

Senior and Disabled Apartments, Independent Living , Assisted, Semi-Assisting and Nursing (short- and long-term) Care Facilities List in the PMA and SMA

Property Name	Type of Facility	Location	Contact	Supply Summary			Rental Rate Summary		Occupancy Summary		Services/Amenities included in Rent Package	Services/Amenities Available for Purchase From Building	
				Year Built	Capacity	Type of Unit Available	Monthly Fees		Overall Occupancy (on day contacted)	Wait List			
							Market Rate	Subsidized					
The Bridge at Alamosa (Parent Company = Life Care Centers of America) www.lcca.com	Independent Living & Assisted Living	Alamosa (SMA)	719-587-3514	2007	70	11 - Studio (332sq. ft.), 27- Studio Deluxe (389 sq. ft.), 8 - 1BR (471 sq. ft.), 21 -1BR Deluxe (562 sq. ft.), 3 - 2BR (902 sq. ft.)	\$3,675 - \$6,500	100%	0%	93% (65 out of 70 rooms)	4	Food service, housekeeping, laundry, transportation, activities, medical administration	Hair Salon, Satellite dish
Legacy at Monte Vista (Parent Company = Heritage Health Management Services, Inc.) www.hhmsi.com	Independent Living & Assisted Living	Monte Vista, Rio Grande (SMA)	719-852-5179	1997	35	4 - 2BR/2 Bath Independent Living Units (sq. ft. N/A); 8 - Studios w/ 3/4 bath (100 sq. ft.); 13 - Large Studio full bath (325 sq. ft.); 4 - Small 1BR w/ full bath, LR, and kitchenette (650 sq. ft); 6 -1 BR full bath, livingroom, kitchenette (725 sq. ft)	\$2320 - \$4490	65%	35%	100% (4 out of 4 units) = Duplex 93% (29 of 31 Units) = Apt Bldg.	None	All utilities, trash, lawn care, meals (except Ind. Duplex - only one meal per day).	Beautician, TV/Cable, extended care and additional person.
Mountain View Manor (Parent Company =Tri-County Senior Citizens & Housing, Inc.)	Rental Housing (for elderly & individuals with disabilities)	Monte Vista, Rio Grande (SMA)	719-852-5778, Mary	1980	33	1 BR Units (32) (580 sq. ft.) & They have one 2 BR unit but it is not on the market and is used for staff housing.	\$699 (30% of AGI)	3%	97%	81% (26 out of 32)	None	Utilities (water, electric, sewer, trash)	Telephone and cable. Any personal care services.
Sunrise Manor Managemnet Group = PK Management	Rental Housing (for elderly & individuals with disabilities)	Buena Vista, Chaffee (SMA)	719-395-2862, Bee	1981	40	1 BR Units (600 sq. ft.)	\$600 (30% of AGI)	0%	100%	100% (40 out of 40)	18	Utilities (water, electric, sewer, trash)	Telephone and cable. Any personal care services.
La Hacienda (Parent Company = Community Resources & Housing Development Corporation) crhdc.org	Rental Housing (for elderly & individuals with disabilities)	Del Norte, Rio Grande (SMA)	719-657-9332, Valerie	1986	24	1 BR Units (540 sq. ft.)	\$525 - \$600 (30% of AGI)	N/A	100%	100% (24 out of 24 Rooms)	8	All utilities (water, electric, sewer) and trash disposal.	Cable and Wifi
Casas De Rio Grande (Parent Company = Community Resources & Housing Development Corporation) crhdc.org	Senior Rental Housing (for elderly & individuals with disabilities)	Del Norte, Rio Grande (SMA)	719-657-9332, Valerie	2005	28	Studio Units (540 sq. ft.)	\$525 - \$600 (30% of AGI)	N/A	100%	89% (25 of 28 Rooms)	4	All utilities (water, electric, sewer) and trash disposal.	Cable and Wifi
Cielo Vista Apartments Management Group = Landmark Management Group Inc	Senior Rental Housing (for elderly & individuals with disabilities)	Center, Saguache (PMA)	712-276-1735, Nicky 719-754-3664, Adrian	Not provided	24	1BR Units (570 sq. ft.)	\$563 - \$709 (30% of AGI)	4% (1)	96% (23)	100% (24 of 24)	Yes - 0	Water & trash	Telephone, sewer, cable, heat and electric
Casita De la Luna (Parent Company = San Luis Valley Housing Coalition)	Senior Rental Housing (for elderly & individuals with disabilities)	Alamosa (SMA)	719-589-4970 - Terry	2001	28	1 BR Units (20) (648 sq. ft.) & 2 BR Units (8) (814 sq. ft.)	\$540 - \$645 (30% of AGI)	3.5 % (1 Unit manager lives in this unit)	96% (27 Units)	100% (27 of 27)	14 (1BR) & 2 (2BR)	Water, sewer & trash	Telephone, cable, heat and electric
Mount Blanca View Apartments Management Group = Landmark Management Group Inc	Senior Rental Housing (for elderly & individuals with disabilities)	Alamosa (SMA)	712-276-1735, Nicky 719-589-2850, Terry	1989	24	1 BR Units (525 sq. ft.)	\$550 - \$744 (30% of AGI)	8% (2)	92% (22)	97% (22 out of 24)	Yes - 0	Water & trash	Telephone, sewer, cable, heat and electric
Totten Manor Management Group = Landmark Management Group Inc	Senior Rental Housing (for elderly & individuals with disabilities)	Alamosa (SMA)	712-276-1735, Nicky 719-589-2850, Terry	1990	26	1 BR Units (525 sq. ft.)	\$493 - \$648 (30% of AGI)	27% (7)	73% (19)	92% (24 out od 26) Two are not occupied due to fire.	Yes - 0	Water & trash	Telephone, sewer, cable, heat and electric
Salida Apartments Management Group = Mountain Management CO.	Senior Rental Housing (for elderly & individuals with disabilities)	Salida, Chaffee (SMA)	719-539-2444 - Wrote letter requesting data.	2000	48	1 BR Units (47)(sq. ft.) & 2 BR Units (1)(sq. ft.)	30% of AGI	10% (5)	90% (43)				
San Luis Care Center (Parent Company = Life Care Centers of America) www.lcca.com	Short-term and Long-term Nursing Care & Rehabilitation	Alamosa (SMA)	Erica, 719-589-9081	1987	30 (62 Beds)	30 Semi-private, Double-occupancy rooms and 2 Private rooms	\$6,840 (\$228/day) semi \$8,610 (\$287/day) private	N/A	all insurance, medicaid & medicare accepted	97% (60 out of 62 beds)	None	Room and board, skilled nursing, laundry, telephone, activities, social services assistance and transportation.	Long distance transportation, beauty salon, clothing, special hygiene products and oxygen.
Evergreen Nursing Home (Parent Company = Life Care Centers of America) www.lcca.com	Inpatient and Outpatient Rehab Services and Alzheimer's and Dementia Care Unit	Alamosa (SMA)		1964	45 Beds	Both 1 BR & 2 BR	\$6,780 (\$226/day) semi \$8,610 (\$287/day) private	N/A	all insurance, medicaid & medicare accepted	100% (45 out of 45 beds)	None	Room and board, skilled nursing, laundry, telephone, activities, social services assistance and transportation.	Long distance transportation, beauty salon, clothing, special hygiene products and oxygen.
Columbine Manor Care Center (Parent Company = Life Care Centers of America) www.lcca.com	Long Term & Skilled Nursing Facility	Salida, Chaffee (SMA)	719-539-6112	1974	48 Rooms (96 Beds)	Two-Bed Rooms (all rooms are shared with 2 occupants per room)	\$6,600 (\$220/day)	30%- 40%	60% - 70%	85 - 90%	None	Room and board, perscription management, on-site doctor, transportation.	None
River Valley Inn (Parent Company = C & G Health Care Management, Inc.)	Nursing Home	Del Norte, Rio Grande (SMA)	970-516-1404	Construction begins May 2016 Opens May-July 2017	46 Rooms	32 Private Rooms and 14 Double-Occupancy Rooms (both with full bath)	Not provided	Not provided	Not provided	N/A	N/A	Physical speech and occupational therapy gym, full laundry, a commercial kitchen and dining, resident kitchen and therapy kitchen where residents can cook their own meal.	Not provided

Monte Vista Estates, LLC (aka Juniper Village) Management Group = Dakavia	Nursing Home	Monte Vista, Rio Grande (SMA)	(719) 852-5138	1970	30 Rooms/60 Beds	Nursing facility	\$8,100 (\$270/day)		83% (50 out of 60 Beds)	None	Room and board only	N/A
							Not provided	medicaid & medicare accepted				

PMA & SMA Supply Summary

Property	Type	Location	Total # of Units	Total # of Subsidized Units	Total # of Market Rate Units
The Bridge at Alamosa	Independent Living	Alamosa (SMA)	70	0	70
Legacy at Monte Vista	Independent Living	Monte Vista (SMA)	35	12	23
		IL Sub-TOTAL	105	12	93
Mountain View Manor	Senior Apartments	Monte Vista (SMA)	33	31	2
Sunrise Manor	Senior Apartments	Buena Vista (SMA)	40	40	0
La Hacienda	Senior Apartments	Del Norte (SMA)	24	24	0
Casas De Rio Grande	Senior Apartments	Del Norte (SMA)	28	28	0
Cielo Vista Apartments	Senior & Disabled Apartments	Center (PMA)	24	23	1
Casita De la Luna	Senior & Disabled Apartments	Alamosa (SMA)	28	27	1
Mount Blaca View Apartments	Senior & Disabled Apartments	Alamosa (SMA)	24	22	2
Trotten Manor	Senior & Disabled Apartments	Alamosa (SMA)	26	19	7
Salida Apartments	Senior & Disabled Apartments	Salida (SMA)	48	43	5
		SA Sub-TOTAL	275	257	18
		TOTALS	380	269	111

Primary Competitors - Occupancy Summary

Property	Overall Occupancy	Wait List
The Bridge at Alamosa	93% (65 out of 70)	Yes - 4
Legacy at Monte Vista	100% (4 out of 4) for duplex and 93% (29 of 31) for apt bldg.	No
Mountain View Manor	81% (26 out of 32)	No
Sunrise Manor	100% (40 out of 40)	Yes - 18
La Hacienda	100% (24 out of 24)	Yes - 8
Casas De Rio Grande	89% (25 out of 28)	Yes - 4
Cielo Vista Apartments	100% (24 out of 24)	Yes - 0
Casita De la Luna	100% (27 out of 27)	Yes - 14 (1BR) & 2 (2BR)
Mount Blaca View Apartments	97% (22 out of 24)	Yes - 0
Totten Manor	92% (24 out of 26) Two are not occupied due to fire damage.	Yes - 0
Salida Apartments	Not provided	Not provided

Primary Competitors - Rental Rate Summary

Property	Rates (per month)	Units
The Bridge at Alamosa	\$3,675 - \$6,500	70
Legacy at Monte Vista	\$2,320 - \$4,490	35
Mountain View Manor	\$250 - \$699 (30% of AGI)	33
Sunrise Manor	\$250 - \$600 (30% of AGI)	40
La Hacienda	\$525 - \$600 (30% of AGI)	24
Casas De Rio Grande	\$525 - \$600 (30% of AGI)	28
Cielo Vista Apartments	\$563 - \$709 (30% of AGI)	24
Casita De la Luna	\$540 - \$645 (30% of AGI)	28
Mount Blaca View Apartments	\$550 - \$744 (30% of AGI)	24
Totten Manor	\$493 - \$648 (30% of AGI)	26
Salida Apartments	(not provided) 30% of AGI	48
Total		380

COMPARABLE UNIT TYPE AND SIZE

Community	Studio	One- Bedroom	Two- Bedroom
	Sq. Ft.	Sq. Ft.	Sq. Ft.
Mountain View Manor	-	580	-
Sunrise Manor	-	600	-
La Hacienda	-	540	-
Casas De Rio Grande	540	-	-
Cielo Vista Apartments	-	570	-
Casita De la Luna	-	648	814
Mount Blaca View Apartments	-	525	-
Totten Manor	-	525	-
Salida Apartments	-	Not provided	Not provided
Average	540	570	814
Median Size	540	570	814

COMPARABLE UNIT TYPE AND PRICE

Community	Studio		One-Bedroom		Two-Bedroom	
	Min.	Max.	Min.	Max.	Min.	Max.
Mountain View Manor	-	-	\$699	\$699	-	-
Sunrise Manor	-	-	\$600	\$600	-	-
La Hacienda	-	-	\$600	\$600	-	-
Casas De Rio Grande	\$525	\$600	-	-	-	-
Cielo Vista Apartments	-	-	\$563	\$709	-	-
Casita De la Luna	-	-	\$540	\$540	\$645	\$645
Mount Blaca View Apartments	-	-	\$550	\$744	-	-
Totten Manor	-	-	\$493	\$648	-	-
Salida Apartments	-	-	Not provided	Not provided	Not provided	Not provided
Average Min/Max	\$525	\$600	\$578	\$649	\$645	\$645
Median Rate	\$563		\$613		\$645	

SENIOR APARTMENT UNITS

	Studio		One-Bedroom		Two-Bedroom	
	Min.	Max.	Min.	Max.	Min.	Max.
Size Sq. Ft.	400	500	570	670	800	900
Rate	\$420	\$525	\$599	\$704	\$840	\$945
Mix	5	15	30	40	10	20

Saguache County (PMA) Senior Demographics

Age Bracket	Census 2000		Census 2010		Estimate 2016		Projection 2021	
	Pop.	%	Pop.	%	Pop.	%	Pop.	%
Total Population	5917		6108		6238		6436	
Age 45 - 54	1000	16.9%	927	15.2%	792	12.7%	643	10.0%
Age 55 - 64	618	10.4%	1102	18.0%	1202	19.3%	1208	18.8%
Age 65 - 74	362	6.1%	596	9.8%	811	13.0%	946	14.7%
Age 75 - 84	217	3.7%	228	3.7%	292	4.7%	340	5.3%
Age 85+	61	1.0%	69	1.1%	84	1.3%	96	1.5%
Age 45 and over	2258	38.2%	2922	47.8%	3181	51.0%	3233	50.2%
Age 55 and over	1258	21.3%	1995	32.7%	2389	38.3%	2590	40.2%
Age 65 and over	640	10.8%	893	14.6%	1187	19.0%	1382	21.5%
Age 75 and over	278	4.7%	297	4.9%	376	6.0%	436	6.8%
Age 85 and over	61	1.0%	69	1.1%	84	1.3%	96	1.5%

NEED FOR ADL or IADL

Ages 75 to 84	47.20%
Ages 85 and over	72.40%

Source: Agency for Healthcare Research & Quality

PMA - 2016 OVERALL DEMAND (IL)

Age	75 - 84	85+
Population	292	84
Acuity Demand Rate	✘ 47.2%	72.4%
Age and Acuity Qualified Demand	138	61
Total Age and Acuity Qualified Demand		199

PMA - 2021 OVERALL DEMAND (IL)

Age	75 - 84	85+

Population		340	96
Acuity Demand Rate	×	47.2%	72.4%
Age and Acuity Qualified Demand		160	70
Total Age and Acuity Qualified Demand			230

PMA ANNUAL INCOME NEEDED (IL)

		Independent Living		
Minimum Monthly Fee			\$3,506	
Monthly Fee as Percentage of Monthly Income	÷		60%	
Monthly Income Needed (After Tax)			\$5,844	
Annualized	×		12	
Annual Income Needed (After Tax)			\$70,125	
Tax Rate	÷		15%	
Annual Income Needed (Before Tax)			\$82,500	
				\$141,904
Less Additional Income From Home Equity	—	\$2,937		\$106,428
Less Additional Income From Other Sources (5%)	—	\$4,125		\$4,257.12
Adjusted Annual Income Needed (Rounded)		\$75,438		\$2,937

PMA HOUSEHOLDER INCOME (AGES 75-84) - IL

Income Levels	2016		2021	
	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	73	25.98%	79	23.65%
\$15,000 - \$24,999	92	32.74%	100	29.94%
\$25,000 - \$34,999	36	12.81%	44	13.17%
\$35,000 - \$49,999	41	14.59%	47	14.07%
\$50,000 - \$74,999	18	6.41%	27	8.08%

Over \$75,000	21	7.47%	37	11.08%
Total	281	100%	334	100%

PMA HOUSEHOLDER INCOME (AGES 85+) - IL

Income Levels	2016		2021	
	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	21	33.33%	22	30.14%
\$15,000 - \$24,999	22	34.92%	24	32.88%
\$25,000 - \$34,999	7	11.11%	10	13.70%
\$35,000 - \$49,999	7	11.11%	7	9.59%
\$50,000 - \$74,999	2	3.17%	4	5.48%
Over \$75,000	4	6.35%	6	8.22%
Total	63	100%	73	100%

PMA - INCOME QUALIFICATION RATIO - INDEPENDENT LIVING

		2016	2021
75+ Households with income \$75,000 and above		25	43
% Household >\$75,000 choosing against Home Health (50'	+	13	22
Total		38	65
Number of Total Senior Householders	÷	344	407
Income Qualified Demand Ratio		10.90%	15.85%

PMA - AGE, ACUITY & INCOME QUALIFIED DEMAND - INDEPENDENT LIVING

Year	2016	2021
Age and Acuity Qualified Demand	199	230
Percent with Qualifying Income	× 10.90%	15.85%

Age, Acuity & Income Qualified Demand	22	36
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PMA - INDEPENDENT LIVING MARKET SHARE

Year		2016	2021
Age, Income & Acuity Qualified Demand		22	36
Market Share	×	50%	50%
Total Independent Living Demand		11	18

PMA - NET DEMAND - INDEPENDENT LIVING

Year		2016	2021
Gross Demand		11	18
In-Migration	+	9.7%	9.7%
Total Gross Demand		12	20
Less: Supply	-	0	0
Net Independent Living Demand		12	20

Secondary Market Area (SMA) includes PMA Senior Demographics

Age Bracket	Census 2000		Census 2010		Estimate 2016		Projection 2021	
	Pop.	%	Pop.	%	Pop.	%	Pop.	%
Total Population	50,369		52,056		53,275		55,009	
Age 45 - 54	7,534	15.0%	7,837	15.1%	6,255	11.7%	5,603	10.2%
Age 55 - 64	4,982	9.9%	7,995	15.4%	8,312	15.6%	8,271	15.0%
Age 65 - 74	3,777	7.5%	4,790	9.2%	6,167	11.6%	7,311	13.3%
Age 75 - 84	2,274	4.5%	2,520	4.8%	2,740	5.1%	3,060	5.6%
Age 85+	781	1.6%	967	1.9%	1,071	2.0%	1,159	2.1%
Age 45 and over	19,348	38.4%	24,109	46.3%	24,545	46.1%	25,404	46.2%
Age 55 and over	11,814	23.5%	16,272	31.3%	18,290	34.3%	19,801	36.0%
Age 65 and over	6,832	13.6%	8,277	15.9%	9,978	18.7%	11,530	21.0%
Age 75 and over	3,055	6.1%	3,487	6.7%	3,811	7.2%	4,219	7.7%
Age 85 and over	781	1.6%	967	1.9%	1,071	2.0%	1,071	1.9%

NEED FOR ADL or IADL

Ages 75 to 84	47.20%
Ages 85 and over	72.40%

Source: Agency for Healthcare Research & Quality

SMA - 2016 OVERALL DEMAND - IL

Age	75 - 84	85+
Population	2740	1071
Acuity Demand Rate	x 47.2%	72.4%
Age and Acuity Qualified Demand	1,293	775
Total Age and Acuity Qualified Demand		2,069

SMA - 2021 OVERALL DEMAND - IL

Age	75 - 84	85+
Population	3060	1159
Acuity Demand Rate	x 47.2%	72.4%
Age and Acuity Qualified Demand	1,444	839

Total Age and Acuity Qualified Demand

2,283

SMA ANNUAL INCOME NEEDED (IL)

	Independent Living	
Minimum Monthly Fee	\$3,506	
Monthly Fee as Percentage of Monthly Income	÷ 60%	
Monthly Income Needed (After Tax)	\$5,844	
Annualized	× 12	
Annual Income Needed (After Tax)	\$70,125	
Tax Rate	÷ 15%	
Annual Income Needed (Before Tax)	\$82,500	
		\$218,452
Less Additional Income From Home Equity	— \$4,456	\$163,839
Less Additional Income From Other Sources (5%)	— \$4,125	\$6,553.56
Adjusted Annual Income Needed (Rounded)	\$73,919	\$4,456

SMA HOUSEHOLDER INCOME (AGES 75-84)

Income Levels	2016		2021	
	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	419	21.44%	445	20.22%
\$15,000 - \$24,999	414	21.19%	435	19.76%
\$25,000 - \$34,999	289	14.79%	317	14.40%
\$35,000 - \$49,999	326	16.68%	353	16.04%
\$50,000 - \$74,999	250	12.79%	295	13.40%
Over \$75,000	256	13.10%	356	16.17%
Total	1,954	100%	2,201	100%

SMA HOUSEHOLDER INCOME (AGES 85+)

	2016	2021
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Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	237	31.10%	246	29.36%
\$15,000 - \$24,999	186	24.41%	195	23.27%
\$25,000 - \$34,999	117	15.35%	129	15.39%
\$35,000 - \$49,999	92	12.07%	99	11.81%
\$50,000 - \$74,999	66	8.66%	83	9.90%
Over \$75,000	64	8.40%	86	10.26%
Total	762	100%	838	100%

SMA - INCOME QUALIFICATION RATIO - INDEPENDENT LIVING

	2016	2021
75+ Households with income \$75,000 and above	320	442
% Household >\$100,000 choosing against Home Health (50%)	+	160
Total	480	663
Number of Total Senior Householders	÷	2716
Income Qualified Demand Ratio	17.67%	21.82%

SMA - AGE, ACUITY & INCOME QUALIFIED DEMAND - INDEPENDENT LIVING

Year	2016	2021
Age and Acuity Qualified Demand	2,069	2,283
Percent with Qualifying Income	×	17.67%
Age, Acuity & Income Qualified Demand	366	498

SMA - INDEPENDENT LIVING MARKET SHARE

Year	2016	2021
Age, Income & Acuity Qualified Demand	366	498
Market Share	×	50%
Total Independent Living Demand	183	249

SMA - NET DEMAND - INDEPENDENT LIVING

Year		2016	2021
Gross Demand		183	249
In-Migration	+	-3.8%	-3.8%
Total Gross Demand		176	240
Less: Supply	-	93	93
Net Independent Living Demand		83	147

Saguache County (PMA) Senior Demographics

Age Bracket	Census 2000		Census 2010		Estimate 2016		Projection 2021	
	Pop.	%	Pop.	%	Pop.	%	Pop.	%
Total Population	5917		6108		6238		6436	
Age 45 - 54	1000	16.9%	927	15.2%	792	12.7%	643	10.0%
Age 55 - 64	618	10.4%	1102	18.0%	1202	19.3%	1208	18.8%
Age 65 - 74	362	6.1%	596	9.8%	811	13.0%	946	14.7%
Age 75 - 84	217	3.7%	228	3.7%	292	4.7%	340	5.3%
Age 85+	61	1.0%	69	1.1%	84	1.3%	96	1.5%
Age 45 and over	2258	38.2%	2922	47.8%	3181	51.0%	3233	50.2%
Age 55 and over	1258	21.3%	1995	32.7%	2389	38.3%	2590	40.2%
Age 65 and over	640	10.8%	893	14.6%	1187	19.0%	1382	21.5%
Age 75 and over	278	4.7%	297	4.9%	376	6.0%	436	6.8%
Age 85 and over	61	1.0%	69	1.1%	84	1.3%	96	1.5%

NEED FOR ADL or IADL

Ages 55 to 64	6.7%
Ages 65 to 74	31.4%
Ages 75 to 84	47.2%
Ages 85 and over	72.4%

Source: Agency for Healthcare Research & Quality

NO NEED FOR ADL or IADL

Ages 55 to 64	93.3%
Ages 65 to 74	68.6%
Ages 75 to 84	52.8%
Ages 85 and over	27.6%

PMA - 2016 OVERALL DEMAND (SA)

Age		55 - 64	65 - 74	75 - 84	85+
Population		1202	811	292	84
Acuity Demand Rate	x	93.3%	68.6%	52.8%	27.6%
Age and Acuity Qualified Demand		1,121	556	154	23
Total Age and Acuity Qualified Demand					1,855

PMA - 2021 OVERALL DEMAND (SA)

Age		55 - 64	65 - 74	75 - 84	85+
Population		1208	946	340	96
Acuity Demand Rate	x	93.3%	68.6%	52.8%	27.6%
Age and Acuity Qualified Demand		1,127	649	180	26
Total Age and Acuity Qualified Demand					1,982

PMA ANNUAL INCOME NEEDED (SA)

			Senior Apartments
Minimum Monthly Fee			\$499
Monthly Fee as Percentage of Monthly Income	÷		30%
Monthly Income Needed (After Tax)			\$1,663
Annualized	×		12
Annual Income Needed (After Tax)			\$19,960
Tax Rate	÷		15%
Annual Income Needed (Before Tax)			\$23,482
			\$141,904
Less Additional Income From Home Equity	-		\$2,937 \$106,428
Less Additional Income From Other Sources (5%)	-		\$1,174 \$4,257.12
Adjusted Annual Income Needed (Rounded)			\$19,371 \$2,937

SAGUACHE COUNTY - FY 2016 INCOME LIMIT SUMMARY - PMA

	FY 2016 AMI = \$42,200	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$21,000	\$24,000	\$27,000	\$30,000
Extremely Low (30%) Income Limits		\$12,600	\$16,020	\$20,160	\$24,300
Low (80%) Income Limits		\$33,600	\$38,400	\$43,200	\$48,000

Source: U.S. Department of Housing and Urban Development

PMA HOUSEHOLDER INCOME (AGES 55-64) - SA				
	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	144	17.96%	130	15.74%
\$15,000 - \$24,999	40	4.99%	34	4.12%
\$25,000 - \$34,999	108	13.47%	101	12.23%
\$35,000 - \$49,999	143	17.83%	126	15.25%
\$50,000 - \$74,999	182	22.69%	202	24.46%
Over \$75,000	185	23.07%	233	28.21%
Total	802	100%	826	100%

PMA HOUSEHOLDER INCOME (AGES 65-74) - SA				
	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	93	17.48%	98	15.38%
\$15,000 - \$24,999	124	23.31%	122	19.15%
\$25,000 - \$34,999	58	10.90%	66	10.36%
\$35,000 - \$49,999	92	17.29%	106	16.64%
\$50,000 - \$74,999	59	11.09%	83	13.03%
Over \$75,000	106	19.92%	162	25.43%
Total	532	100%	637	100%

PMA HOUSEHOLDER INCOME (AGES 75-84) - SA				
	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	52	23.85%	57	21.84%
\$15,000 - \$24,999	70	32.11%	76	29.12%
\$25,000 - \$34,999	29	13.30%	34	13.03%
\$35,000 - \$49,999	34	15.60%	40	15.33%
\$50,000 - \$74,999	16	7.34%	23	8.81%
Over \$75,000	17	7.80%	31	11.88%
Total	218	100%	261	100%

PMA HOUSEHOLDER INCOME (AGES 85+) - SA				
	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	21	33.33%	22	30.14%
\$15,000 - \$24,999	22	34.92%	24	32.88%
\$25,000 - \$34,999	7	11.11%	10	13.70%
\$35,000 - \$49,999	7	11.11%	7	9.59%
\$50,000 - \$74,999	2	3.17%	4	5.48%
Over \$75,000	4	6.35%	6	8.22%
Total	63	100%	73	100%

PMA - INCOME QUALIFICATION RATIO - SENIOR APARTMENT				
			2016	2021
55+ Households with income	\$25,000 to \$75,000		737	781
	\$75,000+	+	312	432
Total			1049	1213
Number of Total Senior Householders		÷	1,615	1,797

Income Qualified Demand Ratio	64.95%	67.50%
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PMA - INCOME QUALIFICATION RATIO - SENIOR APARTMENT RENTAL ASSISTANCE

		2016	2021
55+ Households with income	\$0 - \$25,000	566	563
Number of Total Senior Householders		1,615	1,797
Income Qualified Demand Ratio		35.05%	31.33%

PMA - AGE, ACUITY & INCOME QUALIFIED DEMAND - SENIOR APARTMENTS

Year		2016	2021
Age and Acuity Qualified Demand		1,855	1,982
Percent with Qualifying Income	×	64.95%	67.50%
Age, Acuity & Income Qualified Demand		1,205	1,338

PMA - AGE & INCOME QUALIFIED DEMAND - SENIOR APARTMENTS RENTAL ASSISTANCE

Year		2016	2021
Age and Acuity Qualified Demand		1,855	1,982
Percent with Qualifying Income	×	35.05%	31.33%
Age, Acuity & Income Qualified Demand		650	621

TENURE BY AGE OF HOUSEHOLDER

	2016	
Total Households	2,756	1,615
Owner Occupied	1,905	
Householder 55 to 64 Years	589	30.92%
Householder 65 to 74 Years	442	23.20%
Householder 75 to 84 Years	164	8.61%

Householder 85 and over	43	2.26%
Total Owner Households 55+	1,238	
Renter Occupied	851	
Householder 55 to 64 Years	213	25.03%
Householder 65 to 74 Years	90	10.58%
Householder 75 to 84 Years	54	6.35%
Householder 85 and over	20	2.35%
Total Renter Households 55+	377	
Renter to Total Households 55+	23.34%	

PMA - MARKET RATE SENIOR APARTMENTS - MARKET SHARE

Year		2016	2021
Age, Income, & Acuity Qualified Demand		1,205	1,338
Percent of Renter Households, 55+	×	23.34%	23.34%
Total Senior Apartment Demand		281	312

PMA - RENTAL ASSISTANCE SENIOR APARTMENTS - MARKET SHARE

Year		2016	2021
Age & Income Qualified Demand		650	621
Percent of Renter Households, 55+	×	23.34%	23.34%
Total Senior Apartment Demand		152	145

PMA - NET DEMAND - MARKET RATE SENIOR APARTMENTS

Year		2016	2021
Gross Demand		281	312
Capture Rate	×	20.0%	20.0%
Total Demand After Capture Rate		56	62
Less: Supply	—	1	1
Net Senior Apartment Demand		55	61

PMA - NET DEMAND - RENTAL ASSISTANCE SENIOR APARTMENTS

Year		2016	2021
Gross Demand		152	145
Capture Rate	×	40.0%	40.0%
Total Demand After Capture Rate		61	58
Less: Supply	—	23	23
Net Senior Apartment Demand		38	35

TOTALS 93 96

Secondary Market Area (SMA) includes PMA Senior Demographics

Age Bracket	Census 2000		Census 2010		Estimate 2016		Projection 2021	
	Pop.	%	Pop.	%	Pop.	%	Pop.	%
Total Population	50,369		52,056		53,275		55,009	
Age 45 - 54	7,534	15.0%	7,837	15.1%	6,255	11.7%	5,603	10.2%
Age 55 - 64	4,982	9.9%	7,995	15.4%	8,312	15.6%	8,271	15.0%
Age 65 - 74	3,777	7.5%	4,790	9.2%	6,167	11.6%	7,311	13.3%
Age 75 - 84	2,274	4.5%	2,520	4.8%	2,740	5.1%	3,060	5.6%
Age 85+	781	1.6%	967	1.9%	1,071	2.0%	1,159	2.1%
Age 45 and over	19,348	38.4%	24,109	46.3%	24,545	46.1%	25,404	46.2%
Age 55 and over	11,814	23.5%	16,272	31.3%	18,290	34.3%	19,801	36.0%
Age 65 and over	6,832	13.6%	8,277	15.9%	9,978	18.7%	11,530	21.0%
Age 75 and over	3,055	6.1%	3,487	6.7%	3,811	7.2%	4,219	7.7%
Age 85 and over	781	1.6%	967	1.9%	1,071	2.0%	1,071	1.9%

NEED FOR ADL or IADL

Ages 55 to 64	6.7%
Ages 65 to 74	31.4%
Ages 75 to 84	47.2%
Ages 85 and over	72.4%

Source: Agency for Healthcare Research & Quality

NO NEED FOR ADL or IADL

Ages 55 to 64	93.3%
Ages 65 to 74	68.6%
Ages 75 to 84	52.8%
Ages 85 and over	27.6%

SMA - 2016 OVERALL DEMAND (SA)

Age	55 - 64	65 - 74	75 - 84	85+
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Population		8,312	6,167	2,740	3,060
Acuity Demand Rate	x	93.3%	68.6%	52.8%	27.6%
Age and Acuity Qualified Demand		7,755	4,231	1,447	845
Total Age and Acuity Qualified Demand					14,277

SMA - 2021 OVERALL DEMAND (SA)

Age		55 - 64	65 - 74	75 - 84	85+
Population		8,271	7,311	3,060	1,159
Acuity Demand Rate	x	93.3%	68.6%	52.8%	27.6%
Age and Acuity Qualified Demand		7,717	5,015	1,616	320
Total Age and Acuity Qualified Demand					14,668

SMA ANNUAL INCOME NEEDED (SA)

		Senior Apartments	
Minimum Monthly Fee			\$499
Monthly Fee as Percentage of Monthly Income	÷		30%
Monthly Income Needed (After Tax)			\$1,663
Annualized	×		12
Annual Income Needed (After Tax)			\$19,960
Tax Rate	÷		15%
Annual Income Needed (Before Tax)			\$23,482
			\$218,452
Less Additional Income From Home Equity	—		\$4,522
Less Additional Income From Other Sources (5%)	—		\$1,174.12
Adjusted Annual Income Needed (Rounded)			\$17,786
			\$4,522

ALAMOSA COUNTY- FY 2016 INCOME LIMIT SUMMARY - SMA

FY 2016 AMI =	\$51,200	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$21,000	\$24,000	\$27,000	\$30,000

Extremely Low (30%) Income Limits	\$12,600	\$16,020	\$20,160	\$24,300
Low (80%) Income Limits	\$33,600	\$38,400	\$43,200	\$48,000

CHAFFEE COUNTY - FY 2016 INCOME LIMIT SUMMARY - SMA

FY 2016 AMI =	\$61,200	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$21,450	\$24,500	\$27,550	\$30,600
Extremely Low (30%) Income Limits		\$12,850	\$16,020	\$20,160	\$24,300
Low (80%) Income Limits		\$34,300	\$39,200	\$44,100	\$48,950

MINERAL COUNTY - FY 2016 INCOME LIMIT SUMMARY - SMA

FY 2016 AMI =	\$70,200	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$24,600	\$28,100	\$31,600	\$35,100
Extremely Low (30%) Income Limits		\$14,750	\$16,850	\$20,160	\$24,300
Low (80%) Income Limits		\$39,350	\$44,950	\$50,550	\$56,150

RIO GRANDE COUNTY - FY 2016 INCOME LIMIT SUMMARY - SMA

FY 2016 AMI =	\$46,500	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$21,000	\$24,000	\$27,000	\$30,000
Extremely Low (30%) Income Limits		\$12,600	\$16,020	\$20,160	\$24,300
Low (80%) Income Limits		\$33,600	\$38,400	\$43,200	\$48,000

SAGUACHE COUNTY - FY 2016 INCOME LIMIT SUMMARY - SMA

FY 2016 AMI =	\$42,200	1 Person	2 Person	3 Person	4 Person
Very Low (50%) Income Limits		\$21,000	\$24,000	\$27,000	\$30,000
Extremely Low (30%) Income Limits		\$12,600	\$16,020	\$20,160	\$24,300
Low (80%) Income Limits		\$33,600	\$38,400	\$43,200	\$48,000

Source: U.S. Department of Housing and Urban Development

Aggregate Medians	\$51,200	\$21,000	\$24,000	\$27,000	\$30,000
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SMA HOUSEHOLDER INCOME (AGES 55-64) - SA	
2016	2021

Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	718	14.24%	641	12.70%
\$15,000 - \$24,999	557	11.05%	500	9.90%
\$25,000 - \$34,999	529	10.49%	493	9.77%
\$35,000 - \$49,999	792	15.70%	718	14.22%
\$50,000 - \$74,999	919	18.22%	937	18.56%
Over \$75,000	1,528	30.30%	1,759	34.85%
Total	5,043	100%	5,048	100%

SMA HOUSEHOLDER INCOME (AGES 65-74) - SA

	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	597	14.93%	641	13.42%
\$15,000 - \$24,999	555	13.88%	590	12.36%
\$25,000 - \$34,999	459	11.48%	508	10.64%
\$35,000 - \$49,999	651	16.28%	721	15.10%
\$50,000 - \$74,999	725	18.13%	894	18.72%
Over \$75,000	1,012	25.31%	1,421	29.76%
Total	3,999	100%	4,775	100%

SMA HOUSEHOLDER INCOME (AGES 75-84) - SA

	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	419	21.44%	445	20.22%
\$15,000 - \$24,999	414	21.19%	435	19.76%
\$25,000 - \$34,999	289	14.79%	317	14.40%
\$35,000 - \$49,999	326	16.68%	353	16.04%
\$50,000 - \$74,999	250	12.79%	295	13.40%
Over \$75,000	256	13.10%	356	16.17%

Total	1,954	100%	2,201	100%
SMA HOUSEHOLDER INCOME (AGES 85+) - SA				
	2016		2021	
Income Levels	Number of Households	Percent of Total	Number of Households	Percent of Total
Under \$15,000	237	31.10%	246	29.36%
\$15,000 - \$24,999	186	24.41%	195	23.27%
\$25,000 - \$34,999	117	15.35%	129	15.39%
\$35,000 - \$49,999	92	12.07%	99	11.81%
\$50,000 - \$74,999	66	8.66%	83	9.90%
Over \$75,000	64	8.40%	86	10.26%
Total	762	100%	838	100%

SMA - INCOME QUALIFICATION RATIO - SENIOR APARTMENT

			2016	2021
55+ Households with income	\$25,000 to \$75,000		5,215	5,547
	\$75,000+	+	2860	3622
Total			8075	9169
Number of Total Senior Householders		÷	11,758	12,862
Income Qualified Demand Ratio			68.68%	71.29%

SMA - INCOME QUALIFICATION RATIO - SENIOR APARTMENT RENTAL ASSISTANCE

			2016	2021
55+ Households with income	\$0 - \$25,000		3,128	3,693
Number of Total Senior Householders		÷	11,758	12,862
Income Qualified Demand Ratio			26.60%	28.71%

SMA - AGE, ACUITY & INCOME QUALIFIED DEMAND - SENIOR APARTMENTS

Year		2016	2021
Age and Acuity Qualified Demand		14,277	14,668
Percent with Qualifying Income	×	68.68%	71.29%
Age, Acuity & Income Qualified Demand		9,805	10,456

SMA - AGE & INCOME QUALIFIED DEMAND - SENIOR APARTMENTS RENTAL ASSISTANCE

Year		2016	2021
Age and Acuity Qualified Demand		14,277	14,668
Percent with Qualifying Income	×	26.60%	28.71%
Age, Acuity & Income Qualified Demand		3,798	4,211

SMA TENURE BY AGE OF HOUSEHOLDER

	2016	
Total Households	22,203	
Owner Occupied	15,081	
Householder 55 to 64 Years	3,920	
Householder 65 to 74 Years	3,373	
Householder 75 to 84 Years	1,585	
Householder 85 and over	526	
Total Owner Households 55+	9,404	
Renter Occupied	7,122	
Householder 55 to 64 Years	1,123	
Householder 65 to 74 Years	626	
Householder 75 to 84 Years	369	
Householder 85 and over	236	
Total Renter Households 55+	2,354	11,758
Renter to Total Households 55	20.02%	

SMA - MARKET RATE SENIOR APARTMENTS - MARKET SHARE

Year		2016	2021
Age, Income, & Acuity Qualified Demand		9,805	10,456
Percent of Renter Households, 55+	×	<u>20.02%</u>	<u>20.02%</u>
Total Senior Apartment Demand		1963	2093

SMA - RENTAL ASSISTANCE SENIOR APARTMENTS - MARKET SHARE

Year		2016	2021
Age & Income Qualified Demand		3,798	4,211
Percent of Renter Households, 55+	×	<u>20.02%</u>	<u>20.02%</u>
Total Senior Apartment Demand		760	843

SMA - NET DEMAND - MARKET RATE SENIOR APARTMENTS

Year		2016	2021
Gross Demand		1963	2093
Capture Rate	×	<u>20.0%</u>	<u>20.0%</u>
Total Demand After Capture Rate		393	419
Less: Supply	—	<u>18</u>	<u>18</u>
Net Senior Apartment Demand		375	401

SMA - NET DEMAND - RENTAL ASSISTANCE SENIOR APARTMENTS

Year		2016	2021
Gross Demand		760	843
Capture Rate	×	<u>40.0%</u>	<u>40.0%</u>
Total Demand After Capture Rate		304	337

Less: Supply	—	257	257
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Net Senior Apartment Demand		47	80
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TOTALS		422	481
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