



Forecast 2006 Condominiums

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Condos Dominate Multifamily Permits

- Share of condos increased from about 20% in 2000 to over 50% in 2005
- Multifamily permits will end up at about 3,200 in 2005 in Franklin county indicating over 1,600 condo starts
- We expect about 20% more condominium permits in 2006

New Condominium Sales

Area	2002	2003	2004	2005*	Total
Central City	69	136	211	605	1,021
Remainder	1,348	2,174	2,219	2,559	8,300
Total	1,417	2,310	2,430	3,164	9,321
Central as share of total	4.9%	5.9%	8.7%	19.1%	11.0%

*Projected year end

Average Absorption Rates

- **Central Ohio projects average about 2 sales per month**
- **Based on product, location, price point and amenities**
- **Central city projects average 1.1 sales per month**

Condo Products

- Ranch or patio homes for empty nesters and older single women
- Garden units in mid rise with elevators
- Townhouse or tri-level with attached garage for Gen Y and single women
- Rehabs and lofts (downtown)
- Little market for walk-ups

Critical Amenities

- **Parking (must) including attached garages**
- **W/D hookups (laundry rooms)**
- **Upscale finishes**
- **Bath for every bedroom**
- **Community amenities (critical for Generation Y)**

Who's Buying Condos?

- Empty nesters
- Generation Y
- Single-women

Empty Nesters

- Always childless or recently childless
- Generally over the age of 55
- Often white collar/professional employment/newly retired
- Fastest growing household component in Central Ohio
- Increase of 16.3% '05-'10
- 55-64 component to increase 22.7%

Generation Y

- Sons and daughters of baby boomers (Echo Boomers)
- Born between '79 and '94
- Three times the size of Generation X
- Largest generation since Baby Boomers
- 25-34 age category is actually projected to decline in next 5 years (-11.3%)

Single Women

- Generally 25 to 44 with no children
- Never married or divorced/widowed
- By 2010 women are expected to control 60% of nation's wealth
- Nationally, 57% of single women own their own home

Primary Market Areas

- **Downtown/near downtown neighborhoods**
- **Suburban fringe (Powell, New Albany, Dublin)**

Emerging Markets

- **Infill and close-in suburbs**
 - Grandview
 - Clintonville
 - Arlington
 - Bexley
- **Satellite communities**
 - Lancaster
 - Marysville
 - Grandville
 - London

What to Expect

- Greater acceptance of mid-rise buildings
- More infill sites
- Watch downtown absorption; may be peak in 2006
- Won't see a 'condo crash'
- Increasing share of new homes sales will be condominiums