COMPREHENSIVE MARKET ANALYSIS REPORTS

PD&R

Policy Development & Research

Analysis of the Harrisburg-Lebanon, Pennsylvania

Housing Market

As of October 1, 2005

ECONOMIC RESEARCH

U.S. Department of Housing and Urban Development

Foreword

This analysis has been prepared for the assistance and guidance of the U.S. Department of Housing and Urban Development (HUD) in its operations. The factual information, findings, and conclusions may also be useful to builders, mortgagees, and others concerned with local housing market conditions and trends. The analysis does not purport to make determinations regarding the acceptability of any mortgage insurance proposals that may be under consideration by the Department.

The factual framework for this analysis follows the guidelines and methods developed by HUD's Economic and Market Analysis Division. The analysis and findings are as thorough and current as possible based on information available on the "as-of" date from local and national sources. As such, findings or conclusions may be modified by subsequent developments. HUD wishes to express its appreciation to those industry sources and state and local government officials who provided data and information on local economic and housing market conditions.

This analysis takes into consideration changes in the economic, demographic, and housing inventory characteristics of the market area during three periods: from 1990 to 2000, from 2000 to the as-of date of the analysis—October 1, 2005 (Current date)—and from the Current date to a Forecast date—October 1, 2008. In the analysis, 1990 and 2000 refer to the dates of the decennial census—April 1 unless specified otherwise. This analysis presents counts and estimates of employment, population, households, and housing inventory as of the 1990 Census, 2000 Census, Current date, and Forecast date. For purposes of this analysis, the forecast period is 36 months.

The prospective demand expressed in the analysis should not be construed as a forecast of building activity; rather, it presents the prospective housing production that would maintain a reasonable balance in the demand-supply relationship given the market conditions on the as-of date of the analysis. This analysis was prepared by Patricia Moroz, the Division's Field Economist in HUD's Philadelphia Regional Office, based on fieldwork conducted in September 2005. Questions regarding the findings and conclusions of the analysis may be addressed to Ms. Moroz at 215–356–0604, ext. 3031, and at patricia_c._moroz@hud.gov.

Housing Market Area

The Harrisburg-Lebanon, Pennsylvania Housing Market Area (HMA) is composed of the Harrisburg-Carlisle and Lebanon Metropolitan Statistical Areas. The HMA is divided into three submarkets. The Dauphin County submarket includes the state capital, Harrisburg, as well as the town of Hershey, known for its chocolate company and theme park. The HMA also includes the Lebanon County submarket and the Cumberland and Perry Counties submarket.

Summary

The Harrisburg-Lebanon HMA sales and rental markets are balanced, and the demand-supply conditions are expected to remain balanced during the forecast period. The market for new sales housing is strong because of the availability of affordably priced homes and low interest rates, and demand is estimated at 8,900 new homes during the next 3 years. Vacant rental units have increased with the construction of new apartments and as more renters have purchased homes. Newly constructed apartments have been absorbed at a steady pace. Units currently under construction and in planning will meet approximately half of the estimated demand for 900 rental units during the forecast period.

Since 2000, employment gains in the service-providing sector have offset job losses in the manufacturing sector. State government, the largest employer in the HMA, provides stability in the local economy. The number of jobs in the service-providing sector is expected to increase by approximately 1.0 percent annually during the next 3 years.

Most of the population and household growth since 2000 has been the result of net in-migration to the HMA. Relatively affordable home prices and employment opportunities have attracted people from nearby counties to the area. During the next 3 years, population growth is expected to be 5,325 a year, resulting in household growth of 3,100 annually.

Economy of the Area

The economy in the Harrisburg-Lebanon HMA is stable. During the 12 months ending September 2005, total employment averaged 338,900 people. Since 2000, employment has increased but at a slower rate than during the 1990s. From 2000 to the Current date, total employment increased by an average of 3,175 people a year, or 1.0 percent annually. The lower average annual rate of growth occurred because fewer people were employed in the manufacturing sector, particularly in 2001 and 2002, and the number of people employed in the service-providing sector increased more slowly. While the unemployment rate has fluctuated since 2000, it is currently 4.1 percent, slightly higher than the 5-year average of 4.0 percent.

The HMA is an employment center. The 2000 Census estimated that 164,400 people commuted into the area for jobs. Since then, nonfarm employment increased by a rate of 0.4 percent, or nearly 1,500 jobs, annually. State government, with 38,000 employees, is the leading employer and has added an average of 300 positions annually, or 0.9 percent, during the past 15 years. The largest private employer, Hershey Foods Corporation, maintains a steady level of employment of approximately 7,000 jobs. During the 12-month period ending September 2005, the largest employment gain was 2,000 jobs in the professional and business services sector in Dauphin and Cumberland Counties. During the same period, the education and health services sector expanded by 1,000 jobs. A portion of the increase was because of hiring at Penn State Milton S. Hershey Medical Center, which is expected to continue expanding during the next 3 years.

The HMA includes two military installations in Cumberland County. The Naval Support Activity in Mechanicsburg provides jobs for approximately 3,950 military and civilian employees. In addition, the U.S. Army War College and Carlisle Barracks in Carlisle employ 1,115 military and civilian personnel. Employment at the two locations is expected to remain stable.

During the forecast period, the number of jobs in the manufacturing sector is expected to continue to decrease; however, future declines are expected to be smaller than the losses in 2001 and 2002. The service-providing sector is expected to continue to add jobs at approximately the current rate of 1.0 percent. During the next 3 years, total employment is expected to increase by an average of 3,525jobs annually, or more rapidly than during the first half of the decade. Trends in labor force, employment, and unemployment and nonfarm employment by industry sector from 1990 through September 2005 are presented in Tables 1 and 2.

Household Incomes

HUD’s Economic and Market Analysis Division estimates that the 2005 median family income for the Harrisburg-Lebanon HMA is $60,550, an annual increase of 3.3 percent since the 2000 Census.

Population

The population of the HMA increased at a moderate pace to approximately 657,400 as of the Current date. Since 2000, the population has expanded at an average annual rate of 0.8 percent, or 5,100, which is more than 1,000 additional people a year compared with growth during the 1990s. Relatively affordable home prices and employment opportunities have attracted people from nearby counties to the area. Cumberland and Perry Counties accounted for approximately half of the population increase in the HMA from 2000 to the Current date. The population of Lebanon County expanded the most rapidly, with growth of 1,225 annually, or by nearly double the rate of the preceding decade.

Net in-migration accounted for three-quarters of the population growth in the HMA, increasing from an average of 2,125 a year during the 1990s to an estimated 3,850 annually since 2000. The remainder of the population growth was from net natural change (resident births minus resident deaths), which has been declining over the past 15 years. More than half of the net in-migration in the HMA has been into Cumberland and Perry Counties. Net in-migration to Lebanon County tripled from an average of 350 people annually during the 1990s to an estimated 1,075 a year since 2000. During the same period, net in-migration to Dauphin County increased from an average of 380 people a year to 720.

The population of the Harrisburg-Lebanon HMA is expected to increase by 5,325 a year during the forecast period to 673,400 as of the Forecast date. Trends in population change for the HMA and its submarkets from 1990 to the Forecast date are presented in Table 3.

Households

As the population of the HMA expanded from 2000 to the Current date, the number of households increased at a moderate pace, averaging 1.1 percent, or 2,775, annually. As of the Current date, an estimated 264,200 households resided in the HMA. Approximately half of the household growth occurred in Cumberland and Perry Counties. The number of households in Lebanon County increased more than 55 percent from an average of 390 households annually during the 1990s to 610 households since 2000. During the same period, average annual household growth in Dauphin County increased to 820, or nearly 100 additional households a year compared with growth during the preceding decade. The number of households is expected to increase by an average of 1.2 percent, or 3,100, annually during the forecast period.

An estimated 16,000 students are enrolled in colleges and universities throughout the HMA as of the Current date. Approximately half of the students live in dormitories, while the remainder live off campus. Since 2000, enrollment at the largest college in the HMA, Shippensburg University, has expanded by approximately 100 students a year. Nearly two-thirds of the 7,500 students at Shippensburg University reside off campus, where the sales and rental markets provide an adequate supply of units to meet student-housing needs. Household trends and forecasts are presented in Table 3.

Housing Inventory

As of the Current date, an estimated 281,675 housing units were in the Harrisburg-Lebanon HMA. From 2000 to the Current date, an average of 3,200 total building permits were recorded annually in the HMA, or approximately 10 percent higher than during the 1990s. Since 2000, more than 90 percent of the permits issued in the HMA were for single-family homes. In Lebanon County, single-family permit activity increased to an average of 675 units a year from 2000 to the Current date, compared with an average of 490 units a year during the preceding decade.

Manufactured housing accounted for approximately 5 percent of new units added to the inventory in the HMA from 2000 to the Current date. Nearly 75 percent of the increase in manufactured homes was in Cumberland and Perry Counties, which includes some of the most rural portions of the HMA. Since 2000, manufactured housing increased by approximately 125 units annually in Cumberland and Perry Counties, with 60 percent of the units in Cumberland County and the remainder in Perry County.

Townhomes are increasingly popular throughout the HMA. Construction of townhomes has included affordable sales units priced below $150,000 in the city of Harrisburg and Lebanon County, as well as luxury townhomes priced between $200,000 and $250,000 in Cumberland, Dauphin, and Lebanon Counties. Since 2000, an average of approximately 300 townhomes a year were constructed in Dauphin County, as land available for development is becoming scarcer and the demand for higher density housing is increasing. Rental townhome developments are common in Cumberland County and provide off-campus housing for the increasing enrollment at Shippensburg University.

Table 4 presents the trends in housing inventory, occupancy, and vacancy rates for the HMA and its three submarkets as of 1990, 2000, and the Current date. Table 5 presents building permit data for the HMA and its submarkets since 1990.

Sales Market Conditions

The sales market is balanced throughout the Harrisburg-Lebanon HMA. The sales vacancy rate is currently 1.7 percent, a small decline from 1.8 percent in 2000 because demand slightly outpaced supply.

Since 2000, home prices in the HMA have increased steadily. The average price in Cumberland, Dauphin, and Perry Counties increased 7.1 percent annually since 2000 to $172,834 as of the end of September 2005, according to the Greater Harrisburg Association of REALTORS®. Since 2000, the median sales price of single-family homes in Lebanon County increased an average of 11.6 percent annually to $144,900 as of the 12 months ending September 2005, according to the Lebanon County Association of REALTORS®.

Since 2000, home sales increased an average of 6.5 percent annually to 9,980 units for the 12 months ending September 2005. During the same period, sales volume in Cumberland, Dauphin, and Perry Counties rose an average of 7.5 percent annually to 8,715 units. Homes sold in Lebanon County increased an average of 5.5 percent annually to 1,265 units as of the 12 months ending September 2005.

Lebanon County is becoming increasingly popular because land is available and home prices are relatively affordable. During the early 2000s, average home prices in Lebanon County were significantly lower than in Cumberland and Dauphin Counties. In recent years, however, home prices in Lebanon County have increased rapidly, resulting in similar prices throughout most of the HMA. Home prices tend to be lower in Perry County, which is less developed than the rest of the HMA.

The sales market is expected to remain balanced throughout the forecast period. The distribution of future construction within the HMA is expected to follow recent development patterns.

Rental Market Conditions

The Harrisburg-Lebanon HMA rental market is balanced. The rental vacancy rate increased from 7.7 percent in 2000 to an estimated 8.0 percent as of the Current date, because new apartments were constructed and increasing numbers of renters purchased homes in response to low interest rates.

Although vacant rental units increased from 2000 to the Current date, newly constructed apartments continue to be absorbed at a steady pace. Since 2000, approximately 1,300 apartment and townhome units were constructed in the HMA. Nearly half of the new units are located in the Mechanicsburg area of Cumberland County, close to several major highways. In addition, a blighted apartment complex in the city of Harrisburg was substantially rehabilitated into approximately 220 low-income housing tax credit units, and a former garment factory in Annville, Lebanon County, was converted into 30 apartments.

Construction of new rental units is expected to continue throughout Dauphin, Cumberland, and Lebanon Counties during the next 3 years. Approximately 330 rental units are currently under construction in the HMA. New units will include 175 apartments in Hershey, Dauphin County, to be completed by December 2005, and 155 apartments at two developments in Mechanicsburg, to be completed in 2006. In addition, 100 units at two locations in Lebanon County are planned and are likely to be built during the forecast period. The average gross rent for a two-bedroom, two-bath unit in a newly constructed Class A development in the HMA is $975.

Forecast Housing Demand

Taking into account current and anticipated market conditions and forecast household growth, estimates indicate a demand for approximately 8,900 new owner units and 900 new rental units during the next 3 years. The 330 units currently under construction and 100 units in planning, which are likely to be completed within the forecast period, will meet a portion of the rental demand. Estimates of the forecast qualitative demand for rental and sales housing in the Harrisburg-Lebanon HMA during the next 3 years are presented in Tables 6 and 7.

Table 1

Labor Force and Employment

Harrisburg-Lebanon HMA

1990 to September 30, 2005

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Labor Force	323,200	326,200	330,200	333,300	335,700	339,500	350,500	356,700	357,000	354,800
Employment	308,600	309,900	313,200	318,600	322,200	326,700	338,400	345,200	346,200	343,100
Unemployment	14,550	16,350	17,000	14,700	13,450	12,800	12,100	11,450	10,800	11,700
Rate (%)	4.5	5.0	5.2	4.4	4.0	3.8	3.4	3.2	3.0	3.3

	2000	2001	2002	2003	2004	Previous 12 Mos.[a]	Current 12 Mos.[b]
Labor Force	332,500	337,800	345,800	342,000	349,600	346,800	353,200
Employment	321,400	324,400	330,100	326,500	334,200	331,500	338,900
Unemployment	11,150	13,400	15,700	15,550	15,400	15,350	14,350
Rate (%)	3.4	4.0	4.5	4.5	4.4	4.4	4.1

[a] Ending September 30, 2004.
[b] Ending September 30, 2005.
Notes: Numbers have been rounded for comparison.
Numbers from 1990 to 1999 are based on a different benchmark than numbers from 2000 to September 30, 2005; therefore, the two series are not comparable.
Source: U.S. Department of Labor, Bureau of Labor Statistics

Table 2
Nonfarm Employment by Industry
Harrisburg-Lebanon HMA
1990 to September 30, 2005 (1 of 2)

Employment Sector	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Total Nonfarm	315.0	315.1	317.2	321.9	329.3	337.0	344.0	351.6	356.7	359.0
Goods-Producing	61.4	58.4	56.9	57.1	57.1	56.1	54.5	55.1	56.6	55.4
Nat. Re., Min. & Con.	11.9	11.1	10.7	10.6	10.8	10.5	10.2	10.5	11.3	11.7
Manufacturing	48.1	46.0	45.0	45.3	44.9	44.4	43.1	43.2	43.9	42.3
Service-Providing	253.6	256.8	260.2	264.7	272.3	280.9	289.5	296.5	300.2	303.7
Trade	47.3	46.1	45.7	46.1	47.0	48.6	50.6	52.5	52.8	53.4
Wholesale Trade	12.9	12.7	12.5	12.7	13.2	13.8	14.5	14.9	14.9	15.0
Retail Trade	34.4	33.4	33.2	33.4	33.8	34.8	36.1	37.6	37.9	38.4
Transport. & Utilities	15.5	15.4	15.5	16.9	17.6	17.7	18.7	19.5	20.4	20.8
Information	6.1	5.9	6.1	6.0	6.5	6.8	7.2	7.5	7.3	7.2
Financial Activities	21.1	22.1	21.5	21.7	22.1	22.6	24.5	25.1	24.7	24.2
Prof. & Bus. Svcs.	19.3	20.4	22.1	23.2	25.6	27.9	29.5	30.4	32.3	32.8
Edu. & Health Svcs.	36.5	37.5	39.3	40.0	40.5	41.8	42.5	44.0	44.8	45.3
Leisure & Hospitality	20.3	21.3	21.3	21.2	21.7	23.4	23.4	23.6	23.8	24.5
Government	65.1	64.9	65.5	66.0	66.7	67.1	67.5	67.9	67.7	68.0
Federal	14.3	13.7	13.8	13.5	13.3	12.9	12.9	13.0	12.6	11.9
State	29.7	29.9	30.0	30.5	31.1	31.5	31.6	31.6	31.8	32.1
Local	21.1	21.3	21.8	22.0	22.4	22.8	23.0	23.3	23.3	24.0

Notes: Figures are in thousands.
Numbers may not add to totals due to rounding.
Source: U.S. Department of Labor, Bureau of Labor Statistics—North American Industry Classification System (NAICS)

Table 2

Nonfarm Employment by Industry

Harrisburg-Lebanon HMA

1990 to September 30, 2005 (2 of 2)

Employment Sector	2000	2001	2002	2003	2004	Previous 12 Mos.[a]	Current 12 Mos.[b]
Total Nonfarm	364.8	365.7	367.7	366.5	370.1	368.7	372.9
Goods-Producing	55.5	53.5	51.8	49.7	48.9	48.9	48.1
Nat. Re., Min. & Con.	12.5	12.7	13.3	12.3	12.1	12.1	12.1
Manufacturing	41.5	39.0	36.6	35.3	34.7	34.8	34.0
Service-Providing	309.3	312.1	316.0	316.8	321.4	319.7	324.8
Trade	53.6	54.1	53.6	52.4	53.0	52.7	53.7
Wholesale Trade	14.6	14.2	13.9	13.8	14.1	14.0	14.2
Retail Trade	39.0	39.9	39.7	38.6	38.9	38.7	39.5
Transport. & Utilities	22.6	22.4	21.8	21.7	22.3	22.2	22.5
Information	7.6	8.1	7.8	7.0	6.4	6.5	6.2
Financial Activities	24.0	24.1	24.9	25.2	24.8	24.9	24.8
Prof. & Bus. Svcs.	33.0	32.4	32.3	32.2	35.2	34.4	36.5
Edu. & Health Svcs.	47.1	48.7	49.7	49.9	50.2	49.9	50.8
Leisure & Hospitality	24.2	24.8	25.9	26.5	26.9	26.7	27.1
Government	68.3	68.5	70.0	70.4	70.6	70.4	70.8
Federal	11.6	10.9	10.9	10.7	10.6	10.7	10.2
State	32.0	32.7	33.6	33.8	33.8	33.7	34.0
Local	24.7	24.9	25.4	25.8	26.2	26.1	26.5

[a] Ending September 30, 2004.
[b] Ending September 30, 2005.
Notes: Figures are in thousands.
Numbers may not add to totals due to rounding.
Source: U.S. Department of Labor, Bureau of Labor Statistics—NAICS

Table 3

Population and Household Trends

Harrisburg-Lebanon HMA

April 1, 1990 to October 1, 2008

	April 1, 1990	April 1, 2000	Current Date	Forecast Date	Average Annual Change: 1990 to 2000		2000 to Current		Current to Forecast	
					Number	Rate (%)	Number	Rate (%)	Number	Rate (%)
Population										
Harrisburg-Lebanon HMA	587,986	629,401	657,400	673,400	4,150	0.7	5,100	0.8	5,325	0.8
Dauphin County	237,813	251,798	259,700	264,050	1,400	0.6	1,425	0.6	1,450	0.6
Lebanon County	113,744	120,327	127,100	131,000	660	0.6	1,225	1.0	1,300	1.0
Cumberland & Perry Counties	236,429	257,276	270,600	278,350	2,075	0.8	2,425	0.9	2,575	0.9
Households										
Harrisburg-Lebanon HMA	226,353	248,931	264,200	273,500	2,250	1.0	2,775	1.1	3,100	1.2
Dauphin County	95,264	102,670	107,185	109,880	740	0.7	820	0.8	900	0.8
Lebanon County	42,688	46,551	49,890	51,930	390	0.9	610	1.3	680	1.3
Cumberland & Perry Counties	88,401	99,710	107,125	111,690	1,125	1.2	1,350	1.3	1,525	1.4

Notes: Rate of change is calculated on a compound basis.
Average annual changes rounded for comparison.
Averages may not add to HMA total due to rounding.

Sources: 1990 and 2000—U.S. Census Bureau
Current and Forecast—Estimates by analyst

Table 4

Housing Inventory, Tenure, and Vacancy

Harrisburg-Lebanon HMA

1990, 2000, and October 1, 2005

	Harrisburg-Lebanon HMA			Dauphin County			Lebanon County			Cumberland & Perry Counties		
	1990	2000	Current	1990	2000	Current	1990	2000	Current	1990	2000	Current
Total Housing Inventory	241,489	266,345	281,675	102,684	111,133	115,575	44,634	49,320	52,800	94,171	105,892	113,300
Occupied Units	226,353	248,931	264,200	95,264	102,670	107,200	42,688	46,551	49,900	88,401	99,710	107,100
Owners	155,621	174,963	189,000	60,708	67,136	71,350	30,315	33,856	37,150	64,598	73,971	80,500
%	68.8	70.3	71.5	63.7	65.4	66.5	71.0	72.7	74.5	73.1	74.2	75.2
Renters	70,732	73,968	75,200	34,556	35,534	35,850	12,373	12,695	12,750	23,803	25,739	26,600
%	31.2	29.7	28.5	36.3	34.6	33.5	29.0	27.3	25.5	26.9	25.8	24.8
Vacant Units	15,136	17,414	17,475	7,420	8,463	8,375	1,946	2,769	2,900	5,770	6,182	6,200
For Sale	2,138	3,144	3,175	889	1,467	1,475	322	574	600	927	1,103	1,100
Rate (%)	1.4	1.8	1.7	1.4	2.1	2.0	1.1	1.7	1.6	1.4	1.5	1.4
For Rent	3,964	6,147	6,550	2,319	3,581	3,775	473	876	900	1,172	1,690	1,875
Rate (%)	5.3	7.7	8.0	6.3	9.2	9.5	3.7	6.5	6.6	4.7	6.2	6.5
Other Vacant	9,034	8,123	7,750	4,212	3,415	3,125	1,151	1,319	1,400	3,671	3,389	3,225

Sources: 1990 and 2000—U.S. Census Bureau
Current—Estimates by analyst

Table 5

Residential Building Permit Activity

Harrisburg-Lebanon HMA

1990 to September 30, 2005 (1 of 2)

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Harrisburg-Lebanon HMA										
Total	2,988	2,596	2,800	3,125	2,867	2,376	2,841	3,360	2,755	3,186
Single-family	2,454	2,223	2,621	2,770	2,680	2,118	2,283	2,463	2,494	2,793
Multifamily	534	373	179	355	187	258	558	897	261	393
Dauphin County										
Total	1,097	857	1,062	1,321	1,066	899	1,142	1,452	974	1,172
Single-family	824	752	934	998	906	699	747	799	754	800
Multifamily	273	105	128	323	160	200	395	653	220	372
Lebanon County										
Total	403	561	527	527	604	465	435	467	500	591
Single-family	354	471	522	523	604	465	426	465	500	583
Multifamily	49	90	5	4	0	0	9	2	0	8
Cumberland & Perry Counties										
Total	1,488	1,178	1,211	1,277	1,197	1,012	1,264	1,441	1,281	1,423
Single-family	1,276	1,000	1,165	1,249	1,170	954	1,110	1,199	1,240	1,410
Multifamily	212	178	46	28	27	58	154	242	41	13

[a] Includes only jurisdictions reporting monthly through September 2005.
Note: 2005 includes data through September.
Source: U.S. Census Bureau, Building Permits Survey

Table 5

Residential Building Permit Activity

Harrisburg-Lebanon HMA

1990 to September 30, 2005 (2 of 2)

	2000	2001	2002	2003	2004	2005[a]	Current 12 Mos.[a]
Harrisburg-Lebanon HMA							
Total	2,467	2,703	3,196	3,575	3,205	1,704	2,199
Single-family	2,244	2,441	3,014	3,088	3,021	1,669	2,150
Multifamily	223	262	182	487	184	35	49
Dauphin County							
Total	780	853	895	1,262	1,062	553	751
Single-family	648	694	784	1,002	1,032	551	749
Multifamily	132	159	111	260	30	2	2
Lebanon County							
Total	514	609	810	744	807	519	638
Single-family	514	598	804	740	715	517	636
Multifamily	0	11	6	4	92	2	2
Cumberland & Perry Counties							
Total	1,173	1,241	1,491	1,569	1,336	632	810
Single-family	1,082	1,149	1,426	1,346	1,274	601	765
Multifamily	91	92	65	223	62	31	45

[a] Includes only jurisdictions reporting monthly through September 30, 2005.
Note: 2005 includes data through September.
Source: U.S. Census Bureau, Building Permits Survey

Table 6

Estimated Qualitative Demand for New Market-Rate Rental Housing

Harrisburg-Lebanon HMA

October 1, 2005 to October 1, 2008

One Bedroom		Two Bedrooms		Three Bedrooms	
Monthly Gross Rent ($)	Units of Demand	Monthly Gross Rent ($)	Units of Demand	Monthly Gross Rent ($)	Units of Demand
825	360	975	450	1,275	100
875	320	1,025	370	1,325	90
925	290	1,075	340	1,375	80
975	260	1,125	310	1,425	70
1,025	230	1,175	270	1,475	55
1,075	190	1,225	230	1,525	50
1,125	160	1,275	190	1,575	45
1,225	130	1,375	150	1,675	30
1,325	100	1,475	100	1,775	25
1,425	85	1,575	65	1,875	20
1,525	65	1,675	45	1,975	15
1,625	50	1,775	30	2,075	10
1,725	40	1,875	20		
1,825	20				

Notes: Distribution above is noncumulative.
Demand shown at any rent represents demand at that level and higher.
Source: Estimates by analyst

Table 7

Estimated Qualitative Demand for New Market-Rate Sales Housing

Harrisburg-Lebanon HMA

October 1, 2005 through October 1, 2008

Price Range ($)		Units of Demand
From	To	
115,000	149,999	1,525
150,000	199,999	2,050
200,000	249,999	1,775
250,000	299,999	1,150
300,000	349,999	980
350,000	399,999	800
400,000	and higher	620

Source: Estimates by analyst