

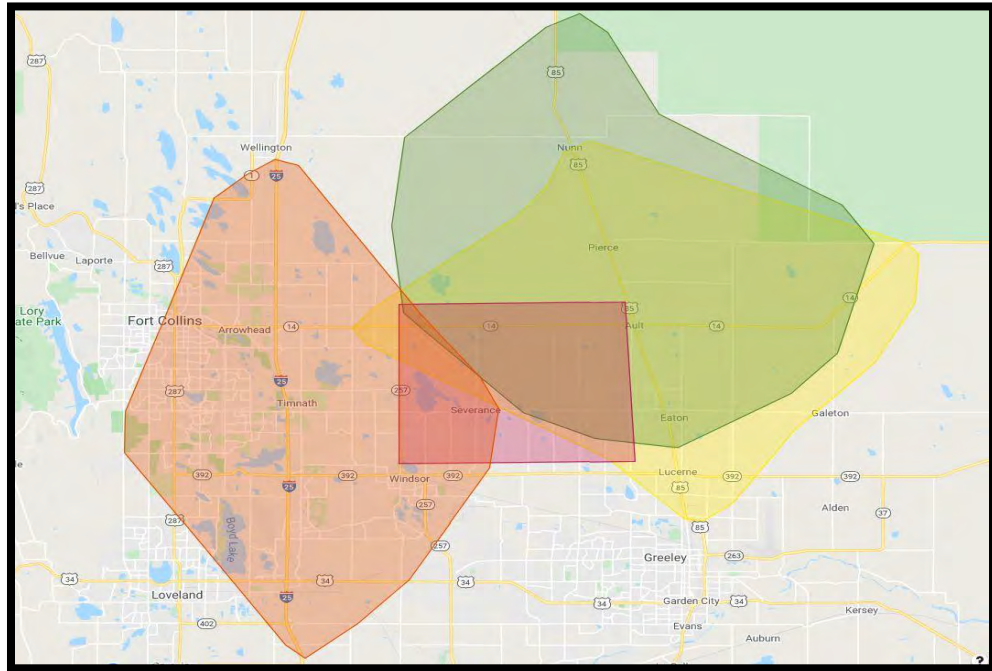
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# HIGHEST AND BEST USE MARKET ANALYSIS FOR THE THORNTON NORTHERN PROPERTIES STEWARDSHIP PLAN

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WELD COUNTY AND LARIMER COUNTY, COLORADO

PREPARED FOR:  
CITY OF THORNTON



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Economic & Market Research / Land & Development Planning  
Landscape Architecture / Community Planning & Design  
Golf Feasibility Analysis

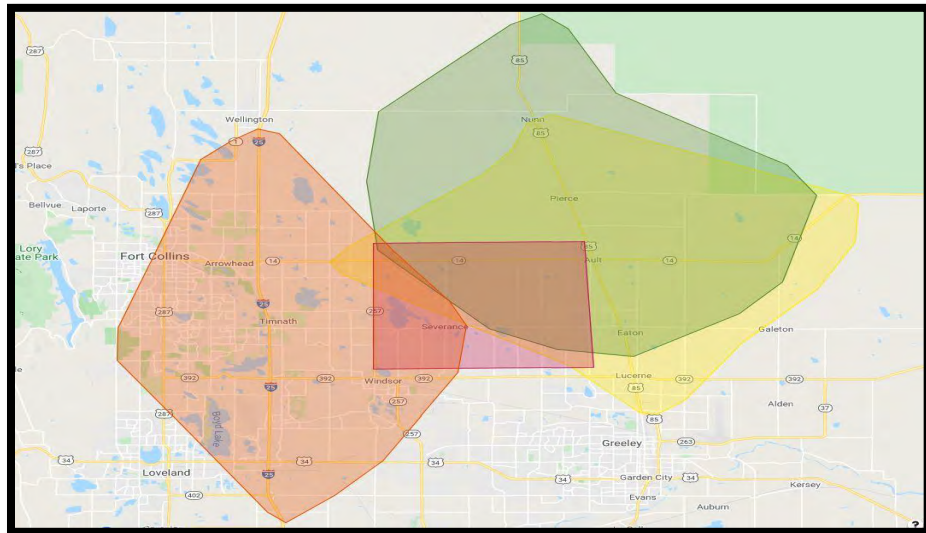
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# HIGHEST AND BEST USE MARKET ANALYSIS FOR THE THORNTON NORTHERN PROPERTIES STEWARDSHIP PLAN

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PREPARED FOR:  
CITY OF THORNTON

MARCH 16, 2022

PREPARED BY:



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Economic & Market Research / Land & Development Planning  
Landscape Architecture / Community Planning & Design  
Golf Feasibility Analysis

# TABLE OF CONTENTS

---

Executive Summary .....	<b>2</b>
I. Introduction .....	<b>8</b>
II. Area Description .....	<b>10</b>
III. Denver Nine County Area Economic Base Analysis .....	<b>16</b>
A. Historical Employment Growth Trends .....	16
B. Employment By Industry .....	20
C. Projected Employment Growth .....	23
D. Income Levels .....	25
E. Population and Household Growth Trends .....	29
F. Denver MSA Housing Trends .....	31
G. Residential Construction Trends .....	33
H. Population and Household Growth Projections .....	39
IV. Two County Economic Base Analysis .....	<b>43</b>
A. Historical Employment Growth .....	43
B. Projected Employment Growth .....	46
C. Two-County Largest Employers .....	48
D. Larimer & Weld County Income Levels .....	49
E. Historical Population and Household Growth Trends .....	51
F. Residential Construction Trends .....	54
G. Population and Household Projections .....	60
V. Commercial Markets – Nine Counties and Two Counties (Larimer and Weld) .....	<b>64</b>
A. Office Market Characteristics .....	64
B. Office Employment Growth by Industry .....	67
C. Projected Office Demand in the Two County Market Area .....	69
D. Larimer/Weld Counties Area Industrial/Flex/R&D Market Characteristics .....	71
E. New Employment and Flex/R&D Space Demand .....	74
F. Projected Industrial/Flex/R&D Demand in North Central Colorado .....	76
G. Retail Market .....	78
H. Retail Market Characteristics .....	80
I. Retail Potentials in the Nine County Area as well as the Two County Area .....	83
J. Historical Occupancy Rates and Hotel Inventory for the Two County (Larimer/Weld Counties) Market Area .....	85
K. Historical Occupancy Rates and Hotel Inventory for the North Central Colorado (Larimer/Weld Counties) Market Area .....	87
L. Hotel Demand in the Two County Market Area .....	89
VI. Residential Market Analysis .....	<b>91</b>
VI. Residential Market Analysis - Primary Trade Area 1 .....	<b>96</b>
A. Projected Residential Demand by Unit Type .....	96
B. Residential Purchasing Capacity, Rental Capacity and Demand by Price Range ...	<b>102</b>

# TABLE OF CONTENTS

C. Home Sales in the Primary Trade Area 1 .....	103
D. Single Family Detached and Attached Inventory in the Primary Trade Area 1. ....	105
VI. Residential Market Analysis - Primary Trade Area 2 .....	<b>122</b>
A. Projected Residential Demand by Unit Type .....	122
B. Residential Purchasing Capacity, Rental Capacity and Demand by Price Range ...	128
C. Home Sales in the Primary Trade Area 2 Market Area. ....	129
D. Single Family Detached and Attached Inventory in the Primary Trade Area 2 Market Area. ....	131
VI. Residential Market Analysis - Primary Trade Area 3 .....	<b>141</b>
A. Projected Residential Demand by Unit Type .....	141
B. Residential Purchasing Capacity, Rental Capacity and Demand by Price Range ...	146
C. Home Sales in the Primary Trade Area 3 Market Area. ....	147
D. Comparable Existing Rental Apartment Projects in the Primary Trade Area 3 Market Area. ....	149
V. Residential Market Analysis - Primary Trade Area 4 .....	<b>153</b>
A. Projected Residential Demand by Unit Type .....	153
B. Residential Purchasing Capacity, Rental Capacity and Demand by Price Range ...	158
C. Home Sales in the Primary Trade Area 4 Market Area. ....	159
D. Single Family Detached Inventory in the Trade Area 4 – Primary Trade Area 4 Market Area. ....	161
VII. Office Market Analysis – Primary Trade Area 1 .....	<b>166</b>
A. Office Market Characteristics .....	166
B. Office Employment Growth by Industry.....	172
C. Projected Office Demand in the Two County and The Primary Trade Area 1 Market Area	174
VII. Office Market Analysis - Primary Trade Area 2 .....	<b>176</b>
A. Office Market Characteristics .....	176
B. Office Employment Growth by Industry.....	180
C. Projected Office Demand in the Two County and The Primary Trade Area 2 Market Area	181
VII. Office Market Analysis - Primary Trade Area 3 .....	<b>183</b>
A. Office Market Characteristics .....	183
B. Office Employment Growth by Industry.....	186
C. Projected Office Demand in the Two County Market Area.....	187
VII. Office Market Analysis - Primary Trade Area 4 .....	<b>189</b>
A. Office Market Characteristics .....	189
B. Office Employment Growth by Industry.....	192
C. Projected Office Demand in the Two County Market Area.....	193
VIII. Industrial Characteristics.....	<b>195</b>

# TABLE OF CONTENTS

---

A.	Larimer/Weld Counties Area Industrial/Flex/R&D Market Characteristics .....	195
B.	New Employment and Flex/R&D Space Demand.....	198
C.	Projected Industrial/Flex/R&D Demand in North Central Colorado .....	200
VIII.	Industrial Market Analysis - Primary Trade Area 1 .....	<b>202</b>
A.	Primary Trade Area 1 Market Characteristics .....	202
B.	Projected Industrial/Flex/R&D Demand in Primary Trade Area 1 .....	204
VIII.	Industrial Market Analysis - Primary Trade Area 2 .....	<b>206</b>
A.	Primary Trade Area 2 Market Characteristics .....	206
B.	Projected Industrial/Flex/R&D Demand in Primary Trade Area 2 .....	208
VIII.	Industrial Market Analysis - Primary Trade Area 3 .....	<b>210</b>
A.	Primary Trade Area 3 Market Characteristics .....	210
B.	Projected Industrial/Flex/R&D Demand in Primary Trade Area 3 .....	212
VIII.	Industrial Market Analysis - Primary Trade Area 4 .....	<b>214</b>
A.	Primary Trade Area 4 Market Characteristics .....	214
B.	Projected Industrial/Flex/R&D Demand in Primary Trade Area 4 .....	216
IX.	Retail Market Analysis - Primary Trade Area 1 .....	<b>219</b>
A.	Retail Market Characteristics - Primary Trade Area 1 .....	219
B.	Retail Potentials in the Nine County Area as well as the Two County Area, and The Primary Trade Area 1 Market.....	222
IX.	Retail Market Analysis - Primary Trade Area 2 .....	<b>225</b>
A.	Retail Market Characteristics - Primary Trade Area 2 .....	225
B.	Retail Potentials in the Nine County Area as well as the Two County Area, and The Primary Trade Area 2 Market.....	228
IX.	Retail Market Analysis – Primary Trade Area 3 .....	<b>231</b>
A.	Retail Market Characteristics - Primary Trade Area 3 .....	231
B.	Retail Potentials in the Nine County Area as well as the Two County Area, and The Trade Area 3 – Primary Trade Area 3 Market .....	234
IX.	Retail Market Analysis – Primary Trade Area 4 .....	<b>237</b>
A.	Retail Market Characteristics - Primary Trade Area 4 .....	237
B.	Retail Potentials in the Nine County Area as well as the Two County Area, and The Primary Trade Area 4 Market.....	240
X.	Hotel Market Analysis – Primary Trade Area 1 .....	<b>244</b>
A.	Hotel Market Characteristics and Inventory in the Primary Trade Area 1 .....	244
X.	Hotel Market Analysis – Primary Trade Area 2 .....	<b>250</b>
A.	Hotel Characteristics Inventory in the Primary Trade Area 2 .....	250
B.	Hotel Demand in the Primary Trade Area 2 .....	254
X.	Hotel Market Analysis – Primary Trade Area 3 .....	<b>257</b>
A.	Hotel Characteristics Inventory in the Primary Trade Area 3 .....	257

# TABLE OF CONTENTS

---

- B. Hotel Demand in the Primary Trade Area 3 ..... 260
- X. Hotel Market Analysis – Primary Trade Area 4 ..... 263
  - A. Upcoming Hotel projects in the Primary Trade Area 4 ..... 263
  - B. Hotel Demand in The Primary Trade Area 4 ..... 265
- XI. Summary of Land Use Potentials ..... 268
- End of Report ..... 289

# TABLE OF FIGURES

---

FIGURE 1- PRIMARY TRADE AREA 1, PRIMARY TRADE AREA 2, PRIMARY TRADE AREA 3, AND PRIMARY TRADE AREA 4 .....	94
FIGURE 2- TRADE AREA 1 – PRIMARY TRADE AREA 1 .....	99
FIGURE 3- ACTIVE DETACHED SINGLE-FAMILY INVENTORY.....	109
FIGURE 4- ACTIVE ATTACHED SINGLE-FAMILY INVENTORY.....	112
FIGURE 5- COMPARABLE EXISTING RENTAL APARTMENT PROJECTS .....	114
FIGURE 6- UPCOMING RENTAL APARTMENT INVENTORY IN THE PRIMARY TRADE AREA 1 .....	116
FIGURE 7- UPCOMING DETACHED SINGLE-FAMILY INVENTORY.....	118
FIGURE 8- UPCOMING ATTACHED SINGLE-FAMILY INVENTORY .....	120
FIGURE 9- TRADE AREA 2 – PRIMARY TRADE AREA 2 .....	125
FIGURE 10- ACTIVE DETACHED SINGLE-FAMILY INVENTORY .....	134
FIGURE 11- ACTIVE DETACHED SINGLE-FAMILY INVENTORY .....	137
FIGURE 12- COMPARABLE EXISTING RENTAL APARTMENT PROJECTS.....	139
FIGURE 13- TRADE AREA 3 - PRIMARY TRADE AREA 3 MARKET .....	144
FIGURE 14- COMPARABLE EXISTING RENTAL APARTMENT PROJECTS.....	151
FIGURE 15- TRADE AREA 4 - PRIMARY TRADE AREA 4 MARKET .....	156
FIGURE 16- ACTIVE DETACHED SINGLE-FAMILY INVENTORY .....	164
FIGURE 17- TRADE AREA 1 – PRIMARY TRADE AREA 1 OFFICE COMPETITIVE MARKET AREA.....	171
FIGURE 18- TRADE AREA 2 - PRIMARY TRADE AREA 2 OFFICE COMPETITIVE MARKET AREA.....	179
FIGURE 19- TRADE AREA 3 - PRIMARY TRADE AREA 3 OFFICE COMPETITIVE MARKET AREA.....	185
FIGURE 20- TRADE AREA 4 - PRIMARY TRADE AREA 4 COMPETITIVE MARKET AREA.....	191
FIGURE 21- TRADE AREA 1 – PRIMARY TRADE AREA 1 COMPETITIVE HOTEL INVENTORY .....	247
FIGURE 22- TRADE AREA 2 – PRIMARY TRADE AREA 2 COMPETITIVE HOTEL INVENTORY .....	253
FIGURE 23- TRADE AREA 3 – PRIMARY TRADE AREA 3 COMPETITIVE HOTEL INVENTORY .....	259
FIGURE 24- TRADE AREA 3 – PRIMARY TRADE AREA 3 UPCOMING COMPETITIVE HOTEL INVENTORY .....	264

## Executive Summary

Executive Summary

The following market analysis has estimated the land use potentials for the approximate 19,000-acres of land that has been acquired by the City of Thornton, known as the Thornton Northern Properties Stewardship Plan.

The analysis was prepared to assist Thornton in anticipating development pressures on the holding and better anticipate the amount of land that should be anticipated to urbanize or transition from agricultural uses residential, commercial, and industrial uses. The analysis undertakes a comprehensive review of employment, population, household, permit data, and other economic trends; demand estimates for various land use types; inventory of active communities; and estimates for absorption of various land use types in four specific trade areas and six selected properties.

The properties are located in four major sub-markets identified as Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4. The sub-market areas were **analyzed for residential office, industrial, retail, and hotel uses. Based on THK’s extensive analysis,** the following is a summary of the land use potential for each sub-market.

Residential Housing Unit Demand Market Summary				
	Historical	Projected 2021	Annual Average through 2031	Notes
Two County	6,265	5,588	6,204	
Primary Trade Area 1	2,492	2,374	2,808	PTA 1 as a percentage of the Two County Market in 2021 (42.48%) and (45.26%) (Average Annual Unit Demand) through 2031
Primary Trade Area 2	252	247	310	PTA 2 as a percentage of the Two County Market in 2021 (4.42%) and (5.0%) (Average Annual Unit Demand) through 2031
Primary Trade Area 3	154	140	159	PTA 3 as a percentage of the Two County Market in 2021 (2.51%) and (2.56%) (Average Annual Unit Demand) through 2031
Primary Trade Area 4	644	537	893	PTA 4 as a percentage of the Two County Market in 2021 (9.61%) and (14.28%) (Average Annual Unit Demand) through 2031

\*Historical housing unit demand based on total number of permits issued

\*Projected total housing unit demand is estimated on the average historical building permits issued over 5 years

\*Two-County market includes Weld and Larimer. The PTAs percentage is calculated by dividing the the total housing unit demand in the various PTAs by the Two-County Housing demand in year 2021 and the average annual demand through 2031

**Source: THK Associates, Inc.**

# EXECUTIVE SUMMARY

## Office Market Summary

	Historical			Projected 2021	Annual Average through 2031	Notes on RBA Delivered Sq.Ft (Only)
	RBA Delivered Sq.FT	Net Absorption	# of Bldgs			
Two County	262,448	312,160	1,513	266,000	319,473	
Primary Trade Area 1	132,605	162,172	141	148,960	178,895	PTA 1 as a percentage of the Two County Market in 2021 (56%) and (56%) (Average Annual Unit Demand) through 2031
Primary Trade Area 2	2,268	2,236	23	2,261	2,715	PTA 2 as a percentage of the Two County Market in 2021 (0.85%) and (0.85%) (Average Annual Unit Demand) through 2031
Primary Trade Area 3	2,268	2,236	23	2,261	2,715	PTA 3 as a percentage of the Two County Market in 2021 (0.85%) and (0.85%) (Average Annual Unit Demand) through 2031
Primary Trade Area 4	1,338	1,338	4	1,330	1,597	PTA 4 as a percentage of the Two County Market in 2021 (0.5%) and (0.5%) (Average Annual Unit Demand) through 2031

\*RBA- Rentable Building Area

Source: THK Associates, Inc.

# EXECUTIVE SUMMARY

## Industrial Market Summary

	Historical			Projected 2021	Annual Average through 2031	Notes on RBA Delivered Sq.Ft (Only)
	RBA Delivered Sq.Ft	Net Absorption	# of Bldgs			
<b>Two County</b>	262,448	312,160	1,513	266,000	319,473	
<b>Primary Trade Area 1</b>	242,128	201,772	26	198,652	249,635	PTA 1 as a percentage of the Two County Market in 2021 (74.68%) and (78.14%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 2</b>	6,565	6,565	2	6,291	7,368	PTA 2 as a percentage of the Two County Market in 2021 (2.37%) and (2.31%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 3</b>	327	328	2	331	388	PTA 3 as a percentage of the Two County Market in 2021 (0.12%) and (0.12%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 4</b>	655	654	2	700	820	PTA 4 as a percentage of the Two County Market in 2021 (0.26%) and (0.26%) (Average Annual Unit Demand) through 2031

\*RBA- Rentable Building Area

Source: THK Associates, Inc.

# EXECUTIVE SUMMARY

## Retail Market Summary

	Historical			Projected 2021 Annual Average through 2031		Notes on RBA Delivered Sq.Ft (Only)
	RBA Delivered Sq.FT	Net Absorption	# of Bldgs			
<b>Two County</b>	428,628	405,584	2,715	465,600	490,640	
<b>Primary Trade Area 1</b>	230,879	237,716	130	242,112	255,133	PTA 1 as a percentage of the Two County Market in 2021 (52%) and (52%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 2</b>	2,968	2,968	4	2,968	3,128	PTA 2 as a percentage of the Two County Market in 2021 (0.64%) and (0.64%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 3</b>	2,966	2,961	4	3,003	3,165	PTA 3 as a percentage of the Two County Market in 2021 (0.65%) and (0.65%) (Average Annual Unit Demand) through 2031
<b>Primary Trade Area 4</b>	850	845	2	838	883	PTA 4 as a percentage of the Two County Market in 2021 (0.18%) and (0.18%) (Average Annual Unit Demand) through 2031

\*RBA- Rentable Building Area

Source: THK Associates, Inc.

# EXECUTIVE SUMMARY

## Hotel Market Summary

	Historical				Projected 2022 Room Demand	Annual Average Demand through 2031	Notes on RBA Delivered Sq.Ft (Only)
	RBA Sq.FT	# of Rooms	Normal Annual	Hotel Rooms			
			Occupied Rooms in 2021 (70%)	Delivered in the last 3 years			
					Rooms per Employee Growth is 1.039 (2021 - 2025) (3.9% industry demand) with a growth rate of 1.8% after 2025		
Two County	3,564,647	10,296	7,207	1,020	318	363	Demand is Projected of off Employment (NOT) Occupancy
Primary Trade Area 1	2,824,132	4,338	3,037	768	145	165	PTA 1 as a percentage of the Two County Market in 2021 (45.45%) and (45.59%) (Average Annual Unit Demand) through 2031
Primary Trade Area 2	31,074	63	44	0	4	5	PTA 2 as a percentage of the Two County Market in 2021 (1.37%) and (1.25%) (Average Annual Unit Demand) through 2031
Primary Trade Area 3	22,644	45	32	0	4	5	PTA 3 as a percentage of the Two County Market in 2021 (1.37%) and (1.25%) (Average Annual Unit Demand) through 2031
Primary Trade Area 4	16,250	40	28	0	9	10	PTA 4 as a percentage of the Two County Market in 2021 (2.75%) and (2.83%) (Average Annual Unit Demand) through 2031

\*RBA- Rentable Building Area

Source: THK Associates, Inc.

## I. INTRODUCTION

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## I. Introduction

The City of Thornton has acquired approximately 19,000 acres of land in Weld and Larimer Counties, Colorado. Portions of the land will be used for municipal water development and other portions will be preserved for agricultural uses and development.

The 19,000 acres are located in four general areas: Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4. The municipalities included with the Thornton lands are Windsor, Severance, Ault, Pierce, and Eaton.

In order to assess the potentials for development opportunities and stimulate growth in the areas to replace agricultural activities, THK Associates, Inc. has prepared a comprehensive highest and best use market analysis on the northern properties. The study has included:

- Engagement local municipalities and stakeholders.
- Review of applicable comprehensive plans.
- Inspection of the subject properties and surrounding environs.
- Determined the portions of the subject properties that are reasonably developable over the next 5, 10, and 20 years based on existing and proposed roads and the location and capacity of existing and proposed utilities.
- Prepared an economic base analysis of the northern Colorado region and the environs (multiple environs) surrounding the approximate 19,000-acre subject properties in terms of employment, population, household, building permit activity and other economic indicators and projected growth over the next 5, 10, and 20 years.
- Estimated the demand for all types of residential (single family, ownership attached, and rental), industrial, office, retail/commercial, hospitality, and related uses in the applicable Competitive Market Areas for the approximate 19,000-acre subject properties.
- Inventoried competitive residential communities, business parks, retail/commercial, and related development.
- Estimated the demand for the various uses on the applicable portions of the approximate 19,000-acre subject properties and prepare land use models for the next 5-, 10-, and 20-year periods.

## II. AREA DESCRIPTION

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## II. Area Description

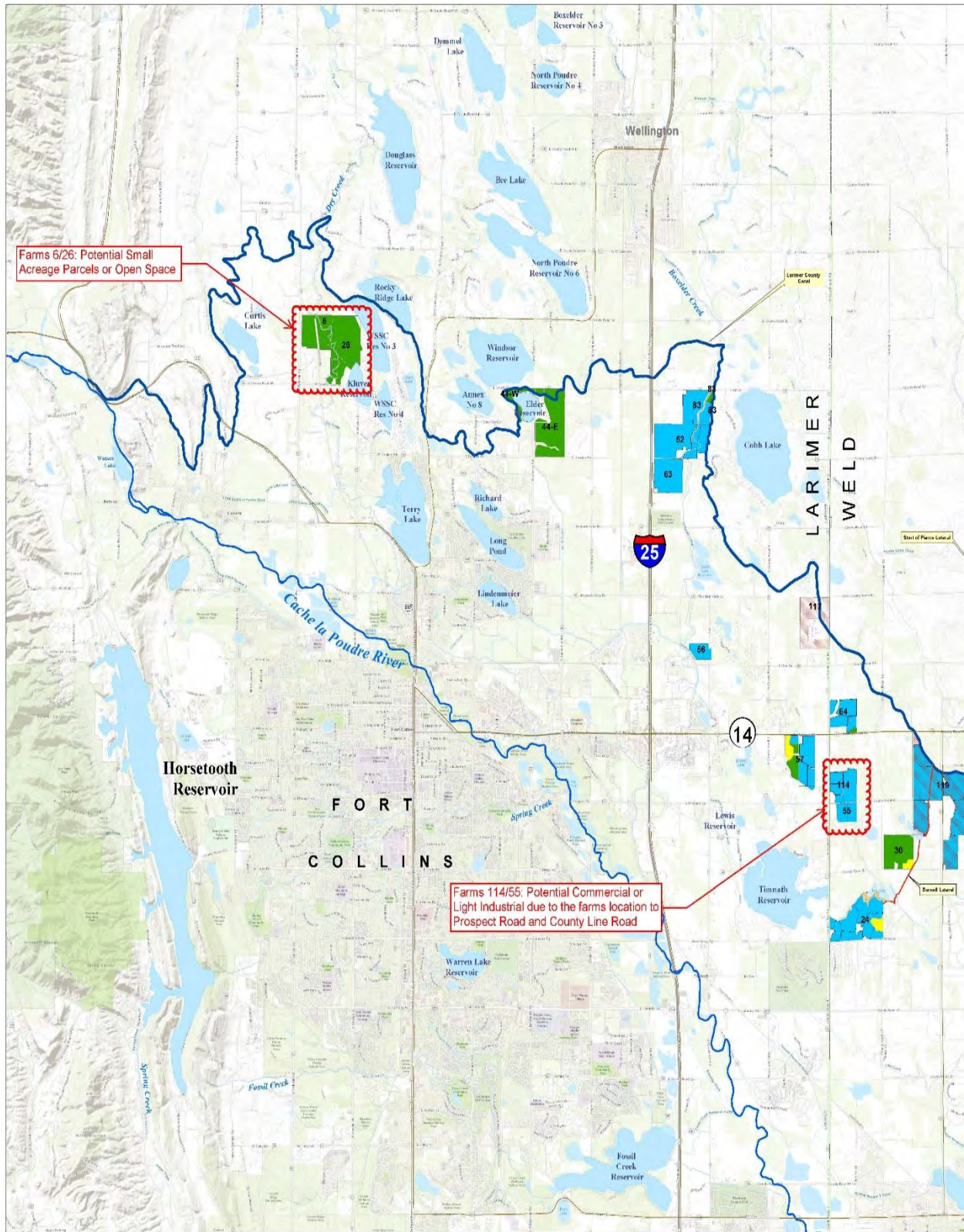
Generally, that Thornton Northern Properties Stewardship Plan properties are agricultural, farming, or ranching land and are generally level in topography. Development pressures are rapidly approaching the properties from Fort Collins and Windsor. The subject 19,000 acres of properties are generally located in the Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4 **areas in Northern Colorado. Each area has its' strengths and weaknesses.** Other communities in the region are Fort Collins, Windsor, Loveland, Greeley, and Johnstown.

The Primary Trade Area 1 area located generally west of Interstate 25. Primary Trade Area 1 is experiencing increased growth pressures as Fort Collins, Loveland and Windsor are becoming increasingly expensive for residential housing. Primary Trade Area 1 is also attracting non-residential uses such as office, light industrial, retail/commercial and hotels.

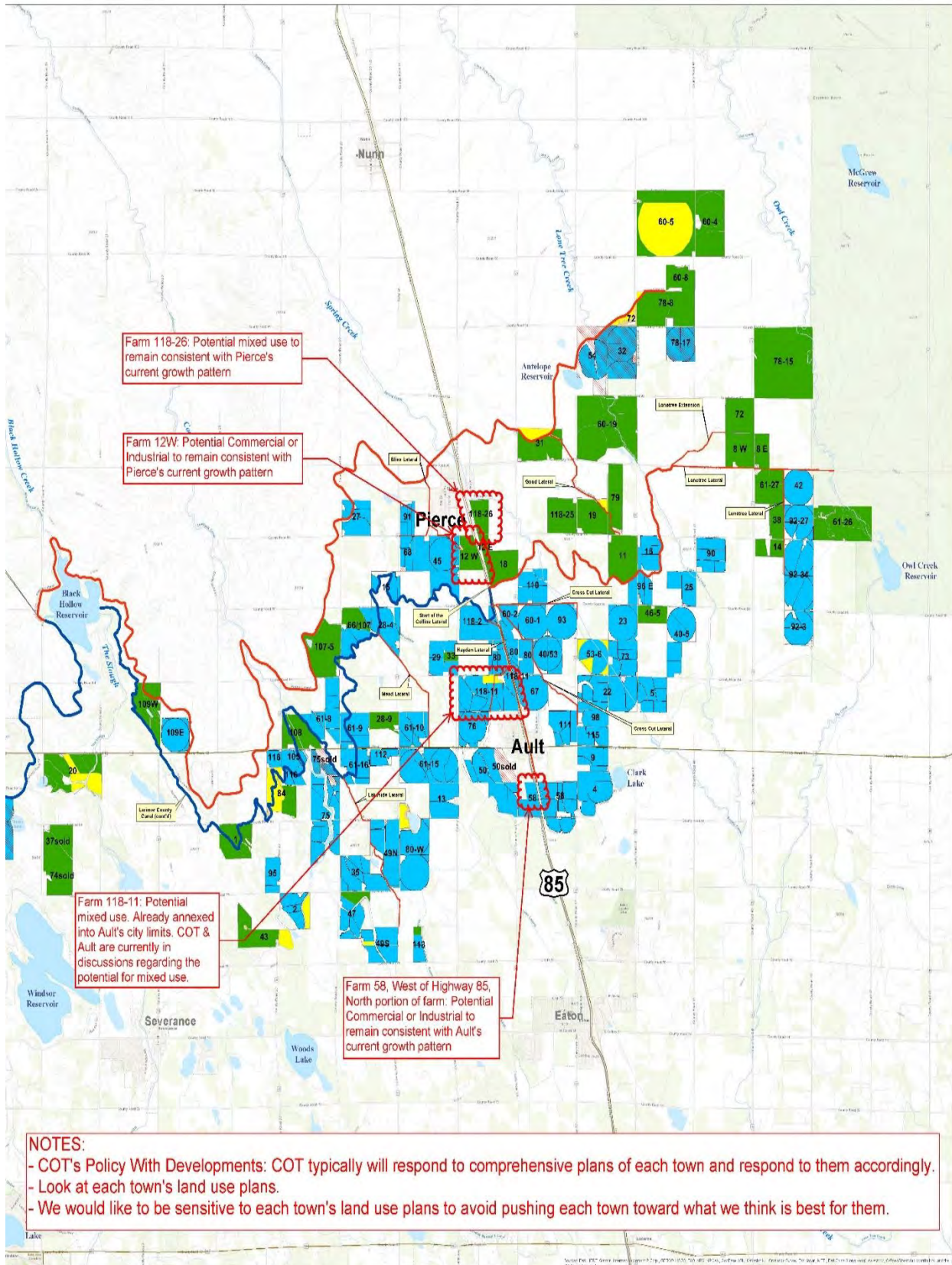
Primary Trade Area 4 is also beginning to see increased development pressures for the reasons mentioned above. Residential developers are actively speculating land and planning new communities. There are some industrial uses in Primary Trade Area 4. Overtime as Primary Trade Area 4 increases with population and household growth, retail/commercial and other uses will follow.

The Primary Trade Area 2 and Primary Trade Area 3 communities are more remote at this time. There is some limited residential activity beginning to occur in Primary Trade Area 2 and Primary Trade Area 3. It will be some years before there is significant non-residential activity in Primary Trade Area 2 and Primary Trade Area 3.

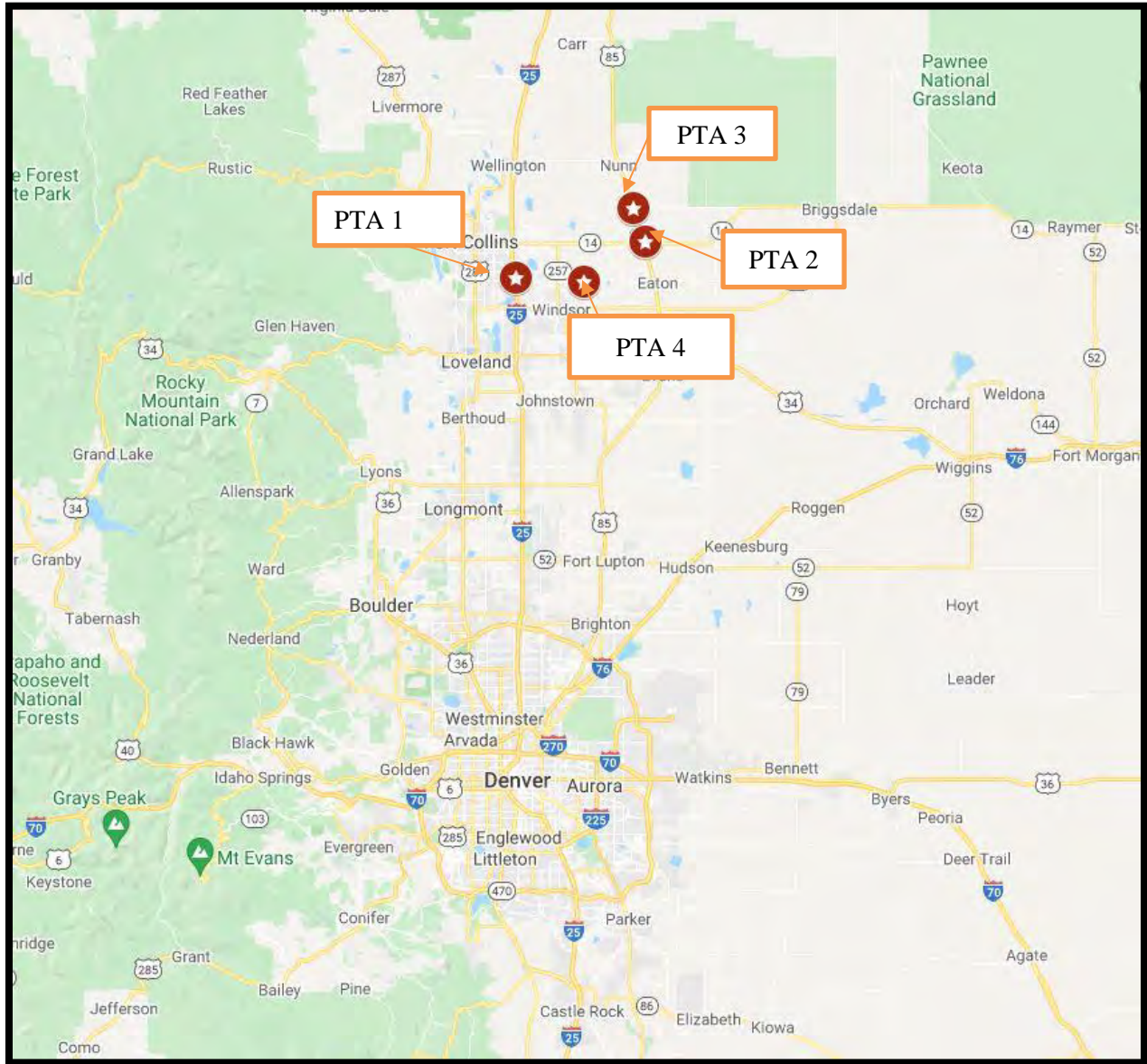
Property Overview Map (West)



## Property Overview Map (East)

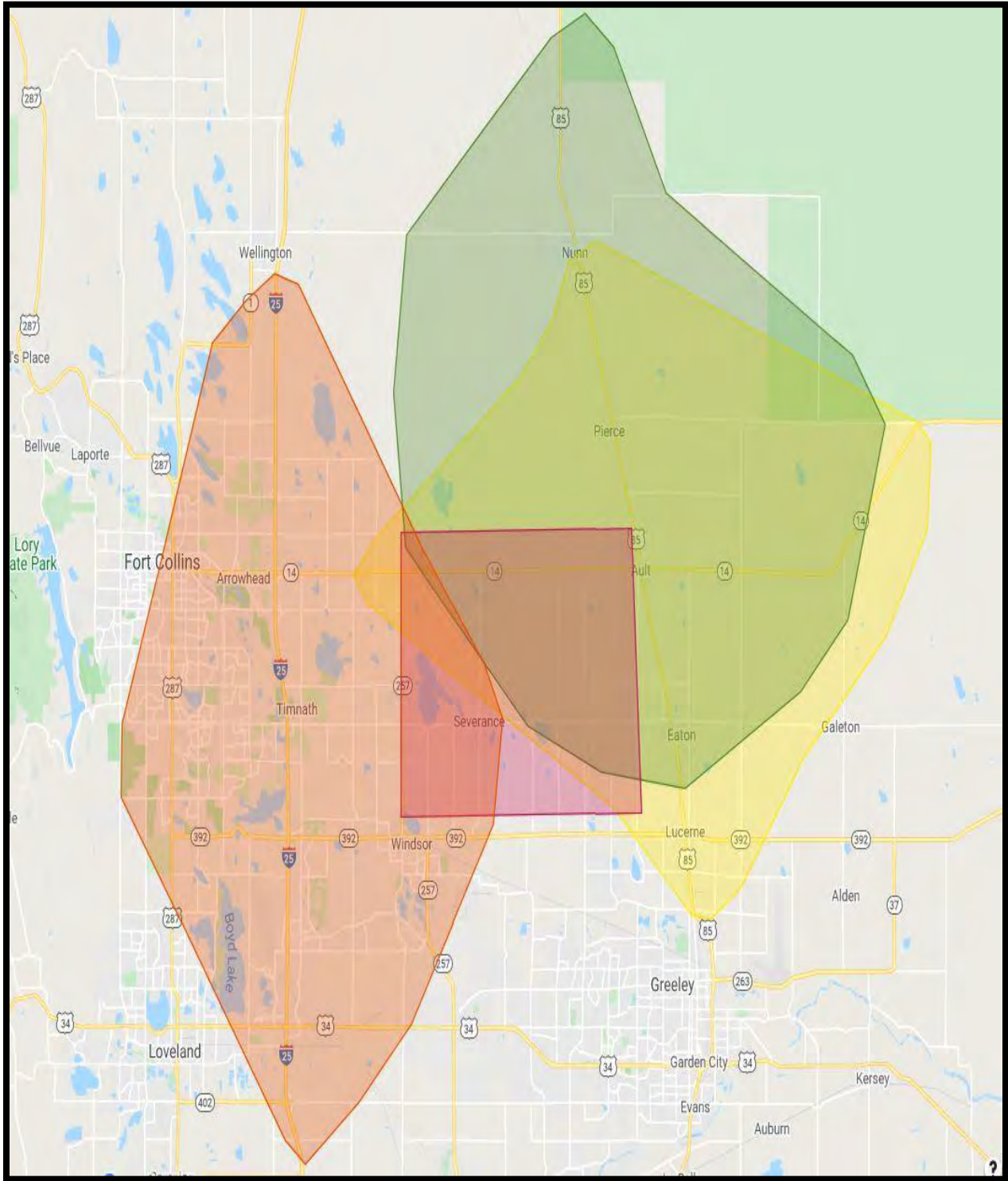


Denver Metropolitan Area Regional Location



Trade Area Designations

# AREA DESCRIPTION



### III. DENVER NINE COUNTY AREA ECONOMIC BASE ANALYSIS

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# NINE COUNTY ECONOMIC BASE ANALYSIS

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## III. Denver Nine County Area Economic Base Analysis

### A. HISTORICAL EMPLOYMENT GROWTH TRENDS

Employment trends are prime indicators of the economic growth of an area. Increases in employment generate growth for most sectors of the local economy and dictate the rate at which **it will expand. This section of the report analyzes the area's various historical employment figures** and projects their course over the next decade. Table III-1 shows historical employment growth by year for the Nine County market area, defined as: Adams, Arapahoe, Boulder, Broomfield, Denver, **Douglas, Jefferson, Larimer, and Weld counties (also referred to herein as the "Denver MSA")**. The following figure illustrates this Nine County market area.

Table III-1 shows historical employment growth for the Denver MSA. The market area's total employment has grown from 1,133,958 in 1980 to 2,868,257 in 2021, for an average annual increase of 42,300 jobs, or a growth rate of 2.3%. Over the last decade, the market area added 66,504 jobs per year, for an average annual growth rate of 2.7%. Since 2012, employment levels have exceeded the pre-recession high mark in 2008. In 2008, the market area had a total employment base of 2,212,771 workers. In 2009 and 2010, the counties combined lost 60,877 employees. However, this trend was short lived, and in 2011 employment grew by 51,322 employees. Since 2016, the market area has added 54,552 jobs per year on average.

Employment for 2020 and 2021 has been lowered to reflect projected effects of the current Coronavirus pandemic, which is likely to affect employment growth in the short term. However, as illustrated in this economic base analysis, THK analyzes projections over a ten-year period, which over the full ten years should be minimally impacted.

# NINE COUNTY ECONOMIC BASE ANALYSIS

Denver Nine County MSA Map



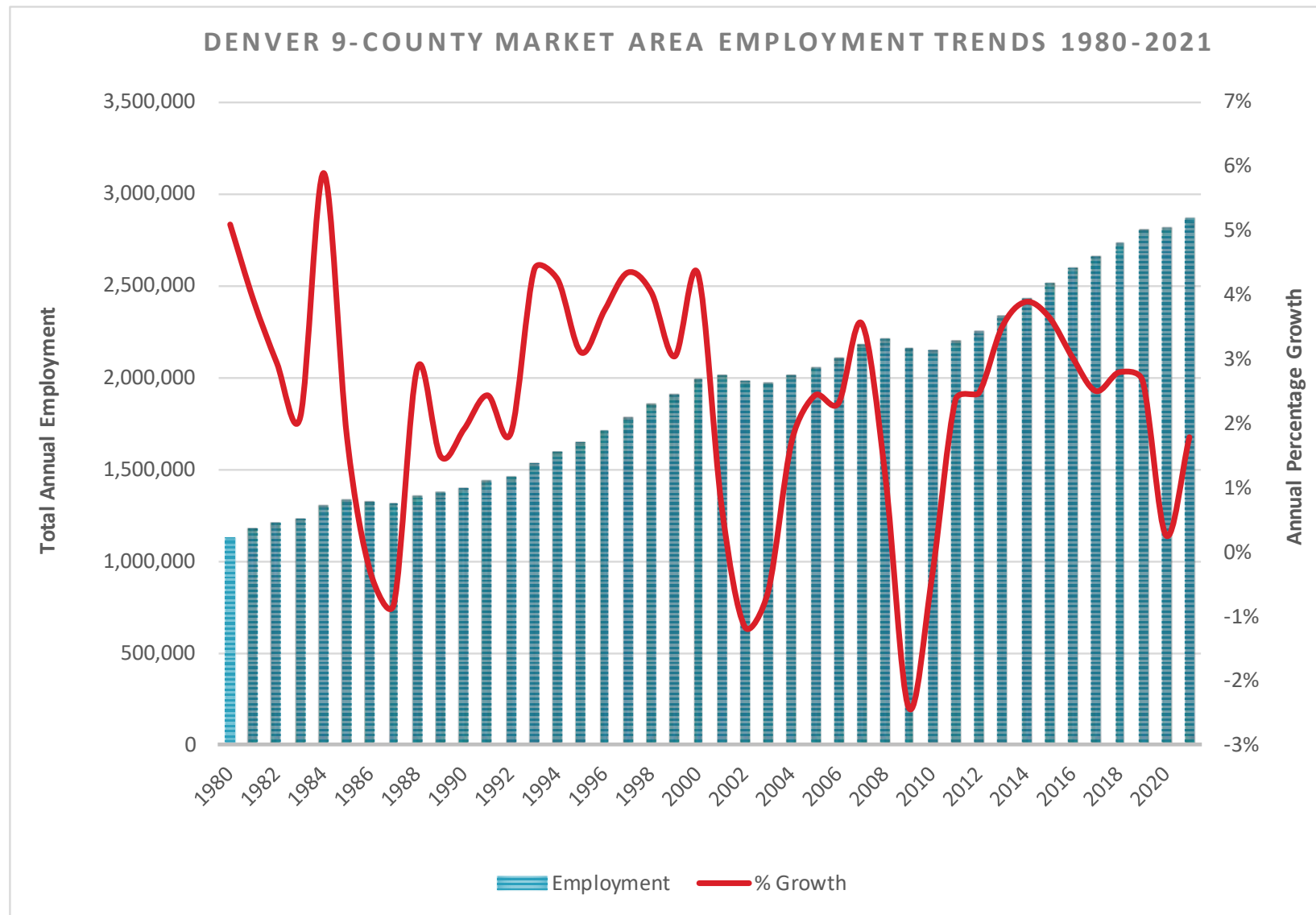
# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-1: Denver 9-County Market Area Employment Trends, 1980-2021

Year	Total Employment	Annual Change	
		Numerical	Percent
1980	1,133,958	44,559	5.1%
1981	1,178,589	44,631	3.9%
1982	1,213,452	34,863	3.0%
1983	1,239,223	25,771	2.1%
1984	1,312,562	73,339	5.9%
1985	1,335,956	23,394	1.8%
1986	1,331,923	-4,033	-0.3%
1987	1,321,469	-10,454	-0.8%
1988	1,359,610	38,141	2.9%
1989	1,380,083	20,473	1.5%
1990	1,406,787	26,704	1.9%
1991	1,441,392	34,605	2.5%
1992	1,468,399	27,007	1.9%
1993	1,533,288	64,889	4.4%
1994	1,598,606	65,318	4.3%
1995	1,648,573	49,967	3.1%
1996	1,710,915	62,342	3.8%
1997	1,785,694	74,779	4.4%
1998	1,858,247	72,553	4.1%
1999	1,915,209	56,962	3.1%
2000	1,998,407	83,198	4.3%
2001	2,013,382	14,975	0.7%
2002	1,990,289	-23,093	-1.1%
2003	1,978,647	-11,642	-0.6%
2004	2,013,138	34,491	1.7%
2005	2,062,675	49,537	2.5%
2006	2,110,866	48,191	2.3%
2007	2,186,364	75,498	3.6%
2008	2,212,771	26,407	1.2%
2009	2,159,657	-53,114	-2.4%
2010	2,151,894	-7,763	-0.4%
2011	2,203,216	51,322	2.4%
2012	2,258,171	54,955	2.5%
<b>2013</b>	<b>2,337,846</b>	<b>79,675</b>	<b>3.5%</b>
2014	2,429,320	91,474	3.9%
2015	2,518,653	89,333	3.7%
2016	2,595,496	76,843	3.1%
2017	2,661,068	65,572	2.5%
2018	2,736,049	74,981	2.8%
2019	2,809,510	73,461	2.7%
2020	2,817,324	7,814	0.3%
2021	2,868,257	50,933	1.8%
Annual Change			
1980-2021		42,300	2.3%
2011-2021		66,504	2.7%
2016-2021		54,552	2.0%
2018-2021		44,069	1.6%

Source: Bureau of Economic Analysis, and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS



# NINE COUNTY ECONOMIC BASE ANALYSIS

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## B. EMPLOYMENT BY INDUSTRY

First adopted in 1997, the Standard Industrial Classification (SIC) index was replaced in 2001 by the North American Industry Classification System (NAICS). The new system allows the government an improved method of tracking economic statistics by focusing on emerging economic activities which can better reflect the changing economy.

Since the institution of NAICS in 2001, the Denver 9-County Area has experienced growth in almost every employment sector, which is illustrated by Table III-2 on the following page. The majority of jobs are found in Government and Government Enterprises; Professional and Technical Services; and Health Care and Social Assistance. In the past three years, the Government and Government Enterprises sector has gained 2,982 jobs annually, the Professional and Technical Services sector has gained 8,181 jobs annually, and the Health Care and Social Assistance sector has grown by 2,711 jobs per year. The size of these aforementioned industries is visually represented on the Denver 9-County Area Employment Breakdown Chart.

# NINE COUNTY ECONOMIC BASE ANALYSIS

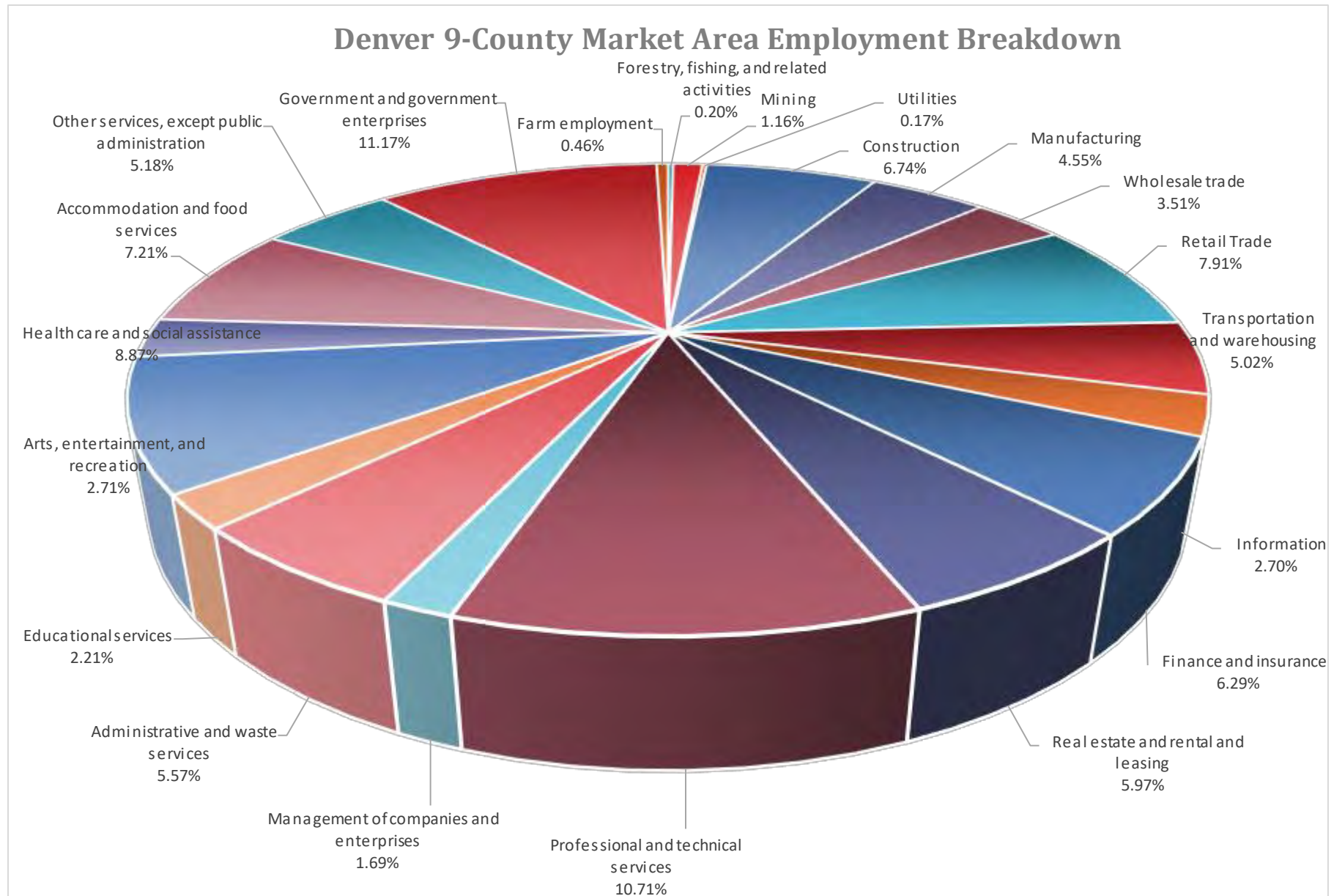
Table III-2: Denver 9-County Market Employment by Industry 1970-2021

Industry	1970	1980	1985	1990	1995	2000
Total Non-Farm (By Place of Work)	674,495	1,120,076	1,323,115	1,393,464	1,637,436	1,985,195
Agricultural Services, Forestry, & Fisheries	2,591	7,627	10,933	11,098	15,369	22,165
Mining, Oil & Gas	8,330	23,777	35,303	21,457	17,510	14,721
Construction	39,780	69,009	83,266	62,276	95,068	143,569
Manufacturing	95,614	146,802	155,260	151,529	153,529	160,462
Transportation & Utilities	40,866	62,499	74,804	84,065	100,520	125,229
Wholesale Trade	42,023	65,718	71,142	74,383	85,988	97,631
Retail Trade	111,465	183,395	215,428	226,314	281,762	324,162
Finance, Insurance, Real Estate	66,169	116,020	139,387	132,643	150,157	209,373
Services	135,080	260,861	347,882	425,901	525,291	656,386
Government	132,577	184,368	189,710	203,798	212,242	231,497
Farm	13,877	13,882	12,841	13,323	11,137	13,212
<b>Total Employment</b>	<b>688,372</b>	<b>1,133,958</b>	<b>1,335,956</b>	<b>1,406,787</b>	<b>1,648,573</b>	<b>1,998,407</b>

Industry	Sector Code														Average Annual Change		
		2005	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	10	5	3
Total Non-Farm (By Place of Work)		2,049,916	2,138,999	2,190,625	2,245,856	2,325,282	2,416,698	2,505,995	2,582,492	2,646,946	2,722,589	2,796,076	2,804,162	2,855,150	66,452	54,532	44,187
Forestry, fishing, and related activities	11	3,007	3,817	3,733	3,963	4,178	4,491	4,331	4,484	4,934	5,063	5,482	5,593	5,798	206	263	245
Mining	21	15,473	29,518	28,641	37,623	41,224	43,672	44,284	42,744	39,367	35,626	34,660	33,576	33,144	450	-1,920	-827
Utilities	22	4,650	4,609	4,564	4,543	4,485	4,821	5,020	5,289	4,895	4,947	5,015	4,898	4,858	29	-86	-30
Construction	23	152,383	119,633	118,087	123,211	135,552	149,345	155,116	165,234	172,460	181,266	186,887	188,658	193,313	7,523	5,616	4,016
Manufacturing	31-33	119,655	105,502	109,603	112,197	115,102	117,641	122,822	125,673	126,646	128,644	131,298	129,944	130,559	2,096	977	638
Wholesale trade	42	84,525	82,864	84,606	86,327	88,740	95,468	99,374	96,119	97,771	99,325	101,401	100,248	100,579	1,597	892	418
Retail Trade	44-45	208,751	198,798	203,884	206,445	211,144	216,953	223,576	226,158	229,553	230,692	230,706	227,158	226,979	2,310	164	-1,238
Transportation and warehousing	48-49	61,737	58,795	60,650	63,431	66,969	72,133	81,590	90,454	103,793	114,030	124,730	132,981	144,027	8,338	10,715	9,999
Information	51	70,893	68,134	69,230	66,614	67,488	68,692	68,998	70,916	71,820	75,745	77,488	76,937	77,515	829	1,320	590
Finance and insurance	52	125,158	146,316	155,892	154,942	157,676	153,493	157,286	164,567	166,397	174,128	177,425	177,543	180,307	2,441	3,148	2,060
Real estate and rental and leasing	53	111,599	121,918	125,679	125,313	130,555	137,178	143,598	148,920	154,759	158,735	165,263	166,994	171,242	4,556	4,464	4,169
Professional and technical services	54	190,610	213,541	217,600	224,335	235,481	245,021	255,986	262,792	272,745	282,749	295,766	299,286	307,291	8,969	8,900	8,181
Management of companies and enterprises	55	24,640	29,083	30,040	32,007	34,829	36,127	37,456	39,940	40,852	44,115	45,578	46,660	48,478	1,844	1,708	1,454
Administrative and waste services	56	129,177	133,276	136,444	143,672	146,252	151,027	151,875	154,687	155,372	157,677	160,721	159,074	159,784	2,334	1,019	702
Educational services	61	38,052	45,689	46,153	48,029	50,384	54,240	56,542	57,842	59,600	60,393	61,582	61,954	63,261	1,711	1,084	956
Health care and social assistance	62	164,990	195,958	201,742	207,983	210,429	218,827	230,415	238,625	240,604	246,371	250,342	250,568	254,505	5,276	3,176	2,711
Arts, entertainment, and recreation	71	45,762	51,451	52,610	54,618	55,555	58,847	58,974	62,644	67,149	69,846	73,609	75,099	77,752	2,514	3,022	2,635
Accommodation and food services	2000-2010	139,834	146,802	153,183	157,867	164,391	173,229	181,236	188,724	195,112	198,996	202,493	203,113	206,749	5,357	3,605	2,584
Other services, except public administration	81	111,690	113,974	118,678	119,279	122,027	128,007	133,447	134,718	135,663	142,696	146,306	146,328	148,519	2,984	2,760	1,941
Government and government enterprises	90	247,330	269,321	269,606	273,457	282,821	287,486	294,069	301,962	307,454	311,545	319,324	317,549	320,490	5,088	3,706	2,982
Farm employment	--	12,759	12,895	12,591	12,315	12,564	12,622	12,658	13,004	14,122	13,460	13,434	13,162	13,107	52	21	-118
<b>Total Employment</b>		<b>2,062,675</b>	<b>2,151,894</b>	<b>2,203,216</b>	<b>2,258,171</b>	<b>2,337,846</b>	<b>2,429,320</b>	<b>2,518,653</b>	<b>2,595,496</b>	<b>2,661,068</b>	<b>2,736,049</b>	<b>2,809,510</b>	<b>2,817,324</b>	<b>2,868,257</b>	<b>66,504</b>	<b>54,552</b>	<b>44,069</b>

Source: Bureau of Economic Analysis and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS



# NINE COUNTY ECONOMIC BASE ANALYSIS

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## C. PROJECTED EMPLOYMENT GROWTH

The Denver 9-County Area is projected to add, on average, approximately 67,654 jobs per year for the next ten years, for an average annual growth rate of 2.1%. This growth will likely be fueled by the Transportation and Warehousing; Professional and Technical Services; and Construction sectors. These sectors are expected to add 10,806 jobs, 8,573 jobs, and 7,574 jobs, respectively, per year on average over the next decade. This is demonstrated on Table III-3, shown on the following page.

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-3: Denver 9-County Employment Projections 2021-2031

Industry	Annual Rate of Change	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Average Annual Change
Total Non Farm (By Place of Work)	2.1%	2,855,150	2,917,011	2,980,123	3,044,498	3,110,150	3,177,090	3,245,329	3,314,876	3,385,741	3,457,932	3,531,455	67,630
Forestry, fishing, and related activities	5.3%	5,798	6,119	6,455	6,806	7,171	7,553	7,950	8,363	8,793	9,240	9,704	391
Mining	0.3%	33,144	33,300	33,448	33,587	33,716	33,835	33,945	34,045	34,135	34,216	34,286	114
Utilities	0.1%	4,858	4,864	4,869	4,874	4,879	4,883	4,887	4,891	4,894	4,897	4,900	4
Construction	3.4%	193,313	200,130	207,114	214,265	221,585	229,074	236,731	244,557	252,553	260,717	269,049	7,574
Manufacturing	0.9%	130,559	131,759	132,957	134,154	135,348	136,540	137,729	138,916	140,099	141,279	142,456	1,190
Wholesale trade	1.0%	100,579	101,679	102,780	103,880	104,981	106,081	107,180	108,279	109,377	110,473	111,568	1,099
Retail Trade	0.1%	226,979	227,177	227,372	227,566	227,758	227,948	228,136	228,322	228,506	228,688	228,869	189
Transportation and warehousing	5.8%	144,027	152,727	161,856	171,430	181,461	191,966	202,958	214,451	226,461	239,001	252,084	10,806
Information	1.3%	77,515	78,572	79,633	80,697	81,763	82,832	83,903	84,976	86,051	87,127	88,204	1,069
Finance and insurance	1.7%	180,307	183,478	186,671	189,886	193,121	196,376	199,650	202,942	206,250	209,576	212,916	3,261
Real estate and rental and leasing	3.2%	171,242	177,063	183,019	189,110	195,338	201,701	208,200	214,835	221,606	228,511	235,550	6,431
Professional and technical services	2.5%	307,291	315,323	323,479	331,758	340,158	348,679	357,317	366,073	374,944	383,927	393,021	8,573
Management of companies and enterprises	4.5%	48,478	50,776	53,158	55,626	58,180	60,824	63,557	66,382	69,299	72,311	75,417	2,694
Administrative and waste services	0.7%	159,784	161,031	162,275	163,515	164,752	165,984	167,212	168,436	169,655	170,868	172,077	1,229
Educational services	2.1%	63,261	64,633	66,021	67,423	68,839	70,270	71,714	73,173	74,644	76,128	77,624	1,436
Health care and social assistance	1.5%	254,505	258,466	262,446	266,445	270,462	274,496	278,545	282,609	286,687	290,776	294,877	4,037
Arts, entertainment, and recreation	4.6%	77,752	81,468	85,322	89,316	93,452	97,733	102,161	106,739	111,469	116,354	121,394	4,364
Accommodation and food services	2.1%	206,749	211,317	215,938	220,609	225,331	230,102	234,921	239,787	244,699	249,655	254,654	4,790
Other services, except public administration	2.3%	148,519	152,030	155,586	159,187	162,832	166,521	170,252	174,025	177,838	181,692	185,584	3,706
Government and government enterprises	1.4%	320,490	325,098	329,724	334,366	339,023	343,694	348,379	353,074	357,781	362,496	367,219	4,673
Farm employment	0.2%	13,107	13,132	13,156	13,181	13,205	13,229	13,253	13,276	13,299	13,322	13,345	24
Total employment	2.1%	2,868,257	2,930,143	2,993,279	3,057,679	3,123,355	3,190,319	3,258,581	3,328,152	3,399,041	3,471,254	3,544,800	
Job growth/(losses)		50,933	61,886	63,136	64,400	65,676	66,964	68,262	69,571	70,888	72,214	73,546	67,654
Job growth rate		1.8%	2.2%	2.2%	2.2%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%

Source: BEA, BLS, and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS

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## D. INCOME LEVELS

The Denver 9-County market area continues to see rising incomes as shown in Table III-4. Only in 2009 and 2010 did several of the counties see decreases in per capita income which followed the national trend at the onset of the Great Recession. From 2010 to 2021, the 9-County area has seen a year over year increase in income which is projected to continue over the next several years.

The Case Shiller S&P Index Values Table shows the value of single-family detached homes in the Denver Metro area over the 2010 to 2021 time period. The Denver area experienced largely declining values from 2008 to 2011, reaching a ten-year low in 2011 with a monthly average of \$285,315. However, through June 2021, the average home value is \$633,190, which is a 122% increase since 2011. Both tables illustrate a significant recovery in wealth for the Denver MSA and surrounding areas which positively impact both residential and commercial real estate moving forward.

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-4: Per Capita Personal Income by County for the Denver 9-County Area, 1990-2021

Year	Adams County		Arapahoe County		Boulder County		Broomfield County		Denver County		Douglas County		Jefferson County		Larimer County		Weld County		United States	
	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change	Income	Annual Change
1990	\$16,330	--	\$24,379	--	\$22,416	--	--	--	\$23,320	--	\$25,072	--	\$21,661	--	\$17,978	--	\$15,533	--	\$19,621	--
1991	\$16,796	2.9%	\$24,876	2.0%	\$23,149	3.3%	--	--	\$23,438	0.5%	\$30,328	21.0%	\$22,760	5.1%	\$18,583	3.4%	\$16,077	3.5%	\$20,030	2.1%
1992	\$17,674	5.2%	\$25,840	3.9%	\$24,790	7.1%	--	--	\$24,376	4.0%	\$32,436	7.0%	\$23,623	3.8%	\$19,581	5.4%	\$16,988	5.7%	\$21,090	5.3%
1993	\$18,522	4.8%	\$26,998	4.5%	\$25,987	4.8%	--	--	\$25,277	3.7%	\$35,653	9.9%	\$24,781	4.9%	\$20,606	5.2%	\$18,168	6.9%	\$21,733	3.0%
1994	\$19,377	4.6%	\$28,637	6.1%	\$27,401	5.4%	--	--	\$26,430	4.6%	\$37,723	5.8%	\$25,474	2.8%	\$21,442	4.1%	\$18,787	3.4%	\$22,575	3.9%
1995	\$20,154	4.0%	\$30,209	5.5%	\$29,080	6.1%	--	--	\$28,277	7.0%	\$39,511	4.7%	\$27,051	6.2%	\$22,754	6.1%	\$19,323	2.9%	\$23,607	4.6%
1996	\$20,910	3.8%	\$32,314	7.0%	\$30,835	6.0%	--	--	\$29,666	4.9%	\$39,551	0.1%	\$28,585	5.7%	\$24,327	6.9%	\$20,547	6.3%	\$24,771	4.9%
1997	\$22,347	6.9%	\$33,388	3.3%	\$32,791	6.3%	--	--	\$31,002	4.5%	\$39,282	-0.7%	\$30,751	7.6%	\$25,754	5.9%	\$21,467	4.5%	\$25,993	4.9%
1998	\$23,811	6.6%	\$36,261	8.6%	\$35,192	7.3%	--	--	\$34,097	10.0%	\$39,853	1.5%	\$33,830	10.0%	\$27,099	5.2%	\$23,155	7.9%	\$27,557	6.0%
1999	\$25,270	6.1%	\$38,739	6.8%	\$37,436	6.4%	--	--	\$35,915	5.3%	\$41,387	3.8%	\$35,172	4.0%	\$28,273	4.3%	\$24,333	5.1%	\$28,675	4.1%
2000	\$27,118	7.3%	\$42,831	10.6%	\$41,817	11.7%	--	--	\$39,489	10.0%	\$44,194	6.8%	\$38,710	10.1%	\$31,041	9.8%	\$25,552	5.0%	\$30,657	6.9%
2001	\$27,864	2.8%	\$41,679	-2.7%	\$42,333	1.2%	--	--	\$40,041	1.4%	\$42,852	-3.0%	\$41,783	7.9%	\$32,229	3.8%	\$26,116	2.2%	\$31,589	3.0%
2002	\$27,982	0.4%	\$41,180	-1.2%	\$41,489	-2.0%	\$41,621	--	\$40,220	0.4%	\$38,955	-9.1%	\$40,929	-2.0%	\$31,997	-0.7%	\$24,871	-4.8%	\$31,832	0.8%
2003	\$28,307	1.2%	\$41,502	0.8%	\$42,260	1.9%	\$41,593	-0.1%	\$40,892	1.7%	\$37,614	-3.4%	\$41,040	0.3%	\$31,878	-0.4%	\$25,200	1.3%	\$32,681	2.7%
2004	\$28,551	0.9%	\$40,776	-1.7%	\$43,232	2.3%	\$43,741	5.2%	\$42,033	2.8%	\$41,266	9.7%	\$42,632	3.9%	\$32,759	2.8%	\$26,905	6.8%	\$34,251	4.8%
2005	\$28,932	1.3%	\$41,791	2.5%	\$46,245	7.0%	\$47,412	8.4%	\$46,511	10.7%	\$46,527	12.7%	\$43,338	1.7%	\$34,106	4.1%	\$28,569	6.2%	\$35,849	4.7%
2006	\$29,751	2.8%	\$44,957	7.6%	\$49,090	6.2%	\$53,431	12.7%	\$50,786	9.2%	\$51,151	9.9%	\$44,926	3.7%	\$35,926	5.3%	\$29,898	4.7%	\$38,114	6.3%
2007	\$30,849	3.7%	\$46,420	3.3%	\$50,834	3.6%	\$57,868	8.3%	\$52,270	2.9%	\$54,897	7.3%	\$46,169	2.8%	\$37,874	5.4%	\$32,016	7.1%	\$39,844	4.5%
2008	\$31,761	3.0%	\$43,602	-6.1%	\$52,114	2.5%	\$62,872	8.6%	\$54,509	4.3%	\$56,270	2.5%	\$46,753	1.3%	\$38,191	0.8%	\$33,762	5.5%	\$40,904	2.7%
2009	\$30,815	-3.0%	\$39,767	-8.8%	\$46,942	-9.9%	\$57,309	-8.8%	\$47,126	-13.5%	\$55,031	-2.2%	\$44,500	-4.8%	\$36,870	-3.5%	\$32,573	-3.5%	\$39,284	-4.0%
2010	\$30,754	-0.2%	\$40,980	3.1%	\$50,465	7.5%	\$54,157	-5.5%	\$49,040	4.1%	\$53,727	-2.4%	\$45,302	1.8%	\$37,455	1.6%	\$33,092	1.6%	\$40,547	3.2%
2011	\$32,392	5.3%	\$46,782	14.2%	\$52,309	3.7%	\$56,309	4.0%	\$54,236	10.6%	\$56,700	5.5%	\$47,361	4.5%	\$39,105	4.4%	\$35,055	5.9%	\$42,739	5.4%
2012	\$33,917	4.7%	\$48,429	3.5%	\$54,984	5.1%	\$58,467	3.8%	\$57,896	6.7%	\$60,614	6.9%	\$49,331	4.2%	\$40,922	4.6%	\$37,088	5.8%	\$44,605	4.4%
2013	\$34,811	2.6%	\$49,668	2.6%	\$56,706	3.1%	\$55,036	-5.9%	\$61,732	6.6%	\$62,501	3.1%	\$51,347	4.1%	\$42,550	4.0%	\$38,793	4.6%	\$44,860	0.6%
2014	\$36,809	5.7%	\$53,215	7.1%	\$60,575	6.8%	\$57,640	4.7%	\$68,076	10.3%	\$66,067	5.7%	\$54,588	6.3%	\$45,152	6.1%	\$42,283	9.0%	\$47,071	4.9%
2015	\$38,452	4.5%	\$54,455	2.3%	\$64,287	6.1%	\$58,798	2.0%	\$67,037	-1.5%	\$67,678	2.4%	\$56,959	4.3%	\$47,007	4.1%	\$43,925	3.9%	\$49,019	4.1%
2016	\$39,565	2.9%	\$55,207	1.4%	\$65,363	1.7%	\$60,556	3.0%	\$64,209	-4.2%	\$68,823	1.7%	\$57,921	1.7%	\$48,422	3.0%	\$43,745	-0.4%	\$50,015	2.0%
2017	\$41,321	4.4%	\$57,116	3.5%	\$69,968	7.0%	\$63,349	4.6%	\$74,573	16.1%	\$70,383	2.3%	\$60,265	4.0%	\$51,748	6.9%	\$44,479	1.7%	\$52,118	4.2%
2018	\$43,544	5.4%	\$61,906	8.4%	\$73,518	5.1%	\$68,038	7.4%	\$79,023	6.0%	\$75,255	6.9%	\$63,319	5.1%	\$54,207	4.8%	\$48,035	8.0%	\$54,606	4.8%
2019	\$45,481	4.4%	\$64,477	4.2%	\$76,527	4.1%	\$70,996	4.3%	\$81,405	3.0%	\$78,455	4.3%	\$66,017	4.3%	\$55,884	3.1%	\$50,198	4.5%	\$56,490	3.5%
2020 Estimate	\$47,084	3.5%	\$66,655	3.4%	\$79,723	4.2%	\$73,911	4.1%	\$86,314	6.0%	\$80,515	2.6%	\$67,950	2.9%	\$58,515	4.7%	\$51,127	1.9%	\$58,310	3.2%
2021 Estimate	\$49,158	4.4%	\$70,149	5.2%	\$83,604	4.9%	\$77,677	5.1%	\$92,418	7.1%	\$84,123	4.5%	\$70,838	4.2%	\$61,052	4.3%	\$53,662	5.0%	\$60,596	3.9%
1990-2021	\$1,059	3.6%	\$1,476	3.5%	\$1,974	4.3%	--	--	\$2,229	4.5%	\$1,905	4.0%	\$1,586	3.9%	\$1,389	4.0%	\$1,230	4.1%	\$1,322	3.7%
2011-2021	\$1,677	4.3%	\$2,337	4.1%	\$3,129	4.8%	\$2,137	3.3%	\$3,818	5.5%	\$2,742	4.0%	\$2,348	4.1%	\$2,195	4.6%	\$1,861	4.3%	\$1,786	3.6%
2016-2021	\$1,919	4.4%	\$2,988	4.9%	\$3,648	5.0%	\$3,424	5.1%	\$5,642	7.6%	\$3,060	4.1%	\$2,583	4.1%	\$2,526	4.7%	\$1,983	4.2%	\$2,116	3.9%

Source: U.S. Dept. of Commerce, Bureau of Economic Analysis, & THK Associates, Inc.

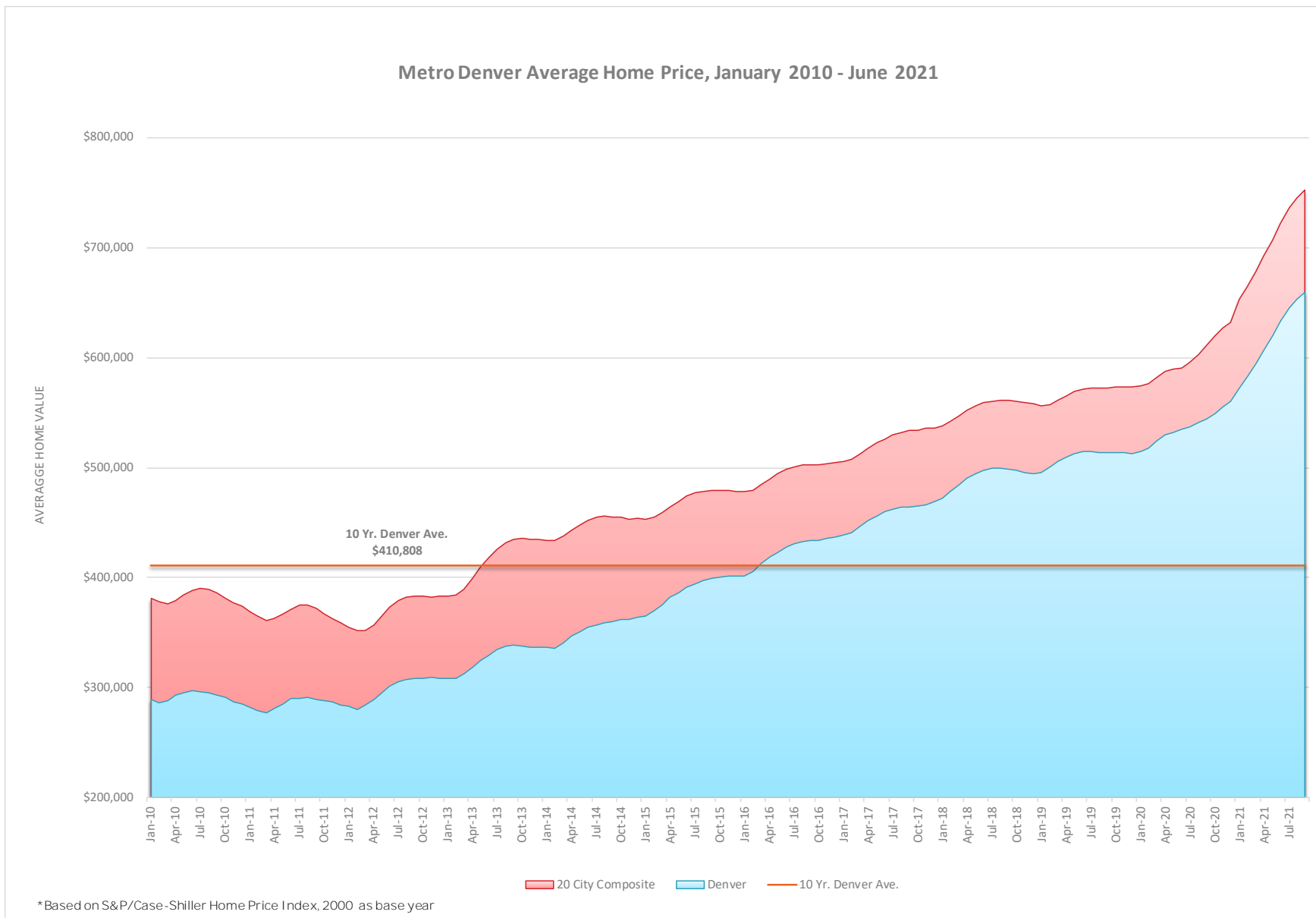
# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-5: Case Shiller S&P Index Values for Single Family Home Sales in Denver, 2010-2021

	Price	Average SFD		Price	Average SFD		Price	Average SFD
<b>2010</b>			<b>2014</b>			<b>2018</b>		
January	125.6	\$288,850	January	146.2	\$336,291	January	205.3	\$472,157
February	124.5	\$286,446	February	146.1	\$336,094	February	207.8	\$478,038
March	125.3	\$288,206	March	148.2	\$340,902	March	210.8	\$484,805
April	127.5	\$293,256	April	150.6	\$346,370	April	213.3	\$490,685
May	128.2	\$294,953	May	152.6	\$350,948	May	215.1	\$494,741
June	129.2	\$297,155	June	154.4	\$355,103	June	216.4	\$497,707
July	128.7	\$296,051	July	155.4	\$357,326	July	217.1	\$499,302
August	128.6	\$295,713	August	156.1	\$359,139	August	217.1	\$499,238
September	127.3	\$292,855	September	156.4	\$359,759	September	216.8	\$498,559
October	126.6	\$291,128	October	157.2	\$361,474	October	216.1	\$497,141
November	125.0	\$287,547	November	157.3	\$361,845	November	215.5	\$495,562
December	124.1	\$285,426	December	158.2	\$363,816	December	215.1	\$494,785
<b>Average</b>	<b>126.7</b>	<b>\$291,466</b>	<b>Average</b>	<b>153.2</b>	<b>\$352,422</b>	<b>Average</b>	<b>213.9</b>	<b>\$491,893</b>
<b>2011</b>			<b>2015</b>			<b>2019</b>		
January	122.7	\$282,270	January	158.5	\$364,552	January	215.6	\$495,963
February	121.3	\$278,900	February	160.7	\$369,692	February	217.6	\$500,545
March	120.6	\$277,277	March	163.0	\$374,845	March	219.8	\$505,541
April	122.3	\$281,337	April	166.1	\$381,949	April	221.5	\$509,471
May	123.9	\$285,071	May	167.9	\$386,102	May	222.7	\$512,297
June	126.0	\$289,741	June	170.1	\$391,201	June	223.7	\$514,419
July	126.0	\$289,743	July	171.3	\$393,979	July	223.7	\$514,560
August	126.5	\$290,897	August	172.8	\$397,385	August	223.3	\$513,681
September	125.6	\$288,817	September	173.5	\$399,001	September	223.2	\$513,412
October	125.4	\$288,381	October	174.2	\$400,678	October	223.2	\$513,374
November	124.8	\$287,014	November	174.4	\$401,193	November	223.3	\$513,597
December	123.6	\$284,332	December	174.3	\$400,948	December	223.1	\$513,062
<b>Average</b>	<b>124.1</b>	<b>\$285,315</b>	<b>Average</b>	<b>168.9</b>	<b>\$388,460</b>	<b>Average</b>	<b>221.7</b>	<b>\$509,993</b>
<b>2012</b>			<b>2016</b>			<b>2020</b>		
January	122.9	\$282,720	January	174.7	\$401,844	January	223.7	\$514,619
February	121.8	\$280,160	February	176.4	\$405,688	February	225.2	\$517,861
March	123.7	\$284,410	March	179.2	\$412,184	March	228.1	\$524,577
April	125.8	\$289,356	April	181.8	\$418,152	April	230.4	\$529,814
May	128.5	\$295,512	May	183.8	\$422,782	May	231.4	\$532,331
June	131.1	\$301,443	June	185.8	\$427,291	June	232.6	\$535,015
July	132.8	\$305,410	July	187.4	\$431,043	July	233.5	\$537,000
August	133.5	\$307,002	August	188.0	\$432,446	August	235.1	\$540,774
September	134.0	\$308,216	September	188.6	\$433,844	September	236.6	\$544,221
October	134.0	\$308,260	October	188.6	\$433,880	October	238.9	\$549,407
November	134.5	\$309,343	November	189.7	\$436,214	November	241.3	\$555,057
December	134.1	\$308,530	December	189.9	\$436,665	December	243.6	\$560,265
<b>Average</b>	<b>129.7</b>	<b>\$298,363</b>	<b>Average</b>	<b>184.5</b>	<b>\$424,336</b>	<b>Average</b>	<b>233.4</b>	<b>\$536,745</b>
<b>2013</b>			<b>2017</b>			<b>2021</b>		
January	134.2	\$308,581	January	190.7	\$438,664	January	249.0	\$572,700
February	133.9	\$307,971	February	191.7	\$441,007	February	253.3	\$582,590
March	135.8	\$312,324	March	194.1	\$446,446	March	258.4	\$594,320
April	138.3	\$318,034	April	196.5	\$451,972	April	263.9	\$606,970
May	141.0	\$324,251	May	198.3	\$456,074	May	269.4	\$619,620
June	143.4	\$329,759	June	199.9	\$459,698	June	275.3	\$633,190
July	145.6	\$334,952	July	201.0	\$462,274	July	<b>280.6</b>	\$645,401
August	147.0	\$337,987	August	201.6	\$463,718	August	<b>284.2</b>	\$653,636
September	147.3	\$338,796	September	202.0	\$464,530	September	<b>286.6</b>	\$659,269
October	146.7	\$337,498	October	202.1	\$464,929	October		
November	146.4	\$336,821	November	202.8	\$466,493	November		
December	146.3	\$336,396	December	204.0	\$469,111	December		
<b>Average</b>	<b>142.2</b>	<b>\$326,947</b>	<b>Average</b>	<b>198.7</b>	<b>\$457,076</b>	<b>Average</b>	<b>269.0</b>	<b>\$618,633</b>

Source: Case Shiller Index, and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS



# NINE COUNTY ECONOMIC BASE ANALYSIS

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## E. POPULATION AND HOUSEHOLD GROWTH TRENDS

As shown in Table III-6, population in the Denver 9-County market area increased from 1,891,085 in 1980 to 4,019,869 in 2021, while households grew from 705,238 to 1,582,265 over the same time period. In the 9-County area, population has grown by an annual average of 51,922 people since 1980 and by 62,108 people per year since 2010. Household growth has trended similarly, averaging 21,391 new households per year since 1980, compared to 24,622 new households per year since 2010.

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-6: Estimates of Population and Households in the Denver MSA, 1980-2021

Year	Adams County		Arapahoe County		Boulder County		Broomfield County		Denver County		Douglas County		Jefferson County		Larimer County		Weld County		Denver 9-County Total	
	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH
1980	245,944	84,219	293,621	106,018	189,625	68,964	--	--	492,365	211,566	25,153	7,857	371,753	129,778	149,184	54,086	123,440	42,750	1,891,085	705,238
1990	257,874	93,914	391,902	155,367	208,913	82,510	25,032	8,992	467,229	210,943	60,406	20,786	437,056	166,520	186,137	70,575	131,729	47,533	2,166,278	857,140
2000	347,987	122,803	487,900	190,892	269,625	106,485	39,434	14,251	554,688	239,242	175,792	60,938	525,287	205,408	251,493	97,163	180,795	63,194	2,833,001	1,100,376
2010	441,603	153,764	572,003	224,011	294,567	119,300	55,889	21,414	600,158	263,107	285,465	102,018	534,543	218,160	299,630	120,295	252,825	89,349	3,336,683	1,311,418
2020	519,022	180,179	654,892	256,182	328,368	132,750	72,492	28,310	734,331	326,563	363,303	130,046	585,026	238,423	362,496	145,151	331,247	117,326	3,951,177	1,554,930
2021	527,474	183,058	663,815	259,643	331,954	134,176	74,402	29,111	749,298	333,696	372,169	133,241	590,329	240,550	365,333	147,656	345,095	121,134	4,019,869	1,582,265
(1980-2021):																				
Numerical	6,870	2,411	9,030	3,747	3,470	1,591	--	--	6,270	2,979	8,460	3,058	5,330	2,702	5,270	2,282	5,410	1,912	51,922	21,391
Percent	1.9%	1.9%	2.0%	2.2%	1.4%	1.6%	--	--	1.0%	1.1%	6.8%	7.1%	1.1%	1.5%	2.2%	2.5%	2.5%	2.6%	1.9%	2.0%
Percent of 9-County Total	13.2%	11.3%	17.4%	17.5%	6.7%	7.4%	--	--	12.1%	13.9%	16.3%	14.3%	10.3%	12.6%	10.1%	10.7%	10.4%	8.9%	100.0%	100.0%
(1990-2021):																				
Numerical	8,700	2,876	8,770	3,364	3,970	1,667	1,590	649	9,100	3,960	10,060	3,628	4,940	2,388	5,780	2,486	6,880	2,374	59,793	23,391
Percent	2.3%	2.2%	1.7%	1.7%	1.5%	1.6%	3.6%	3.9%	1.5%	1.5%	6.0%	6.2%	1.0%	1.2%	2.2%	2.4%	3.2%	3.1%	2.0%	2.0%
Percent of 9-County Total	14.6%	12.3%	14.7%	14.4%	6.6%	7.1%	2.7%	2.8%	15.2%	16.9%	16.8%	15.5%	8.3%	10.2%	9.7%	10.6%	11.5%	10.2%	100.0%	100.0%
(2000-2021):																				
Numerical	8,547	2,869	8,377	3,274	2,968	1,319	1,665	708	9,267	4,498	9,351	3,443	3,097	1,673	5,421	2,404	7,824	2,759	56,518	22,947
Percent	2.0%	1.9%	1.5%	1.5%	1.0%	1.1%	3.1%	3.5%	1.4%	1.6%	3.6%	3.8%	0.6%	0.8%	1.8%	2.0%	3.1%	3.1%	1.7%	1.7%
Percent of 9-County Total	15.1%	12.5%	14.8%	14.3%	5.3%	5.7%	2.9%	3.1%	16.4%	19.6%	16.5%	15.0%	5.5%	7.3%	9.6%	10.5%	13.8%	12.0%	100.0%	100.0%
(2010-2021)																				
Numerical	7,806	2,663	8,347	3,239	3,399	1,352	1,683	700	13,558	6,417	7,882	2,838	5,071	2,035	5,973	2,487	8,388	2,890	62,108	24,622
Percent	1.6%	1.6%	1.4%	1.4%	1.1%	1.1%	2.6%	2.8%	2.0%	2.2%	2.4%	2.5%	0.9%	0.9%	1.8%	1.9%	2.9%	2.8%	1.7%	1.7%
Percent of 9-County Total	12.6%	10.8%	13.4%	13.2%	5.5%	5.5%	2.7%	2.8%	21.8%	26.1%	12.7%	11.5%	8.2%	8.3%	9.6%	10.1%	13.5%	11.7%	100.0%	100.0%

Source: Bureau of Census and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS

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## F. DENVER MSA HOUSING TRENDS

Table III-7 on the following page compares data among the 2000 and 2010 U.S. Census regarding total housing units in the Denver 9-County market area. The Table also includes an estimate for the housing stock in 2021. The total housing units are separated into total occupied housing units and of those housing units which are occupied by renters. There is also a breakdown based on unit type.

Total housing units in the Nine County market area increased from 1,145,879 to 1,655,175 during the 2000-to-2021-time frame, while simultaneously owner-occupied units dropped from 67% to 64% over that same time period. About 69% of the housing market in the Nine County area was made up of single-family residences in 2000, 28% of housing was multifamily and 3% was miscellaneous. In 2021, it is estimated that 69% of the housing stock is single family, 29% is multifamily and 2% is miscellaneous.

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-7: Total Housing Units and Type, 2000 & 2010 US Census, 2021 Estimate

	2000 US Census			2010 US Census			2021 Estimate	
	Denver 9-County Total	% of Total		Denver 9-County Total	% of Total		Denver 9-County Total	% of Total
Total # of Housing Units	1,145,879	100%	Total # of Housing Units	1,409,063	100%	Total # of Housing Units	1,655,175	100%
Occupied Units	1,100,376	96%	Occupied Units	1,311,418	93%	Occupied Units	1,582,265	96%
Owner Occupied	733,342	67%	Owner Occupied	869,596	66%	Owner Occupied	1,014,661	64%
Renter Occupied	367,034	33%	Renter Occupied	441,822	34%	Renter Occupied	567,604	36%
Unit Type Breakdown			Unit Type Breakdown			Unit Type Breakdown		
Single-Family	756,403	69%	Single-Family	916,019	70%	Single-Family	1,090,785	69%
Multi-Family	308,576	28%	Multi-Family	361,161	28%	Multi-Family	454,476	29%
Miscellaneous*	35,397	3%	Miscellaneous*	34,239	3%	Miscellaneous*	37,005	2%
1 Unit - Detached	675,915	61%	1 Unit - Detached	815,638	62%	1 Unit - Detached	965,666	61%
1 Unit - Attached	80,488	7%	1 Unit - Attached	100,380	8%	1 Unit - Attached	125,119	8%
2 Units	20,385	2%	2 Units	19,271	1%	2 Units	22,012	1%
3-4 Units	37,924	3%	3-4 Units	40,521	3%	3-4 Units	46,958	3%
5-9 Units	53,912	5%	5-9 Units	67,454	5%	5-9 Units	77,301	5%
10-19 Units	71,009	6%	10-19 Units	90,994	7%	10-19 Units	103,992	7%
20+ Units	125,346	11%	20+ Units	142,920	11%	20+ Units	204,213	13%
Mobile Homes	34,862	3%	Mobile Homes	33,737	3%	Mobile Homes	36,159	2%
Boat, RV, Van, etc.	535	0%	Boat, RV, Van, etc.	502	0%	Boat, RV, Van, etc.	846	0%

\*Miscellaneous housing includes mobile homes, RV's, vans, boats, etc.

Source: US Census Bureau and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS

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## G. RESIDENTIAL CONSTRUCTION TRENDS

Table III-8 summarizes the quantity of single family and multifamily permits by year and Table III-9 details permits by county. As shown in Table III-8, single family permits in the Nine County market area account for the majority of permits pulled each year since 1980. Over the last ten years, all residential permits issued steadily increased from 7,570 in 2010 to a ten-year high of 30,693 in 2018, before lowering slightly to 26,972 in 2020. Permits issued within the Nine County area over the last 41-, ten- and five-year periods have increased annually by 22,170, 23,571 and 28,567, respectively. From 1980 to 2021, single family permits accounted for 66.8% of the total permits issued. Over the last five-year period, this ratio has lowered to 55.5%, indicating a market shift towards more multifamily housing. This shift may be due to affordability, down payment capacity, purchasing power, cost escalation, supply, or other factors.

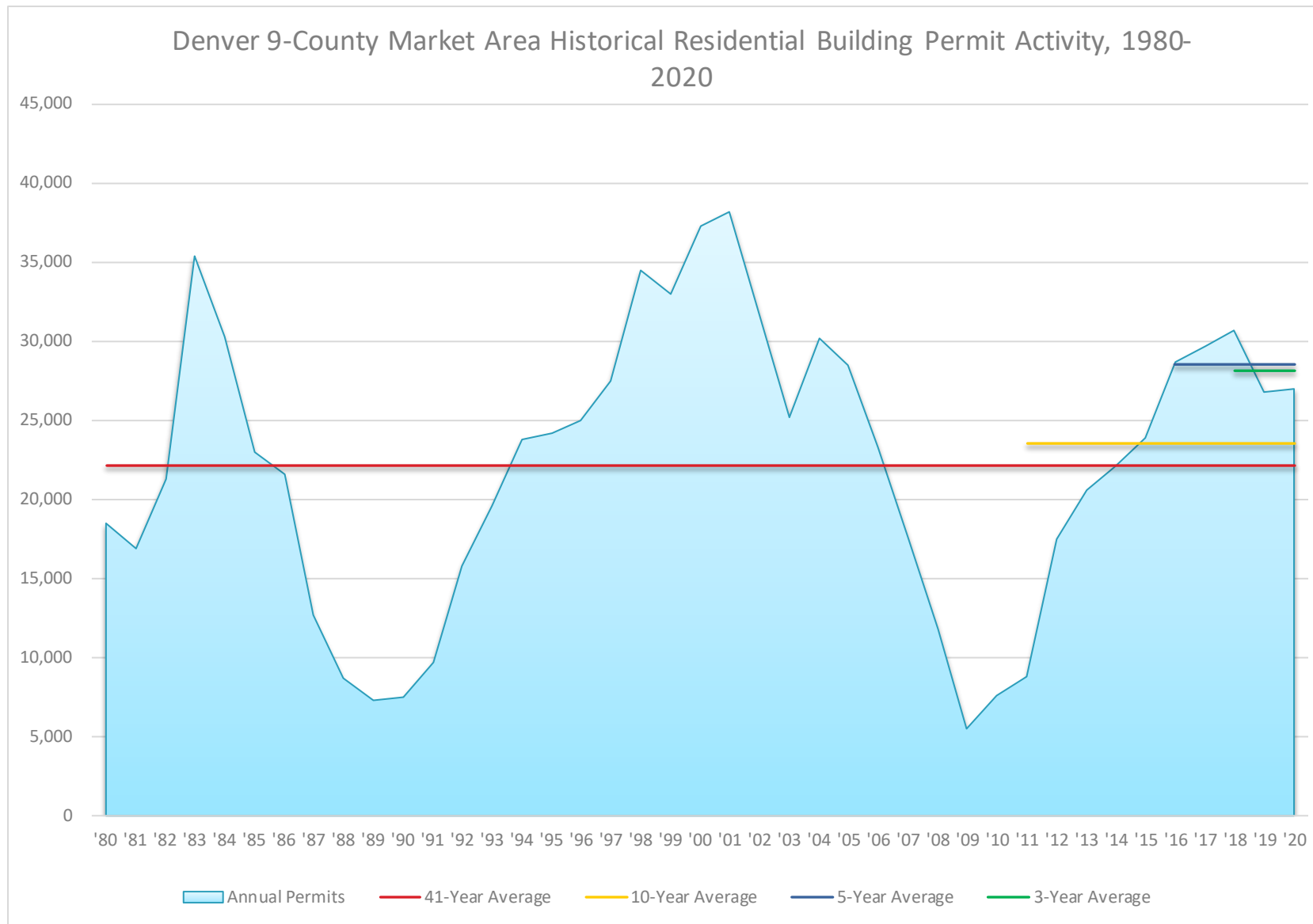
# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-8: Residential Building Permits Issued by Type and Tenure in the Denver 9-County Market Area, 1980-2021

Year	Single Family Units	Percent of Total	Multi-Family Units	Percent of Total	Total	Percent of Total
1980	12,293	66.5%	6,187	33.5%	18,480	100.0%
1981	11,392	67.3%	5,539	32.7%	16,931	100.0%
1982	12,487	58.5%	8,846	41.5%	21,333	100.0%
1983	21,804	61.6%	13,574	38.4%	35,378	100.0%
1984	16,996	56.0%	13,358	44.0%	30,354	100.0%
1985	13,914	60.4%	9,123	39.6%	23,037	100.0%
1986	13,047	60.5%	8,515	39.5%	21,562	100.0%
1987	8,708	68.6%	3,982	31.4%	12,690	100.0%
1988	6,311	73.0%	2,339	27.0%	8,650	100.0%
1989	5,955	81.5%	1,349	18.5%	7,304	100.0%
1990	6,718	90.0%	745	10.0%	7,463	100.0%
1991	9,165	94.8%	503	5.2%	9,668	100.0%
1992	13,717	86.9%	2,066	13.1%	15,783	100.0%
1993	16,971	86.5%	2,653	13.5%	19,624	100.0%
1994	18,201	76.5%	5,586	23.5%	23,787	100.0%
1995	17,502	72.2%	6,727	27.8%	24,229	100.0%
1996	18,613	74.4%	6,409	25.6%	25,022	100.0%
1997	20,187	73.3%	7,364	26.7%	27,551	100.0%
1998	23,468	68.0%	11,023	32.0%	34,491	100.0%
1999	25,566	77.5%	7,409	22.5%	32,975	100.0%
2000	24,838	66.5%	12,514	33.5%	37,352	100.0%
2001	23,420	61.4%	14,750	38.6%	38,170	100.0%
2002	22,246	70.1%	9,489	29.9%	31,735	100.0%
2003	20,974	83.2%	4,246	16.8%	25,220	100.0%
2004	25,817	85.4%	4,400	14.6%	30,217	100.0%
2005	24,502	86.0%	3,991	14.0%	28,493	100.0%
2006	17,287	74.2%	6,010	25.8%	23,297	100.0%
2007	10,727	61.0%	6,853	39.0%	17,580	100.0%
2008	5,726	48.5%	6,076	51.5%	11,802	100.0%
2009	3,869	70.3%	1,631	29.7%	5,500	100.0%
2010	5,289	69.9%	2,281	30.1%	7,570	100.0%
2011	5,352	61.2%	3,399	38.8%	8,751	100.0%
2012	8,299	47.4%	9,191	52.6%	17,490	100.0%
2013	10,543	51.1%	10,073	48.9%	20,616	100.0%
2014	12,454	56.3%	9,662	43.7%	22,116	100.0%
2015	13,838	57.9%	10,068	42.1%	23,906	100.0%
2016	14,395	50.2%	14,297	49.8%	28,692	100.0%
2017	15,725	53.0%	13,941	47.0%	29,666	100.0%
2018	16,855	54.9%	13,838	45.1%	30,693	100.0%
2019	15,894	59.3%	10,917	40.7%	26,811	100.0%
2020	16,463	61.0%	10,509	39.0%	26,972	100.0%
2021 YTD	9,660	56.3%	7,499	43.7%	17,159	100.0%
41-Year Average 1980-2020	14,818	66.8%	7,352	33.2%	22,170	100.0%
10-Year Average 2011-2020	12,982	55.1%	10,590	44.9%	23,571	100.0%
5-Year Average 2016-2020	15,866	55.5%	12,700	44.5%	28,567	100.0%
3-Year Average 2018-2020	16,404	58.3%	11,755	41.7%	28,159	100.0%

Source: U.S. Department of Commerce C-40 Reports and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS



# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-9: Residential Building Permits Issued by County in the Denver 9-County, 1980 - 2021

Single Family																			
Year	Adams		Arapahoe		Boulder		Broomfield		Denver		Douglas		Jefferson		Larimer		Weld		Denver 9-County Total
	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits
1980	1,658	13.5%	4,367	35.5%	1,093	8.9%	0	0.0%	1,023	8.3%	377	3.1%	1,997	16.2%	1,309	10.6%	469	3.8%	12,293
1981	951	8.3%	4,648	40.8%	825	7.2%	0	0.0%	808	7.1%	989	8.7%	2,061	18.1%	900	7.9%	210	1.8%	11,392
1982	1,125	9.0%	4,753	38.1%	1,464	11.7%	0	0.0%	951	7.6%	938	7.5%	2,173	17.4%	840	6.7%	243	1.9%	12,487
1983	2,139	9.8%	6,643	30.5%	2,451	11.2%	0	0.0%	1,943	8.9%	1,594	7.3%	4,632	21.2%	1,895	8.7%	507	2.3%	21,804
1984	2,614	15.4%	3,546	20.9%	1,848	10.9%	0	0.0%	1,185	7.0%	1,910	11.2%	3,638	21.4%	1,794	10.6%	461	2.7%	16,996
1985	2,152	15.5%	3,019	21.7%	1,359	9.8%	0	0.0%	757	5.4%	1,731	12.4%	2,777	20.0%	1,633	11.7%	486	3.5%	13,914
1986	1,931	14.8%	1,778	13.6%	1,558	11.9%	0	0.0%	736	5.6%	2,171	16.6%	2,806	21.5%	1,711	13.1%	356	2.7%	13,047
1987	826	9.5%	1,133	13.0%	1,259	14.5%	0	0.0%	404	4.6%	1,817	20.9%	1,748	20.1%	1,204	13.8%	317	3.6%	8,708
1988	504	8.0%	565	9.0%	915	14.5%	0	0.0%	133	2.1%	1,626	25.8%	1,208	19.1%	1,085	17.2%	275	4.4%	6,311
1989	413	6.9%	561	9.4%	889	14.9%	0	0.0%	149	2.5%	1,471	24.7%	1,171	19.7%	1,047	17.6%	254	4.3%	5,955
1990	433	6.4%	656	9.8%	1,014	15.1%	0	0.0%	168	2.5%	1,587	23.6%	1,549	23.1%	1,053	15.7%	258	3.8%	6,718
1991	691	7.5%	1,099	12.0%	1,531	16.7%	0	0.0%	278	3.0%	1,916	20.9%	2,026	22.1%	1,288	14.1%	336	3.7%	9,165
1992	1,379	10.1%	1,814	13.2%	2,416	17.6%	0	0.0%	311	2.3%	2,586	18.9%	2,930	21.4%	1,772	12.9%	509	3.7%	13,717
1993	1,947	11.5%	2,246	13.2%	2,864	16.9%	0	0.0%	375	2.2%	3,295	19.4%	3,060	18.0%	2,316	13.6%	868	5.1%	16,971
1994	2,537	13.9%	2,348	12.9%	2,263	12.4%	0	0.0%	584	3.2%	4,042	22.2%	2,767	15.2%	2,564	14.1%	1,096	6.0%	18,201
1995	2,416	13.8%	2,069	11.8%	2,154	12.3%	0	0.0%	501	2.9%	4,073	23.3%	2,707	15.5%	2,272	13.0%	1,310	7.5%	17,502
1996	2,625	14.1%	2,500	13.4%	1,774	9.3%	0	0.0%	718	3.9%	4,812	25.9%	2,039	11.0%	2,458	13.2%	1,687	9.1%	18,613
1997	2,667	13.2%	2,668	13.2%	2,401	11.9%	0	0.0%	1,028	5.1%	4,991	24.7%	2,294	11.4%	2,299	11.4%	1,839	9.1%	20,187
1998	2,939	12.5%	3,029	12.9%	2,969	12.7%	0	0.0%	1,654	7.0%	5,286	22.5%	2,105	9.0%	2,659	11.3%	2,827	12.0%	23,468
1999	3,280	12.8%	4,306	16.8%	2,383	9.3%	0	0.0%	1,966	7.7%	5,569	21.8%	2,016	7.9%	2,643	10.3%	3,403	13.3%	25,566
2000	2,979	12.0%	4,246	17.1%	2,526	10.2%	0	0.0%	1,677	6.8%	4,760	19.2%	1,932	7.8%	2,748	11.1%	3,970	16.0%	24,838
2001	4,446	19.0%	3,531	15.1%	1,960	8.4%	0	0.0%	1,271	5.4%	4,048	17.3%	1,524	6.5%	2,658	11.3%	3,982	17.0%	23,420
2002	4,044	18.2%	3,294	14.8%	1,358	6.1%	514	2.3%	1,763	7.9%	3,516	15.8%	1,334	6.0%	2,586	11.6%	3,837	17.2%	22,246
2003	4,081	19.5%	2,397	11.4%	1,165	5.6%	423	2.0%	2,122	10.1%	3,499	16.7%	1,237	5.9%	2,368	11.3%	3,682	17.6%	20,974
2004	4,418	17.1%	3,071	11.9%	1,147	4.4%	615	2.4%	4,098	15.9%	4,227	16.4%	1,629	6.3%	2,758	10.7%	3,854	14.9%	25,817
2005	4,197	17.1%	3,185	13.0%	824	3.4%	658	2.7%	2,081	8.5%	5,483	22.4%	1,641	6.7%	2,313	9.4%	4,120	16.8%	24,502
2006	2,796	16.2%	2,747	15.9%	477	2.8%	918	5.3%	1,952	11.3%	3,279	19.0%	1,019	5.9%	1,496	8.7%	2,603	15.1%	17,287
2007	1,453	13.5%	1,657	15.4%	407	3.8%	584	5.4%	1,407	13.1%	1,835	17.1%	702	6.5%	1,126	10.5%	1,556	14.5%	10,727
2008	674	11.8%	755	13.2%	307	5.4%	190	3.3%	981	17.1%	926	16.2%	384	6.7%	657	11.5%	852	14.9%	5,726
2009	487	12.6%	564	14.6%	142	3.7%	160	4.1%	559	14.4%	580	15.0%	296	7.7%	363	9.4%	718	18.6%	3,869
2010	626	11.8%	802	15.2%	284	5.4%	232	4.4%	762	14.4%	822	15.5%	473	8.9%	499	9.4%	789	14.9%	5,289
2011	537	10.0%	614	11.5%	195	3.6%	199	3.7%	852	15.9%	1,011	18.9%	440	8.2%	710	13.3%	794	14.8%	5,352
2012	797	9.6%	961	11.6%	270	3.3%	162	2.0%	1,218	14.7%	1,698	20.5%	858	10.3%	1,153	13.9%	1,182	14.2%	8,299
2013	1,025	9.7%	1,198	11.4%	350	3.3%	356	3.4%	1,526	14.5%	1,993	18.9%	977	9.3%	1,507	14.3%	1,611	15.3%	10,543
2014	1,091	8.8%	1,260	10.1%	606	4.9%	439	3.5%	1,990	16.0%	2,224	17.9%	1,142	9.2%	1,705	13.7%	1,997	16.0%	12,454
2015	1,463	10.6%	1,687	12.2%	739	5.3%	403	2.9%	1,981	14.3%	2,183	15.8%	1,431	10.3%	1,770	12.8%	2,181	15.8%	13,838
2016	1,875	13.0%	2,031	14.1%	697	4.8%	533	3.7%	2,259	15.7%	2,014	14.0%	1,516	10.5%	1,650	11.5%	1,820	12.6%	14,395
2017	1,874	11.9%	2,362	15.0%	710	4.5%	398	2.5%	2,560	16.3%	2,386	15.2%	1,229	7.8%	2,040	13.0%	2,166	13.8%	15,725
2018	2,467	14.6%	2,186	13.0%	825	4.9%	587	3.5%	2,526	15.0%	2,723	16.2%	1,070	6.3%	1,729	10.3%	2,742	16.3%	16,855
2019	2,283	14.4%	2,357	14.8%	658	4.1%	337	2.1%	2,257	14.2%	2,651	16.7%	830	5.2%	1,610	10.1%	2,911	18.3%	15,894
2020	2,735	16.6%	2,918	17.7%	542	3.3%	223	1.4%	1,167	7.1%	2,816	17.1%	823	5.0%	2,193	13.3%	3,046	18.5%	16,463
2021 YTD	1,405	14.5%	1,616	16.7%	224	2.3%	110	1.1%	684	7.1%	2,075	21.5%	547	5.7%	1,221	12.6%	1,778	18.4%	9,660
2021 Permits are through June																			
41-Year Average 1980-2020	1,990	13.4%	2,380	16.1%	1,259	8.5%	193	1.3%	1,285	8.7%	2,621	17.7%	1,712	11.6%	1,717	11.6%	1,662	11.2%	14,818
10-Year Average 2011-2020	1,615	12.4%	1,757	13.5%	559	4.3%	364	2.8%	1,834	14.1%	2,170	16.7%	1,032	7.9%	1,607	12.4%	2,045	15.8%	12,982
5-Year Average 2016-2020	2,247	14.2%	2,371	14.9%	686	4.3%	416	2.6%	2,154	13.6%	2,518	15.9%	1,094	6.9%	1,844	11.6%	2,537	16.0%	15,866
3-Year Average 2018-2020	2,495	15.2%	2,487	15.2%	675	4.1%	382	2.3%	1,983	12.1%	2,730	16.6%	908	5.5%	1,844	11.2%	2,900	17.7%	16,404

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-9: Residential Building Permits Issued by County in the Denver 9-County, 1980 - 2021

Multi-Family																			
Year	Adams		Arapahoe		Boulder		Broomfield		Denver		Douglas		Jefferson		Larimer		Weld		Denver 9-County Total
	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits
1980	189	3.1%	2,443	39.5%	480	7.8%	0	0.0%	1,459	23.6%	33	0.5%	1,045	16.9%	434	7.0%	104	1.7%	6,187
1981	264	4.8%	2,611	47.1%	416	7.5%	0	0.0%	1,008	18.2%	0	0.0%	910	16.4%	272	4.9%	58	1.0%	5,539
1982	550	6.2%	3,083	34.9%	647	7.3%	0	0.0%	2,059	23.3%	82	0.9%	1,926	21.8%	297	3.4%	202	2.3%	8,846
1983	1,577	11.6%	5,412	39.9%	1,905	14.0%	0	0.0%	1,856	13.7%	296	2.2%	1,884	13.9%	528	3.9%	116	0.9%	13,574
1984	1,857	13.9%	4,768	35.7%	2,076	15.5%	0	0.0%	1,240	9.3%	243	1.8%	1,976	14.8%	1,091	8.2%	107	0.8%	13,358
1985	1,328	14.6%	2,988	32.8%	699	7.7%	0	0.0%	882	9.7%	431	4.7%	1,345	14.7%	1,009	11.1%	441	4.8%	9,123
1986	1,592	18.7%	2,468	29.0%	543	6.4%	0	0.0%	2,004	23.5%	189	2.2%	1,135	13.3%	240	2.8%	344	4.0%	8,515
1987	268	6.7%	992	24.9%	493	12.4%	0	0.0%	922	23.2%	8	0.2%	808	20.3%	347	8.7%	144	3.6%	3,982
1988	4	0.2%	1,293	55.3%	72	3.1%	0	0.0%	539	23.0%	0	0.0%	206	8.8%	199	8.5%	26	1.1%	2,339
1989	96	7.1%	15	1.1%	254	18.8%	0	0.0%	477	35.4%	3	0.2%	458	34.0%	26	1.9%	20	1.5%	1,349
1990	0	0.0%	0	0.0%	446	59.9%	0	0.0%	30	4.0%	0	0.0%	73	9.8%	183	24.6%	13	1.7%	745
1991	46	9.1%	0	0.0%	19	3.8%	0	0.0%	137	27.2%	0	0.0%	25	5.0%	255	50.7%	21	4.2%	503
1992	12	0.6%	476	23.0%	383	18.5%	0	0.0%	195	9.4%	360	17.4%	472	22.8%	156	7.6%	12	0.6%	2,066
1993	542	20.4%	741	27.9%	203	7.7%	0	0.0%	623	23.5%	0	0.0%	145	5.5%	302	11.4%	97	3.7%	2,653
1994	525	9.4%	2,032	36.4%	360	6.4%	0	0.0%	1,257	22.5%	0	0.0%	706	12.6%	638	11.4%	68	1.2%	5,586
1995	944	14.0%	1,487	22.1%	940	14.0%	0	0.0%	285	4.2%	711	10.6%	1,675	24.9%	525	7.8%	160	2.4%	6,727
1996	269	4.2%	1,221	19.1%	970	15.1%	0	0.0%	714	11.1%	918	14.3%	1,115	17.4%	1,033	16.1%	169	2.6%	6,409
1997	1,414	19.2%	1,463	19.9%	858	11.7%	0	0.0%	1,233	16.7%	572	7.8%	1,068	14.5%	478	6.5%	278	3.8%	7,364
1998	1,344	12.2%	1,428	13.0%	2,167	19.7%	0	0.0%	3,035	27.5%	1,156	10.5%	1,088	9.9%	563	5.1%	242	2.2%	11,023
1999	450	6.1%	1,493	20.2%	609	8.2%	0	0.0%	1,413	19.1%	1,595	21.5%	747	10.1%	948	12.8%	154	2.1%	7,409
2000	2,500	20.0%	3,894	31.1%	254	2.0%	0	0.0%	1,972	15.8%	1,635	13.1%	1,084	8.7%	776	6.2%	399	3.2%	12,514
2001	1,684	11.4%	4,404	29.9%	1,361	9.2%	0	0.0%	3,187	21.6%	2,004	13.6%	785	5.3%	1,006	6.8%	319	2.2%	14,750
2002	1,787	18.8%	1,511	15.9%	359	3.8%	368	3.9%	2,863	30.2%	987	10.4%	590	6.2%	450	4.7%	574	6.0%	9,489
2003	597	14.1%	959	22.6%	263	6.2%	214	5.0%	914	21.5%	194	4.6%	189	4.5%	635	15.0%	281	6.6%	4,246
2004	640	14.5%	777	17.7%	225	5.1%	119	2.7%	0	0.0%	870	19.8%	715	16.3%	494	11.2%	560	12.7%	4,400
2005	375	9.4%	837	21.0%	317	7.9%	113	2.8%	1,083	27.1%	80	2.0%	453	11.4%	574	14.4%	159	4.0%	3,991
2006	112	1.9%	787	13.1%	269	4.5%	164	2.7%	1,900	31.6%	690	11.5%	1,025	17.1%	744	12.4%	319	5.3%	6,010
2007	356	5.2%	2,224	32.5%	228	3.3%	476	6.9%	2,275	33.2%	428	6.2%	360	5.3%	215	3.1%	291	4.2%	6,853
2008	108	1.8%	1,009	16.6%	715	11.8%	637	10.5%	2,199	36.2%	467	7.7%	205	3.4%	608	10.0%	128	2.1%	6,076
2009	6	0.4%	608	37.3%	203	12.4%	0	0.0%	329	20.2%	271	16.6%	83	5.1%	88	5.4%	43	2.6%	1,631
2010	36	1.6%	477	20.9%	373	16.4%	0	0.0%	470	20.6%	93	4.1%	104	4.6%	654	28.7%	74	3.2%	2,281
2011	12	0.4%	192	5.6%	114	3.4%	0	0.0%	1,698	50.0%	284	8.4%	524	15.4%	480	14.1%	95	2.8%	3,399
2012	220	2.4%	754	8.2%	479	5.2%	1,848	20.1%	4,360	47.4%	590	6.4%	172	1.9%	711	7.7%	57	0.6%	9,191
2013	4	0.0%	1,881	18.7%	861	8.5%	540	5.4%	4,346	43.1%	520	5.2%	736	7.3%	870	8.6%	315	3.1%	10,073
2014	24	0.2%	637	6.6%	765	7.9%	381	3.9%	3,968	41.1%	1,006	10.4%	1,377	14.3%	793	8.2%	711	7.4%	9,662
2015	123	1.2%	1,143	11.4%	425	4.2%	44	0.4%	5,959	59.2%	714	7.1%	420	4.2%	664	6.6%	576	5.7%	10,068
2016	171	1.2%	2,636	18.4%	1,116	7.8%	13	0.1%	5,559	38.9%	1,318	9.2%	1,096	7.7%	1,874	13.1%	514	3.6%	14,297
2017	522	3.7%	395	2.8%	844	6.1%	18	0.1%	7,965	57.1%	1,309	9.4%	1,147	8.2%	888	6.4%	853	6.1%	13,941
2018	289	2.1%	1,375	9.9%	2,043	14.8%	198	1.4%	5,352	38.7%	1,342	9.7%	1,070	7.7%	1,211	8.8%	958	6.9%	13,838
2019	381	3.5%	1,140	10.4%	906	8.3%	6	0.1%	5,073	46.5%	508	4.7%	986	9.0%	931	8.5%	986	9.0%	10,917
2020	1,111	10.6%	1,188	11.3%	998	9.5%	204	1.9%	3,892	37.0%	573	5.5%	1,338	12.7%	400	3.8%	805	7.7%	10,509
2021 YTD	912	12.2%	571	7.6%	267	3.6%	123	1.6%	3,986	53.2%	666	8.9%	189	2.5%	317	4.2%	468	6.2%	7,499
2021 Permits are through June																			
41-Year Average 1980-2020	593	8.1%	1,591	21.6%	675	9.2%	130	1.8%	2,115	28.8%	548	7.5%	811	11.0%	600	8.2%	288	3.9%	7,352
10-Year Average 2011-2020	286	2.7%	1,134	10.7%	855	8.1%	325	3.1%	4,817	45.5%	816	7.7%	887	8.4%	882	8.3%	587	5.5%	10,590
5-Year Average 2016-2020	495	3.9%	1,347	10.6%	1,181	9.3%	88	0.7%	5,568	43.8%	1,010	8.0%	1,127	8.9%	1,061	8.4%	823	6.5%	12,700
3-Year Average 2018-2020	594	5.1%	1,234	10.5%	1,316	11.2%	136	1.2%	4,772	40.6%	808	6.9%	1,131	9.6%	847	7.2%	916	7.8%	11,755

# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-9: Residential Building Permits Issued by County in the Denver 9-County, 1980 - 2021

Total																			
Year	Adams		Arapahoe		Boulder		Broomfield		Denver		Douglas		Jefferson		Larimer		Weld		Denver 9-County Total
	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits	Percent of Total	Permits
1980	1,847	10.0%	6,810	36.9%	1,573	8.5%	0	0.0%	2,482	13.4%	410	2.2%	3,042	16.5%	1,743	9.4%	573	3.1%	18,480
1981	1,215	7.2%	7,259	42.9%	1,241	7.3%	0	0.0%	1,816	10.7%	989	5.8%	2,971	17.5%	1,172	6.9%	268	1.6%	16,931
1982	1,675	7.9%	7,836	36.7%	2,111	9.9%	0	0.0%	3,010	14.1%	1,020	4.8%	4,099	19.2%	1,137	5.3%	445	2.1%	21,333
1983	3,716	10.5%	12,055	34.1%	4,356	12.3%	0	0.0%	3,799	10.7%	1,890	5.3%	6,516	18.4%	2,423	6.8%	623	1.8%	35,378
1984	4,471	14.7%	8,314	27.4%	3,924	12.9%	0	0.0%	2,425	8.0%	2,153	7.1%	5,614	18.5%	2,885	9.5%	568	1.9%	30,354
1985	3,480	15.1%	6,007	26.1%	2,058	8.9%	0	0.0%	1,639	7.1%	2,162	9.4%	4,122	17.9%	2,642	11.5%	927	4.0%	23,037
1986	3,523	16.3%	4,246	19.7%	2,101	9.7%	0	0.0%	2,740	12.7%	2,360	10.9%	3,941	18.3%	1,951	9.0%	700	3.2%	21,562
1987	1,094	8.6%	2,125	16.7%	1,752	13.8%	0	0.0%	1,326	10.4%	1,825	14.4%	2,556	20.1%	1,551	12.2%	461	3.6%	12,690
1988	508	5.9%	1,858	21.5%	987	11.4%	0	0.0%	672	7.8%	1,626	18.8%	1,414	16.3%	1,284	14.8%	301	3.5%	8,650
1989	509	7.0%	576	7.9%	1,143	15.6%	0	0.0%	626	8.6%	1,474	20.2%	1,629	22.3%	1,073	14.7%	274	3.8%	7,304
1990	433	5.8%	656	8.8%	1,460	19.6%	0	0.0%	198	2.7%	1,587	21.3%	1,622	21.7%	1,236	16.6%	271	3.6%	7,463
1991	737	7.6%	1,099	11.4%	1,550	16.0%	0	0.0%	415	4.3%	1,916	19.8%	2,051	21.2%	1,543	16.0%	357	3.7%	9,668
1992	1,391	8.8%	2,290	14.5%	2,799	17.7%	0	0.0%	506	3.2%	2,946	18.7%	3,402	21.6%	1,928	12.2%	521	3.3%	15,783
1993	2,489	12.7%	2,987	15.2%	3,067	15.6%	0	0.0%	998	5.1%	3,295	16.8%	3,205	16.3%	2,618	13.3%	965	4.9%	19,624
1994	3,062	12.9%	4,380	18.4%	2,623	11.0%	0	0.0%	1,841	7.7%	4,042	17.0%	3,473	14.6%	3,202	13.5%	1,164	4.9%	23,787
1995	3,360	13.9%	3,556	14.7%	3,094	12.8%	0	0.0%	786	3.2%	4,784	19.7%	4,382	18.1%	2,797	11.5%	1,470	6.1%	24,229
1996	2,894	11.6%	3,721	14.9%	2,744	11.0%	0	0.0%	1,432	5.7%	5,730	22.9%	3,154	12.6%	3,491	14.0%	1,856	7.4%	25,022
1997	4,081	14.8%	4,131	15.0%	3,259	11.8%	0	0.0%	2,261	8.2%	5,563	20.2%	3,362	12.2%	2,777	10.1%	2,117	7.7%	27,551
1998	4,283	12.4%	4,457	12.9%	5,136	14.9%	0	0.0%	4,689	13.6%	6,442	18.7%	3,193	9.3%	3,222	9.3%	3,069	8.9%	34,491
1999	3,730	11.3%	5,799	17.6%	2,992	9.1%	0	0.0%	3,379	10.2%	7,164	21.7%	2,763	8.4%	3,591	10.9%	3,557	10.8%	32,975
2000	5,479	14.7%	8,140	21.8%	2,780	7.4%	0	0.0%	3,649	9.8%	6,395	17.1%	3,016	8.1%	3,524	9.4%	4,369	11.7%	37,352
2001	6,130	16.1%	7,935	20.8%	3,321	8.7%	0	0.0%	4,458	11.7%	6,052	15.9%	2,309	6.0%	3,664	9.6%	4,301	11.3%	38,170
2002	5,831	18.4%	4,805	15.1%	1,717	5.4%	882	2.8%	4,626	14.6%	4,503	14.2%	1,924	6.1%	3,036	9.6%	4,411	13.9%	31,735
2003	4,678	18.5%	3,356	13.3%	1,428	5.7%	637	2.5%	3,036	12.0%	3,693	14.6%	1,426	5.7%	3,003	11.9%	3,963	15.7%	25,220
2004	5,058	16.7%	3,848	12.7%	1,372	4.5%	734	2.4%	4,098	13.6%	5,097	16.9%	2,344	7.8%	3,252	10.8%	4,414	14.6%	30,217
2005	4,572	16.0%	4,022	14.1%	1,141	4.0%	771	2.7%	3,164	11.1%	5,563	19.5%	2,094	7.3%	2,887	10.1%	4,279	15.0%	28,493
2006	2,908	12.5%	3,534	15.2%	746	3.2%	1,082	4.6%	3,852	16.5%	3,969	17.0%	2,044	8.8%	2,240	9.6%	2,922	12.5%	23,297
2007	1,809	10.3%	3,881	22.1%	635	3.6%	1,060	6.0%	3,682	20.9%	2,263	12.9%	1,062	6.0%	1,341	7.6%	1,847	10.5%	17,580
2008	782	6.6%	1,764	14.9%	1,022	8.7%	827	7.0%	3,180	26.9%	1,393	11.8%	589	5.0%	1,265	10.7%	980	8.3%	11,802
2009	493	9.0%	1,172	21.3%	345	6.3%	160	2.9%	888	16.1%	851	15.5%	379	6.9%	451	8.2%	761	13.8%	5,500
2010	662	8.7%	1,279	16.9%	657	8.7%	232	3.1%	1,232	16.3%	915	12.1%	577	7.6%	1,153	15.2%	863	11.4%	7,570
2011	549	6.3%	806	9.2%	309	3.5%	199	2.3%	2,550	29.1%	1,295	14.8%	964	11.0%	1,190	13.6%	889	10.2%	8,751
2012	1,017	5.8%	1,715	9.8%	749	4.3%	2,010	11.5%	5,578	31.9%	2,288	13.1%	1,030	5.9%	1,864	10.7%	1,239	7.1%	17,490
2013	1,029	5.0%	3,079	14.9%	1,211	5.9%	896	4.3%	5,872	28.5%	2,513	12.2%	1,713	8.3%	2,377	11.5%	1,926	9.3%	20,616
2014	1,115	5.0%	1,897	8.6%	1,371	6.2%	820	3.7%	5,958	26.9%	3,230	14.6%	2,519	11.4%	2,498	11.3%	2,708	12.2%	22,116
2015	1,586	6.6%	2,830	11.8%	1,164	4.9%	447	1.9%	7,940	33.2%	2,897	12.1%	1,851	7.7%	2,434	10.2%	2,757	11.5%	23,906
2016	2,046	7.1%	4,667	16.3%	1,813	6.3%	546	1.9%	7,818	27.2%	3,332	11.6%	2,612	9.1%	3,524	12.3%	2,334	8.1%	28,692
2017	2,396	8.1%	2,757	9.3%	1,554	5.2%	416	1.4%	10,525	35.5%	3,695	12.5%	2,376	8.0%	2,928	9.9%	3,019	10.2%	29,666
2018	2,756	9.0%	3,561	11.6%	2,868	9.3%	785	2.6%	7,878	25.7%	4,065	13.2%	2,140	7.0%	2,940	9.6%	3,700	12.1%	30,693
2019	2,664	9.9%	3,497	13.0%	1,564	5.8%	343	1.3%	7,330	27.3%	3,159	11.8%	1,816	6.8%	2,541	9.5%	3,897	14.5%	26,811
2020	3,846	14.3%	4,106	15.2%	1,540	5.7%	427	1.6%	5,059	18.8%	3,389	12.6%	2,161	8.0%	2,593	9.6%	3,851	14.3%	26,972
2021 YTD	2,317	13.5%	2,187	12.7%	491	2.9%	233	1.4%	4,670	27.2%	2,741	16.0%	736	4.3%	1,538	9.0%	2,246	13.1%	17,159
2021 Permits are through June																			
41-Year Average 1980-2020	2,583	11.7%	3,971	17.9%	1,934	8.7%	324	1.5%	3,400	15.3%	3,169	14.3%	2,523	11.4%	2,316	10.4%	1,949	8.8%	22,170
10-Year Average 2011-2020	1,900	8.1%	2,892	12.3%	1,414	6.0%	689	2.9%	6,651	28.2%	2,986	12.7%	1,918	8.1%	2,489	10.6%	2,632	11.2%	23,571
5-Year Average 2016-2020	2,742	9.6%	3,718	13.0%	1,868	6.5%	503	1.8%	7,722	27.0%	3,528	12.4%	2,221	7.8%	2,905	10.2%	3,360	11.8%	28,567
3-Year Average 2018-2020	3,089	11.0%	3,721	13.2%	1,991	7.1%	518	1.8%	6,756	24.0%	3,538	12.6%	2,039	7.2%	2,691	9.6%	3,816	13.6%	28,159

Source: U.S. Department of Commerce, HUD, C-40 Reports and THK Associates, Inc.

# NINE COUNTY ECONOMIC BASE ANALYSIS

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## H. POPULATION AND HOUSEHOLD GROWTH PROJECTIONS

Population, household, and employment data for the Denver 9-County Market Area is compared on the following page in Table III-10. In 1980, the total population of the market area was 1,891,085 and employment was 1,133,958 for an employment participation rate of .600, meaning **that 60.0% of the population was employed. By 1990, the area's employment increased to 1,406,787, while population climbed to 2,166,278, for an employment participation rate of .649.** Proportionally, average annual employment growth from 2000 to 2010 was less than population growth, effectively causing the employment participation ratio to decrease over the 2000 to 2010 time period to .645. The drop may be attributed in large part to the Great Recession which occurred over the late to middle part of the 2000 to 2010 decade. Even though employment participation dropped from 2000 to 2010, household and population growth still remained strong. The current employment participation ratio is estimated at .714, which is the highest employment participation ratio over the last 41 years.

Furthermore, Table III-10 projects population growth for the market area based on anticipated employment growth over the next decade. With a projected 2031 employment of 3,544,800, estimated 2031 population for the MSA is 4,633,305 based on an anticipated employment participation rate of .765. Based on this estimated population growth, the market area is projected at 1,813,435 **households in 2031. The area's permanent population is projected to grow by 61,330** persons, 67,654 employees, and 23,117 households on average annually from 2021 to 2031.

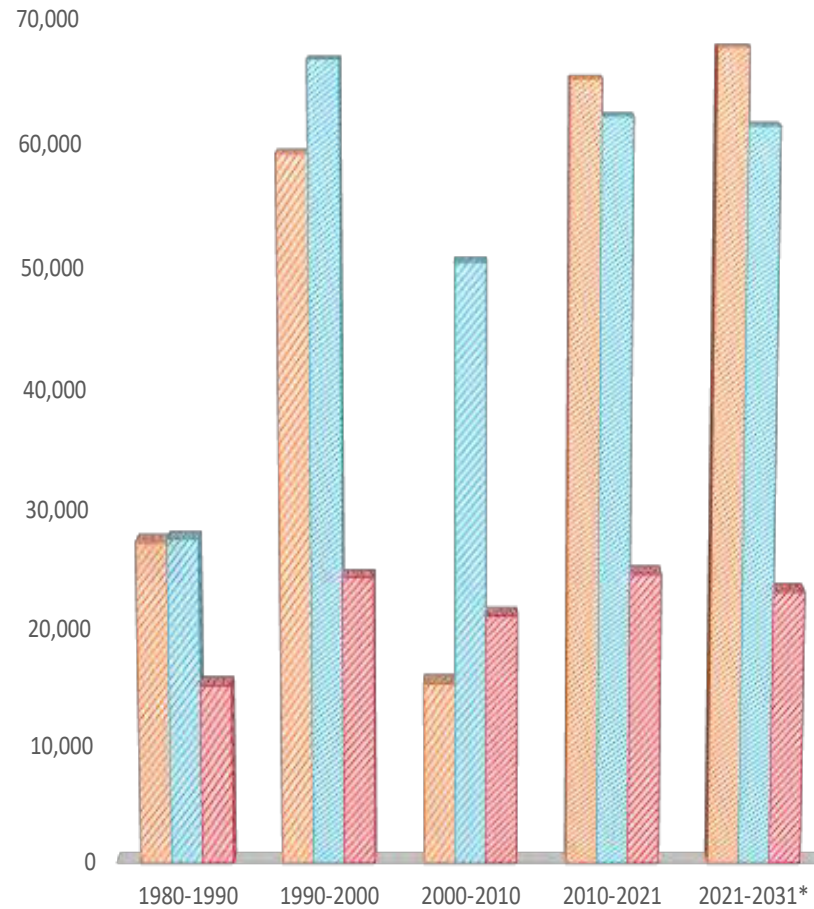
# NINE COUNTY ECONOMIC BASE ANALYSIS

Table III-10: Projected Permanent Population and Households in the Denver 9-County Market Area, 2021-2031

Year	Total Employment	Employment Participation Ratio	Permanent January 1, Population	Annual Population Change	Population in Group Quarters	Permanent Population In Households	Permanent Population Per Household	Households	Annual Household Change
1980	1,133,958	0.600	1,891,085	---	34,985	1,856,100	2.6319	705,238	--
1990	1,406,787	0.649	2,166,278	27,520	38,993	2,127,285	2.4818	857,140	15,190
2000	1,998,407	0.705	2,833,001	66,670	49,866	2,783,135	2.5293	1,100,376	24,320
2010	2,151,894	0.645	3,336,683	50,370	56,662	3,280,021	2.5011	1,311,418	21,100
2020	2,817,324	0.713	3,951,177	61,450	56,082	3,895,095	2.5050	1,554,930	24,350
2021	2,868,257	0.714	4,019,869	62,108	56,096	3,963,773	2.5051	1,582,265	24,622
2022	2,930,143	0.719	4,078,056	58,187	56,110	4,021,946	2.5070	1,604,283	22,018
2023	2,993,279	0.724	4,136,968	58,912	56,124	4,080,844	2.5089	1,626,557	22,273
2024	3,057,679	0.729	4,196,598	59,630	56,138	4,140,460	2.5108	1,649,082	22,525
2025	3,123,355	0.734	4,256,938	60,340	56,152	4,200,786	2.5126	1,671,855	22,773
2026	3,190,319	0.739	4,317,980	61,042	56,166	4,261,814	2.5145	1,694,872	23,017
2027	3,258,581	0.744	4,379,713	61,733	56,180	4,323,533	2.5164	1,718,128	23,256
2028	3,328,152	0.749	4,442,125	62,412	56,194	4,385,931	2.5183	1,741,618	23,490
2029	3,399,041	0.754	4,505,204	63,079	56,208	4,448,996	2.5202	1,765,337	23,719
2030	3,471,254	0.760	4,568,936	63,732	56,222	4,512,714	2.5221	1,789,278	23,941
2031	3,544,800	0.765	4,633,305	64,369	56,236	4,577,069	2.5240	1,813,435	24,157
Average Annual Change (2021-2031)									
Numerical:	67,654		61,344		14	61,330		23,117	
Percent:	2.1%		1.4%		0.0%	1.4%		1.4%	

Source: Dept of Commerce, Bureau of the Census and THK Associates, Inc.

## DENVER 9-COUNTY MARKET AREA POPULATION AND HOUSEHOLD GROWTH (1980 - 2031)



	1980-1990	1990-2000	2000-2010	2010-2021	2021-2031*
Average Annual Employment Growth	27,280	59,160	15,350	65,120	67,654
Average Annual Population Growth	27,520	66,670	50,370	62,110	61,344
Average Annual Household Growth	15,190	24,320	21,100	24,620	23,117

\* Projected

## IV. TWO COUNTY ECONOMIC BASE ANALYSIS

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# TWO COUNTY ECONOMIC BASE ANALYSIS

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## IV. Two County Economic Base Analysis

The following is an economic overview of the Two-County market area consisting of Larimer and Weld Counties.

### A. HISTORICAL EMPLOYMENT GROWTH

Employment trends are prime indicators of the economic growth of an area. Increases in employment generate growth for most sectors of the local economy and dictate the rate at which it will expand. **This section looks at the area's various employment figures by industry and projects their** course over the next decade.

Table IV-1 shows historical employment growth for the Two-County market area. Since 1990, the Two-County market area has added an annual average of 7,946 jobs. In 2009 and 2010, the Two-County area experienced a shrinking jobs market because of the Great Recession and lost 7,389 jobs in 2009 and 8,153 in 2010. Since 2011, the job market has rebounded, adding 16,988 jobs in 2011 and an average of 9,862 jobs per year thereafter.

First adopted in 1997, the Standard Industrial Classification (SIC) index was replaced in 2001 by the North American Industry Classification System (NAICS). The new system provides the government with an improved method of tracking economic statistics by focusing on emerging economic activities, which better reflects the changing economy.

Since the implementation of the NAICS system in 2001, the Two-County market area has experienced consistent growth across almost every employment sector. Table IV-2 shows employment by industry for the Two-County market area. Within the Two-County area, the greatest number of jobs in 2021 are found in Government and Government Enterprises (59,378 jobs), Retail Trade (39,075 jobs), and Construction (34,811 jobs).

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-1: Employment Trends in the Two-County Market, 1990-2021

Year	Total Employment	Annual Change	% Change
1990	172,043	--	--
1991	178,585	6,542	3.8%
1992	183,513	4,928	2.8%
1993	195,136	11,623	6.3%
1994	205,498	10,362	5.3%
1995	213,985	8,487	4.1%
1996	225,926	11,941	5.6%
1997	235,020	9,094	4.0%
1998	244,308	9,288	4.0%
1999	251,249	6,941	2.8%
2000	262,603	11,354	4.5%
2001	273,326	10,723	4.1%
2002	276,037	2,711	1.0%
2003	280,008	3,971	1.4%
2004	288,548	8,540	3.0%
2005	289,126	578	0.2%
2006	306,111	16,985	5.9%
2007	317,284	11,173	3.6%
2008	318,316	1,032	0.3%
2009	310,927	-7,389	-2.3%
2010	302,774	-8,153	-2.6%
2011	319,762	16,988	5.6%
2012	326,843	7,081	2.2%
2013	340,178	13,335	4.1%
2014	356,574	16,396	4.8%
2015	367,310	10,736	3.0%
2016	375,060	7,750	2.1%
2017	389,002	13,942	3.7%
2018	402,302	13,300	3.4%
2019	413,251	10,949	2.7%
2020	414,773	1,522	0.4%
2021	418,383	3,609	0.9%
Average			
Annual Change			
1990-2021		7,946	2.9%
2011-2021		9,862	2.7%
2016-2021		8,665	2.2%
2018-2021		5,360	1.3%

Source: BLS, BEA, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-2: Employment by Industry in the Two-County Market, 1990-2021

Industry	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
Farm employment	8,218	7,231	7,240	7,747	7,807	6,922	7,432	8,044	7,831	7,757	7,913
Nonfarm employment											
Agricultural services, forestry, & fishing	2,974	3,040	2,905	3,372	3,799	3,780	3,869	4,269	4,494	4,702	4,693
Mining	1,803	1,958	1,887	2,152	2,167	1,984	1,805	2,015	2,127	2,029	2,240
Construction	9,199	9,546	11,032	12,247	14,465	14,919	16,382	17,651	19,259	20,574	21,623
Manufacturing	26,133	26,598	26,323	26,482	27,588	29,195	31,028	31,478	31,960	31,263	32,337
Transportation & public utilities	5,320	5,444	5,616	5,868	6,049	6,152	6,177	6,233	6,437	7,439	7,827
Wholesale trade	5,112	5,960	6,100	6,431	6,617	6,917	7,175	7,387	7,558	7,888	8,190
Retail trade	29,723	31,336	32,466	34,644	38,230	40,813	42,273	42,874	43,821	45,152	47,033
Finance, insurance, & real estate	11,511	11,273	11,427	11,998	11,919	13,946	15,066	16,771	19,261	20,013	21,554
Services	42,939	45,671	46,608	51,046	54,471	56,776	61,046	63,713	66,022	68,056	71,469
Government & government enterprises	29,111	30,528	31,909	33,149	32,386	32,581	33,673	34,585	35,538	36,376	37,724
<b>Total Employment</b>	<b>172,043</b>	<b>178,585</b>	<b>183,513</b>	<b>195,136</b>	<b>205,498</b>	<b>213,985</b>	<b>225,926</b>	<b>235,020</b>	<b>244,308</b>	<b>251,249</b>	<b>262,603</b>

Industry (2001 NAICS Update)	Sector Code	Year											Average Annual Change			
		2005	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	10-yr	5-yr	3-yr
Farm employment	--	7,837	7,610	7,372	7,554	7,557	7,568	7,792	8,534	8,078	8,065	8,129	8,000	39	42	-26
Nonfarm employment																
Forestry, fishing, & related activities	11	1,440	1,678	1,727	1,809	1,968	1,896	1,942	2,086	2,087	2,296	2,142	2,151	47	42	21
Mining	21	3,059	6,332	8,553	10,047	12,161	11,585	9,767	10,884	11,674	11,590	11,904	11,873	554	421	66
Utilities	22	481	543	548	545	591	612	659	676	708	722	722	722	18	13	5
Construction	23	28,115	21,830	22,832	25,532	28,494	28,331	29,805	31,419	33,060	34,758	34,301	34,811	1,298	1,001	584
Manufacturing	31-33	23,757	24,250	24,893	25,640	26,317	28,114	29,484	29,720	30,660	31,591	31,728	32,117	787	527	486
Wholesale trade	42	7,866	8,182	8,377	8,845	10,046	10,683	9,833	10,335	10,671	11,200	10,880	10,850	267	203	60
Retail Trade	44-45	33,737	33,031	33,241	33,991	35,064	36,385	37,061	38,123	38,511	38,817	39,221	39,075	604	403	188
Transportation & warehousing	48-49	6,290	6,982	7,335	7,715	8,689	9,553	9,734	10,875	12,042	12,802	12,213	12,116	513	476	25
Information	51	3,199	4,569	4,439	4,401	4,555	4,741	4,885	5,069	5,400	5,693	5,830	6,159	159	255	253
Finance & insurance	52	12,621	16,825	16,302	16,656	16,072	16,200	16,852	16,656	17,446	17,599	17,840	17,845	102	199	133
Real estate & rental & leasing	53	15,480	18,128	18,253	19,145	20,390	21,279	21,721	22,882	23,768	24,645	24,151	24,005	588	457	79
Professional & technical services	54	21,510	22,244	22,607	23,507	24,299	25,346	25,683	26,688	27,257	28,327	28,222	28,582	634	580	442
Management of companies & enterprises	55	1,579	2,119	2,205	2,342	2,498	2,628	2,843	2,895	3,187	3,455	3,264	3,271	115	86	28
Administrative & waste services	56	15,934	18,119	18,474	20,194	20,387	19,990	20,165	20,614	20,939	20,952	22,243	23,111	499	589	724
Educational services	61	3,470	4,149	4,169	4,470	4,976	5,254	5,500	5,959	6,273	6,483	6,324	6,236	209	147	-12
Health care & social assistance	62	24,413	30,360	30,880	26,035	26,787	28,068	29,234	30,316	31,145	31,833	32,948	34,097	374	973	984
Arts, entertainment, & recreation	71	6,461	7,539	7,718	7,875	8,345	8,463	9,065	9,534	9,642	10,152	9,870	9,883	234	164	80
Accommodation & food services	2000-10	20,804	22,370	23,383	24,077	25,540	26,862	27,703	28,898	29,817	30,392	30,832	31,187	882	697	457
Other services, except public administration	81	10,006	17,831	17,852	18,249	19,267	20,367	20,426	20,615	22,007	22,814	22,706	22,915	508	498	303
Government & government enterprises	90	41,067	45,071	45,683	51,549	52,571	53,385	54,906	56,224	57,930	59,065	59,301	59,378	1,431	894	483
<b>Total Employment</b>		<b>289,126</b>	<b>319,762</b>	<b>326,843</b>	<b>340,178</b>	<b>356,574</b>	<b>367,310</b>	<b>375,060</b>	<b>389,002</b>	<b>402,302</b>	<b>413,251</b>	<b>414,773</b>	<b>418,383</b>	<b>9,862</b>	<b>8,665</b>	<b>5,360</b>

Source: BLS, BEA, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

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## B. PROJECTED EMPLOYMENT GROWTH

In Table IV-3, THK Associates has projected job growth for the Two-County market area, which is expected to add approximately 12,046 jobs annually on average from 2021 to 2031. Industry sectors that are expected to experience the greatest growth by number of jobs over the next ten years are Construction (2,141 jobs per year), Transportation and Warehousing (1,719 jobs per year), and Accommodation and Food Services (1,109 jobs per year).

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-3: Employment Projections in the Two-County Market, 2021-2031

Industry	Annual Rate of Change	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Average Annual Change
Total Non Farm (By Place of Work)	2.6%	410,382	420,670	431,297	442,276	453,625	465,358	477,495	490,052	503,050	516,509	530,450	12,007
Forestry, fishing, and related activities	4.3%	2,151	2,246	2,346	2,449	2,556	2,667	2,783	2,903	3,028	3,157	3,291	114
Mining	2.0%	11,873	12,115	12,360	12,610	12,863	13,120	13,381	13,646	13,914	14,187	14,464	259
Utilities	0.08%	722	723	723	724	725	725	726	726	727	727	728	1
Construction	4.9%	34,811	36,556	38,381	40,288	42,281	44,362	46,536	48,805	51,174	53,646	56,225	2,141
Manufacturing	1.3%	32,117	32,558	33,003	33,452	33,906	34,363	34,824	35,289	35,758	36,231	36,708	459
Wholesale trade	0.16%	10,850	10,870	10,889	10,908	10,927	10,945	10,962	10,979	10,995	11,011	11,026	18
Retail Trade	0.8%	39,075	39,380	39,687	39,995	40,303	40,613	40,923	41,234	41,547	41,860	42,174	310
Transportation and warehousing	9.2%	12,116	13,258	14,502	15,857	17,331	18,936	20,680	22,576	24,637	26,874	29,304	1,719
Information	2.4%	6,159	6,309	6,462	6,619	6,778	6,940	7,106	7,275	7,447	7,622	7,800	164
Finance and insurance	1.9%	17,845	18,190	18,541	18,896	19,257	19,623	19,994	20,370	20,751	21,138	21,531	369
Real estate and rental and leasing	3.6%	24,005	24,895	25,813	26,761	27,740	28,749	29,790	30,864	31,971	33,113	34,290	1,029
Professional and technical services	3.0%	28,582	29,471	30,383	31,319	32,279	33,265	34,275	35,311	36,374	37,464	38,580	1,000
Management of companies and enterprises	4.9%	3,271	3,435	3,606	3,786	3,973	4,169	4,373	4,586	4,809	5,042	5,284	201
Administrative and waste services	0.8%	23,111	23,311	23,512	23,714	23,917	24,121	24,325	24,530	24,736	24,943	25,150	204
Educational services	3.2%	6,236	6,438	6,646	6,859	7,079	7,304	7,535	7,772	8,016	8,266	8,523	229
Health care and social assistance	2.1%	34,097	34,845	35,606	36,380	37,167	37,967	38,781	39,609	40,450	41,305	42,174	808
Arts, entertainment, and recreation	4.4%	9,883	10,328	10,791	11,272	11,773	12,293	12,834	13,395	13,979	14,585	15,215	533
Accommodation and food services	3.1%	31,187	32,170	33,180	34,216	35,280	36,373	37,493	38,643	39,822	41,032	42,272	1,109
Other services, except public administration	1.4%	22,915	23,242	23,573	23,907	24,244	24,584	24,927	25,273	25,623	25,976	26,332	342
Government and government enterprises	1.6%	59,378	60,329	61,291	62,264	63,248	64,243	65,248	66,265	67,292	68,331	69,380	1,000
Farm employment	0.5%	8,000	8,039	8,078	8,117	8,155	8,194	8,233	8,272	8,311	8,350	8,389	39
Total employment		418,383	428,709	439,375	450,393	461,780	473,553	485,728	498,324	511,361	524,858	538,838	
Job growth/(losses)		3,609	10,327	10,665	11,018	11,387	11,772	12,175	12,596	13,037	13,498	13,980	12,046
Job growth rate		0.9%	2.5%	2.5%	2.5%	2.5%	2.5%	2.6%	2.6%	2.6%	2.6%	2.7%	2.4%

Source: BEA, BLS, and THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

## C. TWO-COUNTY LARGEST EMPLOYERS

Table IV-4 shown below illustrates the top ten largest employers in the Two-County area. In the Two-County area, most of the top ten largest employers are in the education and healthcare sectors. Combined, the total employment of the top ten largest employers is 40,509, or roughly 10% of the total employment in the Two-County area.

Table IV-4: Largest Employers in the Two-County Area, 2019

Employer	Industry	Employees
1 UC Health	Healthcare	8,790
2 Colorado State University	Education	7,676
3 Banner Health	Healthcare	5,030
4 JBS Swift Beef Company	Beef Processing/Corporate Office	4,590
5 Poudre School District R-1	Education	3,784
6 Vestas	Wind Turbines	2,810
7 Greeley/Evans School District 6	Education	2,200
8 Thompson School District R2-J	Education	2,113
9 Larimer County	Government	1,799
10 University of Northern Colorado	Education	1,717
	Top 10 Employers Total Employment	40,509
	Total Employment in the Two-County Area	418,383
	Top 10 Employers as % of Total Employment	10%

Source: Larimer and Weld County CAFRs 2019

# TWO COUNTY ECONOMIC BASE ANALYSIS

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## D. LARIMER & WELD COUNTY INCOME LEVELS

Table IV-5 illustrates the per capita personal income level and annual change over the last 30 years for Larimer County, Weld County, and the United States as a whole. Since the year 1990, 2002, 2003 and 2009 were the only years that the Two-County market area experienced a decrease in per capita personal income. However, since 2016, per capita personal income in Larimer and Weld Counties has increased by \$2,306, and \$1,880, respectively, or 4.5% and 3.6%, respectively. Over the same period, per capita personal income in the United States has increased by \$1,934, for a growth rate of 4.0%. Table IV-5 illustrates an increase in wealth for the Two-County area, which will positively impact both residential and commercial real estate within the county over the next several years.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-5: Per Capita Income for the Two-County Market, 1990-2021

Year	Larimer County		Weld County		United States	
	Income	% Change	Income	% Change	Income	% Change
1990	\$17,978	--	\$15,533	--	\$19,621	--
1991	\$18,583	3.4%	\$16,077	3.5%	\$20,030	2.1%
1992	\$19,581	5.4%	\$16,988	5.7%	\$21,090	5.3%
1993	\$20,606	5.2%	\$18,168	6.9%	\$21,733	3.0%
1994	\$21,442	4.1%	\$18,787	3.4%	\$22,575	3.9%
1995	\$22,754	6.1%	\$19,323	2.9%	\$23,607	4.6%
1996	\$24,327	6.9%	\$20,547	6.3%	\$24,771	4.9%
1997	\$25,754	5.9%	\$21,467	4.5%	\$25,993	4.9%
1998	\$27,099	5.2%	\$23,155	7.9%	\$27,557	6.0%
1999	\$28,273	4.3%	\$24,333	5.1%	\$28,675	4.1%
2000	\$31,041	9.8%	\$25,552	5.0%	\$30,657	6.9%
2001	\$32,229	3.8%	\$26,116	2.2%	\$31,589	3.0%
2002	\$31,997	-0.7%	\$24,871	-4.8%	\$31,832	0.8%
2003	\$31,878	-0.4%	\$25,200	1.3%	\$32,681	2.7%
2004	\$32,759	2.8%	\$26,905	6.8%	\$34,251	4.8%
2005	\$34,106	4.1%	\$28,569	6.2%	\$35,849	4.7%
2006	\$35,926	5.3%	\$29,898	4.7%	\$38,114	6.3%
2007	\$37,874	5.4%	\$32,016	7.1%	\$39,844	4.5%
2008	\$38,191	0.8%	\$33,762	5.5%	\$40,904	2.7%
2009	\$36,870	-3.5%	\$32,573	-3.5%	\$39,284	-4.0%
2010	\$37,455	1.6%	\$33,092	1.6%	\$40,547	3.2%
2011	\$39,105	4.4%	\$35,055	5.9%	\$42,739	5.4%
2012	\$40,922	4.6%	\$37,088	5.8%	\$44,605	4.4%
2013	\$42,550	4.0%	\$38,793	4.6%	\$44,860	0.6%
2014	\$45,152	6.1%	\$42,283	9.0%	\$47,071	4.9%
2015	\$47,007	4.1%	\$43,925	3.9%	\$48,994	4.1%
2016	\$48,422	3.0%	\$43,745	-0.4%	\$49,890	1.8%
2017	\$51,748	6.9%	\$44,479	1.7%	\$51,910	4.0%
2018	\$54,207	4.8%	\$48,035	8.0%	\$54,601	5.2%
2019	\$55,884	3.1%	\$50,198	4.5%	\$56,469	3.4%
2020 Estimate	\$58,777	5.2%	\$52,343	4.3%	\$59,744	5.8%
2021 Estimate	\$60,845	3.5%	\$55,203	5.5%	\$60,596	1.4%
Average Annual Change						
1990-2021	\$1,383	4.0%	\$1,280	4.1%	\$1,322	3.8%
Average Annual Change						
2011-2021	\$2,126	4.3%	\$2,010	4.4%	\$1,823	4.0%
Average Annual Change						
2016-2021	\$2,306	4.5%	\$1,880	3.6%	\$1,934	4.0%

Source: U.S. Bureau of Economic Analysis, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

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## E. HISTORICAL POPULATION AND HOUSEHOLD GROWTH TRENDS

Population and household growth drive the demand for residential and commercial real estate development. As shown in Table IV-6, Larimer and Weld Counties have each increased in population and households since 1990.

Since 1990, the annual average population growth for the Two-County market has been approximately 12,660 people and approximately 4,860 households. From 2010 to 2021, the annual average population growth for the Two-County market has been approximately 14,361 people and 5,377 households.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-6: Estimates of Population and Households in the Two-County Area, 1980-2021

Year	Larimer County		Weld County		Two-County Market Total	
	Pop	HH	Pop	HH	Pop	HH
1980	149,184	54,086	123,440	42,750	272,624	96,836
1990	186,137	70,575	131,729	47,533	317,866	118,108
2000	251,493	97,163	180,795	63,194	432,288	160,357
2010	299,630	120,295	252,825	89,349	552,455	209,644
2020	362,496	145,151	331,247	117,326	693,743	262,477
2021	365,333	147,656	345,095	121,134	710,428	268,790
(1980-2021):						
Numerical	5,270	2,280	5,410	1,910	10,680	4,190
Percent	2.2%	2.5%	2.5%	2.6%	2.4%	2.5%
Percent of 2-County Total	49.3%	54.4%	50.7%	45.6%	100.0%	100.0%
(1990-2021):						
Numerical	5,780	2,490	6,880	2,370	12,660	4,860
Percent	2.2%	2.4%	3.2%	3.1%	2.6%	2.7%
Percent of 2-County Total	45.7%	51.2%	54.3%	48.8%	100.0%	100.0%
(2000-2021):						
Numerical	5,421	2,404	7,824	2,759	13,245	5,163
Percent	1.8%	2.0%	3.1%	3.1%	2.4%	2.5%
Percent of 2-County Total	40.9%	46.6%	59.1%	53.4%	100.0%	100.0%
(2010-2021):						
Numerical	5,973	2,487	8,388	2,890	14,361	5,377
Percent	1.8%	1.9%	2.9%	2.8%	2.3%	2.3%
Percent of 2-County Total	41.6%	46.3%	58.4%	53.7%	100.0%	100.0%

Source: Bureau of Census and THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-7: Population and Households in Notable Municipalities, 1990-2021

Year	Town of Windsor		City Fort Collins		Town of Timnath		Town of Ault		Town of Eaton		Town of Pierce		Town of Severance		Town of Wellington		City of Greeley		City of Loveland		City of Longmont		Town of Berthoud		Municipalities Total		
	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop	HH	Pop
1990	6,051	2,134	94,944	36,435	400	151	1,131	434	2,624	947	762	249	684	237	2,060	675	62,115	23,246	40,387	15,265	53,374	20,286	3,856	1,348	268,388	101,407	
2000	11,147	3,978	124,696	48,073	250	343	1,495	538	3,312	1,222	833	295	1,214	356	3,487	1,207	78,870	28,236	53,925	20,792	72,353	27,111	4,990	2,089	356,572	134,240	
2010	18,644	6,732	143,986	57,829	625	214	1,519	577	4,365	1,621	834	312	3,165	1,105	6,289	2,186	92,889	33,427	66,859	27,153	86,270	33,252	5,105	1,999	430,550	166,407	
2020	31,481	11,500	165,333	66,423	4,151	1,488	2,068	786	5,615	2,063	1,080	405	4,758	1,696	9,749	3,414	109,326	39,643	79,190	32,193	98,857	37,919	9,146	3,541	520,753	201,071	
2021	31,984	11,684	167,978	67,486	4,288	1,537	2,120	806	5,755	2,115	1,107	415	5,010	1,786	10,071	3,527	111,075	40,277	80,457	32,708	100,439	38,526	9,292	3,598	529,576	204,463	
(1990-2021):																											
Numerical	840	308	2,360	1,002	130	45	30	12	100	38	10	5	140	50	260	92	1,580	549	1,290	563	1,520	588	180	73	8,430	3,320	
Percent	5.5%	5.6%	1.9%	2.0%	8.0%	7.8%	2.0%	2.0%	2.6%	2.6%	1.2%	1.7%	6.6%	6.7%	5.3%	5.5%	1.9%	1.8%	2.2%	2.5%	2.1%	2.1%	2.9%	3.2%	2.2%	2.3%	
Percent of Municipalities Total	10.0%	9.3%	28.0%	30.2%	1.5%	1.3%	0.4%	0.4%	1.2%	1.1%	0.1%	0.2%	1.7%	1.5%	3.1%	2.8%	18.7%	16.5%	15.3%	16.9%	18.0%	17.7%	2.1%	2.2%	100.0%	100.0%	
(2000-2021):																											
Numerical	992	367	2,061	924	192	57	30	13	116	43	13	6	181	68	314	110	1,534	573	1,263	567	1,337	544	205	72	8,238	3,344	
Percent	5.1%	5.3%	1.4%	1.6%	14.5%	7.4%	1.7%	1.9%	2.7%	2.6%	1.4%	1.6%	7.0%	8.0%	5.2%	5.2%	1.6%	1.7%	1.9%	2.2%	1.6%	1.7%	3.0%	2.6%	1.9%	2.0%	
Percent of Municipalities Total	12.0%	11.0%	25.0%	27.6%	2.3%	1.7%	0.4%	0.4%	1.4%	1.3%	0.2%	0.2%	2.2%	2.0%	3.8%	3.3%	18.6%	17.1%	15.3%	17.0%	16.2%	16.3%	2.5%	2.1%	100.0%	100.0%	
(2010-2021)																											
Numerical	1,213	450	2,181	878	333	120	55	21	126	45	25	9	168	62	344	122	1,653	623	1,236	505	1,288	479	381	145	9,002	3,460	
Percent	5.0%	5.1%	1.4%	1.4%	19.1%	19.6%	3.1%	3.1%	2.5%	2.4%	2.6%	2.6%	4.3%	4.5%	4.4%	4.4%	1.6%	1.7%	1.7%	1.7%	1.4%	1.3%	5.6%	5.5%	1.9%	1.9%	
Percent of Municipalities Total	13.5%	13.0%	24.2%	25.4%	3.7%	3.5%	0.6%	0.6%	1.4%	1.3%	0.3%	0.3%	1.9%	1.8%	3.8%	3.5%	18.4%	18.0%	13.7%	14.6%	14.3%	13.9%	4.2%	4.2%	100.0%	100.0%	

Source: Bureau of Census and THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

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## F. RESIDENTIAL CONSTRUCTION TRENDS

Tables IV-8 and Table IV-9, respectively, show the number of single-family permits and multifamily permits issued annually for Larimer and Weld Counties since 1980. The numbers of each permit type are further detailed as a percentage of the total number of permits issued in the market area. Since 1980, the Two-County area has issued an average of 3,378 total permits each year. Single-family permits have accounted for 50.8% of total permits issued over the last 41 years. More recently, single-family permits issued in the Two-County area have accounted for 38.9% of total permits issued over the last three years, indicating a slight market shift towards multifamily housing.

Table IV-10 details the number of single-family and multifamily permits issued each year in notable municipalities within the Two-County area from 1980-2021. Over the last 41 years, Fort Collins has issued an average of 1,107 total permits each year. Single-family permits have accounted for most permits issued during that time. However, over the past 10 years, more multifamily permits have been issued than single-family permits, indicating a slight market shift towards multifamily housing.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-8: Residential Permits Issued in the Two-County Market, 1980-2021

Single Family		Larimer		Weld		Two-County Market
Year	Permits	%	Permits	%	Permits	Total Permits
1980	1,309	73.6%	469	26.4%		1,778
1981	900	81.1%	210	18.9%		1,110
1982	840	77.6%	243	22.4%		1,083
1983	1,895	78.9%	507	21.1%		2,402
1984	1,794	79.6%	461	20.4%		2,255
1985	1,633	77.1%	486	22.9%		2,119
1986	1,711	82.8%	356	17.2%		2,067
1987	1,204	79.2%	317	20.8%		1,521
1988	1,085	79.8%	275	20.2%		1,360
1989	1,047	80.5%	254	19.5%		1,301
1990	1,053	80.3%	258	19.7%		1,311
1991	1,288	79.3%	336	20.7%		1,624
1992	1,772	77.7%	509	22.3%		2,281
1993	2,316	72.7%	868	27.3%		3,184
1994	2,564	70.1%	1,096	29.9%		3,660
1995	2,272	63.4%	1,310	36.6%		3,582
1996	2,458	59.3%	1,687	40.7%		4,145
1997	2,299	55.6%	1,839	44.4%		4,138
1998	2,659	48.5%	2,827	51.5%		5,486
1999	2,643	43.7%	3,403	56.3%		6,046
2000	2,748	40.9%	3,970	59.1%		6,718
2001	2,658	40.0%	3,982	60.0%		6,640
2002	2,586	40.3%	3,837	59.7%		6,423
2003	2,368	39.1%	3,682	60.9%		6,050
2004	2,758	41.7%	3,854	58.3%		6,612
2005	2,313	36.0%	4,120	64.0%		6,433
2006	1,496	36.5%	2,603	63.5%		4,099
2007	1,126	42.0%	1,556	58.0%		2,682
2008	657	43.5%	852	56.5%		1,509
2009	363	33.6%	718	66.4%		1,081
2010	499	38.7%	789	61.3%		1,288
2011	710	47.2%	794	52.8%		1,504
2012	1,153	49.4%	1,182	50.6%		2,335
2013	1,507	48.3%	1,611	51.7%		3,118
2014	1,705	46.1%	1,997	53.9%		3,702
2015	1,770	44.8%	2,181	55.2%		3,951
2016	1,650	47.6%	1,820	52.4%		3,470
2017	2,040	48.5%	2,166	51.5%		4,206
2018	1,729	38.7%	2,742	61.3%		4,471
2019	1,610	35.6%	2,911	64.4%		4,521
2020	2,193	41.9%	3,046	58.1%		5,239
2021	1,221	40.7%	1,778	59.3%		2,999
2021 Permits are through June						
41-Year Average						
1980-2020	1,717	50.8%	1,662	49.2%		3,378
10-Year Average						
2011-2020	1,607	44.0%	2,045	56.0%		3,652
5-Year Average						
2016-2020	1,844	42.1%	2,537	57.9%		4,381
3-Year Average						
2018-2020	1,844	38.9%	2,900	61.1%		4,744

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-8: Residential Permits Issued in the Two-County Market, 1980-2021

Year	Larimer		Weld		Two-County Market Total Permits
	Permits	%	Permits	%	
1980	434	80.7%	104	19.3%	538
1981	272	82.4%	58	17.6%	330
1982	297	59.5%	202	40.5%	499
1983	528	82.0%	116	18.0%	644
1984	1,091	91.1%	107	8.9%	1,198
1985	1,009	69.6%	441	30.4%	1,450
1986	240	41.1%	344	58.9%	584
1987	347	70.7%	144	29.3%	491
1988	199	88.4%	26	11.6%	225
1989	26	56.5%	20	43.5%	46
1990	183	93.4%	13	6.6%	196
1991	255	92.4%	21	7.6%	276
1992	156	92.9%	12	7.1%	168
1993	302	75.7%	97	24.3%	399
1994	638	90.4%	68	9.6%	706
1995	525	76.6%	160	23.4%	685
1996	1,033	85.9%	169	14.1%	1,202
1997	478	63.2%	278	36.8%	756
1998	563	69.9%	242	30.1%	805
1999	948	86.0%	154	14.0%	1,102
2000	776	66.0%	399	34.0%	1,175
2001	1,006	75.9%	319	24.1%	1,325
2002	450	43.9%	574	56.1%	1,024
2003	635	69.3%	281	30.7%	916
2004	494	46.9%	560	53.1%	1,054
2005	574	78.3%	159	21.7%	733
2006	744	70.0%	319	30.0%	1,063
2007	215	42.5%	291	57.5%	506
2008	608	82.6%	128	17.4%	736
2009	88	67.2%	43	32.8%	131
2010	654	89.8%	74	10.2%	728
2011	480	83.5%	95	16.5%	575
2012	711	92.6%	57	7.4%	768
2013	870	73.4%	315	26.6%	1,185
2014	793	52.7%	711	47.3%	1,504
2015	664	53.5%	576	46.5%	1,240
2016	1,874	78.5%	514	21.5%	2,388
2017	888	51.0%	853	49.0%	1,741
2018	1,211	55.8%	958	44.2%	2,169
2019	931	48.6%	986	51.4%	1,917
2020	400	33.2%	805	66.8%	1,205
2021	317	40.4%	468	59.6%	785
2021 Permits are through June					
41-Year Average 1980-2020	600	67.6%	288	32.4%	887
10-Year Average 2011-2020	882	60.0%	587	40.0%	1,469
5-Year Average 2016-2020	1,061	56.3%	823	43.7%	1,884
3-Year Average 2018-2020	847	48.0%	916	52.0%	1,764

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-8: Residential Permits Issued in the Two-County Market, 1980-2021

Total	Larimer		Weld		Two-County Market
Year	Permits	% of Total	Permits	% of Total	Total Permits
1980	1,743	75.3%	573	24.7%	2,316
1981	1,172	81.4%	268	18.6%	1,440
1982	1,137	71.9%	445	28.1%	1,582
1983	2,423	79.5%	623	20.5%	3,046
1984	2,885	83.6%	568	16.4%	3,453
1985	2,642	74.0%	927	26.0%	3,569
1986	1,951	73.6%	700	26.4%	2,651
1987	1,551	77.1%	461	22.9%	2,012
1988	1,284	81.0%	301	19.0%	1,585
1989	1,073	79.7%	274	20.3%	1,347
1990	1,236	82.0%	271	18.0%	1,507
1991	1,543	81.2%	357	18.8%	1,900
1992	1,928	78.7%	521	21.3%	2,449
1993	2,618	73.1%	965	26.9%	3,583
1994	3,202	73.3%	1,164	26.7%	4,366
1995	2,797	65.5%	1,470	34.5%	4,267
1996	3,491	65.3%	1,856	34.7%	5,347
1997	2,777	56.7%	2,117	43.3%	4,894
1998	3,222	51.2%	3,069	48.8%	6,291
1999	3,591	50.2%	3,557	49.8%	7,148
2000	3,524	44.6%	4,369	55.4%	7,893
2001	3,664	46.0%	4,301	54.0%	7,965
2002	3,036	40.8%	4,411	59.2%	7,447
2003	3,003	43.1%	3,963	56.9%	6,966
2004	3,252	42.4%	4,414	57.6%	7,666
2005	2,887	40.3%	4,279	59.7%	7,166
2006	2,240	43.4%	2,922	56.6%	5,162
2007	1,341	42.1%	1,847	57.9%	3,188
2008	1,265	56.3%	980	43.7%	2,245
2009	451	37.2%	761	62.8%	1,212
2010	1,153	57.2%	863	42.8%	2,016
2011	1,190	57.2%	889	42.8%	2,079
2012	1,864	60.1%	1,239	39.9%	3,103
2013	2,377	55.2%	1,926	44.8%	4,303
2014	2,498	48.0%	2,708	52.0%	5,206
2015	2,434	46.9%	2,757	53.1%	5,191
2016	3,524	60.2%	2,334	39.8%	5,858
2017	2,928	49.2%	3,019	50.8%	5,947
2018	2,940	44.3%	3,700	55.7%	6,640
2019	2,541	39.5%	3,897	60.5%	6,438
2020	2,593	40.2%	3,851	59.8%	6,444
2021	1,538	40.6%	2,246	59.4%	3,784
2021 Permits are through June					
41-Year Average 1980-2020	2,316	54.3%	1,949	45.7%	4,266
10-Year Average 2011-2020	2,489	48.6%	2,632	51.4%	5,121
5-Year Average 2016-2020	2,905	46.4%	3,360	53.6%	6,265
3-Year Average 2018-2020	2,691	41.4%	3,816	58.6%	6,507

Source: U.S. Department of Commerce, HUD, C-40 Reports, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-9: Residential Permits Issued in the Two-County Market, 1980-2021

Year	Single Family Units	% of Total	Multi- Family Units	% of Total	Total
1980	1,778	76.8%	538	23.2%	2,316
1981	1,110	77.1%	330	22.9%	1,440
1982	1,083	68.5%	499	31.5%	1,582
1983	2,402	78.9%	644	21.1%	3,046
1984	2,255	65.3%	1,198	34.7%	3,453
1985	2,119	59.4%	1,450	40.6%	3,569
1986	2,067	78.0%	584	22.0%	2,651
1987	1,521	75.6%	491	24.4%	2,012
1988	1,360	85.8%	225	14.2%	1,585
1989	1,301	96.6%	46	3.4%	1,347
1990	1,311	87.0%	196	13.0%	1,507
1991	1,624	85.5%	276	14.5%	1,900
1992	2,281	93.1%	168	6.9%	2,449
1993	3,184	88.9%	399	11.1%	3,583
1994	3,660	83.8%	706	16.2%	4,366
1995	3,582	83.9%	685	16.1%	4,267
1996	4,145	77.5%	1,202	22.5%	5,347
1997	4,138	84.6%	756	15.4%	4,894
1998	5,486	87.2%	805	12.8%	6,291
1999	6,046	84.6%	1,102	15.4%	7,148
2000	6,718	85.1%	1,175	14.9%	7,893
2001	6,640	83.4%	1,325	16.6%	7,965
2002	6,423	86.2%	1,024	13.8%	7,447
2003	6,050	86.9%	916	13.1%	6,966
2004	6,612	86.3%	1,054	13.7%	7,666
2005	6,433	89.8%	733	10.2%	7,166
2006	4,099	79.4%	1,063	20.6%	5,162
2007	2,682	84.1%	506	15.9%	3,188
2008	1,509	67.2%	736	32.8%	2,245
2009	1,081	89.2%	131	10.8%	1,212
2010	1,288	63.9%	728	36.1%	2,016
2011	1,504	72.3%	575	27.7%	2,079
2012	2,335	75.2%	768	24.8%	3,103
2013	3,118	72.5%	1,185	27.5%	4,303
2014	3,702	71.1%	1,504	28.9%	5,206
2015	3,951	76.1%	1,240	23.9%	5,191
2016	3,470	59.2%	2,388	40.8%	5,858
2017	4,206	70.7%	1,741	29.3%	5,947
2018	4,471	67.3%	2,169	32.7%	6,640
2019	4,521	70.2%	1,917	29.8%	6,438
2020	5,239	81.3%	1,205	18.7%	6,444
2021	4,263	70.2%	1,810	29.8%	6,073

2021 Permits are through September

41-Year Average 1980-2020	3,378	79.2%	887	20.8%	4,266
10-Year Average 2011-2020	3,652	71.3%	1,469	28.7%	5,121
5-Year Average 2016-2020	4,381	69.9%	1,884	30.1%	6,265
3-Year Average 2018-2020	4,744	72.9%	1,764	27.1%	6,507

Source: U.S. Department of Commerce, HUD, C-40 Reports, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-10: Residential Permits by Municipality, 1980-2021

Year	Windsor		Fort Collins		Timnath		Ault		Eaton		Pierce		Severance		Wellington		Greeley		Loveland		Longmont		Johnstown		Mead		Berthoud		Totals	
	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF
1980	33	20	746	224	0	0	3	0	7	0	0	0	0	0	0	0	212	63	134	88	169	101	2	0	3	0	4	40	1,310	536
1981	8	0	433	175	0	0	0	0	4	0	0	0	0	0	0	0	79	47	122	4	146	28	1	0	2	0	2	24	795	278
1982	8	0	291	230	0	0	0	36	1	0	1	0	1	0	0	0	86	12	223	67	289	101	0	0	0	0	7	0	907	446
1983	32	6	954	373	0	0	0	0	5	0	1	0	0	0	0	0	223	59	347	76	609	198	5	24	1	0	14	2	2,190	738
1984	21	36	736	881	0	0	0	0	6	0	0	0	0	0	0	0	193	51	387	146	487	437	2	0	1	0	21	34	1,853	1,585
1985	18	55	615	871	0	0	1	0	9	0	1	0	0	0	0	0	188	356	351	91	343	128	0	0	2	0	38	12	1,564	1,513
1986	22	0	706	195	0	0	2	0	8	0	0	0	0	0	0	0	125	344	340	29	336	303	3	0	3	0	53	0	1,595	871
1987	24	0	550	329	0	0	2	0	7	0	0	0	0	0	0	0	149	144	190	8	184	224	1	0	1	0	28	0	1,135	705
1988	21	0	602	172	0	0	8	0	5	6	0	0	0	0	0	0	139	14	131	15	103	0	1	0	1	0	8	0	1,018	207
1989	18	0	554	18	0	0	6	0	3	0	1	0	1	0	0	0	122	4	128	8	92	72	1	0	1	0	19	2	945	104
1990	32	0	552	176	0	0	6	0	4	0	0	0	0	0	0	0	119	13	151	0	75	0	0	0	1	0	16	0	955	189
1991	33	0	545	215	0	0	8	0	9	0	1	0	0	0	0	0	149	21	278	4	157	0	2	0	3	0	30	0	1,212	240
1992	60	0	718	132	0	0	5	0	3	0	0	0	0	0	0	0	234	12	390	16	400	18	2	0	3	0	58	0	1,870	178
1993	106	0	929	251	0	0	9	0	21	0	2	0	7	0	0	0	371	81	540	16	443	16	5	0	8	0	67	2	2,500	366
1994	134	0	962	513	0	0	10	0	45	0	3	0	10	0	0	0	413	32	632	97	418	91	37	4	8	0	50	0	2,714	737
1995	213	0	935	311	0	0	16	0	25	0	4	2	33	0	0	0	347	147	405	203	449	418	105	2	70	5	91	12	2,623	1,095
1996	225	0	1,106	753	0	0	14	0	33	0	3	0	42	0	0	0	540	99	536	138	566	50	144	8	79	0	61	2	3,270	1,050
1997	238	11	930	385	0	0	2	0	22	0	10	0	16	0	0	0	492	260	605	50	986	363	136	0	70	0	82	0	3,519	1,069
1998	426	0	1,175	506	0	0	7	0	20	0	2	0	24	0	0	0	539	109	638	36	984	603	177	0	93	0	84	0	4,076	1,254
1999	340	0	1,193	736	0	0	1	0	39	0	4	0	24	0	0	0	719	120	746	188	970	238	202	0	28	0	79	0	4,317	1,282
2000	471	0	984	597	0	0	0	0	85	4	2	0	21	0	0	0	690	315	938	161	1,310	155	132	8	37	0	104	0	4,737	1,240
2001	463	4	1,118	733	0	0	0	0	224	0	1	0	66	0	0	0	701	311	827	264	977	657	156	0	18	0	21	0	4,554	1,969
2002	335	16	1,224	296	0	0	9	0	107	6	2	0	112	0	0	0	812	480	802	151	848	122	257	0	2	2	8	0	4,516	1,071
2003	287	38	1,000	384	0	0	1	0	64	0	1	0	142	0	75	0	793	60	782	222	771	86	290	0	64	0	20	0	4,226	790
2004	411	20	1,020	376	0	0	6	2	60	0	0	0	146	0	289	0	735	172	889	106	774	69	326	0	118	0	34	0	4,690	745
2005	451	42	744	368	0	0	3	0	59	0	0	0	228	0	275	0	793	48	754	118	492	26	381	0	67	0	52	0	4,232	602
2006	331	167	478	241	0	0	1	0	22	0	0	0	126	0	124	115	354	0	445	380	211	67	197	0	128	0	30	0	2,319	970
2007	222	14	414	197	0	0	5	0	11	0	1	0	51	0	66	3	168	71	280	0	182	45	164	0	77	0	23	0	1,587	330
2008	132	15	275	511	0	0	0	0	3	0	0	0	20	0	35	0	90	0	139	97	42	128	97	0	37	0	9	0	842	751
2009	97	0	154	79	0	0	2	0	3	0	0	0	40	0	13	0	46	0	67	6	26	33	97	0	28	0	9	3	554	121
2010	103	5	184	62	64	0	0	0	8	0	0	0	15	0	22	0	85	0	128	592	71	39	124	0	17	0	11	0	815	698
2011	106	10	262	452	137	0	0	0	11	0	0	0	7	0	15	0	42	0	165	28	56	58	180	0	65	0	17	0	998	548
2012	146	15	477	666	138	0	2	0	20	0	0	0	10	0	68	0	56	42	279	38	154	123	315	0	55	0	37	4	1,702	888
2013	178	10	628	763	165	0	5	0	47	0	0	0	30	0	141	4	205	225	255	103	191	54	376	0	27	0	151	0	2,372	1,159
2014	179	15	818	334	172	0	5	0	36	0	0	0	56	0	193	0	363	426	313	459	209	202	273	254	122	0	68	0	2,685	1,690
2015	289	66	558	418	190	0	20	0	48	0	72	0	104	0	219	12	521	446	468	225	307	104	157	0	18	0	107	3	3,060	1,274
2016	298	70	516	1,358	154	0	22	0	54	0	19	0	73	0	215	210	273	302	396	176	302	815	125	56	12	0	125	134	2,572	3,121
2017	498	92	667	710	271	0	23	0	95	0	3	0	258	0	188	0	122	227	283	175	358	646	135	212	36	0	434	0	3,335	2,062
2018	541	56	398	673	239	176	12	0	81	0	0	0	513	4	109	45	348	190	242	350	499	568	129	260	6	0	516	0	3,627	2,322
2019	782	103	316	632	368	16	55	0	41	25	0	0	413	0	115	60	170	697	269	79	427	539	86	0	6	0	361	136	3,403	2,287
2020	703	277	453	182	393	0	29	28	12	16	0	0	597	0	205	67	85	187	483	130	309	346	122	252	7	0	508	17	3,899	1,502
2021	456	108	188	169	291	55	0	0	0	0	0	0	372	0	77	0	64	279	294	73	99	129	103	0	0	0	306	0	2,250	813
41-Year Avg. 1980 - 2020	226	30	669	420	61	6	7	2	33	1	3	0	85	0	58	12	314	151	402	125	408	202	121	26	32	0	84	10	2,461	986
10-Year Avg. 2011 - 2020	380	75	480	578	229	22	16	3	40	4	9	0	221	0	140	36	219	274	315	176	281	346	190	103	35	0	232	29	2,765	1,685
5-Year Avg. 2016 - 2020	564	120	470	711	285	38	28	6	57	8	4	0	371	1	166	76	200	321	335	182	379	583	119	156	13	0	389	57	3,367	2,259
3-Year Avg. 2018 - 2020	675	145	389	496	333	64	32	9	45	14	0	0	508	1	143	57	201	358	331	186	412	484	112	171	6	0	462	51	3,643	2,037

2021 Permits are through June

Source: U.S. Department of Commerce, HUD, C-40 Reports, & THK Associates, Inc.

# TWO COUNTY ECONOMIC BASE ANALYSIS

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## G. POPULATION AND HOUSEHOLD PROJECTIONS

Table IV-11 shows the projected growth in employment, population, and households in the Two-County market. By way of comparison, the Two-County market area currently has an employment participation rate of 58.9%, which is higher than the 54.1% employment participation rate in 1990. Proportionally, average annual employment growth from 2000 to 2010 was less than population growth, effectively causing the employment participation ratio to decrease over the 2000 to 2010 time period. The drop may be attributed in large part to the Great Recession which occurred over the late to middle part of the 2000 to 2010 decade. From the year 2000 to 2010, household and population growth remained strong. Employment, population, and households in the Two-County market area are projected to grow by 12,046 jobs, 15,600 people and 5,998 households, respectively, on average annually from 2021 to 2031.

# TWO COUNTY ECONOMIC BASE ANALYSIS

Table IV-11: Projected Population and Households in the Two-County Market, 2021-2031

Year	Total Employment	Employment Participation Ratio	Permanent January 1, Population	Annual Population Change	Population in Group Quarters	Permanent Population In Households	Permanent Population Per Household	Households	Annual Household Change
1990	172,043	0.541	317,866	--	14,605	303,261	2.5677	118,108	--
2000	262,603	0.607	432,288	11,440	12,097	420,191	2.6203	160,357	4,220
2010	302,774	0.548	552,455	12,020	10,020	542,435	2.5874	209,644	4,930
2021	418,383	0.589	710,428	14,361	9,025	701,403	2.6095	268,790	5,377
2022	428,709	0.592	724,006	13,578	8,980	715,026	2.6095	274,013	5,223
2023	439,375	0.595	737,984	13,978	8,935	729,049	2.6094	279,390	5,377
2024	450,393	0.599	752,379	14,394	8,890	743,488	2.6094	284,926	5,536
2025	461,780	0.602	767,207	14,829	8,846	758,362	2.6094	290,629	5,703
2026	473,553	0.605	782,490	15,282	8,802	773,688	2.6094	296,505	5,876
2027	485,728	0.608	798,245	15,755	8,758	789,487	2.6093	302,563	6,058
2028	498,324	0.612	814,493	16,249	8,714	805,780	2.6093	308,810	6,247
2029	511,361	0.615	831,258	16,765	8,670	822,588	2.6093	315,254	6,445
2030	524,858	0.619	848,561	17,303	8,627	839,934	2.6093	321,906	6,651
2031	538,838	0.622	866,428	17,867	8,584	857,844	2.6092	328,773	6,867
Average Annual Change (2021-2031)	12,046		15,600		-44	15,644		5,998	
%	2.6%		2.0%		-0.5%	2.0%		2.0%	

Source: Dept of Commerce, Bureau of the Census and THK Associates, Inc.

## V. COMMERCIAL MARKETS – NINE COUNTIES AND TWO COUNTIES (LARIMER AND WELD)

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## OFFICE MARKET ANALYSIS

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## V. Commercial Markets – Nine Counties and Two Counties (Larimer and Weld)

### Office Market Analysis

#### A. OFFICE MARKET CHARACTERISTICS

Table V-1 illustrates the current office market statistics for the Nine County market Area and the Two County market area. As shown in Table V-1, the Two County market area has been categorized into two submarkets: Larimer County and Weld County. The office report indicates that there is currently 217.4 million square feet in the 9 Counties and 17.7 million square feet in the 2.

Overall, the Nine County and the Two County office vacancies are reported to average 13.7% and 7.1% respectively.

Regarding rental rates, office space in the Two County market area is currently leasing for an average of \$16.34 per square foot. The highest average lease rate is currently in the Nine County area at \$23.52 per square foot. A large concentration of the office space is in downtown Denver and the surrounding environs.

Table V-2 reflects historical trends in the office market for the Nine County market area and Table V-3 are the historical trends in the Two County region.

Table V-1: Denver Nine-County and Two County Office Market Characteristics, 2021

Subject Site Environs and Two County Market Area	Rentable Sq. Ft.	% of Total 9-County Rentable Space	Vacancy Rate	Avg. Gross Lease Rate - \$/SF/Yr. Full Service	Vacant Sq. Ft.
Two County	17,734,504	8.2%	7.1%	\$16.34	1,250,655
Nine-County Area	217,437,941	100.0%	13.7%	\$23.52	29,682,882
Two County As a Percent of the Nine-County		8.2%	-	69.5%	4.2%

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table V-2: Denver Nine-County Office Market Trends, 2001-2021 YTD

Year	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	8,220	217,437,941	29,682,882	13.7%	(2,467,740)	20	1,694,013	23	1,779,143	\$23.52
2020	8,202	215,783,221	25,560,422	11.8%	(4,564,584)	34	1,664,812	33	2,893,050	\$23.77
2019	8,181	214,273,133	19,479,750	9.1%	2,004,216	42	1,735,351	49	3,601,101	\$23.06
2018	8,161	213,000,674	20,205,897	9.5%	4,189,856	57	4,303,902	55	3,687,411	\$22.61
2017	8,119	208,955,360	20,434,821	9.8%	2,309,188	55	3,290,553	66	5,204,880	\$21.69
2016	8,080	205,865,067	19,541,065	9.5%	1,448,451	50	1,893,030	64	6,374,474	\$20.97
2015	8,060	204,333,436	19,613,794	9.6%	2,677,351	38	2,284,287	50	3,966,468	\$20.12
2014	8,056	202,542,822	20,503,455	10.1%	2,398,920	37	1,363,853	33	2,669,834	\$19.70
2013	8,048	201,575,418	21,941,095	10.9%	2,299,662	24	1,159,432	35	1,878,944	\$18.74
2012	8,053	200,707,636	23,377,282	11.6%	1,685,828	19	1,137,072	24	1,419,166	\$17.92
2011	8,061	199,870,749	24,226,223	12.1%	1,809,473	29	750,129	19	1,604,890	\$17.33
2010	8,053	199,363,269	25,528,113	12.8%	2,521,711	25	1,680,414	27	847,414	\$17.14
2009	8,062	198,153,650	26,840,205	13.5%	(263,592)	45	2,258,140	20	1,659,336	\$17.43
2008	8,030	196,367,876	24,775,110	12.6%	354,931	124	3,316,802	39	2,856,068	\$18.69
2007	7,917	193,388,255	22,158,568	11.5%	4,347,610	121	2,733,603	104	4,308,181	\$18.22
2006	7,804	190,776,469	23,896,945	12.5%	2,769,222	107	2,189,663	96	2,719,001	\$16.52
2005	7,714	188,843,043	24,732,674	13.1%	4,723,383	141	2,166,414	88	2,270,836	\$15.22
2004	7,577	186,904,598	27,515,579	14.7%	1,843,668	106	1,852,102	114	2,174,406	\$14.91
2003	7,475	185,590,073	28,044,724	15.1%	1,289,848	99	3,115,134	84	1,763,941	\$14.89
2002	7,379	182,516,563	26,261,062	14.4%	(1,870,729)	133	4,019,680	82	2,844,901	\$15.80
2001	7,255	178,831,173	20,704,268	11.6%	872,332	192	8,992,730	114	4,263,693	\$17.39

2021 YTD is through October 29, 2021

2001-2021

9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table V-2: Two County Office Market Trends, 2001-2021 YTD

Year	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	1,626	17,734,504	1,250,655	7.1%	(71,370)	5	95,120	5	116,365	\$16.34
2020	1,622	17,642,041	1,086,822	6.2%	(494,729)	3	31,373	7	185,520	\$16.31
2019	1,619	17,610,668	560,720	3.2%	114,648	11	124,003	4	57,428	\$16.11
2018	1,609	17,516,665	581,365	3.3%	402,839	10	81,256	9	111,003	\$15.68
2017	1,599	17,435,409	902,948	5.2%	423,085	15	360,574	8	59,609	\$15.11
2016	1,584	17,074,835	965,459	5.7%	209,387	12	265,522	15	360,574	\$14.95
2015	1,574	16,813,077	969,088	5.8%	(344)	4	51,422	9	335,344	\$14.34
2014	1,571	16,753,790	921,277	5.5%	439,386	10	279,112	3	95,041	\$13.38
2013	1,562	16,480,678	1,087,551	6.6%	168,699	3	55,152	7	219,172	\$12.53
2012	1,561	16,457,649	1,233,221	7.5%	406,800	6	224,626	2	19,152	\$12.31
2011	1,556	16,236,036	1,418,408	8.7%	176,329	9	97,431	5	215,792	\$12.44
2010	1,550	16,153,405	1,512,106	9.4%	408,148	8	240,585	10	220,831	\$12.75
2009	1,543	15,919,928	1,686,777	10.6%	(76,290)	12	247,631	6	195,124	\$13.71
2008	1,532	15,674,514	1,365,073	8.7%	105,286	26	396,717	8	176,223	\$14.88
2007	1,509	15,283,873	1,079,718	7.1%	633,870	28	493,612	17	302,644	\$15.15
2006	1,481	14,779,103	1,223,764	8.3%	474,138	50	436,731	23	445,477	\$14.77
2005	1,431	14,342,372	1,261,171	8.8%	727,254	61	614,496	34	266,241	\$13.92
2004	1,370	13,727,876	1,373,929	10.0%	462,138	42	497,810	51	550,734	\$13.39
2003	1,328	13,230,066	1,338,257	10.1%	564,318	31	678,946	26	321,891	\$13.00
2002	1,298	12,585,120	1,257,629	10.0%	121	42	495,163	25	641,849	\$13.09
2001	1,256	12,089,957	762,587	6.3%	437,704	43	788,085	34	738,386	\$13.38

2021 YTD is through October 29, 2021

2001-2021

Two County Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17
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Source: CoStar, THK Associates Inc.

## B. OFFICE EMPLOYMENT GROWTH BY INDUSTRY

Table V-3 shows the percentage of total employment for each industry that uses office space. In Table V-4, those office employment percentages are applied to the projected change in employment by industry in the Two County market area to project the total growth in office employment over the next decade. Total office employment in the Two County market area is projected to increase by an average of 2,245 per year over the next decade. Professional and Technical Services employment will account for an average of 350 new office employees annually; other sectors of major office space growth include Real Estate, Rental and Leasing at 360 jobs per year, and Government and Government Enterprises at 275 jobs per year.

Two important trends affecting the demand for office space are the increasing use of sophisticated electronic business machines and the adoption of open space floor plans that can be adapted rapidly as space needs change. New technology will enable firms to do more work with fewer employees. Routine filing and recordkeeping will be handled automatically, reducing the demand for unskilled office help. On the other hand, firms will need space for expansions to accommodate the growing use of electronic equipment. Consequently, while the actual space available for each office worker will decline, the average number of square feet per office employee will increase.

# OFFICE MARKET ANALYSIS

Table V-3: Proportion of New Employment Housed in Office Space in the Two Counties, 2021

Industry	Proportion of New Employment Housed in Office Space	Average Annual Number Of New Office Employees
Forestry, fishing, and related activities	8.8%	10
Mining	7.5%	19
Utilities	10.0%	-
Construction	7.5%	160
Manufacturing	7.5%	34
Wholesale trade	7.5%	1
Retail Trade	10.0%	31
Transportation and warehousing	12.5%	215
Information	37.5%	72
Finance and insurance	40.0%	148
Real estate and rental and leasing	35.0%	360
Professional and technical services	35.0%	350
Management of companies and enterprises	37.5%	75
Administrative and waste services	22.5%	42
Educational services	7.5%	17
Health care and social assistance	27.5%	222
Arts, entertainment, and recreation	7.5%	40
Accommodation and food services	10.0%	110
Other services, except public administration	17.5%	60
Government and government enterprises	27.5%	275
<b>Total</b>		<b>2,245</b>

Source: Urban Land Institute, and THK Associates, Inc.

# OFFICE MARKET ANALYSIS

## C. PROJECTED OFFICE DEMAND IN THE TWO COUNTY MARKET AREA

THK has calculated that office space averages approximately 140 square feet per employee in the Two County market area. By multiplying this amount of 140 square feet per office employee with the annual growth in new office employment, the annual demand for new office space can be estimated. Given that growth in office employment is projected to average 2,282 workers per year through 2031, there should be an average annual demand for 319,500 square feet of office space from 2021 to 2031.

Table V-4: Projected Total of New Office Space Demand in the Two County Market Area, 2021-2031

Year	Two County Market Area		
	Total Office Employment	Annual Change in Office Employment	Projected Annual Additional Occupied Office Space Demand
2021	78,000	1,900	266,000
2022	79,900	2,000	280,000
2023	81,900	2,100	294,000
2024	84,000	2,100	294,000
2025	86,100	2,200	308,000
2026	88,300	2,200	308,000
2027	90,500	2,400	336,000
2028	92,900	2,400	336,000
2029	95,300	2,500	350,000
2030	97,800	2,600	364,000
2031	100,400	2,700	378,000
2021-2031 Annual Average		2,282	319,473

\*Square Footage/Office Worker: 2,788

Source: CoStar and THK Associates, Inc.

## INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

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# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

## D. LARIMER/WELD COUNTIES AREA INDUSTRIAL/FLEX/R&D MARKET CHARACTERISTICS

As shown in Table V-5 Larimer/Weld Counties has been categorized into seven submarkets: Fort Collins, Loveland, Greeley, Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4. The report indicates that there is currently 42.1 million square feet of industrial space in Larimer/Weld Counties.

Present average vacancy rates for bulk warehouse and flex space are relatively low for the Two County and Nine County industrial/flex markets at 3.9% and 6.1% respectively and relatively high for the submarkets averaging at 13%.

Table V-7 shows historic industrial/flex space trends in the Nine-County and Two-County Area. The Nine County has averaged 3,690,858 square feet and 46 buildings of industrial/flex space delivered per year and averaged 4,486,742 square feet in 44 buildings under construction per year. The Two-County market has averaged 536,267 square feet and 17 buildings of industrial/flex space delivered per year and averaged 751,501 square feet in 16 buildings under construction per year.

Table V-5: Nine County and Larimer & Weld County Industrial/Flex/R&D Market Characteristics, 2021

Market	Rentable Area	Submarket as a % of the Two-County	Vacancy Rate %	Net Absorption SF	Under Construction	Avg. Lease Rate- \$ SF/YR NNN
Fort Collins	4,366,636	1.6%	9.5%	160,636	2	\$11.34
Greeley	6,553,715	2.3%	5.8%	66,369	3	\$13.27
Loveland	1,792,628	0.6%	10.0%	151,039	1	\$12.43
Timnath	28,968	0.0%	67.3%	(3,522)	0	\$0.00
Ault	61,294	0.0%	0.0%	4,500	0	\$0.00
Pierce	5,560	0.0%	0.0%	0	0	\$0.00
Severance	7,200	0.0%	0.0%	7,200	0	\$0.00
Total/Average Nine County Market	280,962,173	100.0%	6.1%	3,166,236	43	\$9.32
Total/Average Two County Market	42,126,380	100%	3.9%	323,938	19	\$11.25

Source: Costar THK Associates

# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

Table V-6: Industrial Characteristics in the Nine County Area, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	9,248	280,962,173	17,012,122	6.1%	3,166,236	43	4,977,576	57	9,204,996	\$9.32
2020	9,210	276,192,851	15,434,517	5.6%	2,979,403	76	6,330,216	48	6,348,732	\$8.90
2019	9,146	270,185,867	12,411,096	4.6%	4,278,960	76	5,781,027	74	6,782,858	\$8.51
2018	9,085	264,587,478	11,088,767	4.2%	2,688,467	59	4,367,240	64	5,837,722	\$8.13
2017	9,034	259,924,776	9,823,145	3.8%	3,677,131	77	5,869,377	59	4,754,539	\$7.90
2016	8,975	253,879,443	8,378,873	3.3%	2,957,442	43	5,070,942	66	5,544,426	\$7.30
2015	8,958	249,712,256	7,168,800	2.9%	1,775,165	29	2,073,856	32	3,726,921	\$6.91
2014	8,950	248,261,994	7,484,553	3.0%	5,527,288	49	3,156,224	18	2,161,360	\$6.11
2013	8,937	245,907,760	10,657,258	4.3%	2,883,505	19	2,010,385	37	2,404,822	\$5.27
2012	8,981	248,296,816	15,866,644	6.4%	2,260,924	24	753,133	12	1,800,545	\$4.83
2011	8,997	248,478,514	18,375,766	7.4%	(1,213,099)	11	209,457	13	787,237	\$4.71

2021 YTD is through October 28, 2021

2011-2021										
Nine County Average	9,047	258,762,721	12,154,686	4.7%	2,816,493	46	3,690,858	44	4,486,742	\$7.08

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

Table V-7: Two County Industrial Characteristics, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	1,934	42,126,380	1,640,834	3.9%	323,938	14	516,622	19	1,477,806	\$11.25
2020	1,921	41,649,758	1,488,150	3.6%	88,487	30	789,972	15	1,032,430	\$11.10
2019	1,891	40,863,556	794,595	1.9%	1,161,007	27	982,137	27	706,337	\$10.49
2018	1,865	39,889,565	981,611	2.5%	452,805	26	734,975	25	963,557	\$10.29
2017	1,840	39,169,524	714,387	1.8%	838,372	25	539,291	25	973,368	\$9.31
2016	1,815	38,622,295	1,030,580	2.7%	537,748	12	677,891	23	564,427	\$8.17
2015	1,806	37,979,656	925,689	2.4%	(138,623)	15	252,439	10	628,943	\$8.32
2014	1,794	37,756,312	563,722	1.5%	1,056,439	18	402,813	7	410,461	\$7.21
2013	1,777	37,362,499	1,226,348	3.3%	1,177,134	8	888,449	12	130,030	\$6.48
2012	1,772	36,957,612	1,998,595	5.4%	276,091	10	101,220	6	838,881	\$6.29
2011	1,766	37,323,212	2,640,286	7.1%	(425,810)	2	13,130	6	540,276	\$5.89

2021 YTD is through October 28, 2021

2011-2021										
Two County Average	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

## E. NEW EMPLOYMENT AND FLEX/R&D SPACE DEMAND

Table V-8 and Table V-9 details industrial employment percentages applied to the projected change in employment by industry in the Nine County and Larimer/Weld County market area to project the total growth in industrial employment over the next two decades. Total industrial employment housed in industrial space will increase by an average of 2,600 jobs per year over the next decade. Transportation and warehousing employment housed in industrial space will account for an average of 1,100 new industrial employees annually; other sectors of major industrial space growth include the construction sector at 430 jobs per year, and manufacturing at 280 jobs per year.

Table V-8: Proportion of New Employment Housed in Industrial Space

Industry	Two-County	Nine-County
	Proportion of New Employment Housed in Industrial Space	Proportion of New Employment Housed in Industrial Space
Forestry, fishing, related activities, and other	20.0%	17.0%
Mining	32.0%	27.2%
Utilities	32.0%	27.2%
Construction	20.0%	17.0%
Manufacturing	60.0%	51.0%
Wholesale trade	52.0%	44.2%
Retail Trade	8.0%	6.8%
Transportation and warehousing	64.0%	54.4%
Information	8.0%	6.8%
Finance and insurance	4.0%	3.4%
Real estate and rental and leasing	8.0%	6.8%
Professional and technical services	16.0%	13.6%
Management of companies and enterprises	8.0%	6.8%
Administrative and waste services	24.0%	20.4%
Educational services	8.0%	6.8%
Health care and social assistance	8.0%	6.8%
Arts, entertainment, and recreation	8.0%	6.8%
Accommodation and food services	8.0%	6.8%
Other services, except public administration	8.0%	6.8%
Government and government enterprises	8.0%	6.8%

Source: Urban Land Institute, and THK Associates, Inc.

# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

Table V-9: Projected Annual Change in Industrial/Flex/R&D Employment in Larimer & Weld County, 2021-2031

Industry	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Average Ann. Change
Forestry, fishing, and related activities	428	430	449	469	490	511	533	557	581	606	631	658	23
Mining	3,809	3,799	3,877	3,955	4,035	4,116	4,198	4,282	4,367	4,453	4,540	4,629	83
Utilities	231	231	231	231	232	232	232	232	232	233	233	233	0
Construction	6,860	6,962	7,311	7,676	8,058	8,456	8,872	9,307	9,761	10,235	10,729	11,245	428
Manufacturing	19,037	19,270	19,535	19,802	20,071	20,343	20,618	20,894	21,173	21,455	21,739	22,025	275
Wholesale trade	5,658	5,642	5,652	5,663	5,672	5,682	5,691	5,700	5,709	5,717	5,726	5,733	9
Retail Trade	3,138	3,126	3,150	3,175	3,200	3,224	3,249	3,274	3,299	3,324	3,349	3,374	25
Transportation & warehousing	7,816	7,754	8,485	9,281	10,148	11,092	12,119	13,235	14,449	15,767	17,199	18,754	1,100
Information	466	493	505	517	529	542	555	568	582	596	610	624	13
Finance & insurance	714	714	728	742	756	770	785	800	815	830	846	861	15
Real estate & rental & leasing	1,932	1,920	1,992	2,065	2,141	2,219	2,300	2,383	2,469	2,558	2,649	2,743	82
Professional & technical services	4,515	4,573	4,715	4,861	5,011	5,165	5,322	5,484	5,650	5,820	5,994	6,173	160
Management of companies & enterprises	261	262	275	289	303	318	333	350	367	385	403	423	16
Administrative & waste services	5,338	5,547	5,595	5,643	5,691	5,740	5,789	5,838	5,887	5,937	5,986	6,036	49
Educational services	506	499	515	532	549	566	584	603	622	641	661	682	18
Health care & social assistance	2,636	2,728	2,788	2,848	2,910	2,973	3,037	3,103	3,169	3,236	3,304	3,374	65
Arts, entertainment, & recreation	790	791	826	863	902	942	983	1,027	1,072	1,118	1,167	1,217	43
Accommodation & food services	2,467	2,495	2,574	2,654	2,737	2,822	2,910	2,999	3,091	3,186	3,283	3,382	89
Other services, except public administratio	1,816	1,833	1,859	1,886	1,913	1,939	1,967	1,994	2,022	2,050	2,078	2,107	27
Government & government enterprises	4,744	4,750	4,826	4,903	4,981	5,060	5,139	5,220	5,301	5,383	5,466	5,550	80
Farm	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	73,163	73,819	75,888	78,056	80,329	82,714	85,219	87,850	90,617	93,528	96,593	99,823	2,600
Projected Annual Change	656	2,069	2,168	2,168	2,273	2,385	2,504	2,631	2,767	2,911	3,065	3,229	

Source: THK Associates, Inc.

# INDUSTRIAL/FLEX/R&D MARKET ANALYSIS

## F. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN NORTH CENTRAL COLORADO

Table V-10 shows the potentials for the development of industrial/flex/R&D uses for the Two County market over the next decade.

Table V-10: Projected Industrial/Flex/R&D Space Demand in Larimer & Weld County, 2021-2031

Year	Total Industrial Employment	Annual Change in Industrial Employment	Annual Occupied Industrial/Flex Space Demand Total Square Footage		
			Total	Manufacturing & Warehouse	Flex/R&D
2021	73,819	656	104,913	70,292	34,621
2022	75,888	2,069	331,086	221,828	109,258
2023	78,056	2,168	346,876	232,407	114,469
2024	80,329	2,273	363,689	243,672	120,017
2025	82,714	2,385	381,598	255,671	125,927
2026	85,219	2,504	400,679	268,455	132,224
2027	87,850	2,631	421,014	282,079	138,934
2028	90,617	2,767	442,689	296,601	146,087
2029	93,528	2,911	465,797	312,084	153,713
2030	96,593	3,065	490,437	328,593	161,844
2031	99,823	3,229	516,715	346,199	170,516
Average Annual New Demand		2,600	41,180	27,591	13,589
Annual Average 2021-2031			387,772	259,807	127,965
NOTE:					
Square Footage/Employee		160			
Space Distribution					
Manufacturing & Warehouse			67%		
Flex/R&D			33%		

Source: THK Associates, Inc.

## RETAIL MARKET ANALYSIS

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## G. RETAIL MARKET

The Nine County market area comprises of the counties: Adams, Arapahoe, Boulder, Broomfield, Douglas, Jefferson, Denver, Larimer, and Weld. The Two County market area has been categorized into two submarkets: Larimer County and Weld County. The report indicates that there is currently 209.9 million square feet of retail space within the Nine County market area and 33.9 million square feet within the Two County area.

The following page table show details of the total number of buildings, total retail building area, vacancy percentage, deliveries, buildings under construction and quoted rates in the Nine County and Two County market areas and the Two County as a percentage of the Nine County.

# RETAIL MARKET ANALYSIS

Table V-11: Retail Trends For the Nine County Market Area, Two County Market Area and Subject Site Environs, 2021

Markets	Existing Inventory		Vacancy		Net Absorption	Deliveries (Bldgs)	Under Construction SF	Quoted Rates
	# of Buildings	Total RBA	Total SF	Vacant %				
Two County Market Area Total	2,843	33,955,856	1,243,721	3.7%	2,905	5	37,519	\$17.31
Subject Site Environs	283	5,009,883	113,189	2.3%	69,070	2	8,000	\$17.44
Subject Site Environs as a % of Two County Market Area Total	10.0%	14.8%	9.1%	61.7%	2377.6%	40.0%	21.3%	100.8%
Nine County Market Area Total	15,789	209,965,642	10,563,114	5.0%	(560)	33	1,187,200	\$18.61

## H. RETAIL MARKET CHARACTERISTICS

As detailed by Table V-12 on the following page, the retail vacancy as reported is 5.0% in the Nine County region and 3.7% in the Two County market area. The Nine County area is demanding on average \$18.61 per square foot for a triple net lease, while the Two County area is demanding \$17.31. Additionally, newer retail construction is commanding a premium.

Tables V-12 through V-13 detail historical trends in the retail market for the Nine County market area, the Two County region. Historically, the Nine County region has averaged the addition of 1.7 million square feet of retail per year and this Nine County region has been delivering 2.3 million square feet per year. In the last decade the inventory of retail in the Nine County area has declined to 771,300 square feet per year and currently there is 1,187,200 retail square feet under construction. Historically, the Two County region has average annually the addition of 405,584 square feet of retail space which is 24% of the Nine County total. The 2 County area has been delivering 428,628 retail square feet per year or 18.5% of the Nine County total. In the last decade the retail inventory in the Two County area has increased annually by 210,200 square feet and currently there is just 37,519 square feet of retail space under construction.

# RETAIL MARKET ANALYSIS

Table V-12: Nine County Market Area Trends, 2006-2021

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	15,789	209,965,642	10,563,114	5.0%	(560)	4,257,971	33	400,719	39	1,187,200	\$18.61
2020	15,766	209,630,642	10,227,554	4.9%	(688,681)	5,293,835	103	1,119,424	50	935,410	\$18.69
2019	15,680	208,661,379	8,584,517	4.1%	250,632	5,598,356	148	1,481,309	88	1,383,220	\$18.43
2018	15,554	207,573,672	7,768,271	3.7%	2,301,766	7,641,390	172	2,167,615	105	1,359,864	\$18.51
2017	15,412	205,952,415	8,466,098	4.1%	2,579,222	8,958,693	166	2,524,927	136	2,003,454	\$17.58
2016	15,301	204,479,925	9,590,327	4.7%	2,427,916	7,503,951	143	2,323,735	111	2,203,679	\$16.04
2015	15,225	202,822,325	10,366,597	5.1%	1,583,676	5,759,166	122	1,783,353	98	1,492,675	\$15.50
2014	15,172	202,138,318	11,253,195	5.6%	1,946,862	6,440,057	115	1,280,332	74	1,321,145	\$15.08
2013	15,104	201,646,532	12,675,914	6.3%	2,334,767	7,381,773	112	1,596,533	84	1,131,370	\$14.96
2012	15,059	200,818,990	14,231,121	7.1%	1,104,897	6,227,327	84	1,068,250	69	1,179,734	\$14.25
2011	15,027	201,917,785	16,434,813	8.1%	1,405,996	7,579,606	58	1,593,625	43	917,108	\$14.11
2010	15,020	200,901,158	16,824,407	8.4%	822,241	6,630,965	56	744,092	35	1,463,055	\$14.35
2009	15,006	200,640,668	17,333,177	8.6%	219,690	7,874,278	138	2,514,483	35	555,735	\$16.06
2008	14,894	198,929,813	15,831,826	8.0%	2,790,831	10,797,986	297	5,272,290	88	1,862,703	\$16.99
2007	14,617	194,636,962	14,154,966	7.3%	3,366,308	11,610,786	249	4,229,653	157	3,658,471	\$15.88
2006	14,385	190,733,896	13,449,126	7.1%	4,608,359	12,115,658	325	6,893,079	152	2,826,014	\$16.01
Average	15,188	202,590,633	12,359,689	6.1%	1,690,870	7,604,487	145	2,312,089	85	1,592,552	\$16.32

2021 YTD is through September 13, 2021

Source: THK Associates Inc., CoStar

# RETAIL MARKET ANALYSIS

Table V-13: Two County Market Area Trends, 2006-2021

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	2,843	33,955,856	1,243,721	3.7%	2,905	529,000	7	91,141	5	37,519	\$17.31
2020	2,837	33,882,055	1,172,825	3.5%	212,542	999,870	22	274,886	8	100,154	\$17.26
2019	2,821	33,639,758	1,143,070	3.4%	222,404	803,467	23	264,289	15	223,608	\$17.91
2018	2,803	33,414,600	1,140,316	3.4%	167,353	990,462	33	272,181	13	194,184	\$17.25
2017	2,773	33,156,709	1,049,778	3.2%	841,111	1,510,196	34	747,935	29	311,184	\$16.08
2016	2,763	32,774,541	1,508,645	4.6%	411,635	966,385	30	375,428	25	584,036	\$14.20
2015	2,736	32,433,136	1,580,795	4.9%	214,296	961,524	20	320,206	20	190,764	\$12.84
2014	2,722	32,205,061	1,567,016	4.9%	535,492	1,146,340	21	297,255	10	165,002	\$12.88
2013	2,704	31,995,746	1,893,193	5.9%	384,155	933,026	16	172,154	9	78,513	\$12.60
2012	2,692	31,841,301	2,122,903	6.7%	314,934	892,800	13	87,759	9	120,718	\$12.52
2011	2,681	31,779,782	2,376,318	7.5%	643,904	1,441,761	13	516,314	7	54,947	\$12.30
2010	2,671	31,280,034	2,520,474	8.1%	205,448	1,049,650	12	87,250	6	475,325	\$12.19
2009	2,659	31,192,784	2,638,672	8.5%	32,321	1,058,282	20	221,781	7	173,681	\$13.31
2008	2,639	30,971,003	2,449,212	7.9%	953,998	2,274,285	60	1,595,987	7	42,985	\$13.39
2007	2,579	29,375,016	1,807,223	6.2%	1,298,613	2,112,107	61	1,091,011	33	1,182,538	\$13.52
2006	2,518	28,284,005	2,013,725	7.1%	48,235	1,042,496	48	442,463	38	807,972	\$13.89
Average	2,715	32,011,337	1,764,243	5.6%	405,584	1,169,478	27	428,628	15	296,446	\$14.34

2021 YTD is through September 13, 2021

Source: THK Associates Inc., CoStar

# RETAIL MARKET ANALYSIS

## I. RETAIL POTENTIALS IN THE NINE COUNTY AREA AS WELL AS THE TWO COUNTY AREA

Currently in the Nine County area, there are 199.4 million occupied square feet of retail space servicing 4,019,869 people or 50 square feet per person. It was shown earlier that the Nine County Denver area is projected annually during the next decade to grow by 58,200 to 64,400 people per year and average 61,300 people per year, with this growth rate, annually the retail market should grow by between 2,910,000 to 3,220,000 square feet and average 3,066,500 square feet. The Two County area should capture 16% of this projected market and annually its retail market will expand by 465,600 square feet to 515,200 square feet and average 490,640 square feet.

Table V-14: Projected Retail Demand in the Two County Market Area, 2021-2031

Year	9-County Denver Area		Two County Projected Occupied Additional Annual Retail Demand (Sq Ft) (16%)
	Total Occupied RBA (SqFt)	Annual Increase Population Sq Ft	
2021	199,402,600	--	--
2022	202,312,600	2,910,000	465,600
2023	205,257,600	2,945,000	471,200
2024	208,237,600	2,980,000	476,800
2025	211,252,600	3,015,000	482,400
2026	214,302,600	3,050,000	488,000
2027	217,387,600	3,085,000	493,600
2028	220,507,600	3,120,000	499,200
2029	223,662,600	3,155,000	504,800
2030	226,847,600	3,185,000	509,600
2031	230,067,600	3,220,000	515,200
Annual Average New Demand 2021-2031		3,066,500	490,640

Source: CoStar and THK Associates, Inc.

## HOTEL MARKET ANALYSIS

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# HOTEL MARKET ANALYSIS

## J. HISTORICAL OCCUPANCY RATES AND HOTEL INVENTORY FOR THE TWO COUNTY (LARIMER/WELD COUNTIES) MARKET AREA

Table V-15 illustrates the current hotel market statistics for the Nine County market Area and the Two County market area. As shown in Table V-15, the hotel report indicates that there is currently 21.1 million square feet in the Nine County market and 3.5 million square feet in the Two County market area.

Table V-16 shows average occupancy rates for the Nine County and Two County market areas broken down by submarket; additionally, the average room rates are broken down by submarket. The average occupancy rate for 2021 is projected to be 59.0% in the area based on statistics through September of 2021. It is also notable that occupancy rates have grown from 60.6% in 2011 to 72.1% in 2019, an 11.5% increase in nine years. The 2020 coronavirus pandemic caused the occupancy to decrease to a historic low of 42.2%. Despite the decline of hotel occupancy in 2020, there is a significant increase of 16.8% in 2021. Additionally, the average room rate in the Two-County area steadily increased through 2019 to \$133.61 per night over a period of nine years. Rates had increased nearly 56.6% since 2011.

Table V-15: Denver Nine County, Two County Market Market Characteristics, 2021

Two County Market Area and Nine County Market Area	Rentable Sq. Ft.	Total number of rooms	Vacancy Rate	Avg. Gross Room Rate in September, 2021	Vacant Sq. Ft.
Two County Market	3,564,647	10,296	41.0%	\$126.83	1,461,505
Denver Nine County	21,136,290	60,381	58.0%	\$119.00	12,259,048
Two County Market As a % of the Denver Nine County	16.9%	17.1%		107%	12%

Source: CoStar, THK Associates Inc.

# HOTEL MARKET ANALYSIS

Table V-16: Occupancy Rates For Northern Colorado Area First Class Hotels, 2011-2021

Area	Occupancy										
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Fort Collins	54.5%	45.5%	77.7%	66.8%	77.3%	75.1%	72.9%	67.8%	65.8%	65.1%	63.2%
Loveland	55.9%	35.5%	66.2%	66.0%	74.2%	72.0%	69.9%	65.9%	64.0%	60.2%	58.4%
Greeley	66.7%	45.5%	72.3%	68.5%	72.5%	70.3%	68.3%	65.1%	63.2%	62.0%	60.2%
Timnath	--	--	--	--	--	--	--	--	--	--	--
Ault	--	--	--	--	--	--	--	--	--	--	--
Pierce	--	--	--	--	--	--	--	--	--	--	--
Severance	--	--	--	--	--	--	--	--	--	--	--
Area Average	59.0%*	42.2%	72.1%	67.1%	74.7%	72.5%	70.4%	66.3%	64.3%	62.4%	60.6%

Area	Average Room Rate										
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Fort Collins	\$132.65	\$110.02	\$145.94	\$141.69	\$104.10	\$101.06	\$98.12	\$103.15	\$100.15	\$94.27	\$91.52
Loveland	\$129.41	\$105.65	\$138.37	\$134.34	\$118.17	\$114.73	\$111.39	\$114.39	\$111.06	\$98.15	\$95.29
Greeley	\$118.43	\$85.58	\$116.52	\$113.13	\$110.78	\$107.55	\$104.42	\$78.67	\$76.38	\$71.19	\$69.12
Timnath	--	--	--	--	--	--	--	--	--	--	--
Ault	--	--	--	--	--	--	--	--	--	--	--
Pierce	--	--	--	--	--	--	--	--	--	--	--
Severance	--	--	--	--	--	--	--	--	--	--	--
Area Average	\$126.83	\$100.42	\$133.61	\$129.72	\$111.02	\$107.78	\$104.64	\$98.74	\$95.86	\$87.87	\$85.31

\*2021 projection because 2021 data is only through September

Source: Rocky Mtn. Lodging Report, COstar & THK Associates, Inc.

## K. HISTORICAL OCCUPANCY RATES AND HOTEL INVENTORY FOR THE NORTH CENTRAL COLORADO (LARIMER/WELD COUNTIES) MARKET AREA

Table V-17 shows average occupancy rates for the North Central Colorado market area broken down by submarket; additionally, the average room rates are broken down by submarket. The average occupancy rate for 2021 is projected to be 59.0% in the area based on statistics through September of 2021. It is also notable that occupancy rates have grown from 60.6% in 2011 to 72.1% in 2019, an 11.5% increase in nine years. The 2020 coronavirus pandemic caused the occupancy rates to decrease to a historic low of 42.2%. Despite the inflation of hotel occupancy in 2020, there is a significant increase of 16.8% in 2021. Additionally, the average room rate in the Two-County area steadily increased through 2019 to \$133.61 per night over a period of nine years. Rates had increased nearly 56.6% since 2011.

# HOTEL MARKET ANALYSIS

Table V-17: Occupancy Rates For Northern Colorado Area First Class Hotels, 2011-2021

Area	Occupancy										
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Fort Collins	54.5%	45.5%	77.7%	66.8%	77.3%	75.1%	72.9%	67.8%	65.8%	65.1%	63.2%
Loveland	55.9%	35.5%	66.2%	66.0%	74.2%	72.0%	69.9%	65.9%	64.0%	60.2%	58.4%
Greeley	66.7%	45.5%	72.3%	68.5%	72.5%	70.3%	68.3%	65.1%	63.2%	62.0%	60.2%
Timnath	--	--	--	--	--	--	--	--	--	--	--
Ault	--	--	--	--	--	--	--	--	--	--	--
Pierce	--	--	--	--	--	--	--	--	--	--	--
Severance	--	--	--	--	--	--	--	--	--	--	--
Area Average	59.0%*	42.2%	72.1%	67.1%	74.7%	72.5%	70.4%	66.3%	64.3%	62.4%	60.6%

Area	Average Room Rate										
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Fort Collins	\$132.65	\$110.02	\$145.94	▲\$141.69	\$104.10	\$101.06	\$98.12	\$103.15	▲\$100.15	\$94.27	\$91.52
Loveland	\$129.41	\$105.65	\$138.37	▲\$134.34	\$118.17	\$114.73	\$111.39	\$114.39	▲\$111.06	\$98.15	\$95.29
Greeley	\$118.43	\$85.58	\$116.52	▲\$113.13	\$110.78	\$107.55	\$104.42	\$78.67	▲\$76.38	\$71.19	\$69.12
Timnath	--	--	--	--	--	--	--	--	--	--	--
Ault	--	--	--	--	--	--	--	--	--	--	--
Pierce	--	--	--	--	--	--	--	--	--	--	--
Severance	--	--	--	--	--	--	--	--	--	--	--
Area Average	\$126.83	\$100.42	\$133.61	\$129.72	\$111.02	\$107.78	\$104.64	\$98.74	\$95.86	\$87.87	\$85.31

\*2021 projection because 2021 data is only through September

Source: Rocky Mtn. Lodging Report, COstar & THK Associates, Inc.

# HOTEL MARKET ANALYSIS

## L. HOTEL DEMAND IN THE TWO COUNTY MARKET AREA

As shown in Table V-15, there are currently 12,589 hotel rooms in the Two-County area in 2021. Table V-18 has correlates growth in demand for hotel rooms in the Two-County area based on employment. Currently there are .0301 hotel rooms in the Two-County area for every employee in Larimer and Weld County. Over the next 10 years, there will be a total demand for 16,761 hotel rooms in the Two-County area, based on a stabilized occupancy rate of 70% and annually the 2-County market will grow by 414 hotel rooms annually.

Table V-18: Projected Hotel Demand in the Two County Area, 2022-2031

Year	Projected Two-County Employment	Rooms per Employee	Total 2-County Room Demand	Annual New Demand
2022	428,709	0.0302	12,947	327
2023	439,375	0.0303	13,312	366
2024	450,393	0.0304	13,691	379
2025	461,780	0.0305	14,083	392
2026	473,553	0.0306	14,490	407
2027	485,728	0.0307	14,911	421
2028	498,324	0.0308	15,348	437
2029	511,361	0.0309	15,802	453
2030	524,858	0.0310	16,272	470
2031	538,838	0.0311	16,761	488
2021-2031 Average	481,292			414
Total			16,761	4,141

\*0.0301 hotel rooms for every employee in the Two-County Market in 2022

Source: THK Associates, Inc.

## VI. RESIDENTIAL MARKET ANALYSIS

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## VI. Residential Market Analysis

The potentials for new residential development are dependent on a variety of factors including interest rates, inflation, and social, political, and other economic influences. These influences coupled with overall growth in population and household formations create the aggregate demand for new housing. Historical trends and housing permits for new housing construction were also examined to show how past construction levels and trends have coincided with population, demographic changes, and economic conditions.

The following illustrations depicts the Competitive Market Area (PTA) for Trade Area 1 – Primary Trade Area 1, Trade Area 2 – Primary Trade Area 2, Trade Area 3 - Primary Trade Area 3 and Trade Area 4 – Primary Trade Area 4 which consists of an approximate 10- to 15-minute drive time. Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3 and Primary Trade Area 4 is the geographic area where potential residential buyers would also be expected to search.

# RESIDENTIAL MARKET ANALYSIS

Table VI-1: Population and Household Trends in the Nine County Market, Two County Market, Primary Trade Area 1  
Primary Trade Area 2, Primary Trade Area 3, and the Primary Trade Area 4, 1990-2021

	1990	2000	2010	2020	2021	Annual Average					
						1990-2021		2000-2021		2010-2021	
						Numerical	Percent	Numerical	Percent	Numerical	Percent
Nine-County Market											
Population	2,166,278	2,833,001	3,336,683	3,950,689	4,019,869	59,793	2.0%	56,518	1.7%	62,108	1.7%
Households	857,140	1,100,376	1,311,418	1,554,582	1,582,265	23,391	2.0%	22,947	1.7%	24,622	1.7%
Two-County Market											
Population	317,866	432,288	552,455	693,255	710,428	12,663	2.6%	13,245	2.4%	14,361	2.3%
Households	118,108	160,357	209,644	262,129	268,790	4,861	2.7%	5,163	2.5%	5,377	2.3%
Primary Trade Area 1											
Population	69,633	101,736	139,428	191,289	196,799	4,102	3.4%	4,527	3.2%	5,216	3.2%
Households	27,511	39,806	55,411	77,582	79,838	1,688	3.5%	1,906	3.4%	2,221	3.4%
Primary Trade Area 2											
Population	7,680	9,425	11,936	16,209	16,841	296	2.6%	353	2.8%	446	3.2%
Households	2,767	3,475	4,433	6,020	6,255	113	2.7%	132	2.8%	166	3.2%
Primary Trade Area 3											
Population	6,888	8,681	11,062	14,592	15,021	262	2.5%	302	2.6%	360	2.8%
Households	2,501	3,181	4,134	5,359	5,512	97	2.6%	111	2.7%	125	2.6%
Primary Trade Area 4											
Population	1,910	2,808	5,568	10,175	11,597	312	6.0%	419	7.0%	548	6.9%
Households	681	967	1,997	3,649	4,159	112	6.0%	152	7.2%	197	6.9%
Primary Trade Area 1 as a percentage of Two-County Market											
Population	21.9%	23.5%	25.2%	27.6%	27.7%	32.4%		34.2%		36.3%	
Households	23.3%	24.8%	26.4%	29.6%	29.7%	34.7%		36.9%		41.3%	
Primary Trade Area 2 as a percentage of Two-County Market											
Population	2.4%	2.2%	2.2%	2.3%	2.4%	2.3%		2.7%		3.1%	
Households	2.3%	2.2%	2.1%	2.3%	2.3%	2.3%		2.6%		3.1%	
Primary Trade Area 3 as a percentage of Two-County Market											
Population	2.2%	2.0%	2.0%	2.1%	2.1%	2.1%		2.3%		2.5%	
Households	2.1%	2.0%	2.0%	2.0%	2.1%	2.0%		2.1%		2.3%	
Primary Trade Area 4 as a percentage of Two-County Market											
Population	0.60%	0.65%	1.01%	1.47%	1.63%	2.5%		3.2%		3.8%	
Households	0.58%	0.60%	0.95%	1.39%	1.55%	2.3%		2.9%		3.7%	

Source: U.S. Bureau of the Census, Sitewise and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

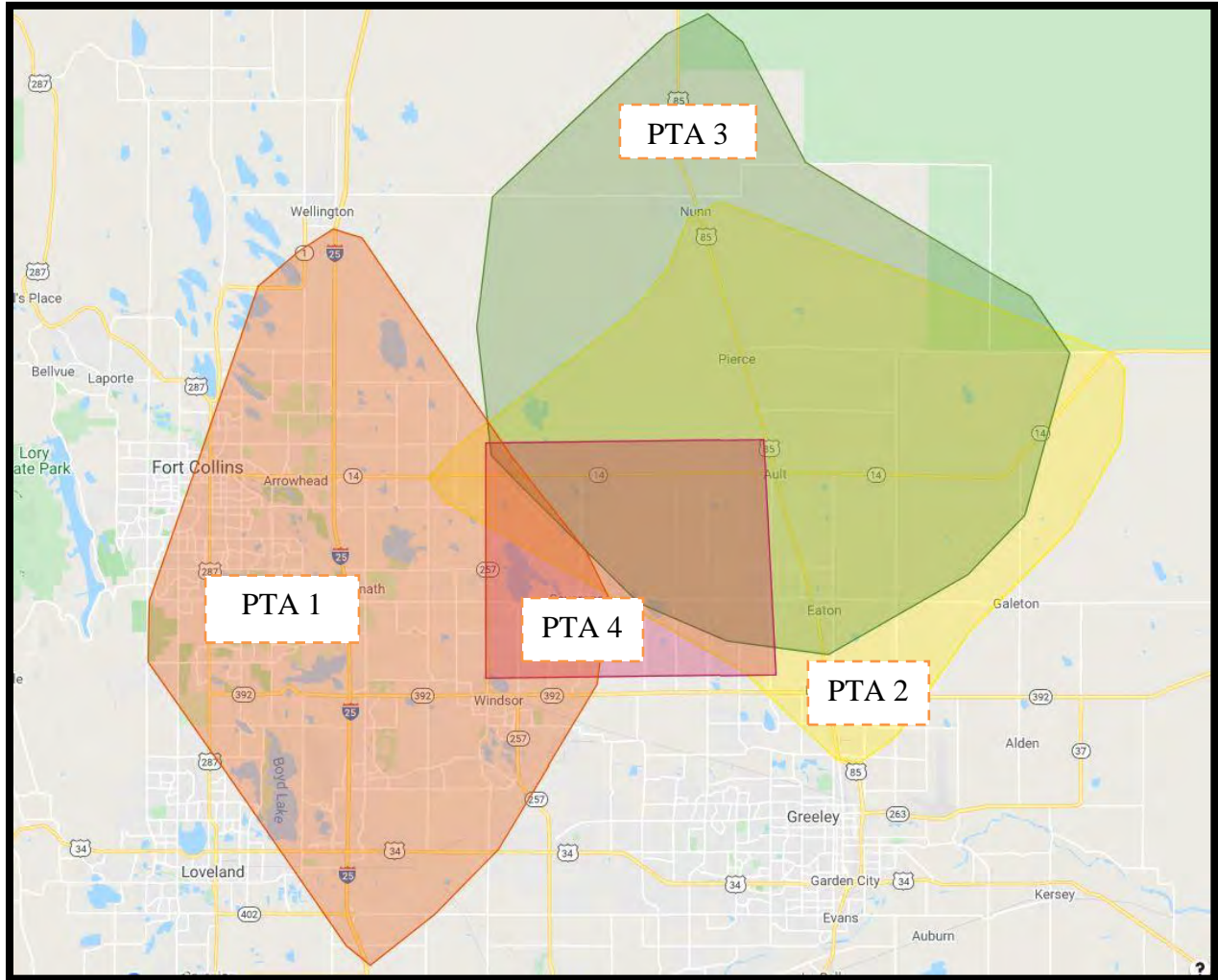
Table VI-2: Projected Population and Household in the Nine County Market, Two County Market, Primary Trade Area 1  
Primary Trade Area 2, Primary Trade Area 3, and the Primary Trade Area 4, 2021-2041

					Annual Average					
					2021-2026		2021-2031		2021-2041	
	2021	2026	2031	2041	Numerical	Percent	Numerical	Percent	Numerical	Percent
Nine-County Market										
Population	4,019,869	4,317,980	4,633,305	5,290,213	59,622	1.4%	61,344	1.4%	63,517	1.4%
Households	1,582,265	1,694,872	1,813,435	2,079,926	22,521	1.4%	23,117	1.4%	24,883	1.4%
Two-County Market										
Population	710,428	784,090	866,428	1,045,211	14,732	2.0%	15,600	2.0%	16,739	1.9%
Households	268,790	297,305	328,773	402,023	5,703	2.0%	5,998	2.0%	6,662	2.0%
Primary Trade Area 1										
Population	196,799	227,669	264,428	355,129	6,174	3.0%	6,763	3.0%	7,917	3.0%
Households	79,838	92,362	106,923	144,070	2,505	3.0%	2,709	3.0%	3,212	3.0%
Primary Trade Area 2										
Population	16,841	20,413	24,758	36,428	714	3.9%	792	3.9%	979	3.9%
Households	6,255	7,559	9,185	13,652	261	3.9%	293	3.9%	370	4.0%
Primary Trade Area 3										
Population	15,021	16,984	19,210	24,267	393	2.5%	419	2.5%	462	2.4%
Households	5,512	6,233	7,050	8,908	144	2.5%	154	2.5%	170	2.4%
Primary Trade Area 4										
Population	11,597	19,944	34,316	101,931	1,670	11.5%	2,272	11.5%	4517	11.5%
Households	4,159	7,152	12,306	36,553	599	11.5%	815	11.5%	1620	11.5%
Primary Trade Area 1 as a percentage of Two-County Market										
Population	27.7%	29.0%	30.5%	34.0%	41.9%		43.4%		47.3%	
Households	29.7%	31.1%	32.5%	35.8%	43.9%		45.2%		48.2%	
Primary Trade Area 2 as a percentage of Two-County Market										
Population	2.4%	2.6%	2.9%	3.5%	4.8%		5.1%		5.9%	
Households	2.3%	2.5%	2.8%	3.4%	4.6%		4.9%		5.6%	
Primary Trade Area 3 as a percentage of Two-County Market										
Population	2.1%	2.2%	2.2%	2.3%	2.7%		2.7%		2.8%	
Households	2.1%	2.1%	2.1%	2.2%	2.5%		2.6%		2.5%	
Primary Trade Area 4 as a percentage of Two-County Market										
Population	1.6%	2.5%	4.0%	9.8%	11.3%		14.6%		27.0%	
Households	1.5%	2.4%	3.7%	9.1%	10.5%		13.6%		24.3%	

Source: U.S. Bureau of the Census, Sitewise and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

*Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4*



## VI . RESIDENTIAL MARKET ANALYSIS PRIMARY TRADE AREA 1

## VI. Residential Market Analysis - Primary Trade Area 1

### A. PROJECTED RESIDENTIAL DEMAND BY UNIT TYPE

Tables VI-1A and VI-2A highlight the historical and projected population and household growth trends in the Denver 9-County Area, Two County market area, and the Primary Trade Area 1. From 1990 to 2021, population and households in the Primary Trade Area 1 increased from 69,633 and 27,511 to 193,009 and 75,112, respectively. Over this period, annual growth in population and households averaged 3,980 and 1,600, respectively, for percentage growth rates of 3.3% and 3.4% in population and household respectively.

From 2021 through 2031, THK forecasts population and households within the Primary Trade Area 1 to increase to 264,428 people and 106,923 households, for an average growth rate of 3.0% per year for both.

Table VI-3A summarizes the projected demand for specific residential housing types for the Primary Trade Area 1 based on annual household growth from 2021 to 2031. During this period, THK projects demand for residential housing to grow by 2,808 dwellings annually, including by 1,825 ownership housing units and 983 rental housing dwellings. Based off market trends in the PTA and historical building permit activity, active single-family projects in the PTA, and closed single family housing units over the past 3 years, THK projects that 70% of total new ownership housing demand will be for detached single-family units, 30% will be for attached single-family units, and 35% will be for rental units, comprising annual average new demand figures of 1,277, 548, and 983, respectively.

# RESIDENTIAL MARKET ANALYSIS

Table VI-1A: Population and Household Trends in the Nine County Market, Two County Market  
and the Primary Trade Area 1, 1990-2021

	1990	2000	2010	2020	2021	Annual Average					
						1990-2021		2000-2021		2010-2021	
						Numerical	Percent	Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>											
Population	2,166,278	2,833,001	3,336,683	3,950,689	4,019,869	59,793	2.0%	56,518	1.7%	62,108	1.7%
Households	857,140	1,100,376	1,311,418	1,554,582	1,582,265	23,391	2.0%	22,947	1.7%	24,622	1.7%
<b>Two-County Market</b>											
Population	317,866	432,288	552,455	693,255	710,428	12,663	2.6%	13,245	2.4%	14,361	2.3%
Households	118,108	160,357	209,644	262,129	268,790	4,861	2.7%	5,163	2.5%	5,377	2.3%
<b>Primary Trade Area 1</b>											
Population	69,633	101,736	139,428	191,289	196,799	4,102	3.4%	4,527	3.2%	5,216	3.2%
Households	27,511	39,806	55,411	77,582	79,838	1,688	3.5%	1,906	3.4%	2,221	3.4%
<b>Primary Trade Area 1 as a percentage of Nine-County Market</b>											
Population	3.2%	3.6%	4.2%	4.8%	4.9%	6.9%		8.0%		8.4%	
Households	3.2%	3.6%	4.2%	5.0%	5.0%	7.2%		8.3%		9.0%	
<b>Primary Trade Area 1 as a percentage of Two-County Market</b>											
Population	21.9%	23.5%	25.2%	27.6%	27.7%	32.4%		34.2%		36.3%	
Households	23.3%	24.8%	26.4%	29.6%	29.7%	34.7%		36.9%		41.3%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

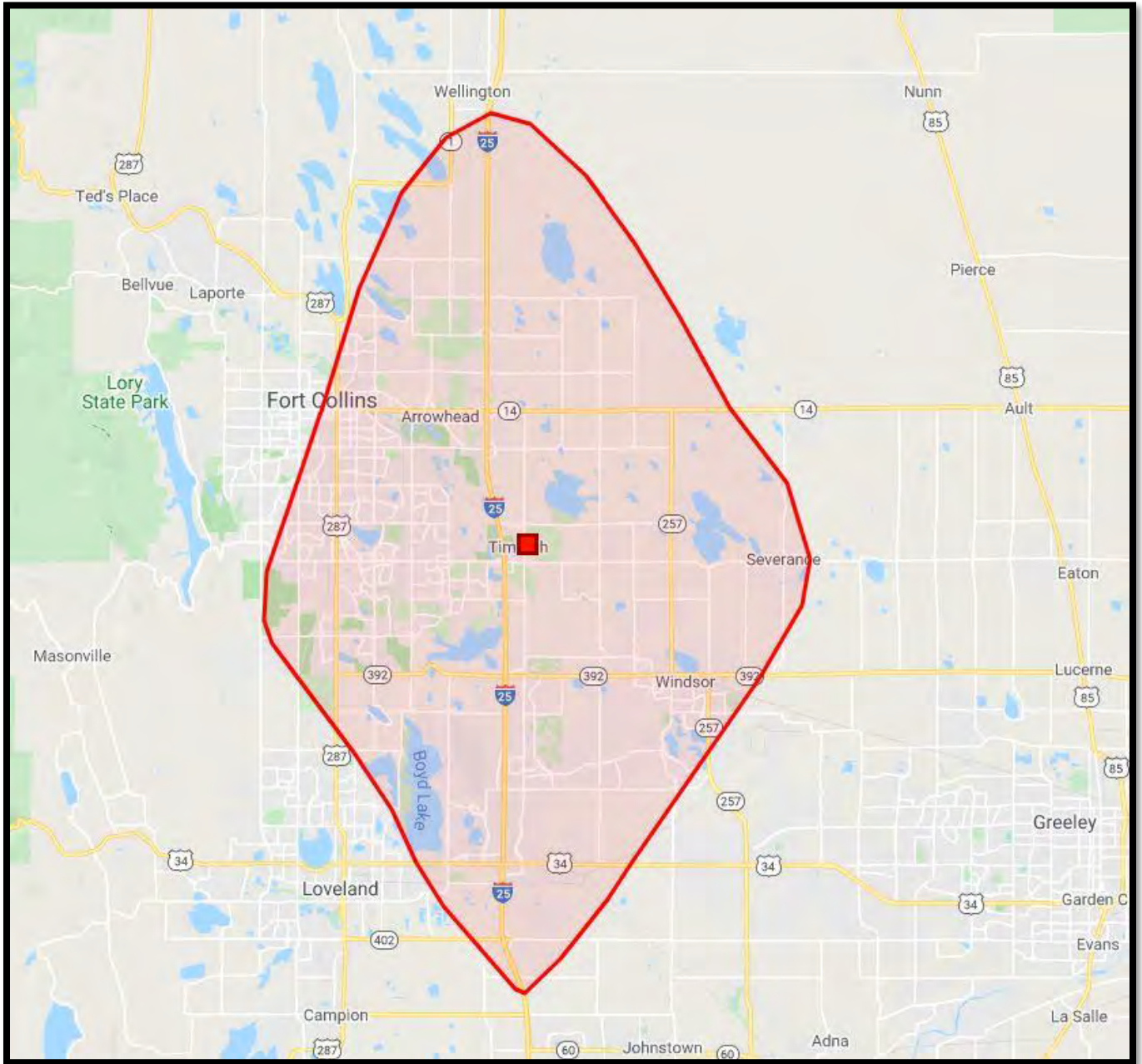
Table VI-2A: Projected Population and Household in the Nine County Market, Two County Market and Primary Trade Area 1, 2021-2031

	2021	2026	2031	Annual Average			
				2021-2026		2021-2031	
				Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>							
Population	4,019,869	4,317,980	4,633,305	59,622	1.4%	61,344	1.4%
Households	1,582,265	1,694,872	1,813,435	22,521	1.4%	23,117	1.4%
<b>Two-County Market</b>							
Population	710,428	782,490	866,428	14,412	2.0%	15,600	2.0%
Households	268,790	296,505	328,773	5,543	2.0%	5,998	2.0%
<b>Primary Trade Area 1</b>							
Population	196,799	227,669	264,428	6,174	3.0%	6,763	3.0%
Households	79,838	92,362	106,923	2,505	3.0%	2,709	3.0%
Primary Trade Area 1 as a percentage of Nine-County Market							
Population	4.9%	5.3%	5.7%	10.4%		11.0%	
Households	5.0%	5.4%	5.9%	11.1%		11.7%	
Primary Trade Area 1 as a percentage of Two-County Market							
Population	27.7%	29.1%	30.5%	42.8%		43.4%	
Households	29.7%	31.2%	32.5%	45.2%		45.2%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Trade Area 1 – Primary Trade Area 1



# RESIDENTIAL MARKET ANALYSIS

**Table VI -3A: Residential Construction by Community**

Percentages						
Windsor	Fort Collins	Timnath	Wellington	Loveland	Johnstown	Severance
100%	73%	100%	50%	28%	13%	86%

**Total Permits Issued in the PTA 1 (SF & MF) on Average over Five years**

Windsor	684
Fort Collins	1,181
Timnath	323
Wellington	242
Loveland	517
Johnstown	275
Severance	372

**Estimated Permits utilized in the PTA to project from 2021 -2031**

Windsor	684
Fort Collins	866
Timnath	323
Wellington	120
Loveland	142
Johnstown	34
Severance	322

<b>Total Permits in the PTA</b>	<b>2,492</b>
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# RESIDENTIAL MARKET ANALYSIS

Table VI-4A: Primary Trade Area 1 Projected Residential Demand, 2021-2031

Year	Households	Annual Household Growth	Total Housing Unit Demand	Ownership Units			Total Rental
				Total Ownership	Detached	Attached	
2021	79,838	2,256	2,374	1,543	1,080	463	831
2022	82,199	2,361	2,485	1,615	1,131	484	870
2023	84,630	2,431	2,559	1,663	1,164	499	896
2024	87,132	2,503	2,634	1,712	1,198	514	922
2025	89,709	2,577	2,712	1,763	1,234	529	949
2026	92,362	2,653	2,792	1,815	1,270	545	977
2027	95,100	2,738	2,882	1,873	1,311	562	1,009
2028	97,918	2,819	2,967	1,929	1,350	579	1,038
2029	100,821	2,902	3,055	1,986	1,390	596	1,069
2030	103,809	2,989	3,146	2,045	1,431	614	1,101
2031	106,923	3,114	3,277	2,130	1,491	639	1,147
Average Annual Demand	92,767	2,709	2,808	1,825	1,277	548	983
			100.0%	65%	70%	30%	35%
Total Demand			30,883	20,074	14,050	6,024	10,809

\* Assumes 95% Occupancy in 2021 Remains Constant

Source: THK Associates, Inc.,

# RESIDENTIAL MARKET ANALYSIS

## B. RESIDENTIAL PURCHASING CAPACITY, RENTAL CAPACITY AND DEMAND BY PRICE RANGE

To better quantify the demand for new residential units in the Primary Trade Area 1, THK breaks down the existing households by income range and then converts those income ranges into monthly purchasing and rental capacity. In determining housing affordability, THK estimates that households that purchase a home will spend approximately 30% of their gross income on housing on average, and renter households will spend approximately 30% of their gross income on housing. According to SiteWise, the median household income within the Primary Trade Area 1 is \$78,089. Based on this median household income, residents in the Primary Trade Area 1 could afford \$538,320 home or monthly rental payments of \$1,950. Fifty-seven percent of the households can afford a home priced above \$430,800. This is shown in Table VI-4A below.

Table VI-4A: Residential Purchasing and Rental Capacity in the Primary Trade Area 1

Income Range		Percent of Households	Number of Households	Home Purchasing Capacity		Estimated Monthly Payment (P&I)*	Monthly Rental Capacity**	
Under	\$39,999	23%	18,696	Under	\$287,200	\$1,000	Under	\$1,000
\$40,000 -	\$49,999	7%	5,752	\$287,200 -	\$359,000	\$1,250	\$1,000 -	\$1,249
\$50,000 -	\$59,999	7%	5,742	\$359,000 -	\$430,800	\$1,500	\$1,250 -	\$1,499
\$60,000 -	\$74,999	10%	8,131	\$430,800 -	\$538,500	\$1,870	\$1,500 -	\$1,874
\$75,000 -	\$99,999	14%	11,459	\$538,500 -	\$718,000	\$2,500	\$1,875 -	\$2,499
\$100,000 -	\$124,999	11%	9,144	\$718,100 -	\$897,600	\$3,130	\$2,500 -	\$3,124
\$125,000 -	\$149,999	8%	6,317	\$897,600 -	\$1,077,100	\$3,750	\$3,125 -	\$3,749
\$150,000 -	\$174,999	6%	5,004	\$1,077,100 -	\$1,256,600	\$4,688	\$3,750 -	\$4,374
\$175,000 -	\$199,999	5%	4,247	\$1,256,600 -	\$1,436,100	\$5,469	\$4,375 -	\$4,999
\$200,000 -	\$249,999	4%	2,991	\$1,436,100 -	\$1,795,100	\$6,250	\$5,000 -	\$6,249
\$250,000 -	Above	3%	2,353	\$1,795,100 &	Above	\$7,812	\$6,250 &	Above
Median/Total*	\$78,089	100%	79,838	\$538,320			\$1,950	

\* Assumes 30% of income used for housing (before taxes and insurance), 20% down payment, 30 yr term, 3.25% interest rate

\*\* Assumes 30% of income used for rental payment

Source: Sitewise Tetrad STI Data and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## C. HOME SALES IN THE PRIMARY TRADE AREA 1

An inventory of detached single family home sales, per RE Colorado, in the Primary Trade Area 1 from October 28, 2018, through October 28, 2021, shows a total of 74 sales. Roughly 16.2% of all sales during the period were for units priced below \$430,800, with the \$430,801 to \$538,500 price range comprising a further 50% of sales. Homes sold in the \$538,501 to \$718,000 price range comprised approximately 21.6% of total sales.

# RESIDENTIAL MARKET ANALYSIS

Table VI-5A: Detached Single Family Home Sales by Price and Year in the Primary Trade Area 1 Market, 2018-2021 YTD

Year	Under \$430,800	Percent of Total	\$430,801 - \$538,500	Percent of Total	\$538,501 - \$718,000	Percent of Total	\$718,001 - \$897,600	Percent of Total	\$897,600 - Above	Percent of Total	Total Sales
2018	0	0.0%	2	100.0%	0	0.0%	0	0.0%	0	0.0%	2
2019	2	28.6%	2	28.6%	3	42.9%	0	0.0%	0	0.0%	7
2020	8	25.0%	19	59.4%	2	6.3%	2	6.3%	1	3.1%	32
2021 (YTD)*	2	6.1%	14	42.4%	11	33.3%	3	9.1%	3	9.1%	33
<b>Total Sales</b>	<b>12</b>	<b>16.2%</b>	<b>37</b>	<b>50.0%</b>	<b>16</b>	<b>21.6%</b>	<b>5</b>	<b>6.8%</b>	<b>4</b>	<b>5.4%</b>	<b>74</b>

\* 2021 YTD is through October 28

Source: REColorado & THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## D. SINGLE FAMILY DETACHED AND ATTACHED INVENTORY IN THE PRIMARY TRADE AREA 1.

As shown by Table VI-6A and Table VI-7A on the following pages, the Primary Trade Area 1 environs has 29 active single family detached home developments. These developments have an average lot size of 6,347 square feet, average unit size between 1,769 and 2,914 square feet, average price range between \$508,179 and \$589,330, and average monthly sales rate of 2.9 units. The locations of these respective projects are shown on the following illustrations.

As shown by Table VI-8A, the Primary Trade Area 1 environs has 8 active single family attached home developments. These developments have an average unit size between 1,385 and 1,946 square feet, average price range between \$449,850 and \$592,069, and average monthly sales of 2.5 units. The locations of these respective projects are shown on the following illustrations.

As shown by Table VI-10A, the Primary Trade Area 1 environs consist of a detailed inventory of all rental apartment projects with greater than 50-units built in The Primary Trade Area 1 Development from 2011 to present. There were four apartment complexes built between 2011 and 2015 with a total of 939 units. Since 2016, there have been 17 additional projects introduced to the area with 4,470 units increasing the number of units available in the Primary Trade Area 1 Primary Trade Area by almost 82.6%.

As shown by Table VI-11A details the upcoming apartment inventory in the Primary Trade Area 1 Market Area. There are currently nine upcoming developments within the Primary Trade Area 1 environs totaling 1,547 units. These projects are anticipated to open in the years 2022 and 2024. Details such as address, projected year built and unit size are shown in the table. The subsequent page illustrates the location of these respective developments within the Primary Trade Area 1 environs.

Table VI-12A and Table VI-13A details the upcoming detached single-family and attached single family inventory in the Primary Trade Area 1 Market Area. There are currently seven upcoming developments within the Primary Trade Area 1 environs totaling 451 units for detached single family projects and one upcoming development totaling 139 units for attached single family projects.

# RESIDENTIAL MARKET ANALYSIS

Table VI-6A: Active Single Family Detached Inventory in the Primary Trade Area 1 Market Area Subject Site Environs (Summary)

Project Name	Builder	City	Unit Size (SqFt)	Base Price Range	Average Lot Size (SqFt)	Planned Units	Sold Units	Planned Units Remaining	Average Monthly Sales Rate	Open Date	Projected Sold Out Date	Capture Rate
Primary Trade Area 1												
1 Timnath Landing/SF	David Weekely Homes	Timnath	1,678 - 2,956	\$507,990 - \$574,990	5,000	55	35	20	2.3	June-20	May-22	3%
2 Trailside on Harmony	Toll Brothers	Timnath	1,871 - 2,865	\$514,995 - \$625,995	6,050	71	58	13	2.4	September-19	February-22	3%
3 Timnath Ranch	CB Signature Homes	Timnath	1,387 - 2,963	\$385,995 - \$503,945	6,600	88	75	13	1.5	August-17	May-22	2%
4 Veranda Brio at Timnath Ranch	WestMark Homes	Timnath	1,765 - 2,175	\$487,400 - \$505,100	6,600	29	14	15	1.0	July-20	December-22	1%
5 Ridge at Harmony Road	D.R Horton	Windsor	1,635 - 2,718	\$431,990 - \$511,990	6,600	74	56	18	4.1	August-20	January-22	6%
6 Ridge at Harmony Road	View Homes	Windsor	2,358 - 3,756	\$557,995 - \$628,995	7,700	159	145	14	2.9	August-17	January-22	3%
7 Ridge at Harmony Road	Richmond American Homes	Windsor	1,400 - 2,660	\$427,950 - \$531,950	6,000	200	190	10	3.4	March-17	November-21	4%
8 Ridge at Harmony Road	Bridgewater Homes	Windsor	1,718 - 3,713	\$567,990 - \$639,990	6,600	141	139	2	2.6	April-17	September-21	3%
9 Ridge at Harmony Road	Tralon Homes	Windsor	1,398 - 3,448	\$343,000 - \$533,355	6,600	368	355	13	5.7	March-17	November-21	6%
10 Windsor Villages at Ptarmigan	Richmond American Homes	Windsor	1,422 - 2,931	\$431,950 - \$546,950	7,150	114	38	76	5.5	March-21	October-22	6%
11 County Farms Village/Parks	Landmark Homes	Windsor	1,588 - 2,496	\$654,900 - \$714,900	5,000	30	6	24	0.3	March-20	December-27	0%
12 Country Farms Village/Towns	Landmark Homes	Windsor	1,430 - 2,856	\$389,900 - \$479,900	2,399	57	49	8	2.0	September-19	January-22	2%
13 Sanctuary at Highland Meadows	Landmark Homes	Windsor	1,912 - 3,175	\$599,900 - \$939,900	12,600	42	35	7	0.5	January-16	October-22	1%
14 RainDance	Dream Finders Homes	Windsor	1,700 - 3,586	\$456,990 - \$629,990	5,500	77	48	29	3.9	September-20	April-22	4%
15 RainDance/Bounty	Wonderland Homes	Windsor	1,542 - 2,343	\$484,900 - \$574,900	\$5,500	53	24	29	1.36	4/17/2020	June-23	2%
16 Raindance/Compass & Oasis	D.R Horton	Windsor	1,635 - 2,725	\$373,990 - \$52,720	5,500	230	183	47	5.9	March-19	April-22	7%
17 Raindance	American Legend Homes	Windsor	1,618 - 3,166	\$509,990 - \$684,990	5,500	184	139	45	4.4	February-19	July-22	5%
18 RainDance	View Homes	Windsor	2,413 - 3,756	\$572,995 - \$645,995	7,000	140	135	5	3.5	July-18	October-21	4%
19 Retreat at WildWing	Hartford Homes	Timnath	1,616 - 1,820	\$617,050 - \$658,550	5,500	77	64	13	2.1	March-19	March-22	2%
20 Kitchel Lake at Serritoga Falls	American Legend Homes	Fort Collins	3,116 - 3,116	\$904,990 - \$904,990	8,000	50	26	24	3.0	January-21	May-22	3%
21 Serritoga Falls	Richmond American Homes	Fort Collins	2,347 - 3,481	\$632,950 - \$702,950	8,400	30	28	2	3.0	December-20	September-21	3%
22 Fox Grove	D.R Horton	Fort Collins	1,681 - 2,790	\$480,990 - \$630,990	5,500	71	27	44	2.0	August-20	June-23	2%
23 Mosaic/Story	Hartford Homes	Fort Collins	2,370 - 2,894	\$574,500 - \$616,250	5,000	125	42	83	3.1	August-20	November-23	3%
24 Mosaic/Monarch	Lennar	Fort Collins	1,873 - 2,612	\$562,900 - \$651,900	5,500	166	157	9	3.1	July-17	November-21	3%
25 Greenspire	Windmill Homes	Windsor	1,503 - 2,614	\$398,200 - \$450,600	7,700	143	67	76	1.8	October-18	February-25	2%
26 Hidden Valley	View Homes	Severance	1,506 - 3,204	\$453,995 - \$556,995	7,200	205	170	35	2.2	May-15	December-22	2%
27 Hidden Valley Farm	LGI Homes	Severance	1,293 - 2,361	\$427,900 - \$488,900	6,600	66	54	12	3.8	July-20	December-21	4%
28 Hidden Valley Farm	D.R Horton	Severance	1,635 - 2,718	\$437,900 - \$501,900	5,500	65	58	7	4.4	September-20	October-21	5%
29 Reserve at Timberline	Dream Finders Homes	Fort Collins	1,887 - 2,600	\$544,990 - \$599,990	5,250	67	0	67	-	October-21	-	-
Primary Trade Area 1	Average Total	Average Total	1,769 - 2,914	\$508,179 - \$589,330	6,347	110	83	26	2.9			
						3,177	2,417	760				

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

Table VI-7A: Active Single Family Detached Inventory in the Primary Trade Area 1 Market Area (Detailed)

Project Name	Builder	City	Floor Plan (SqFt)	Base Price	Price per SqFt	Beds	Baths	Floor Plan Type	Notes
Primary Trade Area 1									
1 Timnath Landing/SF	David Weekely Homes	Timnath	1,678	\$507,990	\$303	2.0	2.0	Ranch	
			1,850	\$528,990	\$286	2.0	2.0	Ranch	
			2,197	\$535,990	\$244	3.0	2.5	2-Story	
			2,421	\$543,990	\$225	3.0	2.5	2-Story	
			2,461	\$551,990	\$224	3.0	2.5	2-Story	
			2,544	\$558,990	\$220	3.0	2.5	2-Story	
			2,956	\$574,990	\$195	3.0	2.5	2-Story	
2 Trailside on Harmony	Toll Brothers	Timnath	1,871	\$514,995	\$275	2.0	2.0	Ranch	
			1,956	\$527,995	\$270	2.0	2.0	Ranch	
			2,230	\$536,995	\$241	3.0	2.5	2-Story	
			2,426	\$574,995	\$237	3.0	2.5	2-Story	
			2,636	\$605,995	\$230	4.0	2.5	2-Story	
			2,865	\$625,995	\$218	3.0	3.5	2-Story	
3 Timnath Ranch	CB Signature Homes	Timnath	1,387	\$385,995	\$278	3.0	2.0	Ranch	
			1,483	\$401,920	\$271	3.0	2.0	Ranch	
			1,533	\$406,760	\$265	3.0	2.0	Ranch	
			1,571	\$405,710	\$258	3.0	2.0	Ranch	
			1,633	\$404,420	\$248	3.0	2.0	Ranch	
			1,733	\$438,000	\$253	3.0	2.0	Ranch	
			1,981	\$437,550	\$221	3.0	2.5	2-Story	
			2,134	\$447,650	\$210	4.0	2.5	2-Story	
			2,240	\$447,650	\$200	4.0	3.0	2-Story	
			2,545	\$442,353	\$174	4.0	3.0	2-Story	
			2,620	\$503,945	\$192	4.0	3.0	2-Story	
			2,894	\$421,150	\$146	4.0	3.0	2-Story	
			2,963	\$390,175	\$132	3.0	2.0	Ranch	
4 Veranda Brio at Timnath Ranch	WestMark Homes	Timnath	1,765	\$487,400	\$276	2.0	2.0	Ranch	
			2,105	\$499,000	\$237	4.0	2.5	2-Story	
			2,175	\$505,100	\$232	4.0	3.5	2-Story	
5 Ridge at Harmony Road	D.R Horton	Windsor	1,635	\$449,990	\$275	3.0	2.0	Ranch	
			1,771	\$465,990	\$263	4.0	2.0	Ranch	
			2,222	\$473,900	\$213	3.0	2.5	2-Story	
			2,398	\$494,990	\$206	4.0	2.5	2-Story	
			2,481	\$431,990	\$174	4.0	2.5	2-Story	
			2,652	\$501,990	\$189	5.0	3.0	2-Story	
			2,718	\$511,990	\$188	5.0	3.0	2-Story	
6 Ridge at Harmony Road	View Homes	Windsor	2,358	\$578,995	\$246	4.0	2.5	2-Story	
			2,384	\$557,995	\$234	3.0	2.5	2-Story	
			2,689	\$595,995	\$222	4.0	2.5	2-Story	
			2,973	\$557,995	\$188	4.0	3.0	Ranch	
			3,756	\$628,995	\$167	5.0	3.5	Ranch	
7 Ridge at Harmony Road	Richmond American Homes	Windsor	1,400	\$427,950	\$306	2.0	2.0	Ranch	Projected Sold Out Date will be on November, 2021
			1,550	\$437,950	\$283	3.0	2.0	Ranch	
			1,720	\$487,950	\$284	3.0	2.0	Ranch	
			1,740	\$447,950	\$257	3.0	2.0	Ranch	
			1,800	\$447,950	\$249	3.0	2.5	2-Story	
			1,880	\$522,950	\$278	3.0	2.0	Ranch	
			1,920	\$518,950	\$270	3.0	2.5	Ranch	
			1,950	\$452,950	\$232	3.0	2.5	2-Story	
			2,050	\$510,950	\$249	3.0	2.5	2-Story	
			2,080	\$462,950	\$223	3.0	2.0	Ranch	
			2,150	\$518,950	\$241	4.0	2.5	2-Story	
			2,180	\$467,950	\$215	3.0	2.5	2-Story	
			2,450	\$531,950	\$217	4.0	2.5	2-Story	
2,660	\$482,950	\$182	4.0	2.5	2-Story				
8 Ridge at Harmony Road	Bridgewater Homes	Windsor	1,718	\$570,990	\$332	3.0	2.5	2-Story	Project was sold out on September, 2021
			1,755	\$577,990	\$329	2.0	2.0	Ranch	
			1,857	\$602,990	\$325	3.0	2.0	Ranch	
			2,181	\$612,990	\$281	4.0	3.0	2-Story	
			2,189	\$579,990	\$265	3.0	2.5	2-Story	
			2,547	\$639,990	\$251	4.0	3.0	2-Story	
			3,214	\$567,990	\$177	2.0	2.0	Ranch	
			3,625	\$597,990	\$165	3.0	2.0	Ranch	
			3,713	\$600,990	\$162	4.0	3.0	2-Story	
			9 Ridge at Harmony	Tralon Homes	Windsor	1,398	\$374,585	\$268	
1,610	\$455,015	\$283				3.0	2.0	Ranch	
1,629	\$343,000	\$211				3.0	2.5	2-Story	
1,711	\$487,865	\$285				2.0	2.0	Ranch	
1,760	\$533,355	\$303				3.0	2.0	2-Story	
2,249	\$384,159	\$171				3.0	2.5	2-Story	
2,482	\$441,015	\$178				4.0	3.0	Ranch	
2,734	\$413,765	\$151				3.0	3.0	2-Story	
2,775	\$413,765	\$149				4.0	2.5	2-Story	
3,039	\$475,715	\$157				4.0	2.5	2-Story	
3,402	\$491,765	\$145				3.0	3.0	2-Story	
3,448	\$501,864	\$146				3.0	2.5	2-Story	
10 Windsor Villages at Ptarmigan	Richmond American Homes	Windsor				1,422	\$431,950	\$304	2.0
			1,581	\$441,950	\$280	3.0	2.0	Ranch	
			1,723	\$496,950	\$288	3.0	2.0	Ranch	
			1,747	\$456,950	\$262	3.0	2.0	Ranch	
			1,831	\$451,950	\$247	3.0	2.5	2-Story	
			1,886	\$511,950	\$271	3.0	2.0	Ranch	
			1,924	\$506,950	\$263	3.0	2.0	Ranch	
			1,946	\$516,950	\$266	2.0	2.0	Ranch	
			2,187	\$471,950	\$216	3.0	2.5	2-Story	
			2,427	\$481,950	\$199	3.0	2.5	2-Story	
			2,492	\$521,950	\$209	4.0	2.5	2-Story	
			2,745	\$531,950	\$194	3.0	2.5	2-Story	
			2,931	\$546,950	\$187	4.0	2.5	2-Story	
11 County Farms Village/Parks	Landmark Homes	Windsor	1,588	\$654,900	\$412	2.0	2.0	Ranch	
			1,852	\$665,900	\$360	2.0	2.0	Ranch	
			1,876	\$684,900	\$365	2.0	2.5	Ranch	
			1,909	\$684,900	\$359	3.0	2.5	Ranch	
			1,954	\$695,900	\$356	2.0	2.5	Ranch	
			2,351	\$706,900	\$301	3.0	2.5	2-Story	
			2,496	\$714,900	\$286	3.0	2.5	2-Story	
12 Country Farms Village/Towns	Landmark Homes	Windsor	1,430	\$399,900	\$280	2.0	2.5	Ranch	
			1,586	\$419,900	\$265	3.0	2.5	2-Story	
			1,716	\$459,900	\$268	3.0	2.5	2-Story	
			2,856	\$479,900	\$168	3.0	3.0	Ranch	
13 Sanctuary at Highland Meadows	Landmark Homes	Windsor	1,912	\$599,900	\$314	2.0	2.5	Ranch	
			1,991	\$689,900	\$347	2.0	2.5	Ranch	
			2,149	\$699,900	\$326	3.0	2.0	Ranch	
			2,412	\$729,900	\$303	2.0	2.5	Ranch	
			2,412	\$754,900	\$313	2.0	2.0	Ranch	
			2,412	\$759,900	\$315	2.0	2.5	Ranch	
			2,579	\$739,900	\$287	3.0	2.5	2-Story	
			2,782	\$789,900	\$284	3.0	2.5	2-Story	
			2,832	\$849,900	\$300	2.0	2.5	Ranch	
			2,900	\$859,900	\$297	2.0	2.5	Ranch	
3,175	\$939,900	\$296	2.0	2.5	Ranch				
14 RainDance	Dream Finders Homes	Windsor	1,700	\$456,990	\$269	3.0	2.0	Ranch	
			1,894	\$463,990	\$245	3.0	2.0	Ranch	
			2,131	\$471,990	\$221	3.0	2.5	Ranch	
			2,208	\$528,990	\$240	4.0	2.0	Ranch	
			2,216	\$533,990	\$241	3.0	2.0	Ranch	
			2,253	\$484,990	\$215	4.0	2.5	Ranch	
			2,476	\$488,990	\$197	5.0	2.5	Ranch	
			2,600	\$503,990	\$194	5.0	3.0	Ranch	
			3,009	\$565,990	\$188	4.0	3.5	2-Story	
			3,586	\$629,990	\$176	4.0	3.5	2-Story	

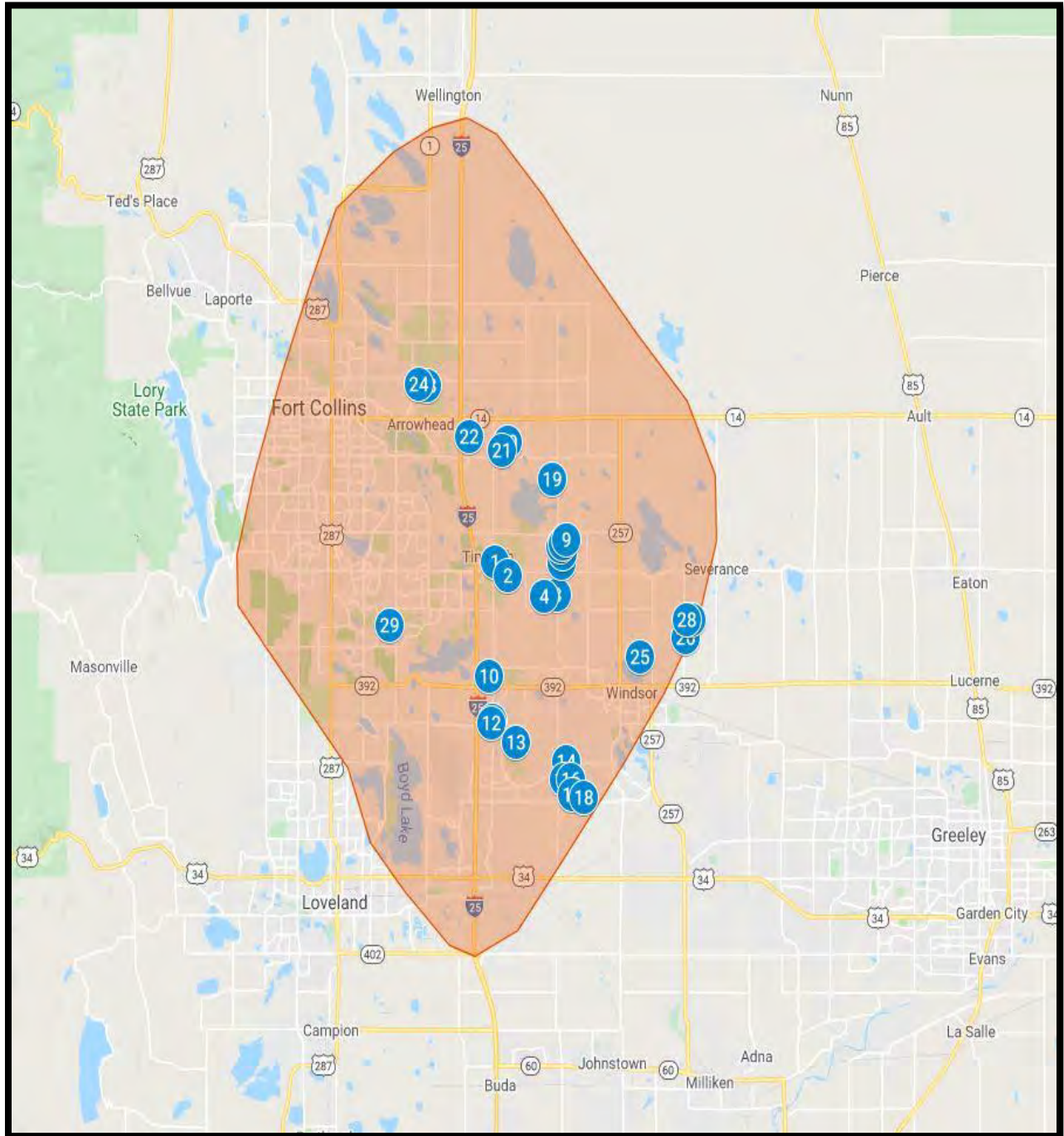
# RESIDENTIAL MARKET ANALYSIS

15 RainDance/Bounty	Wonderland Homes	Windsor	1,542	\$484,900	\$314	2.0	2.0	Ranch	
			1,823	\$524,900	\$288	3.0	2.0	Ranch	
			1,961	\$534,900	\$273	3.0	2.5	2-Story	
			2,191	\$569,900	\$260	3.0	2.5	2-Story	
			2,252	\$574,900	\$255	4.0	3.5	2-Story	
			2,343	\$571,900	\$244	4.0	3.5	2-Story	
16 Rairdance/Compass & Oasis	D.R Horton	Windsor	1,635	\$390,990	\$239	3.0	2.0	Ranch	
			1,644	\$373,990	\$227	3.0	2.0	Ranch	
			1,771	\$528,720	\$299	4.0	2.0	Ranch	
			1,787	\$383,990	\$215	3.0	2.0	Ranch	
			1,902	\$411,990	\$217	4.0	2.0	Ranch	
			2,053	\$405,990	\$198	4.0	2.5	2-Story	
			2,219	\$411,990	\$186	3.0	2.5	2-Story	
			2,356	\$425,990	\$181	4.0	2.5	2-Story	
			2,475	\$425,990	\$172	4.0	2.5	2-Story	
			2,546	\$435,990	\$171	4.0	2.5	2-Story	
			2,556	\$431,990	\$169	4.0	2.5	2-Story	
			2,600	\$447,990	\$172	5.0	3.0	2-Story	
			2,716	\$455,990	\$168	5.0	3.0	2-Story	
			2,716	\$423,990	\$156	5.0	3.0	2-Story	
2,725	\$446,990	\$164	5.0	3.0	2-Story				
17 Rairdance	American Legend Homes	Windsor	1,618	\$509,990	\$315	3.0	2.0	Ranch	
			1,645	\$528,990	\$322	2.0	2.0	Ranch	
			1,698	\$550,990	\$324	3.0	2.0	Ranch	
			1,765	\$525,990	\$298	3.0	2.0	Ranch	
			1,944	\$551,990	\$284	3.0	2.0	Ranch	
			2,008	\$542,990	\$270	3.0	2.5	2-Story	
			2,213	\$560,990	\$253	3.0	2.5	2-Story	
			2,245	\$606,990	\$270	3.0	2.5	Ranch	
			2,249	\$559,990	\$249	4.0	2.5	2-Story	
			2,255	\$558,990	\$248	4.0	2.5	2-Story	
			2,465	\$600,990	\$244	3.0	2.5	2-Story	
			2,481	\$588,990	\$237	3.0	3.0	Ranch	
			2,701	\$632,990	\$234	3.0	2.5	2-Story	
			2,708	\$667,990	\$247	3.0	2.5	2-Story	
3,166	\$684,990	\$216	4.0	4.0	2-Story				
18 RainDance	View Homes	Windsor	2,413	\$587,995	\$244	3.0	2.5	2-Story	
			2,576	\$614,995	\$239	4.0	3.5	2-Story	
			2,812	\$641,995	\$228	5.0	4.0	2-Story	
			2,973	\$572,995	\$193	4.0	3.0	Ranch	
			3,756	\$645,995	\$172	5.0	3.5	Ranch	
19 Retreat at WildWing	Hartford Homes	Fort Collins	1,616	\$617,050	\$382	2.0	2.0	Ranch	
			1,667	\$633,550	\$380	2.0	2.0	Ranch	
			1,801	\$650,500	\$361	2.0	2.0	Ranch	
			1,820	\$658,550	\$362	3.0	2.0	Ranch	
20 Kitchel Lake at Serratoga Falls	American Legend Homes	Fort Collins	3,116	\$904,990	\$290	4.0	3.0	2-Story	
21 Serratoga Falls	Richmond American Homes	Fort Collins	2,347	\$632,950	\$270	3.0	2.0	Ranch	Project was sold out on September, 2021
			2,422	\$637,950	\$263	2.0	2.0	Ranch	
			2,740	\$643,950	\$235	4.0	2.5	2-Story	
			3,481	\$702,950	\$202	5.0	4.5	2-Story	
22 Fox Grove	D.R Horton	Fort Collins	1,681	\$480,990	\$286	3.0	2.0	Ranch	
			1,890	\$492,990	\$261	3.0	2.0	Ranch	
			2,192	\$510,990	\$233	4.0	2.5	2-Story	
			2,347	\$630,990	\$269	4.0	2.5	2-Story	
			2,790	\$545,990	\$196	4.0	3.5	2-Story	
23 Mosaic/Story	Hartford Homes	Fort Collins	2,370	\$574,500	\$242	3.0	2.5	2-Story	
			2,493	\$589,000	\$236	4.0	3.0	Ranch	
			2,540	\$595,000	\$234	4.0	3.0	Ranch	
			2,567	\$582,500	\$227	3.0	2.5	2-Story	
			2,816	\$593,500	\$211	3.0	2.5	2-Story	
			2,894	\$616,250	\$213	4.0	2.5	2-Story	
24 Mosaic/Monarch	Lennar	Fort Collins	1,873	\$562,900	\$301	3.0	2.0	Ranch	Projected Sold Out Date will be on November, 2021
			2,141	\$591,900	\$276	4.0	2.5	2-Story	
			2,380	\$606,900	\$255	4.0	2.0	2-Story	
			2,577	\$641,900	\$249	4.0	3.0	2-Story	
			2,612	\$651,900	\$250	4.0	3.5	2-Story	
25 Greenspire	Windmill Homes	Windsor	1,503	\$398,200	\$265	3.0	2.0	Ranch	
			1,618	\$417,200	\$258	3.0	2.0	Ranch	
			1,625	\$413,000	\$254	3.0	2.0	Ranch	
			1,727	\$413,700	\$240	3.0	2.5	2-Story	
			1,796	\$437,200	\$243	3.0	2.0	Ranch	
			2,018	\$450,600	\$223	3.0	2.0	Ranch	
			2,214	\$431,200	\$195	3.0	3.0	2-Story	
			2,614	-	-	3.0	2.5	Ranch	
								No data available	
26 Hidden Valley	View Homes	Severance	1,506	\$453,995	\$301	3.0	2.0	Ranch	
			2,113	\$485,995	\$230	3.0	2.5	2-Story	
			2,273	\$528,995	\$233	3.0	2.5	2-Story	
			2,358	\$554,995	\$235	4.0	2.5	2-Story	
			2,384	\$556,995	\$234	3.0	2.5	2-Story	
			2,452	\$513,995	\$210	4.0	2.5	2-Story	
			2,529	\$518,995	\$205	4.0	2.5	2-Story	
			2,710	-	-	4.0	3.0	2-Story	
			3,204	\$504,995	\$158	5.0	3.0	Ranch	
					No data available				
27 Hidden Valley Farm	LGI Homes	Severance	1,293	\$427,900	\$331	3.0	2.0	Ranch	Projected Sold Out Date will be on December, 2021
			1,476	\$437,900	\$297	3.0	2.0	Ranch	
			1,965	\$478,900	\$244	3.0	2.0	Ranch	
			2,361	\$488,900	\$207	4.0	2.5	2-Story	
28 Hidden Valley Farm	D.R Horton	Severance	1,635	\$437,900	\$268	3.0	2.0	Ranch	Projected Sold Out Date will be on October, 2021 (This month)
			1,771	\$445,900	\$252	4.0	2.0	Ranch	
			2,222	\$451,900	\$203	3.0	2.5	2-Story	
			2,398	\$467,900	\$195	4.0	2.5	2-Story	
			2,481	\$471,900	\$190	4.0	2.5	2-Story	
			2,652	\$491,900	\$185	5.0	3.0	2-Story	
			2,718	\$501,900	\$185	5.0	3.0	2-Story	
29 Reserve at Timberline	Dream Finders Homes	Fort Collins	1,887	\$549,990	\$291	4.0	2.0	Ranch	
			1,895	\$544,990	\$288	3.0	2.0	Ranch	
			2,131	\$554,990	\$260	3.0	2.5	2-Story	
			2,253	\$564,990	\$251	3.0	2.5	2-Story	
			2,476	-	-	4.0	2.5	2-Story	
			2,600	\$599,990	\$231	5.0	3.0	2-Story	
					No data available				

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Active Detached Single-Family Inventory



# RESIDENTIAL MARKET ANALYSIS

Table VI-8A: Active Single Family Attached Inventory (Summary)

Primary Trade Area 1

Project Name	Builder	City	Unit Size	Price	Planned Units	Sold Units	Planned Units Remaining	Average Monthly Sales Rate	Open Date	Projected Sold Out Date	Capture Rate
1 Trail on Harmony/TH	Hartford Homes	Timnath	1,620 - 1,626	\$432,400 - \$456,000	131	53	78	2.6	January-20	January-24	3%
2 Trailside/Garden	Wonderland Homes	Timnath	1,482 - 1,620	\$459,900 - \$487,150	100	38	62	2.0	March-20	February-24	2%
3 Harmony Townhomes	Landmark Homes	Fort Collins	2,077 - 2,232	\$684,900 - \$743,900	36	17	19	0.8	January-20	May-23	1%
4 Vernazza THs at La Riva	Landmark Homes	Windsor	1,691 - 2,559	\$449,900 - \$519,900	100	29	71	1.5	March-20	June-25	2%
5 Raindance	Hartford Homes	Windsor	868 - 1,697	\$324,900 - \$424,900	160	23	137	4.98	15-May-21	October-23	6%
6 Mosaic/TH/Ph2	Hartford Homes	Fort Collins	1,692 - 1,716	\$425,400 - \$439,900	102	29	73	3.3	January-21	May-23	4%
7 Mosaic/Condos	Hartford Homes	Fort Collins	868 - 1,697	\$325,900 - \$444,900	112	11	101	4.0	July-21	August-23	4%
8 221 E Mountain View	Neenan Archistruction	Fort Collins	781 - 2,417	\$495,500 - \$1,219,900	22	21	1	1.1	March-20	July-21	1%
Primary Trade Area 1	Average Total	Average Total	1,385 - 1,946	\$449,850 - \$592,069	95	28	68	2.5			
					763	221	542				

\* As of October 8, 2021

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

Table VI-9A: Active Single Family Attached Inventory (Detailed)

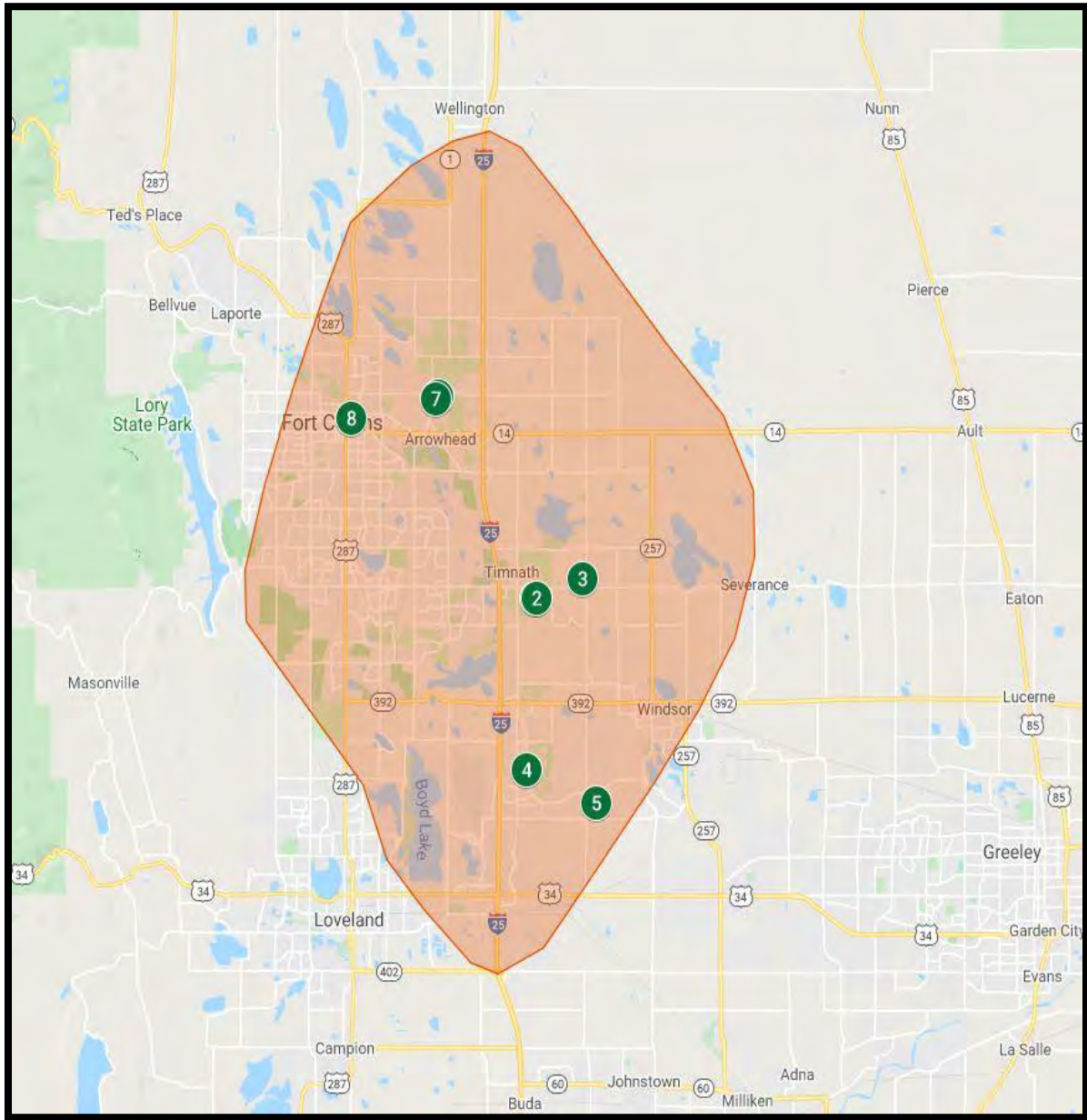
Project Name	Builder	City	Floor Plan	Base Price	Price per SqFt	Beds	Baths	Floor Plan Type	Notes
Primary Trade Area 1									
1 Trail on Harmony/TH	Hartford Homes	Timnath	1,620	\$458,000	\$283	3.0	2.5	Townhome	2.6 Sales/Month Avg
			1,626	\$432,400	\$266	3.0	2.5	Townhome	Projected January 2024 Build-Out
2 Trailside/Garden	Wonderland Homes	Timnath	1,482	\$509,900	\$344	2.0	2.0	Duplex	2.0 Sales/Month Avg
			1,550	\$450,900	\$291	3.0	2.5	Duplex	Projected February 2021 Build-Out
			1,620	\$459,900	\$284	3.0	2.5	Duplex	
3 Harmony Townhomes	Landmark Homes	Fort Collins	2,077	\$743,900	\$358	3.0	2.5	Townhome	0.8 Sales/Month Avg
			2,179	\$684,900	\$314	3.0	2.5	Townhome	Projected May 2023 Build-Out
			2,232	\$713,900	\$320	3.0	2.5	Townhome	
4 Vernazza THs at La Riva	Landmark Homes	Windsor	1,691	\$465,900	\$276	2.0	2.5	Townhome	1.5 Sales/Month Avg
			1,738	\$484,900	\$279	3.0	2.5	Townhome	Projected June 2025 Build-Out
			1,955	\$539,900	\$276	3.0	2.5	Townhome	
			2,559	\$560,900	\$219	3.0	3.5	Townhome	
5 Raindance	Hartford Homes	Windsor	868	\$324,900	\$374	1.0	1.0	Condominium	4.98 Sales/Month Avg
			1,166	\$367,900	\$316	2.0	2.0	Condominium	Projected October 2025 Build-Out
			1,171	\$379,900	\$324	2.0	2.0	Condominium	
			1,395	\$404,900	\$290	2.0	2.0	Condominium	
			1,697	\$424,900	\$250	3.0	2.0	Condominium	
6 Mosaic/TH/Ph2	Hartford Homes	Fort Collins	1,692	\$425,400	\$251	3.0	2.5	Townhome	3.3 Sales/Month Avg
			1,716	\$439,900	\$256	3.0	2.5	Townhome	Projected May 2023 Build-Out
7 Mosaic/Condos	Hartford Homes	Fort Collins	868	\$325,900	\$375	1.0	1.0	Condominium	4.0 Sales/Month Avg
			1,166	\$380,900	\$327	2.0	2.0	Condominium	Projected August 2023 Build-Out
			1,171	\$390,900	\$334	2.0	2.0	Condominium	
			1,395	\$414,900	\$297	2.0	2.0	Condominium	
			1,697	\$444,900	\$262	3.0	2.0	Condominium	
8 221 E Mountain View	Neenan Archistruction	Fort Collins	781	\$495,000	\$634	1.0	1.5	Condominium	1.1 Sales/Month Avg
			1,031	\$590,000	\$572	1.0	1.5	Condominium	Projected July 2021 Build-Out
			1,078	\$692,000	\$642	1.0	1.5	Condominium	
			1,082	\$665,000	\$615	1.0	1.5	Condominium	
			1,141	\$649,000	\$569	1.0	1.5	Condominium	
			1,737	\$1,125,000	\$648	2.0	2.5	Condominium	
2,417	\$1,219,900	\$505	2.0	2.5	Condominium				

\* As of October 8, 2021

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Active Attached Single-Family Inventory



# RESIDENTIAL MARKET ANALYSIS

Table VI -10A: Comparable Existing Rental Apartment Projects within the Primary Trade Area 1

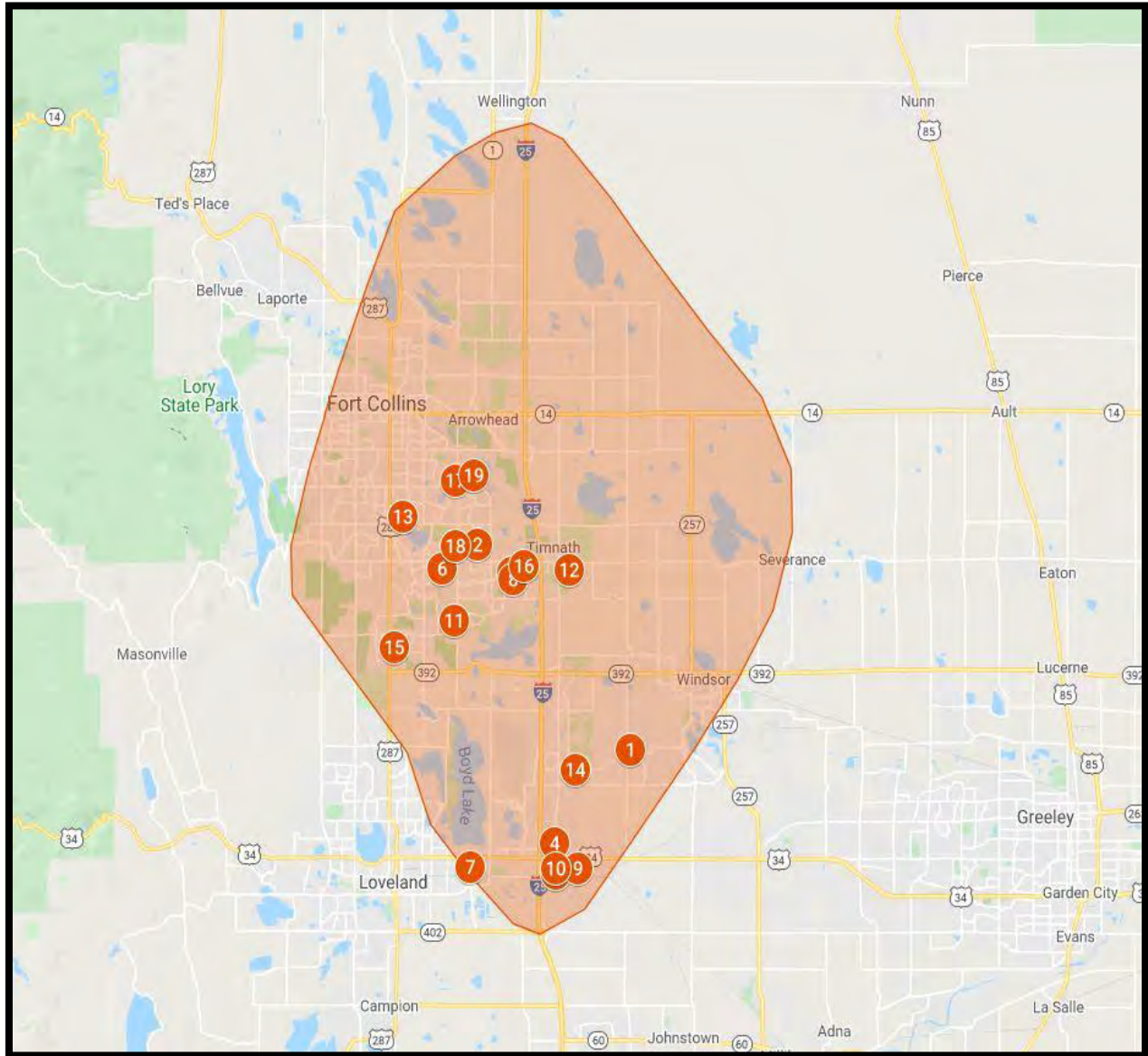
#	Name / Address	Year Built	Units	Avg Unit SF	Occupancy	Unit Mix %					Unit Mix (#)					Rent Data					
						% 1-Bed	% 2-Bed	% 3-Bed	% 4-Bed	% Studio	1-Bed	2-Bed	3-Bed	4-Bed	Studio	Avg Asking / SF	Avg Asking / Unit	Avg Concessions	Avg Effective / SF	Avg Effective / Unit	
1	Mountain View Apartments in RainDance 1825 Cherry Blossom Dr Windsor, CO 80550	2021	526	978	99.1%	39.9%	58.2%	1.9%	0.0%	0.0%	210	306	10	0	0	\$1.63	\$1,596	0.0%	\$1.63	\$1,596	
2	Affinity at Fort Collins 4201 Corbett Dr Fort Collins, CO 80525	2017	161	796	99.4%	41.6%	52.8%	0.0%	0.0%	5.6%	67	85	0	0	9	\$2.37	\$1,889	0.4%	\$2.36	\$1,881	
3	Rise at 2534 5070 Exposition Dr Johnstown, CO	2019	248	922	98.8%	41.1%	45.2%	13.7%	0.0%	0.0%	135	99	14	0	0	\$1.74	\$1,605	0.0%	\$1.74	\$1,605	
4	Railway Flats 2105 Hopper Ln Loveland, CO	2019	240	883	92.5%	45.2%	27.7%	3.9%	0.0%	23.2%	112	75	5	0	48	\$1.97	\$1,741	0.0%	\$1.97	\$1,741	
5	Vibe Apartments 3707 LeFever Dr Fort Collins, 80528	2018	276	873	100.0%	54.7%	39.8%	5.5%	0.0%	0.0%	129	120	0	0	27	\$1.91	\$1,672	0.4%	\$1.91	\$1,665	
6	Oakridge Crossing 4786 McMurry Ave Fort Collins, CO	2018	110	662	97.3%	46.7%	31.3%	2.1%	0.0%	20.0%	85	25	0	0	0	\$0.78	\$519	0.6%	\$0.78	\$516	
7	The Greens at Van de Water 2900 Mountain Lion Dr Loveland, CO 80537	2012	252	935	94.1%	42.4%	39.4%	6.1%	0.0%	12.1%	108	120	12	0	12	\$1.72	\$1,603	0.0%	\$1.71	\$1,603	
8	Terra Vida 3707 Precision Dr Fort Collins, 80528	2012	240	953	95.0%	42.9%	47.6%	4.8%	0.0%	4.8%	120	120	0	0	0	\$1.87	\$1,785	0.0%	\$1.87	\$1,785	
9	Springs at 2534 4430 Ronald Blvd Johnstown, CO 80534	2018	212	981	91.5%	37.7%	40.6%	9.4%	0.0%	12.3%	80	86	20	0	26	\$1.95	\$1,914	0.0%	\$1.95	\$1,914	
10	Cortland @ 2534 5100 Ronald Reagan Blvd Johnstown, CO 80534	2015	254	965	98.0%	48.0%	47.2%	4.7%	0.0%	0.0%	122	120	12	0	0	\$1.77	\$1,710	0.7%	\$1.76	\$1,698	
11	Crowne at Timberline Townhomes 2001 Rosen Dr Fort Collins, CO 80528	2016	310	1,168	100.0%	37.1%	52.6%	10.3%	0.0%	0.0%	115	163	32	0	0	\$1.58	\$1,845	0.4%	\$1.57	\$1,837	
12	Timnath Trail at Riverbend Apartments Homes 4801 Signal Tree Dr Fort Collins, CO 80528	2019	258	1,025	94.0%	56.6%	30.9%	0.0%	0.0%	12.5%	115	99	44	0	0	\$1.65	\$1,692	0.9%	\$1.64	\$1,677	
13	Cycle Apartments 3521 Stanford Rd Fort Collins, CO 80525	2017	401	835	89.8%	51.2%	42.5%	6.4%	0.0%	0.0%	227	124	0	0	50	\$2.03	\$1,694	0.5%	\$2.02	\$1,685	
14	Fossil Ridge Apartments 6910 Steeplechase Dr Windsor, CO 80550	2019	518	879	99.2%	51.2%	42.5%	6.4%	0.0%	0.0%	265	220	33	0	0	\$1.64	\$1,442	0.3%	\$1.64	\$1,438	
15	Lakeview on the Rise 202 Stoney Brook Rd Fort Collins, 80525	2020	180	1,128	100.0%	51.2%	42.5%	6.4%	0.0%	0.0%	48	96	36	0	0	\$1.07	\$1,208	3.9%	\$1.03	\$1,162	
16	The Wyatt 4701 Strauss Cabin Rd Fort Collins, CO 80528	2018	196	931	95.1%	51.2%	42.5%	6.4%	0.0%	0.0%	72	124	0	0	0	\$1.65	\$1,532	0.3%	\$1.55	\$1,360	
17	The Trials at Timberline 2451 S Timberline Rd Fort Collins, CO 80525	2018	196	931	91.8%	51.2%	42.5%	6.4%	0.0%	0.0%	72	124	0	0	0	\$1.65	\$1,532	0.3%	\$1.55	\$1,360	
18	Caribou Apartments 4135 Verbena Way Fort Collins, CO 80525	2013	193	846	99.2%	51.2%	42.5%	6.4%	0.0%	0.0%	96	97	0	0	0	\$0.55	\$466	0.3%	\$0.55	\$464	
19	Bucking Horse Apartments 2274 Yearling Dr Fort Collins, CO 80525	2019	322	1,001	96.6%	51.2%	42.5%	6.4%	0.0%	0.0%	114	152	56	0	0	\$1.85	\$1,856	0.7%	\$1.84	\$1,844	
<b>Total / Weighted Average</b>			5,093	931	<i>96.5%</i>	<i>45.0%</i>	<i>46.2%</i>	<i>5.4%</i>	<i>0.0%</i>	<i>3.4%</i>	2,292	2,355	274	0	172	\$1.65	\$1,542	\$0.01	\$1.64	\$1,517	
<b>Average</b>			2017	268	931	96.4%	47.0%	42.7%	5.6%	0.0%	4.8%	121	124	14	0	9	\$1.65	\$1,542	\$0.01	\$1.64	\$1,517

Italicized figures represent weighted averages  
\*As of October 13, 2021

Source: CoStar Group, local management & leasing, and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Comparable Existing Rental Apartment Projects



## RESIDENTIAL MARKET ANALYSIS

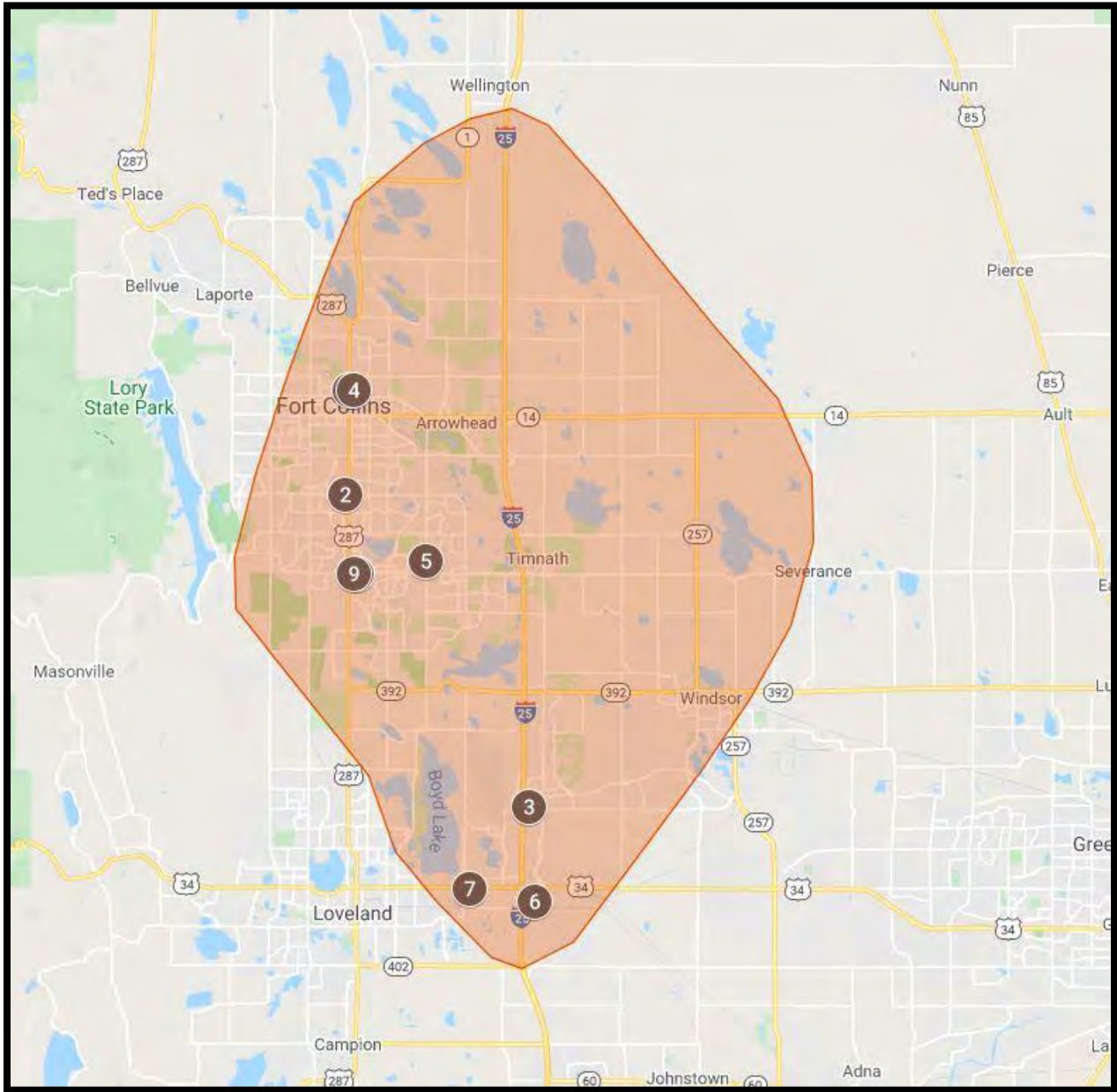
Table VI-11A: Upcoming Apartment Inventory in the Primary Trade Area 1

Building Name	Address	City	Projected Year Built	Construction Status	Total Units	
1	--	303 N College Avenue	Fort Collins	2022	Under Construction	180
2	Spradley Barr	McClelland Dr	Fort Collins	2022	Under Construction	192
3	--	5950 Stallion Dr	Loveland	2022	Under Construction	100
4	Willow Street Residences	223 Willow St	Fort Collins	2022	Under Construction	197
5	The Hansen	S Timberline Rd	Fort Collins	2022	Under Construction	240
6	Johnstown Plaza	5150 Ronald Reagan Blvd	Johnstown	2022	Under Construction	252
7	Avenida Loveland	3905 Mountain Lion Dr	Loveland	2022	Under Construction	154
8	Brick Stone Apartments on Harmony	107 E Harmony Rd	Fort Collins	2024	Proposed	116
9	--	201 E Harmony Rd	Fort Collins	2022	Under Construction	116
<b>Total</b>					<b>1,547</b>	

Source: CoStar and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## *Upcoming Rental Apartment Inventory in the Primary Trade Area 1*



# RESIDENTIAL MARKET ANALYSIS

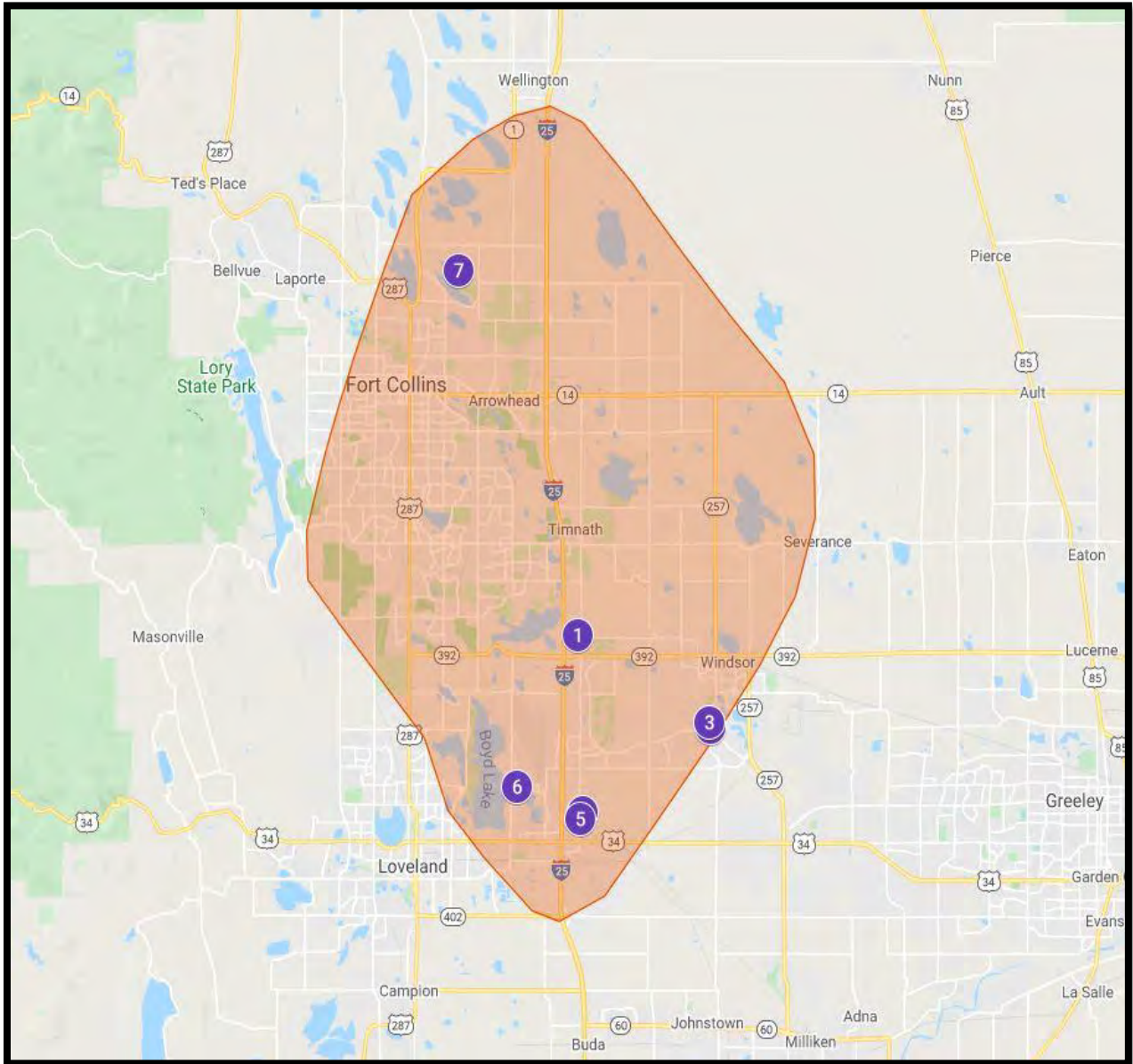
**Table VI-12A: Upcoming Single Family Detached Inventory in the Primary Trade Area 1**

	<b>Project Name</b>	<b>Builder</b>	<b>City</b>	<b>Planned or Remaining Units</b>	<b>Projected open date</b>
#	<b>Primary Trade Area 1</b>				
1	Fossil Creek Ranch	D.R Horton	Windsor	260	2022 -2023
2	Pelican Shores at Water Valley	Trumark Homes	Windsor	59	2022 - 2023
3	Pelican Homes	Juma Homes	Windsor	--	2022 - 2023
4	Kinston at Centerra	Richmond American Homes	Loveland	38	2022 - 2023
5	Kinston	Lennar	Loveland	57	2022 - 2023
6	Lakes at Centerra	Lennar	Loveland	37	2022 - 2023
7	Sonders Fort Collins	Bridgewater Homes	Fort Collins	--	2023 - 2023
	<b>Primary Trade Area 1</b>	<b>Total</b>		<b>451</b>	

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## *Upcoming Detached Single-Family Inventory*



# RESIDENTIAL MARKET ANALYSIS

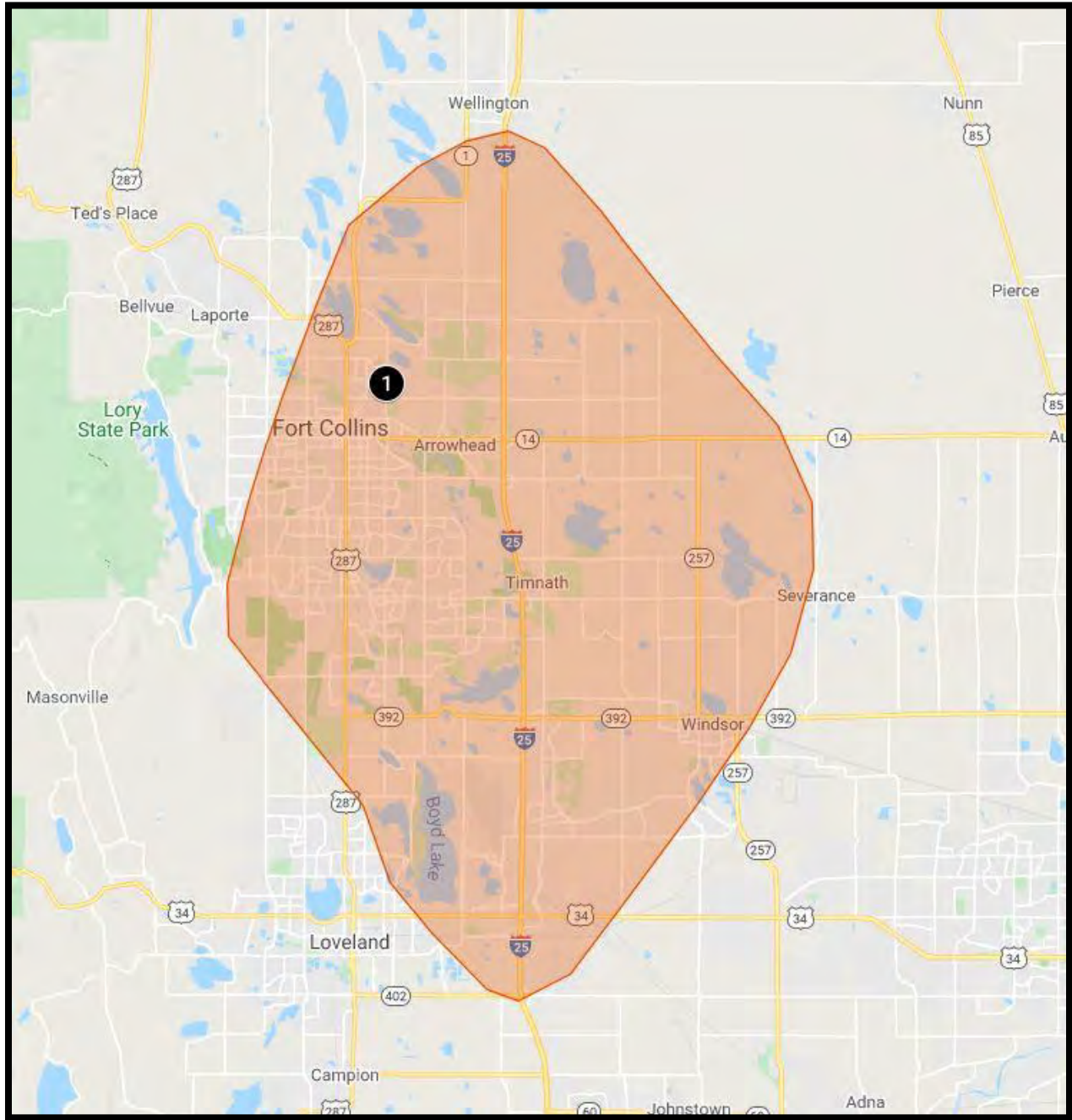
**Table VI-13A: Upcoming Single Family Attached Inventory in the Primary Trade Area 1**

	<b>Project Name</b>	<b>Builder</b>	<b>City</b>	<b>Planned or Remaining Units</b>	<b>Projected open date</b>
#	<b>Primary Trade Area 1</b>				
1	North field/THs	Landmark Homes	Fort Collins	139	2022 -2023
	<b>Primary Trade Area 1</b>	<b>Total</b>		<b>139</b>	

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## *Upcoming Attached Single-Family Inventory*



## VI. RESIDENTIAL MARKET ANALYSIS PRIMARY TRADE AREA 2

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## VI. Residential Market Analysis - Primary Trade Area 2

### A. PROJECTED RESIDENTIAL DEMAND BY UNIT TYPE

Tables VI-1B and VI-2B highlight the historical and projected population and household growth trends in the Denver Nine-County Area, Two County market area, and the Primary Trade Area 2. From 1990 to 2021, population and households in the Primary Trade Area 2 increased from 7,680 and 2,767 to 16,841 and 6,255, respectively. Over this period, annual growth in population and households averaged 296 and 113, respectively, for percentage growth rates of 2.6% and 2.7%.

From 2021 through 2031, THK forecasts population and households within the Primary Trade Area 2 to increase to 24,758 people and 9,185 households, for an average growth rate of 3.9% for both population and households.

Table VI-4B summarizes the projected demand for specific residential housing types for the Primary Trade Area 2 based on annual household growth from 2021 to 2041. During this period, THK projects demand for residential housing to grow by 310 dwellings annually, including by 201 ownership housing units and 108 rental housing dwellings. Based off market trends in the PTA and historical building permit activity, active single-family projects in the PTA, and closed single family housing units over the past 3 years, THK projects that 70% of total new ownership housing demand will be for detached single-family units, 30% will be for attached single-family units, and 35% will be for rental units, comprising annual average new demand figures of 141, 60, and 108, respectively.

# RESIDENTIAL MARKET ANALYSIS

Table VI-1B: Population and Household Trends in the Nine County Market, Two County Market  
and the Primary Trade Area 2, 1990-2021

	1990	2000	2010	2020	2021	Annual Average					
						1990-2021		2000-2021		2010-2021	
						Numerical	Percent	Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>											
Population	2,166,278	2,833,001	3,336,683	3,950,689	4,019,869	59,793	2.0%	56,518	1.7%	62,108	1.7%
Households	857,140	1,100,376	1,311,418	1,554,582	1,582,265	23,391	2.0%	22,947	1.7%	24,622	1.7%
<b>Two-County Market</b>											
Population	317,866	432,288	552,455	693,255	710,428	12,663	2.6%	13,245	2.4%	14,361	2.3%
Households	118,108	160,357	209,644	262,129	268,790	4,861	2.7%	5,163	2.5%	5,377	2.3%
<b>Primary Trade Area 2</b>											
Population	7,680	9,425	11,936	16,209	16,841	296	2.6%	353	2.8%	446	3.2%
Households	2,767	3,475	4,433	6,020	6,255	113	2.7%	132	2.8%	166	3.2%
<b>Primary Trade Area 2 as a percentage of Nine-County Market</b>											
Population	0.4%	0.3%	0.4%	0.4%	0.4%	0.5%		0.6%		0.7%	
Households	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%		0.6%		0.7%	
<b>Primary Trade Area 2 as a percentage of Two-County Market</b>											
Population	2.4%	2.2%	2.2%	2.3%	2.4%	2.3%		2.7%		3.1%	
Households	2.3%	2.2%	2.1%	2.3%	2.3%	2.3%		2.6%		3.1%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

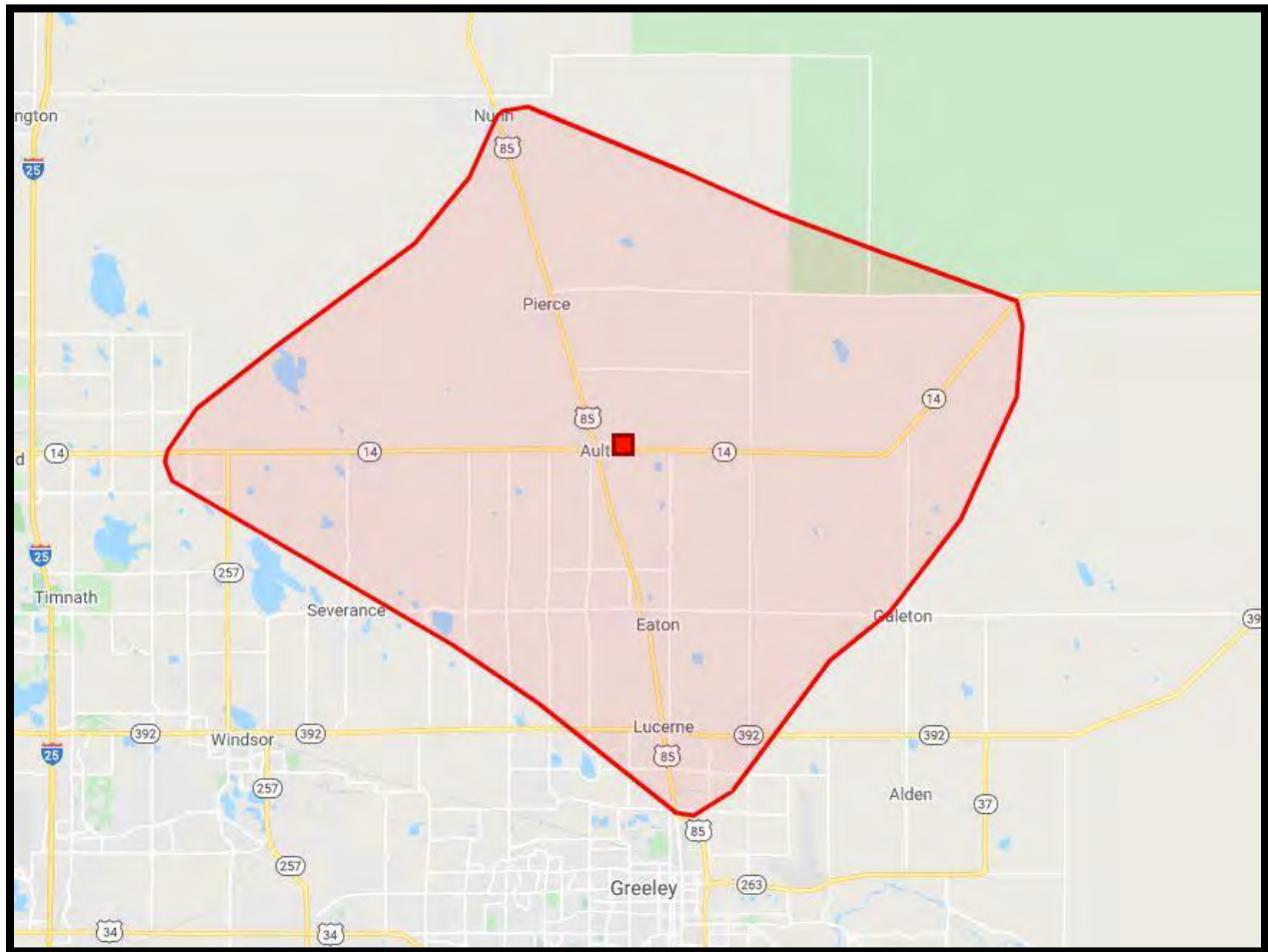
Table VI-2B: Projected Population and Household in the Nine County Market, Two County Market and Primary Trade Area 2, 2021-2031

	2021	2026	2031	Annual Average			
				2021-2026		2021-2031	
				Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>							
Population	4,019,869	4,317,980	4,633,305	59,622	1.4%	61,344	1.4%
Households	1,582,265	1,694,872	1,813,435	22,521	1.4%	23,117	1.4%
<b>Two-County Market</b>							
Population	710,428	782,490	866,428	14,412	2.0%	15,600	2.0%
Households	268,790	296,505	328,773	5,543	2.0%	5,998	2.0%
<b>Primary Trade Area 2</b>							
Population	16,841	20,413	24,758	714	3.9%	792	3.9%
Households	6,255	7,559	9,185	261	3.9%	293	3.9%
<b>Primary Trade Area 2 as a percentage of Nine-County Market</b>							
Population	0.4%	0.5%	0.5%	1.2%		1.3%	
Households	0.4%	0.4%	0.5%	1.2%		1.3%	
<b>Primary Trade Area 2 as a percentage of Two-County Market</b>							
Population	2.4%	2.6%	2.9%	5.0%		5.1%	
Households	2.3%	2.5%	2.8%	4.7%		4.9%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Trade Area 2 – Primary Trade Area 2



# RESIDENTIAL MARKET ANALYSIS

**Table VI-3B: Residential Construction by Community**

Percentages			
Ault	Eaton	Pierce	Severance
100%	100%	100%	40%

**Total Permits Issued in the Ault PTA (SF & MF) on Average over Five years**

Ault	34
Eaton	65
Pierce	4
Severance	372

**Estimated Permits utilized in the PTA to project from 2021 - 2031**

Windsor	34
Fort Collins	65
Timnath	4
Severance	149

<b>Total Permits in the PTA</b>	<b>252</b>
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# RESIDENTIAL MARKET ANALYSIS

Table VI-4B: Primary Trade Area 2 Projected Residential Demand, 2021-2031

Year	Households	Annual Household Growth	Total Housing Unit Demand	Ownership Units			Total Rental
				Total Ownership	Detached	Attached	
2021	6,255	235	247	161	112	49	86
2022	6,496	242	258	168	117	51	90
2023	6,747	251	269	175	123	52	94
2024	7,008	261	281	183	128	55	98
2025	7,278	271	294	191	134	57	103
2026	7,559	281	307	199	140	59	107
2027	7,855	296	320	208	146	62	112
2028	8,163	308	334	217	152	65	117
2029	8,483	320	349	227	159	68	122
2030	8,815	332	365	237	166	71	128
2031	9,185	370	381	247	173	74	133
Average Annual Demand	7,622	290	310	201	141	60	108
			100.0%	65%	70%	30%	35%
Total Demand			3,405	2,213	1,550	663	1,192

\* Assumes 95% Occupancy in 2021 Remains Constant

Source: THK Associates, Inc.,

# RESIDENTIAL MARKET ANALYSIS

## B. RESIDENTIAL PURCHASING CAPACITY, RENTAL CAPACITY AND DEMAND BY PRICE RANGE

To better quantify the demand for new residential units in the Primary Trade Area 2, THK breaks down the existing households by income range and then converts those income ranges into monthly purchasing and rental capacity. In determining housing affordability, THK estimates that households that purchase a home will spend approximately 30% of their gross income on housing on average, and renter households will spend approximately 30% of their gross income on housing. According to SiteWise, the median household income within the Primary Trade Area 2 is \$74,771. Based on this median household income, residents in the Primary Trade Area 2 could afford \$515,400 home or monthly rental payments of \$1,870. Fifty percent of the households can afford a home priced above \$430,800. This is shown in Table VI-5B below.

Table VI-4B: Residential Purchasing and Rental Capacity in the Primary Trade Area 2

Income Range		Percent of Households	Number of Households	Home Purchasing Capacity		Estimated Monthly Payment (P&I)*	Estimated Monthly Rental Capacity**	
Under	\$39,999	26%	1,625	Under	\$287,200	\$1,000	Under	\$1,000
\$40,000 -	\$49,999	7%	444	\$287,200 -	\$359,000	\$1,250	\$1,000 -	\$1,249
\$50,000 -	\$59,999	7%	449	\$359,000 -	\$430,800	\$1,500	\$1,250 -	\$1,499
\$60,000 -	\$74,999	10%	620	\$430,800 -	\$538,500	\$1,870	\$1,500 -	\$1,874
\$75,000 -	\$99,999	21%	1,328	\$538,500 -	\$718,000	\$2,500	\$1,875 -	\$2,499
\$100,000 -	\$124,999	10%	599	\$718,100 -	\$897,600	\$3,130	\$2,500 -	\$3,124
\$125,000 -	\$149,999	6%	388	\$897,600 -	\$1,077,100	\$3,750	\$3,125 -	\$3,749
\$150,000 -	\$174,999	5%	288	\$1,077,100 -	\$1,256,600	\$4,688	\$3,750 -	\$4,374
\$175,000 -	\$199,999	5%	300	\$1,256,600 -	\$1,436,100	\$5,469	\$4,375 -	\$4,999
\$200,000 -	\$249,999	2%	123	\$1,436,100 -	\$1,795,100	\$6,250	\$5,000 -	\$6,249
\$250,000 -	Above	2%	94	\$1,795,100 &	Above	\$7,812	\$6,250 &	Above
Median/Total*	\$ 74,771	100%	6,255	\$515,400			\$1,870	

\* Assumes 30% of income used for housing (before taxes and insurance), 20% down payment, 30 yr term, 3.25% interest rate

\*\* Assumes 30% of income used for rental payment

Source: Sitewise Tetrad STI Data and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## C. HOME SALES IN THE PRIMARY TRADE AREA 2 MARKET AREA.

An inventory of detached single family home sales, per RE Colorado, in the Subject Primary Trade Area 2 from October 28, 2018, through October 28, 2021, shows a total of 460 sales. Roughly 98% of all sales during the period were for units priced below \$430,800, with the \$430,801 to \$538,500 price range comprising a further 0.9% of sales. Homes sold in the \$538,501 to \$718,000 price range comprised approximately 0.4% of total sales.

# RESIDENTIAL MARKET ANALYSIS

Table VI-5B: Detached Single Family Home Sales by Price and Year in the Primary Trade Area 2 Market, 2018-2021 YTD

Year	Under \$430,800	Percent of Total	\$430,801 - \$538,500	Percent of Total	\$538,501 - \$718,000	Percent of Total	\$718,001 - \$897,600	Percent of Total	\$897,600 - Above	Percent of Total	Total Sales
2018	11	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	11
2019	162	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	162
2020	116	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	116
2021 (YTD)*	162	94.7%	4	2.3%	2	1.2%	3	1.8%	0	0.0%	171
<b>Total Sales</b>	<b>451</b>	<b>98.0%</b>	<b>4</b>	<b>0.9%</b>	<b>2</b>	<b>0.4%</b>	<b>3</b>	<b>0.7%</b>	<b>0</b>	<b>0.0%</b>	<b>460</b>

\*2021 YTD is through October 28

Source: REColorado & THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## D. SINGLE FAMILY DETACHED AND ATTACHED INVENTORY IN THE PRIMARY TRADE AREA 2 MARKET AREA.

As shown by Table VI-7B and Table VI-8B on the following pages, the Primary Trade Area 2 environs has 2 active single family detached home developments. These developments have an average lot size of 7,475 square feet, average unit size between 1,006 and 1,907 square feet, average price range between 331,000 and \$410,000 and average monthly sales rate of 5 units. The locations of these respective projects are shown on the following illustrations.

Table VI-9B, the Primary Trade Area 2 environs has 2 active single family attached home developments. These developments have an average unit size between 1,041 and 1,384 square feet, average price range between \$266,000 and \$296,000, and average monthly sales of 4.6 units. The locations of these respective projects are shown on the following illustrations.

As shown by Table VI-11B, the Primary Trade Area 2 environs consist of a detailed inventory of all rental apartment projects built in The Primary Trade Area 2 Development from 1900s to present. There were two apartment complexes built between 1900 and 1910 with a total of 10 units. One apartment was built in 1917 with 5 units and another apartment was built in 1969. Since 1980, there have been four additional projects introduced to the area with 72 units increasing the number of units available in the Primary Trade Area 2 by almost 82.8%.

# RESIDENTIAL MARKET ANALYSIS

Table VI-6B: Active Single Family Detached Inventory in the Primary Trade Area 2 Subject Site Environs (Summary)

Project Name	Builder	City	Unit Size (SqFt)	Base Price Range	Average Lot Size (SqFt)	Planned Units	Sold Units	Planned Units Remaining	Average Monthly Sales Rate	Open Date	Projected Sold Out Date	Capture Rate
Primary Trade Area 2												
1 Conestoga	Baessler Homes	Ault	1,006 - 1,907	\$331,000 - \$410,000	7,475	293	216	77	4.6	November-17	January-23	5%
2	Baessler Homes	Eaton				800						
Primary Trade Area 2												
	Average Total	Average Total	1006 1907	\$331,000 \$410,000	7475	293	216	77	5			
						293	216	77				

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

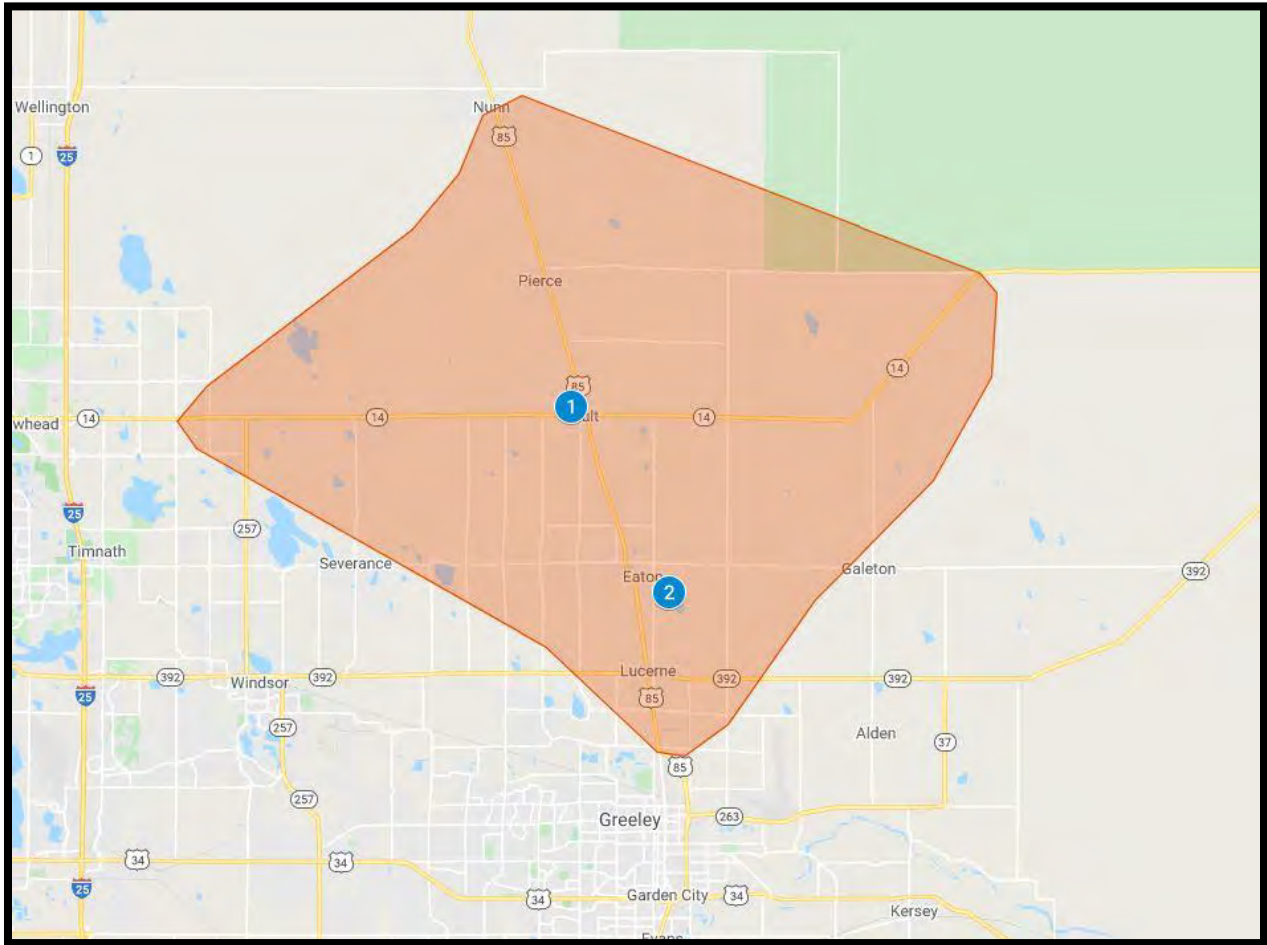
Table VI-7B: Active Single Family Detached Inventory in the Primary Trade Area 2

Project Name	Builder	City	Floor Plan (SqFt)	Base Price	Price per SqFt	Beds	Baths	Floor Plan Type
Primary Trade Area 2								
1 Conestoga	Baessler Homes	Ault	1,006	\$331,000	\$329	2.0	2.0	Ranch
			1,111	\$366,000	\$329	2.0	2.0	Ranch
			1,166	\$342,000	\$293	3.0	2.0	Ranch
			1,336	\$380,000	\$284	3.0	2.0	Ranch
			1,341	\$353,000	\$263	3.0	2.0	Ranch
			1,418	\$364,000	\$257	3.0	2.5	2-Story
			1,506	\$396,000	\$263	3.0	2.5	2-Story
			1,570	\$399,000	\$254	3.0	2.0	Ranch
			1,730	\$379,000	\$219	4.0	2.5	2-Story
			1,907	\$410,000	\$215	3.0	2.5	2-Story

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Active Detached Single-Family Inventory



# RESIDENTIAL MARKET ANALYSIS

Table VI-8B: Active Single Family Attached Inventory (Summary)

Primary Trade Area 2

Project Name	Builder	City	Unit Size	Price	Planned Units	Sold Units	Planned Units Remaining	Average Monthly Sales Rate	Open Date	Projected Sold Out Date	Capture Rate
1 Conestoga/TH	Baessler	Ault	1,041 - 1,384	\$266,000 - \$296,000	139	70	69	4.6	June-20	October-22	1195%
2 Governors Crossing	Legacy Development Group	Eaton	Up to 1,514	\$309,000 - \$339,000	--	--	--	--	--	--	--
Primary Trade Area 2	Average Total	Average Total	1,041 - 1,384	\$266,000 - \$296,000	139	70	69	4.6			

\* As of October 8, 2021

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

Table VI-9B: Active Single Family Attached Inventory (Detailed)

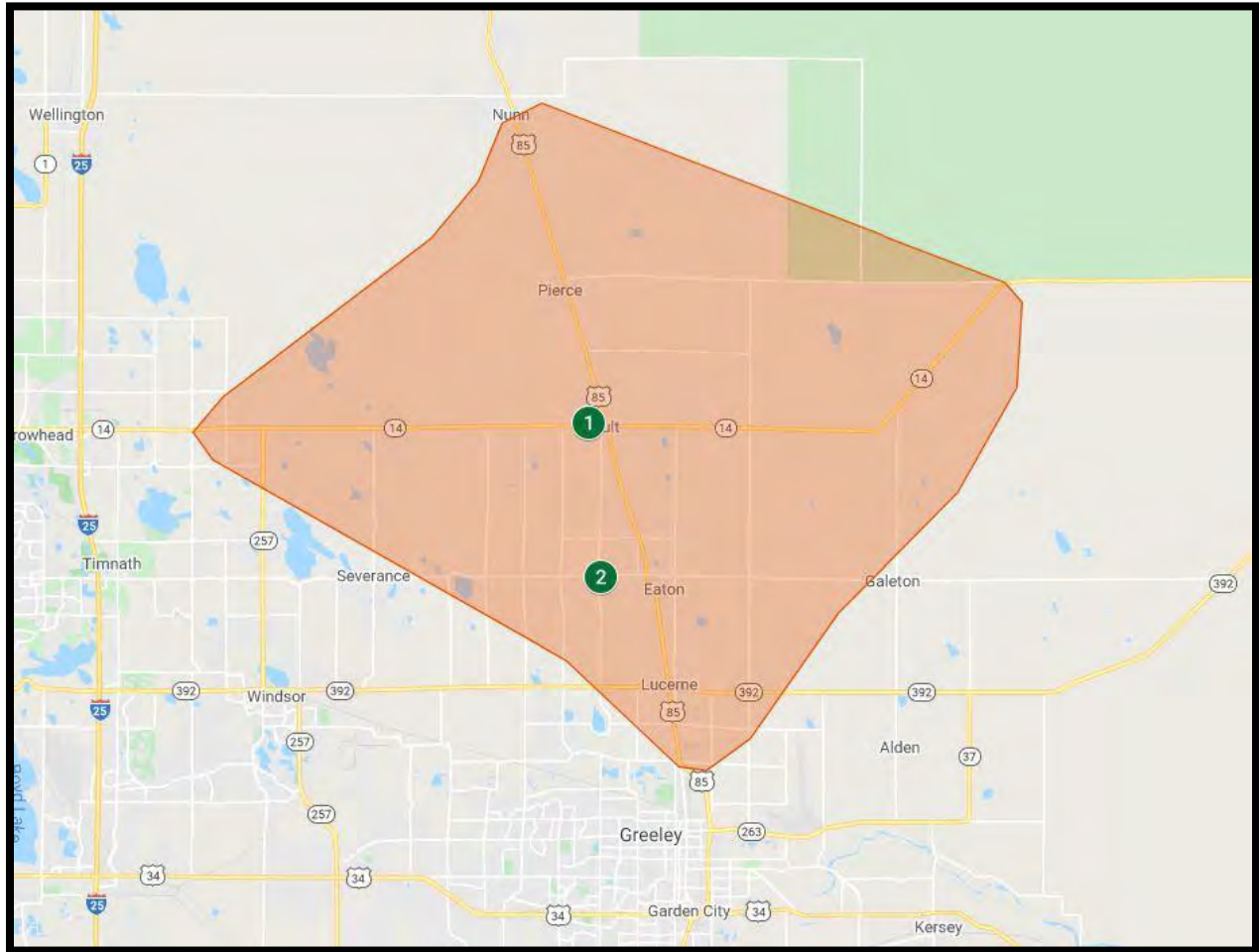
Project Name	Builder	City	Floor Plan	Base Price	Price per SqFt	Beds	Baths	Floor Plan Type	Notes
Primary Trade Area 2									
1 Conestoga/TH	Baessler	Ault	1,620	\$458,000	\$283	3.0	2.5	Townhome	4.6 Sales/Month Avg
			1,626	\$432,400	\$266	3.0	2.5	Townhome	Projected October 2022 Build-Out
2 Governors Crossing	Legacy Development Group	Eaton	--	--	--	--	--	--	

\* As of October 8, 2021

ch and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Active Detached Single-Family Inventory



# RESIDENTIAL MARKET ANALYSIS

Table VI-10B: Comparable Existing and Proposed Rental Apartment Projects within the Primary Trade Area 2021

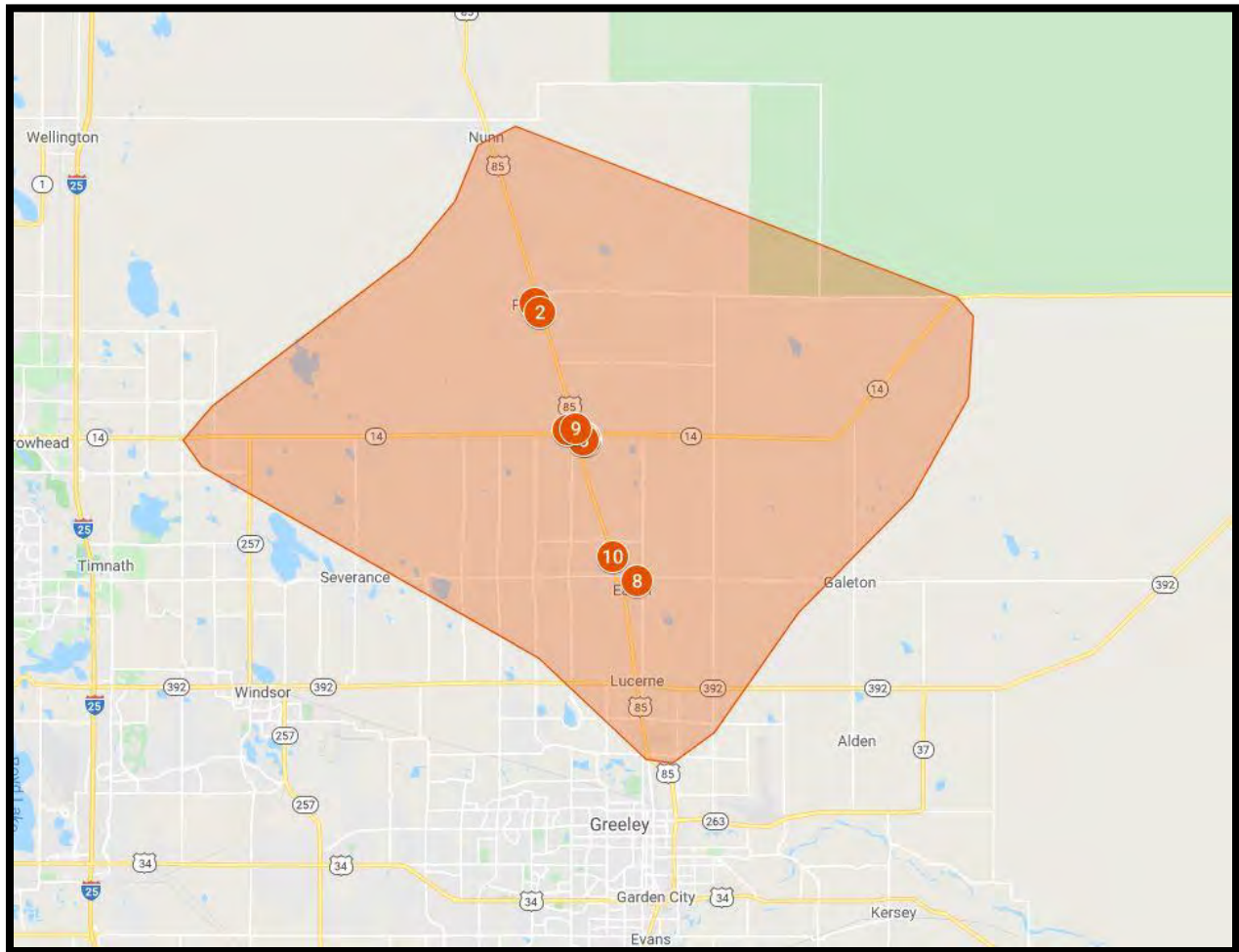
#	Name / Address	Year Built	Units	Avg Unit SF	Occupancy	Unit Mix %					Unit Mix (#)					Rent Data					
						% 1-Bed	% 2-Bed	% 3-Bed	% 4-Bed	% Studio	1-Bed	2-Bed	3-Bed	4-Bed	Studio	Avg Asking / SF	Avg Asking / Unit	Avg Concessions	Avg Effective / SF	Avg Effective / Unit	
1	139 W Main Ave Perce, CO 80650	1906	4	--	94.3%	75.0%	0.0%	25.0%	0.0%	0.0%	3	0	1	0	0	--	--	--	--	--	
2	312 3rd Ave Ault, CO 80610	1981	6	1,149	94.3%	0.0%	33.3%	50.0%	16.7%	0.0%	0	2	3	1	0	--	--	--	--	--	
3	205 S 3rd Ave Ault, CO 80610	1903	6	--	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
4	243 E A St Ault, CO 80610	1917	5	--	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
5	Ault Apartments 260 E B Ault, CO 80610	1989	16	--	95.3%	0.0%	0.0%	100.0%	0.0%	0.0%	0	0	16	0	0	--	--	--	--	--	
6	Villa Fourteen 214 E B Ault, CO 80610	1982	36	600	95.3%	100.0%	0.0%	0.0%	0.0%	0.0%	36	0	0	0	0	\$2.54	\$1,524	0.6%	\$2.52	\$1,515	
7	920 Collins St Eaton, CO 80615	1998	14	777	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
8	570 Oak Ave Eaton, CO 80615	1969	--	961	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
<b>Total / Weighted Average</b>			87		<i>94.9%</i>	<i>44.8%</i>	<i>2.3%</i>	<i>23.0%</i>	<i>1.1%</i>	<i>0.0%</i>	39	2	20	1	0						
<b>Average</b>			1956	12	872	94.6%	43.8%	8.3%	43.8%	4.2%	0.0%	10	1	5	0	0	\$2.54	\$1,524	0.6%	\$2.52	\$1,515

Italicized figures represent weighted averages

Source: CoStar Group, local management & leasing, and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Comparable Existing Rental Apartment Projects



## VI. RESIDENTIAL MARKET ANALYSIS PRIMARY TRADE AREA 3

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## VI. Residential Market Analysis - Primary Trade Area 3

### A. PROJECTED RESIDENTIAL DEMAND BY UNIT TYPE

Tables VI-1C and VI-2C highlight the historical and projected population and household growth trends in the Denver 9-County Area, Two County market area, and the Primary Trade Area 3. From 1990 to 2021, population and households in the Primary Trade Area 3 increased from 6,888 and 2,501 to 15,021 and 5,512, respectively. Over this period, annual growth in population and households averaged 262 and 97, respectively, for percentage growth rates of 2.5% and 2.6% respectively.

From 2021 through 2031, THK forecasts population and households within the Primary Trade Area 3 to increase to 19,210 people and 7,050 households, for an average growth rate of 2.5% per year for both.

Table VI-3C summarizes the projected demand for specific residential housing types for the Primary Trade Area 3 based on annual household growth from 2021 to 2031. During this period, THK projects demand for residential housing to grow by 159 dwellings annually, including by 104 ownership housing units and 56 rental housing dwellings. Based off market trends in the PTA and historical building permit activity, active single-family projects in the PTA, and closed single family housing units over the past 3 years, THK projects that 70% of total new ownership housing demand will be for detached single-family units, 30% will be for attached single-family units, and 35% will be for rental units, comprising annual average new demand figures of 72, 31, and 56, respectively.

# RESIDENTIAL MARKET ANALYSIS

Table VI-1C: Population and Household Trends in the Nine County Market, Two County Market  
and the Primary Trade Area 3, 1990-2021

	1990	2000	2010	2020	2021	Annual Average					
						1990-2021		2000-2021		2010-2021	
						Numerical	Percent	Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>											
Population	2,166,278	2,833,001	3,336,683	3,950,689	4,019,869	59,793	2.0%	56,518	1.7%	62,108	1.7%
Households	857,140	1,100,376	1,311,418	1,554,582	1,582,265	23,391	2.0%	22,947	1.7%	24,622	1.7%
<b>Two-County Market</b>											
Population	317,866	432,288	552,455	693,255	710,428	12,663	2.6%	13,245	2.4%	14,361	2.3%
Households	118,108	160,357	209,644	262,129	268,790	4,861	2.7%	5,163	2.5%	5,377	2.3%
<b>Primary Trade Area 3</b>											
Population	6,888	8,681	11,062	14,592	15,021	262	2.5%	302	2.6%	360	2.8%
Households	2,501	3,181	4,134	5,359	5,512	97	2.6%	111	2.7%	125	2.6%
<b>Primary Trade Area 3 as a percentage of Nine-County Market</b>											
Population	0.3%	0.3%	0.3%	0.4%	0.4%	0.4%		0.5%		0.6%	
Households	0.3%	0.3%	0.3%	0.3%	0.3%	0.4%		0.5%		0.5%	
<b>Primary Trade Area 3 as a percentage of Two-County Market</b>											
Population	2.2%	2.0%	2.0%	2.1%	2.1%	2.1%		2.3%		2.5%	
Households	2.1%	2.0%	2.0%	2.0%	2.1%	2.0%		2.1%		2.3%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

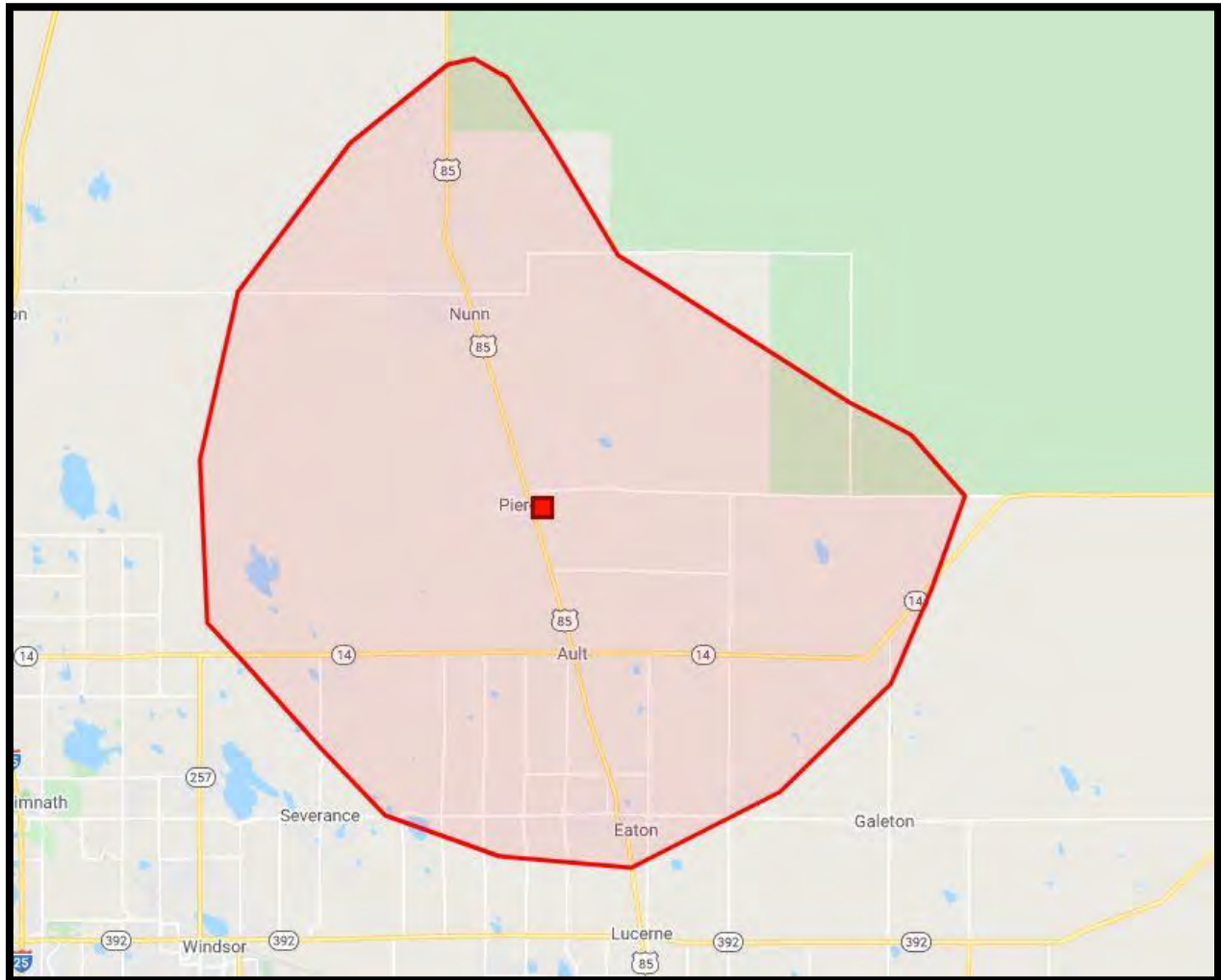
Table VI-2C: Projected Population and Household in the Nine County Market, Two County Market and Primary Trade Area 3, 2021-2031

	2021	2026	2031	Annual Average			
				2021-2026		2021-2031	
				Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>							
Population	4,019,869	4,317,980	4,633,305	59,622	1.4%	61,344	1.4%
Households	1,582,265	1,694,872	1,813,435	22,521	1.4%	23,117	1.4%
<b>Two-County Market</b>							
Population	710,428	782,490	866,428	14,412	2.0%	15,600	2.0%
Households	268,790	296,505	328,773	5,543	2.0%	5,998	2.0%
<b>Primary Trade Area 3</b>							
Population	15,021	16,984	19,210	393	2.5%	419	2.5%
Households	5,512	6,233	7,050	144	2.5%	154	2.5%
<b>Primary Trade Area 3 as a percentage of Nine-County Market</b>							
Population	0.4%	0.4%	0.4%	0.7%		0.7%	
Households	0.3%	0.4%	0.4%	0.6%		0.7%	
<b>Primary Trade Area 3 as a percentage of Two-County Market</b>							
Population	2.1%	2.2%	2.2%	2.7%		2.7%	
Households	2.1%	2.1%	2.1%	2.6%		2.6%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

*Trade Area 3 - Primary Trade Area 3 Market PTA*



# RESIDENTIAL MARKET ANALYSIS

Table VI-3C: Primary Trade Area 3 Projected Residential Demand 2021-2031

Year	Households	Annual Household Growth	Total Housing Unit Demand	Ownership Units			Total Rental
				Total Ownership	Detached	Attached	
2021	5,512	133	140	91	64	27	49
2022	5,649	137	144	93	65	28	50
2023	5,790	141	147	96	67	29	52
2024	5,934	144	151	98	69	29	53
2025	6,082	148	155	101	70	31	54
2026	6,233	151	159	103	72	31	56
2027	6,388	155	163	106	74	32	57
2028	6,547	159	167	108	76	32	58
2029	6,711	163	171	111	78	33	60
2030	6,878	167	176	114	80	34	61
2031	7,049	171	180	117	82	35	63
Average Annual Demand	6,252	150	159	104	72	31	56
			100.0%	65%	69%	30%	35%
Total Demand			1,590	1,040	720	310	560

\* Assumes 95% Occupancy in 2021 Remains Constant

Source: THK Associates, Inc.,

# RESIDENTIAL MARKET ANALYSIS

## B. RESIDENTIAL PURCHASING CAPACITY, RENTAL CAPACITY AND DEMAND BY PRICE RANGE

To better quantify the demand for new residential units in the Primary Trade Area 3, THK breaks down the existing households by income range and then converts those income ranges into monthly purchasing and rental capacity. In determining housing affordability, THK estimates that households that purchase a home will spend approximately 30% of their gross income on housing on average, and renter households will spend approximately 30% of their gross income on housing. According to SiteWise, the median household income within the Primary Trade Area 3 is \$71,852. Based on this median household income, residents in the Primary Trade Area 3 could afford \$495,240 home or monthly rental payments of \$1,800. Forty-eight percent of the households can afford a home priced above \$430,800. This is shown in Table VI-4C below.

Table VI-4C: Residential Purchasing and Rental Capacity in the Primary Trade Area 3

Income Range		Percent of Households	Number of Households	Home Purchasing Capacity		Estimated Monthly Payment (P&I)*	Estimated Monthly Rental Capacity**	
Under	\$39,999	27%	1,478	Under	\$287,200	\$1,000	Under	\$1,000
\$40,000	- \$49,999	7%	410	\$287,200	- \$359,000	\$1,250	\$1,000	- \$1,249
\$50,000	- \$59,999	7%	407	\$359,000	- \$430,800	\$1,500	\$1,250	- \$1,499
\$60,000	- \$74,999	11%	580	\$430,800	- \$538,500	\$1,870	\$1,500	- \$1,874
\$75,000	- \$99,999	21%	1,180	\$538,500	- \$718,000	\$2,500	\$1,875	- \$2,499
\$100,000	- \$124,999	10%	532	\$718,100	- \$897,600	\$3,130	\$2,500	- \$3,124
\$125,000	- \$149,999	5%	278	\$897,600	- \$1,077,100	\$3,750	\$3,125	- \$3,749
\$150,000	- \$174,999	4%	236	\$1,077,100	- \$1,256,600	\$4,688	\$3,750	- \$4,374
\$175,000	- \$199,999	4%	204	\$1,256,600	- \$1,436,100	\$5,469	\$4,375	- \$4,999
\$200,000	- \$249,999	2%	118	\$1,436,100	- \$1,795,100	\$6,250	\$5,000	- \$6,249
\$250,000	- Above	2%	90	\$1,795,100	& Above	\$7,812	\$6,250	& Above
Median/Total*	\$71,852	100%	5,512	\$495,240			\$1,800	

\* Assumes 30% of income used for housing (before taxes and insurance), 20% down payment, 30 yr term, 3.25% interest rate

\*\* Assumes 30% of income used for rental payment

Source: SiteWise Tetrad STI Data and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## C. HOME SALES IN THE PRIMARY TRADE AREA 3 MARKET AREA.

An inventory of detached single family home sales, per RE Colorado, in the Subject Primary Trade Area 3 from October 28, 2018, through October 28, 2021, shows a total of 3 sales. Roughly 66.7% of all sales during the period were for units priced below \$430,800, with the \$430,801 to \$538,500 price range comprising a further 33.3% of sales. No homes over \$538,500 were sold in the last three years.

# RESIDENTIAL MARKET ANALYSIS

Table VI-5C: Detached Single Family Home Sales by Price and Year in the Primary Trade Area 3, 2018-2021 YTD

Year	Under \$430,800	Percent of Total	\$430,801 - \$538,500	Percent of Total	\$538,501 - \$718,000	Percent of Total	\$718,001 - \$897,600	Percent of Total	\$897,600 - Above	Percent of Total	Total Sales
2018	0	-	0	-	0	-	0	-	0	-	0
2019	0	-	0	-	0	-	0	-	0	-	0
2020	2	66.7%	1	33.3%	0	0.0%	0	0.0%	0	0.0%	3
2021 (YTD)*	0	-	0	-	0	-	0	-	0	-	0
<b>Total Sales</b>	<b>2</b>	<b>66.7%</b>	<b>1</b>	<b>33.3%</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>

\*2021 YTD is through October 28

Source: REColorado & THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## D. COMPARABLE EXISTING RENTAL APARTMENT PROJECTS IN THE PRIMARY TRADE AREA 3 MARKET AREA.

There are no active single family detached or attached projects in the Primary Trade Area 3. Additionally, Primary Trade Area 3 shared the existing apartment complexes with Primary Trade Area 2.

Therefore, Table VI-6C details a similar inventory of all rental apartment projects built in The Primary Trade Area 3 Development from 1900s to present. There were two apartment complexes built between 1900 and 1910 with a total of 10 units. One apartment was built in 1917 with 5 units and another apartment was built in 1969. Since 1980, there have been four additional projects introduced to the area with 72 units increasing the number of units available in the Primary Trade Area 3 Primary Trade Area by almost 82.8%.

# RESIDENTIAL MARKET ANALYSIS

Table VI-6C: Comparable Existing Rental Apartment Projects within the Primary Trade Area 3, 2021

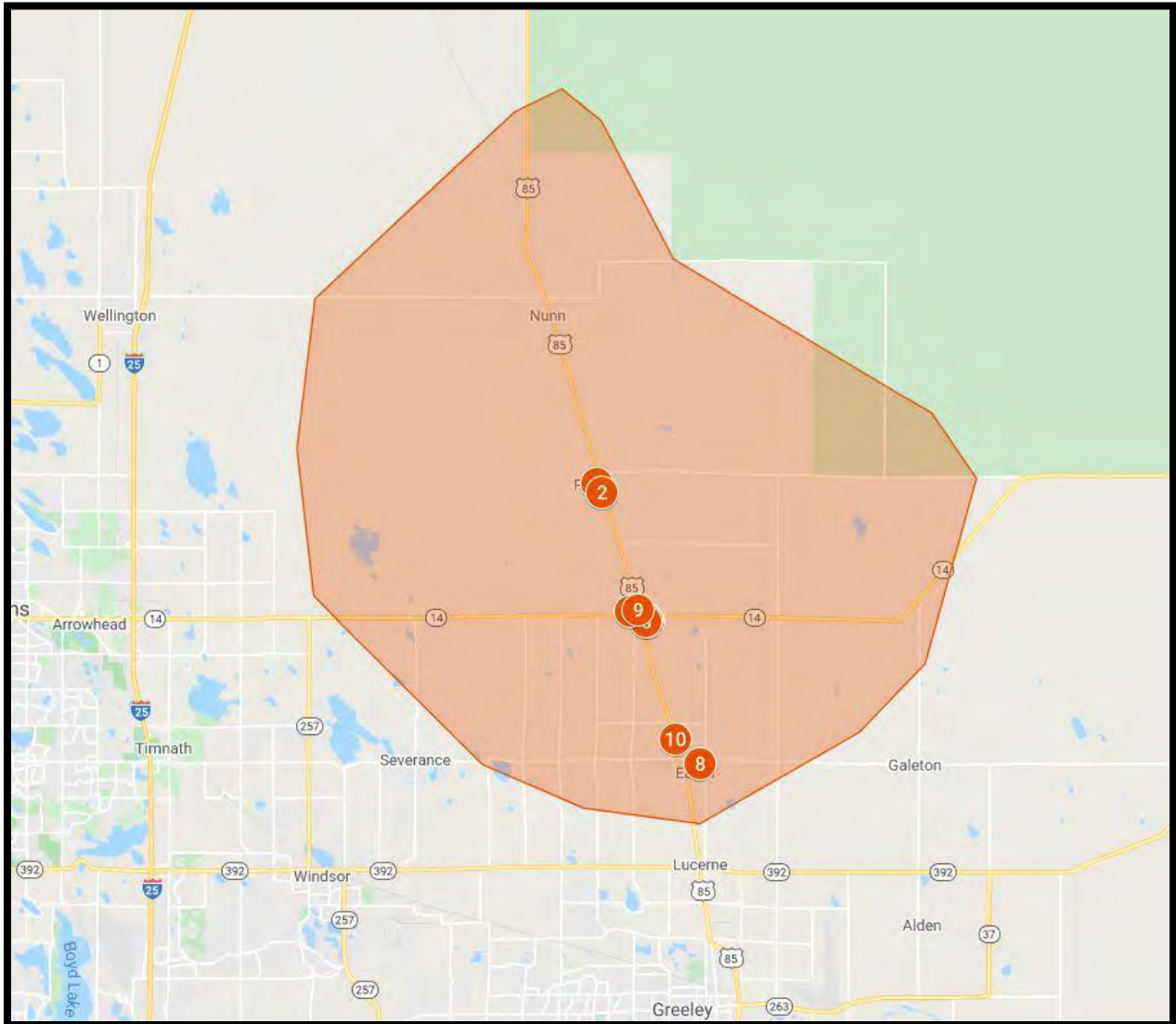
#	Name / Address	Year Built	Units	Avg Unit SF	Occupancy	Unit Mix %					Unit Mix (#)					Rent Data					
						% 1-Bed	% 2-Bed	% 3-Bed	% 4-Bed	% Studio	1-Bed	2-Bed	3-Bed	4-Bed	Studio	Avg Asking / SF	Avg Asking / Unit	Avg Concessions	Avg Effective / SF	Avg Effective / Unit	
1	139 W Main Ave Perce, CO 80650	1906	4	--	94.3%	75.0%	0.0%	25.0%	0.0%	900.0%	3	0	1	0	36	--	--	--	--	--	
2	312 3rd Ave Ault, CO 80610	1981	6	1,149	94.3%	0.0%	33.3%	50.0%	16.7%	0.0%	0	2	3	1	0	--	--	--	--	--	
3	205 S 3rd Ave Ault, CO 80610	1903	6	--	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
4	243 E A St Ault, CO 80610	1917	5	--	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
5	Ault Apartments 260 E B Ault, CO 80610	1989	16	--	95.3%	0.0%	0.0%	100.0%	0.0%	0.0%	0	0	16	0	0	--	--	--	--	--	
6	Villa Fourteen 214 E B Ault, CO 80610	1982	36	600	95.3%	100.0%	0.0%	0.0%	0.0%	0.0%	36	0	0	0	0	\$2.54	\$1,524	0.6%	\$2.52	\$1,515	
7	920 Collins St Eaton, CO 80615	1998	14	777	94.3%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
8	570 Oak Ave Eaton, CO 80615	1969	--	961	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Total / <i>Weighted Average</i>			87		<i>94.9%</i>	<i>44.8%</i>	<i>2.3%</i>	<i>23.0%</i>	<i>1.1%</i>	<i>41.4%</i>	39	2	20	1	36						
Average			1956	12	872	94.6%	43.8%	8.3%	43.8%	4.2%	225.0%	10	1	5	0	9	\$2.54	\$1,524	0.6%	\$2.52	\$1,515

Italicized figures represent weighted averages

Source: CoStar Group, local management & leasing, and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Comparable Existing Rental Apartment Projects



## VI. RESIDENTIAL MARKET ANALYSIS PRIMARY TRADE AREA 4

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## V. Residential Market Analysis - Primary Trade Area 4

### A. PROJECTED RESIDENTIAL DEMAND BY UNIT TYPE

Tables VI-1D and VI-2D highlight the historical and projected population and household growth trends in the Denver Nine County Area, Two County market area, and the Primary Trade Area 4. From 1990 to 2021, population and households in the Primary Trade Area 4 increased from 1,910 and 681 to 11,597 and 4,159, respectively. Over this period, annual growth in population and households averaged 312 and 112, respectively, for percentage growth rates of 6.0% for both population and households.

From 2021 through 2031, THK forecasts population and households within the Primary Trade Area 4 to increase to 34,316 people and 12,306 households, for an average growth rate of 11.5% per year for both.

Table VI-4D summarizes the projected demand for specific residential housing types for the Primary Trade Area 4 based on annual household growth from 2021 to 2031. During this period, THK projects demand for residential housing to grow by 886 dwellings annually, including by 576 ownership housing units and 310 rental housing dwellings. Based off market trends in the Primary Trade Area 4 and historical building permit activity, active single-family projects in the PTA, and closed single family housing units over the past 3 years, THK projects that 70% of total new ownership housing demand will be for detached single-family units, 30% will be for attached single-family units, and 35% will be for rental units, comprising annual average new demand figures of 403, 173, and 310, respectively.

# RESIDENTIAL MARKET ANALYSIS

Table VI-1D: Population and Household Trends in the Nine County Market, Two County Market  
and the Primary Trade Area 4 , 1990-2021

	1990	2000	2010	2020	2021	Annual Average					
						1990-2021		2000-2021		2010-2021	
						Numerical	Percent	Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>											
Population	2,166,278	2,833,001	3,336,683	3,950,689	4,019,869	59,793	2.0%	56,518	1.7%	62,108	1.7%
Households	857,140	1,100,376	1,311,418	1,554,582	1,582,265	23,391	2.0%	22,947	1.7%	24,622	1.7%
<b>Two-County Market</b>											
Population	317,866	432,288	552,455	693,255	710,428	12,663	2.6%	13,245	2.4%	14,361	2.3%
Households	118,108	160,357	209,644	262,129	268,790	4,861	2.7%	5,163	2.5%	5,377	2.3%
<b>Primary Trade Area 4</b>											
Population	1,910	2,808	5,568	10,175	11,597	312	6.0%	419	7.0%	548	6.9%
Households	681	967	1,997	3,649	4,159	112	6.0%	152	7.2%	197	6.9%
<b>Primary Trade Area 4 as a percentage of Nine-County Market</b>											
Population	0.1%	0.1%	0.2%	0.3%	0.3%	0.5%		0.7%		0.9%	
Households	0.1%	0.1%	0.2%	0.2%	0.3%	0.5%		0.7%		0.8%	
<b>Primary Trade Area 4 as a percentage of Two-County Market</b>											
Population	0.6%	0.6%	1.0%	1.5%	1.6%	2.5%		3.2%		3.8%	
Households	0.6%	0.6%	1.0%	1.4%	1.5%	2.3%		2.9%		3.7%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

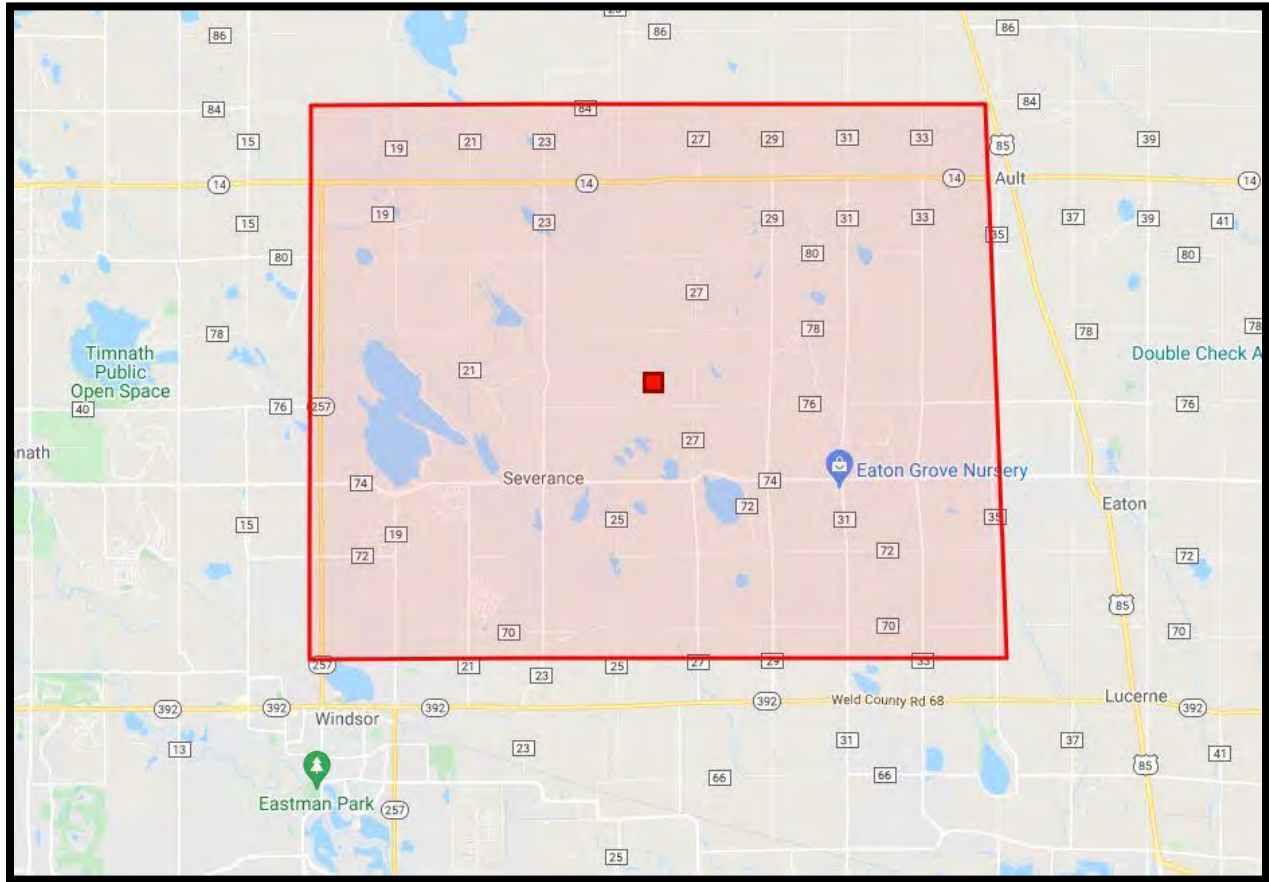
Table VI-2D: Projected Population and Household in the Nine County Market, Two County Market  
and Primary Trade Area 4, 2021-2031

	2021	2026	2031	Annual Average			
				2021-2026		2021-2031	
				Numerical	Percent	Numerical	Percent
<b>Nine-County Market</b>							
Population	4,019,869	4,317,980	4,633,305	59,622	1.4%	61,344	1.4%
Households	1,582,265	1,694,872	1,813,435	22,521	1.4%	23,117	1.4%
<b>Two-County Market</b>							
Population	710,428	782,490	866,428	14,412	2.0%	15,600	2.0%
Households	268,790	296,505	328,773	5,543	2.0%	5,998	2.0%
<b>Primary Trade Area 4</b>							
Population	11,597	19,944	34,316	1,670	11.5%	2,272	11.5%
Households	4,159	7,152	12,306	599	11.5%	815	11.5%
<b>Primary Trade Area 4 as a percentage of Nine-County Market</b>							
Population	0.3%	0.5%	0.7%	2.8%		3.7%	
Households	0.3%	0.4%	0.7%	2.7%		3.5%	
<b>Primary Trade Area 4 as a percentage of Two-County Market</b>							
Population	1.6%	2.5%	4.0%	11.6%		14.6%	
Households	1.5%	2.4%	3.7%	10.8%		13.6%	

Source: U.S. Bureau of the Census and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

Trade Area 4 - Primary Trade Area 4 Market PTA



# RESIDENTIAL MARKET ANALYSIS

Table VI-3D: Primary Trade Area 4 Projected Residential Demand, 2021-2031

Year	Households	Annual Household Growth	Total Housing Unit Demand	Ownership Units			Total Rental
				Total Ownership	Detached	Attached	
2021	4,159	510	537	349	244	105	188
2022	4,635	476	589	383	268	115	206
2023	5,166	531	645	419	294	125	226
2024	5,758	592	707	460	322	138	248
2025	6,417	659	775	504	353	151	271
2026	7,152	735	850	552	387	165	297
2027	7,972	820	931	605	424	181	326
2028	8,885	914	1,021	663	464	199	357
2029	9,903	1,018	1,119	727	509	218	392
2030	11,038	1,135	1,226	797	558	239	429
2031	12,306	1,268	1,344	874	612	262	470
Average Annual Demand	7,581	810	886	576	403	173	310
			100.0%	65%	70%	30%	35%
Total Demand			8,860	5,760	4,030	1,730	3,100

\* Assumes 95% Occupancy in 2021 Remains Constant

Source: THK Associates, Inc.,

# RESIDENTIAL MARKET ANALYSIS

## B. RESIDENTIAL PURCHASING CAPACITY, RENTAL CAPACITY AND DEMAND BY PRICE RANGE

To better quantify the demand for new residential units in the Primary Trade Area 4, THK breaks down the existing households by income range and then converts those income ranges into monthly purchasing and rental capacity. In determining housing affordability, THK estimates that households that purchase a home will spend approximately 30% of their gross income on housing on average, and renter households will spend approximately 30% of their gross income on housing. According to SiteWise, the median household income within the Primary Trade Area 4 is \$90,358. Based on this median household income, residents in the Subject Primary Trade Area 4-PTA could afford \$622,920 home or monthly rental payments of \$2,260. Sixty-two percent of the households can afford a home priced above \$430,800. This is shown in Table VI-4D below.

Table VI-4D: Residential Purchasing and Rental Capacity in the Primary Trade Area 4

Income Range		Percent of Number of Households		Home Purchasing Capacity		Estimated Monthly Payment (P&I)*	Monthly Rental Capacity**	
Under	\$39,999	16%	675	Under	\$287,200	\$1,000	Under	\$1,000
\$40,000 -	\$49,999	6%	247	\$287,200 -	\$359,000	\$1,250	\$1,000 -	\$1,249
\$50,000 -	\$59,999	6%	235	\$359,000 -	\$430,800	\$1,500	\$1,250 -	\$1,499
\$60,000 -	\$74,999	10%	418	\$430,800 -	\$538,500	\$1,870	\$1,500 -	\$1,874
\$75,000 -	\$99,999	18%	765	\$538,500 -	\$718,000	\$2,500	\$1,875 -	\$2,499
\$100,000 -	\$124,999	15%	609	\$718,100 -	\$897,600	\$3,130	\$2,500 -	\$3,124
\$125,000 -	\$149,999	11%	450	\$897,600 -	\$1,077,100	\$3,750	\$3,125 -	\$3,749
\$150,000 -	\$174,999	6%	256	\$1,077,100 -	\$1,256,600	\$4,688	\$3,750 -	\$4,374
\$175,000 -	\$199,999	9%	386	\$1,256,600 -	\$1,436,100	\$5,469	\$4,375 -	\$4,999
\$200,000 -	\$249,999	2%	66	\$1,436,100 -	\$1,795,100	\$6,250	\$5,000 -	\$6,249
\$250,000 -	Above	1%	52	\$1,795,100 &	Above	\$7,812	\$6,250 &	Above
Median/Total*	\$ 90,358	100%	4,159	\$622,920			\$2,260	

\* Assumes 30% of income used for housing (before taxes and insurance), 20% down payment, 30 yr term, 3.25% interest rate

\*\* Assumes 30% of income used for rental payment

Source: Sitewise Tetrad STI Data and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## C. HOME SALES IN THE PRIMARY TRADE AREA 4 MARKET AREA.

An inventory of detached single family home sales, per RE Colorado, in the Subject Primary Trade Area 4 from October 28, 2018, through October 28, 2021, shows a total of 813 sales. Roughly 78.6% of all sales during the period were for units priced below \$430,800, with the \$430,801 to \$538,500 price range comprising a further 15% of sales. Homes sold in the \$538,501 to \$718,000 price range comprised approximately 5.5% of total sales.

# RESIDENTIAL MARKET ANALYSIS

Table VI-5D: Detached Single Family Home Sales by Price and Year in the Primary Trade Area 4, 2018-2021 YTD

Year	Under \$430,800	Percent of Total	\$430,801 - \$538,500	Percent of Total	\$538,501 - \$718,000	Percent of Total	\$718,001 - \$897,600	Percent of Total	\$897,600 - Above	Percent of Total	Total Sales
2018	30	90.9%	0	0.0%	3	9.1%	0	0.0%	0	0.0%	33
2019	205	91.1%	10	4.4%	9	4.0%	1	0.4%	0	0.0%	225
2020	334	83.1%	47	11.7%	18	4.5%	1	0.2%	2	0.5%	402
2021 (YTD)*	70	45.8%	65	42.5%	15	9.8%	1	0.7%	2	1.3%	153
<b>Total Sales</b>	<b>639</b>	<b>78.6%</b>	<b>122</b>	<b>15.0%</b>	<b>45</b>	<b>5.5%</b>	<b>3</b>	<b>0.4%</b>	<b>4</b>	<b>0.5%</b>	<b>813</b>

\*2021 YTD is through October 28

Source: REColorado & THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

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## D. SINGLE FAMILY DETACHED INVENTORY IN THE TRADE AREA 4 – PRIMARY TRADE AREA 4 MARKET AREA.

As shown by Table VI-6D on the following page, the Primary Trade Area 4 environs has 6 active single family detached home developments. These developments have an average lot size of 6,660 square feet, average unit size between 1,487 and 2,659 square feet, average price range between \$445,148 and \$515,548, and average monthly sales rate of 3 units. The locations of these respective projects are shown on the following illustrations.

There are neither active single-family attached units in the Primary Trade Area 4 nor upcoming single-family detached /attached units. Also, there are no existing apartment projects in the Primary Trade Area 4 as well.

# RESIDENTIAL MARKET ANALYSIS

Table VI-6D: Active Single Family Detached Inventory in the Primary Trade Area 4 Subject Site Environs (Summary)

Project Name	Builder	City	Unit Size (SqFt)	Base Price Range	Average Lot Size (SqFt)	Planned Units	Sold Units	Planned Units Remaining	Average Monthly Sales Rate	Open Date	Projected Sold Out Date	Capture Rate
Primary Trade Area 4												
1 Hunters Crossing	View Homes	Severance	1,577 - 2,812	\$483,995 - \$577,995	7,000	57	33	24	2.1	June-20	August-22	2%
2 Hidden Valley	View Homes	Severance	1,506 - 3,204	\$453,995 - \$556,995	7,200	205	170	35	2.2	May-15	December-22	2%
3 Hidden Valley Farm	LGI Homes	Severance	1,293 - 2,361	\$427,900 - \$488,900	6,600	66	54	12	3.8	July-20	October-21	4%
4 Hidden Valley Farm	D.R Horton	Severance	1,635 - 2,718	\$437,900 - \$501,900	5,500	65	58	7	4.4	September-20	October-21	5%
5 Tailholt	D.R Horton	Severance	-- --	-- --	--	316	3	313	--	October-21	--	--
6 Seasons at Hunters Crossing	Richmond American Homes	Severance	1,422 - 2,198	\$421,950 - 451950	7,000	41	11	30	2.2	May-21	October-22	2%
Primary Trade Area 4												
	Average	Average	1487	2659	\$445,148	\$515,548	6660	125	55	70	3	
	Total	Total					750	329	421			

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

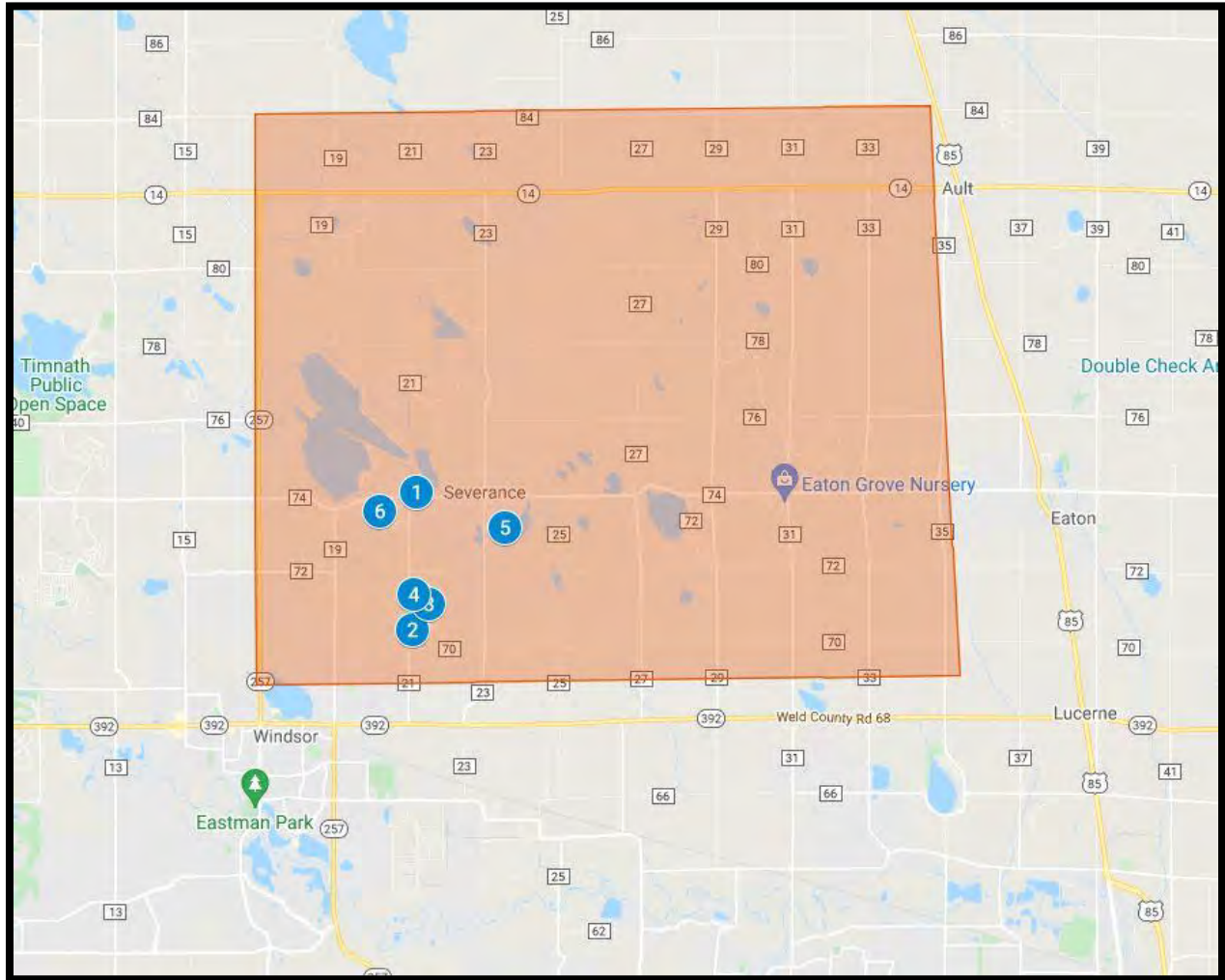
Table VI-7D: Active Single Family Detached Inventory in the Primary Trade Area 4

Project Name	Builder	City	Floor Plan (SqFt)	Base Price	Price per SqFt	Beds	Baths	Floor Plan Type	Notes
Primary Trade Area 4									
1 Hunters Crossing	View Homes	Severance	1,557	\$483,995	\$311	2.0	2.5	Ranch	
			2,161	\$547,995	\$254	3.0	2.5	Ranch	
			2,273	\$515,995	\$227	3.0	2.5	2-Story	
			2,358	\$536,995	\$228	4.0	2.5	2-Story	
			2,384	\$515,995	\$216	3.0	2.5	2-Story	
			2,413	\$535,995	\$222	3.0	2.5	2-Story	
			2,576	\$555,995	\$216	4.0	3.5	2-Story	
			2,795	\$568,995	\$204	4.0	2.5	2-Story	
			2,812	\$577,995	\$206	5.0	4.0	2-Story	
2 Hidden Valley	View Homes	Severance	1,506	\$453,995	\$301	3.0	2.0	Ranch	
			2,113	\$485,995	\$230	3.0	2.5	2-Story	
			2,273	\$528,995	\$233	3.0	2.5	2-Story	
			2,358	\$554,995	\$235	4.0	2.5	2-Story	
			2,384	\$556,995	\$234	3.0	2.5	2-Story	
			2,452	\$513,995	\$210	4.0	2.5	2-Story	
			2,529	\$518,995	\$205	4.0	2.5	2-Story	
			2,710	--	--	4.0	3.0	2-Story	
			3,204	\$504,995	\$158	5.0	3.0	Ranch	
3 Hidden Valley Farm	LGI Homes	Severance	1,293	\$427,900	\$331	3.0	2.0	Ranch	Projected Sold Out Date will be on December, 2021
			1,476	\$437,900	\$297	3.0	2.0	Ranch	
			1,965	\$478,900	\$244	3.0	2.0	Ranch	
			2,361	\$488,900	\$207	4.0	2.5	2-Story	
4 Hidden Valley Farm	D.R Horton	Severance	1,635	\$437,900	\$268	3.0	2.0	Ranch	Projected Sold Out Date will be on October, 2021 (This month)
			1,771	\$445,900	\$252	4.0	2.0	Ranch	
			2,222	\$451,900	\$203	3.0	2.5	2-Story	
			2,398	\$467,900	\$195	4.0	2.5	2-Story	
			2,481	\$471,900	\$190	4.0	2.5	2-Story	
			2,652	\$491,900	\$185	5.0	3.0	2-Story	
			2,718	\$501,900	\$185	5.0	3.0	2-Story	
5 Tailholt	D.R Horton	Severance	--	--	--	--	--		
6 Seasons at Hunters Crossing	Richmond American Homes	Severance	1,422	\$421,950	\$297	2.0	2.0	Ranch	
			1,521	\$431,950	\$284	3.0	2.0	Ranch	
			1,747	\$441,950	\$253	3.0	2.0	Ranch	
			1,831	\$436,950	\$239	3.0	2.5	2-Story	
			2,198	\$451,950	\$206	3.0	2.5	2-Story	

Source: Meyer's Research and THK Associates, Inc.

# RESIDENTIAL MARKET ANALYSIS

## Active Detached Single-Family Inventory



## VII. OFFICE MARKET ANALYSIS PRIMARY TRADE AREA 1

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## VII. Office Market Analysis – Primary Trade Area 1

### A. OFFICE MARKET CHARACTERISTICS

Table VII-1A illustrates the current office market statistics for the Nine County, Two County market area and the Primary Trade Area 1. As shown in Table VII-1A, the Two County market area has been categorized into two submarkets: Larimer County and Weld County. The office report indicates that there is currently 217.4 million square feet in the Nine County, 17.7 million square feet in the 2 Counties and 3.7 million square feet of office in the Primary Trade Area 1.

Overall, the Nine County and the Two County office vacancies are reported to average 13.7% and 7.1% respectively. The Primary Trade Area 1 currently has a 6.3% vacancy which is lower than both the Nine County and Two County region.

Regarding rental rates, office space in the Two County market area is currently leasing for an average of \$16.34 per square foot. The highest average lease rate is currently in the Nine County area at \$23.52 per square foot. A large concentration of the office space is in downtown Denver and the surrounding environs. The Primary Trade Area 1 currently has an average lease rate of \$18.55.

Table VII-2A reflects historical trends in the office market for the Nine County market area, Table VII-3A are the historical trends in the Two County region and Table VII-4A reflects historical trends in the office market for the Primary Trade Area 1 while demonstrating the percentage contributed to the Nine County market area and Two County market area.

# OFFICE MARKET ANALYSIS

Table VII-1A: Denver Nine County, Two County Market and Primary Trade Area 1 Office Market Characteristics, 2021

Primary Trade Area 1 and Two County Market Area	Rentable Sq. Ft.	% of Total 9-County Rentable Space	Vacancy Rate	Avg. Gross Lease Rate - \$/SF/Yr.	
				Full Service	Vacant Sq. Ft.
Primary Trade Area 1	3,717,137	1.7%	6.3%	\$18.55	235,152
Nine County Area	217,437,941	100.0%	13.7%	\$23.52	29,682,882
Two County Area	17,734,504	8.2%	7.1%	\$16.34	1,250,655
Primary Trade Area 1 As a Percent of the Nine County	1.7%			78.9%	0.8%
Primary Trade Area 1 As a Percent of the Two County	21.0%			113.5%	18.8%

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-2A: Denver Nine-County Office Market Trends, 2001-2021 YTD

Year	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	8,220	217,437,941	29,682,882	13.7%	(2,467,740)	20	1,694,013	23	1,779,143	\$23.52
2020	8,202	215,783,221	25,560,422	11.8%	(4,564,584)	34	1,664,812	33	2,893,050	\$23.77
2019	8,181	214,273,133	19,479,750	9.1%	2,004,216	42	1,735,351	49	3,601,101	\$23.06
2018	8,161	213,000,674	20,205,897	9.5%	4,189,856	57	4,303,902	55	3,687,411	\$22.61
2017	8,119	208,955,360	20,434,821	9.8%	2,309,188	55	3,290,553	66	5,204,880	\$21.69
2016	8,080	205,865,067	19,541,065	9.5%	1,448,451	50	1,893,030	64	6,374,474	\$20.97
2015	8,060	204,333,436	19,613,794	9.6%	2,677,351	38	2,284,287	50	3,966,468	\$20.12
2014	8,056	202,542,822	20,503,455	10.1%	2,398,920	37	1,363,853	33	2,669,834	\$19.70
2013	8,048	201,575,418	21,941,095	10.9%	2,299,662	24	1,159,432	35	1,878,944	\$18.74
2012	8,053	200,707,636	23,377,282	11.6%	1,685,828	19	1,137,072	24	1,419,166	\$17.92
2011	8,061	199,870,749	24,226,223	12.1%	1,809,473	29	750,129	19	1,604,890	\$17.33
2010	8,053	199,363,269	25,528,113	12.8%	2,521,711	25	1,680,414	27	847,414	\$17.14
2009	8,062	198,153,650	26,840,205	13.5%	(263,592)	45	2,258,140	20	1,659,336	\$17.43
2008	8,030	196,367,876	24,775,110	12.6%	354,931	124	3,316,802	39	2,856,068	\$18.69
2007	7,917	193,388,255	22,158,568	11.5%	4,347,610	121	2,733,603	104	4,308,181	\$18.22
2006	7,804	190,776,469	23,896,945	12.5%	2,769,222	107	2,189,663	96	2,719,001	\$16.52
2005	7,714	188,843,043	24,732,674	13.1%	4,723,383	141	2,166,414	88	2,270,836	\$15.22
2004	7,577	186,904,598	27,515,579	14.7%	1,843,668	106	1,852,102	114	2,174,406	\$14.91
2003	7,475	185,590,073	28,044,724	15.1%	1,289,848	99	3,115,134	84	1,763,941	\$14.89
2002	7,379	182,516,563	26,261,062	14.4%	(1,870,729)	133	4,019,680	82	2,844,901	\$15.80
2001	7,255	178,831,173	20,704,268	11.6%	872,332	192	8,992,730	114	4,263,693	\$17.39

2021 YTD is through October 29, 2021

## 2001-2021

9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-3A: Two County Office Market Trends, 2001-2021 YTD

Year	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	1,626	17,734,504	1,250,655	7.1%	(71,370)	5	95,120	5	116,365	\$16.34
2020	1,622	17,642,041	1,086,822	6.2%	(494,729)	3	31,373	7	185,520	\$16.31
2019	1,619	17,610,668	560,720	3.2%	114,648	11	124,003	4	57,428	\$16.11
2018	1,609	17,516,665	581,365	3.3%	402,839	10	81,256	9	111,003	\$15.68
2017	1,599	17,435,409	902,948	5.2%	423,085	15	360,574	8	59,609	\$15.11
2016	1,584	17,074,835	965,459	5.7%	209,387	12	265,522	15	360,574	\$14.95
2015	1,574	16,813,077	969,088	5.8%	(344)	4	51,422	9	335,344	\$14.34
2014	1,571	16,753,790	921,277	5.5%	439,386	10	279,112	3	95,041	\$13.38
2013	1,562	16,480,678	1,087,551	6.6%	168,699	3	55,152	7	219,172	\$12.53
2012	1,561	16,457,649	1,233,221	7.5%	406,800	6	224,626	2	19,152	\$12.31
2011	1,556	16,236,036	1,418,408	8.7%	176,329	9	97,431	5	215,792	\$12.44
2010	1,550	16,153,405	1,512,106	9.4%	408,148	8	240,585	10	220,831	\$12.75
2009	1,543	15,919,928	1,686,777	10.6%	(76,290)	12	247,631	6	195,124	\$13.71
2008	1,532	15,674,514	1,365,073	8.7%	105,286	26	396,717	8	176,223	\$14.88
2007	1,509	15,283,873	1,079,718	7.1%	633,870	28	493,612	17	302,644	\$15.15
2006	1,481	14,779,103	1,223,764	8.3%	474,138	50	436,731	23	445,477	\$14.77
2005	1,431	14,342,372	1,261,171	8.8%	727,254	61	614,496	34	266,241	\$13.92
2004	1,370	13,727,876	1,373,929	10.0%	462,138	42	497,810	51	550,734	\$13.39
2003	1,328	13,230,066	1,338,257	10.1%	564,318	31	678,946	26	321,891	\$13.00
2002	1,298	12,585,120	1,257,629	10.0%	121	42	495,163	25	641,849	\$13.09
2001	1,256	12,089,957	762,587	6.3%	437,704	43	788,085	34	738,386	\$13.38

2021 YTD is through October 29, 2021

## 2001-2021

Two County Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-4A: Primary Trade Area 1 Office Market Trends, 2001-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	201	3,717,137	235,152	6.3%	44,852	4	86,482	1	10,010	\$18.55
2020	197	3,630,655	194,067	5.3%	(18,890)	1	6,092	4	86,482	\$18.18
2019	196	3,624,563	170,748	4.7%	86,933	4	75,309	2	32,147	\$17.87
2018	192	3,549,254	174,037	4.9%	70,192	4	43,399	4	75,309	\$17.77
2017	188	3,505,855	203,259	5.8%	270,921	10	330,494	4	43,399	\$17.83
2016	178	3,175,361	148,630	4.7%	167,036	10	248,552	10	330,494	\$17.31
2015	168	2,926,809	124,806	4.3%	103,815	2	35,041	8	325,274	\$16.88
2014	166	2,891,768	197,050	6.8%	88,235	5	118,220	3	95,041	\$15.79
2013	161	2,773,548	167,065	6.0%	81,473	1	4,959	2	58,280	\$14.78
2012	160	2,768,589	243,579	8.8%	53,223	1	15,270	1	4,959	\$14.51
2011	159	2,753,319	266,257	9.7%	128,308	3	67,729	1	15,270	\$15.60
2010	157	2,686,010	332,056	12.4%	230,563	3	176,172	3	67,729	\$16.06
2009	154	2,509,838	379,746	15.1%	188,488	7	228,892	3	176,172	\$16.84
2008	147	2,280,946	352,877	15.5%	175,067	13	327,338	5	162,956	\$18.49
2007	134	1,953,608	198,691	10.2%	269,381	12	315,189	7	246,772	\$19.34
2006	121	1,623,473	152,573	9.4%	168,367	25	230,290	11	309,665	\$18.08
2005	96	1,393,183	96,516	6.9%	364,139	31	401,001	18	157,497	\$18.14
2004	65	992,182	59,654	6.0%	196,959	17	190,858	28	386,680	\$16.49
2003	48	801,324	65,755	8.2%	280,112	9	200,573	10	92,207	\$15.65
2002	39	600,751	145,294	24.2%	110,958	15	227,576	6	184,701	\$16.55
2001	24	373,175	28,676	7.7%	344,499	24	373,175	11	170,868	\$16.97

2021 YTD is through October 28

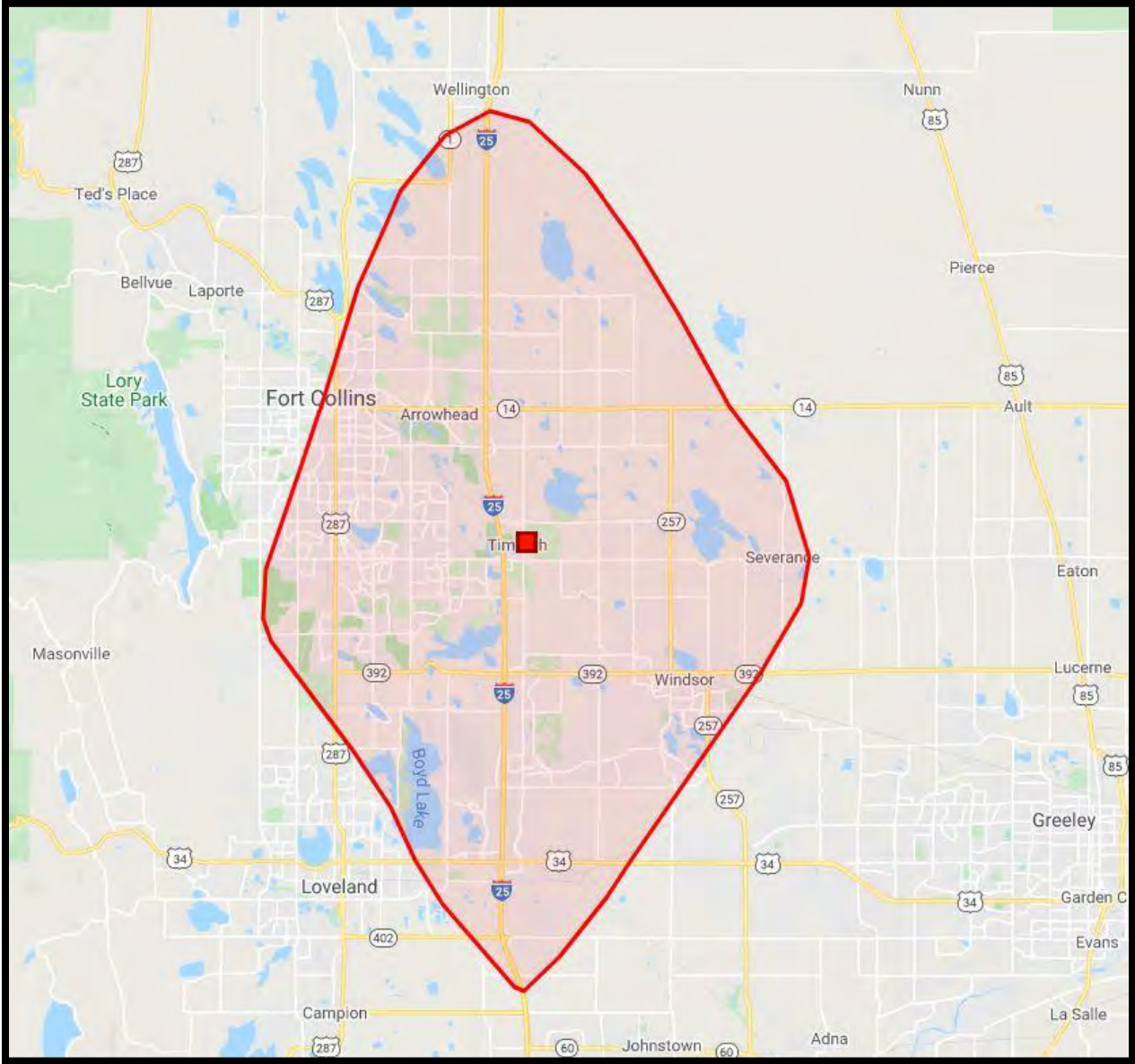
2001-2021

Primary Trade Area 1	141	2,406,255	187,452	8.7%	162,125	9.6	176,315	6.8	144,377	\$17.03
Denver 9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
Two County Market Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17
Primary Trade Area 1 as % of Denver 9-County	1.8%	1.2%	0.8%		11.2%	13.4%	6.9%	11.6%	5.0%	90.4%
Primary Trade Area 1 as % of Two County Market	9.3%	15.2%	16.5%		61.8%	46.6%	56.5%	46.1%	53.8%	120.2%

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Trade Area 1 – Primary Trade Area 1 Office Competitive Market Area



## B. OFFICE EMPLOYMENT GROWTH BY INDUSTRY

Table VII-5A shows the percentage of total employment for each industry that uses office space. In Table VII-6A, those office employment percentages are applied to the projected change in employment by industry in the Two County market area to project the total growth in office employment over the next decade. Total office employment in the Two County market area is projected to increase by an average of 2,245 per year over the next decade. Professional and Technical Services employment will account for an average of 350 new office employees annually; other sectors of major office space growth include Real Estate, Rental and Leasing at 360 jobs per year, and Government and Government Enterprises at 275 jobs per year.

Two important trends affecting the demand for office space are the increasing use of sophisticated electronic business machines and the adoption of open space floor plans that can be adapted rapidly as space needs change. New technology will enable firms to do more work with fewer employees. Routine filing and recordkeeping will be handled automatically, reducing the demand for unskilled office help. On the other hand, firms will need space for expansions to accommodate the growing use of electronic equipment. Consequently, while the actual space available for each office worker will decline, the average number of square feet per office employee will increase.

# OFFICE MARKET ANALYSIS

Table VII-5A: Proportion of New Employment Housed in Office Space in the Two Counties, 2021

Industry	Proportion of New Employment Housed in Office Space	Average Annual Number Of New Office Employees
Forestry, fishing, and related activities	8.8%	10
Mining	7.5%	19
Utilities	10.0%	-
Construction	7.5%	160
Manufacturing	7.5%	34
Wholesale trade	7.5%	1
Retail Trade	10.0%	31
Transportation and warehousing	12.5%	215
Information	37.5%	72
Finance and insurance	40.0%	148
Real estate and rental and leasing	35.0%	360
Professional and technical services	35.0%	350
Management of companies and enterprises	37.5%	75
Administrative and waste services	22.5%	42
Educational services	7.5%	17
Health care and social assistance	27.5%	222
Arts, entertainment, and recreation	7.5%	40
Accommodation and food services	10.0%	110
Other services, except public administration	17.5%	60
Government and government enterprises	27.5%	275
Total		2,245

Source: Urban Land Institute, and THK Associates, Inc.

# OFFICE MARKET ANALYSIS

## C. PROJECTED OFFICE DEMAND IN THE TWO COUNTY AND THE PRIMARY TRADE AREA 1 MARKET AREA

THK has calculated that office space averages approximately 140 square feet per employee in the Two County market area. By multiplying this amount of 140 square feet per office employee with the annual growth in new office employment, the annual demand for new office space can be estimated. Given that growth in office employment is projected to average 2,282 workers per year through 2031, there should be an average annual demand for 319,500 square feet of office space from 2021 to 2031.

The square footage for office space in the subject site Primary Trade Area 1 is anticipated to be approximately 57% of the square footage found in the Two County market area. The PTA is forecast to enjoy an average annual demand for 178,900 square feet of new office space.

Table VII-6A: Projected Total of New Office Space Demand in the Two County Market Area and Primary Trade Area 1, 2021-2031

Year	Two County Market Area			Primary Trade Area 1
	Total Office Employment	Annual Change in Office Employment	Projected Annual Additional Occupied Office Space Demand	Projected Annual Occupied Office Space Demand (56.5%)
2021	78,000	1,900	266,000	148,960
2022	79,900	2,000	280,000	156,800
2023	81,900	2,100	294,000	164,640
2024	84,000	2,100	294,000	164,640
2025	86,100	2,200	308,000	172,480
2026	88,300	2,200	308,000	172,480
2027	90,500	2,400	336,000	188,160
2028	92,900	2,400	336,000	188,160
2029	95,300	2,500	350,000	196,000
2030	97,800	2,600	364,000	203,840
2031	100,400	2,700	378,000	211,680
2021-2031 Annual Average		2,282	319,473	178,895

\* Square Footage/Office Worker: 2,788

Source: CoStar and THK Associates, Inc.

## VII. OFFICE MARKET ANALYSIS PRIMARY TRADE AREA 2

## VII. Office Market Analysis - Primary Trade Area 2

### A. OFFICE MARKET CHARACTERISTICS

Table VII-1B illustrates the current office market statistics for the Nine County, Two County market area and the Primary Trade Area 2. The office report indicates that there is 190,633 square feet of office in the PTA.

Overall, the Nine County and the Two County office vacancies are reported to average 13.7% and 7.1% respectively. The Primary Trade Area 2 currently has a 0.4% vacancy which is lower than both the Nine County and the Two County region.

Regarding rental rates, office space in the Two County market area is currently leasing for an average of \$16.34 per square foot. The highest average lease rate is currently in the 9 County area at \$23.52 per square foot. A large concentration of the office space is in downtown Denver and the surrounding environs. The Primary Trade Area 2 currently has an average lease rate of \$17.40.

Table VII-2B reflects historical trends in the office market for the Primary Trade Area 2 while demonstrating the percentage contributed to the Nine County and Two County market area.

# OFFICE MARKET ANALYSIS

Table VII-1B: Denver 9-County, Two County Market and Primary Trade Area 2 Office Market Characteristics, 2021

Primary Trade Area 2 and Two County Market Area	Rentable Sq. Ft.	% of Total 9-County Rentable Space	Vacancy Rate	Avg. Gross Lease Rate -\$/SF/Yr. Full Service	Vacant Sq. Ft.
Primary Trade Area 2	190,633	0.1%	0.4%	\$17.40	690
Nine County Area	217,437,941	100.0%	13.7%	\$23.52	29,682,882
Two County Area	17,734,504	8.2%	7.1%	\$16.34	1,250,655
Primary Trade Area 2 As a Percent of the Nine County	0.1%			74.0%	0.002%
Primary Trade Area 2 As a Percent of the Two County	1.1%			106.5%	0.1%

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-2B: Primary Trade Area 2 Office Market Trends, 2001-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	28	190,633	(690)	-0.4%	810	0	0	0	0	\$17.40
2020	28	190,633	1,500	0.8%	0	0	0	0	0	\$0.00
2019	28	190,633	1,500	0.8%	260	0	0	0	0	\$11.93
2018	28	190,633	1,760	0.9%	(1,760)	0	0	0	0	\$11.93
2017	28	190,633	0	0.0%	5,433	0	0	0	0	\$12.32
2016	28	190,633	5,433	2.8%	(1,073)	0	0	0	0	\$12.32
2015	28	190,633	4,360	2.3%	2,260	0	0	0	0	\$11.21
2014	28	190,633	6,620	3.5%	(2,320)	0	0	0	0	\$11.21
2013	28	190,633	4,300	2.3%	(1,800)	0	0	0	0	\$11.31
2012	28	190,633	2,500	1.3%	0	0	0	0	0	\$9.23
2011	28	190,633	2,500	1.3%	1,000	0	0	0	0	\$9.23
2010	28	190,633	3,500	1.8%	1,355	0	0	0	0	\$9.23
2009	28	190,633	4,855	2.5%	1,500	0	0	0	0	\$12.00
2008	28	190,633	6,355	3.3%	4,856	0	0	0	0	\$12.00
2007	28	190,633	11,211	5.9%	20,715	1	28,126	0	0	\$12.00
2006	27	162,507	3,800	2.3%	4,500	0	0	1	28,126	\$15.72
2005	27	162,507	8,300	5.1%	70,366	2	13,354	0	0	\$13.32
2004	25	149,153	65,312	43.8%	6,360	1	6,160	2	13,354	\$15.46
2003	24	142,993	65,512	45.8%	(200)	0	0	0	0	\$0.00
2002	24	142,993	65,312	45.7%	(61,812)	0	0	0	0	\$3.50
2001	24	142,993	3,500	2.4%	(3,500)	0	0	0	0	\$0.00

2021 YTD is through October 28

## 2001-2021

Primary Trade Area 2	27	179,173	12,735	8.3%	2,236	0.2	2,269	0.1	1,975	\$10.06
Denver 9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
Two County Market Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17

Primary Trade Area 2 as % of Denver 9-County

0.3%	0.1%	0.1%	0.2%	0.3%	0.1%	0.2%	0.1%	53.4%
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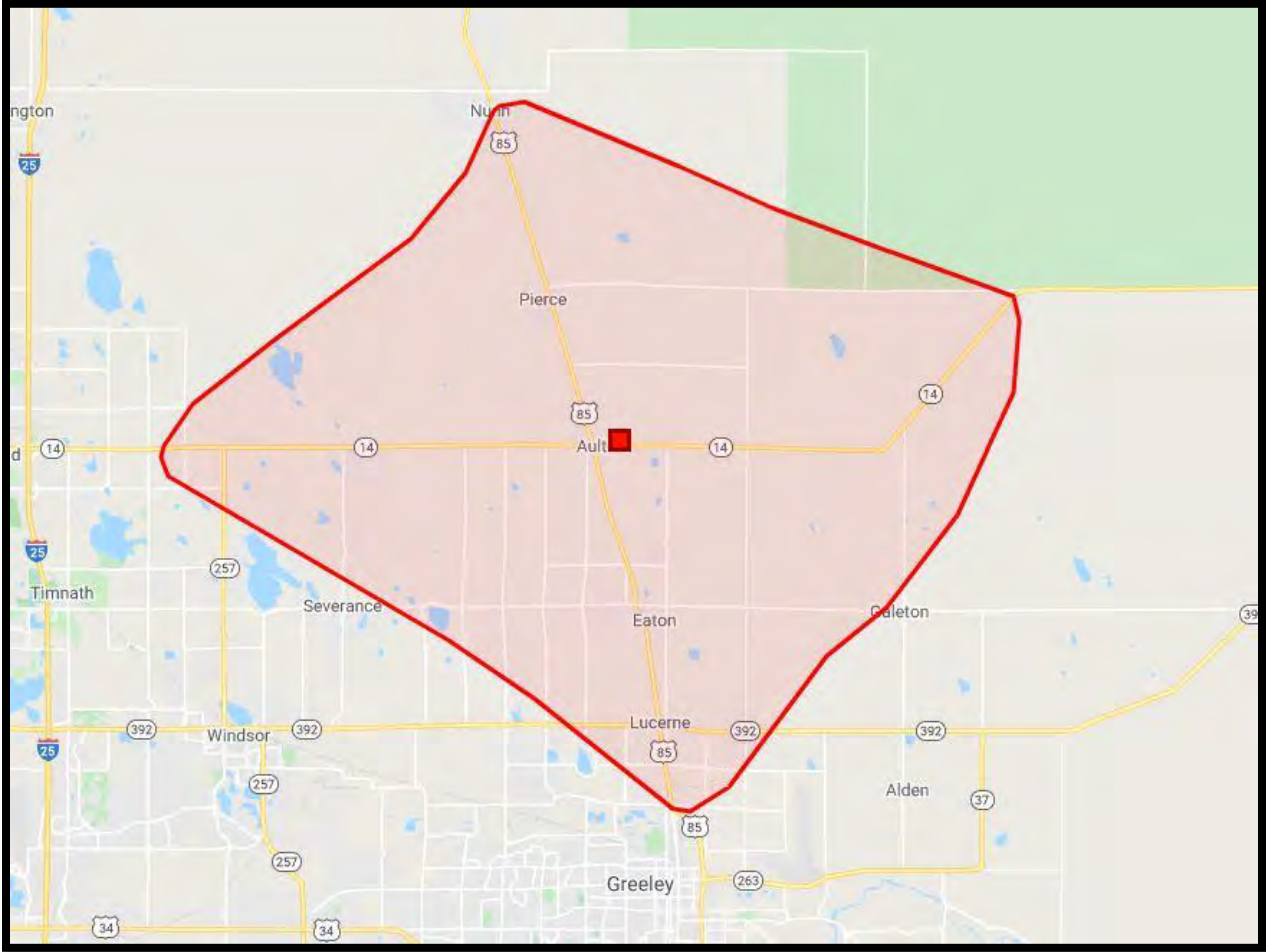
Primary Trade Area 2 as % of Two County Market

1.8%	1.1%	1.1%	0.9%	0.9%	0.7%	1.0%	0.7%	71.0%
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Trade Area 2 - Primary Trade Area 2 Office Competitive Market Area



## B. OFFICE EMPLOYMENT GROWTH BY INDUSTRY

Table VII-3B shows the office employment percentages that are applied to project the total growth in office employment over the next decade in the Primary Trade Area 2.

# OFFICE MARKET ANALYSIS

## C. PROJECTED OFFICE DEMAND IN THE TWO COUNTY AND THE PRIMARY TRADE AREA 2 MARKET AREA

THK has calculated that office space averages approximately 140 square feet per employee in the Two County market area. By multiplying this amount of 140 square feet per office employee with the annual growth in new office employment, the annual demand for new office space can be estimated. Given that growth in office employment is projected to average 2,282 workers per year through 2031, there should be an average annual demand for 319,500 square feet of office space from 2021 to 2031.

The square footage for office space in the Primary Trade Area 2 is anticipated to be approximately 0.9% of the square footage found in the Two County market area. The PTA is forecast to enjoy an average annual demand for 2,715 square feet of new office space.

Table VII-3B: Projected Total of New Office Space Demand in the Two County Market Area and Primary Trade Area 2, 2021-2031

Year	Two County Market Area			Primary Trade Area 2
	Total Office Employment	Annual Change in Office Employment	Projected Annual Additional Occupied Office Space Demand	Projected Annual Occupied Office Space Demand (0.9%)
2021	78,000	1,900	266,000	2,261
2022	79,900	2,000	280,000	2,380
2023	81,900	2,100	294,000	2,499
2024	84,000	2,100	294,000	2,499
2025	86,100	2,200	308,000	2,618
2026	88,300	2,200	308,000	2,618
2027	90,500	2,400	336,000	2,856
2028	92,900	2,400	336,000	2,856
2029	95,300	2,500	350,000	2,975
2030	97,800	2,600	364,000	3,094
2031	100,400	2,700	378,000	3,213
2021-2031 Annual Average		2,282	<b>319,473</b>	2,715

\*Square Footage/Office Worker: 2,788

Source: CoStar and THK Associates, Inc.

## VII. OFFICE MARKET ANALYSIS PRIMARY TRADE AREA 3

VII. Office Market Analysis - Primary Trade Area 3

A. OFFICE MARKET CHARACTERISTICS

Table VII-1C illustrates the current office market statistics for the Two County market area and the Primary Trade Area 3. As shown in Table VII-1C, the office report indicates that there is currently 129,007 square feet of office in the PTA.

Overall, the Nine County and the Two County office vacancies are reported to average 13.7% and 7.1% respectively. The Primary Trade Area 3 currently has a 0.5% vacancy which is lower than the Two County region.

Regarding rental rates, office space in the Two County market area is currently leasing for an average of \$16.34 per square foot. The highest average lease rate is currently in the 9 County area at \$23.52 per square foot. A large concentration of the office space is in downtown Denver and the surrounding environs. The Primary Trade Area 3 currently has an average lease rate of \$17.40.

Table VII-2C reflects historical trends in the office market for the Primary Trade Area 3 while demonstrating the percentage contributed to the Nine County and Two County market areas.

Table VII-1C: Denver Nine County, Two County Market and Primary Trade Area 3 Office Market Characteristics, 2021

Primary Trade Area 3 and Two County Market Area	Rentable Sq. Ft.	% of Total 9-County Rentable Space	Vacancy Rate	Avg. Gross Lease Rate -\$/SF/Yr. Full Service	Vacant Sq. Ft.
Primary Trade Area 3	129,007	0.1%	0.5%	\$17.40	690
Nine County Area	217,437,941	100.0%	13.7%	\$23.52	29,682,882
Two County Area	17,734,504	8.2%	7.1%	\$16.34	1,250,655
Primary Trade Area 3 As a Percent of the Nine County	0.1%			74.0%	0.0%
Primary Trade Area 3 As a Percent of the Two County	0.7%			106.5%	0.1%

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-2C: Primary Trade Area 3 Office Market Trends, 2001-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	25	129,007	690	0.5%	810	0	0	0	0	\$17.40
2020	25	129,007	1,500	0.8%	0	0	0	0	0	\$0.00
2019	25	129,007	1,500	0.8%	260	0	0	0	0	\$11.93
2018	25	129,007	1,760	0.9%	(1,760)	0	0	0	0	\$11.93
2017	25	129,007	0	0.0%	5,433	0	0	0	0	\$12.32
2016	25	129,007	5,433	2.8%	(1,073)	0	0	0	0	\$12.32
2015	25	129,007	4,360	2.3%	2,260	0	0	0	0	\$11.21
2014	25	129,007	6,620	3.5%	(2,320)	0	0	0	0	\$11.21
2013	25	129,007	4,300	2.3%	(1,800)	0	0	0	0	\$11.31
2012	25	129,007	2,500	1.3%	500	0	0	0	0	\$9.23
2011	25	129,007	3,000	1.3%	1,000	0	0	0	0	\$9.23
2010	25	129,007	4,000	1.8%	1,355	0	0	0	0	\$9.23
2009	25	129,007	5,355	2.5%	1,500	0	0	0	0	\$12.00
2008	25	129,007	6,855	3.3%	4,856	0	0	0	0	\$12.00
2007	25	129,007	11,711	5.9%	20,715	1	28,126	0	0	\$12.00
2006	24	100,881	4,300	2.3%	4,500	0	0	1	28,126	\$15.72
2005	24	100,881	8,800	5.1%	9,054	2	13,354	0	0	\$13.32
2004	22	87,527	4,500	43.8%	6,360	1	6,160	2	13,354	\$15.46
2003	21	81,367	4,700	45.8%	(200)	0	0	0	0	\$0.00
2002	21	81,367	4,500	45.7%	(500)	0	0	0	0	\$0.00
2001	21	81,367	4,000	2.4%	(4,000)	0	0	0	0	\$0.00

2021 YTD is through October 28

2001-2021

Primary Trade Area 3	24	117,547	4,304	8.3%	2,236	0.2	2,269	0.1	1,975	\$9.90
Denver 9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
Two County Market Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17

Primary Trade Area 3 as % of Denver 9-County

0.3%	0.1%	0.0%	0.2%	0.3%	0.1%	0.2%	0.1%	52.5%
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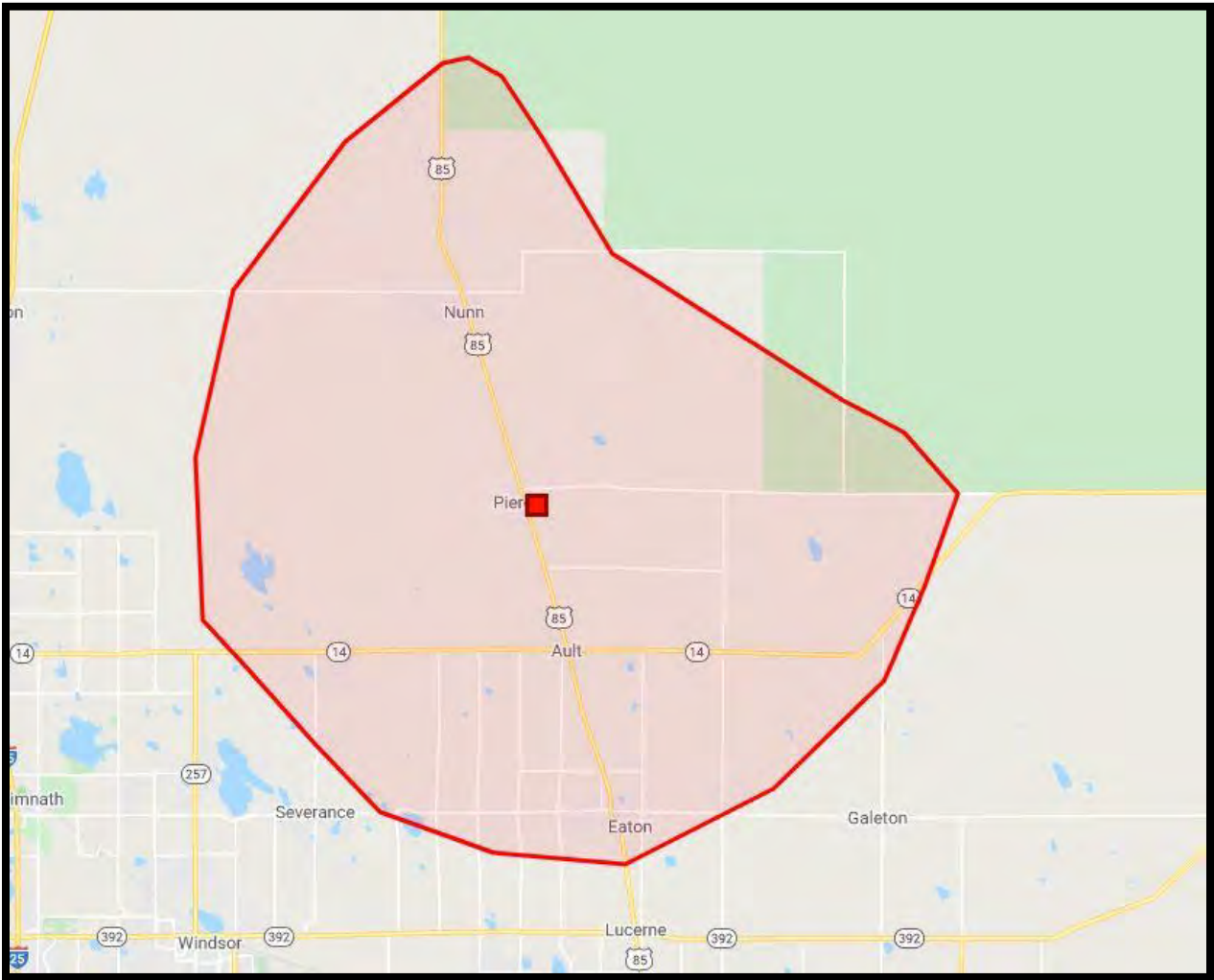
Primary Trade Area 3 as % of Two County Market

1.6%	0.7%	0.4%	0.9%	0.9%	0.7%	1.0%	0.7%	69.8%
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Trade Area 3 - Primary Trade Area 3 Office Competitive Market Area



## B. OFFICE EMPLOYMENT GROWTH BY INDUSTRY

Table VII-3C shows the office employment percentages applied to project the total growth in office employment over the next decade in the Primary Trade Area 3.

# OFFICE MARKET ANALYSIS

## C. PROJECTED OFFICE DEMAND IN THE TWO COUNTY MARKET AREA

THK has calculated that office space averages approximately 140 square feet per employee in the Two County market area. By multiplying this amount of 140 square feet per office employee with the annual growth in new office employment, the annual demand for new office space can be estimated. Given that growth in office employment is projected to average 2,282 workers per year through 2031, there should be an average annual demand for 319,500 square feet of office space from 2021 to 2031.

The square footage for office space in the Primary Trade Area 3 is anticipated to be approximately 0.9% of the square footage found in the Two County market area. The PTA is forecast to enjoy an average annual demand for 2,900 square feet of new office space.

Table VII-3C: Projected Total of New Office Space Demand in the Two County Market Area and Primary Trade Area 3, 2021-2031

Year	Two County Market Area			Primary Trade Area 3
	Total Office Employment	Annual Change in Office Employment	Projected Annual Additional Occupied Office Space Demand	Projected Annual Occupied Office Space Demand (0.9%)
2021	78,000	1,900	266,000	2,261
2022	79,900	2,000	280,000	2,380
2023	81,900	2,100	294,000	2,499
2024	84,000	2,100	294,000	2,499
2025	86,100	2,200	308,000	2,618
2026	88,300	2,200	308,000	2,618
2027	90,500	2,400	336,000	2,856
2028	92,900	2,400	336,000	2,856
2029	95,300	2,500	350,000	2,975
2030	97,800	2,600	364,000	3,094
2031	100,400	2,700	378,000	3,213
2021-2031 Annual Average		2,282	<b>319,473</b>	2,715

\* Square Footage/Office Worker: 2,788

Source: CoStar and THK Associates, Inc.

## VII. OFFICE MARKET ANALYSIS PRIMARY TRADE AREA 4

VII. Office Market Analysis - Primary Trade Area 4

A. OFFICE MARKET CHARACTERISTICS

Table VII-1D illustrates the current office market statistics for the Two County market area and the Primary Trade Area 4. As shown in Table VII-1D, the office report indicates that there is 37,664 square feet of office in the PTA.

Overall, the Nine County and the Two County office vacancies are reported to average 13.8% and 7.1% respectively. The Primary Trade Area 4 currently has an unknown vacancy percentage.

Regarding rental rates, office space in the Two County market area is currently leasing for an average of \$16.34 per square foot. The highest average lease rate is currently in the 9 County area at \$23.52 per square foot. A large concentration of the office space is in downtown Denver and the surrounding environs. The Primary Trade Area 4 currently has an unknown lease rate.

Table VII-2D reflects historical trends in the office market for the Primary Trade Area 4 while demonstrating the percentage contributed to the Nine County and Two County market areas.

Table VII-1D: Denver Nine County, Two County Market and Primary Trade Area 4 Office Market Characteristics, 2021

Primary Trade Area 4 and Two County Market Area	Rentable Sq. Ft.	% of Total 9-County Rentable Space	Vacancy Rate	Avg. Gross Lease Rate - \$/SF/Yr. Full Service	Vacant Sq. Ft.
Primary Trade Area 4	37,664	0.0%	0.0%	-	0
Nine County Area	217,437,941	100.0%	13.7%	\$23.52	29,682,882
Two County Area	17,734,504	8.2%	7.1%	\$16.34	1,250,655
Primary Trade Area 4 As a Percent of the Nine County	0.02%			-	-
Primary Trade Area 4 As a Percent of the Two County	0.2%			-	-

Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Table VII-2D: Primary Trade Area 4 Office Market Trends, 2001-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	Gross Average Rate
2021 YTD	4	37,664	0	0.0%	0	0	0	0	0	0
2020	4	37,664	0	0.8%	0	0	0	0	0	0
2019	4	37,664	0	0.8%	0	0	0	0	0	0
2018	4	37,664	0	0.9%	0	0	0	0	0	0
2017	4	37,664	0	0.0%	0	0	0	0	0	0
2016	4	37,664	0	2.8%	0	0	0	0	0	0
2015	4	37,664	0	2.3%	0	0	0	0	0	0
2014	4	37,664	0	3.5%	4,060	0	0	0	0	0
2013	4	37,664	4,060	2.3%	(4,060)	0	0	0	0	0
2012	4	37,664	0	1.3%	0	0	0	0	0	0
2011	4	37,664	0	1.3%	0	0	0	0	0	0
2010	4	37,664	0	1.8%	500	0	0	0	0	0
2009	4	37,664	500	2.5%	2,000	0	0	0	0	0
2008	4	37,664	2,500	3.3%	(300)	0	0	0	0	0
2007	4	37,664	2,200	5.9%	26,926	1	28,126	0	0	0
2006	3	9,538	1,000	2.3%	0	0	0	1	28,126	0
2005	3	9,538	1,000	5.1%	0	0	0	0	0	0
2004	3	9,538	1,000	43.8%	0	0	0	0	0	0
2003	3	9,538	1,000	45.8%	0	0	0	0	0	0
2002	3	9,538	1,000	45.7%	0	0	0	0	0	0
2001	3	9,538	1,000	2.4%	(1,000)	0	0	0	0	0

2021 YTD is through October 28

2001-2021

Primary Trade Area 4	4	29,628	727	8.3%	1,339	0.05	1,339	0.05	1,339	-
Denver 9-County Average	7,929	199,289,544	23,572,568	11.9%	1,446,619	71	2,552,434	58	2,894,626	\$18.84
Two County Market Average	1,513	15,787,694	1,135,168	7.3%	262,448	21	312,160	15	268,305	\$14.17

Primary Trade Area 4 as % of Denver 9-County

0.05%	0.01%	0.00%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	-
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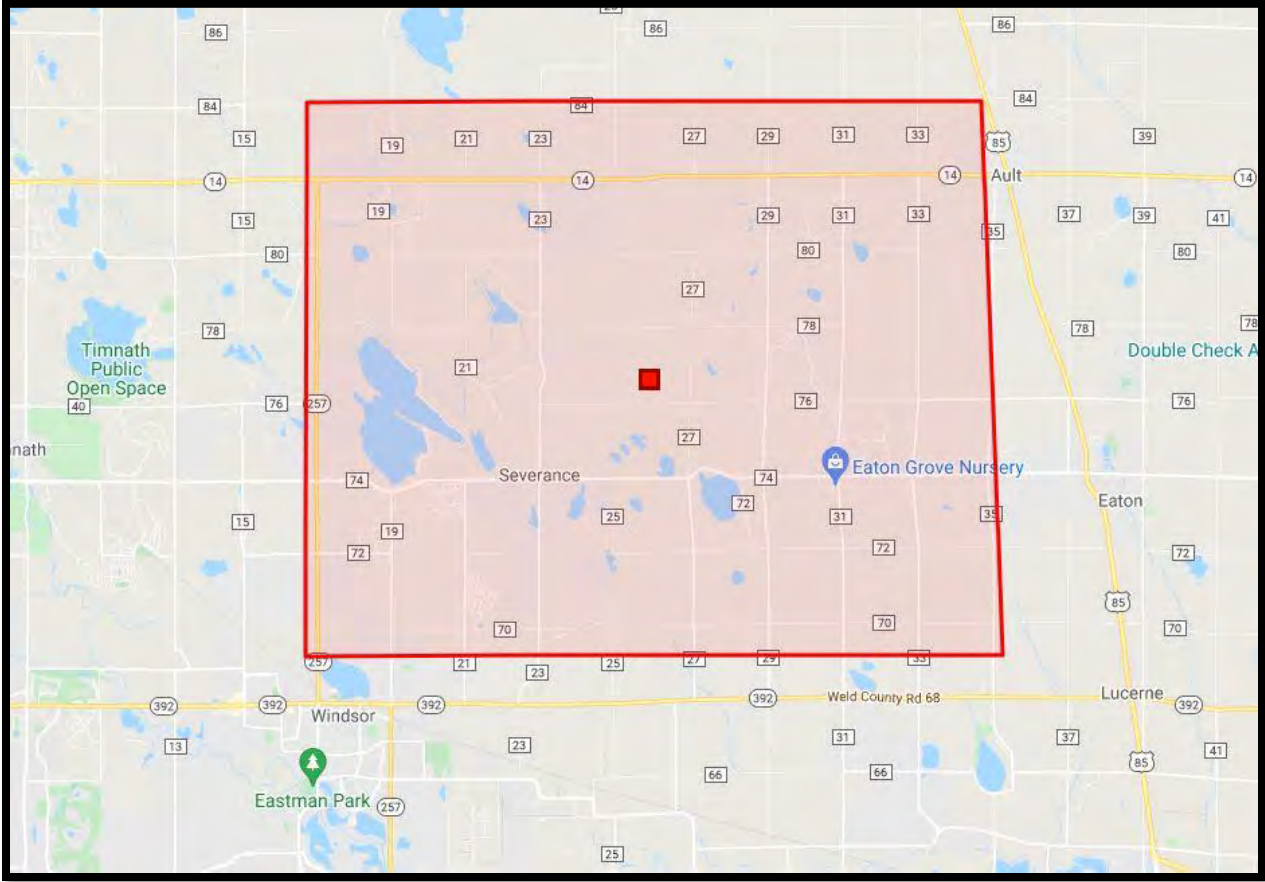
Primary Trade Area 4 as % of Two County Market

0.2%	0.2%	0.1%	0.5%	0.2%	0.4%	0.3%	0.5%	-
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Source: CoStar, THK Associates Inc.

# OFFICE MARKET ANALYSIS

Trade Area 4 - Primary Trade Area 4 Competitive Market Area



## B. OFFICE EMPLOYMENT GROWTH BY INDUSTRY

Table VII-3D shows the office employment percentages applied to project the total growth in office employment over the next decade in the Primary Trade Area 4.

# OFFICE MARKET ANALYSIS

## C. PROJECTED OFFICE DEMAND IN THE TWO COUNTY MARKET AREA

THK has calculated that office space averages approximately 140 square feet per employee in the Two County market area. By multiplying this amount of 140 square feet per office employee with the annual growth in new office employment, the annual demand for new office space can be estimated. Given that growth in office employment is projected to average 2,282 workers per year through 2031, there should be an average annual demand for 319,500 square feet of office space from 2021 to 2031.

The square footage for office space in the Primary Trade Area 4 is anticipated to be approximately 0.5% of the square footage found in the Two County market area. The PTA is forecast to enjoy an average annual demand for 1,600 square feet of new office space.

Table VII-3D: Projected Total of New Office Space Demand in the Two County Market Area and Primary Trade Area 4, 2021-2031

Year	Two County Market Area			Primary Trade Area 4
	Total Office Employment	Annual Change in Office Employment	Projected Annual Additional Occupied Office Space Demand	Projected Annual Occupied Office Space Demand (0.5%)
2021	78,000	1,900	266,000	1,330
2022	79,900	2,000	280,000	1,400
2023	81,900	2,100	294,000	1,470
2024	84,000	2,100	294,000	1,470
2025	86,100	2,200	308,000	1,540
2026	88,300	2,200	308,000	1,540
2027	90,500	2,400	336,000	1,680
2028	92,900	2,400	336,000	1,680
2029	95,300	2,500	350,000	1,750
2030	97,800	2,600	364,000	1,820
2031	100,400	2,700	378,000	1,890
2021-2031 Annual Average		2,282	<b>319,473</b>	1,597

\*Square Footage/Office Worker: 2,788

Source: CoStar and THK Associates, Inc.

## VIII. INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

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## VIII. Industrial Characteristics

### A. LARIMER/WELD COUNTIES AREA INDUSTRIAL/FLEX/R&D MARKET CHARACTERISTICS

As shown in Table VIII-1 Larimer/Weld Counties has been categorized into seven submarkets: Fort Collins, Loveland, Greeley, Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4. The report indicates that there is currently 280.9 million square feet of industrial space in the Nine County market area and 42.1 million square feet in the Larimer/Weld Counties.

Present average vacancy rates for bulk warehouse and flex space are relatively low for the Two County and Nine County industrial/flex markets at 3.9% and 6.1% respectively and relatively high for the submarkets averaging at 13%.

Table VIII-2 and Table VIII-3 shows historic industrial/flex space trends in the Nine-County and Two-County Area. The Nine County has averaged 3,690,858 square feet and 46 buildings of industrial/flex space delivered per year and averaged 4,486,742 square feet in 44 buildings under construction per year. The Two-County market has averaged 536,267 square feet and 17 buildings of industrial/flex space delivered per year and averaged 751,501 square feet in 16 buildings under construction per year.

Table VIII-1: Nine County and Larimer & Weld County Industrial/Flex/R&D Market Characteristics, 2021

Market	Rentable Area	Submarket as a % of the Two-County	Vacancy Rate %	Net Absorption SF	Under Construction	Avg. Lease Rate- \$ SF/YR NNN
Fort Collins	4,366,636	1.6%	9.5%	160,636	2	\$11.34
Greeley	6,553,715	2.3%	5.8%	66,369	3	\$13.27
Loveland	1,792,628	0.6%	10.0%	151,039	1	\$12.43
Timnath	28,968	0.0%	67.3%	(3,522)	0	\$0.00
Ault	61,294	0.0%	0.0%	4,500	0	\$0.00
Pierce	5,560	0.0%	0.0%	0	0	\$0.00
Severance	7,200	0.0%	0.0%	7,200	0	\$0.00
<b>Total/Average for the Submarkets</b>	<b>12,816,001</b>		<b>13%</b>	<b>386,222</b>	<b>6</b>	<b>\$5.29</b>
Total/Average Nine County Market	280,962,173		6.1%	3,166,236	43	\$9.32
Total/Average Two County Market	42,126,380		3.9%	323,938	19	\$11.25

Source: Costar THK Associates

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-2: Industrial Characteristics in the Nine County Area, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	9,248	280,962,173	17,012,122	6.1%	3,166,236	43	4,977,576	57	9,204,996	\$9.32
2020	9,210	276,192,851	15,434,517	5.6%	2,979,403	76	6,330,216	48	6,348,732	\$8.90
2019	9,146	270,185,867	12,411,096	4.6%	4,278,960	76	5,781,027	74	6,782,858	\$8.51
2018	9,085	264,587,478	11,088,767	4.2%	2,688,467	59	4,367,240	64	5,837,722	\$8.13
2017	9,034	259,924,776	9,823,145	3.8%	3,677,131	77	5,869,377	59	4,754,539	\$7.90
2016	8,975	253,879,443	8,378,873	3.3%	2,957,442	43	5,070,942	66	5,544,426	\$7.30
2015	8,958	249,712,256	7,168,800	2.9%	1,775,165	29	2,073,856	32	3,726,921	\$6.91
2014	8,950	248,261,994	7,484,553	3.0%	5,527,288	49	3,156,224	18	2,161,360	\$6.11
2013	8,937	245,907,760	10,657,258	4.3%	2,883,505	19	2,010,385	37	2,404,822	\$5.27
2012	8,981	248,296,816	15,866,644	6.4%	2,260,924	24	753,133	12	1,800,545	\$4.83
2011	8,997	248,478,514	18,375,766	7.4%	(1,213,099)	11	209,457	13	787,237	\$4.71

2021 YTD is through October 28, 2021

2011-2021										
Nine County Average	9,047	258,762,721	12,154,686	4.7%	2,816,493	46	3,690,858	44	4,486,742	\$7.08

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-3: Two County Industrial Characteristics, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	1,934	42,126,380	1,640,834	3.9%	323,938	14	516,622	19	1,477,806	\$11.25
2020	1,921	41,649,758	1,488,150	3.6%	88,487	30	789,972	15	1,032,430	\$11.10
2019	1,891	40,863,556	794,595	1.9%	1,161,007	27	982,137	27	706,337	\$10.49
2018	1,865	39,889,565	981,611	2.5%	452,805	26	734,975	25	963,557	\$10.29
2017	1,840	39,169,524	714,387	1.8%	838,372	25	539,291	25	973,368	\$9.31
2016	1,815	38,622,295	1,030,580	2.7%	537,748	12	677,891	23	564,427	\$8.17
2015	1,806	37,979,656	925,689	2.4%	(138,623)	15	252,439	10	628,943	\$8.32
2014	1,794	37,756,312	563,722	1.5%	1,056,439	18	402,813	7	410,461	\$7.21
2013	1,777	37,362,499	1,226,348	3.3%	1,177,134	8	888,449	12	130,030	\$6.48
2012	1,772	36,957,612	1,998,595	5.4%	276,091	10	101,220	6	838,881	\$6.29
2011	1,766	37,323,212	2,640,286	7.1%	(425,810)	2	13,130	6	540,276	\$5.89

2021 YTD is through October 28, 2021

2011-2021										
Two County Average	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

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## B. NEW EMPLOYMENT AND FLEX/R&D SPACE DEMAND

In Table VIII-4 industrial employment percentages are applied to the projected change in employment by industry in the Larimer/Weld County market area to project the total growth in industrial employment over the next decade. Total industrial employment housed in industrial space will increase by an average of 2,600 jobs per year over the next two decades. transportation and warehousing employment housed in industrial space will account for an average of 1,100 new industrial employees annually; other sectors of major industrial space growth include the construction sector at 428 jobs per year, and manufacturing at 275 jobs per year.

Table VIII-4: Proportion of New Employment Housed in Industrial Space

Industry	Two-County Proportion of New Employment Housed in Industrial Space
Forestry, fishing, related activities, and other	20.0%
Mining	32.0%
Utilities	32.0%
Construction	20.0%
Manufacturing	60.0%
Wholesale trade	52.0%
Retail Trade	8.0%
Transportation and warehousing	64.0%
Information	8.0%
Finance and insurance	4.0%
Real estate and rental and leasing	8.0%
Professional and technical services	16.0%
Management of companies and enterprises	8.0%
Administrative and waste services	24.0%
Educational services	8.0%
Health care and social assistance	8.0%
Arts, entertainment, and recreation	8.0%
Accommodation and food services	8.0%
Other services, except public administration	8.0%
Government and government enterprises	8.0%

Source: Urban Land Institute, and THK Associates, Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-5: Projected Annual Change in Industrial/Flex/R&D Employment in Larimer & Weld County, 2021-2031

Industry	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Average Ann. Change
Forestry, fishing, and related activities	428	430	449	469	490	511	533	557	581	606	631	658	23
Mining	3,809	3,799	3,877	3,955	4,035	4,116	4,198	4,282	4,367	4,453	4,540	4,629	83
Utilities	231	231	231	231	232	232	232	232	232	233	233	233	0
Construction	6,860	6,962	7,311	7,676	8,058	8,456	8,872	9,307	9,761	10,235	10,729	11,245	428
Manufacturing	19,037	19,270	19,535	19,802	20,071	20,343	20,618	20,894	21,173	21,455	21,739	22,025	275
Wholesale trade	5,658	5,642	5,652	5,663	5,672	5,682	5,691	5,700	5,709	5,717	5,726	5,733	9
Retail Trade	3,138	3,126	3,150	3,175	3,200	3,224	3,249	3,274	3,299	3,324	3,349	3,374	25
Transportation & warehousing	7,816	7,754	8,485	9,281	10,148	11,092	12,119	13,235	14,449	15,767	17,199	18,754	1,100
Information	466	493	505	517	529	542	555	568	582	596	610	624	13
Finance & insurance	714	714	728	742	756	770	785	800	815	830	846	861	15
Real estate & rental & leasing	1,932	1,920	1,992	2,065	2,141	2,219	2,300	2,383	2,469	2,558	2,649	2,743	82
Professional & technical services	4,515	4,573	4,715	4,861	5,011	5,165	5,322	5,484	5,650	5,820	5,994	6,173	160
Management of companies & enterprises	261	262	275	289	303	318	333	350	367	385	403	423	16
Administrative & waste services	5,338	5,547	5,595	5,643	5,691	5,740	5,789	5,838	5,887	5,937	5,986	6,036	49
Educational services	506	499	515	532	549	566	584	603	622	641	661	682	18
Health care & social assistance	2,636	2,728	2,788	2,848	2,910	2,973	3,037	3,103	3,169	3,236	3,304	3,374	65
Arts, entertainment, & recreation	790	791	826	863	902	942	983	1,027	1,072	1,118	1,167	1,217	43
Accommodation & food services	2,467	2,495	2,574	2,654	2,737	2,822	2,910	2,999	3,091	3,186	3,283	3,382	89
Other services, except public administratio	1,816	1,833	1,859	1,886	1,913	1,939	1,967	1,994	2,022	2,050	2,078	2,107	27
Government & government enterprises	4,744	4,750	4,826	4,903	4,981	5,060	5,139	5,220	5,301	5,383	5,466	5,550	80
Farm	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>73,163</b>	<b>73,819</b>	<b>75,888</b>	<b>78,056</b>	<b>80,329</b>	<b>82,714</b>	<b>85,219</b>	<b>87,850</b>	<b>90,617</b>	<b>93,528</b>	<b>96,593</b>	<b>99,823</b>	<b>2,600</b>
Projected Annual Change	656	2,069	2,168	2,168	2,273	2,385	2,504	2,631	2,767	2,911	3,065	3,229	

Source: THK Associates, Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

## C. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN NORTH CENTRAL COLORADO

Table VIII-5 shows the potentials for the development of industrial/flex/R&D uses for North Central Colorado, Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4 Primary Trade Areas, and the individual PTAs Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3 & Primary Trade Area 4s, shown in Table VIII-2A, VIII-2B, VIII-2C, and VIII-2D over the next decade.

Table VIII-5: Projected Industrial/Flex/R&D Space Demand in Larimer & Weld County, 2021-2031

Year	Total Industrial Employment	Annual Change in Industrial Employment	Annual Occupied Industrial/Flex Space Demand		
			Total Square Footage		
			Total	Manufacturing & Warehouse	Flex/R&D
2021	73,819				
2022	75,888	2,069	331,086	221,828	109,258
2023	78,056	2,168	346,876	232,407	114,469
2024	80,329	2,273	363,689	243,672	120,017
2025	82,714	2,385	381,598	255,671	125,927
2026	85,219	2,504	400,679	268,455	132,224
2027	87,850	2,631	421,014	282,079	138,934
2028	90,617	2,767	442,689	296,601	146,087
2029	93,528	2,911	465,797	312,084	153,713
2030	96,593	3,065	490,437	328,593	161,844
2031	99,823	3,229	516,715	346,199	170,516
Average Annual New Demand		2,600			
Annual Average 2021-2031			416,058	278,759	137,299
NOTE:					
Square Footage/Employee		160			
Space Distribution					
Manufacturing & Warehouse			67%		
Flex/R&D			33%		

Source: THK Associates, Inc.

## VIII. INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS PRIMARY TRADE AREA 1

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## VIII. Industrial Market Analysis - Primary Trade Area 1

### A. PRIMARY TRADE AREA 1 MARKET CHARACTERISTICS

Table VIII-1A shows historic industrial/flex space trends in the Primary Trade Area 1. Currently there is 2.73 million square feet of industrial/flex space in the Primary Trade Area 1, with an average vacancy of 17.7%, and an average NNN rate of \$11.23. The Primary Trade Area has averaged 13% of building delivered in the Nine County market with an average of 6 per year. Also, the Primary Trade Area 1 has averaged 35% of buildings delivered in the Two-County market with an average of 6 per year. The Primary Trade Area 1 has averaged 6% and 37% of RBA delivered in the Nine County and Two-County market respectively with an annual average of 246,599 square feet delivered. The average NNN rate is 149% and 122% of the average NNN rate in the Nine County and Two-County market respectively at \$10.55.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-1A: Industrial Characteristics in the Primary Trade Area 1, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	67	2,726,994	482,500	17.7%	217,913	10	440,030	2	110,114	\$11.23
2020	57	2,286,964	271,183	11.9%	125,265	8	328,464	9	509,944	\$10.97
2019	49	1,958,500	67,984	3.5%	396,854	9	281,831	8	299,657	\$11.38
2018	40	1,676,669	183,007	10.9%	271,730	8	417,937	9	281,831	\$11.08
2017	32	1,258,732	36,800	2.9%	547,300	14	408,375	8	308,190	\$11.86
2016	17	835,957	10,100	1.2%	382,743	5	556,768	14	435,975	\$7.67
2015	12	279,189	1,700	0.6%	43,997	3	32,697	6	580,411	\$9.70
2014	9	246,492	13,000	5.3%	36,127	5	48,527	2	309,377	\$10.50
2013	4	197,965	600	0.3%	165,725	1	165,625	2	16,077	-
2012	3	32,340	700	2.2%	23,510	2	24,210	1	165,625	-
2011	1	8,130	-	-	8,130	1	8,130	2	24,210	-

2021 YTD is through October 23, 2021

2011-2021 Primary Trade Area 1	26	1,046,176	106,757	5.6%	201,754	6	246,599	6	276,492	\$10.55
Nine County Market	9,047	258,762,721	12,154,686	4.68%	2,816,493	46	3,690,858	44	4,486,742	\$7.08/nnn
Two County Market	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62
Trade Area 1 - Timnath Market as a % of the Nine County	0.3%	0.4%	0.9%		7%	13%	7%	13%	6%	149%
Trade Area 1 - Timnath Market as a % of the Two County	1.4%	2.7%	8.4%		42%	35%	46%	36%	37%	122%

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

## B. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN PRIMARY TRADE AREA 1

Demand is based on 160 square feet of space per worker as shown on Table VIII-5, with anticipated industrial/flex/R&D square footage growth of 416,058 annually in the two-county area and 249,635 square feet annually in the Primary Trade Area 1.

Table VIII-2A: Projected Industrial/Flex/R&D Demand at the Primary Trade Area 1 Sites, 2022-2031

Year	Industrial Demand Two County	Industrial Demand in the Primary Trade Area 1 Market (60%)
2022	331,086	198,652
2023	346,876	208,125
2024	363,689	218,213
2025	381,598	228,959
2026	400,679	240,407
2027	421,014	252,608
2028	442,689	265,613
2029	465,797	279,478
2030	490,437	294,262
2031	516,715	310,029
Annual Average New Demand 2022-2031	416,058	249,635
Total Demand 2022-2031	4,160,579	2,496,348

\* Assumes a coverage ratio of 35%

\* Assumes a additional space from speculation capture rate for industrial/flex demand in PTA

\* Assumes a FAR capture rate for industrial/flex demand at subject site

Source: THK Associates, Inc.

## VIII. INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS PRIMARY TRADE AREA 2

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## VIII. Industrial Market Analysis - Primary Trade Area 2

### A. PRIMARY TRADE AREA 2 MARKET CHARACTERISTICS

Table VIII-1B shows historic industrial/flex space trends in the Primary Trade Area 2. Currently there is 72,210 square feet of industrial/flex space in the Primary Trade Area 2, both the average vacancy and average NNN rate is unknown. The Primary Trade Area has averaged 0.6% and 1.6% of buildings delivered in the Nine County and Two-County market respectively with an average of 0.1 per year. The Primary Trade Area 2 has averaged 0.18% and 1.2% of RBA delivered in the Nine County and Two-County market respectively with an annual average of 6,570 square feet delivered. The average NNN rate is 10.5% and 12.84% of the average NNN rate in the Nine County and Two-County market respectively at \$0.91.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-1B: Industrial Characteristics in the Primary Trade Area 2, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	3	72,210	0	0.0%	0	0	0	0	0	\$0.00
2020	3	72,210	0	0.0%	0	0	0	0	0	\$0.00
2019	3	72,210	0	0.0%	0	0	0	0	0	\$0.00
2018	3	72,210	0	0.0%	500	0	0	0	0	\$0.00
2017	3	72,210	500	0.7%	200	0	0	0	0	\$0.00
2016	3	72,210	700	1.0%	800	0	0	0	0	\$0.00
2015	3	72,210	1,500	2.1%	44,410	1	45,410	0	0	\$0.00
2014	2	26,800	500	1.9%	17,500	1	18,000	1	45,410	\$0.00
2013	1	8,800	0	0.0%	0	0	0	1	18,000	\$0.00
2012	1	8,800	0	0.0%	8,800	1	8,800	0	0	\$10.00
2011	0	0	0	0.0%	0	0	0	0	0	\$0.00

2021 YTD is through October 23, 2021

2011-2021										
Primary Trade Area 2	2	49,988	291	0.5%	6,565	0	6,565	0	5,765	\$0.91
Nine County Market	9,047	258,762,721	12,154,686	4.7%	2,816,493	46	3,690,858	44	4,486,742	\$7.08
Two County Market	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62
Primary Trade Area 2 as a % of the Nine County	0.03%	0.02%	0.002%		0.23%	0.59%	0.18%	0.42%	0.13%	12.84%
Primary Trade Area 2 as a % of the Two County	0.1%	0.1%	0.02%		1.4%	1.6%	1.2%	1.1%	0.8%	10.5%

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

## B. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN PRIMARY TRADE AREA 2

The anticipated industrial/flex/R&D square footage growth of 7,905 square feet annually is projected in the Primary Trade Area 2.

Table VIII-2B: Projected Industrial/Flex/R&D Demand at the Primary Trade Area 2 Sites, 2022-2031																	
Year	Industrial Demand in Two County	Industrial Demand in the Primary Trade Area 2 (1.9%)															
2022	331,086	6,291															
2023	346,876	6,591															
2024	363,689	6,910															
2025	381,598	7,250															
2026	400,679	7,613															
2027	421,014	7,999															
2028	442,689	8,411															
2029	465,797	8,850															
2030	490,437	9,318															
2031	516,715	9,818															
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Annual Average New Demand</td> <td></td> <td></td> </tr> <tr> <td>2022-2031</td> <td style="text-align: center;">416,058</td> <td style="text-align: center;">7,905</td> </tr> <tr> <td colspan="3"> </td> </tr> <tr> <td>Total Demand</td> <td></td> <td></td> </tr> <tr> <td>2022-2031</td> <td style="text-align: center;">4,160,579</td> <td style="text-align: center;">79,051</td> </tr> </table>			Annual Average New Demand			2022-2031	416,058	7,905				Total Demand			2022-2031	4,160,579	79,051
Annual Average New Demand																	
2022-2031	416,058	7,905															
Total Demand																	
2022-2031	4,160,579	79,051															

\* Assumes a coverage ratio of 35%

\* Assumes a additional space from speculation capture rate for industrial/flex demand in PTA

\* Assumes a FAR capture rate for industrial/flex demand at subject site

Source: THK Associates, Inc.

## VIII. INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS PRIMARY TRADE AREA 3

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## VIII. Industrial Market Analysis - Primary Trade Area 3

### A. PRIMARY TRADE AREA 3 MARKET CHARACTERISTICS

Table VIII-1C shows historic industrial/flex space trends in the Primary Trade Area 3. Currently there is 3,600 square feet of industrial/flex space in the Primary Trade Area 3, both the average vacancy and average NNN rate is unknown. The Primary Trade Area has averaged 0.2% and 0.5% of buildings delivered in the Nine County and Two-County market respectively with an average of 0.1 per year. The Primary Trade Area 3 has averaged 0.01% and 0.1% of RBA delivered in the Nine County and Two-County market respectively with an annual average of 327 square feet delivered. The average NNN rate is 38.52% and 31.6% of the average NNN rate in the Nine County and Two-County market respectively at \$2.73.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-1C: Industrial Characteristics in the Primary Trade Area 3 Market, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	1	3,600	0	0.0%	0	0	0	0	0	\$0.00
2020	1	3,600	0	0.0%	0	0	0	0	0	\$0.00
2019	1	3,600	0	0.0%	0	0	0	0	0	\$0.00
2018	1	3,600	0	0.0%	0	0	0	0	0	\$0.00
2017	1	3,600	0	0.0%	0	0	0	0	0	\$0.00
2016	1	3,600	0	0.0%	3,600	0	0	0	0	\$10.00
2015	1	3,600	3,600	100.0%	0	0	0	0	0	\$10.00
2014	1	3,600	3,600	100.0%	0	1	3,600	0	0	\$10.00
2013	0	0	0	0.0%	0	0	0	1	3,600	\$0.00
2012	0	0	0	0.0%	0	0	0	0	0	\$0.00
2011	0	0	0	0.0%	0	0	0	0	0	\$0.00

2021 YTD is through October 23, 2021

2011-2021										
Primary Trade Area 3	1	2,618	655	18.2%	327	0.1	327	0.1	327	\$2.73
Nine County Market	9,047	258,762,721	12,154,686	4.7%	2,816,493	46	3,690,858	44	4,486,742	\$7.08
Two County Market	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62
Primary Trade Area 3 as a % of the Two County	0.01%	0.001%	0.01%		0.01%	0.20%	0.01%	0.21%	0.01%	38.52%
Primary Trade Area as a % of the Two County	0.04%	0.01%	0.05%		0.1%	0.5%	0.1%	0.6%	0.0%	31.6%

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

## B. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN PRIMARY TRADE AREA 3

The anticipated industrial/flex/R&D square footage growth of 416 square feet annually is projected in the Primary Trade Area 3.

Table VIII-2C: Projected Industrial/Flex/R&D Demand at the Primary Trade Area 3 Sites, 2022-2031

Year	Industrial Demand in Two County	Industrial Demand in the Primary Trade Area 3 (0.1%)
2022	331,086	331
2023	346,876	347
2024	363,689	364
2025	381,598	382
2026	400,679	401
2027	421,014	421
2028	442,689	443
2029	465,797	466
2030	490,437	490
2031	516,715	517
Annual Average New Demand 2022-2031	416,058	416
Total Demand 2022-2031	4,160,579	4,161

\* Assumes a coverage ratio of 35%

\* Assumes a additional space from speculation capture rate for industrial/flex demand in PTA

\* Assumes a FAR capture rate for industrial/flex demand at subject site

Source: THK Associates, Inc.

## VIII. INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS PRIMARY TRADE AREA 4

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## VIII. Industrial Market Analysis - Primary Trade Area 4

### A. PRIMARY TRADE AREA 4 MARKET CHARACTERISTICS

Table VIII-1D shows historic industrial/flex space trends in the Primary Trade Area 4. Currently there is 7,200 square feet of industrial/flex space in the Primary Trade Area 4, both the average vacancy and average NNN rate is unknown. The Primary Trade Area has averaged 0.2% and 0.5% of buildings delivered in the Nine County and Two-County market respectively with an average of 0.1 per year. The Primary Trade Area 4 has averaged 0.02% and 0.1% of RBA delivered in the Nine County and Two-County market respectively with an annual average of 655 square feet delivered. The average NNN rate is 41.08% and 33.8% of the average NNN rate in the Nine County and Two-County market respectively at \$2.91.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

Table VIII-1D: Industrial Characteristics in the Primary Trade Area 4, 2011-2021 YTD

Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Net Absorption	# Delivered	RBA Delivered	# Under Construction	RBA Under Construction	NNN Average Rate
2021 YTD	1	7,200	0	0	0	0	0	0	0	\$0.00
2020	1	7,200	0	0	0	0	0	0	0	\$14.00
2019	1	7,200	0	0	7,200	1	7,200	0	0	\$18.00
2018	0	0	0	0	0	0	0	1	7,200	\$0.00
2017	0	0	0	0	0	0	0	0	0	\$0.00
2016	0	0	0	0	0	0	0	0	0	\$0.00
2015	0	0	0	0	0	0	0	0	0	\$0.00
2014	0	0	0	0	0	0	0	0	0	\$0.00
2013	0	0	0	0	0	0	0	0	0	\$0.00
2012	0	0	0	0	0	0	0	0	0	\$0.00
2011	0	0	0	0	0	0	0	0	0	\$0.00

2021 YTD is through October 23, 2021

2011-2021										
Primary Trade Area 4	0.3	1,964	0	0.0%	655	0.1	655	0.1	655	\$2.91
Nine County Market	9,047	258,762,721	12,154,686	4.7%	2,816,493	46	3,690,858	44	4,486,742	\$7.08
Two County Market	1,835	39,063,670	1,273,163	3.3%	486,144	17	536,267	16	751,501	\$8.62
Primary Trade Area 4 as a % of the Nine County	0.003%	0.001%	0.0%		0.02%	0.20%	0.02%	0.21%	0.01%	41.08%
Primary Trade Area 4 as a % of the Two County	0.01%	0.01%	0.0%		0.1%	0.5%	0.1%	0.6%	0.1%	33.8%

Source: CoStar, THK Associates Inc.

# INDUSTRIAL/FLEX/R&D/MARKET ANALYSIS

## B. PROJECTED INDUSTRIAL/FLEX/R&D DEMAND IN PRIMARY TRADE AREA 4

The anticipated industrial/flex/R&D square footage growth of 880 square feet annually is projected in the Primary Trade Area 4.

Table VIII-2D: Projected Industrial/Flex/R&D Demand at the Primary Trade Area 4 Sites, 2022-2031

Year	Industrial Demand in Two County	Industrial Demand in the Primary Trade Area 4 (0.2%)
2022	331,086	700
2023	346,876	733
2024	363,689	768
2025	381,598	806
2026	400,679	847
2027	421,014	890
2028	442,689	935
2029	465,797	984
2030	490,437	1,036
2031	516,715	1,092
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Annual Average New Demand 2022-2031	416,058	879
Total Demand 2022-2031	4,160,579	8,791

\* Assumes a coverage ratio of 35%

\* Assumes a additional space from speculation capture rate for industrial/flex demand in PTA

\* Assumes a FAR capture rate for industrial/flex demand at subject site

Source: THK Associates, Inc.

## IX. RETAIL MARKET ANALYSIS

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## IX. RETAIL MARKET ANALYSIS PRIMARY TRADE AREA

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## IX. Retail Market Analysis - Primary Trade Area 1

### A. RETAIL MARKET CHARACTERISTICS - PRIMARY TRADE AREA 1

In the analysis to determine demand for real estate development, it is necessary to identify the primary trade area (PTA) in which the subject typically will compete. The PTA is a function of population density, natural barriers, accessibility of the sites, and the location of competitive projects. As previously shown in the office analysis, the subject PTA for retail is also a 10- to 15-minute approximate drive time. This area is predominantly the market environment from which the subject PTA will draw much of its demand.

The following pages show details of the total retail building area for each PTA

As detailed by Table IX-1A on the following page, the retail vacancy as reported is 5.0% in the Nine County region and 3.7% in the Two County market area. The Primary Trade Area 1 currently has 3.9% vacancy which is lower than the Nine County regional average. The Nine County area is demanding on average \$18.61 per square foot for a triple net lease, while the Two County area is demanding \$17.31. The Primary Trade Area 1 is above the range of both the Nine County and Two County regions at \$21.10 per square foot for a triple net lease. Additionally, newer retail construction is commanding a premium.

Tables IX-1A through IX-2A detail historical trends in the retail market for the Nine County market area, the Two County region, and the Primary Trade Area 1. Historically, the Nine County region has averaged the addition of 1.7 million square feet of retail per year and this Nine County region has been delivering 2.3 million square feet per year. In the last decade the inventory of retail in the Nine County area has declined to 771,300 square feet per year and currently there is 1,187,200 retail square feet under construction. Historically, the Two County region has average annually the addition of 405,584 square feet of retail space which is 24% of the Nine County total. The 2 County area has been delivering 428,628 retail square feet per year or 18.5% of the Nine County total. In the last decade the retail inventory in the Two County area has increased annually by 210,200 square feet and currently there is just 37,519 square feet of retail space under construction.

The subject Primary Trade Area 1 and environs currently has an inventory of 4.06 million square feet of retail space, and it has absorbed 238,213 square feet and delivered 254,510 square feet and this represents 14.1% and 58.7%% to 11.0% and 59.4%% of the Nine County and Two County retail market. Currently, there are no retail projects under construction in the Primary Trade Area 1.

## RETAIL MARKET ANALYSIS

Table IX-1A: Retail Trends For the, Nine County Market ,Two County Market and, Primary Trade Area 1,2021

Markets	Existing Inventory		Vacancy		Net Absorption	Deliveries (Bldgs)	Under Construction SF	Quoted Rates
	# of Buildings	Total RBA	Total SF	Vacant %				
Two County Market Total	2,843	33,955,856	1,243,721	3.7%	2,905	5	37,519	\$17.31
Primary Trade Area 1	208	4,067,483	158,321	3.9%	127,116	4	0	\$21.10
Primary Trade Area 1 as a % of Two County Market Total	7.3%	12.0%	12.7%	106.3%	4375.8%	80.0%	-	121.9%
Nine County Market Total	15,789	209,965,642	10,563,114	5.0%	(560)	33	1,187,200	\$18.61
Primary Trade Area 1 as a % of Nine County Market Total	1.3%	1.9%	1.5%	77.4%	-22699.3%	12.1%	-	113.4%

Source: CoStar and THK Associates, Inc.

# RETAIL MARKET ANALYSIS

Table IX-2A: Primary Trade Area 1 Market Trends, 2006-2021 YTD

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	208	4,067,483	158,321	3.9%	127,116	147,080	4	73,013	0	0	\$21.10
2020	204	3,994,470	212,424	5.3%	260,798	333,610	10	155,734	4	73,013	\$22.05
2019	194	3,838,736	317,488	8.3%	5,070	102,526	9	153,026	5	101,127	\$21.57
2018	185	3,685,710	169,532	4.6%	68,491	236,621	15	118,728	5	122,526	\$26.32
2017	170	3,566,982	119,295	3.3%	621,754	667,537	18	609,765	15	194,845	\$26.12
2016	152	2,957,217	131,284	4.4%	109,598	174,785	20	186,735	14	488,574	\$25.37
2015	131	2,768,562	54,147	2.0%	267,239	306,667	15	271,210	15	135,575	\$22.61
2014	116	2,497,352	50,176	2.0%	233,750	260,010	7	201,304	7	132,142	\$20.76
2013	109	2,296,048	82,622	3.6%	46,835	49,843	4	74,371	3	18,873	\$18.80
2012	106	2,228,173	61,582	2.8%	109,342	117,318	5	18,962	4	74,371	\$19.02
2011	101	2,209,211	151,962	6.9%	72,249	102,297	5	28,951	2	5,158	\$20.32
2010	96	2,180,260	195,260	9.0%	(3,743)	52,527	4	41,604	1	2,488	\$20.95
2009	92	2,138,656	149,913	7.0%	109,748	171,207	9	47,322	2	26,320	\$20.70
2008	83	2,091,334	212,339	10.2%	907,911	1,024,345	24	1,071,359	5	25,035	\$22.46
2007	59	1,019,975	48,891	4.8%	708,328	704,387	29	736,747	15	941,913	\$27.74
2006	30	283,228	20,472	7.2%	166,928	266,356	30	283,228	20	626,452	\$28.77
Average Primary Trade Area 1	127	2,613,962	133,482	5.3%	238,213	294,820	13	254,504	7	185,526	\$22.79
Nine County Market	15,188	202,590,633	12,359,689	6.1%	1,690,870	7,604,487	145.1	2,312,089	85.3	1,592,552	\$16.32
Two County Market	2,715	32,011,337	1,764,243	5.6%	405,584	1,169,478	27.1	428,628	15.1	296,446	\$14.34
Primary Trade Area 1 as a % of Nine County Market	0.8%	1.3%	1.1%		14.1%	3.9%	9.0%	11.0%	8.6%	11.6%	139.7%
Primary Trade Area 1 as a % of Two County Market	4.7%	8.2%	7.6%		58.7%	25.2%	48.0%	59.4%	48.5%	62.6%	158.9%

2021 YTD is through November 1, 2021

Source: THK Associates Inc., CoStar

## B. RETAIL POTENTIALS IN THE NINE COUNTY AREA AS WELL AS THE TWO COUNTY AREA, AND THE PRIMARY TRADE AREA 1 MARKET

Currently in the Nine County area, there are 199.4 million occupied square feet of retail space servicing 4,019,869 people or 50 square feet per person. It was shown earlier that the Nine County Denver area is projected annually during the next decade by 58,200 to 64,400 people per year and average 61,300 people per year, with this growth rate, annually the retail market should grow by between 2,910,000 to 3,220,000 square feet and average 3,066,500 square feet. The Two County area should capture 16% of this projected market and annually its retail market will expand by 465,600 square feet to 515,200 square feet and average 490,640 square feet. The Primary Trade Area 1 is projected to capture annually 52% of the Two County retail market and average a demand for 242,112 square feet to 267,904 square feet and average annually the demand for 255,133 square feet.

Table IX-3A details the retail absorption schedule for the Primary Trade Area 1 to average annually 255,133 square feet.

# RETAIL MARKET ANALYSIS

Table IX-3A: Projected Retail Demand at the Primary Trade Area 1, 2021-2031

Year	9-County Denver Area		Two County Projected Occupied Additional Annual Retail Demand (Sq Ft) (16%)	Projected Annual Retail Demand in the Primary Trade Area 1 (Sq Ft) (52%)
	Total Occupied RBA (SqFt)	Annual Increase Population Sq Ft		
2021	199,402,600	--	--	--
2022	202,312,600	2,910,000	465,600	242,112
2023	205,257,600	2,945,000	471,200	245,024
2024	208,237,600	2,980,000	476,800	247,936
2025	211,252,600	3,015,000	482,400	250,848
2026	214,302,600	3,050,000	488,000	253,760
2027	217,387,600	3,085,000	493,600	256,672
2028	220,507,600	3,120,000	499,200	259,584
2029	223,662,600	3,155,000	504,800	262,496
2030	226,847,600	3,185,000	509,600	264,992
2031	230,067,600	3,220,000	515,200	267,904
Annual Average New Demand 2021-2031		3,066,500	490,640	255,133

Source: CoStar and THK Associates, Inc.

## IX. RETAIL MARKET ANALYSIS PRIMARY TRADE AREA 2

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## IX. Retail Market Analysis - Primary Trade Area 2

### A. RETAIL MARKET CHARACTERISTICS - PRIMARY TRADE AREA 2

As detailed by Table IX-1B and Table IX-2B on the following page, the retail vacancy as reported is 5.0% in the Nine County region and 3.7% in the Two County market area. The Primary Trade Area 2 currently has an unknown vacancy percentage. The Nine County area is demanding on average \$18.61 per square foot for a triple net lease, while the Two County area is demanding \$17.31. The Primary Trade Area 2 triple net lease rate is unknown.

The Primary Trade Area 2 and environs of the Primary Trade Area 2 site currently has an inventory of 47,356 square feet of retail space, and it has absorbed 2,960 square feet and delivered 2,960 square feet and this represents 0.2% and 0.7% to 0.1% and 0.7% of the Nine County and Two County retail market. Currently, no building is under construction in the Primary Trade Area 2.

## RETAIL MARKET ANALYSIS

Table IX-1B: Retail Trends For the, Nine County Market ,Two County Market and, Primary Trade Area 2,2021

Markets	Existing Inventory		Vacancy		Net Absorption	Deliveries (Bldgs)	Under Construction SF	Quoted Rates
	# of Buildings	Total RBA	Total SF	Vacant %				
Two County Market Total	2,843	33,955,856	1,243,721	3.7%	2,905	5	37,519	\$17.31
Primary Trade Area 2	4	47,356	0	-	0	0	0	\$0.00
Primary Trade Area 2 as a % of Two County Market Total	0.1%	0.1%	-	-	-	-	-	-
Nine County Market Total	15,789	209,965,642	10,563,114	5.0%	(560)	33	1,187,200	\$18.61
Primary Trade Area 2 as a % of Nine County Market Total	0.03%	0.02%	-	-	-	-	-	-

Source: CoStar and THK Associates, Inc.

# RETAIL MARKET ANALYSIS

Table IX-2B: Primary Trade Area 2 Market Trends, 2006-2021 YTD

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2020	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2019	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2018	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2017	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2016	4	47,356	0	0.0%	3,600	3,600	0	0	0	0	\$10.00
2015	4	47,356	3,600	7.6%	0	0	0	0	0	0	\$10.00
2014	4	47,356	3,600	7.6%	0	3,100	1	3,600	0	0	\$10.00
2013	3	43,756	0	0.0%	3,400	4,000	0	0	1	3,600	\$0.00
2012	3	43,756	3,400	7.8%	200	200	0	0	0	0	\$0.00
2011	3	43,756	3,600	8.2%	(300)	400	0	0	0	0	\$0.00
2010	3	43,756	3,300	7.5%	700	800	0	0	0	0	\$0.00
2009	3	43,756	4,000	9.1%	(400)	0	0	0	0	0	\$0.00
2008	3	43,756	3,600	8.2%	28,900	30,000	1	32,000	0	0	\$0.00
2007	2	11,756	500	4.3%	11,256	11,256	2	11,756	1	32,000	\$0.00
2006	0	0	0	0.0%	0	0	0	0	0	0	\$0.00
Primary Trade Area 2 Average	3	40,821	1,600	3.8%	2,960	3,335	0	2,960	0	2,225	\$1.88
Nine County Market	15,188	202,590,633	12,359,689	6.1%	1,690,870	7,604,487	145	2,312,089	85	1,592,552	\$16.32
Two County Market	2,715	32,011,337	1,764,243	5.6%	405,584	1,169,478	27.1	428,628	15.1	296,446	\$14.34
Primary Trade Area 1 as a % of the Nine County Market	0.02%	0.02%	0.01%		0.2%	0.0%	0.2%	0.1%	0.1%	0.1%	11.5%
Primary Trade Area 1 as a % of the Two County Market	0.1%	0.1%	0.1%		0.7%	0.3%	0.9%	0.7%	0.8%	0.8%	13.1%

2021 YTD is through November 1, 2021

Source: THK Associates Inc., CoStar

## B. RETAIL POTENTIALS IN THE NINE COUNTY AREA AS WELL AS THE TWO COUNTY AREA, AND THE PRIMARY TRADE AREA 2 MARKET

The subject Primary Trade Area 2 is positioned for retail development due to the proximity to I-25 and substantial residential development. Currently in the Nine County area, there are 199.4 million occupied square feet of retail space servicing 4,019,869 people or 50 square feet per person. It was shown earlier that the Nine County Denver area is projected annually during the next decade by 58,200 to 64,400 people per year and average 61,300 people per year, with this growth rate, annually the retail market should grow by between 2,910,000 to 3,220,000 square feet and average 3,066,500 square feet. The Two County area should capture 16% of this projected market and annually its retail market will expand by 465,600 square feet to 515,200 square feet and average 490,640 square feet. The Primary Trade Area 2 is projected to capture annually 0.64% of the Two County retail market and average a demand for 2,980 square feet to 3,297 square feet and average annually the demand for 3,140 square feet.

Table IX-3B details the retail absorption schedule for the Primary Trade Area 2 to average annually 3,140 square feet.

# RETAIL MARKET ANALYSIS

Table IX-3B: Projected Retail Demand at the Primary Trade Area 2, 2021-2031

Year	9-County Denver Area		Two County Projected Occupied Additional Annual Retail Demand (Sq Ft) (16%)	Projected Annual Retail Demand in the Primary Trade Area 2 (Sq Ft) (0.64%)
	Total Occupied RBA (SqFt)	Annual Increase Population Sq Ft		
2021	199,402,600	--	--	--
2022	202,312,600	2,910,000	465,600	2,980
2023	205,257,600	2,945,000	471,200	3,016
2024	208,237,600	2,980,000	476,800	3,052
2025	211,252,600	3,015,000	482,400	3,087
2026	214,302,600	3,050,000	488,000	3,123
2027	217,387,600	3,085,000	493,600	3,159
2028	220,507,600	3,120,000	499,200	3,195
2029	223,662,600	3,155,000	504,800	3,231
2030	226,847,600	3,185,000	509,600	3,261
2031	230,067,600	3,220,000	515,200	3,297
Annual Average New Demand 2021-2031		3,066,500	490,640	3,140

Source: CoStar and THK Associates, Inc.

## IX. RETAIL MARKET ANALYSIS PRIMARY TRADE AREA 3

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## IX. Retail Market Analysis – Primary Trade Area 3

### A. RETAIL MARKET CHARACTERISTICS - PRIMARY TRADE AREA 3

As detailed by Table IX-1C and Table IX-2C on the following page, the retail vacancy as reported is 5.0% in the Nine County region and 3.7% in the Two County market area. The Primary Trade Area 3 currently has an unknown vacancy percentage. The Nine County area is demanding on average \$18.61 per square foot for a triple net lease, while the Two County area is demanding \$17.31. The Primary Trade Area 3 triple net lease rate is unknown.

The Primary Trade Area 3 currently has an inventory of 47,356 square feet of retail space, and it has annually absorbed 2,960 square feet and delivered 2,960 square feet and this represents 0.2% and 0.7% to 0.1% of the Nine County and Two County retail market. Currently, no building is under construction in the Primary Trade Area 3.

## RETAIL MARKET ANALYSIS

Table IX-1C: Retail Trends For the, Nine County Market ,Two County Market and, Primary Trade Area 3,2021

Markets	Existing Inventory		Vacancy		Net Absorption	Deliveries (Bldgs)	Under Construction SF	Quoted Rates
	# of Buildings	Total RBA	Total SF	Vacant %				
Two County Market Total	2,843	33,955,856	1,243,721	3.7%	2,905	5	37,519	\$17.31
Primary Trade Area 3	4	47,356	0	-	0	0	0	\$0.00
Primary Trade Area 3 as a % of Two County Market Total	0.1%	0.1%	-	-	-	-	-	-
Nine County Market Total	15,789	209,965,642	10,563,114	5.0%	(560)	33	1,187,200	\$18.61
Primary Trade Area 3 as a % of Nine County Market Total	0.03%	0.02%	-	-	-	-	-	-

Source: CoStar and THK Associates, Inc.

# RETAIL MARKET ANALYSIS

Table IX-2C: Primary Trade Area 3 Market Trends, 2006-2021 YTD

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2020	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2019	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2018	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2017	4	47,356	0	0.0%	0	0	0	0	0	0	\$0.00
2016	4	47,356	0	0.0%	3,600	3,600	0	0	0	0	\$10.00
2015	4	47,356	3,600	7.6%	0	0	0	0	0	0	\$10.00
2014	4	47,356	3,600	7.6%	0	3,100	1	3,600	0	0	\$10.00
2013	3	43,756	0	0.0%	3,400	4,000	0	0	1	3,600	\$0.00
2012	3	43,756	3,400	7.8%	200	200	0	0	0	0	\$0.00
2011	3	43,756	3,600	8.2%	(300)	400	0	0	0	0	\$0.00
2010	3	43,756	3,300	7.5%	700	800	0	0	0	0	\$0.00
2009	3	43,756	4,000	9.1%	(400)	0	0	0	0	0	\$0.00
2008	3	43,756	3,600	8.2%	28,900	30,000	1	32,000	0	0	\$0.00
2007	2	11,756	500	4.3%	11,256	11,256	2	11,756	1	32,000	\$0.00
2006	0	0	0	0.0%	0	0	0	0	0	0	\$0.00
Trade Area 3 - Pierce Average	3	40,821	1,600	3.8%	2,960	3,335	0	2,960	0	2,225	\$1.88
Nine County Market	15,188	202,590,633	12,359,689	6.1%	1,690,870	7,604,487	145	2,312,089	85	1,592,552	\$16.32
Two County Market	2,715	32,011,337	1,764,243	5.6%	405,584	1,169,478	27	428,628	15	296,446	\$14.34
Primary Trade Area 3as a % of the Nine County Market	0.02%	0.02%	0.01%		0.2%	0.0%	0.2%	0.1%	0.1%	0.1%	11.5%
Primary Trade Area 3as a % of the Two County Market	0.1%	0.1%	0.1%		0.7%	0.3%	0.9%	0.7%	0.8%	0.8%	13.1%

2021 YTD is through October 25, 2021

Source: THK Associates Inc., CoStar

## B. RETAIL POTENTIALS IN THE NINE COUNTY AREA AS WELL AS THE TWO COUNTY AREA, AND THE TRADE AREA 3 – PRIMARY TRADE AREA 3 MARKET

The subject Primary Trade Area 3 is positioned for retail development due to the proximity to I-25 and substantial residential development. Currently in the Nine County area, there are 199.4 million occupied square feet of retail space servicing 4,019,869 people or 50 square feet per person. It was shown earlier that the Nine County Denver area is projected annually during the next decade by 58,200 to 64,400 people per year and average 61,300 people per year, with this growth rate, annually the retail market should grow by between 2,910,000 to 3,220,000 square feet and average 3,066,500 square feet. The Two County area should capture 16% of this projected market and annually its retail market will expand by 465,600 square feet to 515,200 square feet and average 490,640 square feet. The Primary Trade Area 3 is projected to capture annually 0.7% of the Two County retail market and average a demand for 2,980 square feet to 3,297 square feet and average annually the demand for 3,140 square feet.

Table IX-3C details the retail absorption schedule for the Primary Trade Area 3 to average annually 3,140 square feet.

# RETAIL MARKET ANALYSIS

Table IX-5C: Projected Retail Demand at the Primary Trade Area 3, 2021-2031

Year	9-County Denver Area		Two County Projected Occupied Additional Annual Retail Demand (Sq Ft) (16%)	Projected Annual Retail Demand in the Primary Trade Area 3 (Sq Ft) (0.64%)
	Total Occupied RBA (SqFt)	Annual Increase Population Sq Ft		
2021	199,402,600	--	--	--
2022	202,312,600	2,910,000	465,600	2,980
2023	205,257,600	2,945,000	471,200	3,016
2024	208,237,600	2,980,000	476,800	3,052
2025	211,252,600	3,015,000	482,400	3,087
2026	214,302,600	3,050,000	488,000	3,123
2027	217,387,600	3,085,000	493,600	3,159
2028	220,507,600	3,120,000	499,200	3,195
2029	223,662,600	3,155,000	504,800	3,231
2030	226,847,600	3,185,000	509,600	3,261
2031	230,067,600	3,220,000	515,200	3,297
Annual Average New Demand 2021-2031		3,066,500	490,640	3,140

Source: CoStar and THK Associates, Inc.

## IX. RETAIL MARKET ANALYSIS PRIMARY TRADE AREA 4

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## IX. Retail Market Analysis – Primary Trade Area 4

### A. RETAIL MARKET CHARACTERISTICS - PRIMARY TRADE AREA 4

As detailed by Table IX-1D and Table IX-2D on the following pages, the retail vacancy as reported is 5.0% in the Nine County region and 3.7% in the Two County market area. The Primary Trade Area 4 currently has an unknown vacancy percentage. The Nine County area is demanding on average \$18.61 per square foot for a triple net lease, while the Two County area is demanding \$17.31. The Primary Trade Area 4 triple net lease rate is also unknown.

The Primary Trade Area 4 and environs of the Primary Trade Area 4 site currently has an inventory of 13,526 square feet of retail space, and it has annually absorbed 845 square feet and delivered 845 square feet, and this represents 0.05% and 0.21% of the Nine County and Two County retail market. Currently, no building is under construction in the Primary Trade Area 4.

## RETAIL MARKET ANALYSIS

Table IX-1D: Retail Trends For the, Nine County Market ,Two County Market and, Primary Trade Area 4,2021

Markets	Existing Inventory		Vacancy		Net Absorption	Deliveries (Bldgs)	Under Construction SF	Quoted Rates
	# of Buildings	Total RBA	Total SF	Vacant %				
Two County Market Total	2,843	33,955,856	1,243,721	3.7%	2,905	5	37,519	\$17.31
Primary Trade Area 4	2	13,526	0	-	0	0	0	\$0.00
Primary Trade Area 4 as a % of Two County Market Total	0.1%	0.0%	-	-	-	-	-	-
Nine County Market Total	15,789	209,965,642	10,563,114	5.0%	(560)	33	1,187,200	\$18.61
Primary Trade Area 4 as a % of Nine County Market Total	0.0%	0.0%	-	-	-	-	-	-

Source: CoStar and THK Associates, Inc.

# RETAIL MARKET ANALYSIS

Table IX-2D: Primary Trade Area 4 Market Trends, 2006-2021 YTD

Year	Inventory Bldgs	Inventory SF	Vacant SF Total	Vacant Percent % Total	Net Absorption SF Total	Gross Absorption SF Total	Deliveries Bldgs	Deliveries SF	Under Construction Bldgs	Under Construction SF	NNN Rent Overall
2021 YTD	2	13,526	0	0.0%	0	0	0	0	0	0	\$0.00
2020	2	13,526	0	0.0%	0	0	0	0	0	0	\$0.00
2019	2	13,526	0	0.0%	9,026	9,026	1	9,026	0	0	\$0.00
2018	1	4,500	0	0.0%	0	0	0	0	1	9,026	\$0.00
2017	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2016	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2015	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2014	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2013	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2012	1	4,500	0	0.0%	0	0	0	0	0	0	\$0.00
2011	1	4,500	0	0.0%	500	500	0	0	0	0	\$0.00
2010	1	4,500	500	11.1%	0	0	0	0	0	0	\$0.00
2009	1	4,500	500	11.1%	0	0	0	0	0	0	\$0.00
2008	1	4,500	500	11.1%	0	0	0	0	0	0	\$0.00
2007	1	4,500	500	11.1%	0	0	0	0	0	0	\$0.00
2006	1	4,500	500	0.0%	4,000	4,000	1	4500	0	0	\$0.00
Primary Trade Area 4 Average	1	6,192	156	2.8%	845	845	0.1	845	0.1	564	\$0.00
Nine County Market	15,188	202,590,633	12,359,689	6.1%	1,690,870	7,604,487	145	2,312,089	85	1,592,552	\$16.32
Two County Market	2,715	32,011,337	1,764,243	5.6%	405,584	1,169,478	27	428,628	15	296,446	\$14.34
Primary Trade Area 4 as a % of the Nine County Market	0.01%	0.003%	0.001%		0.05%	0.01%	0.09%	0.04%	0.07%	0.04%	-
Primary Trade Area 4 as a % of the Two County Market	0.04%	0.02%	0.01%		0.21%	0.07%	0.46%	0.20%	0.41%	0.19%	-

2021 YTD is through November 1, 2021

Source: THK Associates Inc., CoStar

## B. RETAIL POTENTIALS IN THE NINE COUNTY AREA AS WELL AS THE TWO COUNTY AREA, AND THE PRIMARY TRADE AREA 4 MARKET

The Primary Trade Area 4 is positioned for retail development due to the proximity to I-25 and substantial residential development. Currently in the Nine County area, there are 199.4 million occupied square feet of retail space servicing 4,019,869 people or 50 square feet per person. It was shown earlier that the Nine County Denver area is projected annually during the next decade by 58,200 to 64,400 people per year and average 61,300 people per year, with this growth rate, annually the retail market should grow by between 2,910,000 to 3,220,000 square feet and average 3,066,500 square feet. The Two County area should capture 16% of this projected market and annually its retail market will expand by 465,600 square feet to 515,200 square feet and average 490,640 square feet. The Primary Trade Area 4 is projected to capture annually 0.18% of the Two County retail market and average a demand for 830 square feet to 930 square feet and average annually the demand for 883 square feet.

Table IX-3D details the retail absorption schedule for the Primary Trade Area 4 to average annually 883 square feet.

# RETAIL MARKET ANALYSIS

Table IX-5D: Projected Retail Demand at the Primary Trade Area 4, 2021-2031

Year	9-County Denver Area		Two County Projected Occupied Additional Annual Retail Demand (Sq Ft) (16%)	Projected Annual Retail Demand in the Primary Trade Area 4 (Sq Ft) (0.18%)
	Total Occupied RBA (SqFt)	Annual Increase Population Sq Ft		
2021	199,402,600	--	--	--
2022	202,312,600	2,910,000	465,600	838
2023	205,257,600	2,945,000	471,200	848
2024	208,237,600	2,980,000	476,800	858
2025	211,252,600	3,015,000	482,400	868
2026	214,302,600	3,050,000	488,000	878
2027	217,387,600	3,085,000	493,600	888
2028	220,507,600	3,120,000	499,200	899
2029	223,662,600	3,155,000	504,800	909
2030	226,847,600	3,185,000	509,600	917
2031	230,067,600	3,220,000	515,200	927
Annual Average New Demand 2021-2031		3,066,500	490,640	883

Source: CoStar and THK Associates, Inc.

## X. HOTEL MARKET ANALYSIS

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## X. HOTEL MARKET ANALYSIS PRIMARY TRADE AREA 1

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## X. Hotel Market Analysis – Primary Trade Area 1

### A. HOTEL MARKET CHARACTERISTICS AND INVENTORY IN THE PRIMARY TRADE AREA 1

As detailed by Table X-1A on the following page, the hotel vacancy as reported is 58% and 41% in the Nine County and Two County market area. The Primary Trade Area 1 currently has 40% vacancy which is lower than the Two County regional average. The Nine County and Two County area is demanding \$119.00 and \$126.83 in gross room rate respectively as of September 2021. The Primary Trade Area 1 is below the average room rate for both the Nine County and Two County region at \$115.26 per night as of September 2021.

The Primary Trade Area 1 currently has an inventory of 2,824,132 square feet of rentable hotel space, the Primary Trade Area 1 includes of a total number of 4,338 hotel rooms which represents 34.5% of the 12,589 rooms in Larimer and Weld counties.

Table X-2A shows the hotel inventory for the Primary Trade Area 1 Hotel Primary Trade Area. There are currently 4,338 hotel rooms in 48 hotels for an average of 90 rooms per hotel. Average nightly room rates are more expensive in the Fort Collins submarket at \$132.65 than the Greeley submarket at \$118.43. The Primary Trade Area 1 Hotel PTA and competitive hotels is shown in the following figure on page 245. The projected annual hotel demand in the Primary Trade Area 1 for the decade 2021-2031 is shown in table X-3A

## HOTEL MARKET ANALYSIS

Table X-1A: Denver Nine County, Two County Market and Primary Trade Area 1 Hotel Market Characteristics, 2021

Two County Market Area and Nine County Market Area	Rentable Sq. Ft.	Total number of rooms	Vacancy Rate	Avg. Gross Room Rate in September, 2021	Vacant Sq. Ft.
Primary Trade Area 1	2,824,132	4,338	40.0%	\$115.26	1,129,653
Two County Market	3,564,647	10,296	41.0%	\$126.83	1,461,505
Denver Nine County	21,136,290	60,381	58.0%	\$119.00	12,259,048
Primary Trade Area 1 As a % of the Denver Nine County	13.4%	7.2%		96.9%	9.2%
Primary Trade Area 1 As a % of the Two County Market	79.2%	42.1%		91%	77%

Source: CoStar, THK Associates Inc.

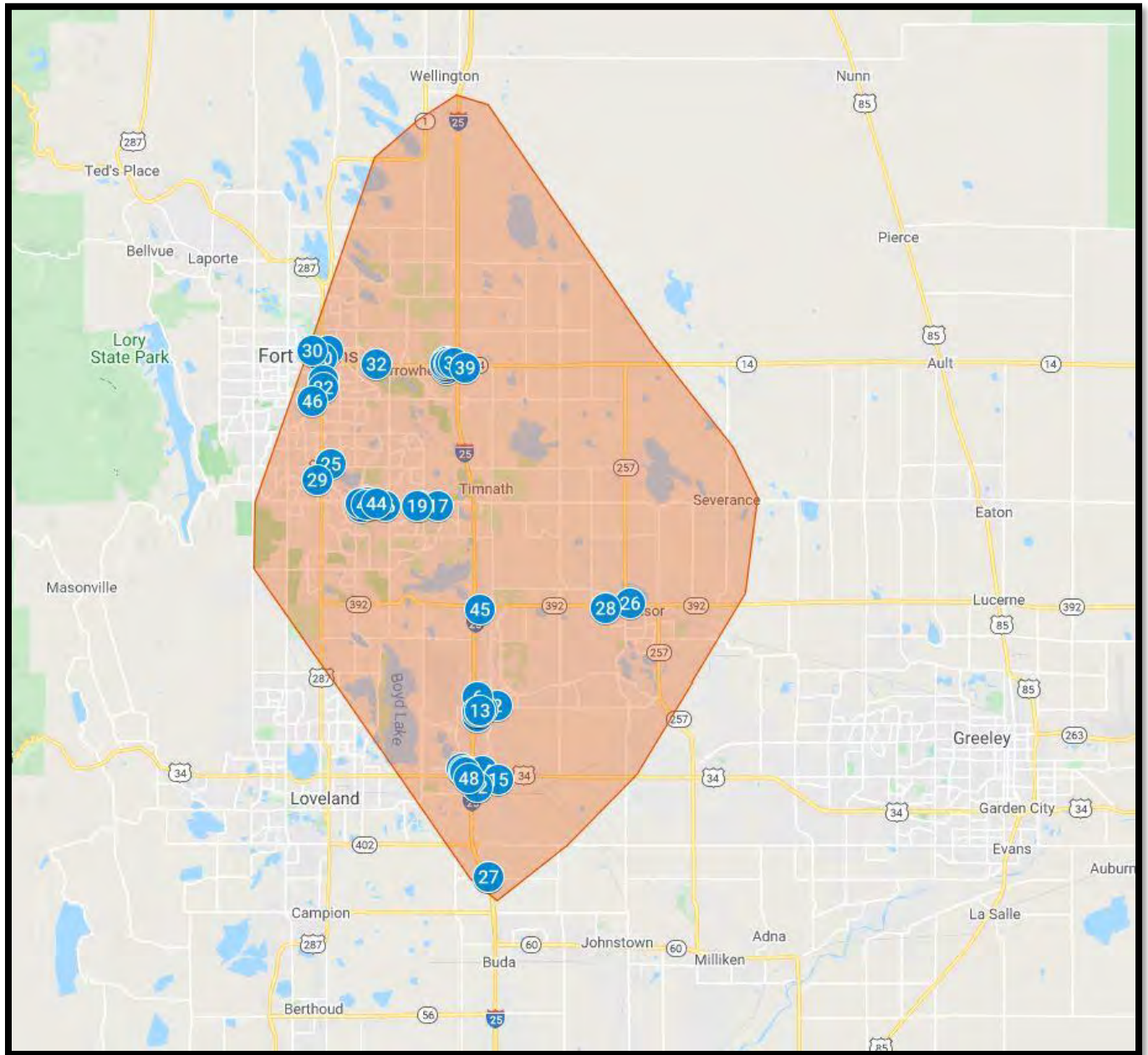
# HOTEL MARKET ANALYSIS

Table X-2A: Hotel Inventory in the Primary Trade Area 1

	Building Address	Building Name	City	County Name	# of Rooms	Rentable Building Area	Year Built
1	110 W 104th Ave		Northglenn	Adams	139	69,898	1968
2	10 E 120th Ave	Delta Hotel	Northglenn	Adams	238	362,400	1977
3	83 E 120th Ave	DoubleTree by Hilton	Thornton	Adams	137	102,716	1984
4	2921 E Harmony Rd	Cambria Hotels	Fort Collins	Larimer	90	64,730	2007
5	5450 McWhinney Blvd	Residence Inn	Loveland	Larimer	103	74,215	2006
6	4705 Clydesdale Pky	Embassy Suites	Loveland	Larimer	263	307,636	2008
7	1426 Oakridge Dr	Holiday Inn Express & Suites	Fort Collins	Larimer	89	50,067	2005
8	1521 Oakridge Dr	Homewood Suites by Hilton	Fort Collins	Larimer	99	80,000	2006
9	3915 Peralta Dr	WoodSpring Suites	Loveland	Larimer	120	44,008	2008
10	3975 Peralta Dr	My Place Hotel	Loveland	Larimer	64	29,536	2016
11	3996 Peralta Dr	Microtel Inn & Suites by Wyndham	Loveland	Larimer	62	28,529	2020
12	5360 Ronald Reagan Blvd	Hawthorn Suites by Wyndham	Johnstown	Larimer	37	20,000	2019
13	6046 E Crossroads Blvd	Candlewood Suites	Loveland	Larimer	63	35,780	2007
14	6106 Sky Pond Dr	Courtyard	Loveland	Larimer	102	67,000	2019
15	4851 Thompson Pkwy	Comfort Suites	Johnstown	Larimer	92	29,900	2017
16	4715 S Timberline Rd	Home2 Suites by Hilton	Fort Collins	Larimer	108	64,862	2018
17	3520 Timberwood Dr	Fairfield Inn & Suites	Fort Collins	Larimer	106	54,000	2018
18	409 Centro Way	Super 8 Motel	Fort Collins	Larimer	69	30,494	1985
19	2821 E Harmony Rd	Hilton Garden Inn	Fort Collins	Larimer	120	119,876	2006
20	249-261 S College Ave	The Armstrong Hotel	Fort Collins	Larimer	54	21,937	1922
21	914 S College Ave	Best Western University Inn	Fort Collins	Larimer	70	37,656	1961
22	1710 Foxtrail Dr	Fairfield Inn & Suites	Loveland	Larimer	82	40,792	1999
23	2716 SE Frontage Rd	Budget Host Exit 254 Inn	Johnstown	Weld	-	13,106	1962
24	350 E Horsetooth Rd	Marriott	Fort Collins	Larimer	229	164,045	1985
25	2718 I-25 Frontage Rd	Budget Host Exit 254 Inn	Loveland	Larimer	30	4,800	1962
26	530 Main St	-	Windsor	Weld	4	5,534	1900
27	1265 Main St	Super 8 Motel	Windsor	Weld	40	45,281	1996
28	4001 S Mason St	Quality Inn Suites University	Fort Collins	Larimer	66	38,221	1997
29	402 W Mountain Ave	-	Fort Collins	Larimer	8	5,660	1904
30	3709 Mulberry St	La Quinta Inns & Suites	Fort Collins	Larimer	135	70,506	1972
31	1638 E Mulberry St	Best Western Kiva Inn	Fort Collins	Larimer	62	31,119	1982
32	3625 E Mulberry St	Days Inn	Fort Collins	Larimer	77	30,184	1981
33	3634 E Mulberry St	Motel 9	Fort Collins	Larimer	35	14,002	1988
34	3808 E Mulberry St	Baymont Inn & Suites	Fort Collins	Larimer	62	22,210	1995
35	3836 E Mulberry St	Quality Inn & Suites I-25	Fort Collins	Larimer	87	71,607	1965
36	3836 E Mulberry St	Clarion Inn	Fort Collins	Larimer	110	37,037	1967
37	3900 E Mulberry St	Motel 6	Fort Collins	Larimer	127	32,377	1978
38	4333 E Mulberry St	Americas Best Value Inn & Suites	Fort Collins	Larimer	120	53,255	1985
39	1127 Oakridge Dr	Residence Inn	Fort Collins	Larimer	113	80,678	1999
40	314 Pavilion Ln	Candlewood Suites	Fort Collins	Larimer	83	50,130	2014
41	1200 Oakridge Dr	Courtyard	Fort Collins	Larimer	112	56,084	1996
42	5360 Ronald Reagan Blvd	Wingate Hotel by Wyndham	Loveland	Larimer	75	80,000	2016
43	1415 Oakridge Dr	Comfort Suites	Fort Collins	Larimer	66	45,846	1998
44	1620 Oakridge Dr	Hampton Inn	Fort Collins	Larimer	75	39,444	1996
45	7645 Westgate Dr	AmericInn Lodge & Suites	Fort Collins	Larimer	61	11,794	2001
46	425 Prospect Rd	Hilton	Fort Collins	Larimer	256	219,402	1985
47	5500 Stone Creek Cir	Hampton Inn	Fort Collins	Larimer	80	39,530	1996
48	5542 US Hwy 34 Rd	Best Western Plus	Loveland	Larimer	89	50,657	1973
			Total		4,509	3,048,541	1989
Source: CoStar & THK Associates, Inc.							

# HOTEL MARKET ANALYSIS

Trade Area 1 – Primary Trade Area 1 Competitive Hotel Inventory



# HOTEL MARKET ANALYSIS

Table X-3A: Primary Trade Area 1 Lodging Demand, 2022-2031

Primary Trade Area 1		
Year	Two-County Annual New Room Demand*	New Timnath PTA Hotel Room Demand
2022	318	145
2023	327	149
2024	337	153
2025	346	158
2026	356	162
2027	367	167
2028	378	172
2029	389	177
2030	400	182
2031	412	188
2022-2031 Average	363	165
Total	3,631	1,652

\* Assumes a PTA capture rate of 45% of Larimer & Weld demand

Source: THK Associates, Inc.

## X. HOTEL MARKET ANALYSIS PRIMARY TRADE AREA 2

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## X. Hotel Market Analysis – Primary Trade Area 2

### A. HOTEL CHARACTERISTICS INVENTORY IN THE PRIMARY TRADE AREA 2

As detailed by Table X-1B on the following page, the hotel vacancy as reported is 41.0% in the Two County market area. The Primary Trade Area 2 currently has 33.8% vacancy which is lower than the Two County regional average. The Nine County and Two County area is demanding \$119.00 and \$126.83 in gross room rate respectively as of September 2021. The Primary Trade Area 2 is below the average room rate for both the Nine County and Two County region at \$95 per night as of September.

The Primary Trade Area 2 currently have an inventory of 31,074 square feet of rentable hotel space, the Primary Trade Area 2 includes of a total number of 63 rooms which represents 0.5% of the 12,589 rooms in Larimer and Weld counties.

Table X-2A shows the hotel inventory for the Primary Trade Area 2 Hotel Primary Trade Area. There are currently 63 rooms in 2 hotels for an average of 32 rooms per hotel. The Primary Trade Area 2 Hotel PTA and competitive hotels is shown in the following figure on page 251. The projected annual hotel demand in the Primary Trade Area 2 for the decade 2021-2031 shown in table X-3B.

## HOTEL MARKET ANALYSIS

Table X-1B: Denver Nine County, Two County Market and Primary Trade Area 2 Hotel Market Characteristics, 2021

Two County Market Area and Nine County Market Area	Rentable Sq. Ft.	Total number of rooms	Vacancy Rate	Avg. Gross Room Rate in September, 2021	Vacant Sq. Ft.
Primary Trade Area 2	31,074	63	33.8%	\$95.00	10,503
Two County Market	3,564,647	10,296	41.0%	\$126.83	1,461,505
Denver Nine County	21,136,290	60,381	58.0%	\$119.00	12,259,048
Primary Trade Area 2 As a % of the Denver Nine County	0.1%	0.1%		79.8%	0.1%
Primary Trade Area 2 As a % of the Two County Market	0.9%	0.6%		75%	0.7%

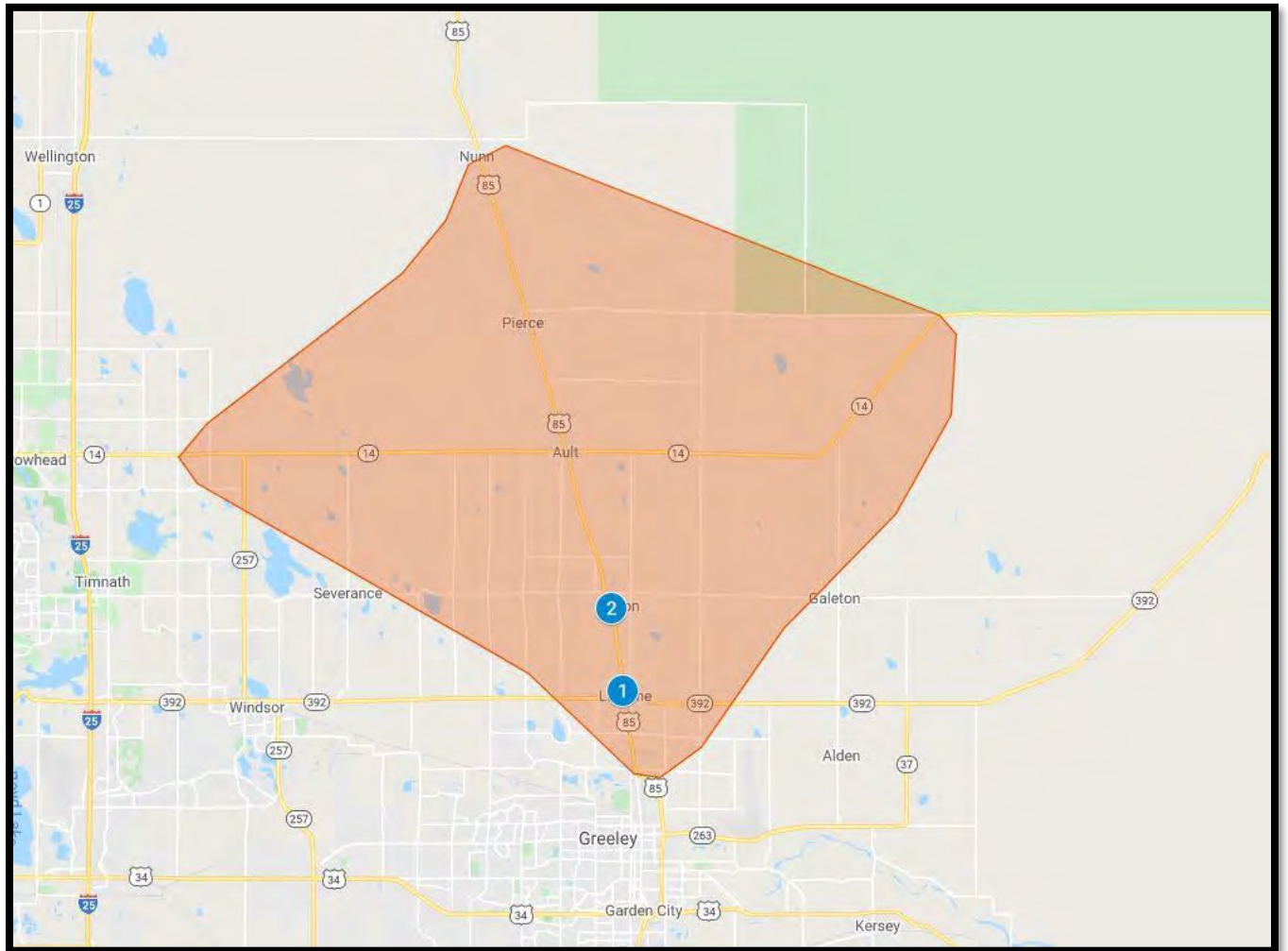
Source: CoStar, THK Associates Inc.

# HOTEL MARKET ANALYSIS

Table X-2A: Hotel Inventory in the Primary Trade Area 2							
	Building Address	Building Name	City	County Name	# of Rooms	Rentable Building Area	Year Built
1	33125 Hwy 85	Red Coach Inn	Greely	Weld	18	8,430	1963
2	485 S Elm Rd	Cobblestone Inn & Suites	Eaton	Weld	45	22,644	2015
			Total		63	31,074	1989
Source: CoStar & THK Associates, Inc.							

# HOTEL MARKET ANALYSIS

## Trade Area 2 – Primary Trade Area 2 Competitive Hotel Inventory



## B. HOTEL DEMAND IN THE PRIMARY TRADE AREA 2

As shown in Table X-1B, there are currently 12,589 hotel rooms in the Two-County area in 2021. Table X-3B projects demand for hotel rooms in the Two-County area based on employment trends. Currently, there are 0.0301 hotel rooms in the Two County area for every employee in Larimer and Weld counties. Over the next 10 years, there will be a total demand for 16,219 hotel rooms in the Two-County area, based on a stabilized occupancy rate of 70% and annually an average of 363 hotel rooms need to be added in the Two-County area. The Primary Trade Area 2 should capture an average of 5 hotel rooms per year or 50 rooms over the next decade.

# HOTEL MARKET ANALYSIS

Table X-3B: Primary Trade Area 2 Lodging Demand, 2022-2031

Primary Trade Area 2		
Year	Two-County Annual New Room Demand*	New Ault PTA Hotel Room Demand
2022	318	4
2023	327	4
2024	337	4
2025	346	5
2026	356	5
2027	366	5
2028	377	5
2029	388	5
2030	400	6
2031	412	6
2022-2031 Average	363	5
Total	3,628	47

\*Assumes a PTA capture rate of 1.4% of Larimer & Weld demand

Totals may not add due to rounding

Source: THK Associates, Inc.

## X. HOTEL MARKET ANALYSIS PRIMARY TRADE AREA 3

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## X. Hotel Market Analysis – Primary Trade Area 3

### A. HOTEL CHARACTERISTICS INVENTORY IN THE PRIMARY TRADE AREA 3

As detailed by Table X-1C on the following page, the hotel vacancy as reported is 41.0% in the Two County market area. The Primary Trade Area 3 currently has 32.8% vacancy which is lower than the Two County regional average. The Nine County and Two County area is demanding \$119.00 and \$126.83 in gross room rate respectively as of September 2021. The Primary Trade Area 3 is below the average room rate for both the Nine County and Two County region at \$103 per night as of September 2021.

The Primary Trade Area 3 currently have an inventory of 22,644 square feet of rentable hotel space, the Primary Trade Area 3 consists of a total number of 45 rooms which represents 0.4% of the 10,300 rooms in Larimer and Weld.

Table X-2C shows the hotel inventory for the Primary Trade Area 3 Hotel Primary Trade Area. There are currently 45 rooms in 1 hotel. The Primary Trade Area 3 Hotel PTA and competitive hotels is shown in the following figure 26 on page 257.

# HOTEL MARKET ANALYSIS

Table X-1C: Denver Nine County, Two County Market and Primary Trade Area 3 Hotel Market Characteristics, 2021

Two County Market Area and Nine County Market Area	Rentable Sq. Ft.	Total number of rooms	Vacancy Rate	Avg. Gross Room Rate in September, 2021	Vacant Sq. Ft.
Primary Trade Area 3	22,644	45	32.2%	\$103.00	0
Two County Market	3,564,647	10,296	41.0%	\$126.83	1,461,505
Denver Nine County	21,136,290	60,381	58.0%	\$119.00	12,259,048
Primary Trade Area 3 As a % of the Denver Nine County	0.1%	0.1%		86.6%	0.0%
Primary Trade Area 3 As a % of the Two County Market	0.6%	0.4%		81%	0.0%

Source: CoStar, THK Associates Inc.

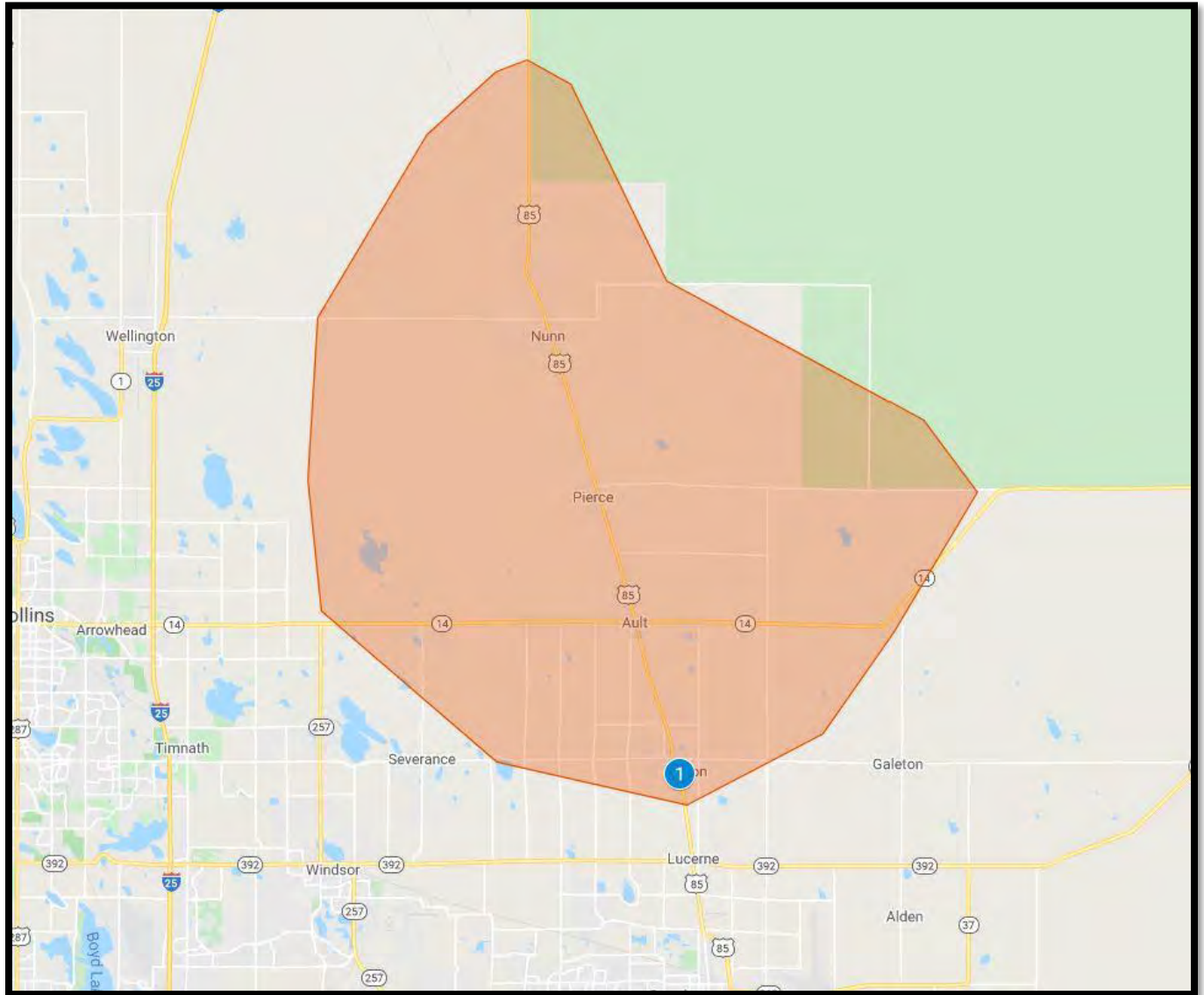
Table X-2C: Hotel Inventory in the Primary Trade Area 3

	Building Address	Building Name	City	County Name	# of Rooms	Rentable Building Area	Year Built
1	485 S Elm Rd	Cobblestone In & Suites	Eaton	Weld	45	22,644	2015
			Total		45	22,644	2015

Source: CoStar & THK Associates, Inc.

# HOTEL MARKET ANALYSIS

## Trade Area 3 – Primary Trade Area 3 Competitive Hotel Inventory



## B. HOTEL DEMAND IN THE PRIMARY TRADE AREA 3

As shown in Table X-1C, there are currently 12,589 hotel rooms in the Two-County area in 2021. Table X-3C projects demand for hotel rooms in the Two-County area based on employment trends. Currently, there are 0.0301 hotel rooms in the Two County area for every employee in Larimer and Weld counties. Over the next 10 years, there will be a total demand for 16,219 hotel rooms in the Two-County area, based on a stabilized occupancy rate of 70% and annually an average of 363 hotel rooms need to be added in the Two-County area. The Primary Trade Area 3 should capture an average of 5 hotel rooms per year or 50 rooms over the next decade.

# HOTEL MARKET ANALYSIS

Table X-3C: Primary Trade Area 3 Lodging Demand, 2022-2031

Primary Trade Area 3		
Year	Two-County Annual New Room Demand*	New Pierce PTA Hotel Room Demand
2022	318	4
2023	327	4
2024	337	4
2025	346	5
2026	356	5
2027	366	5
2028	377	5
2029	388	5
2030	400	6
2031	412	6
2022-2031		
Average	363	5
Total	3,628	47

\*Assumes a PTA capture rate of 1.4% of Larimer & Weld demand

Totals may not add due to rounding

Source: THK Associates, Inc.

## X. HOTEL MARKET ANALYSIS PRIMARY TRADE AREA 4

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## X. Hotel Market Analysis – Primary Trade Area 4

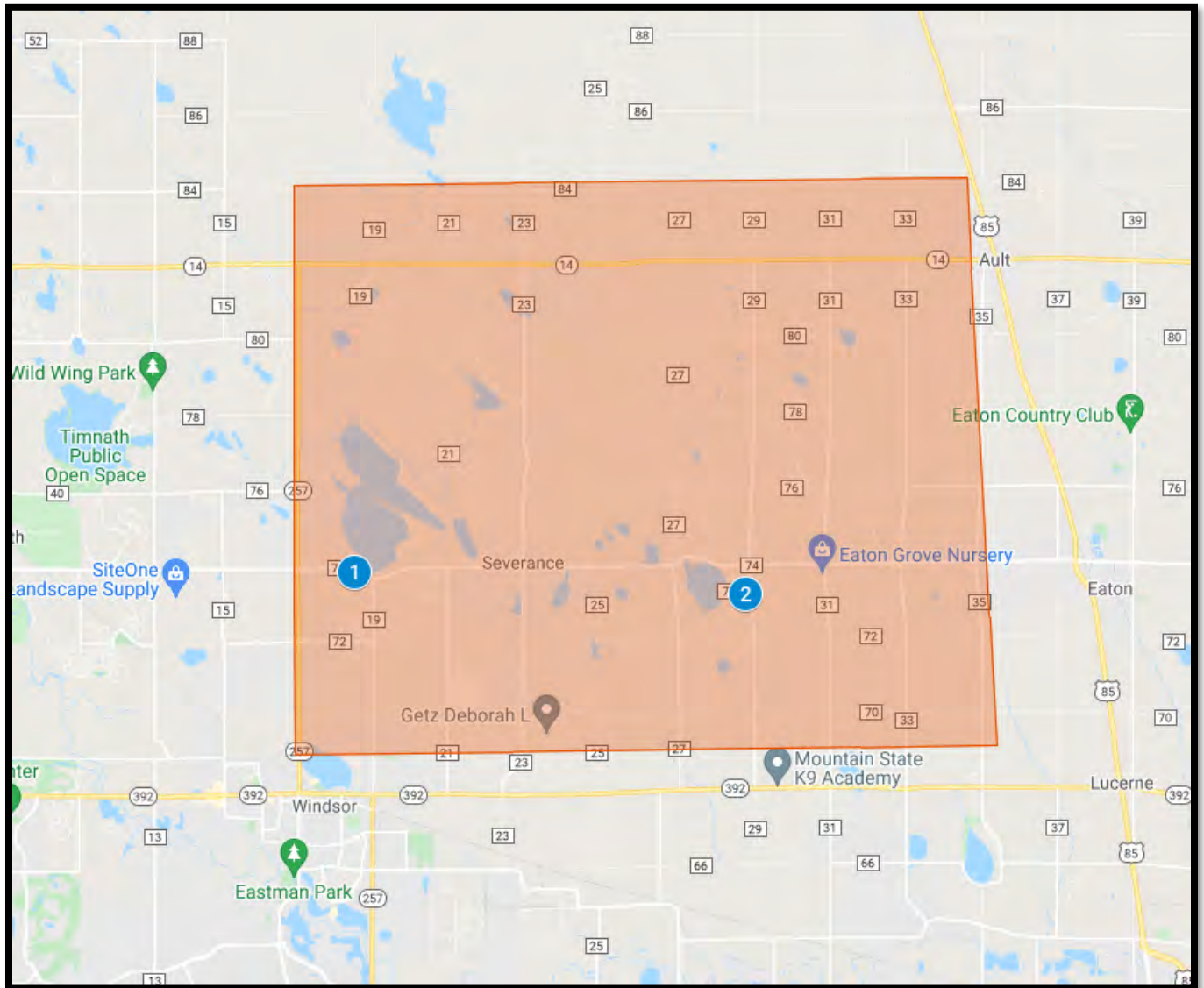
### A. UPCOMING HOTEL PROJECTS IN THE PRIMARY TRADE AREA 4

There are two upcoming hotel projects (Motel 6 and Studio 6) in the Primary Trade Area 4 area and the projects are projected to have been completed by 2022 and 2024 respectively. The total number of hotel rooms delivered by the end of 2024 will be 120. Table X-1D shows details of the upcoming projects. The Primary Trade Area 4 Hotel PTA and upcoming competitive hotels is shown in the following figure on page 262.

Table X-1D: Upcoming Hotel Inventory in the Primary Trade Area 4							
	Building Address	Building Name	City	County Name	# of Rooms	Rentable Building Area	Year Built
1	8632 Ct Rd 74	Motel 6	Windsor	Weld	40	16,250	2022
2	County Rd 74	Studio 6	Windsor	Weld	80	32,500	2024
			Total		120	48,750	2023
Source: CoStar & THK Associates, Inc.							

# HOTEL MARKET ANALYSIS

## Trade Area 3 – Primary Trade Area 3 Upcoming Competitive Hotel Inventory



## B. HOTEL DEMAND IN THE PRIMARY TRADE AREA 4

As shown in Table X-1D, are currently 12,589 hotel rooms in the Two-County area in 2021. Currently, there are no existing hotels in the Primary Trade Area 4 to know what percentage of hotel rooms the subject Primary Trade Area 4-PTA covers in the Two County Market Area. Table X-1D shows two hotel inventories that will be built in 2022 and 2024. THK projects, the Primary Trade Area 4 should capture an average of 10 hotels per year or 98 hotels rooms over the next decade.

# HOTEL MARKET ANALYSIS

Table X-2D: Primary Trade Area 4 Lodging Demand, 2022-2031

Year	Primary Trade Area 4	
	Two-County Annual New Room Demand*	New Severance PTA Hotel Room Demand
2022	318	9
2023	327	9
2024	337	9
2025	346	9
2026	356	10
2027	366	10
2028	377	10
2029	388	10
2030	400	11
2031	412	11
2022-2031 Average	363	10
Total	3,628	98

\* Assumes a PTA capture rate of 2.7% of Larimer & Weld demand through 2031

Source: THK Associates, Inc.

## XI . SUMMARY OF LAND USE POTENTIALS

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## XI. Summary of Land Use Potentials

The preceding market analysis has estimated the land use potentials for the approximate 19,000-acres of land that has been acquired by the City of Thornton, known as the Thornton Northern Properties Stewardship Plan. The properties are located in four major sub-markets identified as Primary Trade Area 1, Primary Trade Area 2, Primary Trade Area 3, and Primary Trade Area 4. The sub-market areas were analyzed for residential office, industrial, retail, and hotel uses. Based on THK's extensive analysis, the following is a summary of the land use potential for each sub-market.

Residential Market Summary				
	Historical	Projected 2021	Annual Average through 2031	Notes
Two County	6,265	5,588	6,204	
Primary Trade Area 1	2,492	2,374	2,808	PTA 1 as a percentage of the Two County Market 2021 (42.48%) and (45.26%) in 2031
Primary Trade Area 2	252	247	310	PTA 2 as a percentage of the Two County Market 2021 (4.42%) and (5.0%) in 2031
Primary Trade Area 3	154	140	159	PTA 3 as a percentage of the Two County Market 2021 (2.51%) and (2.56%) in 2031
Primary Trade Area 4	644	537	893	PTA 4 as a percentage of the Two County Market 2021 (9.61%) and (14.28%) in 2031

**Source: THK Associates, Inc.**

Office Market Summary

	Historical			Projected 2021	Annual Average through 2031	Notes on RBA Delivered Sq.Ft
	RBA Delivered Sq.FT	Net Absorption	# of Bldgs			
	Two County	262,448	312,160			
Primary Trade Area 1	132,605	162,172	141	148,960	178,895	PTA 1 as a percentage of the Two County Market 2021 (56%) and (56%) in 2031
Primary Trade Area 2	2,268	2,236	23	2,261	2,715	PTA 2 as a percentage of the Two County Market 2021 (0.85%) and (0.85%) in 2031
Primary Trade Area 3	2,268	2,236	23	2,261	2,715	PTA 3 as a percentage of the Two County Market 2021 (0.85%) and (0.85%) in 2031
Primary Trade Area 4	1,338	1,338	4	1,330	1,597	PTA 4 as a percentage of the Two County Market 2021 (0.5%) and (0.5%) in 2031

Source: THK Associates, Inc.

Industrial Market Summary

	Historical			Projected 2021	Annual Average through 2031	Notes on RBA Delivered Sq.Ft
	RBA Delivered Sq.F	Net Absorption	# of Bldgs			
	<b>Two County</b>	262,448	312,160			
<b>Primary Trade Area 1</b>	242,128	201,772	26	198,652	249,635	PTA 1 as a percentage of the Two County Market 2021 (74.68%) and (78.14%) in 2031
<b>Primary Trade Area 2</b>	6,565	6,565	2	6,291	7,368	PTA 2 as a percentage of the Two County Market 2021 (2.37%) and (2.31%) in 2031
<b>Primary Trade Area 3</b>	327	328	2	331	388	PTA 3 as a percentage of the Two County Market 2021 (0.12%) and (0.12%) in 2031
<b>Primary Trade Area 4</b>	655	654	2	700	820	PTA 4 as a percentage of the Two County Market 2021 (0.26%) and (0.26%) in 2031

Source: THK Associates, Inc.

Retail Market Summary

	Historical			Projected 2021 Annual Average through 2031		Notes on RBA Delivered Sq.Ft
	RBA Delivered Sq.FT	Net Absorption	# of Bldgs			
<b>Two County</b>	428,628	405,584	2,715	465,600	490,640	
<b>Primary Trade Area 1</b>	230,879	237,716	130	242,112	255,133	PTA 1 as a percentage of the Two County Market 2021 (52%) and (52%) in 2031
<b>Primary Trade Area 2</b>	2,968	2,968	4	2,968	3,128	PTA 2 as a percentage of the Two County Market 2021 (0.64%) and (0.64%) in 2031
<b>Primary Trade Area 3</b>	2,966	2,961	4	3,003	3,165	PTA 3 as a percentage of the Two County Market 2021 (0.65%) and (0.65%) in 2031
<b>Primary Trade Area 4</b>	850	845	2	838	883	PTA 4 as a percentage of the Two County Market 2021 (0.18%) and (0.18%) in 2031

Source: THK Associates, Inc.

Hotel Market Summary

	Historical				Projected 2022 Room Demand	Annual Average Demand through 2031	Notes on RBA Delivered Sq.Ft
	RBA Sq.FT	# of Rooms	Normal Annual Occupied Rooms	Hotel Rooms Delivered in the			
			in 2021 (70%)	last 3 years			
Two County	3,564,647	10,296	7,207	1,020	318	363	Demand is Projected of off Employment (NOT) Occupancy
Primary Trade Area 1	2,824,132	4,338	3,037	768	145	165	PTA 1 as a percentage of the Two County Market 2021 (45.45%) and (45.59%) in 2031
Primary Trade Area 2	31,074	63	44	0	4	5	PTA 2 as a percentage of the Two County Market 2021 (1.37%) and (1.25%) in 2031
Primary Trade Area 3	22,644	45	32	0	4	5	PTA 3 as a percentage of the Two County Market 2021 (1.37%) and (1.25%) in 2031
Primary Trade Area 4	16,250	40	28	0	9	10	PTA 4 as a percentage of the Two County Market 2021 (2.75%) and (2.83%) in 2031

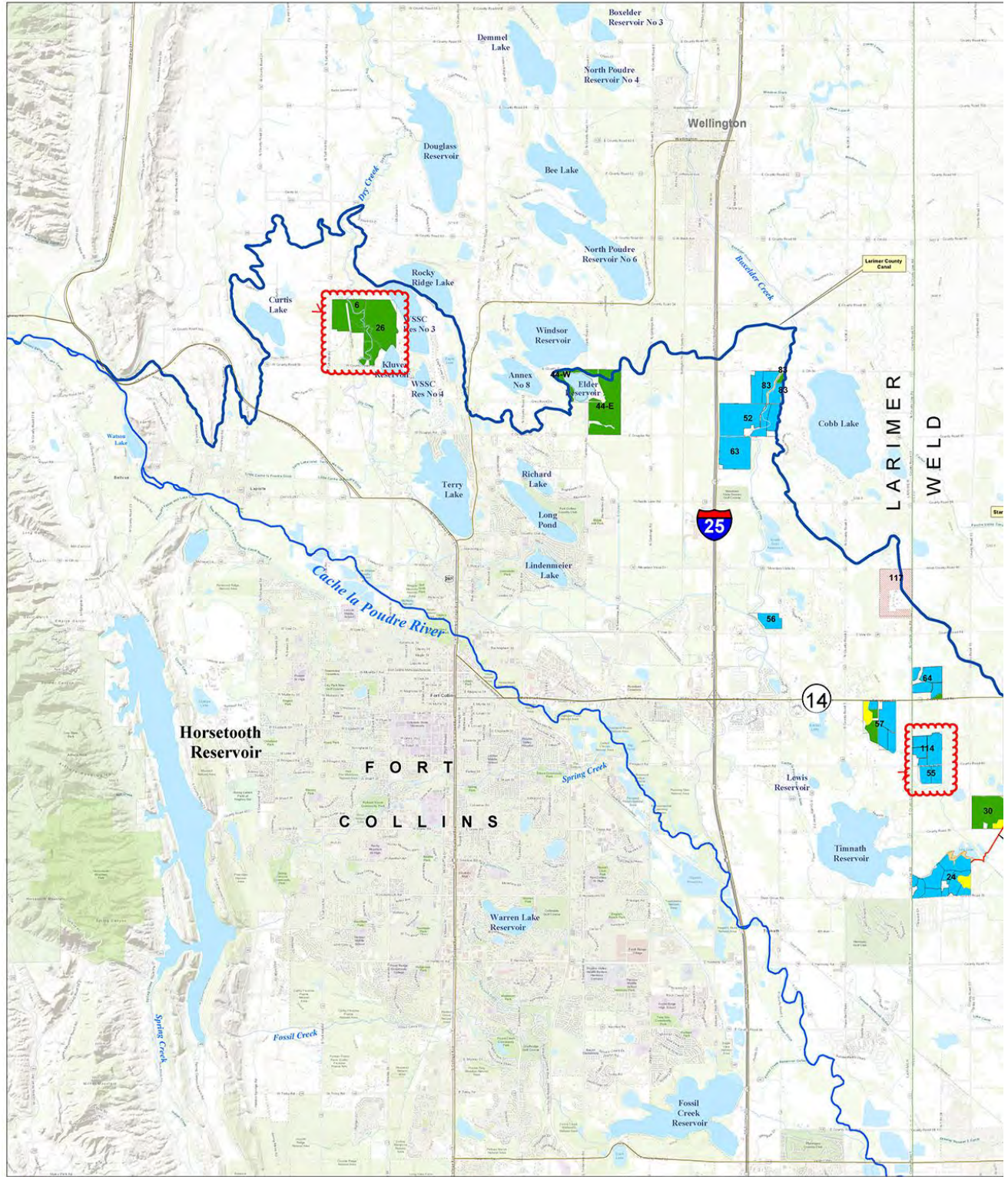
Rooms per Employee Growth is 1.039 (2021 - 2025) (3.9% industry demand) with a growth rate of 1.8% after 2025

Source: THK Associates, Inc.

XII. SPECIFIC SITE DEVELOPMENT POTENTIALS FOR  
SIX SELECTED SITES FROM THE THORNTON  
NORTHERN PROPERTIES STEWARDSHIP PLAN

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Selected site locations – Map 1



**CITY OF THORNTON**  
 6000 CIVIC CENTER DRIVE  
 THORNTON, COLORADO 80228-4328  
 (720) 977-4600

**PROPRIETARY INFORMATION – NOT FOR RESALE**  
 Digital Data provided by the City of Thornton GIS Project.  
 This map is representational only, and does not determine  
 exact locations or boundaries of any projects or properties.  
 It is not intended to be used upon for any legal descriptions  
 or other land use documents.



**FIELD STATUS**

- Active Revegetation
- NRCS Established
- Passive Revegetation

Irrigated Acre's 0.75 1.5 2.25 3 Miles



## XXII. Specific Site Development Potentials For Six Selected Sites From The Thornton Northern Properties Stewardship Plan

As presented in the previous sections of this report, THK has completed a very vigorous discussion of supply and demand forces impacting the real estate markets that make up the environs of the Thornton Northern Properties Stewardship Plan. THK profiled the residential, office, R&D/Flex industrial, retail and hotel markets specifically in four primary trade areas in Larimer and Weld Counties. The primary trade areas were referred to as PTA-1, PTA-2, PTA-3 and PTA-4. Real estate development potentials were profiled for various residential and commercial development potentials for each of these 4 primary trade areas and it is this information that is used to estimate the development potentials for the six selected sites that are profiled in the following discussion.

### A. Parcel One – 118-26

Parcel One with reference number 118-26 consists of 81 gross acres which is located in primary trade area 3 and it is shown in the accompanying illustration that is regional in nature and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan. It also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an actual photograph that shows PTA-3 and the Town of Pierce where parcel 1, 118-26 is located. This parcel is adjacent to the Town of Pierce generally southeast of the community.

**THK's research of PTA-3** established on average during the next decade PTA-3 will enjoy an annual market for the absorption of the following real estate land uses:

<u>Residential Uses</u>	<u>Annual Absorption Potentials</u>
Detached Single Family	72 units
Townhome & Condominium	31 units
Rental Apartments	56 units
<u>Commercial Uses</u>	
Office Space	3,000 Sq Ft
Industrial/R&D/Flex Space	420 Sq Ft
Retail Space	3,140 Sq Ft
Hotel Rooms	5 rooms

The subject site enjoys a very strategic location in PTA-3 and as a result it is estimated that the subject site should capture 50% of the real estate markets projected for PTA-3. Demonstrated below is the annual absorption potentials that should be realized at the subject site.

<u>Annual Site Absorption</u>	<u>Site Capture</u> 50%	<u>Density</u>	<u>Annual Acreage Absorption</u>
Detached Single Family	36 units	4/ac	9
Townhome & Condominium	16 units	8/ac	2
Rental Apartments	28 units	15/ac	3
Office Space	1,500 Sq Ft		
Industrial/R&D/Flex Space	210 Sq Ft		
Retail Space	1,570 Sq Ft		
Hotel Rooms(3 Rooms)	1,000 Sq Ft		
Total Commercial Mixed Use	4,280 Sq Ft		<u>0.5</u>
	Total Annual Absorption		14.5 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 81 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 61 acres will be available for development. With 14.5 acres being absorbed annually at the subject site, it will take approximately 4 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 1 – 118-26



81 AC Total Site Area  
20 AC Major Roads & Open Space  
 61 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq. Ft.</u>
Detached Single Family	36.0	4.0	144
Townhome & Condominiums	8.0	8.0	64
Rental Apartments	12.0	15.0	<u>180</u>
Commercial Including Retail, Office/Flex, R&D, Hotel	<u>5.0</u>	25% coverage	55,000
	61.0	4 years	

As shown above, Parcel 1 would be appropriate for the development of approximately 388 residential units including 144 detached single-family units, 64 townhomes and condominiums and 180 rental apartments along with a 5-acre mixed use commercial parcel that would have 55,000 sq. ft. of building area that might include 20 hotel rooms, 15,000-20,000 sq. ft. of office space and retail space and 10,000 sq. ft. of industrial/flex/R&D.

B. Parcel Two – 12W

Parcel Two with reference number 12W consists of 101 gross acres and it is located in Primary Trade Area 3 and it is shown in the accompanying illustration that is regional and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan and it also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an aerial photograph that shows PTA-3 and the Town of Pierce where Parcel 2, 12W is located. This parcel is adjacent to the Town of Pierce generally south of the community.

**THK's research of PTA-3** established on average during the next decade PTA-3 will enjoy an annual market for the absorption of the following real estate land uses:

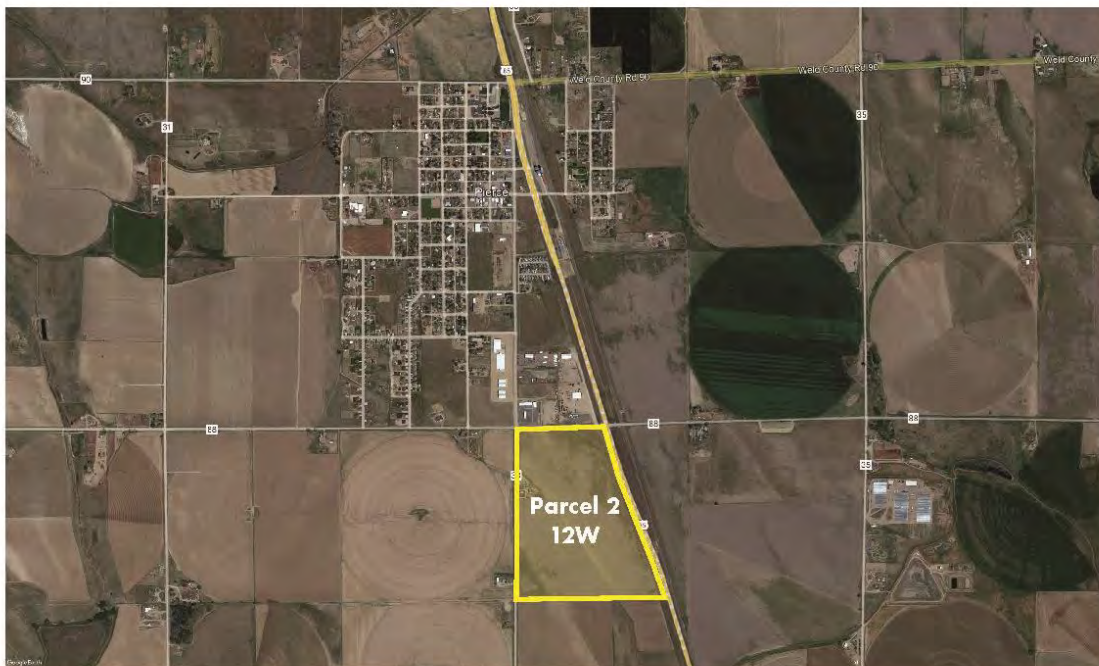
<u>Residential Uses</u>	<u>Annual Absorption Potentials</u>
Detached Single Family	72 units
Townhome & Condominium	31 units
Rental Apartments	56 units
 <u>Commercial Uses</u>	
Office Space	3,000 Sq Ft
Industrial/R&D/Flex Space	420 Sq Ft
Retail Space	3,140 Sq Ft
Hotel Rooms	5 rooms

The subject site enjoys a very strategic location in PTA-3 and as a result it is estimated that the subject site should capture 50% of the real estate markets projected for PTA-3. Demonstrated below is the annual absorption potentials that should be realized at the subject site, Parcel 2, 12W.

<u>Annual Site Absorption</u>	<u>Site Capture</u>	<u>Density</u>	<u>Annual Acreage Absorption</u>
Detached Single Family	36 units	4/ac	9
Townhome & Condominium	16 units	8/ac	2
Rental Apartments	28 units	15/ac	3
Office Space	1,500 Sq Ft		
Industrial/R&D/Flex Space	210 Sq Ft		
Retail Space	1,570 Sq Ft		
Hotel Rooms(3 Rooms)	1,000 Sq Ft		
Total Commercial Mixed Use	4,280 Sq Ft		<u>0.5</u>
	Total Annual Absorption		14.5 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 101 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 76 acres will be available for development. With 14.5 acres being absorbed annually at the subject site, it will take approximately 5.2 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 2 – 12W



101 AC Total Site Area  
25 AC Major Roads & Open Space  
 76 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq Ft</u>
Detached Single Family	43.0	4.0	172
Townhome & Condominiums	10.0	8.0	80
Rental Apartments	15.0	15.0	<u>225</u>
Commercial Including			477
Retail, Office/Flex, R&D, Hotel	<u>8.0</u>	25% coverage	90,000
	76.0	5.2 years	

As shown above, Parcel 2 would be appropriate for the development of approximately 477 residential units including 172 detached single family units, 80 townhomes and condominiums and 225 rental apartments along with an 8 acre mixed use commercial parcel that would have 90,000 sq. ft. of building area that might include 25 hotel rooms, 25,000-30,000 sq. ft. of office space and retail space and 25,000 sq. ft. of industrial/flex/R&D.

C. Parcel Three – 118-11W

Parcel Three with reference number 118-11W consists of 313 gross acres and it is located in Primary Trade Area 2 and it is shown in the accompanying illustration that is regional and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan and it also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an aerial photograph that shows PTA-2 and the Town of Ault where Parcel 3, 118-11W is located. This parcel is adjacent to the Town of Ault generally northwest of the community.

**THK's research of PTA-2** established on average during the next decade PTA-2 will enjoy an annual market for the absorption of the following real estate land uses:

<u>Residential Uses</u>	<u>Annual Absorption Potentials</u>
Detached Single Family	141 units
Townhome & Condominium	60 units
Rental Apartments	108 units
 <u>Commercial Uses</u>	
Office Space	2,715 Sq Ft
Industrial/R&D/Flex Space	7,905 Sq Ft
Retail Space	3,140 Sq Ft
Hotel Rooms	<u>5 rooms</u>
	15,560 Sq Ft

The subject site enjoys a very strategic location in PTA-2 and as a result it is estimated that the subject site should capture 35% of the real estate markets projected for PTA-2. Demonstrated below is the annual absorption potentials that should be realized at the subject site.

<u>Annual Site Absorption</u>	<u>Site Capture</u>	<u>Density</u>	<u>Annual Average Absorption</u>
Detached Single Family	35% 50 units	4/ac	12.5
Townhome & Condominium	20 units	8/ac	2.5
Rental Apartments	35 units	15/ac	2.3
Office Space	1,560 Sq Ft		
Industrial/R&D/Flex Space	3,900 Sq Ft		
Retail Space	1,570 Sq Ft		
Hotel Rooms(5 Rooms)	1,000 Sq Ft		
Total Commercial Mixed Use	7,800 Sq Ft		<u>0.8</u>
	Total Annual Absorption		18.1 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 313 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 235 acres will be available for development. With 18.1 acres being absorbed annually at the subject site, it will take approximately 13 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 3 – 118-11W



313 AC Total Site Area  
78 AC Major Roads & Open Space  
 235 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq Ft</u>
Detached Single Family	157.5	4.0	630
Townhome & Condominiums	32.5	8.0	260
Rental Apartments	30.0	15.0	<u>450</u>
Commercial Including			1340
Retail, Office/Flex, R&D, Hotel	<u>15.0</u>	25% coverage	163,400 Sq Ft
	235.0	13 years	

As shown above Parcel 3 would be appropriate for the development of approximately 1340 residential units including 630 detached single-family units, 260 townhomes and condominiums and 450 rental apartments along with a 15 acre mixed use commercial parcel that would have 163,400 sq. ft. of building area that might include 50 hotel rooms, 30,000-35,000 sq. ft. of office space and retail space and 15,000 sq. ft. of industrial/flex/R&D.

D. Parcel Four – 58W

Parcel Four with reference number 58W consists of 88 gross acres and it is located in Primary Trade Area 2 and it is shown in the accompanying illustration that is regional natural and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan and it also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an aerial photograph that shows PTA-2 and the Town of Ault where Parcel 4, 58W is located. This parcel is adjacent to the Town of Ault generally south of the community.

**THK's research of PTA-2** established on average during the next decade PTA-2 will enjoy an annual market for the absorption of the following real estate land uses:

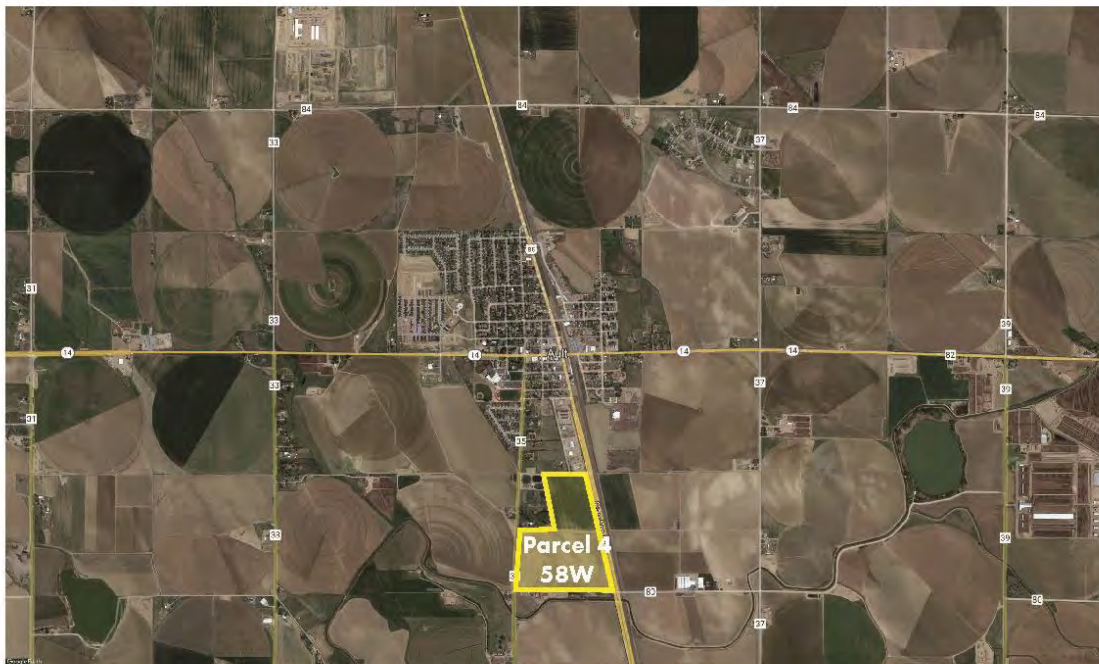
<u>Residential Uses</u>	<u>Annual Absorption Potentials</u>
Detached Single Family	141 units
Townhome & Condominium	60 units
Rental Apartments	108 units
 <u>Commercial Uses</u>	
Office Space	2,715 Sq Ft
Industrial/R&D/Flex Space	7,905 Sq Ft
Retail Space	3,140 Sq Ft
Hotel Rooms	<u>5 rooms</u>
	15,560 Sq Ft

The subject site enjoys a very strategic location in PTA-2 and as a result it is estimated that the subject site should capture 25% of the real estate markets projected for PTA-2. Demonstrated below is the annual absorption potentials that should be realized at the subject site.

<u>Annual Site Absorption</u>	<u>25%</u>	<u>Density</u>	<u>Annual Acreage Absorption</u>
Detached Single Family	35 units	4/ac	9.0
Townhome & Condominium	15 units	8/ac	2.0
Rental Apartments	25 units	15/ac	1.7
Office Space	1,560 Sq Ft		
Industrial/R&D/Flex Space	3,900 Sq Ft		
Retail Space	1,570 Sq Ft		
Hotel Rooms(5 Rooms)	1,000 Sq Ft		
Total Commercial Mixed Use	7,800 Sq Ft		<u>0.8</u>
	Total Annual Absorption		13.5 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 88 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 66 acres will be available for development. With 13.5 acres being absorbed annually at the subject site, it will take approximately 5 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 4 – 58W



88 AC Total Site Area  
22 AC Major Roads & Open Space  
66 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq Ft</u>
Detached Single Family	38.0	4.0	152
Townhome & Condominiums	10.0	8.0	80
Rental Apartments	8.0	15.0	<u>120</u>
Commercial Including			352
Retail, Office/Flex, R&D, Hotel	<u>10.0</u>	25% coverage	109,000 Sq Ft
	66.0	5 years	

As shown above Parcel 4 would be appropriate for the development of approximately 352 residential units including 152 detached single family units, 80 townhomes and condominiums and 120 rental apartments along with a 10 acre mixed use commercial parcel that would have 109,000 sq. ft. of building area that might include 50 hotel rooms, 15,000-20,000 sq. ft. of free space and retail space and 76,000 sq. ft. of industrial/flex/R&D.

E. Parcel Five – 114/55

Parcel Five with reference number 114/55 consists of 196 gross acres and it is located in Primary Trade Area 1 and it is shown in the accompanying illustration that is regional and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan and it also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an aerial photograph that shows PTA-1 and the Town of Timnath where Parcel 5, 114/55 is located. This parcel is adjacent to the Town of Timnath generally north of the community.

**THK's research of PTA-1** established on average during the next decade PTA-1 will enjoy an annual market for the absorption of the following real estate land uses:

Residential Uses

Detached Single Family	1277 units
Townhome & Condominium	548 units
Rental Apartments	983 units

Annual Absorption Potentials

Commercial Uses

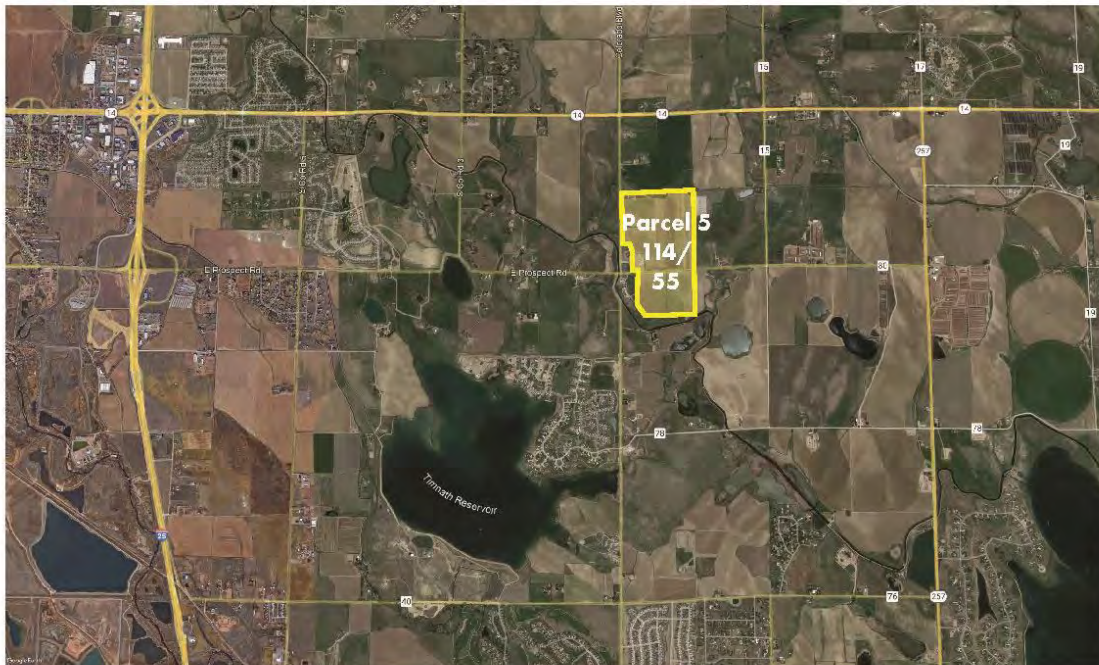
Office Space	178,895 Sq Ft
Industrial/R&D/Flex Space	249,633 Sq Ft
Retail Space	255,133 Sq Ft
Hotel Rooms	<u>165 rooms</u>

The subject site enjoys a very strategic location in PTA-1 and as a result it is estimated that the subject site should capture 5% of the real estate markets projected for PTA-1. Demonstrated below is the annual absorption potentials that should be realized at the subject site.

<u>Annual Site Absorption</u>	<u>25%</u>	<u>Density</u>	<u>Annual Acreage Absorption</u>
Detached Single Family	60 units	4/ac	15.0
Townhome & Condominium	25 units	8/ac	3.0
Rental Apartments	45 units	15/ac	3.0
Office Space	8,900 Sq Ft		
Industrial/R&D/Flex Space	12,500 Sq Ft		
Retail Space	12,800 Sq Ft		
Hotel Rooms(8 Rooms)	2,400 Sq Ft		
Total Commercial Mixed Use	36,600 Sq Ft		<u>3.4</u>
	Total Annual Absorption		24.4 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 196 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 147 acres will be available for development. With 24.4 acres being absorbed annually at the subject site, it will take approximately 6 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 5 – 114/55



196 AC Total Site Area  
49 AC Major Roads & Open Space  
 147 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq Ft</u>
Detached Single Family	91.0	4.0	364
Townhome & Condominiums	18.0	8.0	144
Rental Apartments	18.0	15.0	<u>270</u>
Commercial Including			778
Retail, Office/Flex, R&D, Hotel	<u>20.0</u>	25% coverage	217,800 Sq Ft
	147.0	6 years	

As shown above Parcel 5 would be appropriate for the development of approximately 778 residential units including 364 detached single family units, 144 townhomes and condominiums and 270 rental apartments along with a 20 acre mixed use commercial parcel that would have 217,800 sq. ft. of building area that might include 50 hotel rooms, 50,000-60,000 sq. ft. of office space and retail space and 80,000 sq. ft. of industrial/flex/R&D.

F. Parcel Six – 26/6

Parcel Six with reference number 26/6 consists of 414 gross acres which is located just outside of the 4 primary trade areas and it is shown in the accompany illustration that is regional nature and this illustration includes all of the parcels in the Thornton Northern Properties Stewardship Plan and it also references the 6 selected parcels to be characterized in more detail for their highest and best use development potential. Demonstrated in more detail is an actual photograph that shows where parcel 6, 26/6 is located. This parcel is generally north of the Ft. Collins community.

**THK's research of this area established on average during the next decade this area will enjoy an annual market for the absorption of the following real estate land uses:**

<u>Residential Uses</u>	<u>Annual Absorption Potentials</u>
Detached Single Family	1,420 units
Townhome & Condominium	590 units
Rental Apartments	1,090 units
<u>Commercial Uses</u>	
Office Space	137,900 Sq Ft
Industrial/R&D/Flex Space	158,600 Sq Ft
Retail Space	232,400 Sq Ft
Hotel Rooms	193 rooms

The subject site enjoys a very strategic location in this area and as a result it is estimated that the subject site should capture 5.0% of the real estate markets projected for this area. Demonstrated below is the annual absorption potentials that should be realized at the subject site.

<u>Annual Site Absorption</u>	<u>50%</u>	<u>Density</u>	<u>Annual Acreage Absorption</u>
Detached Single Family	70 units	4/ac	17.5
Townhome & Condominium	30 units	8/ac	3.8
Rental Apartments	55 units	15/ac	3.7
Office Space	11,000 Sq Ft		
Industrial/R&D/Flex Space	12,700 Sq Ft		
Retail Space	18,600 Sq Ft		
Hotel Rooms(15 Rooms)	5,000 Sq Ft		
Total Commercial Mixed Use	47,300 Sq Ft		<u>3.8</u>
	Total Annual Absorption		28.8 Acres

Realizing this projected annual land absorption, it is possible to build a model that represents the fastest absorption and highest best use of the subject site. In development of the subject 414 acres approximately 25% of the total site is likely needed for major roads and open space and therefore 310 acres will be available for development. With 28.8 acres being absorbed annually of the subject site it will take approximately 10.8 years to totally absorb the site with urban land uses.

Economic Model for the Development of Parcel 6 - 26/6



414 AC Total Site Area  
104 AC Major Roads & Open Space  
 310 AC Developable

	<u>Acres</u>	<u>Density</u>	<u>Units/Sq Ft</u>
Detached Single Family	188.0	4.0	750
Townhome & Condominiums	41.0	8.0	330
Rental Apartments	40.0	15.0	<u>600</u>
Commercial Including			1,680
Retail, Office/Flex, R&D, Hotel	<u>41.0</u>	25% coverage	446,500
	310.0	10.8 years	

As shown above Parcel 6 would be appropriate for the development of approximately 1,680 residential units including 750 detached single family units, 330 townhomes and condominiums and 600 rental apartments along with a 41 acre mixed use commercial parcel that would have 446,500 sq. ft. of building area that might include 150 hotel rooms, 120,000-140,000 sq. ft. of office space and retail space and 196,000 sq. ft. of industrial/flex/R&D.

End of Report

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