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Lawton, Okla.
July, 1967

Analysis of the
LAWTON, OKLAHOMA
HOUSING MARKET

as of July 1, 1967

(A supplement to the February 15, 1965 analysis)

A Report by the
DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
FEDERAL HOUSING ADMINISTRATION
WASHINGTON, D. C. 20411

February 1968

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Field Market Analysis Service
Federal Housing Administration
Department of Housing and Urban Development

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Foreword

As a public service to assist local housing activities through clearer understanding of local housing market conditions, FHA initiated publication of its comprehensive housing market analyses early in 1965. While each report is designed specifically for FHA use in administering its mortgage insurance operations, it is expected that the factual information and the findings and conclusions of these reports will be generally useful also to builders, mortgagees, and others concerned with local housing problems and to others having an interest in local economic conditions and trends.

Since market analysis is not an exact science, the judgmental factor is important in the development of findings and conclusions. There will be differences of opinion, of course, in the interpretation of available factual information in determining the absorptive capacity of the market and the requirements for maintenance of a reasonable balance in demand-supply relationships.

The factual framework for each analysis is developed as thoroughly as possible on the basis of information available from both local and national sources. Unless specifically identified by source reference, all estimates and judgments in the analysis are those of the authoring analyst and the FHA Market Analysis and Research Section.

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ANALYSIS OF THE
LAWTON, OKLAHOMA, HOUSING MARKET
AS OF JULY 1, 1967

(A supplement to the February 15, 1965 analysis)

Summary and Conclusions

1. The Lawton economy is heavily dependent upon the activities of Fort Sill and has responded to recent growth at the post. Over three-quarters of the employment growth in the HMA in the May 1965-May 1967 period occurred in government, reflecting an increase of well over 2,000 employees at Fort Sill in the past two years. Nonagricultural employment rose by 2,675 jobs between May 1965 and May 1967, and totalled 23,100 workers on the latter date. Uniformed military personnel at Fort Sill increased by 9,750 between May 1965 and May 31, 1967.

Nonmilitary-connected employment growth in the Lawton HMA in the 1967-1969 forecast period will be centered primarily in the trade and service industries, with additional minor gains in construction and local government employment. Nonmilitary-connected civilian employment increases probably will total an average of about 300 new jobs annually in the two-year forecast period. Employment growth at Fort Sill for the next two years cannot be predicted; in view of the present near-capacity operations at the facility, future gains are not expected to be significant.

2. As of July 1, 1967, the estimated median annual income of all families in the HMA, after deduction of federal income taxes, was about \$5,525. By July 1, 1969, the median after-tax income is expected to rise to \$5,750.
3. The July 1967 population of the Lawton HMA totaled 126,100, including 67,350 military personnel and their families, 7,350 military-connected civilians and their dependents, and 51,400 nonmilitary-connected civilians. About 92 percent of the 1965-1967 population growth of 21,100 was military-connected. The nonmilitary-connected civilian segment of the Lawton HMA population will increase by about 625 annually over the July 1967-July 1969 forecast period. In July 1967, there were 10,200 military households, 2,100 military-connected civilian households, and 16,700 nonmilitary-connected civilian households in the Lawton area, for a total of 29,000 households, 3,300 above the February 1965 level. Of the total increase, 2,750 were military-connected households. The number of nonmilitary-connected households should rise by about 200 annually during the two-year forecast period. Little, if any, change is expected in the number of military-connected households.

4. The housing inventory of 29,700 units as of July 1, 1967 represents a net addition of 1,900 units since February 1965. The number of units authorized for construction in the city of Lawton dropped from almost 720 units in 1965 to just over 360 units in 1966, but has regained past levels in the first six months of 1967.
5. Vacancies in both sales and rental housing have declined sharply since 1965 because of the military expansion. As of July 1, 1967, the homeowner vacancy rate was 1.3 percent and the rental vacancy rate was only 1.5 percent. Comparable homeowner and rental vacancy rates in February 1965 were 2.7 percent and 8.9 percent, respectively.
6. The number of housing units required to satisfy the long-term nonmilitary-connected demand in the Lawton HMA during the next two years is estimated to be 225 single-family units and 100 units of multifamily housing a year. In view of the high level of vacancies in apartments prior to the recent increase in military strength, all of the demand for multifamily units should be provided at rents achievable with below-market-interest-rate financing or assistance in land acquisition and cost. The demand estimate does not include public low-rent housing or rent supplement accommodations. Demand for sales housing is expected to approximate the sales price pattern shown on page 19.

Although the above demand estimates represent long-term requirements for nonmilitary households, it may be expected that significant reduction of military and civilian personnel at Fort Sill will again result in extensive vacancies. For that reason, and because the large number of public units proposed for construction during the next few years will have an impact on the rental market, absorption of both sales and rental units should be observed closely and adjustments in the volume of new construction be made as circumstances indicate.

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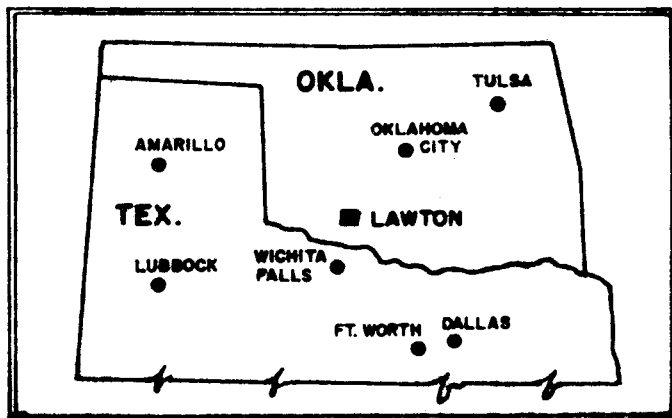
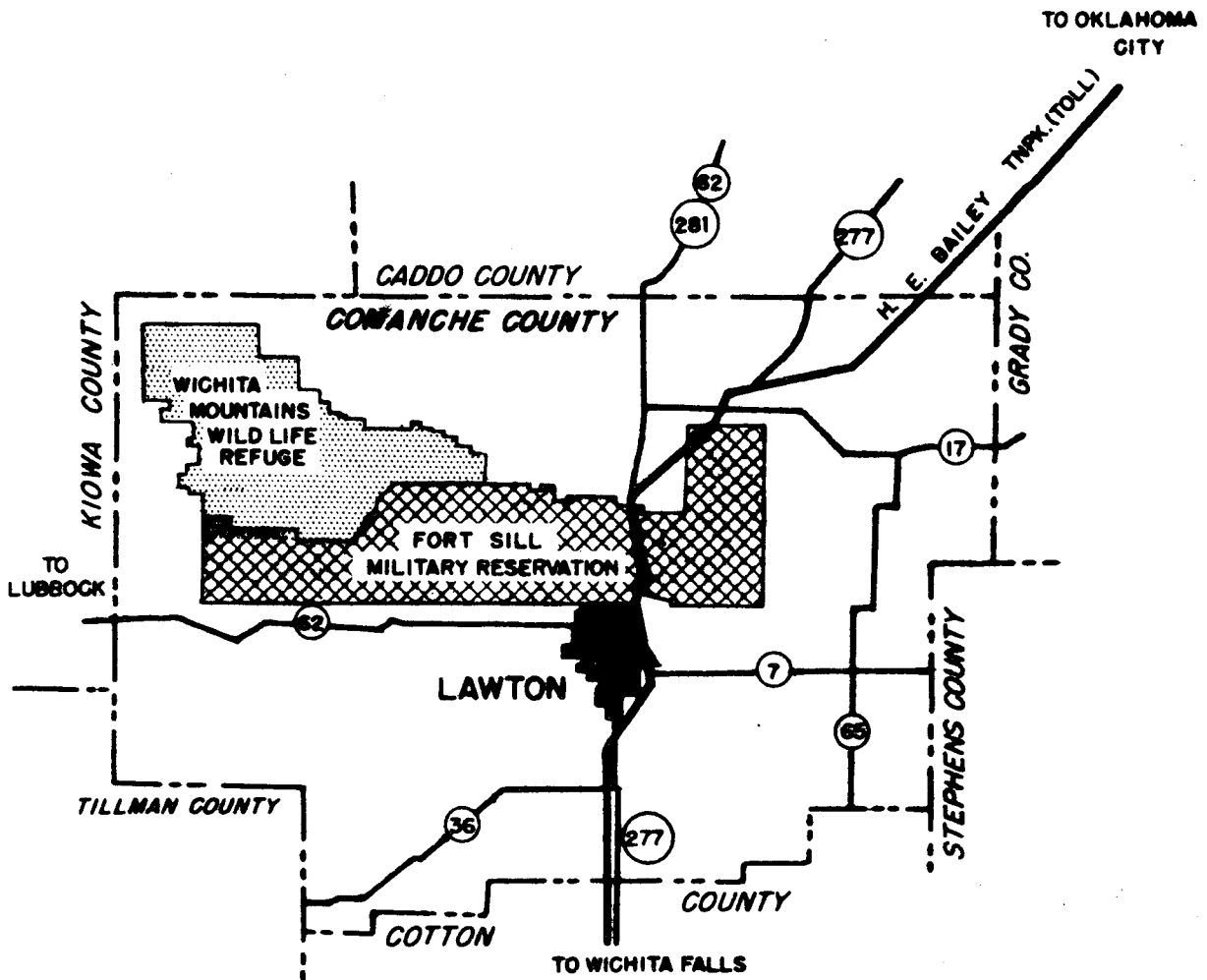
Housing Market Area

The Lawton, Oklahoma, Housing Market Area (HMA) is defined as being coterminous with Comanche County, which had a 1960 population of 90,800 persons ^{1/}. About 68 percent of the population in the county lived in Lawton in 1960 and an additional 18 percent lived at the Fort Sill military reservation adjacent to the city on the north (see map on page 2).

Transportation facilities serving Lawton include the four-lane H. E. Bailey Turnpike which connects the HMA with Oklahoma City to the north and Wichita Falls, Texas, to the south; the Rock Island Railway and the Frisco Railway; and Continental Airlines and Central Airlines, operating out of the Lawton Municipal Airport.

^{1/} Inasmuch as the rural farm population of the Lawton HMA constituted only about four percent of the total population in 1960, all demographic and housing data used in this analysis refer to the total of rural farm and nonfarm data.

LAWTON, OKLAHOMA HOUSING MARKET AREA (COMANCHE COUNTY)



Economy of the Area

Character and Recent History

The Lawton economy is heavily dependent upon the number of military personnel attached to Fort Sill and, therefore, has improved in response to recent strength increases resulting from the Vietnam War. Historically, periods of growth and recession in Lawton have followed changes at Fort Sill, especially during World War II and the Korean War.

In June 1967, Cameron State Agricultural College in Lawton was officially changed from a two-year junior college to a four-year institution. Enrollment at the school in 1966 totaled about 2,000 students and is expected to reach 4,500 by 1970, thereby adding some diversity to the military-dominated Lawton economy.

Employment

Current Estimate. Total nonagricultural employment in the HMA equaled 23,100 persons in May 1967, including 19,975 wage and salary workers and 3,125 self-employed, domestic, and unpaid family workers; in addition, there were 1,100 agricultural workers in the county. Components of the work force between May 1965 and May 1967 are shown in detail in Table I.

Annual average work force data are available for the Lawton HMA but May 1967 information (the most current available) more accurately presents the current economic situation in the area. Trend analysis between 1965 and 1967 using May data for each year is comparable with trends evident utilizing the annual averages.

Recent Trends. Between May 1965 and May 1967, nonagricultural employment in the Lawton HMA grew by 2,675 jobs, from 20,425 in May 1965 to 23,100 in May 1967. The primary source of this growth was government activities, reflecting the sizeable increase in the number of civilian employees (civil service and some contractor) at Fort Sill. Employment in government in the Lawton HMA rose from 6,200 persons in May 1965 to 8,225 in May 1967, a gain of 2,025 jobs, or over three-quarters of the total 1965-1967 growth in nonagricultural employment.

The only other industry in the civilian segment of the Lawton economy exhibiting significant growth in the last two years has been the service sector (includes some non-appropriated fund and contractor employment); the "all other nonmanufacturing" category (which is primarily service employment) rose from 3,175 workers in May 1965 to an average of 3,550 in May 1967. Employment in wholesale and retail trade increased from 4,600 in May 1965 to 4,625 in May 1967, equal to about 20 percent of total

nonagricultural employment in the HMA in May 1967. The construction industry, heavily dependent upon building activity at Fort Sill, employed 1,025 workers in May 1965. Employment in this sector dropped to 775 in May 1966, but rose again by 375 jobs to the May 1967 level of 1,150.

Fort Sill

The number of military personnel assigned to Fort Sill totaled 34,200 persons as of May 31, 1967, including about 5,250 trainees in the Army Training Center (Field Artillery) and over 4,600 students in the Officer Candidate School (Artillery). The military action in Vietnam caused strength totals at Fort Sill to increase rapidly (mostly in 1966 and 1967) from about 24,450 assigned personnel in May 1965 to the May 1967 level of 34,200.

Civil Service employment at Fort Sill also rose substantially to a total of over 4,175 employees in May 1967, well above the 2,550 employees reported for March 1966 and the 2,600 in March 1965. In addition to Civil Service employment, there were almost 1,400 non-appropriated fund and 500 contractor personnel employed at Fort Sill in May 1967; both figures are well above those of two years ago. Military and civilian strength levels at Fort Sill from 1960 to 1967 are presented in detail in Table II.

Unemployment

As seen in table I, there were 875 persons, 3.5 percent of the civilian work force, unemployed in Comanche County in May 1967. Unemployment has steadily decreased in the HMA, from 4.9 percent in May 1965 to the May 1967 level of 3.5 percent.

Future Employment Prospects

The major nonmilitary-connected employment growth in the Lawton HMA in the 1967-1969 period probably will be in the trade and service industries. A lag in the growth of these supporting industries in response to rapid employment gains in the basic activity (military operations in this case) is typical, and much of the 1967-1969 trade and service growth will be in response to the recent buildup at Fort Sill. It is anticipated that 1967-1969 gains will average 50 new jobs annually in wholesale and retail trade and about 100 workers a year in service industries. About 50 new jobs annually during the two-year forecast period also are expected to be added in the construction industry because of additional military and municipal contracts.

Growth in the civilian complement at Fort Sill, and therefore in the government employment category, will depend upon the tempo of the Vietnam War; for purposes of this analysis, it is assumed that there will be no significant change from the civilian employment level of May 1967. Some employment growth is expected, however, at Cameron College and by local government, thereby adding about 100 new jobs annually during the 1967-1969 period.

Based on the above considerations, it is probable that nonagricultural employment in the Lawton HMA will increase by an average of 300 jobs annually during the 1967-1969 forecast period. Gains during the first year may exceed this projected level of growth, especially in the service and construction industries, but annual average increases during the two-year period should approximate the projection. Should the military complement at Fort Sill decrease, however, the prospective growth may not be realized; a major reduction in strength could cause a net decrease in employment during the period.

Family Incomes

As of July 1, 1967, the estimated median annual income of all families in the HMA, after deduction of federal income taxes, was about \$5,525; the median after-tax income of renter households of two or more persons was approximately \$4,700. By 1969, median annual after-tax incomes of all families and of renter households are expected to rise to \$5,750 and \$4,900, respectively (see table III).

Demographic Factors

Population

Current Estimate. There were about 126,100 persons in the Lawton HMA on July 1, 1967, including 67,350 military personnel and dependents, 7,350 military-connected civilians and dependents, and 51,400 nonmilitary-connected civilians ^{1/}. Of the 126,100 persons in the HMA in July 1967, about 83,500 (66 percent) lived in the city of Lawton, an additional 30,100 persons lived at Fort Sill (24 percent of the total population), and the remaining 12,500 persons lived in the balance of Comanche County. The following table shows trends in components of population in the Lawton HMA since 1960.

Population Trends
Lawton, Oklahoma, Housing Market Area
April 1960 - July 1967

<u>Population segment</u>	<u>April</u> <u>1960</u>	<u>February</u> <u>1965</u>	<u>July</u> <u>1967</u>
Nonmilitary-connected civilian	46,050	49,800	51,400
Military-connected civilian	5,750	6,300	7,350
Military	<u>39,000</u>	<u>48,900</u>	<u>67,350</u>
Total	90,800	105,000	126,100

Sources: Total population for 1960 from Census of Population. Total for 1965 and 1967 and components for all years estimated by the Housing Market Analyst.

^{1/} The presence of the military has a significant impact on the economy of the HMA; therefore, data on the military are shown separately whenever possible. As used in this analysis, particularly in the "Demographic Factors" section, the term "military" is defined as including uniformed military personnel and their dependents. "Military-connected civilians" include civilians who are employed by the military and their dependents. The term "nonmilitary-connected civilians" includes all other civilians not directly connected with the military.

About 92 percent of the population growth of 21,100 persons in the Lawton HMA between February 1965 and July 1967 was military-connected, including an addition of 18,450 military persons (uniformed military personnel and their dependents) and a gain of 1,050 military-connected civilians and dependents^{1/}. The military segment accounted for about 53 percent of the total population in July 1967 and the military-connected civilian population equalled an additional six percent.

The nonmilitary-connected civilian segment of the Lawton population, which totaled 51,400 in July 1967, increased by about 1,600 persons between February 1965 and July 1967. During the early part of this period, out-migration of civilians probably was extensive, averaging 400-800 persons annually, because nonmilitary-connected employment failed to increase.

Future Population Growth. On the basis of the anticipated civilian employment gains, the nonmilitary-connected civilian segment of the Lawton HMA population probably will increase by about 625 persons annually over the July 1967-July 1969 forecast period. Although there may be short-term gains in strength at Fort Sill, no significant increases from the July 1967 levels are anticipated by 1969, primarily because most of the training and housing facilities on-post are utilized at peak capacity.

Households

Current Estimate. Since February 1965, the number of households in the Lawton HMA has increased by 3,300 (almost 13 percent), to a July 1967 total of 29,000. The increase in military and military-connected civilian households has not been as important to the total gain as were the corresponding increases in population, primarily because much of the increase in military was housed on-post in barracks. Of the 3,300 increase in households since 1965, 2,450 were military households, and 300 were military-connected civilian households, bringing the July 1967 totals to 10,200 and 2,100, respectively.

About 58 percent of the 16,700 households in the Lawton HMA in July 1967 were nonmilitary-connected civilian households. This sector increased by about 550 households between 1965 and 1967, or about 17 percent of the total household gain during the two and one-half year period.

^{1/} A significant proportion of the military-connected civilian employment during the period were dependents of military personnel; as a consequence, the total increase of 1,050 military-connected civilians is considerably lower than the increase in military-connected civilian employment.

Household Trends
Lawton, Oklahoma, Housing Market Area
April 1960 - July 1967

<u>Household segment</u>	<u>April</u> <u>1960</u>	<u>February</u> <u>1965</u>	<u>July</u> <u>1967</u>
Nonmilitary-connected	14,750	16,150	16,700
Military-connected civilian	1,700	1,800	2,100
Military	<u>6,400</u>	<u>7,750</u>	<u>10,200</u>
Total	22,850	25,700	29,000

Sources: Total households for 1960 from Census of Housing.
Total for 1965 and 1967 and components for all years estimated
by the Housing Market Analyst.

Household Size. Because of the increased proportion of military families in the Lawton area, which typically average above four persons per household, the average size of all households in the Lawton HMA has risen since 1965, from 3.43 persons to 3.48 persons. The average household size of nonmilitary-connected civilian households, however, has continued a 1960-1965 decline, and equaled about 3.01 persons in July 1967. This trend is expected to continue during the two-year forecast period.

Future Household Growth. On the basis of anticipated civilian population gains in response to projected employment opportunities and a slight decrease in average civilian household size, the number of households in the Lawton HMA is expected to rise by about 200 annually between July 1967 and July 1969. This projected gain should accrue entirely to the nonmilitary-connected civilian component; little or no change in the number of military or military-connected civilian households is expected.

Housing Market Factors

Housing Supply

There were 29,700 housing units in the Lawton HMA in July 1967, a net gain of 1,900 units since February 1965. During that two and one-half year period, about 1,650 housing units were completed and 300 units were demolished; in addition, about 250 trailers were moved into the HMA and 300 units were created by conversions. The large number of new trailers and units added by conversion since February 1965 resulted almost entirely from the many military families transferred into the Lawton area in a relatively short time.

Residential Building Activity

There were approximately 1,650 housing units completed in the Lawton HMA between February 1965 and July 1967, consisting of 275 which were under construction in February 1965, 1,175 units authorized for construction by the city of Lawton, and about 200 single-family units built outside building permit-issuing places. An additional 325 units were authorized during the 1965-1967 period and were under construction as of July 1, 1967.

The volume of residential construction activity, as indicated by the number of housing units authorized in the city of Lawton, dropped from almost 720 units in 1965 to just over 360 units in 1966 (see table IV). Single-family authorizations declined from 600 units to under 360 units, and multifamily activity decreased from a volume of 120 units in 1965 to only six units in 1966. Almost all of the 1966 decline is attributable to the stringent mortgage market during the year. It should be noted that the volume of residential construction declined between 1965 and 1966 despite the fact that the number of military households in Lawton was rising rapidly. In response to this growth, construction volume in the first half of 1967 was well above the 1966 level--460 units authorized in the first six months of 1967 compared with less than 190 units in the first half of 1966. Of the 460 units authorized by the city of Lawton between January and July of 1967, 290 were single-family units and over 170 units were in multifamily structures.

Units Under Construction. On the basis of building permit data and a postal vacancy survey conducted in Lawton in July 1967, there were an estimated 325 housing units under construction in the HMA on July 1, 1967. About 175 of the units were single-family houses, and the remaining 150 units were in a garden-type apartment project scheduled for completion in October 1967.

Demolitions. Between February 1965 and July 1967, there were about 300 housing units removed from the inventory. Code enforcement in the Pleasant Valley area of Lawton accounted for about 175 units, and about 75 housing units were demolished in the Civic Center Urban Renewal area. An additional 50 inadequate units were removed from the on-post family housing supply at Fort Sill.

Tenure of Occupancy

As of July 1, 1967, approximately 54 percent (15,650 units) of the occupied inventory in the Lawton area was owner-occupied and 46 percent was renter-occupied. As seen in the table below, the proportion of units occupied by renters declined slightly between 1960 and 1965, but increased beyond 1960 levels during the 1965-1967 period because of the in-migration of large numbers of military-connected families, the majority of whom desire to rent.

Trend of Tenure Lawton, Oklahoma, Housing Market Area 1960-1967

<u>Tenure</u>	<u>April</u> <u>1960</u>	<u>February</u> <u>1965</u>	<u>July</u> <u>1967</u>
Total occupied units	<u>22,853</u>	<u>25,700</u>	<u>29,000</u>
Owner-occupied	12,448	14,400	15,650
Percent of total	54.5%	56.0%	54.0%
Renter-occupied	10,405	11,300	13,350
Percent of total	45.5%	44.0%	46.0%

Sources: 1960 Census of Housing.
1965 and 1967 estimated by the Housing Market Analyst.

Vacancy

Postal Vacancy Survey. A postal vacancy survey was conducted in July 1967 by the Lawton Post Office which covered nearly 87 percent of the housing units in the area. At the time of the survey, over 560 units

were vacant (including trailers) out of nearly 25,800 total possible deliveries, a vacancy ratio of 2.2 percent. Of the total **vacant** residences, apartments, and trailers, almost 490 were vacant residences (2.3 percent of all residences), and less than 60 were vacant apartments (1.5 percent of all apartments counted). In addition, about 15 trailers out of 920 were vacant, a ratio of 1.7 percent. At the time of the survey, 115 residences and 150 apartment units were reported to be under construction (see table V).

The table below presents a summary comparison between the July 1967 and January 1965 postal vacancy surveys conducted by the Lawton Post Office. It is apparent that there was a sharp reduction in the number of vacant units, especially in the apartment category. The heavy immigration of military-connected personnel during the 1965-1967 period was the predominant **cause of this decrease in vacancies**.

Summary of Postal Vacancy Surveys
Lawton, Oklahoma, Housing Market Area
January 1965 and July 1967

Date of survey	Total units surveyed ^{a/}	Vacancies					
		Vacant residences		Vacant apartments		Vacant trailers	
		Number	Percent	Number	Percent	Number	Percent
Jan. 1965	23,476	1,130	6.1	715	17.7	39	4.6
July 1967	25,779	488	2.3	58	1.5	16	1.7

^{a/} Includes trailers

Source: Surveys conducted by Lawton Post Office.

It is important to note that the postal vacancy survey data are not entirely comparable with the data published by the Bureau of the Census because of differences in definition, area delineations, and methods of enumeration. The census reports units and vacancies by tenure, whereas the postal vacancy survey reports units and vacancies by type of structure. The Post Office Department defines a "residence" as a unit representing one stop for one delivery of mail (one mailbox). These are principally single-family homes, but include row houses and some duplexes and structures with additional units created by conversion. An "apartment" is a unit on a stop where more than one delivery of mail is possible. Postal surveys omit vacancies in limited areas served by Post Office boxes and tend to omit units in subdivisions under construction. Although the postal vacancy survey has obvious limitations, when used in conjunction with other vacancy indicators, the survey serves a valuable function in the derivation of estimates of local market conditions.

Current Estimate. On the basis of the July 1967 postal vacancy survey and of local information and surveys, it is judged that there were about 700 vacant housing units in the Lawton HMA on July 1, 1967; of these, about 400 were available vacancies, an overall **net available vacancy** ratio of 1.4 percent. Of the **total** number of available vacancies, approximately 200 were for sale, representing a homeowner vacancy ratio of 1.3 percent, and 200 were for rent, a renter vacancy rate of 1.5 percent.

About 300 units in the Lawton area as of July 1, 1967 were not available for occupancy. This total includes primarily units held off the market for demolition by government action and units rented or sold awaiting occupancy. Most of the planned governmental demolitions are in the Civic Center Urban Renewal area and in a 153-unit dilapidated project. Units vacant and awaiting occupancy are common in the Lawton area because of the constant and rapid turnover of military families stationed at Fort Sill for a short time. A number of unavailable vacant units were enumerated as vacant in the postal survey, especially those to be demolished and those awaiting occupancy. The table below presents vacancy trends in the Lawton HMA between 1960 and 1967.

Vacancy Trends
Lawton, Oklahoma, Housing Market Area
1960-1967

<u>Item</u>	<u>April</u> <u>1960</u>	<u>February</u> <u>1965</u>	<u>July</u> <u>1967</u>
Total vacant units	<u>1,844</u>	<u>2,100</u>	<u>700</u>
Available vacant units	<u>988</u>	<u>1,500</u>	<u>400</u>
For sale	215	400	200
Homeowner vacancy rate	1.7%	2.7%	1.3%
For rent	733	1,100	200
Renter vacancy rate	6.9%	8.9%	1.5%
Other vacant units ^{a/}	856	600	300

^{a/} Includes vacant seasonal units, dilapidated units, units rented or sold awaiting occupancy, and units held off the market.

Sources: 1960 Census of Housing.
1965 and 1967 estimated by the Housing Market Analyst.

Sales Market

General Market Conditions. The market for sales housing in the Lawton area was tight in July 1967; builders' inventories were low and overall sales vacancies were declining steadily. The large number of new military families moving to the area have strengthened the market considerably, both by renting existing single-family homes previously for sale only and by purchasing new homes in the area. No family housing survey has been made by Fort Sill since March 1966. At that time 1,175 families, 33 percent of the 3,575 military families living off-post, were in owner-occupied single-family units; an additional 300 were in owner-occupied trailers. Applying this one-third ratio to the July 1967 number of military families living off-post, it appears that as many as 2,900 military families may own their homes in the Lawton HMA. It is probable that an additional 500 own trailers, indicating that over 20 percent of the 15,650 owner-occupant households in the area are military households. Previous to the military buildup at Fort Sill, the sales market in the Lawton area was characterized by high vacancy rates (2.7 percent in February 1965) and a high proportion of speculative construction. In recent months, speculative construction has become less prominent in the Lawton area.

Subdivision Activity. The most active construction area in the Lawton HMA is located west of downtown Lawton and south of Fort Sill. This area includes the "Country Club" section in west Lawton, consisting of about four subdivisions which have reportedly built a total of over 2,200 homes since the late 1950's. Prices in these subdivisions typically range from \$13,000 to \$20,000. One of the developments had almost 50 homes under construction in July 1967. Builders report that from 40 to 60 percent of all homes in this area are occupied by military families.

Beginning in 1965, an area to the east of downtown Lawton near the Pioneer Expressway became active. In one subdivision located in this area almost 50 homes were completed in 1966, typically priced in the \$12,000-\$15,000 range. Another subdivision on the east side of Lawton consists of almost 450 homes, about 60 of which were built in 1966. Local developers indicate that approximately 80 percent of all homes in the large subdivisions in this eastern area are occupied by military families.

Unsold Inventory of New Houses. The annual FHA survey of subdivisions in the Lawton HMA (which includes only those with five or more completions during the previous year) is an excellent indicator of past trends in the Lawton sales market because it covers well over 90 percent of all housing starts in the area. The proportion of units built speculatively increased substantially, from 40 percent of all units completed in 1963 to 78 percent of the completions in 1966. The number of units which remained unsold as of the survey date reached a peak in the survey of units completed in 1965---almost 125 units, 27 percent of the speculatively-built units, were unsold on January 1, 1966.

The most recent survey, conducted on January 1, 1967, covered 14 subdivisions in which 377 houses had been completed in 1966. Of the completions, 83 were sold before construction started, and the remaining 294 were built speculatively. Only 14 of the speculatively-built homes, five percent, remained unsold as of January 1, 1967. Over 64 percent of all homes completed in 1966 were priced between \$12,500 and \$17,500.

FHA Survey of Unsold Inventory of New Sales Houses^{a/}
Lawton, Oklahoma, Housing Market Area
January 1, 1967

<u>Sales price</u>	<u>Total completions</u>	<u>Pre-sold</u>	<u>Speculative construction</u>			
			<u>Total</u>	<u>Sold</u>	<u>Unsold</u>	<u>Percent unsold</u>
Under \$10,000	1	-	1	1	-	-
\$10,000 - 12,499	21	7	14	13	1	7
12,500 - 14,999	109	14	95	94	1	1
15,000 - 17,499	134	39	95	95	-	-
17,500 - 19,999	34	6	28	27	1	4
20,000 - 24,999	41	5	36	34	2	6
25,000 - 29,999	23	3	20	13	7	35
30,000 and over	<u>14</u>	<u>9</u>	<u>5</u>	<u>3</u>	<u>2</u>	<u>40</u>
Total	377	83	294	280	14	5

a/ Survey includes only subdivisions with five or more completions during the year.

Source: Annual Unsold Inventory Survey conducted by the Oklahoma City FHA Insuring Office.

Foreclosures. Foreclosures of FHA-insured single-family houses increased sharply between 1965 and 1966. The primary cause of this rise was the large number of military families transferred from Fort Sill to various stations in readiness for Vietnam duty. Despite the large number of FHA-acquisitions each month in the Lawton area since 1965, only about 40 homes are on hand at any one time because of the large number of sales of acquired units.

Foreclosures of FHA-Insured Single-Family Homes
Lawton, Oklahoma, Housing Market Area
1960-1966

<u>Year</u>	<u>Section of the Housing Act</u>			<u>Total</u> <u>foreclosures</u>
	<u>203</u>	<u>222</u>	<u>221</u>	
1960	-	-	-	-
1961	5	4	-	9
1962	13	20	-	33
1963	33	53	-	86
1964	51	57	-	108
1965	80	88	-	168
1966	133	131	1	265

Source: FHA, Division of Research and Statistics.

Rental Market

General Market Conditions. The market for rental units is exceptionally tight in all price ranges, unit sizes, and locations within the Lawton HMA. Rental projects cater primarily to military occupancy, offering furnished units and monthly leases. It has been only since the 1966-1967 Fort Sill personnel gains that the rental market has tightened previously, only the new, well-located units were successful; older, less desirable projects remained vacant.

All of the apartment projects built between 1960 and 1967 were 100 percent occupied as of July 1, 1967; managers reported daily inquiries concerning the availability of units. Rents generally range from about \$135 to \$150 monthly for one-bedroom unfurnished units and \$180 to \$210 for unfurnished two-bedroom apartments.

The older multifamily developments in the Lawton area, also, are experiencing excellent occupancy because of the rising military demand. Vacancies recently have occurred only as a unit was being readied for another tenant.

Military Occupancy. It is obvious that the military has an overwhelming effect on the Lawton rental market. The best quantitative indication of this effect is a survey conducted by the Oklahoma City FHA-Insuring Office in early 1967, which covered the twelve largest apartment projects in the Lawton HMA. Over 790 units were counted, of which 640, or 81 percent, were occupied by military personnel and their families. Of the newer and moderate- to high-rent projects, however, military occupancy equalled 67 percent; older developments had about 94 percent of all units occupied by military personnel.

Projects Under Construction. One multifamily development was being constructed in July 1967. The project is a 150-unit garden apartment, containing 32 efficiencies, 74 one-bedroom units, and 44 two-bedroom apartments. Monthly contract rents for unfurnished units will range from \$105 to \$175. The project will be completed on October 1, 1967, and most of the units have been rented.

Urban Renewal Activity

The Civic Center Urban Renewal Project (R-18), in downtown Lawton, was nearing completion in July 1967. Almost 150 housing units have been demolished and an additional 75 are scheduled for demolition. Primary re-use of the project area is public, including many municipal buildings.

The Pleasant Valley Renewal Project (R-33) is located south of the center of Lawton in the Lawton View General Neighborhood Renewal Area. Present use and planned re-use of the land area is almost exclusively residential in character; almost 370 housing units are scheduled for demolition. About 150 units of public housing should be ready for occupancy in the area by July 1968 and over 200 units of rent-supplement housing are planned for a site adjacent to the project area.

The Cameron Project (R-32), on the near-west side of Lawton, is adjacent to Cameron State College. Approximately 150 housing units will be demolished in the area. Re-use will be primarily residential, although a small part of the project will be utilized by the college.

Public Housing

Although there are no existing public housing projects in the Lawton area, programs call for 500 units to be built in the city by the early 1970's. A 150-unit project to be built in the Lawton View GNRP was in the final planning stages in July 1967 and was scheduled for completion in the summer of 1968. An additional 100 units in a high-rise building near the Civic Center Urban Renewal project in downtown Lawton probably will be started in late 1967. All of the remaining public housing units currently programmed will be built in or near the Pleasant Valley Renewal project.

Military Housing

In July 1967, there were 1,419 adequate family housing units on-post at Fort Sill and an additional 19 units of substandard on-post housing. Of the adequate units, 500 are Wherry Housing, 349 are Capehart units, and 570 are Appropriated Fund housing. Between 1960 and July 1967, 200 units of family housing were constructed on-post and about 330 units were demolished.

Demand for Housing

Quantitative Demand

It is obvious that much of the demand for new housing in the Lawton area arises from military and military-connected personnel. The current shortage of available housing units in the HMA is a direct result of the recent increases in military and civilian personnel at Fort Sill. Similarly, strength reductions at the installation historically have led to an oversupply of housing. The temporary demand arising from the recent large increase in military personnel, therefore, is not considered part of the long-range, permanent additional housing requirements of the community.

The number of housing units required to satisfy the long-term nonmilitary-connected demand in the Lawton HMA is based on estimated civilian household growth and the number of housing units to be demolished during the 1967-1969 forecast period. Many of the families to be displaced by government demolition activity, however, are scheduled to be relocated in public housing or rent-supplement accommodations and are not included in the demand estimates. Additional factors considered in deriving annual demand include changes in the tenure of households and the volume of units under construction as of July 1, 1967. Based on the above considerations, demand for additional nonmilitary-connected housing during the July 1967-July 1969 forecast period is estimated at 325 units annually, including 225 single-family units and 100 units of multifamily housing. The multifamily demand will be effective only at the lower rents achievable with below-market-interest-rate financing or assistance in land acquisition and cost because almost all of it arises from displacement of moderate income families by government demolition of housing units. The above demand estimates exclude public low-rent housing and rent-supplement accommodations.

Although the above demand estimates represent long-term requirements for nonmilitary households, it may be expected that significant reductions of military and civilian personnel at Fort Sill will again result in extensive vacancies. For that reason, and because the large number of public units proposed for construction during the next few years will have an impact on the rental market, absorption of both sales and rental units should be observed closely and adjustments in the volume of new construction be made as circumstances indicate.

Qualitative Demand

Single-family Housing. Based on the current after-tax incomes of families in the HMA, on sales price to income relationships typical in the area, and on recent market experience, the annual nonmilitary-connected demand for new single-family sales houses by price class is expected to approximate the distribution shown in the following table.

Estimated Annual Demand for New Single-family Housing
Lawton, Oklahoma, Housing Market Area
July 1, 1967 - July 1, 1969

<u>Price range</u>	<u>Number of units</u>	<u>Percentage distribution</u>
Under - \$12,499	15	7
\$12,500 - 14,999	65	29
15,000 - 17,499	80	35
17,500 - 19,999	20	9
20,000 - 24,999	25	11
25,000 and over	<u>20</u>	<u>9</u>
Total	225	100

Multifamily Housing. The annual demand for 100 units of below-market-interest-rate rental housing in the Lawton HMA would best be provided in two- and three-bedroom units in the city of Lawton. The net additions may be accomplished by either new construction or rehabilitation.

Table I

Work Force and Employment by Type of Industry
Lawton, Oklahoma, Housing Market Area
May 1965, 1966, and 1967

<u>Components</u>	<u>May</u> <u>1965</u>	<u>May</u> <u>1966</u>	<u>May</u> <u>1967</u>
Civilian work force	<u>22,775</u>	<u>23,750</u>	<u>25,075</u>
Unemployment	1,125	1,000	875
Percent of work force	4.9%	4.2%	3.5%
Agriculture	1,225	1,175	1,100
Nonagricultural employment	<u>20,425</u>	<u>21,575</u>	<u>23,100</u>
Wage and salary employment	<u>17,350</u>	<u>18,475</u>	<u>19,975</u>
Manufacturing	1,275	1,250	1,300
Nonmanufacturing	<u>16,075</u>	<u>17,225</u>	<u>18,675</u>
Construction	1,025	775	1,150
Public utilities	1,075	1,075	1,125
Wholesale and retail trade	4,600	4,500	4,625
Government	6,200	7,400	8,225
All other ^{a/}	3,175	3,475	3,550
Other nonagricultural employment ^{b/}	3,075	3,100	3,125

^{a/} Includes mining, services, and finance, insurance, and real estate.

^{b/} Includes self-employed, unpaid family workers, and domestic servants.

Source: Oklahoma Employment Security Commission.

Table II

Personnel Strength
Fort Sill, Oklahoma, 1960-1967

<u>Date</u> ^{a/}	<u>Military Assigned</u>	<u>Civilians</u>			<u>Total</u>
		<u>Civil Service</u>	<u>Non-Appro. Fund</u>	<u>Contractor</u>	
1960	19,088	2,533	785	144	22,550
1961	20,097	2,504	806	133	23,540
1962	22,730	2,616	919	345	26,610
1963	21,128	2,615	878	237	24,858
1964	20,076	2,595	875 ^{c/}	225 ^{c/}	23,771
1965	24,456	2,600	875 ^{c/}	225 ^{c/}	28,156
1966	25,946	2,565	1,000 ^{c/}	225 ^{c/}	29,736
1967 ^{b/}	34,203	4,181	1,394	505	40,283

^{a/} Military strength as of April 30, civilian strength as of March 31.

^{b/} As of May 31.

^{c/} Estimated by Housing Market Analyst.

Source: Department of the Army.

Table III

Estimated Percentage Distribution of All Families
and Renter Households by Annual Income
After Deduction of Federal Income Tax
Lawton, Oklahoma, HMA
1967 and 1969

<u>Annual income</u>	<u>1967</u>		<u>1969</u>	
	<u>All families</u>	<u>Renter households^{a/}</u>	<u>All families</u>	<u>Renter households^{a/}</u>
Under \$2,000	10	13	9	12
\$ 2,000 - 2,999	7	10	8	10
3,000 - 3,999	12	18	10	16
4,000 - 4,999	15	13	14	14
5,000 - 5,999	12	14	12	13
6,000 - 6,999	11	9	11	11
7,000 - 7,999	9	7	9	7
8,000 - 8,999	6	5	7	5
9,000 - 9,999	4	3	5	3
10,000 and over	<u>14</u>	<u>8</u>	<u>15</u>	<u>9</u>
Total	100	100	100	100
Median income	\$5,525	\$4,700	\$5,750	\$4,900

^{a/} Excludes one-person renter households.

Source: Estimated by Housing Market Analyst.

Table IV

Dwelling Units Authorized by Building Permits
Lawton, Oklahoma, Housing Market Area
1950 - 1967

<u>Year</u>	<u>Private units</u>				<u>Military housing</u>	<u>Total, public and private</u>
	<u>Single-family</u>	<u>Duplex</u>	<u>Three or more family</u>	<u>Total</u>		
1950	N.A.	N.A.	N.A.	934	-	934
1951	N.A.	N.A.	N.A.	1,189	500	1,689
1952	N.A.	N.A.	N.A.	1,593	-	1,593
1953	N.A.	N.A.	N.A.	269	-	269
1954	677	18	4	699	-	699
1955	333	6	6	345	-	345
1956	398	6	-	404	-	404
1957	329	-	-	329	-	329
1958	753	16	3	772	-	772
1959	977	54	21	1,052	349	1,401
1960	530	21	27	578	-	578
1961	711	8	4	723	-	723
1962	552	20	76	648	200	848
1963	559	-	164	723	-	723
1964	573	8	180	761	-	761
1965	599	2	118	719	-	719
1966	357	-	6	363	-	363
First six months:						
1966	185	-	3	188	-	188
1967	289	2	171	462	-	462

N.A. - Not available

Source: C-40 Construction Reports and Lawton City Building Inspector.

Table V

Lawton, Oklahoma, Area Postal Vacancy Survey

July 11, 1967

Postal area	Total residences and apartments						Residences						Apartments						House trailers		
	Total possible deliveries	Vacant units				Under const.	Total possible deliveries	Vacant units				Under const.	Total possible deliveries	Vacant units				Under const.	Total possible deliveries	Vacant	
		All	%	Used	New			All	%	Used	New			All	%	Used	New			No.	%
Lawton	24,863	546	2.2	481	65	265	20,922	488	2.3	423	65	115	3,941	58	1.5	58	-	150	916	16	1.7
Main Office	15,331	364	2.4	323	41	244	13,480	336	2.5	295	41	94	1,851	28	1.5	28	-	150	665	2	0.3
Branch: Fort Sill	1,438	-	0.0	-	-	-	-	-	-	-	-	-	1,438	-	0.0	-	-	-	-	-	-
Station: Sheridan	8,094	182	2.2	158	24	21	7,442	152	2.0	128	24	21	652	30	4.6	30	-	-	251	14	5.6

The distributions of total possible deliveries to residences, apartments and house trailers were estimated by the postal carriers. The data in this table, therefore, are not strictly comparable to the distribution of deliveries by structural type for surveys prior to 1966. The total possible deliveries for the total of residences, apartments and house trailers, however, are as recorded in official route records.

The survey covers dwelling units in residences, apartments, and house trailers, including military, institutional, public housing units, and units used only seasonally. The survey does not cover stores, offices, commercial hotels and motels, or dormitories; nor does it cover boarded-up residences or apartments that are not intended for occupancy.

The definitions of "residence" and "apartment" are those of the Post Office Department, i.e.: a residence represents one possible stop with one possible delivery on a carrier's route; an apartment represents one possible stop with more than one possible delivery.

Source: FHA postal vacancy survey conducted by collaborating postmaster(s).