

Hayden Homes – Market Rate Homebuilder

Build in OR, WA, ID & MT

- Single family, cottage & cluster developments
- Small multi-family units
- Farm worker and work force housing

Oregon: 650 homes in 30 cities and 12 counties

- Based in Redmond OR
- Almost exclusively in secondary and rural markets

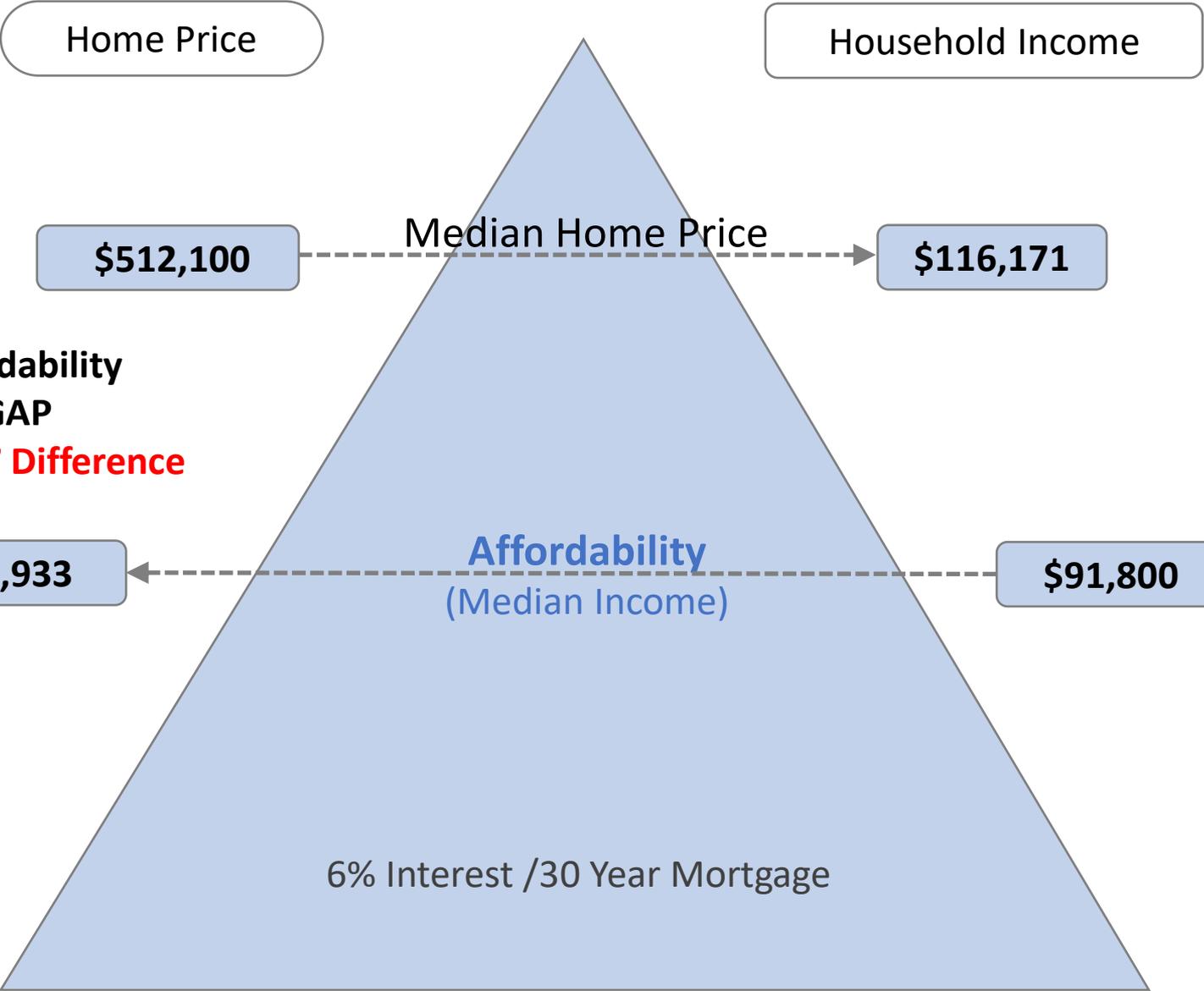
Business model: Providing homes attainable by middle market families.

We study **Area Median Income** (AMI or MFI):

- Goal to bring homes to market for households earning 100–120% AMI
- *Without* the assistance of subsidies (**affordable by design**)

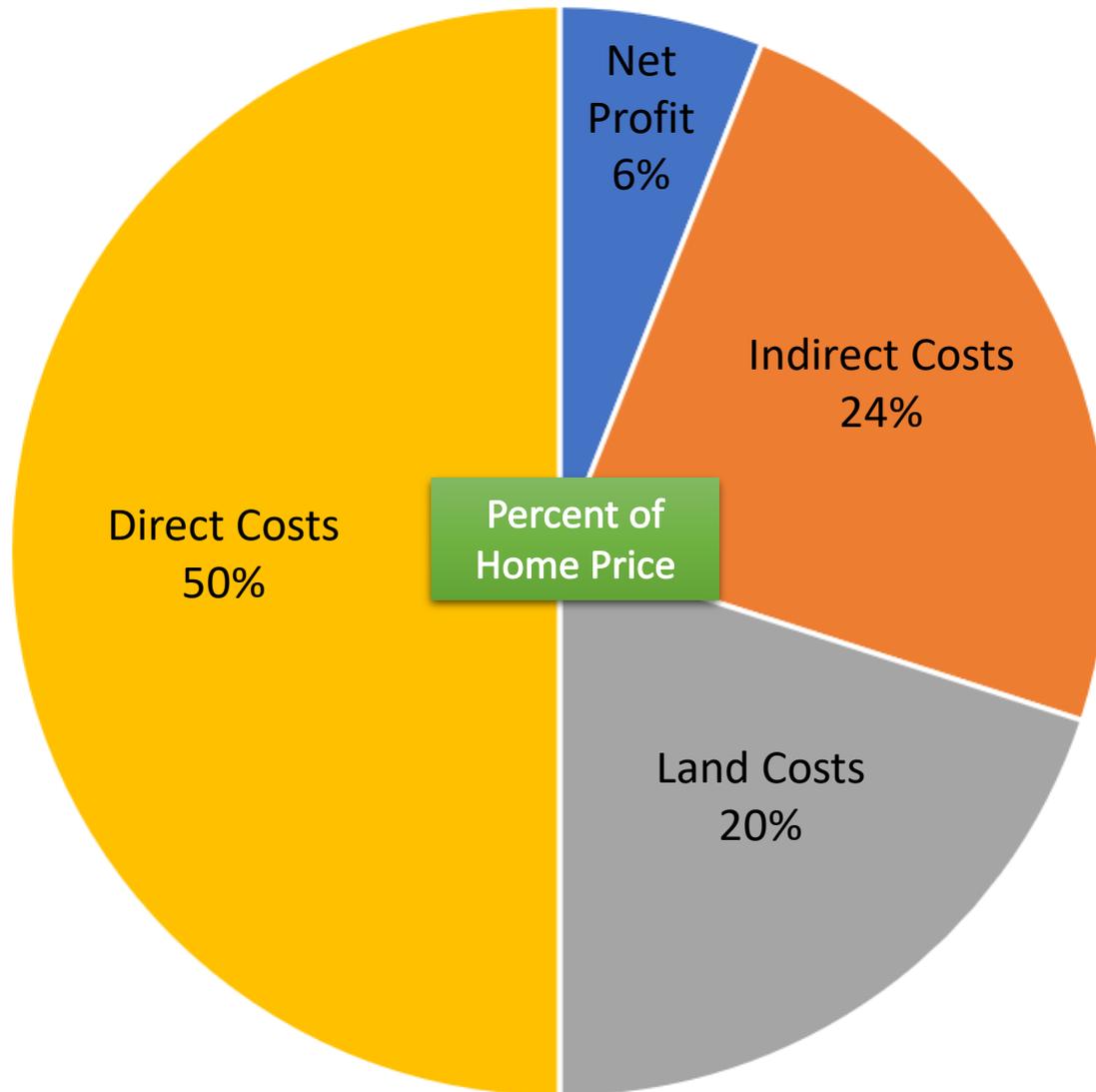
Give as you go

State of Oregon



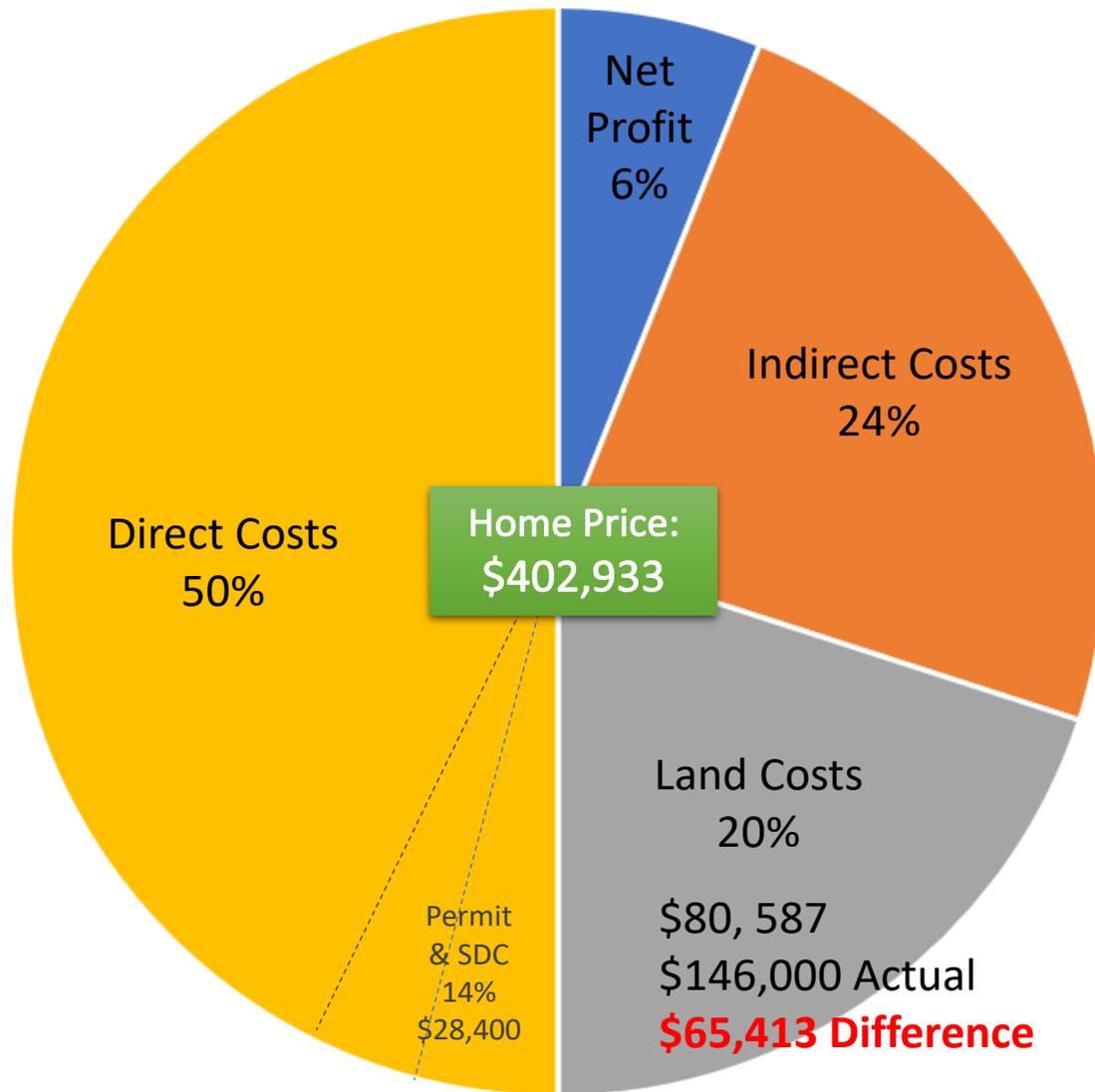
Industry Standard Model

Production Homebuilding



State of Oregon

\$91,800 Median Income



State of Oregon

Home Price

Household Income

\$512,100

Median Home Price

\$129,467

**Affordability
GAP**

\$148,989 Difference

\$363,111

**Affordability
(Median Income)**

\$91,800

7% Interest /30 Year Mortgage

Affordability is Compromised as Interest Rates Rise

HUD County AMI						
State	Metro_Area_Name	County_Name	HUD median2022	Home Price at 5%	Home Price at 6%	Home Price at 7%
OR	Bend-Redmond, OR MSA	Deschutes County	\$97,700	\$478,940	\$428,830	\$386,449
OR	Medford, OR MSA	Jackson County	\$81,400	\$399,035	\$357,285	\$321,975
OR	Eugene-Springfield, OR MSA	Lane County	\$84,000	\$411,780	\$368,697	\$332,259
OR	Statewide	-	\$91,800	\$450,017	\$402,933	\$363,111

Give as you go

Cottage & Cluster Communities – For Sale: Bend & Albany



Live as you go

Tri-Plex Attached – For Sale: Medford & Springfield



Live as you go

1300 sq ft -Tri-Plex Attached: Sisters, Redmond & Albany



Give as you go

400 sq ft, Detached 1 Car Garage: Eugene



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live as you go

660 Sq ft Cottage – For Sale



Give as you go