

# QUADRANT HOMES

## ASSESSMENT OF DIVERSITY AT SALISHAN AND NEW HOME COMMUNITIES IN WASHINGTON



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**Prepared By:**  
**Fair Housing Center of Washington**  
**1517 South Fawcett, Suite 250**  
**Tacoma, WA 98402**  
**Phone: (253) 274-9523**  
**Fax: (253) 274-8220**  
**Toll Free: 1-888-766-8800**  
**Email: [info@fhcWASHINGTON.org](mailto:info@fhcWASHINGTON.org)**

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FAIR HOUSING CENTER  
OF WASHINGTON

## **Introduction**

Quadrant Homes, in partnership with the Tacoma Housing Authority, developed 119 for-sale homes in Phase I of the landmark redevelopment of the Salishan neighborhood. Once comprised of 871 World War II-era low-income public housing units plagued by crime and poverty, Salishan's "rebirth " as a new urbanist-style neighborhood<sup>1</sup> has been heralded as an innovative and critical catalyst for the redevelopment of Tacoma's eastside and a national model for urban renewal. Quadrant Homes has been integral to Salishan's renaissance.

Buyers of Quadrant's Salishan homes value diversity. When *The New York Times* asked a Quadrant home buyer about what drew her to Salishan, she noted that if she had purchased regular tract housing, "there wouldn't be such a sense of community [and] there is so much knowledge to be gained from all the different people here."<sup>2</sup> To assess the scope of the diversity of Salishan home buyers, Quadrant Homes contracted with the Fair Housing Center of Washington (Fair Housing Center) to prepare and deliver a written assessment of the diversity by race, ethnicity, national origin and disability of home purchasers in Phase 1 of Salishan and in other Quadrant Homes developments in Washington.

The first phase of the Salishan redevelopment includes 270 family rental units, 55 senior rental housing units, and 136 home ownership units comprised of 119 for-sale homes developed by Quadrant and 17 home ownership units developed by Habitat for Humanity and the Tacoma Housing Authority. This analysis of the demographic profile of 119 Quadrant buyers represents 26% of the 461 housing units to be constructed in Phase I and is necessarily limited by the exclusion of similar characteristics for the 342 homes not being developed by Quadrant.

The Fair Housing Center is not aware of any home developer in the nation that has initiated an analysis such as this and commends Quadrant Homes for its leadership in undertaking this assessment.

## **Home Mortgage Demographic Data**

This analysis anticipated assessing the demographic diversity of Salishan buyers by analyzing federal Home Mortgage Disclosure Act (HMDA) data. HMDA seeks to prevent lending discrimination by requiring public disclosure of demographic and origination information for home mortgage applications. Since the inception of HMDA, research has consistently shown disparities in the racial and ethnic distribution of home mortgage credit. While the rates at which minority applicants have been denied financing has continued to fall over time, white and Asian applicants are more likely to be approved for financing compared to African-American and Hispanic mortgage applicants.

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<sup>1</sup> In *Tacoma, a Residential Rebirth*, *The New York Times*, June 24, 2007, <http://www.nytimes.com/2007/06/24/business/24natreal.html?ex=1340337600&en=f4639f320eed739e&ei=5088&partner=rssnyt&emc=rss>

<sup>2</sup> Ibid

Furthermore, in reviewing HMDA data for various municipalities throughout Washington, the Fair Housing Center has consistently found that Asian applicants are as likely, if not more likely, than whites to obtain mortgage financing. Moreover, an analysis of 2001 HMDA data for the Tacoma area showed Asian applicants were more likely than whites to obtain conventional home mortgage financing.

Because the FFIEC does not release 2006 HMDA data until September 2007, this analysis utilizes supplemental information sources to assess the racial, ethnic and mobility characteristics of Salishan home buyers.

**Salishan Households Prior to Redevelopment**

In 2000, Salishan households reflected more racial and ethnic diversity than households in the city of Tacoma, Pierce County, and the state of Washington. In 2000, Salishan’s households<sup>3</sup> were 28.8% white, 12.4% African-American, 49.2% Asian, 1.5% American Indian or Alaskan Native, and 1.0% Native Hawaiian or other Pacific Islander.<sup>4</sup> In 2000, 4.8% of Salishan households were Hispanic while 7.2% were multi-racial.

The proportion of Tacoma households in 2000 who were American Indian or Alaskan Native (1.5%), African-American (10.7%), Hispanic (4.6%) and Native Hawaiian or other Pacific Islander (0.6%) was similar to Salishan.

By contrast, in 2000, Asians represented 5.7% of Tacoma households, much lower than Salishan where Asians represented 49.2% of all households. While 75.8% of Tacoma households were white in 2000, whites comprised 28.8% of Salishan households.

**Comparison of 2000 Census Racial and Ethnic Characteristics  
Of Selected Jurisdictions**

Race/Ethnicity	Salishan	Tacoma	Pierce County	State of Washington
American Indian/ Alaskan Native	1.5%	1.5%	1.2%	1.3%
Asian	49.2%	5.7%	4.0%	4.4%
Black or African American	12.4%	10.7%	6.7%	3.1%
Native Hawaiian/Pacific Islander	1.0%	0.6%	0.6%	0.3%
White	28.8%	75.8%	82.8%	86.1%
Mixed Race	7.2%	5.6%	4.7%	4.8%
Hispanic	4.8%	4.6%	3.8%	4.8%
Not-Hispanic	95.2%	95.4%	96.2%	95.2%

In 2000, Pierce County and the State of Washington had similar proportions of multi-racial, American Indian or Alaskan Native, Asian and Native Hawaiian or other Pacific Islander households. While African-American households comprised 6.7% of Pierce County’s population in 2000, African-American households comprised 3.1% of

<sup>3</sup> Includes occupied households for which data was available.  
<sup>4</sup> Census.gov, Census Tract 622, Pierce County, Washington, 2000, DP-1

households across the State. Washington households were 86.1% white compared to 82.8% in Pierce County. Hispanic households comprised 3.8% of Pierce County's population compared to 4.8% of State households.

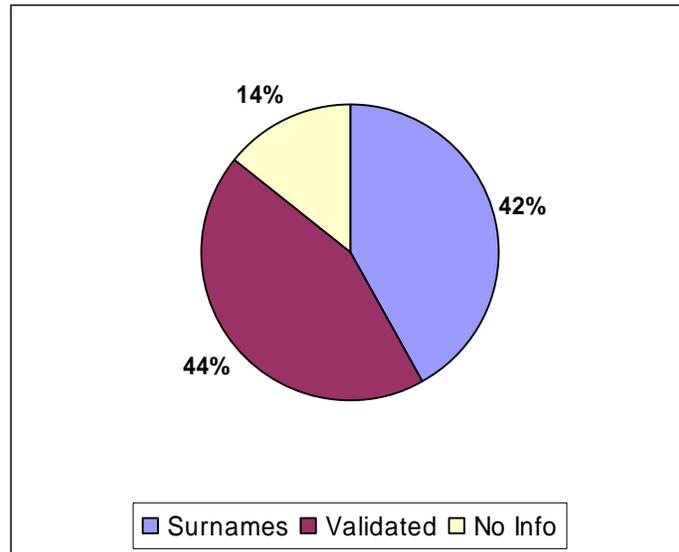
Overall, Salishan's demographic profile in 2000 reflected a much higher proportion of Asian households and a much lower proportion of white households compared to Tacoma, Pierce County and the State of Washington. While 9.2 of all Asian households living in Tacoma in 2000 resided in Salishan, just .04% of Tacoma's white households resided in Salishan in 2000.

### **The New Salishan**

To analyze the race, ethnicity and disability of the 119 households who purchased Quadrant's Salishan homes, the Fair Housing Center researched assessor records to identify the names and addresses of home buyers to distribute mail-in surveys<sup>5</sup>. Additionally, staff members conducted on-site surveying, internet and media research<sup>6</sup> and obtained records from the Tacoma Housing Authority (THA). These methods yielded authenticated information for over 44% of the 119 households.

The demographic characteristics of 42% of the 119 home buyers were identified through an analysis of buyer surnames. To increase the reliability of the surname analysis, the historical, social and geographic aspects of home owner surnames were researched utilizing genealogical databases.<sup>7</sup> After exhausting all available options, data remained unavailable for 14% of the home buyers.

**Salishan Home Buyer Demographic Data Sources**



<sup>5</sup> See Appendix 3

<sup>6</sup> Ibid

<sup>7</sup> Nearly 54% of the surname analysis was comprised of Asian, Pacific Islander and Eastern European surnames.

**Demographic Profile of Salishan Homeownership Units**

Although the diversity by race, ethnicity and national origin of Quadrant home purchasers in phase one of Salishan is different than the diversity of households prior to redevelopment, the differences have not diminished diversity. The relative proportion of Asian buyers has decreased compared to the overall proportion of Asians households who once occupied Salishan’s public housing units. In contrast, the proportion of white homebuyers (53.9%) is higher than the proportion of white public housing occupants prior to redevelopment (28.8%). Despite these changes, in comparison to 2000 Census data and 2005 home mortgage origination data, the homebuyer families at Salishan are more diverse than households in the City of Tacoma and Pierce County.

**Salishan Homebuyer Demographic Profile  
Compared to Salishan’s Demographic Profile Prior to Redevelopment**

<b>Race</b>	<b>2000<sup>8</sup></b>	<b>2006/2007<sup>9</sup></b>
American Indian or Alaskan Native	1.5%	0.0%
Asian	49.2%	20.6%
Black or African American	12.4%	12.7%
Native Hawaiian/Pacific Islander	1.0%	6.9%
White	28.8%	53.9%
Mixed Race	7.2%	5.9%

<b>Ethnicity</b>		
Hispanic	4.8%	6.3%
Not-Hispanic	95.2%	93.7%

Salishan homebuyers are 53.9% white, 20.6% Asian, 12.7% African-American, 6.9% Native Hawaiian or other Pacific Islander, and 5.9% mixed race. Hispanic households comprise 6.3% of Quadrant homebuyers. No American Indian or Alaskan Native home purchasers were identified.

While the proportion of white households purchasing Salishan homes has increased relative to the population prior to redevelopment, white immigrants from Eastern European countries, like the Ukraine, Albania, Bosnia, and Russia, comprise 21% of all Salishan home buyers and 38% of white buyers. Eastern European home buyers enrich Salishan’s linguistic and cultural diversity.

The proportion of Salishan’s Native Hawaiian or other Pacific Islander home buyers is higher in 2006 (6.9%) than in 2000 (1%). Similarly, Hispanics represented 6.3% of Salishan homebuyers, while they represented 4.8% of households prior to redevelopment. Mixed-race home buyers represented 5.9% of home buyers compared to 7.2% prior to redevelopment.

<sup>8</sup> 2000 Census, <http://matterhorn.co.pierce.wa.us/CensusWeb/index.htm>

<sup>9</sup> Note that the racial and ethnic distribution figures are calculated after excluding the households for which no data was available.

Aside from Asians, Native American households as a proportion of buyers decreased compared to their share of the pre-redevelopment population. No American Indian or Alaskan Natives purchased homes although they represented 1.5% of Salishan's population prior to redevelopment.

### **Salishan Homebuyers More Diverse Than Regional Homebuyers**

An analysis of 2005 Home Mortgage Disclosure Act for the Tacoma/Pierce County Metropolitan Statistical Area (MSA) reinforces the richness of the diversity of Salishan's home buyers. With the exception of American Indian or Alaskan Natives and whites, the percentage of Salishan homebuyers who are African-American, Hispanic, Asian and mixed-race is greater than in Tacoma and Pierce County.

Hispanic, mixed-race, African-American and Native Hawaiian or other Pacific Islanders were much more likely to purchase a home in Salishan than in the general market. African-Americans and Native Hawaiian or other Pacific Islanders, in particular, represented a higher percentage of Salishan home buyers than throughout the MSA.

### **Comparison of Salishan Homebuyer Demographic Profiles with 2000 Census and 2005 HMDA-Derived Demographic Profile for Tacoma/Pierce County MSA**

<b>Race</b>	<b>Salishan Quadrant Homebuyers<sup>10</sup></b>	<b>All Phase I Salishan Homebuyers<sup>11</sup></b>	<b>Tacoma Owner-Occupied Households 2000<sup>12</sup></b>	<b>Pierce County Owner-Occupied Households 2000<sup>13</sup></b>	<b>Tacoma MSA Mortgage Originations 2005<sup>14</sup></b>
American Indian or Alaskan Native	0.0%	0.0%	1.1%	0.9%	0.8%
Asian	20.6%	18.6%	5.0%	3.5%	7.8%
Black or African American	12.7%	11.5%	8.2%	4.1%	4.8%
Native Hawaiian or other Pacific Islander	6.9%	6.2%	0.4%	0.4%	1.3%
Total White	53.9%	58.4%	81.2%	87.9%	85.2%
Mixed Race/Other	5.9%	5.3%	4.1%	3.2%	0.1%

<b>Ethnicity</b>					
Hispanic	6.3%	6.6%	3.3%	2.1%	0.6%
Not-Hispanic	93.7%	93.4%	96.7%	97.9%	12.5%

<sup>10</sup> Note that the racial and ethnic distribution figures are calculated after excluding the households for which no data was available.

<sup>11</sup> Includes 5 households who purchased homes through Habitat for Humanity and 6 homes purchased from THA but excludes 6 additional Phase I homes sold by THA and Habitat for Humanity for which data was unavailable.

<sup>12</sup> 2000 Census Tables H14 and H15H

<sup>13</sup> 2000 Census Tables H14 and H15H

<sup>14</sup> Includes only conventional home mortgage originations and excludes such loans for which no data was available.

Although no American Indian or Alaskan Native home buyers bought in Salishan, American Indian or Alaskan Native home buyers represent less than 1% of the overall market.

While Asian households originated 7.8% of conventional home mortgages throughout the MSA, they comprised 20.6% of Salishan home buyers.

While whites originated 85.2% of conventional home mortgages in the Tacoma/Pierce County MSA, they represented 53.9% of Salishan home buyers. If Eastern Europeans are separated, they comprise nearly 21% of Salishan home buyers and the proportion of non-immigrant white households falls to 33%.

Diversity is hardly an easily defined term. Salishan's community is made up of historically disenfranchised groups of people. Today, Salishan also boasts higher numbers of minorities, with the exception of American Indians/Native Americans, than the city of Tacoma or Pierce County in 2000. To be sure, Salishan's Eastern European community contributes to its diversity. Groups of immigrants have traditionally been pushed to the margins and segregated from American neighborhoods while the new Salishan is a budding example of integration.

### **Linear Financial and Wells Fargo Lending Activity in Salishan**

Over one-third of Salishan home purchases were financed through Linear Financial (Linear), a division of Quadrant Homes, and Wells Fargo Bank, N.A. (Wells Fargo). Wells Fargo's value as a Quadrant partner is reinforced by Wells Fargo's purchase of 72% of Linear's Salishan mortgages.<sup>15</sup>

<b>Race</b>	<b>All Salishan Home Buyers</b>	<b>Wells &amp; Linear - Salishan</b>	<b>Wells - WA 2005</b>	<b>Linear - WA 2005</b>
American Indian/Alaskan Native	0.0%	0.0%	0.6%	0.0%
Asian	20.6%	26.3%	10.2%	28.6%
Black or African American	12.7%	7.9%	1.9%	2.9%
Native Hawaiian/Pacific Islander	6.9%	5.3%	0.9%	1.0%
White	33.3%	47.4%		
Eastern European <sup>16</sup>	20.6%	5.3%		
<b>Total White</b>	<b>53.9%</b>	<b>52.6%</b>	<b>86.4%</b>	<b>67.6%</b>
<b>Ethnicity</b>				
Hispanic	6.3%	8.6%	5.7%	2.9%
Not-Hispanic	93.7%	91.4%	94.3%	97.1%

Across the board, Wells Fargo and Linear's mortgage originations in Salishan reflected greater racial and ethnic diversity than their Washington originations generally. Indeed, while African-American households in Washington represented 1.9% and 2.9% of Wells

<sup>15</sup> Linear and Wells loans were aggregated for the purposes of this analysis.

<sup>16</sup> Under HMDA, ethnic data is only collected for Hispanics.

Fargo and Linear originations, respectively, they represented 7.9% of their Salishan originations.

Similarly, while Hispanic households in Washington represented 5.7% and 2.9% of Wells and Linear originations, respectively, they represented 8.6% of Wells Fargo and Linear originations in Salishan. The proportion of Wells and Linear mortgages originated to Salishan's Hispanic buyers exceeded even the overall proportion of Hispanic households who purchased Salishan homes.

Wells Fargo and Linear originated 26.3% of their Salishan loans to Asian households and Native Hawaiian or Pacific Islander buyers represented 5.3% of Wells Fargo and Linear originations in Salishan. White and Eastern European households represented 52.6% of originations.

Asian and non-immigrant White home buyers represented a higher proportion of Wells Fargo and Linear originations in Salishan than the proportion of such purchasers overall. While non-immigrant white households represented 33.3% of Salishan homebuyers, they represented 47.4% of Linear and Wells originations. Similarly, while Asian households represented 20.6% of Salishan buyers, they represented 26.3% of Wells and Linear originations in Salishan.

### **Diversity of Mortgage Products**

Home developers must recover capital investments quickly and avoid carrying costs to maximize profit. Buyers with secure financing and short closing windows gain a clear competitive advantage over prospective buyers utilizing subsidized mortgages, like FHA or VA loans, or relying on conditional down payment assistance from third parties, like the Washington State Housing Finance Commission (WSHFC) or the Tacoma Community Redevelopment Authority (TCRA). Indeed, according to research conducted by Freddie Mac, most lenders and sellers perceive government-backed, subsidized loans negatively, believing them to be too document intensive, slow to process, and financially disadvantageous and invasive for sellers.<sup>17</sup>

While government-insured mortgages and down payment assistance programs arguably add complexity to home sales transactions, they played a critical role in financing 25% of Quadrant home sales and achieving a diverse community. A broad coalition of stakeholders, including Quadrant Homes, Tacoma Housing Authority, Pierce County Housing Authority, the City of Tacoma and federal, state and county governments cooperated to bring sufficient resources together in order to insure that the revitalization of Salishan yielded a diverse, healthy, and sustainable mixed-income community. While Linear and Wells Fargo's mortgage origination practices clearly reinforced the diversity of homebuyers, the racial, ethnic, linguistic and economic diversity of Salishan homebuyers necessitated the participation of a broad array of

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<sup>17</sup> *Homeward Bound: an In-Depth Look at Asian Homebuyers in the United States*, Freddie Mac, Corporate Relations and Housing Outreach, Publication Number 601, November 2005.

lenders and government assistance programs to ensure the affordability of Salishan home purchases.

**Mortgage Assistance Programs  
Utilized to Underwrite Salishan Home Purchases**

Insurance/Subsidy Source	# Loans
Veterans Administration (VA)	7
Federal Housing Administration (FHA)	5
Washington State Hous. Fin. Comm. (WSHFC)	10
Tacoma Comm. Redevelopment Authority (TCRA)	11
Section 8 Homeownership Voucher (Section 8)	2
Individual Development Accounts (Public Housing)	14
Total Subsidies	49
Total Purchases Using Insurance/Subsidies <sup>18</sup>	30
Total Lenders	12

Assistance programs were utilized to purchase 30 Salishan homes.<sup>19</sup> VA loans were used to purchase seven homes while another five home purchases utilized the FHA insurance program. The WSHFC assisted 10 mortgage transactions through its House Key, House Key Plus or Home Choice programs and 11 transactions received down payment assistance from the Tacoma Community Redevelopment Authority. A total of 12 lending institutions navigated the various insurance and subsidy programs to underwrite these transactions. Mortgage assistance programs as affordable homeownership strategies may have been influential in achieving the racial, ethnic, linguistic and economic diversity reflected by Salishan’s homebuyers.

Of 30 homes purchased with subsidies, race and ethnicity information was available for 25. Nearly one-third of assisted households using subsidies were Native Hawaiian or Pacific Islander, African-American, mixed race or Asian. Another 60% of the households utilizing subsidies were white Eastern European immigrants.

**Distribution of Subsidized/Insured Mortgages by Race/Ethnicity**

Asian <sup>20</sup>	2	8.0%
Black or African American	4	16.0%
Native Hawaiian/Pacific Islander	1	4.0%
White	2	8.0%
Eastern European <sup>21</sup>	15	60.0%
Mixed Race	1	4.0%
Total Loans for Which Race/Ethnicity Available	25	

<sup>18</sup> Some purchases utilized assistance from a number of sources.

<sup>19</sup> All of the 30 sales were to households earning 60% or less of area median income.

<sup>20</sup> One of the two Asian households utilized the IDA program and applied \$95,000 in savings toward the down payment.

<sup>21</sup> Eastern European households purchased two homes with Section 8 homeownership vouchers.

The frequency with which white Eastern European households utilized assistance can be attributed to the Section 8 Housing Choice Voucher program (Section 8) and the Individual Development Account (IDA) program for former public housing residents. The Section 8 vouchers provided by THA and Pierce County Housing Authority and the IDA homebuyer program ensured affordability for over 13% of the homes sold by Quadrant.

Of the subsidized homes purchased for which race and ethnicity information was available, two Asian households (8%) used a subsidy. The relative infrequency of assisted Asian buyers reinforces research findings indicating that Asians are well prepared before buying a home. According to a 2005 Freddie Mac study, prospective Asian home buyers consider cost effective mortgage financing essential<sup>22</sup> and will often wait until they are financially secure before buying a home, with a 20-percent down payment instead of the standard 5 or 10-percent.<sup>23</sup> Freddie Mac's conclusion that Asian home buyers are well prepared is illuminated by the fact that Asian households represent 20% of Salishan home buyers and only 8% of assisted buyers.

### **Promotion Efforts**

THA and Quadrant Homes collaborated to promote diversity among home purchasers at Salishan. Quadrant agreed to ensure that 25% of Salishan homes would be affordable to households earning up to 60% of area median income and THA's homeownership program was essential to realizing this commitment. A total of 30 Quadrant home purchases were subsidized as a result of THA's homeownership program and the efforts of Linear Financial, Wells Fargo and numerous subsidy and government insurance programs.

THA's homeownership program employs a homeownership specialist who provides homeownership training to prospective buyers and post-purchase counseling to homeowners. Over 100 families have participated in THA's home ownership classes. THA's homeownership program efforts included the dedication of 100 Section 8 housing choice vouchers for homeownership and establishing an individual development account savings program for public housing residents providing a one-for-one match up to \$3,000.

Of the more than 100 families who have participated in THA's homeownership program 45 have purchased homes, including 16 families who purchased Salishan homes developed by Quadrant. Of the 45 households who purchased through THA's homeownership program, 88.9% were white (including 1 Hispanic family), 4.4% were African-American and 6.7% were Asian.<sup>24</sup>

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<sup>22</sup> *Homeward Bound: an In-Depth Look at Asian Homebuyers in the United States*, Freddie Mac, Corporate Relations and Housing Outreach, Publication Number 601, November 2005, Pg. 4

<sup>23</sup> *Ibid*, page 11.

<sup>24</sup> 40 out of 45 households (88.9%) were white. Of the 40 white households, 2.5% were Hispanic and 62.5% were of Eastern European origin.

As noted, 15 of Salishan's 30 subsidized home purchases were made by Eastern European households and all of those families participated in THA's homeownership program. THA bilingual caseworkers were instrumental in helping Salishan homebuyers for whom English was a second language navigate the home buying process. The caseworkers translated for Quadrant staff, lenders and other partners to complete the sale of Salishan homes.

THA marketing efforts at Salishan include the placement of advertisements in the *Tacoma Facts*, the *Tacoma News Tribune*, the *Skanner*, *NW Culture & Heritage Observer* and *Diversity News*. Fliers advertising Salishan home purchase opportunities have been translated into Vietnamese, Cambodian, Spanish and Korean and distributed to the Indochinese Cultural Service Center, Centro Latino, Korean Women's Association, the Urban League, Associated Ministries and the Ministerial Alliance.

Out of 30 subsidized home purchases at Salishan, 14 households were not participants in the THA homeownership program. Of the 14 households not participating in THA's homeownership program, 50% utilized the VA mortgage guarantee program, 28.6% used the FHA program, 28.6% used assistance from the WSHFC and 14.3% used assistance<sup>25</sup> provided by the Tacoma Community Redevelopment Authority. Linear Financial or Wells Fargo worked directly with 7 families to purchase Salishan homes, primarily through the FHA and VA mortgage guarantee programs.<sup>26</sup>

Assistance programs increase the preparedness and competitiveness of prospective home buyers. The evidence at Salishan shows that public policies and programs designed to prepare and assist first-time home buyers increase their capacity to participate in the market. As evidenced by the disproportionate share of assistance provided to Eastern European home buyers, to the extent that public initiatives increase market access, it is essential that investments in borrower preparation reach historically disenfranchised demographic niches.

If preparation is essential to homeownership, third-party assistance is essential to achieving diversity by preparing racially, ethnically and linguistically diverse communities to compete in a booming housing market where the median price of housing continues to escalate. Given that 25% of Salishan homes were purchased using third-party assistance and that 92% of assisted home buyers were immigrants and people of color, it is clear that assistance reinforced Salishan's diversity.

The use of multiple, often overlapping, subsidies and insurance programs to underwrite the 30 subsidized home purchases added complexity to the Salishan transactions but were essential to ensuring affordability and diversity. The diversity of Salishan home buyers is a testament to the broad array of private and public sector stakeholders, including Quadrant Homes, 12 lenders, 5 subsidy and insurance programs, 2 housing authorities and city, county, state and federal governments, that partnered to insure that the redevelopment of Salishan yielded a diverse, vibrant and sustainable mixed-income

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<sup>25</sup> The totals exceed 100% because some buyers utilized multiple programs and subsidies to fund the transaction.

<sup>26</sup> Information detailing the independent efforts of Quadrant and Wells Fargo was not available for assessment.

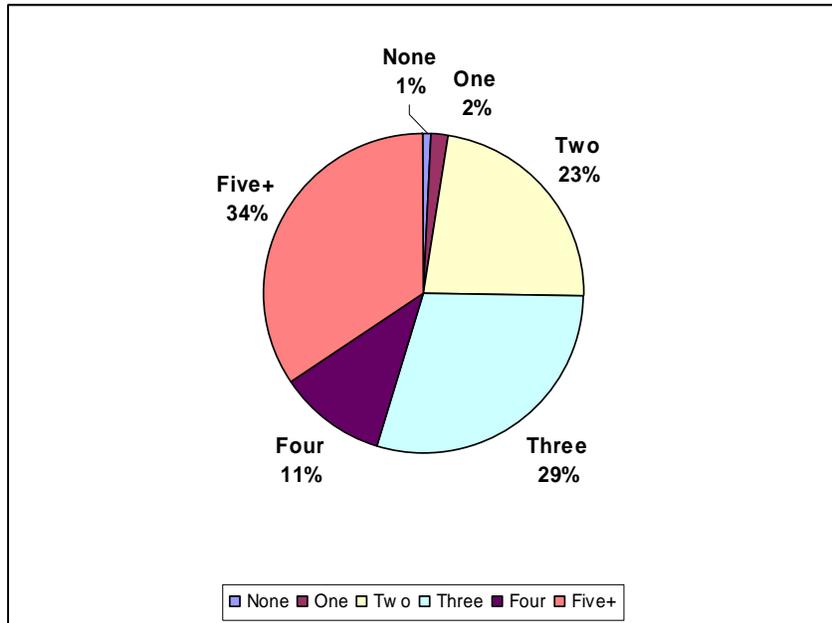
community. As Phase I demonstrates, collaboration to facilitate the provision of home buyer assistance will be a key element of achieving diversity in future phases of the Salishan redevelopment.

### Residents with Disabilities

“Visitability” is an emerging concept of universal home design. According to HUD, “visitability is defined loosely as making it possible for a disabled person to visit a friend’s home and enjoy a meal without having to be lifted up a step or be unable to get through the doorway.”<sup>27</sup> Although encouraged by HUD, visitability is not a requirement, especially for single-family homes otherwise exempt from the design and construction requirements of the federal Fair Housing Act.

A review of Salishan’s for-sale homes was conducted to get a sense of their visitability. The assessment focused on the visitability of the front entry and counted all steps and thresholds leading to the front door. Of 119 homes reviewed, the average number of steps, including thresholds, was four. Just-over one-third of the homes had five-or-more steps, including the threshold.

**Steps and Thresholds**



Because a number of topographical challenges particular to the site were observed, these statistics are informational rather than conclusive in nature. Moreover, many of the homes with steps had minimally-graded garage entrances that might afford alternative access-points for a person with a disability. While it is unknown how many

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<sup>27</sup> *Strategies for Providing Accessibility & Visitability for HOPE VI and Mixed Finance Homeownership*, U.S. Department of Housing and Urban Development Office of Public Housing Investments, Public and Indian Housing, January 2000.

homes have steps leading from the garage to the living area, the homes with garages, especially in blocks five and thirteen, appear to offer relatively visitable alternative access.

Information about the number of Quadrant home buyer households with a disabled resident was not readily available. Surveys were mailed to all 119 households asking the question: “Is anyone in your home considered a person with a disability?” Although a survey response rate of 25% is relatively high, it is difficult to extrapolate the disability status of 119 households based on the thirty returned surveys. While the 2000 Census estimated that 12% of Salishan’s population was disabled, 23.3% of households responding to the survey indicated the presence of a person with a disability.

### **Conclusions**

- The diversity by race, ethnicity and national origin of Quadrant home purchasers in phase one of Salishan is greater than the overall diversity of homebuyers in the Tacoma/Pierce County MSA.
- Although the diversity by race, ethnicity and national origin of Quadrant home purchasers in phase one of Salishan is different than the diversity of households prior to redevelopment, the differences have not diminished diversity. While the percentage of white home buyers appears to have increased from 28.8% to 53.9% of households, the consideration of white Eastern Europeans as a unique measure of diversity indicates that non-immigrant white homeowners comprise 33.3% of Salishan buyers.
- While the proportion of Asian households appears high relative to the overall mortgage market, the proportion of Asian homeowners is much lower than before redevelopment. The relatively high frequency with which Asians purchased Salishan homes indicates prospective Asian homebuyers may be especially well prepared.
- The proportion of African-American and Hispanic home buyers is stable or higher than before redevelopment.
- Wells Fargo and Linear’s mortgage originations in Salishan reflected greater racial and ethnic diversity than their Washington mortgage originations generally.
- To the extent that mortgages underwritten with third-party assistance are more complex, the participation of a variety of lenders capable of handling such transactions facilitates their adoption.
- Third-party assistance is critical to preparing borrowers to finance home purchases and achieving affordable housing goals. Public programs increased the diversity of Salishan buyers, especially Eastern European households.
- Although a determination of diversity by disability was constrained by the limited return of thirty surveys, 23.3% of respondent households indicated the presence of a person with a disability.
- Quadrant Homes at Salishan contain, on average, 4 steps at the front entry; many of the homes may provide alternative access through driveways and garages.
- The economic and cultural breadth of Salishan is a testament to the sustained commitment of public and private sector partners pro-actively investing in the development of diverse, vibrant and sustainable mixed-income communities.

## **Recommendations**

- To the extent that Quadrant Homes seeks opportunities for increasing its customer base, it is recommended that Quadrant Homes supplement its marketing efforts by identifying opportunities for increasing public sector partnerships that would facilitate the preparation of prospective buyers to purchase Quadrant homes.
- Consider strategies for increasing the competitiveness of buyers utilizing third-party underwriting assistance. Options to facilitate the participation of subsidized buyers might include increasing the expertise of current mortgage partners or expanding the universe of preferred lenders
- Design strategies should include consideration of longevity and disability trends to ensure Quadrant Homes is well positioned to serve the emerging demand for accessible homes that reflect universal design and visitability concepts.
- To the extent that Quadrant relies on marketing campaigns to expand its prospective customer base, the use of diverse human models and languages can maximize the effectiveness of media strategies.

## **Non-Salishan Quadrant Developments**

To analyze the diversity by race, ethnicity, national origin and disability<sup>28</sup> of home purchasers in Quadrant Homes developments in Washington other than Salishan, the Fair Housing Center utilized 2005 HMDA data for the thirteen census tracts in which Quadrant sold 1100 homes in 2005.<sup>29</sup> Based on home sales data maintained by the counties, the Fair Housing Center estimates that Quadrant's 2005 transactions include 550 sales in three census tracts in Pierce County, 298 sales in eight census tracts in King County and 252 sales in two census tracts in Snohomish County (See Appendix 2).<sup>30</sup>

The diversity of Quadrant home buyers was identified by analyzing 2005 HMDA data for all lenders in the 13 census tracts in which Quadrant sold homes, with a focus on Linear Financial and Wells Fargo Bank, N.A., a preferred lender and primary purchaser of Linear Financial's mortgage loans. One constraint to the use of HMDA data is its reliance on borrowers to voluntarily disclose their race and ethnicity and the non-disclosure of such information can complicate analyses of diversity. Appendix 1 contains a thorough explanation of the methodology utilized to sample HMDA records to evaluate the diversity of home purchasers in Quadrant Homes developments in Washington.

The Fair Housing Center identified a total of 124 owner-occupied, one-to-four unit, first-lien home-purchase mortgages handled by Linear Financial in Washington in 2005. The small sample size prevents an analysis of the loans at the census tract level. The universe of Linear mortgages is narrowed further by a lack of data on 19 of the 124 loans (15.3%). Both the lack of data and the small number of mortgages constrain the significance of Linear Financial's lending activity as a means of assessing the demographic profile of Quadrant home buyers.

## **Northwest Landing, DuPont, WA**

Because Quadrant Homes is the only single-family new home developer at Northwest Landing, this analysis attributes 100% of 2005 owner-occupied, one-to-four unit, first-lien home-purchase mortgage originations in DuPont (census tract 728.00) to Quadrant Homes. HMDA records for 2005 indicate 56 lenders originated 406 mortgages in DuPont, WA. As noted, racial and ethnic data is not always available, thus limiting the DuPont analysis to 258 transactions, or 63.5% of all originations.

Based on the 258 transactions, DuPont homebuyers in 2005 were 82.9% white, 9.7% Asian, 5.4% African-American, and 1.2% Native Hawaiian or other Pacific Islander.

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<sup>28</sup> HMDA records do not require disability statistics. Therefore, it is unable to be analyzed.

<sup>29</sup> Only retail sales were counted; transactions involving other corporations were excluded from the total.

<sup>30</sup> Quantifying the number of Quadrant sales in each particular census tract requires obtaining all 1100 addresses and then analyzing each address to identify the census tract. Without this information, the number of Quadrant sales was calculated at the County and plat level. Census tracts were assigned to each plat based on a sample of addresses for each identified plat. Absent a review of all addresses to identify the census tract, the number of sales is aggregated because plats may comprise more than one census tract.

American Indian or Alaskan Native households represented less than 1% of buyers while Hispanic households comprised 4.4% of Quadrant's DuPont homebuyers.

**Diversity of 2005 DuPont Home Mortgage Originations by Lender**

<b>Race/Ethnicity</b>	2005 DuPont HMDA - All Lenders	2005 DuPont HMDA - Wells Fargo <sup>31</sup>	2005 Tacoma MSA HMDA	2005 Linear HMDA - State	2005 Wells HMDA - State
American Indian/Alaskan Native	0.8%	1.2%	0.8%	0.0%	0.6%
Asian	9.7%	11.9%	7.8%	28.6%	10.2%
Black or African American	5.4%	4.8%	4.8%	2.9%	1.9%
Native Hawaiian/Pacific Islander	1.2%	2.4%	1.3%	1.0%	0.9%
White	82.9%	79.8%	85.2%	67.6%	86.4%
Hispanic	4.4%	4.8%	4.8%	2.9%	5.7%

Asian households originated 9.7% of DuPont mortgages in 2005 as compared to 7.8% of all mortgages in the Tacoma/Pierce County market. The share of mortgages originated to Asian households by Wells Fargo and Linear was even higher. Asian buyers represented 11.9% of Wells Fargo originations in DuPont, 2.2% higher than for all lenders in DuPont and 4.1% higher than the overall market. Similarly, Asian buyers represented 28.6% of Linear originations (in all markets), much higher than in DuPont and the overall market.

African-American homebuyers represented 5.4% of the DuPont market, higher than the overall market, supporting an inference that DuPont's proximity to U.S military bases supports higher rates of black homeownership. Such an inference is further supported by Wells Fargo's relative success lending to African-Americans in DuPont, where African-American households represented 4.8% of Wells Fargo originations.

It is important to note that conclusions about Wells Fargo's lending practices are limited by a substantial number of DuPont mortgages devoid of race or ethnicity data. Of 187 loans Wells Fargo originated in DuPont, 55% lacked data on the race or ethnicity of borrowers.

Linear Financial handled only 24 loans in DuPont in 2005, just under 20% of its total volume for the State. A unique analysis of the racial or ethnic characteristics of DuPont buyers was rendered untenable by the fact that 18 of the 24 loans, or 75%, lacked race or ethnicity data. Nearly 95% of Linear's 2005 Washington mortgages that lacked race or ethnicity data were attributable to DuPont transactions.

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<sup>31</sup> Conventional mortgages.

Linear's 2005 HMDA data indicate that African-American borrowers represent 2.9% of originations while such borrowers represent 5.4% of the DuPont market and 4.8% of the overall Pierce County-Tacoma mortgage market. In contrast, nearly 29% of Linear's 2005 mortgage portfolio was comprised of loans to Asian borrowers. Again, though, these conclusions merit caution given the small universe of Linear loans and large proportion of missing records.

### **Pierce County**

Quadrant sold approximately 550 homes in Pierce County during 2005, approximately 55.3% of the 994 owner-occupied, one-to-four unit, first-lien home-purchase mortgages originated in census tracts 703.10, 728.00 and 731.09.

#### **Racial and Ethnic Characteristics of 2005 Home Mortgage Borrowers in Pierce County Census Tracts 703.10, 728.00 and 731.09<sup>32</sup>**

<b>Race/Ethnicity</b>	<b>All Lenders</b>	<b>Wells Fargo</b>	<b>Tacoma MSA</b>
American Indian or Alaskan Native	0.4%	0.7%	0.8%
Asian	5.6%	7.6%	7.8%
Black or African American	6.2%	4.9%	4.8%
Native Hawaiian/Pacific Islander	2.1%	2.8%	1.3%
White	85.7%	84.0%	85.2%
Hispanic <sup>33</sup>	5.7%	2.8%	4.8%

In 2005, homebuyers in census tracts 703.10, 728.00 and 731.09 were 85.7% white, 5.6% Asian, 6.2% African-American, and 2.1% Native Hawaiian or other Pacific Islander. American Indian or Alaskan Native households represented less than 1% of buyers while Hispanic households comprised 5.7% of homebuyers in the three Pierce County census tracts in which Quadrant sold homes in 2005.

Although Quadrant sales transactions cannot be decoupled from all of the transactions in the three Pierce County census tracts, the mortgage origination data for these tracts indicate that borrowers are more likely to be African-American (6.2%) and Hispanic (5.7%) than the overall market.

An analysis of Wells Fargo's loan activity in the three Pierce County census tracts in which Quadrant sold homes in 2005 indicates African-American and Hispanic borrowers are less likely to originate mortgages through Wells Fargo compared to their overall mortgage origination in the selected census tracts. In contrast, Asian borrowers represent 7.6% of Wells Fargo mortgage originations and 5.6% of all borrowers in the three selected census tracts. Overall, however, Wells Fargo's lending by race and ethnicity in the three selected census tracts reflects the market, except for lower rates of lending to Hispanic borrowers.

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<sup>32</sup> Ibid.

<sup>33</sup> The total will exceed 100% because Hispanic borrowers can be comprised of more than one race; note that data for multi-racial borrowers is excluded.

## King County

Quadrant sold approximately 298 homes in 2005 in King County, approximately 12.5% of all owner-occupied, one-to-four unit, first-lien home-purchase mortgages originated in census tracts 256, 296.02, 304.01, 318, 319.07, 322.09, 323.14, 326.02.

### **Racial and Ethnic Characteristics of 2005 Home Mortgage Borrowers in King County Census Tracts 256, 296.02, 304.01, 318, 319.07, 322.09, 323.14, 326.02<sup>34</sup>**

<b>Race/Ethnicity</b>	<b>All Lenders</b>	<b>Wells Fargo</b>	<b>Seattle/Bellevue/ Everett MSA</b>
American Indian or Alaskan Native	0.4%	0.2%	0.4%
Asian	19.9%	24.2%	15.1%
Black or African American	2.3%	1.9%	3.0%
Native Hawaiian or other Pacific Islander	1.5%	1.5%	1.2%
White	75.8%	72.2%	80.2%
Hispanic <sup>35</sup>	3.5%	3.8%	5.1%

In 2005, homebuyers in census tracts 256, 296.02, 304.01, 318, 319.07, 322.09, 323.14, 326.02 were 75.8% white, 19.9% Asian, 2.3% African-American, and 1.5% Native Hawaiian or other Pacific Islander. American Indian or Alaskan Native households represented less than 1% of buyers while Hispanic households comprised 3.5% of homebuyers in the eight King County census tracts in which Quadrant sold homes in 2005.

Home buyers in the areas of King County where Quadrant sold homes in 2005 are less diverse than the overall mortgage market. While African-Americans represented 3% of the overall mortgage market, they represented 2.3% of borrowers in the eight tracts where Quadrant sold homes. Similarly, while Hispanics represented 5.1% of the overall mortgage market, they represented 3.5% of borrowers in the eight selected King County tracts. Finally, while white borrowers comprised 80.2% of the overall market, they purchased 75.8% of the homes in the eight selected census tracts.

An analysis of Wells Fargo's loan activity in the eight King County census tracts in which Quadrant sold homes in 2005 indicates African-American borrowers are less likely to originate mortgages through Wells Fargo compared to their overall market participation in the selected census tracts. Hispanic borrowers, in contrast, represented 3.8% of Wells Fargo originations and 3.5% of the overall originations in the selected census tracts.

<sup>34</sup> Ibid

<sup>35</sup> The total will exceed 100% because Hispanic borrowers can be comprised of more than one race; note that data for multi-racial borrowers is excluded.

Mortgage origination data for the selected tracts indicate that borrowers are more likely to be Asian (19.9%) than the overall market (15.1%). This is particularly true for Wells Fargo, with Asian borrowers representing 24.2% of Wells Fargo mortgage originations.

### **Snohomish County**

Quadrant sold approximately 459 homes in 2005 in Snohomish County, approximately 54.9% all owner-occupied, one-to-four unit, first-lien home-purchase mortgages originated in census tracts 520.03 and 522.07.

#### **Racial and Ethnic Characteristics of 2005 Home Mortgage Borrowers in Snohomish County Census Tracts 520.03, 522.07<sup>36</sup>**

<b>Race/Ethnicity</b>	<b>All Lenders</b>	<b>Wells Fargo</b>	<b>Seattle/Bellevue/ Everett MSA</b>
American Indian/Alaskan Native	0.0%	0.0%	0.4%
Asian	15.1%	6.7%	15.1%
Black or African American	1.9%	0.8%	3.0%
Native Hawaiian/Pacific Islander	1.4%	0.8%	1.2%
White	81.5%	91.7%	80.2%
Hispanic <sup>37</sup>	4.3%	2.5%	5.1%

In 2005, homebuyers in census tracts 520.03 and 522.07 were 81.7% white, 15.1% Asian, 1.9% African-American, 1.4% Native Hawaiian or other Pacific Islander and 4.3% were Hispanic. American Indian or Alaskan Native households did not purchase any homes in 2005 census tracts 520.03 and 522.07.

Home buyers in the areas of Snohomish County where Quadrant sold homes in 2005 are less diverse than the overall mortgage market. While African-Americans represented 3% of the overall mortgage market, they represented 1.9% of borrowers in the tracts where Quadrant sold homes. Similarly, while Hispanics represented 5.1% of the overall mortgage market, they represented 4.3% of borrowers in Snohomish County.

Less than 1% of Wells Fargo borrowers were African-American, although they represented 1.9% of borrowers in the two census tracts and 3% of the entire market. Similarly, Hispanics represented 2.5% of Wells Fargo's borrowers in census tracts 520.03 and 522.07 but represented 4.3% of all borrowers in the two census tracts and 5.1% of the entire market.

In contrast to Pierce and King County, 6.7% of Wells Fargo mortgages in the two, selected census tracts in Snohomish County were originated to Asian households although they represented 15.1% of borrowers in census tracts 520.03 and 522.07 and the overall market.

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<sup>36</sup> Ibid

<sup>37</sup> The total will exceed 100% because Hispanic borrowers can be comprised of more than one race; note that data for multi-racial borrowers is excluded.

### **Conclusions**

- The lack of HMDA data reported by mortgage lenders can greatly affect the confidence of statistical assessments of the racial and ethnic diversity of home buyers. The large quantity of missing data for DuPont mortgages, especially for Linear and Wells Fargo, confounds direct comparisons.
- 2005 HMDA data for both DuPont and Pierce County indicate that African-Americans represented a greater share of buyers than in King and Snohomish Counties, lending support to the inference that the DuPont and Pierce County markets home markets are influenced by the presence of military installations.
- Asian home buyers are well-prepared as reflected by their share of home purchases in DuPont and the Tacoma-Pierce County and Seattle/Bellevue/Everett markets.
- With the exception of Snohomish County, in those census tracts where Quadrant sold homes, Wells Fargo originated a higher proportion of mortgages to Asians than other lenders. Though Linear Financial's low mortgage volume may be a factor, it was also more likely to originate mortgages to Asian households than other lenders.

### **Recommendations**

- To the extent that engendering diversity and choice is a priority, it is essential that partner lending institutions utilize effective marketing strategies to serve under-represented communities.
- Coordinate with Linear Financial and preferred lenders, like Wells Fargo Bank, to identify strategies for decreasing the number of missing demographic variables reportable under HMDA.
- Continue to analyze HMDA data to assess the diversity of recently-completed developments to measure the effectiveness of marketing strategies.

## **Appendix 1 Home Mortgage Disclosure Act (HMDA) Methodology**

Federal statutes have been established to promote fair lending practices. HMDA seeks to prevent lending discrimination by requiring public disclosure of demographic and origination information for home mortgage applications. Since the inception of HMDA, research has consistently shown disparities in the racial and ethnic distribution of home mortgage credit. While the rates at which minority applicants have been denied financing has continued to fall over time, white and Asian applicants are more likely to be approved for financing compared to African-American and Hispanic mortgage applicants.

While HMDA data reporting requirements yield racial, ethnic and income information for the purposes of evaluating the fair housing performance of home mortgage lenders in their distribution of home mortgage credit, this same information provides an opportunity to analyze the evolution of neighborhood demographics and to capture the demographic characteristics of new communities created as a result of new-construction home development located in census tracts that were historically sparsely occupied.

This analysis captures HMDA race and ethnicity data for owner-occupied, one-to-four unit, first-lien home-purchase mortgages originated<sup>38</sup> in the 13 census tracts in which Quadrant Homes sold homes in King, Pierce and Snohomish counties in 2005. While this analysis is unable to decouple individual Quadrant transactions from other home sales transactions in the particular census tracts, knowing the total number of Quadrant sales and the total loans made in those census tracts provides a relative measure of the demographic characteristics of Quadrant home buyers.

The robustness of HMDA data for analyzing the racial and ethnic distribution of mortgages originated in Quadrant communities is limited by the option of mortgage applicants to decline disclosing their race and ethnicity. The amount of missing data varied greatly by census tract and by lender and as a result, this analysis excludes categories for (a) Two or More Minority Races, (b) Joint (White/Minority Race), and (c) Race Not Available. The Fair Housing Center redistributed racial and ethnic data to compensate for incomplete data. For example, if a census tract had a total of 50 mortgage originations but 20 lacked race and ethnicity data, the racial and ethnic distribution of mortgages was calculated using only the 30 records with available data.

Due to Census Bureau collection standards, the category for ethnicity is limited to Hispanic and Non-Hispanic. The term "Hispanic" potentially includes data from all racial categories and is the only separate ethnic category recorded.

While analyzing HMDA data is an excellent means of capturing information about the demographic characteristics of households who originate mortgages in a particular census tract, it is imperfect for at least six reasons:

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<sup>38</sup> For a detailed explanation of all available HMDA data fields, see <http://www.ffiec.gov/hmda/pdf/2004guide.pdf>

- 1) HMDA data identify mortgage transactions by census tract, not by home address.
- 2) While 2005 HMDA data are available for every mortgage originated in each applicable census tract in which Quadrant built and sold homes, HMDA does not identify the developer who built or sold the home.<sup>39</sup>
- 3) HMDA data exclude homes sales where no mortgage was originated. Although cash-only new construction home sales are limited in volume, they do happen.
- 4) HMDA relies on mortgage originators to hazard guesses about the race and ethnicity of home buyers who decline to volunteer such information when it is requested in the course of completing a home mortgage application. Moreover, the increasing use of digital communications to conduct mortgage transactions may prevent originators from fathoming home buyer characteristics.
- 5) In order to match individual HMDA records with each Quadrant transaction, it is necessary to know, at a minimum, the name of the mortgage originator and the amount of the mortgage for each Quadrant sale.
- 6) Even if information was available to identify the mortgage amount and originator, two mortgages of equal value originated by one lender to fund retail purchases from competing developers would be indistinguishable.

The primary alternative to utilizing HMDA data to obtain the racial and ethnic characteristics of home buyers entails mailing surveys to each of the 1100 buyers estimated to have purchased a Quadrant home in 2005. To conduct surveys, it would first be necessary to obtain the name and address of all 1100 Quadrant home buyers. In light of notoriously low survey response rates, surveying was limited to Salishan home buyers.

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<sup>39</sup> HMDA data do not distinguish between new-construction and pre-existing home sales and some of the HMDA records may reflect mortgage activity related to existing homes. However, the census tracts in which Quadrant sold homes primarily reflect mortgage activity related to new-construction developments.

## **Appendix 2 Analysis of Salishan 2006 HMDA Data**

On September 12, 2007, the Federal Financial Institutions Examination Council (FFIEC) released 2006 HMDA data to the public. This appendix compares 2006 HMDA data for the Tacoma MSA, Census Tract 622.00<sup>40</sup> which includes Salishan, with the homebuyer analysis conducted by the Fair Housing Center using non-HMDA data sources.

A total of 69 one-to-four unit, first-lien home-purchase mortgages were reported as having been originated in Census Tract 622.00 in 2006. Pierce County assessment records indicate a total of 99 to 107 sales occurred in Salishan in 2006. The discrepancy between assessor sales and HMDA mortgage origination records can be explained by at least four factors.

First, not all home mortgages are reported under HMDA. An analysis of companies that originated Salishan mortgages indicated that at least seven institutions responsible for 18 first-lien Salishan mortgages were not required to report those originations under HMDA.<sup>41</sup> Second, not all homes are financed, and the analysis identified one Salishan cash purchase. The third reason for the discrepancy between HMDA and assessor counts relates to the difference between mortgage origination and sale dates. While 19 Salishan homes were purchased in November and December of 2006, the closing dates of those sales might result in those transactions being reported in the 2007 HMDA cycle.<sup>42</sup> Finally, 2007 home sales will not be included in the 2006 HMDA cycle.

As noted in Appendix One, HMDA data is further limited by the option of borrowers to decline reporting their demographic characteristics. Of the 69 home loans identified in the 2006 HMDA, eleven declined to furnish race or ethnicity data.<sup>43</sup> This analysis considers the demographic characteristics of the 58 borrowers for whom race and ethnicity data was available.

The Salishan homebuyer analysis conducted by the Fair Housing Center reflects the demographic profile of Salishan as measured by the HMDA data with few exceptions, as noted in the following chart. The 2006 HMDA data confirms the absence of American Indian or Alaskan Native home buyers and reinforces the conclusion that Asians households comprise approximately 20% of Salishan home buyers.

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<sup>40</sup> The 2000 Census indicated that all but 16 of the dwelling units located in Census Tract 622.00 were Salishan rental units. It is possible that the HMDA data includes transactions for privately owned homes neighboring Salishan.

<sup>41</sup> Depending on other reporting factors, the actual number of non-reporting institutions might actually be higher.

<sup>42</sup> 2007 HMDA will not be publicly available until September of 2008.

<sup>43</sup> HMDA only tracks ethnicity data for Hispanics; ethnicity information for non-Hispanic white borrowers is not available.

<b>Race</b>	<b>2006 Salishan HMDA<sup>44</sup></b>	<b>Quadrant Salishan Homebuyer Analysis<sup>45</sup></b>	<b>2005 Tacoma MSA HMDA Loans<sup>46</sup></b>
American Indian or Alaskan Native	0.0%	0.0%	0.8%
Asian	19.0%	20.6%	7.8%
Black or African American	19.0%	12.7%	4.8%
Native Hawaiian/Pacific Islander	1.7%	6.9%	1.3%
White		33.3%	
Eastern European		20.6%	
Total White	53.4%	53.9%	85.2%
Mixed Race	6.9%	5.9%	0.1%

<b>Ethnicity</b>			
Hispanic	6.9%	6.3%	4.8%
Not-Hispanic	93.1%	93.7%	95.2%

Although 2006 HMDA data indicate that African-Americans comprised 19% of Salishan homebuyers, the Fair Housing Center's analysis indicated African-Americans comprised 12.7% of Salishan homebuyers. The difference results from the fact that the HMDA data identified 11 African-American homebuyers out of 58 transactions while the analysis identified 13 African-American home buyers out of 102 transactions. Similarly, the HMDA data identified only one Native Hawaiian/Pacific Islander homebuyer out of 58 transactions while the analysis identified 6 such households out of 102 transactions. Other than the HMDA data's apparent over-estimation of African-American homebuyers and under-estimation of Native Hawaiian/Pacific Islander homebuyers, the racial and ethnic demographic distribution revealed in the HMDA is remarkably consistent with the Fair Housing Center's analysis.

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<sup>44</sup> Racial and ethnic distribution figures are calculated after excluding the households for which no data was available.

<sup>45</sup> Ibid.

<sup>46</sup> Includes only conventional home mortgage originations and excludes such loans for which no data was available.

**Appendix 3**  
**Estimated Quadrant Home Sales - 2005**

Pierce County		
Estimated Quadrant Sales		550
Total Census Tracts w/Quadrant Sales		3
Total Loans Originated in 3 Census Tracts		994
Quadrant % of Loan Originations		55.3%
Brookside	Bonney Lake	Tract 703.10
Northwest Landing	DuPont	Tract 728.00
Country Hollow Plat	Spanaway	Tract 731.09

King County		
2005 Estimated Sales		298
Total Census Tracts w/Quadrant Sales		8
Total Loans Originated in 8 Census Tracts		2382
Quadrant % of Loan Originations		12.5%
Liberty Ridge Plat		
Trovitsky Plat	Renton	Tract 256
Duberry Hill Plat	Auburn	Tract 296.02
Northlake Ridge Plat	Federal Way	Tract 304.01
Fern Crest Plat	Kent	Tract 318
Pioneer Place Plat	Renton	Tract 319.07
Norris Estates Plat	Sammamish	Tract 322.09
Redmond Ridge Plat	Redmond	Tract 323.14
Snoqualmie Ridge	Snoqualmie	Tract 326.02

Snohomish County		
2005 Estimated Sales		252
Total Census Tracts w/Quadrant Sales		2
Total Loans Originated in 2 Census Tracts		459
Quadrant % of Loan Originations		54.9%
Remington Heights Plat	Bothell	Tract 520.03
Farm at Woods Creek Plat	Monroe	Tract 522.07

**Appendix 4  
Salishan Survey**

**The completion of this survey is voluntary and all information you provide will be kept confidential.**

How many persons live in your home? \_\_\_\_\_

How many adults live in your home? \_\_\_\_\_

How many children under the age of 18 live in your home? \_\_\_\_\_

Is anyone in your home considered a person with a disability? \_\_\_\_\_

What languages are spoken in your home? (Please list): \_\_\_\_\_

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**If you need a translator to assist you with this survey, please call 1-888-766-8800**

**Adult 1:  
Race:**

**Adult 2:  
Race:**

- White
- American Indian or Alaska Native
- Asian
- Black or African American
- Ntv Hawaiian or Other Pacific Islander

- White
- American Indian or Alaska Native
- Asian
- Black or African American
- Ntv Hawaiian or Other Pacific Islander

**Ethnicity:**

**Ethnicity:**

- Hispanic or Latino
- Russian
- Ukrainian
- Vietnamese
- Cambodian
- Filipino/Filipina
- Other (list) \_\_\_\_\_
- Not applicable

- Hispanic or Latino
- Russian
- Ukrainian
- Vietnamese
- Cambodian
- Filipino/Filipina
- Other (list) \_\_\_\_\_
- Not applicable

Comments:

Thank you! Using the self-addressed, stamped envelope, please mail to:

**Fair Housing Center of Washington  
1517 S. Fawcett Avenue, Suite 250  
Tacoma, WA 98402**