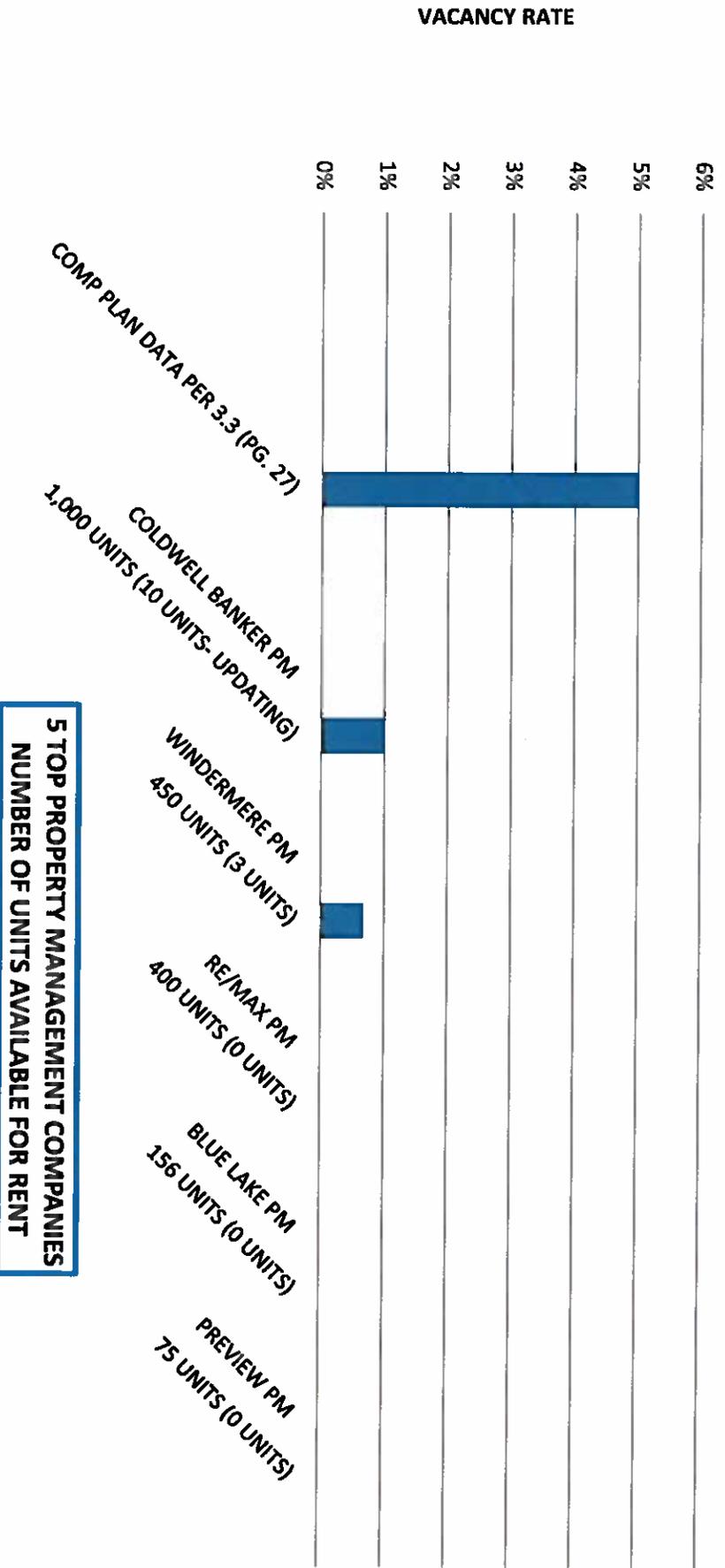


**YTD 2016
SKAGIT COUNTY PROPERTY MANAGEMENT COMPANIES
VACANCY RATE CHART
(REPRESENTING 2,000 UNITS)**



**5 TOP PROPERTY MANAGEMENT COMPANIES
NUMBER OF UNITS AVAILABLE FOR RENT**

NOTE: MOST COMPANIES ARE STATING THEY HAVE NOT HAD A VACANCY LAST MORE THAN A COUPLE OF DAYS IN 5 YEARS!

The City of Mount Vernon has a housing crisis in regards to both affordable and available housing and it is going to take all hands on deck to resolve ... there is no time to point fingers or discredit those offering their expertise because of "concerns of potential profit from housing development and management"!

~~Please allow me to paint a picture ...~~

~~When a parcel of land is sold for development ... WHO PROFITS???~~

- ~~1) The owner of the property profits from the sale.~~
- ~~2) City of Mount Vernon profits through the receipt of 1/2 of 1% of from the excise tax (sales tax) .~~
- ~~3) A real estate company, if involved, profits from selling the property.~~
- ~~4) The Developer is now paying wages to a number of employees to develop the land and construct the units.~~
- ~~5) And during this process the guy that sold the shovel to dig the dirt ... to the guy that sold the Bulldozer to move the dirt and then there is the guy who provided all the concrete for foundations etc. and the list goes on ... they have all profited from the activity of the development.~~
- ~~6) The utility companies with all the new hook ups ... they also profit.~~
- ~~7) The citizens in need of homes ... they too will profit with roofs over their heads.~~
- ~~8) And in the end, indeed the goal of a developer is to make a profit so they can continue to build. BUT in the end the goal of a non profit is also to make a profit so they too can continue to build. Not for profit DOES NOT MEAN "No Profit" ... Not for profit is merely a tax classification.~~
- ~~9) And finally please never forget that when a project is completed in the City of Mount Vernon ... The City of Mount Vernon profits not only with the excise tax, but through the receipt of property tax revenue, sales tax revenue from the materials purchased for the building products, sewer and garbage revenue, permit revenue etc.~~

~~In the end ... don't we all benefit!~~

WHAT DO WE KNOW ...

WE KNOW: *WE HAVE: 2,000 homeless
 *WE NEED: Transitional housing, Farm worker housing, Low Income housing, Student housing (College and Skagit Regional Health Graduate Medical Education) Senior housing AND MARKET RATE HOUSING ...

PLEASE LISTEN TO THIS ...

In spite of the data that has been reported ... we have a major vacancy issue!
I have met with the TOP 5 Property Management Companies in our area and they have openly shared their data ... WHICH I AM PRESENTING TO YOU IN A GRAPH FORMAT ...

NOT
ENOUGH
TIME TO
EXPLAIN

*These companies manage in excess of 2,000 multi family and single family housing units. The current vacancy this week is approximately .0065 ... less than 1%.

Let me break this down:

Coldwell PM manages 1,000 units ... They have 10 available today solely because they are being updated. Far more applicants are waiting than they can assist.

Windermere PM manages approx. 450 units ... they had three available, all committed with numerous applicants waiting.

RE/MAX PM manages 400 units ... they have 0 available!

Blue Lake PM manages 156 units ... they have 0 available!

Preview PM manages 75 units ... they have 0 available!

Most companies are stating they have not had a vacancy last more than a couple of days in 5 years.

REGARDING LACK OF AVAILABLE HOUSING ... DID YOU KNOW ...

SKAGIT REGIONAL HEALTH ... The largest employer in Skagit County with just at 2,000 employees prior to the acquisition of Cascade Valley Hospital earlier this month ... hires an average of 20-23 physicians a year. To date many of these new hirees are living at the Candlewood Hotel in Burlington or in Whatcom or Snohomish County because of the lack of available housing in Mount Vernon/Skagit County ... and that is just the physicians ... what about the other new hirees??? This doesn't even take into account the numbers that never sign contracts because of the lack of housing.

NOW HERE IS THE VICIOUS CYCLE ...

*Mount Vernon wants commercial industry BUT employers have their Human Resource Depts. research communities for housing before they commit to moving their companies to a new community. Without housing our commercial sector WILL NOT GROW with good jobs.

*Young professionals are career driven and very mobile. They will move to where the jobs are. They want rental housing AND like apartments especially with amenities (Look at Bellingham!) .

***Multi Family (MF)** can meet these needs economically and is the quickest means to add housing volume to our community.

*Low income MF needs to be near services. Market MF wants to be near retail services.

*Re establishing the Conditional Use Permit (or other vehicles) in the C-2 zone with preliminary criteria for **ALL DEVELOPERS** could expedite construction process.

IN ORDER TO BUILD HOMES WE MUST HAVE AN ACCURATE BASELINE OF AVAILABLE LAND ...

It has been stated verbally that the ANALYSIS OF BUILDABLE LANDS in the LAND USE ELEMENT of the Comp Plan is not for APPRAISERS OR DEVELOPERS but merely for the COMP PLAN. What does this mean?? Does that mean that this information is not accurate?

The **developers** both profit and non profit **ARE** the purchasers of this land, based on the value established by the **appraisers** ... to full fill the needs of housing.

WHY ARE WE RELUCTANT TO SHARE ACCURATE INFORMATION? AS STATED SO MANY TIMES IT IS GOING TO TAKE EVERYONE WORKING TOGETHER TO RESOLVE THIS CRISIS.

WE KNOW WE HAVE A HOMELESS ISSUE AND A VACANCY ISSUE THAT AFFECTS EVERYONE!!

DO WE REALLY CARE WHO STEPS FORWARD TO BUILD FOR OUR COMMUNITY ... IS THAT TRULY MORE IMPORTANT THAN TAKING CARE OF OUR HOUSING CRISIS ...

IT IS LATE IN GAME ... WE MUST MOVE FORWARD PROMPTLY AND WE MUST GET THIS DONE RIGHT ...

THANK YOU FOR YOUR TIME AND MOST IMPORTANTLY FOR EVERYTHING YOU DO!



Balisa Koetje
Citizen's Advisory Committee Member
Comprehensive Plan for the City of Mount Vernon
360.421.4111
balisa@windermere.com