooms and two kitchens. The rent schedule was set as follows:



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

One-bedroom units	\$30 a month
Two-bedroom units	\$39.50 a month
Three-bedroom units	\$49.50 a month
Four-bedroom units	\$69 a month

Certain irregularities have developed in practice. For instance, some of the older tenants have never been raised from a \$35 rate formerly established, and other services, furniture and appliance rentals and so forth, result in a rent schedule looking like this:

<u>Monthly Rent Payment</u>	<u>Number of Persons this Rent</u>	<u>Proportion to Whole</u>	<u>Number Corrected to Tenancy</u>	<u>Gross Monthly Rent</u>
\$30.00	3	.8%	4	\$ 120.00
\$35.00	51	12.9	59	2,065.00
\$36.50	1	.3	1	36.50
\$39.50	317	79.9	369	14,575.50
\$45.00	3	.8	4	180.00
\$49.50	5	1.3	6	297.00
\$50.00	5	1.3	6	300.00
\$59.50	1	.3	1	59.50
\$65.00	6	1.5	7	455.00
\$69.00	4	1.0	5	345.00
\$69.50	<u>1</u>	<u>.3</u>	<u>1</u>	<u>69.50</u>
	397	100.4%	463	\$18,503.00

LONGEVITY IN TENANCY
March 1958
GLENWOOD VILLAGE

<u>Time in Residence</u>	<u>Number of Tenants</u>	<u>Percentage</u>	<u>Cumulative Percentage</u>
Less than 1 month	6 (7)	1.5%	100.0%
1 to 3 months	15 (18)	3.9%	98.5%
3 to 6 months	22 (27)	5.8%	94.6%
6 to 9 months	21 (25)	5.5%	88.8%
9 to 18 months	37 (45)	9.7%	83.2%
18 to 24 months	9 (11)	2.4%	73.5%
2 years	42 (51)	11.0%	71.1%
3 years	42 (51)	11.0%	60.1%
4 years	29 (35)	7.6%	49.1%
5 years	41 (50)	10.7%	41.5%
6 years	12 (15)	3.1%	30.7%
7 years	13 (16)	3.4%	27.6%
8 years	15 (18)	3.9%	24.2%
9 years	18 (22)	4.7%	20.3%
10 years	20 (24)	5.2%	15.6%
11 years	10 (12)	2.6%	10.4%
12 years	10 (12)	2.6%	7.8%
13 years	10 (12)	2.6%	5.2%
14 years	10 (12)	2.6%	2.6%
 Total	 382 (463)	 99.8%	

* Corrected to tenancy.

Source: Real Estate Research Corporation Survey.



ANALYSIS OF FAMILY SIZES BY AGE GROUPS

Number of Children in Family	Age of Family Head			Totals	Multiplier	Total Children in Families Surveyed
	Under 30	30 - 40	40 - 50			
0	5	8	14	51	x 0	0
1	19	13	13	63	x 1	63
2	20	32	9	70	x 2	140
3	17	35	12	73	x 3	219
4	11	23	9	48	x 4	192
5	7	14	9	35	x 5	175
6	1	11	4	17	x 6	102
7	0	5	3	9	x 7	63
8	1	1	0	3	x 8	24
9	0	0	1	1	x 9	9
10	0	1	0	1	x 10	10
Total	81	143	74	371		997

Above is based on an 83.6 per cent Sample

Therefore: 997 divided by 83.6 equals 1,193; estimated number of children in Glenwood Village.

Source: Real Estate Research Corporation Survey.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



B. Average Age of Residents

The survey shows that the average age of residents in Glenwood Village is:

<u>Age Group</u>	<u>Number of Family Heads per Group (A)</u>		
Under 30	83	x 26	2,158
30-40	147	x 35	5,145
40-50	79	x 45	3,555
Over 50	76	x 58	<u>4,408</u>

$$15,266 \div 385 = 39.7$$

Column (A) in the above computation is an estimated average age within the group. This is subject to error which, it is felt, would prove minor.

C. Employment Places

An analysis of places of employment of the family heads covered by this survey does not show as indigenous or immediately local concentration as might be expected. In other words, it would seem that very few of the Glenwood Village residents would be inconvenienced in getting to employment were they to live in some other part of the Norfolk-Portsmouth area. Following is the indicated distribution:

	<u>Per Cent</u>
Norfolk - General	32.11
Naval Establishments	16.84
Unemployed	14.47
Non-naval docks, etc.	10.00
Ford Motor Co.	6.05
Construction work	8.16
South Norfolk - General	6.84
Navy yard - Portsmouth	3.16
Miscellaneous	<u>2.37</u>
	100.00

In the above listing, groupings have been made as follows:



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Norfolk - General --- Civilian employers of all kinds, except as otherwise listed and identifiable as City of Norfolk, or Norfolk headquarters addresses.



Naval Establishments --- Include Naval Air Station, Naval Ammunition Depot, Naval Operating Base, Amphibious Base Little Creek, numerous ships at sea, and so forth.

Unemployed --- Includes both persons out of work and seeking work and also retired persons not necessarily seeking work.



Non-naval Docks, etc. --- Includes longshoremen, civilian ship yards, merchant marine, ferry boat workers, divers and salvage personnel, and so forth.

Construction Work --- Includes workers following construction trade, who are employed at various locations throughout the area depending upon where contractors for whom they are working have jobs.



South Norfolk - General --- Includes such work locations as are identifiable as being located in South Norfolk, rather than in some other area, and does not include jobs included in other categories listed, even though located in South Norfolk.

Ford Motor Co. --- Includes persons working at the Ford Motor Co. assembly plant in Berkeley.



Navy Yard - Portsmouth --- It is not included in "Naval Establishments" as it has a particular significance regarding Glenwood Village. The Navy Yard is the largest concentration of employment in the area with a present authorized labor force of 11,800 persons. At wartime peak, about 65,000 were employed there. It is less than a ten minute drive from Glenwood Village, and undoubtedly a significant increase in Navy Yard employment would result in a correspondingly significant demand for housing in the Glenwood Village neighborhood.



Miscellaneous --- Includes workers employed in Virginia Beach, Princess Anne, Newport News, New York City, and North Carolina.





XVI. ARCHITECTURAL AND ENGINEERING RECOMMENDATIONS

A. General Remarks

The existing project consists of two-bedroom row houses, built in sections of 4 two-bedroom units each. Alternate sections have roofs of slightly higher or lower elevation.



It is proposed that certain of these two-bedroom units be converted into one, three and four-bedroom units, while at the same time effecting a net reduction in the total number of units from 1,600 to 800-900. For purposes of study, we have selected a figure of 858. This reduction eliminates 133 sections or 532 dwelling units and develops units which per person of contemplated occupancy are slightly more spacious and livable than originally designed, but a minimum of partition alteration is involved.



Because of the four-unit section to which the original plan was designed, all conversions are proposed on the basis of the same sections.



Plan A --- Four 1-Bedroom Dwelling Unit Section

It is proposed that 12 sections be converted to single bedroom dwelling units by converting the smaller bedroom to a kitchen and removing the existing partial kitchen partition, incorporating that area as a part of the living room. The old coal storage shed would be used for general storage.



Plan B --- Two 3-Bedroom and 1 Single-Bedroom Dwelling Unit Section

It is proposed that 150 sections be converted to two 3-bedroom and one 1-bedroom dwelling units. The one-bedroom dwelling units consist of the existing 2-bedroom units, minus the small bedroom, of which the doorway is walled in. The former coal storage space is to be remodeled into a kitchen, freeing the former kitchen space for use as dining area or a part of the living room.



One 3-bedroom dwelling unit consists of a living room and kitchen in the combined living rooms of two of the original units --- the two original large bedrooms and a third bedroom resulting from two small bedrooms. Only one bath of the two units is used.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



The second 3-bedroom dwelling unit consists of one of the original 2-bedroom units, plus the kitchen area, bedroom and bath of an adjacent unit. The two baths are converted to provide a passage to the third bedroom, and a shower room and toilet with water closet and lavatory. The kitchen is in the projecting space formerly used for coal storage.



Plan C --- Two 2-Bedroom and one 4-Bedroom Dwelling Unit Section

It is proposed that 60 sections be converted to two 2-bedroom and one 4-bedroom dwelling unit. The 2-bedroom dwelling units are at each end of this section. These are unchanged from their original plan, except for removal of the partial kitchen partition, and development of the kitchens in the entire coal storage projections.



The 4-bedroom dwelling unit is the result of combining the two central dwelling units with the separating partition between living rooms removed. One partial kitchen partition is removed and a new partition erected farther into the living room to provide a larger kitchen. The two bathrooms remain, omitting a shower.



Plan D --- Four 2-Bedroom Dwelling Unit Section

This plan contemplates restoring dwelling units with present floor plan and using coal room for storage. In all conversions walls and ceilings are to be repaired as necessary. New windows, doors, kitchen equipment, bathroom fixtures, floor covering, heating units, hot water heaters, refrigerators, stoves and electrical fixtures are to be installed throughout. All wood and plaster surfaces are to be painted, and additional wiring installed as needed.



B. Exterior Rehabilitation

Exterior improvements will include new facia, downspouts, gutters, roof vents, tuck pointing of chimneys, walks, painting surfaces and trim.



C. Site Rehabilitation

The following alterations must be made in the basic site plan to achieve a standard competitive with other housing available:

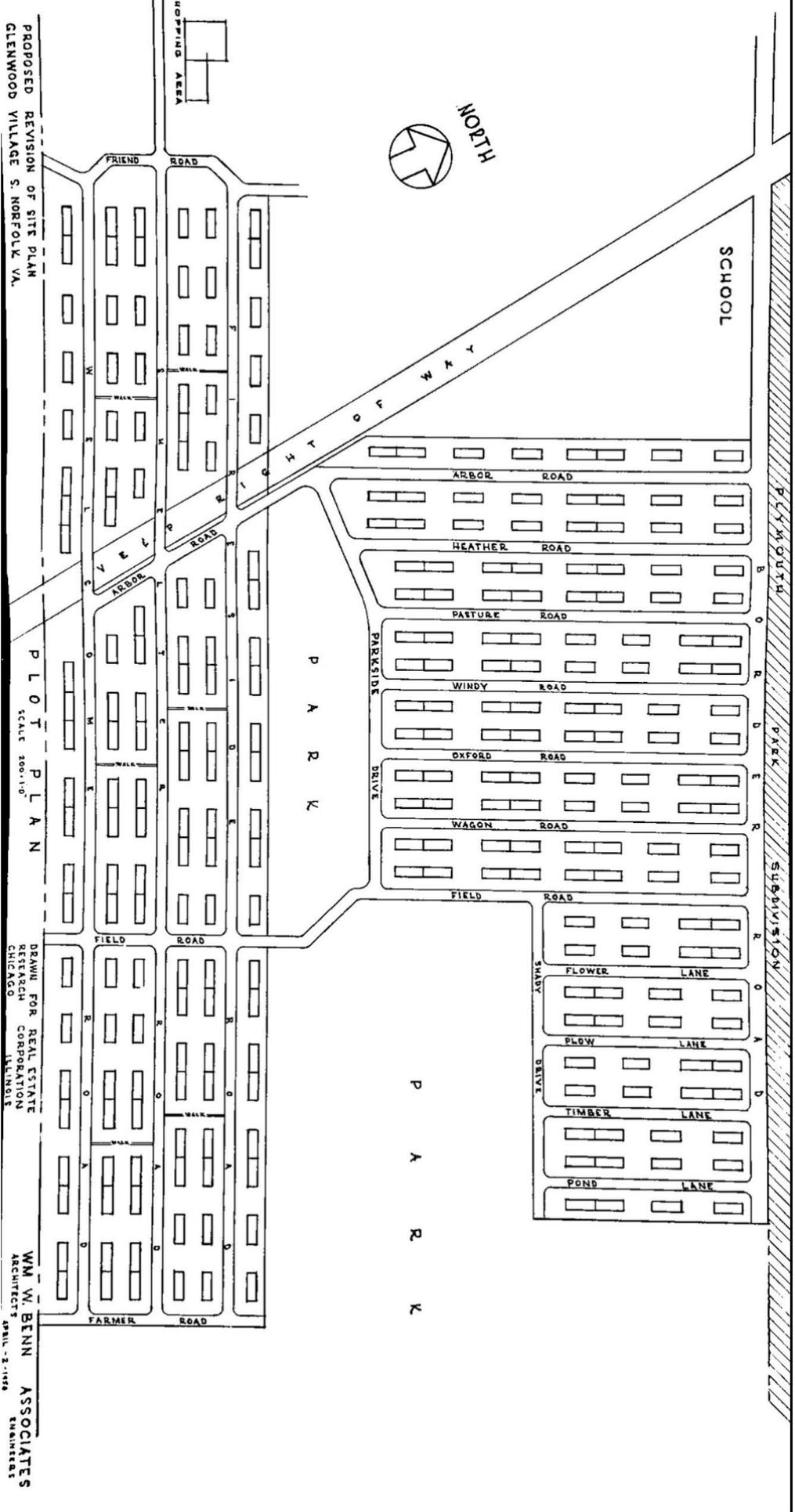


PROPOSED REVISION OF SITE PLAN
 GLENWOOD VILLAGE S. NORFOLK, VA.

PLOT PLAN
 SCALE 200'-1"=0'

DRAWN FOR REAL ESTATE
 RESEARCH CORPORATION
 CHICAGO ILLINOIS

WM. W. BENN ASSOCIATES
 ARCHITECTS & ENGINEERS
 APRIL - 2-1969



SCHOOL

P A R K I N G

P A R K I N G

P.L.M. DIST. A

PARK

Subdivision

FRIEND ROAD

ARBOR ROAD

FIELD ROAD

FARMER ROAD

ARBOR ROAD

HEATHER ROAD

PASTURE ROAD

WINDY ROAD

OXFORD ROAD

WAGON ROAD

FIELD ROAD

FLOWER LANE

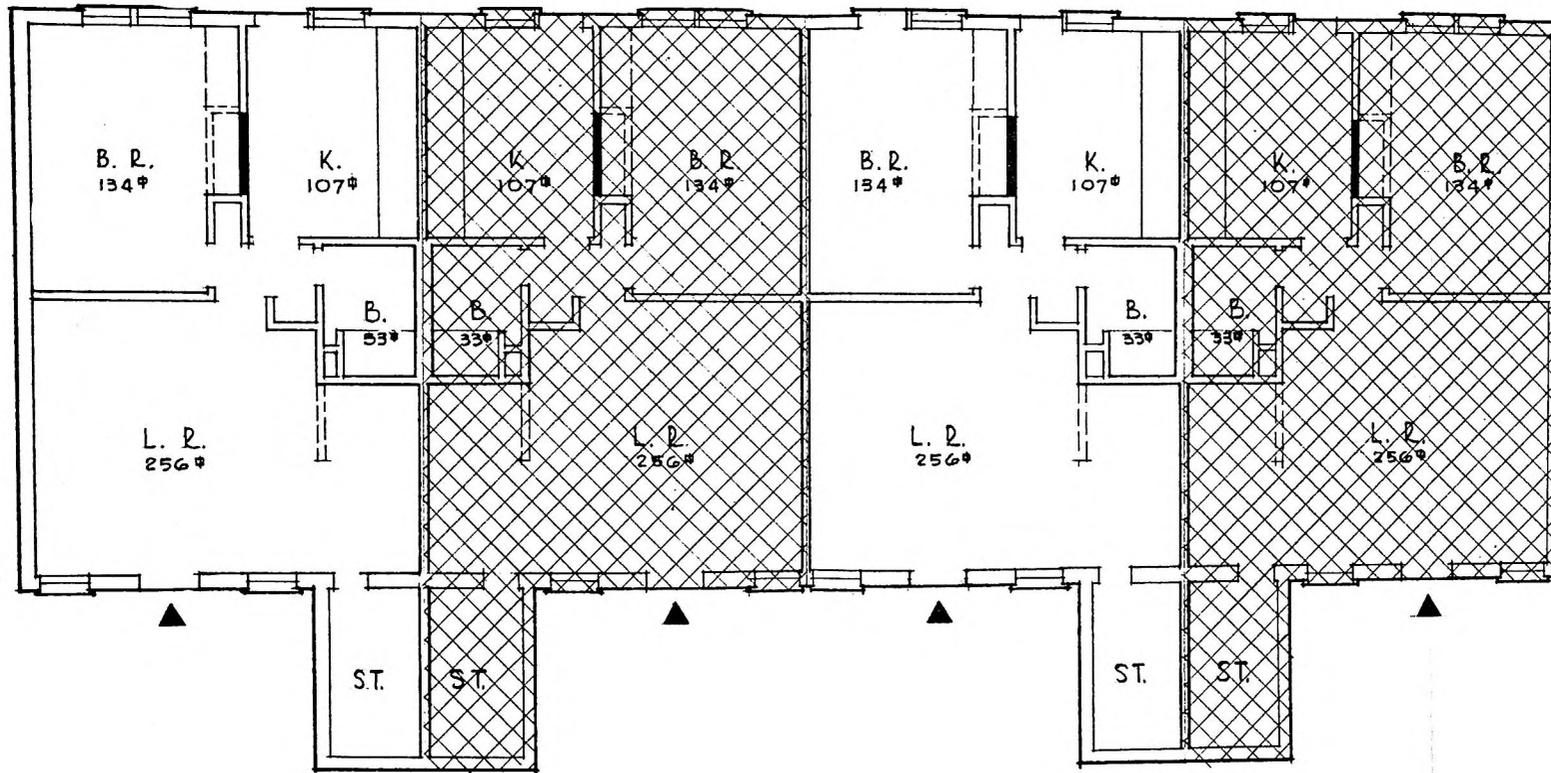
FLOW LANE

TIMBER LANE

POND LANE

PARKSIDE DRIVE

SHADY DRIVE

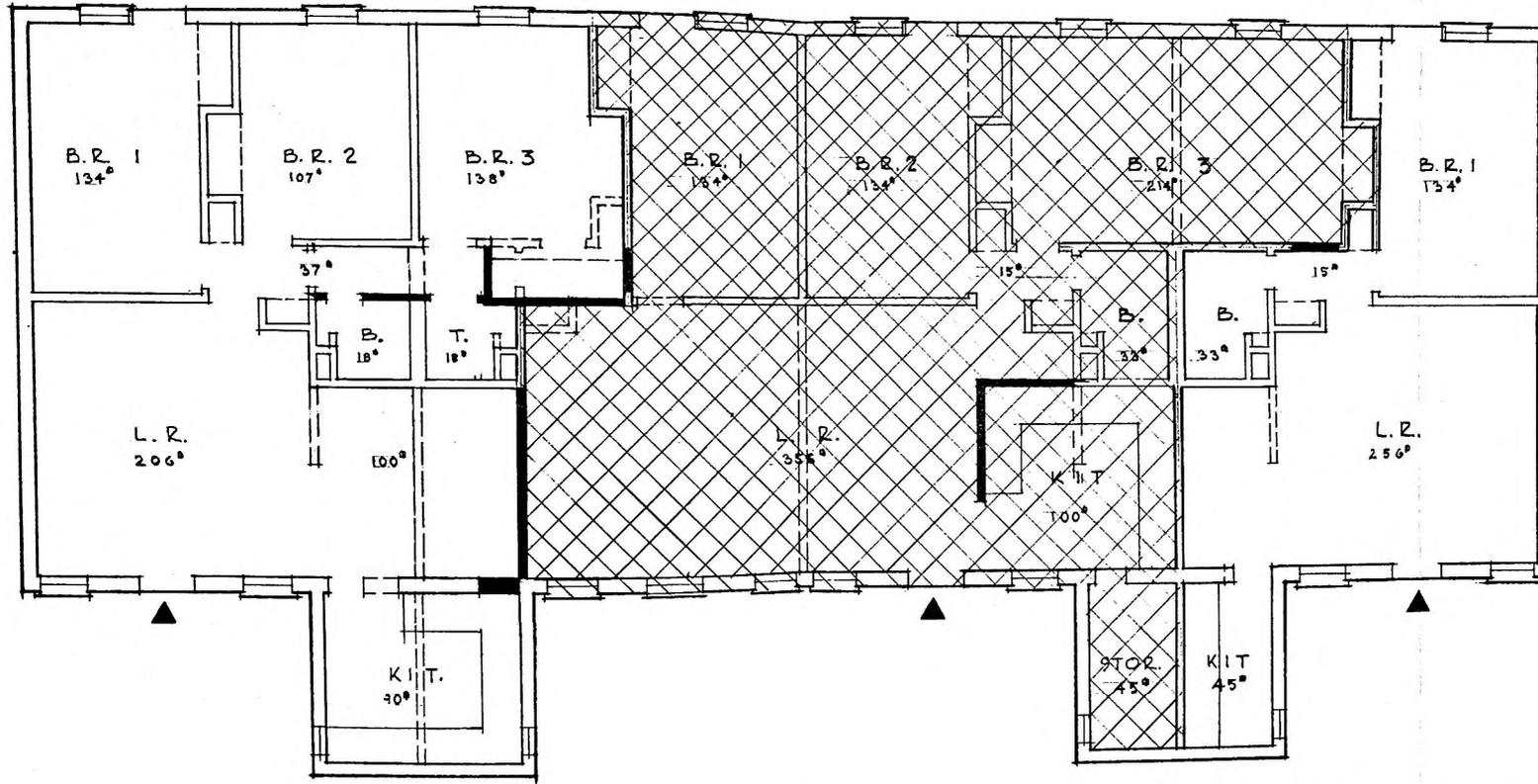


4-2 BEDROOM UNITS CONVERTED TO 4-1 BEDROOM UNITS
 scale 1/8" = 1'-0"



DRAWN FOR REAL ESTATE
 RESEARCH CORPORATION
 CHICAGO ILLINOIS

VM. W. BENN ASSOCIATES
 ARCHITECTS ENGINEERS
 CHICAGO ILL. APRIL 2 1958



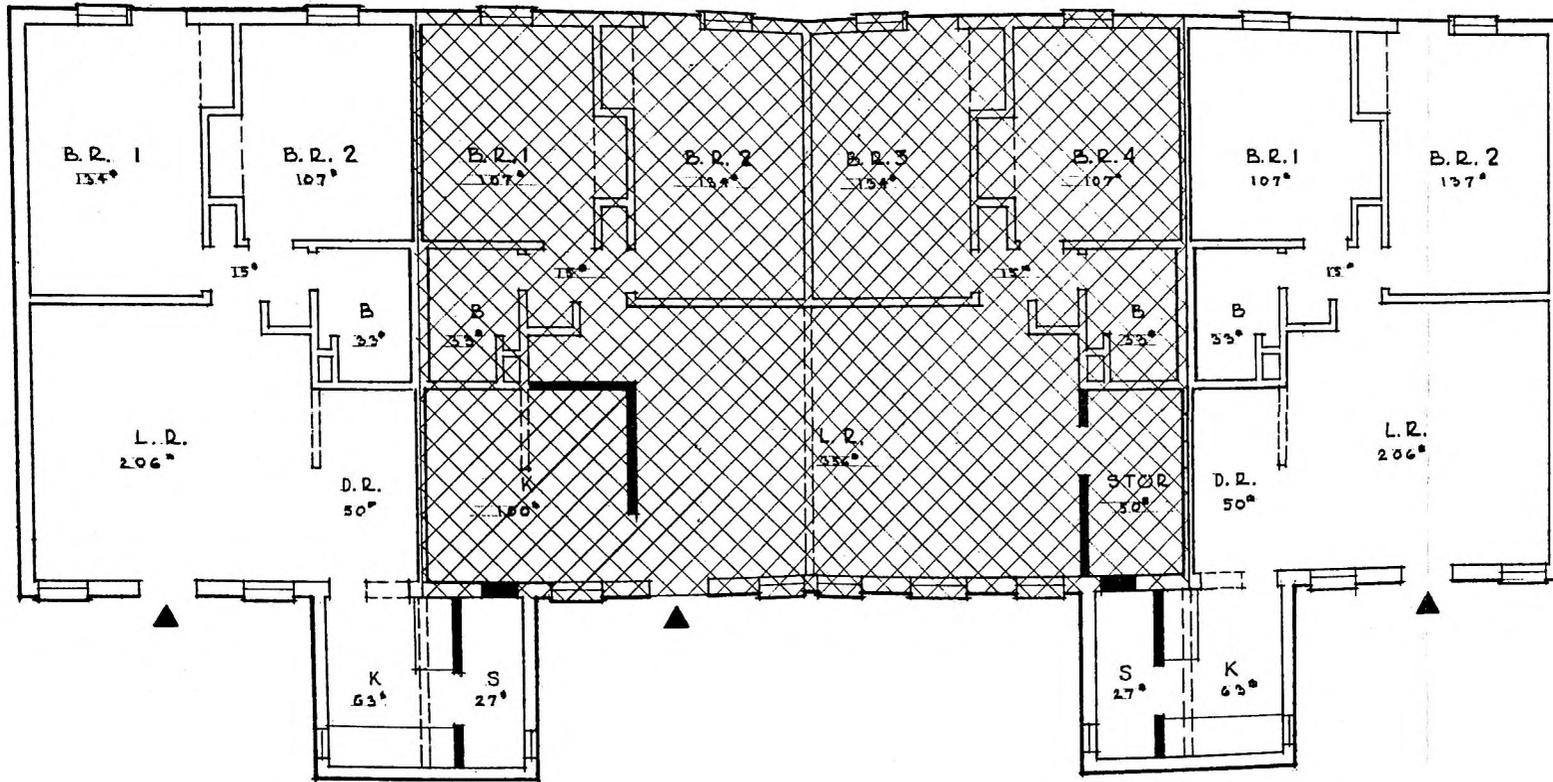
4-2 BEDROOM UNITS CONVERTED TO 2-3 BEDROOM UNITS & 1-1 BEDROOM UNIT
 scale 1/8" = 1'-0"

PLAN
B

DRAWN FOR REAL ESTATE
 RESEARCH CORPORATION
 CHICAGO ILLINOIS

WM W BENN
 ARCHITECTS
 CHICAGO ILL.

ASSOCIATES
 ENGINEERS
 APRIL 2 1968



4 - 2 BEDROOM UNITS CONVERTED TO scale 1/8" = 1'-0" 1 - 4 BEDROOM 2 - 2 BEDROOM UNITS

PLAN
C

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RESEARCH CORPORATION
CHICAGO ILLINOIS

WM W BENN ASSOCIATES
ARCHITECTS ENGINEERS
CHICAGO ILL APRIL 2 1978

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



1. Lower streets, so that drainage is away from buildings, toward streets, and to make buildings appear "higher."
2. Resurface streets with a 30 foot bituminous macadam roadway of 6 inches of crushed stone with 2 inches of topping, and install 18 inches of concrete rolled curbs with gutters.
3. Install catch basins, inlets, manholes, and storm sewers, as necessary, to take water from streets. Fill in all open ditches across fronts of buildings, grading front yards in an even slope to curbs.
4. Remove 500-600 dwelling units, leaving 800-900 one, two, three, and four-bedroom units, reducing density, improving appearance, and facilitating management and police functions.
5. Provide off-street parking by utilizing slabs from razed units with driveways made of broken concrete from existing pavements, topped with "fines" and, if budget permits, shot with sealer.
6. Landscape front yards, concealing gas meters, and clean up back yards.
7. Replace front walks --- concrete desirable but not necessary.
8. Abandon sewage treatment plants, repipe existing mains as necessary to a central pumping station to be built with force main to deliver sewage to the existing facilities of the Hampton Roads Sanitary District through a connection in Plymouth Park.



D. Cost of Rehabilitation

Following is a cost breakdown of the recommended rehabilitation:

Individual Dwelling Units

<u>Types</u>	<u>Number</u>	<u>Unit Cost</u>	<u>Total Cost</u>
4 Bedrooms	60	\$2,804	\$ 168,240
3 Bedrooms	300	\$2,446	\$ 733,800
2 Bedrooms	300	\$1,820	\$ 546,000
1 Bedroom (B)	150	\$1,485	\$ 222,750
1 Bedroom (A)	48	\$1,665	\$ 79,920
	858		\$1,750,710 =
			\$2,040 per dwelling unit



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Individual dwelling unit cost, broken down by items involved in rehabilitation, is as follows:

Clean up and removal of unusable items	\$ 12,000	
Repair and seal openings	70,000	
Carpentry (including installation of kitchen cabinets)	350,000	
New windows and doors (interior and exterior)	360,000	
New flooring	176,000	
Plumbing	185,000	
Electrical	128,000	
Furnaces	71,000	
Stoves	55,000	
Hot water heaters	73,000	
Painting	159,710	
Sheet metal	66,000	
Masonry	45,000	
Total	\$1,750,710	

Site Work, Equipment etc.

Item:

Building rehabilitation	\$1,750,710	
Wrecking units, removing debris	98,420	(\$185 per unit wrecked)
Refrigerators, stoves, heaters, etc.	123,200	
Street grading, repaving, curbs, etc.	350,000	
Storm sewer installation	163,000	
Sewer pump station-force main	60,000	
Landscaping	64,000	
Replace sidewalks to front doors	25,000	
Total	\$2,634,330	= \$3,070 per D.U.
Contingency - 5 per cent	131,716	= \$154 per D.U.
	\$2,766,046	
A & E - including supervision	71,917	
Total	\$2,837,963	= \$3,308 per D.U.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



The proposed plan, since it is based on four-unit sections, has unlimited flexibility, as demonstrated below:

<u>This Plan</u>			<u>An Alternate Plan</u>		
4 Bedrooms	60 dwelling units	7%	4 Bedrooms	100 dwelling units	10.1%
3 Bedrooms	300 dwelling units	35%	3 Bedrooms	300 dwelling units	30.3%
2 Bedrooms	300 dwelling units	35%	2 Bedrooms	340 dwelling units	34.3%
1 Bedroom	198 dwelling units	23%	1 Bedroom	250 dwelling units	25.3%
<hr/>			<hr/>		
858 dwelling units 100%			990 dwelling units 100.0%		
Total Sections	- 267		Total Sections	- 310	
Total Sections at present - 400					



E. Rehabilitation

We are strongly of the opinion that each item specified in the "Architectural and Engineering Recommendations" is essential to a proper rehabilitation of this project. Some of the items, such as the lowering of streets, rectify faults in the original site plan, which have been major causes of Glenwood's marginal operation to date. Others, such as abandonment of the sewage treatment plant, are now possible because the public facilities have been extended close enough to the project to make it more economical to connect with public facilities than to rebuild and operate private treatment plants in accordance with State Health Department requirements.



If rehabilitation is determined to be the policy to be pursued in handling Glenwood Village, the first step involves reaching an understanding with the South Norfolk city officials as to what is proposed with a view to an agreement that on satisfactory completion of the work the city will assume the streets, sewers, pumping station, water distribution system, and storm sewers. In this respect, it is acknowledged that the subdivision would fail to comply fully with city requirements in that no public sidewalks are provided, whereas the ordinance requires walks on at least one side of residential streets, and blocks are excessively long, but a variance should be requested on these items. Permission from Norfolk County would also have to be obtained to empty sewage into the Plymouth Park force main.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



XVII. INCOME AND EXPENSE

Units rehabilitated pursuant to the foregoing recommendations will show the following income and expense:



Income Schedule

Residential

48	1 Bedroom (A)	@ \$44	\$ 2,112
150	1 Bedroom (B)	@ \$42	\$ 6,300
300	2 Bedrooms	@ \$50	\$15,000
300	3 Bedrooms	@ \$58	\$17,400
60	4 Bedrooms	@ \$67	\$ 4,020

\$44,832 x 12 =

Gross Annual Rent

\$537,984



Commercial

Gas Station	\$ 150
Variety Store	\$ 216
Theatre (converted)	\$ 150
Barber Shop	\$ 75
Grocery Store	\$ 75
Tavern	\$ 216
Store (now vacant)	\$ 100

\$ 982 x 12 =

Gross Annual Rent

\$ 11,784

Gross Annual Rents, Commercial & Residential

\$549,768

Vacancy Allowance (20% Residential,
10% Commercial)

108,775

Effective Gross Income

\$440,993



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



Expense Schedule

Taxes	\$ 65,000	
Insurance	15,000	
Administration	20,500	
Repair & Maintenance	36,500	
Utilities (Electric, Water, Gas, Heat, Telephone)	5,400	
Advertising	2,400	
Miscellaneous	2,400	
Reserve for Equipment Replacement	<u>12,000</u>	
		<u>\$159,200</u>
Net Income		\$281,793



Taxes

At present, Glenwood Village improvements are being assessed and taxed as follows:

Assessments

Shopping Center	\$ 84,627
Service Station	11,655
Maintenance Shop	7,875
Large Sewage Plant	50,000
Small Sewage Plant	40,000
Surface Paving	77,900
Sewer Pipes	25,500
1,600 Housing Units	<u>3,726,400</u>

	\$ 4,023,957
x	.65538 *
	<u>2,637,230</u>

Land	\$ 2,637,230
	<u>207,600</u>

Assessed Valuation	\$ 2,844,830	
	x	23.20 Tax Rate
	<u>66,000.06</u>	

Total Taxes \$ 66,000.06

*Should be 60% but figures provided by the assessor do not compute that way.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

It is probable that a downward tax adjustment would follow if the number of dwelling units were appreciably reduced and such items as the streets, sewage disposal plants, and utility mains were transferred to public ownership but, on the other hand, the cost of rehabilitation could be considered to justify an increase. Not knowing just what action the assessor would take under the circumstances, we have for the purpose of this analysis, considered these to be offsetting factors and have used a figure approximating present taxes in calculating net income.

XVIII. APPROACH TO REHABILITATION

A number of approaches to the problem of rehabilitating Glenwood Village have been suggested. Basically there appear to be three alternatives:

1. Continue operating as at present.
2. Initiate a rehabilitation program from income as funds become available, and
3. Borrow funds and completely rehabilitate on a "crash program" basis whatever number of units are to remain.

From an economic point of view, a private owner might well adopt the attitude that as long as rents exceeded operating costs, the shrewdest course of action is to defer all costs that can be deferred and operate the project for whatever it will return until the property would be foreclosed or until closed down by local authorities. But if matters follow the logical course, the Federal Housing Administration will soon regain title to the Glenwood Village property, and will consider public policy in this regard.

The present owner has indicated that he believes it possible to rehabilitate the project out of income if given certain latitude, involving reducing the number of units and mortgage by half. If this were done, and mortgage payments resumed, there would be perhaps \$2,500 a month for rehabilitation, assuming no further loss in monthly revenue. If we are correct that costs of effective rehabilitation would be \$2,837,963, obviously it would be nearly a hundred years before the work would be done, by which time, of course, much would have to be done over and prices would probably bear small resemblance to those of today on which estimates are based.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



In addition, it is essential that rehabilitation, if it is to be accomplished, be done quickly and all at one time, because if Glenwood Village is to be saved:

1. The trend of increasing vacancies must be reversed and positive steps taken towards full occupancy, which can be done only by a program which at once eliminates the basic faults of design and so changes the character of the project as to emphasize the determination to rebuild the project "reputation" and every element that contributed towards the existing poor reputation.
2. An entirely new atmosphere must be created to attract new tenants.
3. It is essential to rehabilitation that the municipality accept dedication of the public facilities, which cannot be accomplished without "crash program" rehabilitation.
4. Partial rehabilitation might slow up but will not reverse the trend towards vacancies, and a positive reversal and a strong demand must be developed, otherwise any additional investment would be wasted.
5. It is impossible in a declining income situation that has deteriorated this far, to recapture enough funds to program an effective rehabilitation from income.
6. If programmed from income, costs of rehabilitation herein estimated would be substantially greater, since savings contemplated through mass buying and large scale programming could not be realized.
7. Rehabilitation from income in a rising labor cost market will considerably increase the projected costs because of the extended time period over which the work must necessarily be programmed.



Thus, we reach the conclusion that the only means of rehabilitating the Glenwood Village project is by a "crash program," involving the borrowing of funds for the work to be repaid from anticipated returns. If as a matter of policy this is considered inadvisable, then the only remaining alternative is abandonment, which would not be acceptable public policy for the same reasons that it would not be possible to continue operating the project as at present, or clearing the site and selling the land for whatever may be realized.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



A. Clearing the Site

It is estimated that the building improvements on the Glenwood Village property could be torn down and the debris removed for about \$100 a unit, providing the contract was for all the buildings. This involves a cost of \$160,000. The land value, as analyzed previously, is less than \$2,000 an acre, may be as low as \$1,200, at which some land in the neighborhood has recently been offered, but is probably about \$1,500 an acre. There is a historical disagreement as to the exact amount of land involved in the tract as some of it is not usable. The figure of 147 acres of usable land appears to be generally accepted, so in lieu of a definitive survey, which was not supplied, we assume that the land value would be \$1,500 an acre for 147 acres, \$220,500. Thus, perhaps as much as \$60,500 could be salvaged from sale of the cleared land and applied against the outstanding balance on the books. It should, however, be noted that the contemplated razing of improvements, while it would include slabs, would not include streets, building foundations, or underground piping. Since the spacing of streets is virtually impossible for subdividing, these impediments could conceivably deter a ready sale of the property or involve a lower price or greater costs to overcome the objection to them.



B. Other Alternatives

A number of alternatives to rehabilitation or demolition have been considered in the course of this study. Among these, the following were considered to have the most merit, but are complicated by conditions noted:



1. Sale of Units to Individual Owners

Sale to individual owners would be an easy solution, were it not complicated by the following:

- a. Sale could not be accomplished without public acceptance of streets and utilities, otherwise parcels would have no access to publicways. This would not be approved by lending agencies or attorneys representing purchasers. Easements would not give adequate assurance of maintenance. Such acceptance by public authority would require lowering of streets, resurfacing, installation of curbs and gutters, storm drainage, and improvements to the sanitary system as itemized elsewhere in this report.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

- b. Sale would require the platting of lots. The project could not be made to comply with subdivision requirements, which specify a 6,000 square foot minimum building site area with a 50 foot frontage (Glenwood individual unit has about 2,000 square feet and a 21 foot frontage). Also required are alleys at the rear for which there is not sufficient room between Glenwood buildings. It is unlikely that South Norfolk authorities would compromise their ordinances sufficiently to waive such non-compliances.
- c. Sale would either be "as is" with a stipulation for rehabilitation within a stated period of time, or else would involve the seller doing a full-scale rehabilitation before selling. Prices would have to be low to attract purchasers from other low cost houses in the area. Purchasers thus attracted could not be expected to be highly reliable financially. Thus, it should be expected that conditional sales would be difficult and costly to enforce and rehabilitated units would deteriorate at a greater than normal rate with no landlord agency responsible for occupant discipline. Either way, the result would probably be that FHA would get back a number of units so sold with nothing gained from the present situation, except the problem of dealing with many owners instead of one.

If units were sold in groups of four or more, legal interpretations might find the operation in compliance with some of the limitations of "b" above, but "a" and "c" would be equally applicable. On the other hand, prices would be substantially higher and greater sales problems would be encountered. This would be true unless project was to be sold as a unit or as two units, the south 800 units being one tract and the north 800 the other. This would not be impractical, and it might prove worthwhile before demolishing the buildings to advertise the project as one or two parcels to be rehabilitated by the owner in accordance with certain specifications. This would ascertain definitely whether or not there may be buyers willing to take the risk herein contemplated.

2. Raze and Sell as Trailer Court

If the decision is made to raze the buildings, the possibility of selling at least a part of the land as a trailer court might be explored, for the slabs could be retained and the existing street sewer, and water facilities could be used by a trailer court, whereas streets are too close together to be used for a subdivision. Some money would have to be spent on sewage disposal,



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

but in general a trailer camp operator could salvage enough to warrant a much higher price for the land than a subdivider could spend. If this were done, it is suggested that the southern part would be more practical for this use, while the northern part would probably bring its greatest value to the developers of Plymouth Park, who could salvage some of the streets and underground utilities by abandoning every other street.

C. Shopping Center

A survey of the economic base of the Glenwood Shopping Center indicates that, although at the time it was built there was some justification for a community retail facility serving the 1,600 families then in residence, it cannot survive unless the project is nearly fully occupied. This is proven by the operating history of the center. At those times when the project was nearly 100 per cent occupied, the merchants did a brisk business and had no trouble meeting the rents; however, with less than 500 units occupied, they are in trouble. The buildings have been allowed to run-down and become unattractive. No attempt is made to induce shoppers from outside the project to trade there, and it seems inescapable that the merchants should be headed for failure at this location.

Primarily the center was conceived as a local service. Although it is built just off Campostella Road, State Highway 170, this is not a good location to intercept traffic going south and the fact that drivers must turn off the road, across traffic, to enter the project grounds for shopping tends to discourage any volume of business from outside. Unless there are 1,000 or more families occupying Glenwood homes or unless some trade can be developed with Plymouth Park residents, the merchants have little chance of succeeding.

The center is under certain other handicaps too. Across Campostella Road from Glenwood Village are the Norfolk Southern Railway yards, which cuts off access from the west. The center is not large enough to create its own "Suction." Shoppers in Norfolk Highlands to the east of Glenwood Village are cut off by the Indian River Lagoon, and there is no direct connection through to Military Highway, the area belt line. Traffic from the north is discouraged from moving south on Route 170 by the narrowing of Campostella Road from four lanes to two lanes at Berkeley Avenue, about half a mile away. Access from South Norfolk involves an awkward "S" shaped, sharply graded, railroad grade crossing from Liberty Street to Campostella Road, which deters traffic. Unless the center can be made convenient and attractive to shoppers from outside Glenwood Village, the center is unlikely to regain a sound economic base.

GLENWOOD VILLAGE SHOPPING CENTER

South Norfolk, Va.



Looking northwesterly. Dwellings behind camera position.



Looking northeasterly. Dwelling units in right background.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



D. Briarcliff Manor

A survey of Glenwood Village would not be complete without some remarks about Briarcliff Manor, a similar project of 502 units, located in Warwick, just across the James River Bridge from the Norfolk-Portsmouth area.



Briarcliff Manor units are almost identical with Glenwood Village, except in certain most important details. The floor plan is the same. The grade of fixtures, trim, wall materials and so forth is the same. Exterior architecture, including projecting coal bins and exposed gas meters, is the same. In fact the quality of construction at Glenwood appears definitely superior. The block work looks better and even the painting in most cases. But in site planning, Briarcliff Manor has a great advantage. Streets are planned in modern terms with moderate length blocks and some "U" shaped streets. None of the buildings are more than eight units in a row. Buildings are built above the street levels, with lawns sloping gently to curbed streets. Access to the area is convenient along main thoroughfares and not by circuitous by-ways.



The units have wooden floors over crawl spaces, rather than slabs as at Glenwood. The manager, Mrs. Louise H. Young, stated that there were no vacancies nor are there ever any vacancies; rather, it is common to have a waiting list. Rents are \$45 a month for a two-bedroom unit, including stove and refrigerator, utilities not included. Lawns are mowed and watered by project employees when required.



Although superior site-planning makes this project look infinitely better than Glenwood Village, yet there are some signs of poor tenant discipline in partially dismantled cars, front yard trash, and the like, which should be corrected promptly to maintain the good health of the project, especially if there is a waiting list.



It is felt that location, site planning, reputation, size, and market situation which are favorable to Briarcliff Manor explain the success of this project in contrast to Glenwood Village.



E. Area Trends and Characteristics

A long range evaluation of the economic soundness of rehabilitating or wrecking Glenwood Village should be made in awareness of certain neighborhood factors and elements which have or may have a bearing on such a decision.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



F. South Norfolk Redevelopment Plans

The City of South Norfolk has, substantially underway, a plan for the re-development of an area close to Glenwood Village. This tract is bounded roughly by Berkeley Avenue on the north, Wilson Road to the west, Liberty to the south, and Campostella Road to the east. The condition of this area, which at its closest point is only a few hundred yards from Glenwood Village, although separated by railroad tracks and an awkward crossing, definitely affects Glenwood Village. At present it is "blighted." Buildings are generally frame, built on unfirm piers, and generally run-down. Streets are poorly laid out and inadequately surfaced. Years of exposure to coal burning locomotives on the nearby railroads have contributed to the decay. Now that diesel power has almost entirely replaced steam, this source of deterioration should be improved. The exact detail of plans for this area are not yet available, but it may be expected that any improvement cannot but be favorable to the property value at Glenwood Village. The Diggs Park Project in Norfolk, less than a mile from Glenwood Village, shows that public housing, constructed in a high quality manner and well maintained, is no detriment to the neighborhood.

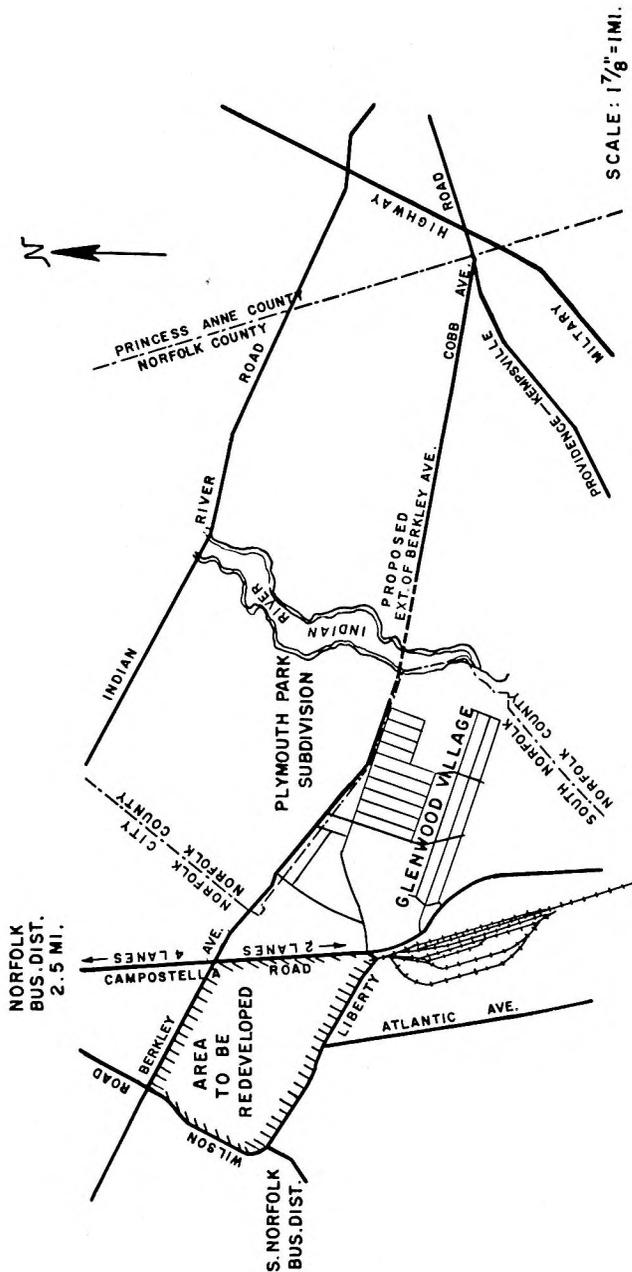


G. Traffic Flow

A study of the highway map for the area around Glenwood Village develops possibilities, with regard to traffic flow, which appear to offer great possibilities for the development of South Norfolk and the southeast Norfolk County area.

1. Campostella Road leads right into downtown Norfolk over toll-free facilities, but its four lane width suddenly stops at the Norfolk-South Norfolk city limits, and the two lane highway from that point through South Norfolk to Military Highway rejects traffic flow.
2. Liberty is a main street from Glenwood and Plymouth Park into downtown South Norfolk, but because of the nature of the street and the "humped" crossing of the Norfolk Southern Railway, traffic is inclined to flow up Campostella towards Norfolk.
3. Norfolk Highlands is an area to the east of Glenwood Village which has good access to Military Highway, but no access to South Norfolk.
4. Glenwood Village would be improved by a more direct access to Military Highway which, as a metropolitan belt line, affords quick access to most parts of the metropolitan area.





GLENWOOD VILLAGE NEIGHBORHOOD - Showing nearby railroad yard, awkward railroad crossing from Liberty Street to Campostella Road, narrowed pavement on Campostella south of Norfolk city limits, proposed redevelopment area in South Norfolk, and the possibility of extending Berkley across Indian River to Military Highway, opening up Glenwood Village and South Norfolk to this main artery and a potentially important building area.

Housing Market Analysis - Glenwood Village - Norfolk, Virginia

It is felt that the value of Glenwood Village property would be enhanced and the success of a rehabilitated Glenwood Village would be furthered if the presently proposed redevelopment of northeast South Norfolk involved also an improvement of Liberty and better access thereon to Campostella Road. This should be a part of an over-all highway improvement plan which in addition widened Campostella Road south, ultimately to Military Highway, and also opened up a route east along Berkeley Avenue through Norfolk Highlands to Military Highway. Glenwood Village would not be the only beneficiary of these improvements, which would also give impetus to the development of many acres of "farm" land lying within the Military Highway beltline in South Norfolk and Norfolk County. The City of South Norfolk, in particular, should benefit both by the development of added values in vacant areas and through the business activities funneled to merchants through improved highways.

It is probable that these highway improvements will take place sometime in the future, but if it should be done soon it would direct attention to this essentially convenient area, which then instead of being a sort of "back yard," would come within the focus of area development.

XIX. CONCLUSIONS

In the following section are data which, although covered in detail in the body of the report, are again summarized briefly below so as to be organized and enumerated with the exact format of the specifications of Contract 051-49 dated March 28, 1958 in order to facilitate location of data referred to by that document.

- A. This study has been made on the basis of the Norfolk-Portsmouth Standard Metropolitan Area, including Norfolk and Princess Anne Counties and the cities of Norfolk, Portsmouth, South Norfolk, and Virginia Beach, because of the availability of material so compiled, but it is the finding of this analysis that the Effective Market Area of Glenwood Village excludes that part of the Standard Metropolitan Area at the eastern part of Princess Anne County, including Virginia Beach.

It is our finding that with rentals graduated from a base of \$50 a month plus utilities for a two-bedroom unfurnished unit in a fully rehabilitated Glenwood Village, there is a market for 800-1,000 one, two, three and four-bedroom apartments. This market will virtually disappear if the base rental is increased to \$60. Facts and analysis on which this finding is based follow.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



A. I. Refer to Table on the following page.

II. There are presently within the Norfolk-Portsmouth Standard Metropolitan Area an estimated 570,000 persons, living in about 160,000 dwelling units. The vacancy rate is 2.0%, so a total of 156,800 are occupied. There are about 213,000 families and unrelated individuals, of which 143,000 are families. The average family size is 3.5 persons. It is estimated that the average family income in the Norfolk-Portsmouth Metropolitan area is \$5,577 a year.



III. There is no quantitative unsatisfied demand for housing in the area. Speculative builders have cut-back and are selling from models, so that there are few unsold new houses on the market, and the vacancy rate is low. However, a very significant fact is that the demand for rental housing is decreasing. Of 13 projects (total 5,191 units) compared, nine reported a total of 67 less vacancies than when surveyed in February 1953, but the remaining four reported 276 more vacancies than in 1953. Glenwood Village was purposely left out of this survey in order to avoid the distortion that would be caused by the impact of 1,040 more vacancies at Glenwood Village in 1958 than reported in 1953, though this only tends to emphasize the gradual "softening" of the rental market in the Norfolk area. Of the projects reporting 276 more vacancies than in 1953, two, Lansdale and Oceanaire, account for 272 additional vacancies, reporting 280 and 92 vacancies respectively, as compared to 94 and 6 vacancies reported in 1953.



B. I. Unless the government substantially increases employment in the area, particularly among servicemen or among Navy Yard workers, or unless new industry locates or an unforeseen expansion of existing industry centers near Glenwood Village, no substantial improvement in the market for Glenwood Village apartments may be anticipated in the next ten years. There is no petro-chemical activity in the Norfolk area, although Esso Standard Oil Co. holds an option on 1,000 acres of land in West Norfolk, on which they must act soon, but no decision has been made as to what if any use is to be made of the land.



Presently new family units are being created in the Norfolk area by marriage at the rate of about 4,500 a year. Natural growth, indicated in the number by which resident births exceed resident deaths, amounts to only 12,000 persons a year. However, in the past seven years, covering a period of unprecedented prosperity, the job potential of the Norfolk area has increased only an average of 3,194 a year. Assuming 1.14 income



STATISTICAL SUMMARY OF NORFOLK AREA HOUSING

Item	Metropolitan Area			Norfolk City		South Norfolk		Virginia Beach		Norfolk County		Princess Anne County	
	Area	City	Portsmouth	Norfolk	Norfolk	Beach	Norfolk	County	County	County	County	County	County
Number Dwelling Units - 1950	119,623	56,122	20,796	3,054	2,206	28,079	9,366						
Dwelling Units Added - 1950-57	45,837	10,467	3,257	969	886	15,681	14,577						
Subtotal	165,460	66,589	24,053	4,023	3,092	43,760	23,943						
*Dwelling Units Demolished - 1950-57	5,100	2,000	300	51	50	1,899	800						
Number Dwelling Units - 1958	160,360	64,589	23,753	3,972	3,042	41,861	23,143						
Tenure:													
Owner Occupied - 1950	42.7%	35.7%	42.6%	51.6%	38.4%	52.7%	77.7%						
1958	58.1%	50.0%	55.0%	70.0%	50.0%	60.0%	80.0%						
Renter Occupied - 1950	57.3%	64.3%	57.4%	48.4%	61.6%	47.3%	22.3%						
1958	41.9%	50.0%	45.0%	30.0%	50.0%	40.0%	20.0%						
Dwelling Types:													
Single Family - 1950	52.5%	38.5%	47.3%	54.9%	55.6%	72.3%	76.3%						
1958	66.4%	55.0%	59.0%	75.6%	70.0%	80.0%	80.0%						
Multi-family - 1950	47.5%	61.5%	52.7%	45.1%	44.4%	27.7%	23.7%						
1958	33.6%	45.0%	41.0%	24.4%	30.0%	20.0%	20.0%						
Average Rental - 1958	\$66.98	\$67.38	\$59.11	-	-	-	\$69.75						
(2 bedroom unit)													
Average Housing Cost	\$81.76	\$82.48	\$68.46	-	-	-	\$75.76						
(2 bedroom dwelling unit and utilities)													
Size Distribution													
(Rental Units)													
- 1 Bedroom	18.61%	14.79%	45.92%	-	-	-	11.12%						
- 2 Bedrooms	71.96%	78.33%	41.36%	-	-	-	66.34%						
- 3 Bedrooms	9.43%	6.88%	12.72%	-	-	-	22.54%						

*Estimated by Real Estate Research Corporation

Sources: U.S. Dept. of Commerce - Bureau of Census;
Various Building Commissioners; Various Property Managers;
Real Estate Research Analyst Estimates



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

earners to the average family, this job growth is not sufficient to support more than 2,800 new families, an average population growth of 9,800 persons a year. Thus at present, about 1,200-1,700 families a year in the Norfolk area must either retire, become unemployed, or leave the area and seek work elsewhere. This figure will be much higher in years, such as 1957, when the job gain, 50, is substantially less than the postulated average of 3,194.

Since there is no indication of an increase in government jobs in the Norfolk area, the only hope for expanded employment to support natural growth lies with manufacturing, trade and services. Manufacturing employment has been dropping off in the past five years due to a declining market and the effects of more efficient production methods. The present economic situation holds little promise of a substantial increase in manufacturing employment, except through new industry or the development of new products to expand the market for existing Norfolk industries. To count on this is purely speculative. Trade and other non-manufacturing industries have, however, in the last ten years steadily progressed and have more than offset the job losses in manufacturing industries. This development will continue as Norfolk becomes even better established as a trade, distribution, and shipping center. However, we do not anticipate that job growth in the next ten years will exceed the rate of the last seven years. Therefore, we must conclude that the employment trend does not indicate an ability for Norfolk to meet the requirements of its natural growth in the next ten year period.

Translating this to housing, there will be an average annual demand for 2,500 to 3,000 new dwellings plus a number equivalent to the units removed from the market annually by demolition or conversion to nonresidential uses. Although demolition records in the Norfolk area are virtually nonexistent, we estimate that about 400 units a year are being removed from the market. Actually this rate is very low, as it is estimated that there are about 35,000 units in the area more than 40 years old. Many of these will be eliminated in connection with redevelopment programs being planned by the various municipal redevelopment authorities, and this will substantially increase the number of new dwellings required in the years in which the impact of such programs is felt.

Housing units provided by urban renewal will normally be multi-family and designed for nonwhite occupancy. The balance of the demand will be met with single-family homes. As long as vacancies are increasing in white, multi-family rental units, it would be a mistake to add to the supply of such housing on the Norfolk market.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia

B. II. Anticipated additions to the Norfolk housing supply in the next ten years will probably follow this pattern:

1. Slum areas will be redeveloped with urban renewal projects.
2. A number of old homes will be converted to apartments.
3. New single-family homes will be built.
 - a -- Lowest cost in South Norfolk near Glenwood Village and in Norfolk County.
 - b -- Moderate cost in Princess Anne County.
 - c -- Highest cost in select areas of Norfolk city and Princess Anne County.

Of the above, only very low-cost single-family homes would be competitive with Glenwood Village. Generally, they will be built in the same area due to land costs. The trend will be to move east into Princess Anne County when tracts within the Military Highway beltline are built up, but this will not occur to any great degree within ten years under normal conditions.

C. Glenwood Village cannot be operated indefinitely in its present condition, with over 1,100 units uninhabitable due to vandalism. A minimum of rehabilitation would involve restoration of these units to a habitable condition, but bare restoration would only return the project to its former condition, and except during national emergencies, which suddenly create abnormal demands on the local housing market, this has not proved sufficiently attractive to hold tenants in the face of normal competition. Thus, rehabilitation must go further than mere restoration if tenants are to be attracted and held --- without which any money spent for restoration will be wasted. We therefore conclude that in addition to restoration the following basic faults and undesirable features must be eliminated:

1. Houses lower than streets
2. Density too high - too many houses in a row
3. No off-street parking

Housing Market Analysis - Glenwood Village - Norfolk, Virginia



4. Insufficient variation in unit sizes
5. Open storm drainage across fronts of dwellings
6. Public services, sewer, water, streets, etc. owned by private corporation rather than municipality or public utility
7. Inadequate landscaping



Item 1 should be achieved by lowering the streets as necessary, resurfacing and curbing. Items 2, 3 and 4 will be achieved by removing a proportion of the four unit sections, in which module the buildings are built, and in the course of interior restoration making minor partition and other changes to effect variations in unit sizes according to predetermined proportions as explained in more detail elsewhere in this report. Off-street parking will be achieved by utilizing the slabs of sections removed to reduce density. With the front yards regraded to slope to the streets, storm water run-off will drain to the streets and must be drawn off at intervals through catch basins and a storm sewer system leading to large drainage ditches, so located as to be not in front of dwellings. It is difficult for a housing project to be burdened with maintenance of public facilities, such as streets, water system, sewer system, street lights, and storm drainage facilities, in addition to taxes and still operate competitively with projects which receive such public services as a part of their taxes. Therefore, responsibility for operating these services must be turned over to public authority and any expenses necessary to place the facilities in condition for acceptance by public authority must be a part of a general rehabilitation estimate. Finally, with regard to landscaping, this is as essential in "finishing" a project as is painting to a house. It is the element that attracts, establishes a standard, provides a foundation for community pride, and makes tenant discipline measures possible. It must be well-planned and well-maintained. In establishing a variation of dwelling unit sizes, we suggest a proportion approximating the following:



	<u>1 Bedroom</u>	<u>2 Bedroom</u>	<u>3 Bedroom</u>	<u>4 Bedroom</u>	<u>Total</u>
Number of Units	198	300	300	60	858
Percentage of Whole	23%	35%	35%	7%	100%
Rehabilitation Cost	\$1,485	\$1,820	\$2,446	\$2,804	\$2,040
per Unit	\$1,665				
Cost for All Units	\$222,750	\$546,000	\$733,800	\$168,240	\$1,750,710
of indicated types	\$ 79,920				



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



This measure would broaden the market coverage which is now predominantly in two-bedroom units. Excluding the 1,600 two-bedroom units in Glenwood, still over 70 per cent of the apartments offered in the Norfolk-Portsmouth market are two-bedroom types, less than 20 per cent are one bedroom, and only about ten per cent are three-bedroom. Our analysis of the family composition of Glenwood residents indicates that about 27 per cent are one and two child families, but in the age and income group we are considering, we believe that a portion of the one child families would choose single bedroom accommodations, while on the other hand a portion of the three child families would accommodate themselves to two bedrooms by preference. Carrying out this analysis, we find a demand for about 22 per cent single-bedroom, 37 per cent two-bedroom, 32 per cent three-bedroom, and eight per cent four-bedroom accommodations. It is obvious from this that the proportions of various sizes of apartment units which have developed in the Norfolk area rental market bear little relationship to the demand and need. Since Glenwood Village must take advantage of every opportunity it has to serve the market better than its competition, we feel that in connection with a rehabilitation, little extra cost would be involved in providing adequate variation in unit types to serve a realistic market demand. This then is the basis of the suggestion made with respect thereto.



- C. II. Although sewer and water lines for a portion of the project are of cored redwood, because of inability to obtain cast iron when the project was built, there has been no trouble with these mains and there is no indication that these mains will not continue to serve well for many years. Water main breaks have been no more than would normally be expected of cast iron mains and have proven readily repairable with clamp-type, neoprene gasket sleeves, in a manner similar to that of repairs on cast iron mains. The sewer plant, however, was never designed to meet present State Health Department requirements, and at present is in poor condition, permitting a low quality effluent to pass into the Indian River. Cost of rehabilitating these plants to meet state requirements will prove so great, that it is presently much better planning to redirect gravity sewer mains to a centrally located pumping station, and build a force main from this point to a point of interception with existing public sewer facilities in Plymouth Park. This must be done if Glenwood Village is to continue on any basis.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



- II. 1. The major cost of rehabilitation of the individual units is necessitated in restoring the units themselves to a habitable condition and involves installing new windows, doors, kitchen equipment, bathroom fixtures, floor covering, heating units, hot water heaters, refrigerators, stoves, and electrical fixtures. It includes repairing walls and ceilings and rewiring, as necessary in compliance with codes. In most cases, new plumbing will be necessary where exposed and new fixtures are installed. All wood and plaster surfaces require repainting; exteriors require new fascia, downspouts, roof vents and walks. Chimneys in many places require tuck-pointing, and surfaces and trim require painting.
- II. 2. These items, plus the site improvement work outlined in Section C above, will make the properties competitive price-wise in the Norfolk area market, providing that the rent schedule is established low enough to offset the locational disadvantages of Glenwood Village.
- II. 3. The recommended rehabilitation contemplates compliance with the codes and ordinances of the City of South Norfolk in every respect, except:
 - a.) Subdivision regulations require sidewalks on at least one side of the street. This would add about \$50,000 to the rehabilitation costs, and is not considered essential as long as cars are being taken from the streets by the provision of off-street parking, ditches are being removed, and so forth.
 - b.) It has been suggested that the house sewer connection enters the mains from the top and thus does not comply with regulations. This question was not regarded as important enough to undertake excavation to verify. If the situation is as reported, it is felt that the years of operation of the system, which are reported to have been free of trouble from this source, give a strong basis for requesting a waiver on this point.
 - c.) The excessive length of blocks and the absence of service alleys fails to comply with subdivision regulations. It is, however, impractical to alter the project in this regard at this time. Therefore, a waiver of these requirements would be necessary to obtain city approval. Splash blocks at downspouts and the use of either Romex or Greenfield cable in rewiring were ascertained specifically to be acceptable to the City of South Norfolk.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



C. III. See Paragraph C.I. above.

D. I. 1. We find the market at Glenwood will support 800 to 1,000 apartments, fully rehabilitated as described in detail elsewhere herein at rents graduated from a base of \$50, plus utilities, for an unfurnished two-bedroom unit.



2. Operating costs (Income and Expense Schedules), including provision of an adequate sum to amortize the required improvements on 858 dwellings, as detailed in Section XVII, are estimated as follows:



Income Schedule

Gross Annual Rent (Residential) (See Section XVII for details)	\$537,984
Vacancy and Collection Loss (20%)	<u>107,597</u>
Effective G.A.R. (Res.)	\$430,387



Gross Annual Rent (Commercial) (See Section XVII for details)	\$11,784
Vacancy and Collection Loss (10%)	<u>1,178</u>
Effective G.A.R. (Comm)	<u>10,606</u>
Effective Gross Annual Rent	\$440,993



Expense Schedule

Operating Expenses	<u>\$159,200</u>
Net income available for amortization of improvements and return on investment	\$281,793



This is not an adequate sum to amortize the required improvements. No prudent private investor would undertake such a purchase.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



- II. Although there will be, in the Norfolk Metropolitan Area, a demand for 2,900 to 3,300 new dwelling units, plus 400 or more to replace demolitions, annually over the next ten years, the supply will be almost entirely met through single-family homes, and barring a significant increase in military personnel or an abnormal fluctuation in the national economy, there will be little change in the Norfolk rental market, and consequently little change in the anticipated demand for Glenwood Village apartments outlined in D. I. above.
- III. It appears that the property cannot be economically rehabilitated. As a matter of fact, it is our conclusion that no part of the property can be economically rehabilitated. The most nearly economic rehabilitation program would involve the following:



- 1. That 133 sections (532 dwelling units) be physically removed at various locations, selected in such a way that there is nowhere more than three sections (12 dwelling units) remaining in any single, free standing building, and a minimum of these (see Plate showing suggested plan).
- 2. That remaining units be remodeled and restored in accordance with Section XVI (Architectural and Engineering Recommendations).
- 3. That basic defects in the site plan be corrected or reduced as also detailed in Section XVI.



We find the proposal of rehabilitating the property out of income completely impractical for the following reasons:

- 1. The trend of increasing vacancies must be reversed and positive steps taken towards full occupancy. This can only be done by a program that at once eliminates the basic faults of design and so changes the character of the project as to emphasize the determination to obliterate the project "reputation" and every element that may have contributed to that reputation.
- 2. To attract new tenants, an entirely new atmosphere must be created.



Housing Market Analysis - Glenwood Village - Norfolk, Virginia



3. It is essential to rehabilitation that the municipality accept dedication of streets and utilities, which cannot be effected other than through a "crash program" rehabilitation.
4. Partial rehabilitation, which will intrigue the marginal customer, may slow up the trend towards vacancy, but will not reverse it, because there will not be enough funds forthcoming over expenses to establish and maintain a tempo of rehabilitation which would give prospective tenants any reason to hope that they would ever live there long enough to benefit from the proposed rehabilitation. Thus, no strong demand for accommodation will be developed; no reversal in vacancy trend would be realized; insufficient monthly income would be developed to realize the rehabilitation within the economic life of the property; the investment, whatever it might be, in such rehabilitation would be wasted.
5. It is impossible in a declining income situation to recapture funds in sufficient volume to program an effective rehabilitation from income.
6. Costs of rehabilitation, as projected, contemplated prices based on mass buying and large scale correction. Work done on a smaller scale would prove more costly per item.
7. Projected rehabilitation costs contemplate work being done at presently prevalent wage rates. With increased wages forecast, work extended over a greater time period could be expected to prove considerably more expensive.

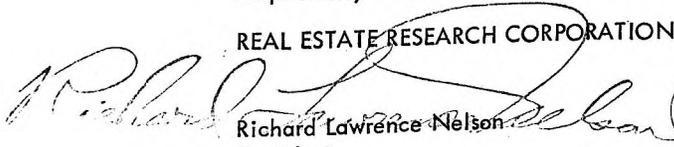


It has been a pleasure for us to study the problems of Glenwood Village for you and to give you the benefit of our analysis of the situation confronting the project at this time. We would be happy to discuss further with you, at your convenience, any questions that you may have regarding this report or any data contained therein.



Respectfully submitted,

REAL ESTATE RESEARCH CORPORATION


Richard Lawrence Nelson
President



April 24, 1958

STATISTICAL APPENDIX

Table 1
1980-1982

Year	1980	1981	1982
1980	1.24	1.24	1.24
1981	1.24	1.24	1.24
1982	1.24	1.24	1.24

1. The data in this table are preliminary estimates and are subject to change as more complete data become available. The data are based on the 1980-1982 Survey of the Economic Situation of the Population of the United States.

2. The data in this table are preliminary estimates and are subject to change as more complete data become available. The data are based on the 1980-1982 Survey of the Economic Situation of the Population of the United States.

Year	1980	1981	1982
1980	1.24	1.24	1.24
1981	1.24	1.24	1.24
1982	1.24	1.24	1.24

3. The data in this table are preliminary estimates and are subject to change as more complete data become available. The data are based on the 1980-1982 Survey of the Economic Situation of the Population of the United States.

4. The data in this table are preliminary estimates and are subject to change as more complete data become available. The data are based on the 1980-1982 Survey of the Economic Situation of the Population of the United States.

5. The data in this table are preliminary estimates and are subject to change as more complete data become available. The data are based on the 1980-1982 Survey of the Economic Situation of the Population of the United States.

DEPARTMENT STORE SALES

Norfolk-Portsmouth Metropolitan Area



<u>Year</u>	<u>Sales</u>	<u>Gain or Loss Over Previous Year</u>	<u>Year</u>	<u>Sales</u>	<u>Gain or Loss Over Previous Year</u>
1957	\$41,824,000	- 2%	1952	\$32,678,000	+22%
1956	42,678,000	+ 5%	1951	26,854,000	+25%
1955	40,674,000	+ 8%	1950	21,515,000	+10%
1954	37,635,000	+ 4%	1949	19,574,000	+21%
1953	36,075,000	+10%	1948	16,177,000	+ 7%

- Sources:
1. 1948 and 1954 sales from Census of Business.
 2. Gain or Loss over Previous Year based on Federal Reserve Board Index for Norfolk-Portsmouth, adjusted to 1954 census base.
 3. Sales estimates for 1949-1957 from Research Department, Norfolk-Portsmouth Newspapers, Inc.

<u>Per Cent Change Over Same Month of Previous Year</u>				<u>Cumulative Change Over Same Period of Previous Year</u>			
	<u>1957</u>	<u>1956</u>	<u>1955</u>		<u>1957</u>	<u>1956</u>	<u>1955</u>
Jan.	+ 9%	+ 9%	+ 5%	Jan.	+ 9%	+ 9%	+ 5%
Feb.	- 2%	+14%	0%	Feb.	+ 4%	+11%	+ 2%
March	-14%	+17%	+15%	March	- 4%	+14%	+ 7%
April	+23%	-12%	+ 6%	April	+ 3%	+ 6%	+ 7%
May	- 1%	+ 8%	+ 9%	May	+ 2%	+ 6%	+ 7%
June	- 8%	+15%	+ 3%	June	0%	+ 8%	+ 7%
July	+ 2%	- 3%	+13%	July	+ 1%	+ 6%	+ 7%
Aug.	+ 4%	+ 4%	+13%	Aug.	+ 1%	+ 6%	+ 8%
Sept.	- 9%	+ 3%	+17%	Sept.	0%	+ 6%	+ 9%
Oct.	- 3%	+ 3%	+ 8%	Oct.	- 1%	+ 5%	+ 9%
Nov.	-10%	+ 6%	+ 6%	Nov.	- 2%	+ 5%	+ 9%
Dec.	- 2%	+ 5%	+ 8%	Dec.	- 2%	+ 5%	+ 8%

Per Cent of Year's Total Sales Done Each Month

<u>Jan.</u>	<u>Feb.</u>	<u>Mar.</u>	<u>Apr.</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
5.9	5.9	8.1	7.2	8.4	7.8	6.2	7.4	8.2	8.7	11.0	15.2	100%

Source: Federal Reserve Bank of Richmond.

MUNICIPAL AUTO TAGS

City of Norfolk

<u>Year</u>	<u>Passenger Car</u>	<u>Truck</u>	<u>Other</u>	<u>Total</u>
1957	50,663	7,249	2,422	60,334
1956	49,358	7,192	2,215	58,765
1955	48,845	7,761	1,598	58,204
1954	33,815	6,386	1,135	41,336
1953	32,817	6,077	1,183	40,007
1952	30,405	5,664	1,246	37,315
1951	29,310	5,429	1,339	36,078
1950	27,243	5,065	1,406	33,714
1949	24,737	4,794	1,446	30,977
1948	23,746	4,669	1,631	30,046

City of South Norfolk

<u>Year</u>	<u>Passenger Car</u>	<u>Truck</u>	<u>Other</u>	<u>Total</u>
1957	5,050	621	86	5,757
1956	4,867	561	81	5,509
1955	4,699	549	76	5,324
1954	4,516	530	70	5,116

BANKING

Norfolk-Portsmouth Metropolitan Area

<u>Year</u>	<u>Assets</u>	<u>Deposits</u>	<u>Year</u>	<u>Assets</u>	<u>Deposits</u>
1957	\$375,092,398	\$372,708,325	1952	\$331,671,105	\$306,856,017
1956	368,171,264	337,104,075	1951	297,350,974	275,832,326
1955	342,644,580	314,304,685	1950	261,515,161	241,583,769
1954	343,536,762	316,327,296	1949	252,710,532	234,072,787
1953	327,587,572	300,820,905	1948	241,413,316	224,135,107

Note: Includes all banks except Bank of Virginia for which local figures are not released.

Sources: The banks.

<u>Year</u>	<u>Bank Debits</u>	<u>Clearings</u>	<u>Year</u>	<u>Bank Debits</u>	<u>Clearings</u>
1957	\$4,241,152,000	\$1,196,354,000	1952	\$3,091,645,000	\$ 931,845,000
1956	4,023,716,000	1,125,418,000	1951	2,661,897,000	813,805,000
1955	3,718,962,000	1,065,772,000	1950	2,327,937,000	675,939,000
1954	3,228,448,000	938,025,000	1949	2,141,397,000	598,582,000
1953	3,273,791,000	933,921,000	1948	2,177,306,000	595,085,000

BUILDING SAVING AND LOAN ASSOCIATIONS

Norfolk-Portsmouth Metropolitan Area

<u>Year</u>	<u>Resources</u>	<u>Savings Accounts</u>
1957	\$127,451,298	\$115,577,789
1956	120,804,113	107,832,334
1955	91,277,840	80,223,657
1954	78,565,904	69,703,579
1953	68,852,881	60,505,635
1952	59,390,868	51,238,872
1951	47,176,578	39,927,277
1950	41,858,599	35,290,802
1949	34,802,731	29,935,930
1948	29,550,836	23,888,514

Note: Includes all building, saving and loan associations except Berkley Citizen Building and Loan Association, and Homestead Mutual Building and Loan Association.

Sources: The building, saving and loan associations.

NEWSPAPER ADVERTISING LINEAGE

The Virginian-Pilot - Ledger-Star

<u>Year</u>	<u>Norfolk</u>	<u>Portsmouth</u>	<u>South Norfolk</u>	<u>Virginia Beach</u>
1957	42,601,532	8,642,758	491,484	284,427
1956	43,275,208	7,530,373	416,161	327,088
1955	42,598,481	8,979,268	257,338	322,775
1954	39,021,948	1,872,654	330,050	275,114
1953	37,812,250	2,164,862	307,734	172,606
1952	35,522,970	3,002,062	256,186	176,232
1951	33,040,098	3,180,786	308,266	170,352
1950	32,509,848	3,139,752	436,464	155,512
1949	28,933,436	3,339,742	372,750	134,848
1948	27,803,516	3,461,304	633,948	73,626

NEWSPAPER CIRCULATION GROWTH

The Virginian-Pilot (Morning and Sunday) Ledger-Star (Evening)
 10-Year History of Annual Average Net Paid Circulation

<u>Year</u>	<u>City Zone Circulation</u>			<u>Total Circulation</u>		
	<u>Morning</u>	<u>Evening</u>	<u>Sunday</u>	<u>Morning</u>	<u>Evening</u>	<u>Sunday</u>
1957	80,370	78,392	107,592	109,493	96,247	142,988
1956	79,660	76,561	106,830	107,022	93,014	140,565
1955	79,095	75,817	106,638	104,665	90,954	138,026
1954	80,021	51,831	91,743	104,300	65,011	121,087
1953	78,136	49,939	85,976	101,254	62,429	113,545
1952	76,537	50,406	83,161	99,131	62,898	109,531
1951	76,251	48,004	80,947	98,413	59,497	106,141
1950	73,508	45,871	77,812	95,038	56,502	101,570
1949	70,599	44,692	74,227	90,797	54,796	96,307
1948	67,505	43,151	70,729	86,859	53,310	91,533

Note: Evening Ledger-Dispatch and Sunday Virginian-Pilot combined with The Portsmouth Star on April 3, 1955.

Sources: Audit Bureau of Circulations.

THE JOURNAL AND GUIDE

(Weekly Nonwhite Newspaper)

10-Year History of Annual Average Net Paid Circulation

<u>Year</u>	<u>City Zone</u>	<u>Retail Trading</u>		<u>Total</u>
		<u>Zone</u>	<u>All Other</u>	
1957*	13,400	3,635	25,345	42,380
1956	13,820	3,660	25,795	43,275
1955	13,281	3,589	26,799	43,669
1954	13,395	3,972	28,781	46,148
1953	12,639	3,706	27,849	44,194
1952	11,460	3,393	31,000	46,033
1951	13,521	3,931	36,515	53,967
1950	13,077	3,966	38,086	55,129
1949	13,190	4,133	41,003	58,326
1948	14,782	4,545	46,098	65,425

* For 3 months ending March 31, 1957.

Source: Audit Bureau of Circulations.

TELEPHONES

Norfolk-Portsmouth Metropolitan Area
(As of January 1 of each year)

<u>Year</u>	<u>Residential</u>	<u>Business</u>	<u>Total</u>
1958	116,824	47,031	163,855
1957	111,264	45,860	157,124
1956	100,863	43,797	144,660
1955	92,594	41,019	133,613
1954	85,356	39,594	124,950
1953	79,373	37,485	116,858
1952	72,068	32,554	104,622
1951	67,573	31,358	98,931
1950	67,474	30,443	97,920
1949	64,315	29,618	93,933
1948	56,971	27,951	84,922

Sources: Chesapeake and Potomac Telephone Co. of Virginia.
Princess Anne Telephone Co., Inc.
Norfolk and Carolina Telephone and Telegraph Co. of Virginia.

GAS CUSTOMERS

Norfolk-Portsmouth Metropolitan Area
(As of January 1 of each year)

1958	79,364	1953	63,142
1957	77,695	1952	58,213
1956	75,502	1951	53,962
1955	71,578	1950	52,900
1954	68,799	1949	50,573

Sources: Virginia Electric and Power Company
Portsmouth Gas Company
Virginia Beach Gas Company

ELECTRIC CUSTOMERS

Norfolk-Portsmouth Metropolitan Area
(As of January 1 of each year)

1958	146,359	1953	120,539
1957	143,440	1952	113,503
1956	136,664	1951	106,650
1955	131,184	1950	101,356
1954	127,504	1949	95,990

Source: Virginia Electric and Power Company

WATER CUSTOMERS

Norfolk-Portsmouth Metropolitan Area
(As of January 1 of each year)

1958	94,066	1953	77,485
1957	90,443	1952	74,542
1956	87,662	1951	71,708
1955	83,196	1950	68,287
1954	80,806	1949	65,446

Sources: Norfolk Division of Water Supply
Portsmouth Water Department
Virginia Beach Water Department



COMPARATIVE NUMBER OF ADVERTISEMENTS IN SPECIFIC REAL ESTATE CATEGORIES

	Monday 11-24-52	Sunday 2-15-53	Sunday 3-15-53	Sunday 3-7-58	Friday 3-7-58	Saturday 3-8-58	Sunday 3-9-58	Tuesday 3-11-58	Wednesday 3-12-58	Thursday 3-13-58	Average Week of 3-7-14-58
For Rent:											
Apartments and Flats (#74)	33	63	58	85	86	97	85	98	103	92	
Furnished Apartments and Flats (#74A)	45	137	116	114	112	151	138	156	147	136	
Houses (#77)	14	30	11	45	53	57	49	64	48	53	
Furnished Houses (#77A)	24	26	22	12	13	14	14	16	13	14	
Total For Rent	116	256	207	256	264	319	286	334	311	295	
For Sale:											
Homes (#84)	298	352	348	285	315	415	317	434	334	350	
Wanted to Rent (#81)	13	13	10	5	6	7	5	7	6	6	

Source: Norfolk-Portsmouth Board of Realtors Inc.
Real Estate Research Corporation Analyst



NORFOLK REAL ESTATE SALES

<u>Year</u>	<u>Transfers</u>	<u>Sales</u>	<u>Year</u>	<u>Transfers</u>	<u>Sales</u>
1957	4,555	\$40,991,100	1952	4,868	\$40,782,105
1956	4,488	40,706,100	1951	4,901	33,959,300
1955	5,422	47,250,000	1950	4,583	26,979,306
1954	3,250	29,156,493	1949	4,541	26,776,985
1953	4,248	31,216,793			

1957 REAL ESTATE VALUE

	<u>Assessed Valuation</u>	<u>Assessment Ratio</u>	<u>Fair Market Value</u>
Metropolitan Area	\$536,542,624	45%	\$1,198,934,850
Norfolk	308,128,630	50%	616,257,260
Portsmouth	102,000,000	60%	170,000,000
South Norfolk	30,676,220	60%	51,127,033
Virginia Beach	19,824,037	40%	49,560,093
Norfolk County	46,459,017	31%	149,867,797
Princess Anne County	29,454,720	12%	162,122,667

TAX RATE

		<u>Assessment Ratio</u>
Norfolk City	\$3.00 per \$100 of assessed valuation	50%
Portsmouth City	\$2.50 per \$100 of assessed valuation	60%
South Norfolk	\$2.00 per \$100 of assessed valuation	60%
Virginia Beach	\$3.00 per \$100 of assessed valuation	40%
Norfolk County	\$2.00 per \$100 of assessed valuation	40%
Princess Anne County Districts:		12%
Blackwater	\$4.90 per \$100 of assessed valuation	
Kempsville	\$6.60 per \$100 of assessed valuation	
Kempsville Mosquito	\$6.90 per \$100 of assessed valuation	
E. O. View Sanitary	\$7.10 per \$100 of assessed valuation	
Lynnhaven	\$5.70 per \$100 of assessed valuation	
Lynnhaven Mosquito	\$6.20 per \$100 of assessed valuation	
North Virginia Beach	\$6.20 per \$100 of assessed valuation	
Pungo	\$5.50 per \$100 of assessed valuation	
Seaboard	\$5.10 per \$100 of assessed valuation	

POUNDS OF AIR CARGO

(Norfolk Municipal Airport)

<u>Year</u>	<u>Air Express</u>	<u>Air Mail</u>	<u>Air Freight</u>
1957	866,537	1,281,366	3,289,665
1956	1,133,914	865,218	2,963,413
1955	1,125,612	569,553	2,621,740
1954	932,583	564,061	2,130,083
1953	961,916	595,895	2,082,620
1952	871,999	687,361	2,234,229
1951	702,452	622,464	1,893,507
1950	250,422	389,757	2,234,230
1949	197,668	344,152	1,162,831
1948	358,073	155,557	1,116,660

Source: Norfolk Port Authority.

SHIP ARRIVALS

Through Cape Henry

<u>Year</u>	<u>Arrivals</u>	<u>Year</u>	<u>Arrivals</u>
1957	8,986	1952	6,317
1956	8,493	1951	6,822
1955	7,284	1950	4,240
1954	5,523	1949	4,477
1953	5,510	1948	5,255

SHIP DEPARTURES

Through Cape Henry

<u>Year</u>	<u>Departures</u>	<u>Year</u>	<u>Departures</u>
1957	8,932	1952	6,287
1956	8,573	1951	6,625
1955	7,294	1950	3,847
1954	5,523	1949	4,239
1953	5,448	1948	4,998

NAVY EXPENDITURES

<u>Year</u>	<u>Total</u>	<u>Civilian Payroll</u>	<u>Military Payroll</u>	<u>Public Vouchers</u>
1957	\$620,786,062	\$158,484,722	\$70,956,998	\$391,344,342
1956	585,717,070	157,054,330	74,330,107	354,300,000
1955	637,983,099	154,000,000	70,000,000	413,500,000
1954	610,500,000	146,544,508	64,687,057	399,409,904
1953	604,500,000	151,553,692	60,939,892	392,045,355

Notes: Amounts paid to Naval personnel based afloat in the Tidewater area and to Navy dependents residing locally are not included. Also excluded is money paid locally to retired personnel. Unofficially, however, these two categories total approximately \$125,000,000.

Source: Fifth Naval District Public Information Office.

SEAFOOD PRODUCTION

Production of Certain Seafoods, Hampton Roads Area, Virginia.
(Norfolk, Portsmouth, Messick, Poquoson, Seaford, Yorktown, Newport News, Gloucester Point, and Hampton, Virginia.)

<u>Year</u>	<u>Fish</u>	<u>Crabmeat</u>	<u>Oysters</u>	<u>Shucked</u>
1957	25,770,000 lbs.	2,357,400 lbs.	6,973,700 lbs.	(832,200 gals.)
1956	31,799,400 lbs.	2,831,400 lbs.	6,619,800 lbs.	(778,800 gals.)
1955	26,653,000 lbs.	2,508,838 lbs.	7,148,186 lbs.	(840,963 gals.)
1954	25,291,900 lbs.	3,225,290 lbs.	6,974,293 lbs.	(820,505 gals.)
1953	22,579,014 lbs.	3,012,993 lbs.	5,983,779 lbs.	(703,974 gals.)
1952	26,822,400 lbs.	2,942,149 lbs.	4,218,151 lbs.	(496,253 gals.)
1951	25,531,700 lbs.	3,042,008 lbs.	4,376,276 lbs.	(514,856 gals.)
1950	19,936,900 lbs.	2,509,657 lbs.	5,113,303 lbs.	(601,565 gals.)
1949	21,835,400 lbs.	2,074,771 lbs.	6,051,354 lbs.	(711,924 gals.)
1948	24,557,700 lbs. (a)	590,195 lbs.	5,830,218 lbs.	(647,802 gals.)

(a) Figures cover period August 6 - December 31, 1958 only.

Source: U. S. Fish and Wildlife Service's Market News Office, Hampton, Virginia.

RAIL EXPRESS

Number of Rail Shipments Handled at Norfolk

<u>Year</u>	<u>Inbound</u>	<u>Outbound</u>	<u>Total</u>
1957	208,164	103,672	311,836
1956	240,303	120,433	360,736
1955	240,608	127,351	367,959
1954	234,844	142,831	377,675
1953	269,663	159,842	429,505
1952	293,123	195,233	488,356
1951	230,895	103,117	334,012
1950	251,558	163,861	415,419
1949	298,618	205,274	503,892
1948	374,686	249,698	634,384

AIR EXPRESS

Number of Air Shipments Handled at Norfolk

<u>Year</u>	<u>Inbound</u>	<u>Outbound</u>	<u>Total</u>
1957	18,870	5,171	24,041
1956	20,692	4,922	25,614
1955	18,775	5,216	23,991
1954	17,451	4,435	21,886
1953	16,851	4,381	21,232
1952	17,194	7,212	24,406
1951	18,235	4,585	22,820
1950	15,210	3,900	19,110
1949	12,927	2,712	15,639
1948	16,743	3,503	20,246

Source: Railway Express Agency, Inc.

BUS REVENUE PASSENGERS

<u>Year</u>	<u>Norfolk</u>	<u>Portsmouth</u>	<u>Elizabeth River Tunnel</u>
1957	23,584,685	5,885,107	3,980,770
1956	24,302,831	6,746,008	4,159,449
1955	25,389,553	7,777,127	3,435,814
1954	28,160,209	9,189,347	2,998,303
1953	31,881,625	11,223,762	2,565,621
1952	35,377,286	12,671,068	1,294,557
1951	34,531,405	12,700,517	Opened 5-23-52
1950	32,220,239	12,111,253	
1949	42,929,486	13,356,043	
1948	53,609,227	14,747,752	

NATIONAL AIRLINES

(Service Established December 1, 1945)

<u>Year</u>	<u>Outbound</u>	<u>Inbound</u>	<u>Total</u>
1957	47,564	45,940	93,504
1956	52,979	49,296	102,275
1955	57,779	51,428	109,207
1954	51,953	47,635	99,588
1953	41,680	40,404	82,084
1952	40,542	38,064	78,606
1951	46,755	45,422	92,177
1950	27,924	25,206	53,130
1949	26,229	24,055	50,284
1948	12,781	13,827	26,608

PIEDMONT AIRLINES

(Service Established May 14, 1948)

<u>Year</u>	<u>Outbound</u>	<u>Inbound</u>	<u>Total</u>
1957	15,823	15,081	30,904
1956	15,527	14,929	30,456
1955	15,301	16,138	31,439
1954	16,290	16,855	33,145
1953	15,473	15,087	30,560
1952	14,576	12,481	27,057
1951	11,919	9,829	21,748
1950	6,352	5,482	11,834
1949	5,129	4,749	9,878
1948	2,057	2,023	4,080

COMMERCIAL AIR MOVEMENTS

(Norfolk Municipal Airport)

1957	25,387	1953	18,976
1956	19,372	1952	18,172
1955	21,170	1951	14,924
1954	21,046	1950	13,823

Source: Norfolk Port Authority.

NEW AUTOMOBILE SALES

<u>Year</u>	<u>Metropolitan Area</u>	<u>Norfolk County</u>	<u>Princess Anne County</u>
1957	15,876	13,860	2,016
1956	16,311	14,273	2,038
1955	21,755	19,325	2,430
1954	16,175	14,347	1,828

Sources: Automotive Trade Association of Virginia.

STATE PASSENGER CAR REGISTRATIONS

Norfolk-Portsmouth Metropolitan Area

1956	145,425
1955	141,267
1954	137,317
1953	127,274
1952	120,664
1951	108,444
1950	98,489

Sources: State Division of Motor Vehicles.

Note: These registration figures are based on license plate sales at the Division of Motor Vehicles branch offices located in this area and therefore do not reflect the total number of passenger cars owned by residents of this area. This is because many people purchase their plates by mail direct from Richmond. These sales are not credited to local branch offices. Furthermore, military personnel stationed here often prefer to register their cars in their home states.

MUNICIPAL AIRPORT DATA

(Operated by the Norfolk Port Authority)

Air Passengers Handled at Norfolk Municipal Airport

<u>Year</u>	<u>Total Outbound</u>	<u>Total Inbound</u>	<u>Total</u>
1957	198,472	202,121	400,593
1956	177,670	181,270	358,940
1955	193,375	185,521	378,896
1954	178,306	177,293	355,599
1953	170,617	172,678	343,295
1952	163,587	156,579	320,166
1951	160,026	155,650	315,676
1950	100,089	94,592	194,681
1949	105,531	97,408	202,939
1948	91,867	87,906	179,773

CAPITAL AIRLINES

(Service Established April 7, 1938)

<u>Year</u>	<u>Outbound</u>	<u>Inbound</u>	<u>Total</u>
1957	135,085	141,100	276,185
1956	109,164	117,045	226,209
1955	120,295	117,955	238,250
1954	110,063	112,803	222,866
1953	113,464	117,187	230,651
1952	108,469	106,034	214,503
1951	101,352	100,399	201,751
1950	65,813	63,904	129,717
1949	74,173	68,604	142,777
1948	77,029	72,056	149,085

POSTAL RECEIPTS

Norfolk-Portsmouth-South Norfolk

First Class Post Offices

<u>Year</u>	<u>Norfolk- South Norfolk</u>	<u>Portsmouth</u>
1957	\$3,236,610	\$657,160
1956	3,347,929	668,724
1955	3,517,070	724,270
1954	3,556,943	756,102
1953	3,437,652	784,767
1952	3,261,746	751,631
1951	3,045,679	661,108
1950	2,496,030	548,069
1949	2,427,645	518,546
1948	2,082,451	501,831

MAIL STATISTICS

Here is the statistical breakdown for January,
1958 of the Chamber's Travel, Information and
Mail Departments:

Pieces of mail received	3,201
Pieces of mail sent	13,490
Phone calls received	1,478
Persons served at desk	292
Directory service inquiries	269
Pieces of travel literature distributed	5,510

(33 States, Canada and New Zealand)

RETAIL SALES

Norfolk-Portsmouth Metropolitan Area

	<u>1956</u>	<u>1954</u>	<u>1948</u>	<u>1939</u>	<u>1935</u>	<u>1929</u>
Metropolitan Area	\$560,312,000	\$468,418,000	\$343,324,000	\$87,822,000	\$67,649,000	\$84,782,000
Norfolk	362,698,000	327,412,000	230,186,000	63,632,000	50,120,000	66,226,000
Portsmouth	105,278,000	96,980,000	66,066,000	16,494,000	11,858,000	13,491,000
South Norfolk	20,501,000	17,237,000	8,416,000	1,717,000	1,161,000	1,100,000
Norfolk County	23,830,000	23,325,000	20,427,000	2,413,000	1,903,000	1,969,000
Princess Anne County	48,005,000	21,464,000	18,229,000	3,626,000	2,607,000	1,996,000

Sources: 1929-1954 from Censuses of Business.

1956 estimate from Sales Management, Inc.



A few years ago all access to Norfolk, except from the south, involved use of ferry boats. On May 23, 1952 the tunnel from Portsmouth across the Southern Branch of the Elizabeth River was opened which, connecting with a free bridge across the Eastern Branch of the Elizabeth River provided for the first time, a quick, uninterrupted passage from Portsmouth to Norfolk.

On November 1, 1957 a much more ambitious tunnel across the entrance to Hampton Roads was opened, connecting Norfolk and the Hampton-Newport News-Warwick peninsula.

Now an even more ambitious tunnel project is being planned, across Chesapeake Bay to the Cape Charles area. Preliminary engineering studies indicate that the crossing will be 17.6 miles across the water with a 6,200 foot tunnel beneath Thimble Shoals Channel into Norfolk Harbor and a high level bridge over the Baltimore Channel. Preliminary cost estimates for the project are \$144,000,000.

Following are traffic figures for present tunnels, bridge, and ferry access to Norfolk.

	Elizabeth River	James River	Hampton Roads	Norfolk-Eastern Shore Ferries
	<u>Tunnel</u>	<u>Bridge</u>	<u>Bridge-Tunnel</u>	<u>Ferries</u>
1957	6,715,496	2,747,085	336,689	741,906
1956	6,651,141	2,440,149	Opened 11-1-57	714,270
1955	5,826,022	1,808,240		665,285
1954	5,171,991	1,623,177		652,923
1953	4,890,477	1,616,848		644,857
1952	2,786,238	1,497,037		605,069
1951	Opened 5-23-52	1,363,490		561,839
1950		1,150,147		494,194
1949		1,076,967		430,500
1948		956,407		395,879

SAMPLE GLENWOOD VILLAGE RESIDENT QUESTIONNAIRE

Real Estate Research Corporation
73 West Monroe Street
Chicago 3, Illinois

Glenwood Village Inc.
South Norfolk, Virginia

RESIDENT QUESTIONNAIRE

Address _____ Family Composition: Husband __ Wife __
Children __ Other Adult __

How Long Have You Lived in Norfolk Area? _____

How Long in Glenwood Village _____

Age of Family Head: Under 30 _____ 30-40 _____ 40-50 _____
Over 50 _____

Place of Employment: Family Head _____

How Long _____ Other Employed Member of Family _____

How Long _____.

If Family Head Employed at Above Location LESS Than 2 Years, Where Last
Employed _____ How Long _____

How Far to Work: _____ How Do You Go _____ Own Car ____
Bus ____ Car Pool ____ Other _____.

What Kind of Fuel Do You Use for Heating: City Gas _____ Liquid Gas _____
Oil _____.

Approximately What is Family Income from All Sources _____

(Use Symbols A, B, C, D, E, F, G, H, According to Card)





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