

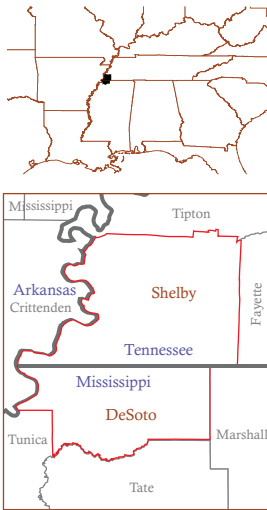


Memphis, Tennessee-Mississippi

U.S. Department of Housing and Urban Development | Office of Policy Development and Research | As of April 1, 2007



Housing Market Area



The Memphis, Tennessee-Mississippi Housing Market Area (HMA) is defined as Shelby County, Tennessee, and DeSoto County, Mississippi. In this report, the counties are identified as the two submarkets of the HMA. The city of Memphis, located in Shelby County, is the economic and service center for the HMA and the greater eight-county metropolitan area. According to the Census Bureau, DeSoto County is one of the 30 fastest growing counties in the nation.

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Summary

Economy

Since the economic downturn of 2001 and 2002, a modest economic recovery has begun in the Memphis HMA. In the 12-month period ending March 2007, average resident employment reached a record high of 487,500 workers. New employment opportunities in the construction, healthcare, information, and manufacturing sectors are expected to sustain the economic recovery. Resident employment growth is expected to increase 2 percent a year during the 3-year forecast period.

Sales Market

The home sales market in the HMA is somewhat soft. Despite an estimated 22,200 new and existing homes sold during the past year, the inventory of unsold homes significantly increased. In Shelby and DeSoto Counties, inventories increased by 32 and 25 percent, respectively. The im-

proved economic conditions in the HMA and anticipated household growth are expected to sustain demand for new sales housing. During the forecast period, demand will be generated for 18,450 new homes (see Table 1).

Rental Market

The Shelby County rental housing market is soft. Vacancies are at a record-high level as a result of new rental properties entering the market and the conversion of single-family homes to investor-owned rental units. In DeSoto County, rental construction has kept up with demand and the market is balanced. During the forecast period, the DeSoto County rental market is expected to tighten. Demand during the next 3 years should support the production of 1,220 new rental housing units to achieve a balanced market at the end of the forecast period (see Table 1).

Table 1. Housing Demand in the Memphis HMA, 3-Year Forecast, April 1, 2007 to April 1, 2010

	Memphis HMA		Shelby County Submarket		DeSoto County Submarket	
	Sales Units	Rental Units	Sales Units	Rental Units	Sales Units	Rental Units
Total Demand	18,450	1,220	11,750	0	6,700	1,220
Under Construction	1,370	890	700	570	670	320

Notes: Total demand represents estimated production necessary to achieve a balanced market at the end of the forecast period. Units under construction as of April 1, 2007.

Source: Estimates by analyst

Economic Conditions

The Memphis HMA is home to the world's largest cargo airport, the nation's third largest rail center, and the nation's fourth largest inland port. According to a May 2005 University of Memphis study, in 2004, the cargo operation at Memphis International Airport had a \$19.5 billion economic impact on the HMA. The cargo operation also supports an estimated 156,000 jobs. Tourism and health care are also integral parts of the Memphis economy. Table 2 details major employers in the HMA and Figure 1 shows employment by sector.

During the 1990s, casino development in nearby Tunica County, Mississippi, led to an increase of

approximately 17,100 jobs in the leisure and hospitality sector. Most of the workers reside in the HMA and commute to their jobs at the casinos. Also adding to the economic growth during 1990s was the development of bioscience centers that created more than 16,300 jobs in the education and health services sector. During the 1990s, nonfarm employment in the metropolitan area increased by 13,600 jobs a year and, by the end of the decade, averaged 616,700.

The job growth of the 1990s continued through 2000; by year end, nonfarm employment averaged 624,400 jobs. The national recession that began in 2001 strongly affected the HMA. In 2001, nonfarm employment fell by 5,300 jobs to 619,100. Job losses continued through 2002 and totaled more than 11,300 positions, of which 75 percent were manufacturing jobs. In late 2003, a strong recovery began. Between 2003 and 2006, nonfarm employment grew by nearly 24,300 jobs. Most employment sectors posted moderate gains. The largest gains were made in the education and health services and professional and business services sectors, with job increases of 7,700 and 6,600, respectively. The information sector recorded the largest loss, at 2,500 jobs. The manufacturing sector posted a small loss of about 300 jobs.

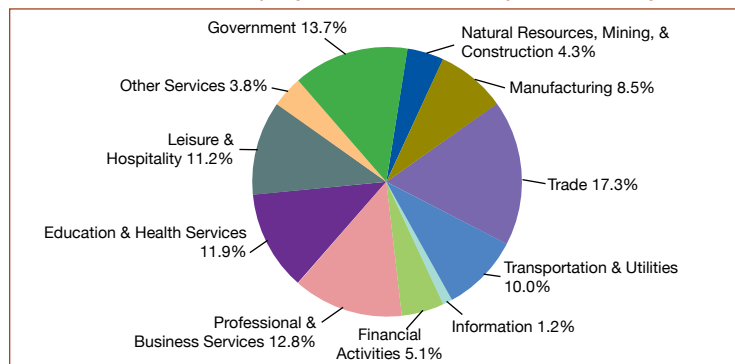
During the 12-month period ending March 2007, all employment sectors gained jobs, with the exception of the information and government sectors. Employment increased by 9,400 jobs to a total of 639,700 jobs compared with the previous 12-month period (see Table 3). Figure 2 illustrates nonfarm employment trends by sector in the HMA since 1990.

Table 2. Major Employers in the Memphis HMA

Name of Employer	Employment Sector	Number of Employees
Shelby County, Tennessee		
FedEx Corporation	Transportation	30,000
Federal Government (all agencies)	Government	14,800
Methodist Healthcare	Health Services	10,000
Baptist Memorial Health Care Corporation	Health Services	8,000
DeSoto County, Mississippi		
Baptist Memorial Hospital	Health Services	1,500
Williams-Sonoma, Inc.	Retail Trade	500

Sources: Memphis Regional Chamber; DeSoto County Economic Development Council

Figure 1. Current Employment in the Memphis MSA, by Sector



Notes: Data are for the entire Memphis Metropolitan Statistical Area (MSA). Approximately 80 percent of the jobs are located in Shelby County, 7 percent are in DeSoto County, and the balance are in the remaining six counties of the MSA. Based on 12-month averages through March 2007.

Source: U.S. Bureau of Labor Statistics

During the 1990s, resident employment in the HMA increased at a relatively strong rate of approximately 7,100 people a year. By the end of the decade, resident employ-

ment totaled 485,500 workers, with approximately 90 percent located in Shelby County and the remaining balance in DeSoto County. As a result of resident employment growth, the average unemployment rate for the HMA declined from 4.7 percent in 1990 to 3.7 percent in 1999. As the economy began to falter in 2001, resident employment declined. Year-end 2003 average resident employment was down 2.5 percent to 473,600 workers compared with the 1999 year-end average. The average unemployment rate during this period rose to 5.8 percent.

Recent job growth in the metropolitan area has prompted an increase in resident employment. During the 12-month period ending March 2007, resident employment grew by 2.3 percent to 487,500 workers compared with the previous 12-month period, and the average

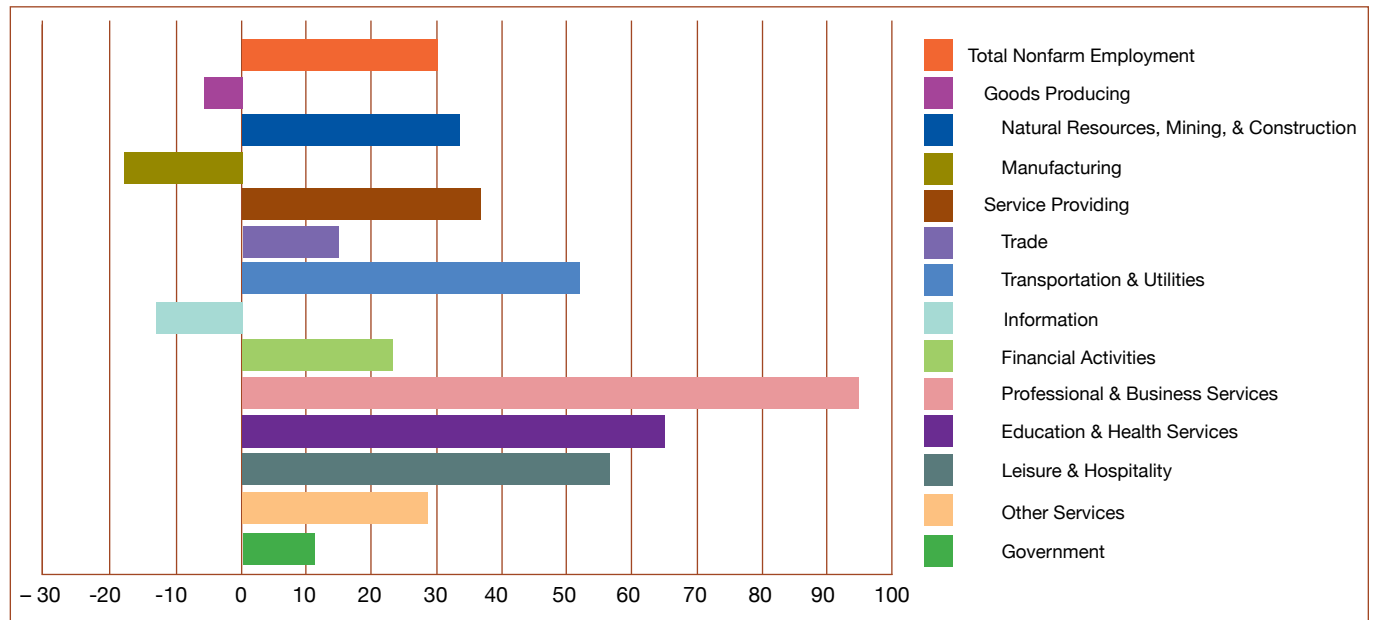
Table 3. 12-Month Average Employment in the Memphis MSA, by Sector

Employment Sector	12 Months Ending March 2006	12 Months Ending March 2007	Percent Change
Total Nonfarm Employment	630,300	639,700	1.5
Goods Producing	80,900	82,300	1.7
Natural Resources, Mining, & Construction	26,600	27,800	4.5
Manufacturing	54,300	54,500	0.4
Service Providing	549,500	557,500	1.5
Trade	109,300	110,900	1.5
Transportation & Utilities	63,900	64,300	0.6
Information	7,700	7,500	-2.6
Financial Activities	32,900	32,900	0.0
Professional & Business Services	79,500	81,900	3.0
Education & Health Services	74,400	76,000	2.2
Leisure & Hospitality	68,800	71,700	4.2
Other Services	24,500	24,600	0.4
Government	88,500	87,900	-0.7

Notes: Data are for the entire Memphis Metropolitan Statistical Area (MSA). Approximately 80 percent of the jobs are located in Shelby County, 7 percent are in DeSoto County, and the balance are in the remaining six counties of the MSA. Based on 12-month averages through March 2006 and March 2007. Numbers may not add to totals because of rounding.

Source: U.S. Bureau of Labor Statistics

Figure 2. Sector Growth in the Memphis MSA, Percentage Change, 1990 to Current



Notes: Data are for the entire Memphis Metropolitan Statistical Area (MSA). Approximately 80 percent of the jobs are located in Shelby County, 7 percent are in DeSoto County, and the balance are in the remaining six counties of the MSA. Current is based on 12-month averages through March 2007.

Source: U.S. Bureau of Labor Statistics

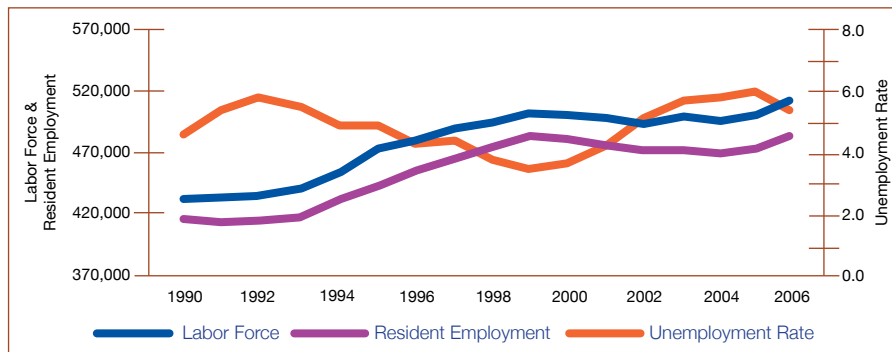
unemployment rate declined from 6.0 percent to 5.4 percent. Resident employment in Shelby County was up 2.7 percent to 418,600 workers. In DeSoto County, resident employment was relatively unchanged at 68,900 workers. Figure 3 shows trends in the labor force, resident employment, and unemployment rate in the HMA since 1990.

According to the Memphis Regional Chamber, approximately 30 companies plan to relocate to or expand in Shelby County during the next 3 years. The businesses are planning to invest \$1.7 billion in plants and equipment and

create 4,300 jobs. One of the largest expansions will result in 800 additional jobs at an existing call center. Manufacturing-related expansions are expected to add nearly 1,100 jobs. Medical-related expansions are expected to create approximately 500 jobs. In DeSoto County, more than \$100 million in road construction projects, including the construction of Interstate 69, are under way. The road projects are expected to create hundreds of new construction-related jobs and enhance access to area employment centers.

The 11 colleges and universities located in the HMA have a combined enrollment of more than 42,000 students. The University of Memphis is the largest university, with a 2006–07 academic year enrollment of more than 20,000 students. The university employs approximately 2,500 faculty and staff. Approximately 75 percent of the students enrolled at the university are from Shelby County. According to the university, the institution's annual economic impact on the metropolitan area is \$1.4 billion.

Figure 3. Trends in Labor Force, Resident Employment, and Unemployment Rate in the Memphis HMA, 1990 to 2006



Source: U.S. Bureau of Labor Statistics

Population and Households

Since the early 1990s, DeSoto County has been the principal growth area of the Memphis HMA. The convenient commute to employment centers in Shelby County has made DeSoto County a popular housing alternative. The result has been a significant influx of people from Shelby County and other areas moving into DeSoto County. Population growth in DeSoto

County has been mostly in the cities of Hernando, Horn Lake, Olive Branch, and Southaven.

The moderate economic growth of the 1990s resulted in an increase in the population of the HMA. During the 1990s, Shelby and DeSoto Counties grew at an annual rate of 0.8 percent and 4.7 percent, respectively. As of the 2000 Census, the population

of the HMA was 1,004,671, with about 90 percent residing in Shelby County. Since 2000, net out-migration of nearly 30,000 people from Shelby County has nearly offset the net natural increase (resident births minus resident deaths), and population growth in Shelby County has declined to 0.3 percent a year. Since 2000, with net in-migration of nearly 35,000 people, the annual growth rate in DeSoto County has been 4.9 percent. Currently, the estimated population of the HMA is 1,063,000, with Shelby County accounting for about 85 percent of the total. Figure 4 shows population and household growth and Figure 5

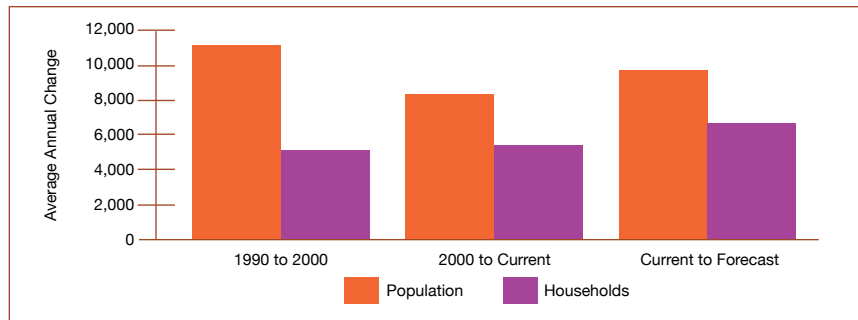
displays components of population change in the HMA from 1990 through the forecast date.

The nonhousehold population of the HMA is currently estimated at 20,000. The inmate population represents 35 percent of total nonhousehold population. Residents of dormitories and residence halls and of nursing homes account for 25 percent and 20 percent, respectively, of the non-household population. The remaining 20 percent are in temporary shelters and other group quarters. During the forecast period, the nonhousehold population is expected to remain at approximately the same level.

Since 2000, household formation in both submarkets has mirrored population growth. In Shelby County, the number of households has grown by a slight 0.9 percent, or 3,119, a year. In DeSoto County, the number of households has grown by 4.9 percent, or 2,214, a year. See Tables DP-1, DP-2, and DP-3 at the end of this report for population and household tenure trends in the HMA and the two submarkets.

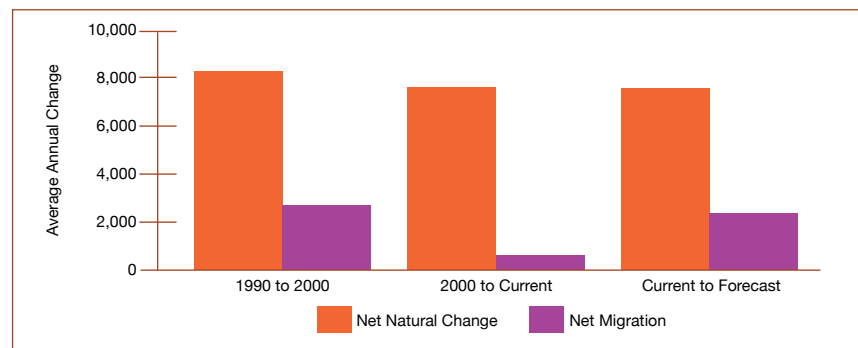
During the forecast period, net in-migration is expected to increase because of the expanding economy. In Shelby County, the population and the number of households are expected to increase to 921,700 and 372,800, respectively. In DeSoto County, the population and the number of households are expected to reach 170,800 and 62,300, respectively.

Figure 4. Population and Household Growth in the Memphis HMA, 1990 to Forecast



Sources: 1990 and 2000—U.S. Census; current and forecast—estimates by analyst

Figure 5. Components of Population Change in the Memphis HMA, 1990 to Forecast



Sources: 1990 and 2000—U.S. Census; current and forecast—estimates by analyst

Housing Market Trends

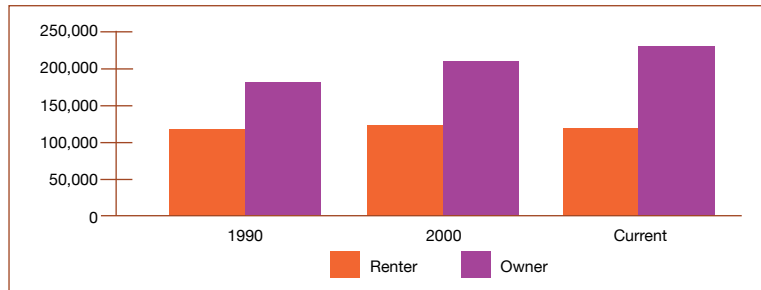
Sales Market—Shelby County Submarket

During the 1990s, population and household growth resulted in increased demand for homes and a slight tightening of the sales market, which resulted in more balanced conditions by the end of the decade. Figure 6 displays household trends by tenure in the Shelby County submarket. Between 1990 and 2000, the sales market vacancy rate declined from 2.5 to 1.9 percent. In 2001, with the decline of the economy, the sales market softened. As a result, single-family construction, as measured by building permit activity, decreased dramatically. As the economy started to recover in late 2003, the sales housing market tightened and builders responded by increasing construction. The number of single-family units permitted in 2004 and 2005 were almost equal to

the strong level of activity that occurred in the mid-1990s (see Figure 7).

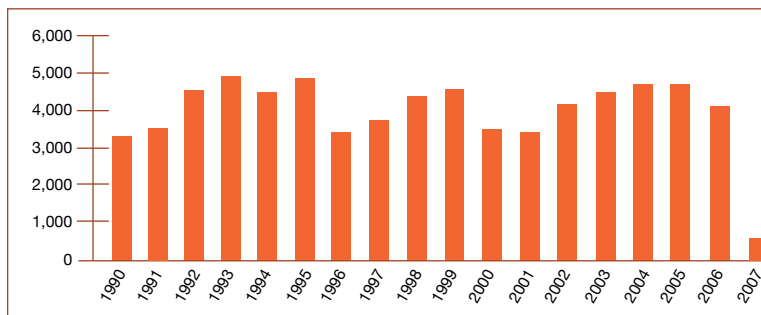
During the past 12 months, due to tightening credit standards, sales housing market conditions have softened and the unsold inventory has substantially increased. For the 12-month period ending March 2007, the Memphis Area Association of REALTORS® (MAAR) reported sales of 18,300 new and existing homes with a median sales price of \$132,000; these figures are almost equal to the number of sales and the median sales price recorded for the previous 12-month period. During the most recent 12-month period, the inventory of unsold homes rose by 32 percent to 12,400 units. The current estimated sales market vacancy rate is 2.5 percent, up from 1.9 percent in 2000.

Figure 6. Number of Households by Tenure in the Shelby County Submarket, 1990 to Current



Sources: 1990 and 2000—U.S. Census; current—estimates by analyst

Figure 7. Single-Family Building Permits Issued in the Shelby County Submarket, 1990 to 2007



Notes: Includes only single-family units. Includes data through March 2007.

Source: U.S. Census Bureau, Building Permits Survey

In response to decreased demand, rising inventories, and increased vacancies, home builders have slowed single-family production. For the 12-month period ending March 2007, nearly 3,760 single-family homes were permitted, down 17 percent from the number permitted a year earlier. Sellers and developers are starting to offer sales incentives, mostly consisting of paying closing costs, especially for homes priced at \$300,000 and higher.

After years of decline, downtown Memphis has seen a resurgence of growth and development. Since 2000, condominium development in Memphis has dramatically increased, with more than 1,300 units completed. As of March 2007, according to MAAR, the median sales price of a downtown condominium was

Housing Market Trends

Sales Market—Shelby County Submarket *Continued*

\$139,000 compared with \$115,000 in March 2006. The Memphis Center City Commission reported that, as of March 2007, an estimated 470 condominium units were under construction; these units are expected to enter the market during 2007 and 2008. An additional 1,400 condominium units to be constructed in the downtown area are in the planning stages.

Table 4. Estimated Demand for New Market-Rate Sales Housing in the Shelby County Submarket, April 1, 2007 to April 1, 2010

Price Range (\$)		Units of Demand	Percent of Total
From	To		
140,000	159,999	1,090	9.3
160,000	179,999	1,080	9.2
180,000	199,999	1,060	9.0
200,000	249,999	2,310	19.7
250,000	299,999	1,740	14.8
300,000	399,999	1,870	15.9
400,000	and higher	2,600	22.1

Source: Estimates by analyst

In Shelby County, the soft sales housing market has led to an increase in the number of foreclosures. During 2006, approximately 6,950 homes were sold through foreclosure and deeds conveying title were recorded; during 2005, 4,840 homes were sold in this manner. Investors bought a large portion of the homes purchased through foreclosure. Because of the soft sales housing market, many of the investor-purchased homes were converted into rental properties.

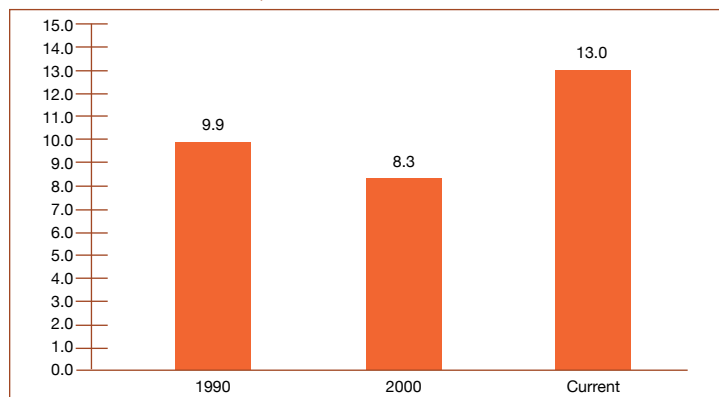
During the next 3 years, demand is forecast for 11,750 new sales units; this demand is based on anticipated economic and household growth. See Table 4 for a profile of demand for sales housing in the Shelby County submarket by price range.

Rental Market—Shelby County Submarket

Since 2000, increases in rental housing construction, the conversion of single-family houses into rentals, and the preference for homeownership have softened the rental market in Shelby County. The current estimated rental vacancy rate of

13 percent is at its highest level since 1990. A large portion of the vacancies are Class B and C units in older complexes. Rent specials and concessions are usually limited to lease-up specials at new developments. To compete in the market, asking rents have been reduced at older developments. Figure 8 displays trends in vacancy rates in the submarket.

Figure 8. Rental Vacancy Rates in the Shelby County Submarket, 1990 to Current



Sources: 1990 and 2000—U.S. Census; current—estimates by analyst

During the late 1990s, a large portion of the Shelby County multifamily rental stock was demolished. The approximately 11,000 older and dilapidated units were razed to make way for new mixed-income developments. As a result, multifamily construction, as measured by the number of units permitted, significantly increased in 1999 and 2000.

Housing Market Trends

Rental Market—Shelby County Submarket *Continued*

The demolition of older rental units has continued but not at the rate that occurred in the 1990s. Since 2000, an estimated 700 units a year have been removed from the inventory; however, more than 1,500 units a year have been added. The significant increase in the rental inventory and the preference for homeownership have contributed to the record-high rental vacancy rate. Figure 9 displays trends in multifamily construction in the submarket.

Because of the soft rental housing market, multifamily construction has declined. For the current 12-month period, 1,290 multifamily units have been permitted, down from 1,420 units permitted in the previous 12-month period. An estimated 570 multifamily rental units and about 850 condominium units are currently under construction.

New Class A apartment units entering the market during the past year have helped maintain average apartment rents. Reis, Inc., reported that the overall average

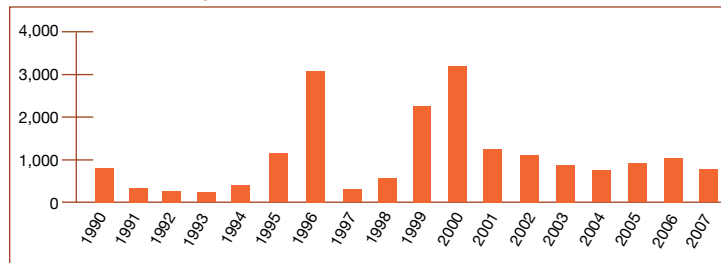
monthly rent for all units, at \$626, is relatively unchanged from a year ago. The average rent for Class A units was up slightly to \$777.

The low-income housing tax credit (LIHTC) market is tight. Since 2000, approximately 2,900 LIHTC units have been allocated in Shelby County. Overall, more than 100 LIHTC projects are in service in the submarket and provide 6,500 units for lower income households. Gross rents for LIHTC units range from approximately \$400 for an efficiency unit at 40 percent of the area median income (AMI) to \$890 for a three-bedroom unit at 60 percent of AMI.

The Memphis Housing Authority (MHA) maintains approximately 4,300 LIHTC units and distributes 5,800 Section 8 Housing Choice Voucher Program vouchers. The average waiting time for either housing option can be 1 year to 18 months. MHA currently has several real estate developments under way, including four HOPE VI proposals. The HOPE VI proposals should provide approximately 330 public housing units, 350 LIHTC units, 580 affordable or market-rate units, and 360 sales units.

Although current conditions in the rental housing market are extremely soft, the market should begin to recover by early 2011, or beyond our 3-year forecast. Construction starts should be postponed for any new market-rate rental housing units until early 2010.

Figure 9. Multifamily Building Permits Issued in the Shelby County Submarket, 1990 to 2007



Notes: Includes all multifamily units in structures with two or more units. Includes data through March 2007.

Source: U.S. Census Bureau, Building Permits Survey

Sales Market—DeSoto County Submarket

During the late 1990s, builders and developers increased the production of single-family homes to accommodate household growth and a preference for homeownership (see Figure 10). The sales housing market was able to absorb the new units and remain balanced during the decade. As of the 2000 Census, the sales market vacancy rate was 1.9 percent. Figure 11 displays household trends by tenure in the submarket.

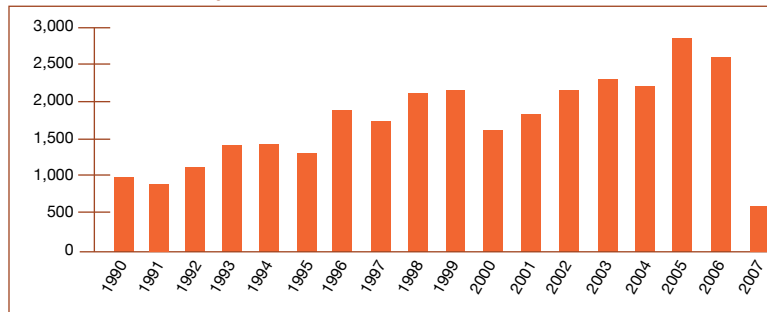
Because of tightening credit standards and slower growth in the number of households during the

past 12 months, the DeSoto County sales housing market has softened. Fewer sales have led to an increased inventory of unsold homes and more sellers, builders, and developers offering concessions. According to multiple listing service data, for the 12-month period ending March 2007, approximately 3,900 new and existing homes were sold, down nearly 6 percent compared with the number of homes sold during the previous 12-month period. During the most recent 12-month period, the median home sales price increased by nearly 9 percent to \$162,770 and the inventory of unsold homes increased by 25 percent to nearly 2,200 units. The current vacancy rate is estimated at 3 percent. Approximately three-fourths of the vacant homes are less than 1 year old and have asking prices of more than \$300,000.

Home builders have slowed single-family production in response to the decrease in demand and high inventories of unsold homes. For the 12-month period ending March 2007, nearly 2,460 single-family homes were permitted, down more than 14 percent from the number of homes permitted a year ago. More than half of the units permitted are in Olive Branch and Southaven.

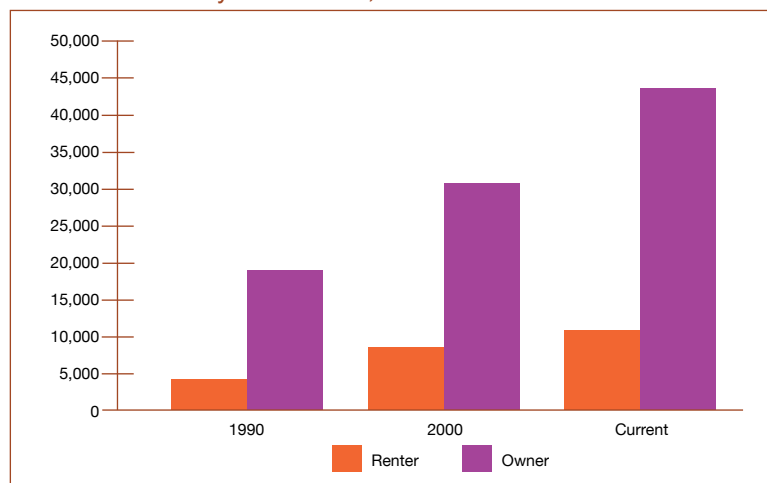
The demand for sales housing units during the forecast period will moderate from the high levels of recent years but will continue to be strong in DeSoto County. During the next 3 years, estimated demand is expected for about 6,700 new sales units. See Table 5 for estimated demand for sales housing in the submarket by price range.

Figure 10. Single-Family Building Permits Issued in the DeSoto County Submarket, 1990 to 2007



Notes: Includes only single-family units. Includes data through March 2007.
Source: U.S. Census Bureau, Building Permits Survey

Figure 11. Number of Households by Tenure in the DeSoto County Submarket, 1990 to Current



Sources: 1990 and 2000—U.S. Census; current—estimates by analyst

Table 5. Estimated Demand for New Market-Rate Sales Housing in the DeSoto County Submarket, April 1, 2007 to April 1, 2010

Price Range (\$)		Units of Demand	Percent of Total
From	To		
160,000	179,999	750	11.2
180,000	199,999	770	11.5
200,000	249,999	1,770	26.4
250,000	299,999	1,310	19.6
300,000	399,999	1,140	17.0
400,000	and higher	960	14.3

Source: Estimates by analyst

Rental Market—DeSoto County Submarket

During the 1990s, significant growth occurred in the number of renter households in DeSoto County. To meet demand, multifamily construction, as measured by the number of units permitted, significantly increased in 1997 (see Figure 12). The DeSoto County rental housing market readily absorbed the new units and the

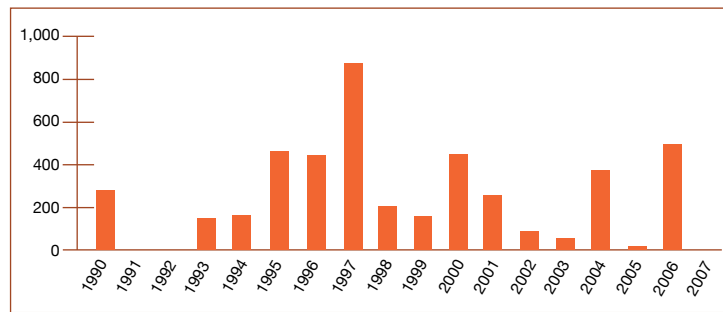
market remained balanced during the decade.

Since 2000, apartment construction has increased and an average of approximately 370 new rental units a year have entered the market. Due to the renter household growth, the market has easily absorbed these new units and remains balanced. The current vacancy rate is 6 percent, similar to the rate in 2000 (see Figure 13).

During the 12-month period ending March 2007, 496 multifamily rental units were permitted. Currently, 176 of the units have been completed and the remaining 320 units are expected to enter the market by the end of the 2007. Rents in the new developments typically range from \$670 to \$770 for a one-bedroom unit, \$770 to \$895 for a two-bedroom unit, and \$890 to \$925 for a three-bedroom unit.

During the forecast period, demand is expected for 1,220 new rental housing units. Some of the demand will be met by the 320 units currently under construction. New starts should be postponed to allow the market to remain balanced. The first 450 new units should not enter the market until early 2009, implying an early-2008 start. The

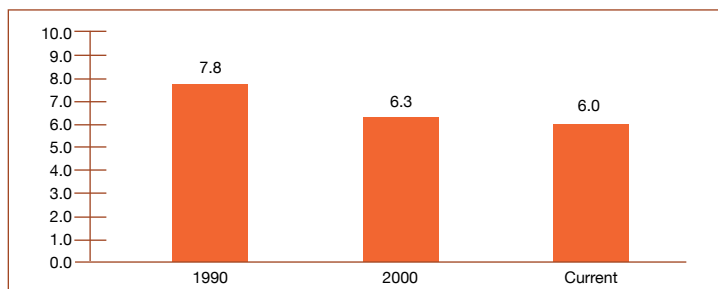
Figure 12. Multifamily Building Permits Issued in the DeSoto County Submarket, 1990 to 2007



Notes: Includes all multifamily units in structures with two or more units. Includes data through March 2007.

Source: U.S. Census Bureau, Building Permits Survey

Figure 13. Rental Vacancy Rates in the DeSoto County Submarket, 1990 to Current



Sources: 1990 and 2000—U.S. Census; current—estimates by analyst

Housing Market Trends

Rental Market—DeSoto County Submarket *Continued*

remaining 450 units should enter the market in late 2009 or early 2010, implying an early 2009 start. Table 6 shows estimated demand

for rental housing in the submarket by number of bedrooms and rent range.

Table 6. Estimated Demand for New Market-Rate Rental Housing in the DeSoto County Submarket, April 1, 2007 to April 1, 2010

1 Bedroom		2 Bedrooms		3 or More Bedrooms	
Monthly Gross Rent (\$)	Units of Demand	Monthly Gross Rent (\$)	Units of Demand	Monthly Gross Rent (\$)	Units of Demand
720	440	835	600	925	180
770	390	885	500	975	160
820	360	935	460	1,025	140
870	320	985	410	1,075	120
920	280	1,035	350	1,125	100
970	240	1,085	300	1,175	90
1,020	200	1,135	252	1,225	80
and higher		and higher		and higher	

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

Data Profiles

Table DP-1. Memphis HMA Data Profile, 1990 to Current

	1990	2000	Current	Average Annual Change (%)	
				1990 to 2000	2000 to Current
Total Resident Employment	414,389	482,423	487,500	1.5	0.1
Unemployment Rate (%)	4.7	3.8	5.4		
Nonfarm Employment	493,900	624,400	639,700	2.4	0.3
Total Population	894,240	1,004,671	1,063,000	1.2	0.8
Total Households	326,844	377,158	414,490	1.4	1.4
Owner Households	199,421	244,083	279,500	2.0	2.0
Percent Owner (%)	61.0	64.7	67.4		
Renter Households	127,423	133,075	134,990	0.4	0.2
Percent Renter (%)	39.0	35.3	32.6		
Total Housing Units	352,268	403,749	452,650	1.4	1.6
Owner Vacancy Rate (%)	2.4	1.9	2.6		
Rental Vacancy Rate (%)	9.8	8.1	12.5		
Median Family Income	NA	\$47,440	\$53,200	NA	1.7

Notes: Median family incomes are for 1989, 1999, and 2007. NA = data are not available.

Sources: Estimates by analyst; U.S. Census Bureau; U.S. Department of Housing and Urban Development

Table DP-2. Shelby County Submarket Data Profile, 1990 to Current

	1990	2000	Current	Average Annual Change (%)	
				1990 to 2000	2000 to Current
Total Population	826,330	897,472	913,500	0.8	0.3
Total Households	303,571	338,366	360,200	1.1	0.9
Owner Households	180,490	213,360	235,900	1.7	1.4
Percent Owner (%)	59.5	63.1	65.5		
Rental Households	123,081	125,006	124,300	0.2	- 0.1
Percent Renter (%)	40.5	36.9	34.5		
Total Housing Units	327,796	362,954	395,130	1.0	1.2
Owner Vacancy Rate (%)	2.5	1.9	2.5		
Rental Vacancy Rate (%)	9.9	8.3	13.0		
Median Family Income	\$32,671	\$47,386	NA	3.8	NA

Notes: Median family incomes are for 1989, 1999, and 2007. NA = data are not available.

Sources: Estimates by analyst; U.S. Census Bureau; U.S. Department of Housing and Urban Development

Table DP-3. DeSoto County Submarket Data Profile, 1990 to Current

	1990	2000	Current	Average Annual Change (%)	
				1990 to 2000	2000 to Current
Total Population	67,910	107,199	149,500	4.7	4.9
Total Households	23,273	38,792	54,290	5.2	4.9
Owner Households	18,931	30,723	43,600	5.0	5.1
Percent Owner (%)	81.3	79.2	80.3		
Rental Households	4,342	8,069	10,690	6.4	4.1
Percent Renter (%)	18.7	20.8	19.7		
Total Housing Units	24,472	40,795	57,520	5.2	5.0
Owner Vacancy Rate (%)	1.8	1.9	3.0		
Rental Vacancy Rate (%)	7.8	6.3	6.0		
Median Family Income	\$34,824	\$53,590	NA	4.4	NA

Notes: Median family incomes are for 1989, 1999, and 2007. NA = data are not available.

Sources: Estimates by analyst; U.S. Census Bureau; U.S. Department of Housing and Urban Development

Data Definitions and Sources

1990: 4/1/1990—U.S. Decennial Census

2000: 4/1/2000—U.S. Decennial Census

Current date: 4/1/2007—Analyst's estimates

Forecast period: 4/1/2007–4/1/2010—Analyst's estimates

Demand: The demand estimates in the analysis are not a forecast of building activity. They are the estimates of the total housing production needed to achieve a balanced market at the end of the 3-year forecast period given conditions on the as-of date of the analysis, growth, losses, and excess vacancies. The estimates do not account for units currently under construction or units in the development pipeline.

For additional data pertaining to the housing market for this HMA, go to www.huduser.org/publications/pdf/CMARtables_MemphisTN.pdf.

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

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

For additional reports on other market areas, please go to www.huduser.org/publications/econdev/mkt_analysis.html.