Micron is Coming to Town

A Real Estate Market Report for Onondaga County, NY

May 2023

Baruch College
Zicklin School of Business
Steven L. Newman Real Estate Institute

Contents

About Micron Technology, Inc.

Micron is a multinational semiconductor company specializing in production of dynamic random-access memory (DRAM), flash memory, and solid-state drives (SSDs). Founded in 1978, Micron is headquartered in Boise, Idaho, and operates in more than 20 countries worldwide. The company has a diverse portfolio of products and serves a wide range of industries, including consumer electronics, automotive, data center, and networking.

Micron has made significant contributions to the development of the semiconductor industry and is known for its innovative products and technologies. One of the groundbreaking innovations of Micron was the introduction of the first commercial DRAM chip in 1981. Since then, Micron has continued to improve and advance its memory chip technologies.

The company is strongly committed to sustainability and has implemented several initiatives to reduce its environmental impact. Micron has set targets to reduce its greenhouse gas emissions, waste generation, and water usage and has also established a program to promote sustainability in its supply chain. They are the leading players in the semiconductor industry with a strong focus on innovation, sustainability, and customer satisfaction. Its products and technologies are essential components in many electronic devices, and the company is well-positioned to continue to grow and innovate in the years ahead.

In October 2022, Micron announced a historic investment of up to $100 billion over the next 20-plus years to build a new semiconductor fabrication facility, called “Megafab,” in Central New York (the Town of Clay in Onondaga County).

Key Takeaways

- The establishment of Micron's Megafab factory in Clay, NY, is projected to result in a huge increase in population in the area. The population of Onondaga County, where Clay is located, is projected to increase by 25% over the next 20 years, which will create a surge in demand for housing in the area.

- The Megafab factory is estimated to add nearly $10 billion to New York's real Gross Domestic Product over its first 31 years of operation and create over 50,000 job opportunities, including 9,000 jobs that pay over $100k annually. The increase in employment opportunities will drive up demand for housing and commercial space in the area, leading to a rise in property values and rents.

- County officials have reported that 12,300 units are set to be constructed in Onondaga County, indicating a growing demand for housing. This demand is further evidenced by the fact that 5,300 units will be completed by the end of 2024, which is a massive boost to the regional economy. The majority of the properties under construction are multifamily units, with a total of 9,075 units being built, compared to 3,225 single-family houses. Syracuse has the most significant number of multifamily units under construction, with 6,000 units, indicating a growing demand in the city as well. Regarding single-family units, Clay has the highest number planned for construction at 1,350 houses, followed by Cicero (300 planned single-family homes). Overall, these numbers point to a robust real estate market in the Onondaga County area, with increasing demand for housing and a higher preference for multifamily units.

- Over the last five years, there has been a substantial increase in the median sales price of residential properties in Onondaga County. Investors may find good investment opportunities in the housing markets of Clay, Manlius, and DeWitt.

- Commercial real estate data suggests that DeWitt is consistently the highest-performing area in terms of sales price and sales volume throughout 2022. Sales volume and price of commercial properties increased significantly in the second and fourth quarters of 2022 in Onondaga County.

- Micron's establishment of the Megafab factory in Clay will likely lead to an expansion of supporting industries, such as retail and hospitality, further fueling the growth of the overall real estate market in the region.

Executive Summary

This report examines the potential growth of the real estate market in Onondaga County, NY, with a particular focus on the Town of Clay, following the leading semiconductor manufacturer Micron's establishment of the new “Megafab” factory in the region. The overall population of Onondaga County is projected to increase by 25% over the next 20 years. Central New York has historically been recognized as a prominent manufacturing hub within the state of New York. We anticipate that the advent of a new $20 billion project in the region would provide the real estate market in Onondaga County with the boost it needs to flourish once again.

Micron’s manufacturing plant is projected to add almost $10 billion to New York’s real Gross Domestic Product over its first 31 years of operations and would bring in more than 50,000 employment opportunities with 9,000 jobs paying more than $100K. This surge in employment opportunities will bring in a greater demand for housing in the area. As a result, the real estate market is likely to experience a rise in property values and rents.

In this report, we discuss the recent real estate market trends of Onondaga County, which can potentially see a market boom within the next few years. An increase in construction activity has already been seen as 12,300 residential properties are set to be constructed of which 5,300 units will be finished by the end of 2024. Additionally, the influx of new businesses and employees may also lead to the expansion of supporting industries, such as retail and hospitality, further fueling the growth of the real estate market in the region. This report also includes comprehensive research on the commercial real estate market as well and provides more information about the upcoming trends.

The median sales price of housing properties in Onondaga County has increased considerably over the past five years with maximum volumes traded during the third quarter of every year. The housing market trends in Clay, Cicero, Manlius, and DeWitt reveal a mixed scenario. While Clay has shown steady growth in median sales prices and the number of homes sold, Cicero has experienced a decline in median sales prices year-over-year. On the other hand, Manlius and DeWitt have experienced a significant year-over-year increase in median sales prices and a decreasing trend in the average number of days on the market, indicating a strong demand for properties in these towns. Overall, investors may find good investment opportunities in the housing markets of Clay, Manlius, and DeWitt, while the market in Cicero may require further analysis before making specific investment decisions.

For commercial real estate in Onondaga County, the sales volume and price increased significantly in the second and fourth quarters of 2022, while the third quarter showed a mixed picture with some property types experiencing a decrease in sales price. The sales price per square foot metric showed that retail and office properties were generally more expensive than multifamily and industrial properties. Industrial properties took longer than other property types to sell in the first quarter of 2022, although they did better in the remaining quarters of 2022. DeWitt has consistently been the highest-performing area in terms of sales price and sales volume throughout 2022, with a peak of $2.5M in sales volume and $175/sqft in office sale prices in the fourth quarter. Clay and Cicero showed promising growth in the sales price and sales volume in the second quarter but experienced a decline in the remaining quarters of 2022. Manlius had mixed results throughout the year, with a high sales volume during the first half of 2022 but a significant drop in the third quarter. In terms of months to sale, Clay and Cicero had the fastest turnover during the second half of 2022. Overall, DeWitt appears to be an attractive location for commercial real estate investment.

Overview

Fig 1. Rendering of Micron Technology, Inc. Factory ***"Megafab"*** in Clay, NY [1]

In October 2022, Micron announced its plan to spend $100 billion over the next 20+ years to build a 1,400-acre semiconductor manufacturing plant in Clay, NY (a suburb of Syracuse). The first phase investment of $20 billion is expected by 2030, creating almost 50,000 jobs statewide, including thousands of prevailing wage construction jobs and over 9,000 new high-paying jobs with average annual salaries of over $100,000. In an interview, Governor Kathy Hochul said, "*Together, we are leveraging this investment — the largest private-sector investment in state history—to secure our economic future, solidify New York's standing as a global manufacturing hub, and usher the state into another Industrial Revolution.*"[2] The study conducted by Regional Economic Models, which Gov. Hochul cited in a November press release, projected the plant would add $16.7 billion in economic outputs and almost $10 billion to the state's real Gross Domestic Product over its first 31 years of operations. The housing industry in Central New York has been withering steadily for the past 30 years. With a positive impact from the new factory construction, the Onondaga Country housing market is expecting a dramatic reversal creating huge investment opportunities for real estate investors.

Timeline of the Project

2023: Site Preparation is underway.
2024: Expected start of construction.
2025-2030: The first phase of investment. Micron plans to begin equipping the $20 billion plant.
2030: Micron plans to complete the project and make the plant fully operational.

[1] Rendering image courtesy of Micron Technology, Inc. (www.micron.com/about/newsroom/media-relations/)
[2] "The vision: Micron housing boom would spread far beyond Clay, including lots of urban apartments – 10/22", Syracuse.com

Location

Micron, a global leader in the semiconductor industry, has chosen to establish its new factory in Central New York due to several factors. The diverse and talented workforce along with underrepresented communities in modern technology jobs in the region are some of the most significant reasons. This presents an opportunity for Micron to diversify its workforce and implement new Diversity, Equity, and Inclusion (DEI) initiatives to create an impact in the community. To ensure a pipeline of top engineering talent, the state of New York has formed strong partnerships with K-12 institutions, community colleges, and prestigious universities, including Syracuse University. The percentage of the population aged 25 years or older with a bachelor's or higher degree in Onondaga County is 36.5% (greater than the national average of 33.7%), which implies that the county has a relatively strong educational foundation. This will enable Micron to recruit a highly skilled workforce and nurture talent in the region, ultimately helping the company to achieve its strategic objectives.

Better access to renewable energy sources, such as hydroelectricity and wind power in Central New York is another crucial factor that influenced Micron's decision on the location of the new investment. The region has a strong commitment to renewable energy. According to the National Renewable Energy Laboratory, Syracuse had an estimated 28% of its electricity generated from renewable sources. This provides a sustainable energy source for Micron's high-tech manufacturing facility and aligns with the company's focus on sustainability and the goal to reduce its carbon footprints.

Furthermore, the project will receive billions in tax credits and incentives. A 49-year payment-in-lieu-of-taxes (PILOT) agreement with Onondaga County, $5.5 billion in state tax credits, and the possibility of receiving a portion of the $52 billion in federal incentives set aside to encourage chip manufacturers to establish facilities in the United States are among them. These incentives will help reduce Micron's costs and provide a favorable environment for the company to operate. By establishing its presence in Central New York, Micron will be able to leverage the region's strengths and achieve strategic objectives while contributing to the growth and development of the local community, including the real estate industry.

Climate Risk

Onondaga County faces moderate climate risks, with its main vulnerability being snowstorms. While the county is not exposed to coastal flooding, it has a high risk for storms as well as drought. The table below summarizes the hazard risk/vulnerability rankings of potential natural hazards for Onondaga County. This indicates that drought, severe storms, and severe winter storms are the highest-ranked hazards for the region.[3]

Hazard	Drought	Earthquake	Flood	Geologic	Harmful Algal Bloom	Invasive Species	Severe Storm	Severe Winter Storm
Relative Risk	High	Low	Medium	Low	Medium	Low	High	High

[3] DMA 2000 Hazard Mitigation Plan Update – Onondaga County, New York April 2019 Table 9.1-2

Risk Index Rating of Onondaga County

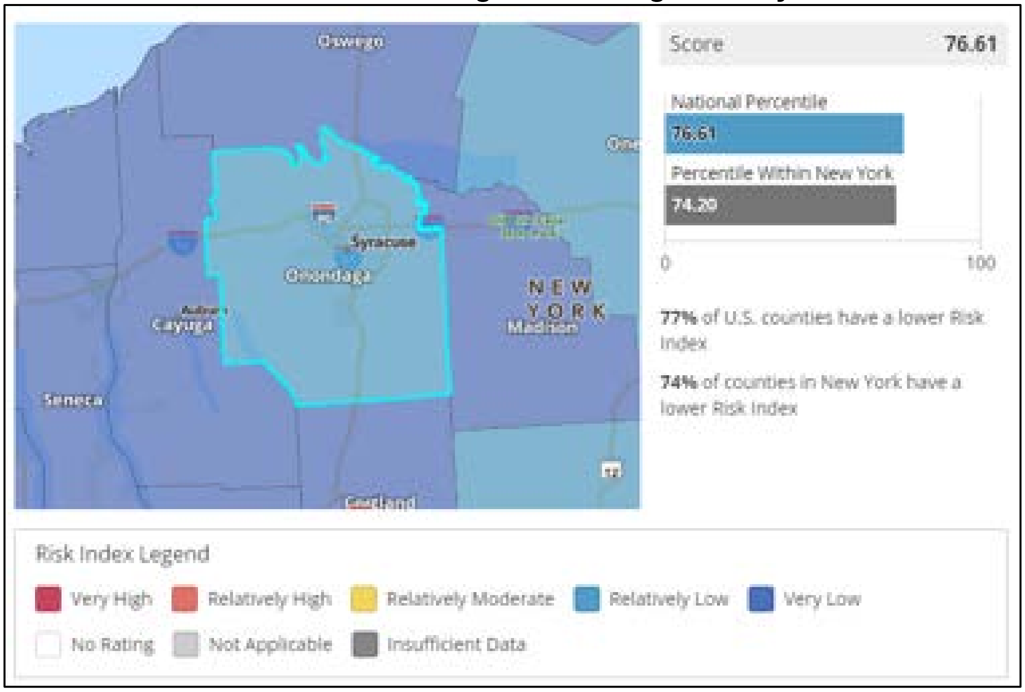


Fig 2. Risk Index Rating of Onondaga County.[4]

The Risk Index rating (score of 76.6) as computed by the Federal Emergency Management Agency (FEMA) for Onondaga County is relatively low as compared to the other counties of the U.S. and New York.

Effective Annual Loss – Onondaga County

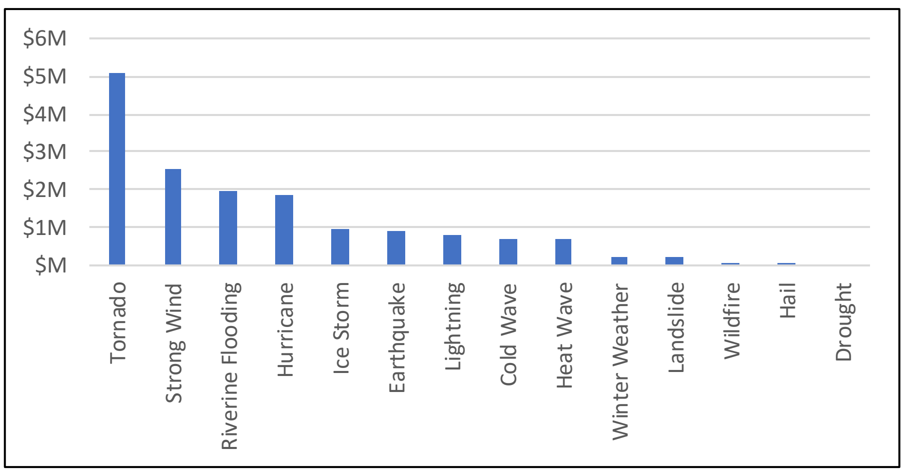


Fig 3. Effective Annual Loss by Hazard Type in Onondaga County.[5]

Onondaga County has a moderately high estimated annual loss risk from storms like tornados and hurricanes. FEMA has determined the expected annual loss score by combining values for exposure, annualized frequency, and historic loss ratios for 18 types of hazards. [6]

[4] FEMA – National Risk Index (https://hazards.fema.gov/)
[5] FEMA – National Risk Index (https://hazards.fema.gov/)
[6] More information about the scoring methodology can be found at hazards.fema.gov/nri/expected-annual-loss.

Market Economics

Demographics

Population Growth – Onondaga County, 1800-2023

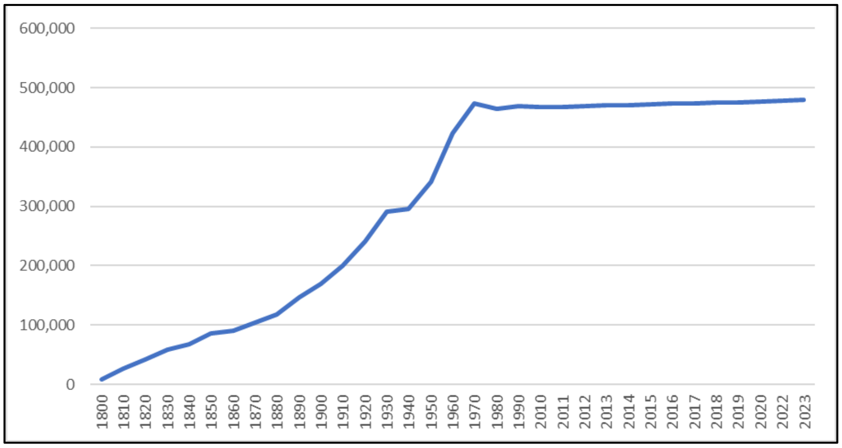


Fig 4. Historical population growth in Onondaga County [8]

Although Onondaga County has had low population growth over the past few decades, the county population is projected to increase with the new Micron factory being constructed.

The current population of Onondaga County stands at 479,363 with a growth rate of 0.2%. The county predicts an influx of residents from the Micron project, roughly adding 125,000 to its population over the next 20 years, which is a growth of more than 25%, according to a recent article from a regional news outlet in the region.[7]

Racial Diversity – Onondaga County

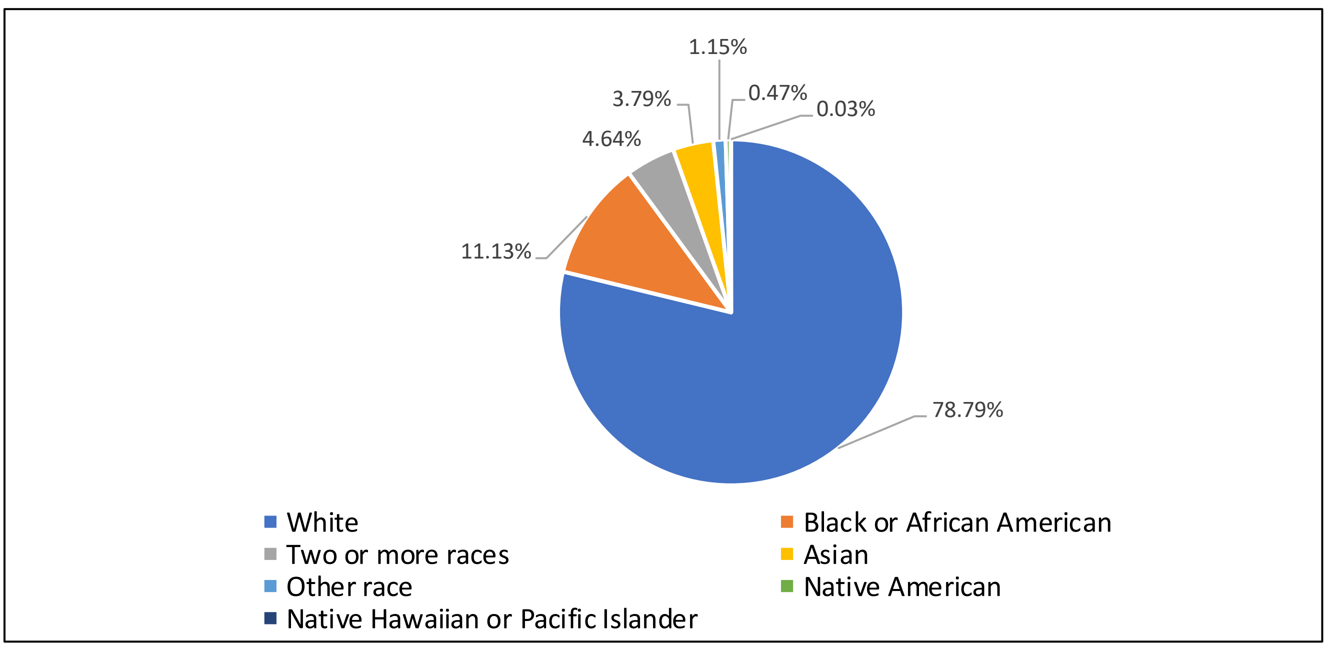


Fig 5. The Racial Demographic of Onondaga County, The U.S. Census Bureau records for 2021[9]

[7] "The vision: Micron housing boom would spread far beyond Clay, including lots of urban apartments – 10/22", Syracuse.com
[8] Data collected from U.S, Census Bureau ACS 2021
[9] Data collected from U.S, Census Bureau ACS 2021

Median Household Income Comparison

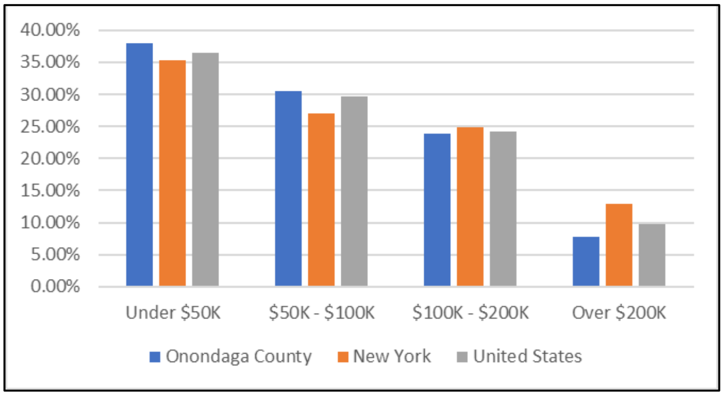


Fig 6. Household Income: Onondaga County, New York, and the U.S.[10]

Population Comparison (2021)

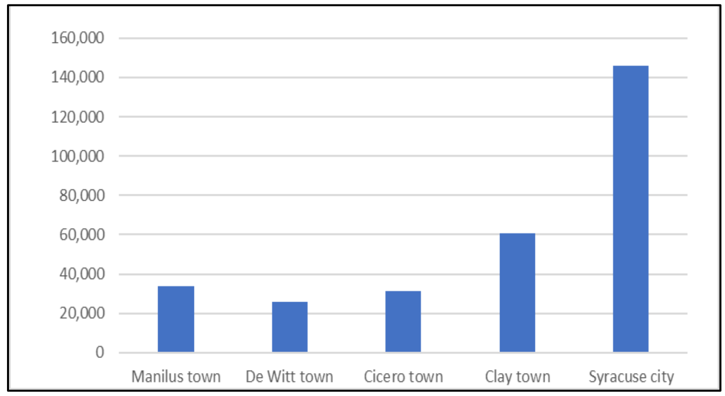


Fig 7. Population in Onondaga County[11]

The Median household income in Onondaga County is $65,541, which is about 90% of the median household income in New York and a little less than the national median household income of $69,717. Major towns in Onondaga County, such as Manlius, DeWitt, Cicero, Clay, and Syracuse, have been considered for the demographic analysis. Syracuse has the largest population of 146,103 as of 2021, while DeWitt has the smallest population of around 25,000.

Racial Diversity

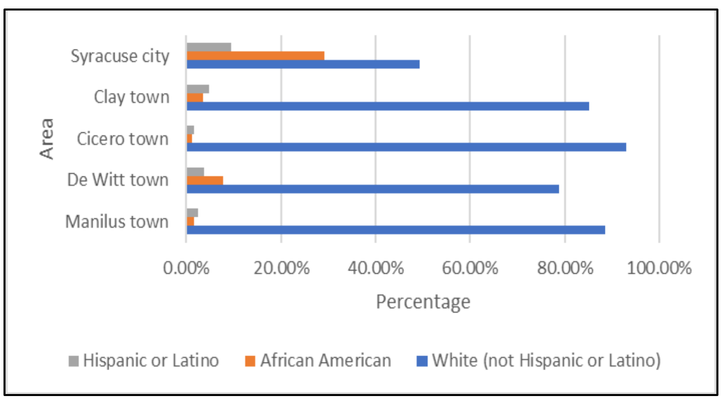


Fig 8. Racial Demographic: Onondaga County, 2021[12]

Median Household Income

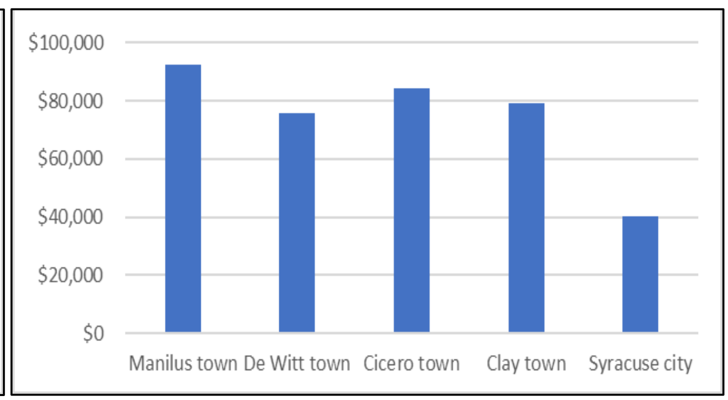


Fig 9. Median Household Income: Onondaga County, 2021[13]

Each town has substantial differences in its racial makeup, with Syracuse having the highest percentage of African Americans (29.2%), and Cicero and Manlius having the highest percentage of white population. Manlius has the highest median household income at $92,371, while Syracuse has the lowest at $40,490.

[10] Data collected from U.S, Census Bureau ACS 2021
[11] Data collected from U.S, Census Bureau ACS 2021
[12] Data collected from U.S, Census Bureau ACS 2021
[13] Data collected from U.S, Census Bureau ACS 2021

Economic Indicators

Unemployment Rate Comparison

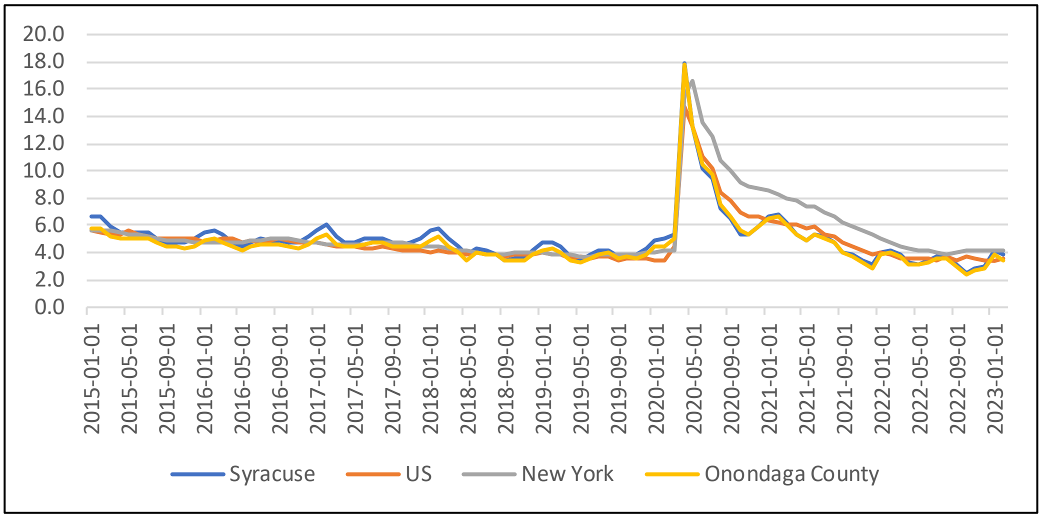


Fig 10. Historical Unemployment Rates: Syracuse, Onondaga County, New York, and the U.S.[14]

As of February 2023, the unemployment rate in Onondaga County is 3.6%, which is less than that of New York (4.2%). The unemployment rate in Onondaga County is almost the same as those of Syracuse and has been lower than in New York and the U.S. post-pandemic.

Percentage Change in CPI

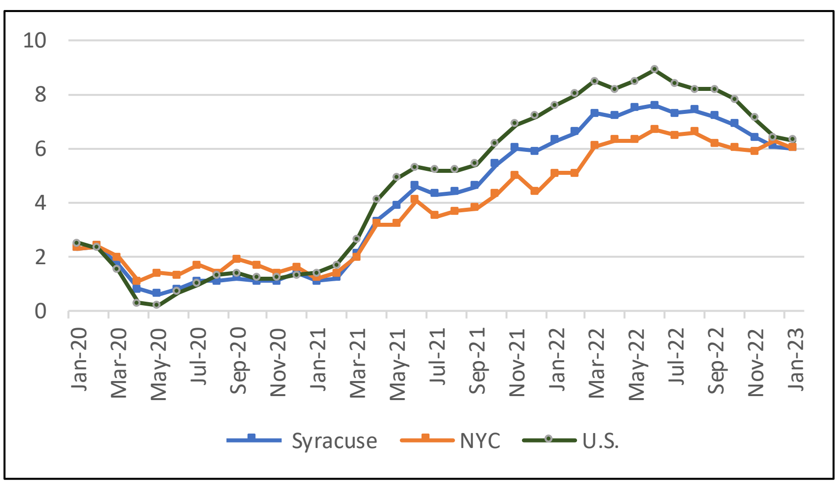


Fig 11. Historical Comparison of Percentage Change in CPI: Syracuse, New York City, and the U.S.[15]

As per the U.S. Bureau of Labor Statistical data, the percentage CPI change in Syracuse has been less than that of the U.S. but surprisingly higher than that of New York City over the past year.

[14] Data collected from FRED Graph Observations, Federal Reserve Economic Data, Economic Research Division, Federal Reserve Bank of St. Louis.
[15] U.S. Bureau of Labor Statistics.

Migration Trends – Onondaga County

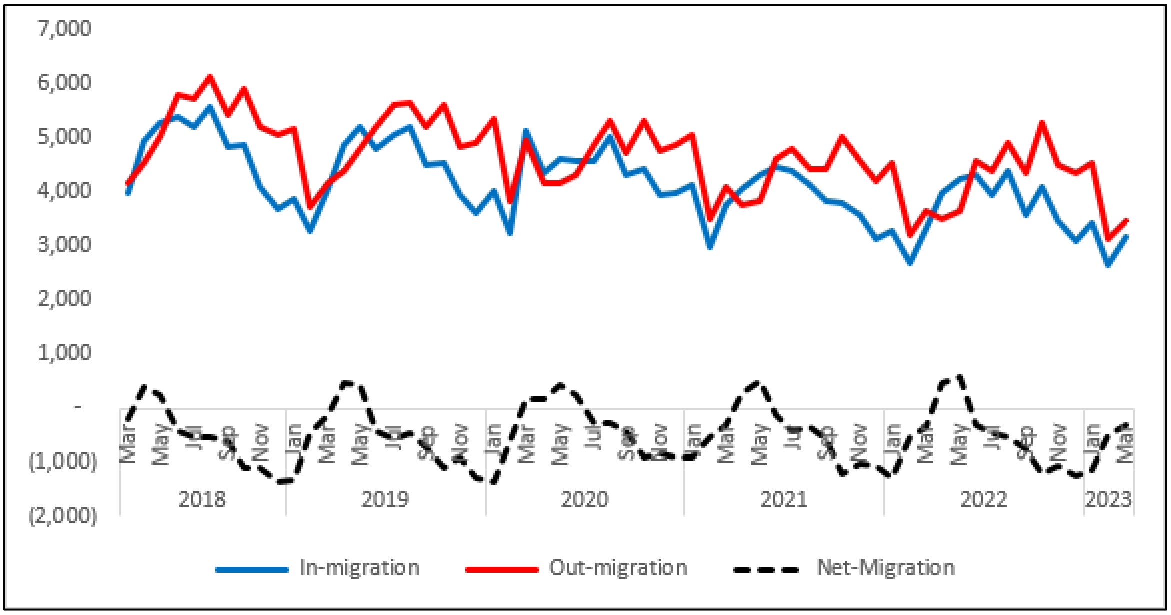


Fig 12. The Monthly Number of Change-of-Address (COA) Requests Submitted to the United States Postal Service (USPS) for Onondaga County.[16]

In-migration is the process of people moving into a new area, while out-migration is the process of people moving out of an area to move to another area within the U.S. Net-migration is the difference between in-migration and out-migration. In general, there has been more out-migration than in-migration over the previous few years in Onondaga County, but as Micron's Megafab factory is set to begin construction in 2024, we anticipate that net migration will rise soon.

[16] The data was obtained from the USPS FOIA (Freedom of Information Act) Library.

Residential Housing Market Statistics

Owner Occupied vs. Rented Units, Onondaga County

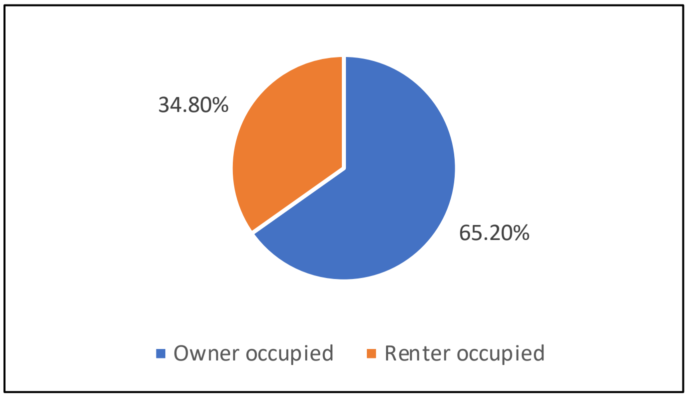


Fig 13. Distribution of Owner-occupied and Rental Housing Units in Onondaga County [17]

Occupied vs. Vacant Units, Onondaga County

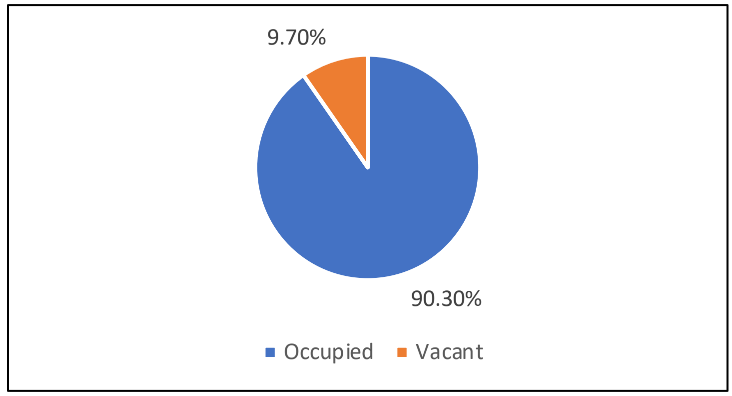


Fig 14. Distribution of Occupied and Vacant Housing Units in Onondaga County.[18]

Out of 210,851 housing units in Onondaga County, 20,452 housing units (9.7%) were vacant as of 2021. The vacancy rate in Onondaga County was a little lower than that in New York (10.9%).

Residential Unit Distribution – Onondaga County

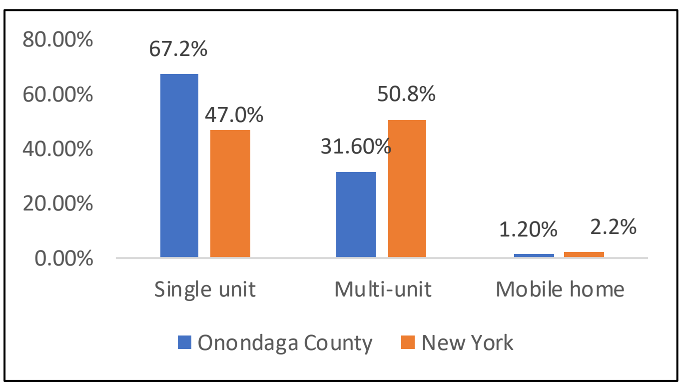
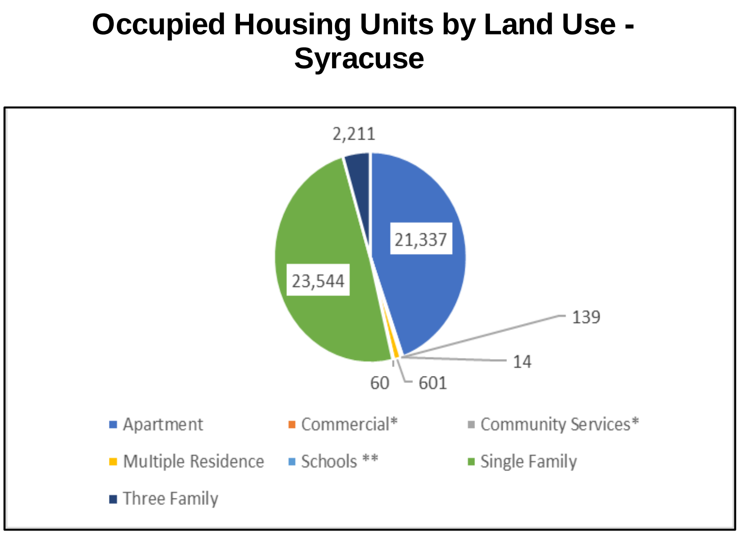


Fig 15. Distribution of Residential Units by Housing Type in Onondaga County. [19]

Onondaga County is dominated by single-family housing, which is more prevalent than the state average. The percentage of single-family homes in Onondaga County is 67.2%, compared to the state average of 47.0%. On the other hand, the portion of multifamily housing in Onondaga County (31.6%) is lower than the state average of 51%, indicating that, in general, the county has relatively more suburban or rural characteristics than other counties in New York.

[17] Data collected from Census reporter (Table B25003)
[18] Data collected from Census reporter (Table B25003)
[19] Data collected from Census reporter (Table B25003)

Affordable Housing – Syracuse



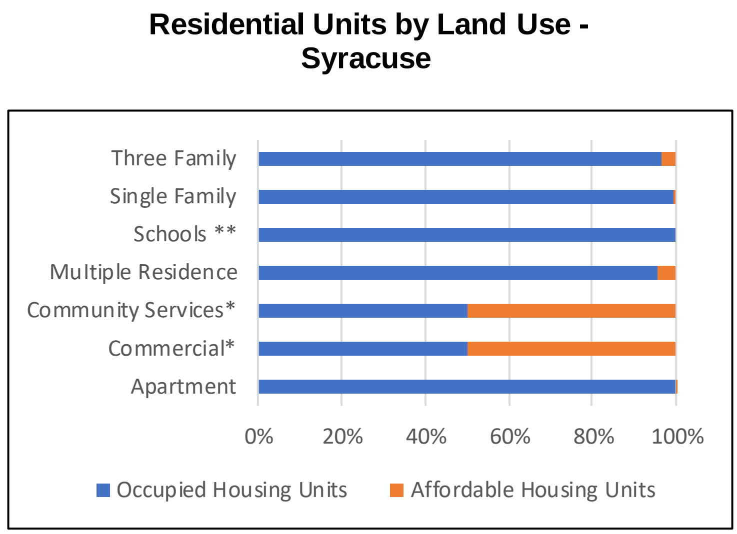


Fig 16. Distribution of Housing Units by Land Use[20]

Fig 17. Distribution of Affordable Housing by Land Use.[21]

*The parcel records kept by the city do not count residential units for non-residential land uses; for this study, affordable housing units on non-residential land use parcels have been updated to reflect an accurate unit count. Other housing units on non-residential land use parcels are not reflected in this count.
**includes Syracuse University-owned properties with residential uses.

61,932 housing units are currently occupied in Syracuse out of which 60.4% are rented. Similar to other major cities in New York, Syracuse has very limited affordable housing options.

[20] Data collected from report published by Syracuse mayor's office on Affordable Housing.
[21] Data collected from report published by Syracuse mayor's office on Affordable Housing.

Retail Market Trends – Syracuse

Annual Trends	12-month Average	Historical Average	Forecast
Vacancy Change (YoY)	1.40%	4.80%	5.70%
Net Absorption SF	(650K)	129,199	(96K)
Deliveries SF	27.9K	152,352	5,505
Rent Growth	2.10%	0.70%	1.00%
Sales Volume	$153M	$69M	N/A

Table 1. Retail Market Summary for Syracuse

The retail market in Syracuse currently has a vacancy rate of 5.6%, which has gone up by 1.4% in the last year. During the same period, there has been a reduction of 650,000 square feet in occupied retail space (i.e., negative absorption), while 28,000 square feet of new retail space has been added (delivered). [22]

Retail Rent per Sq. Ft - Syracuse

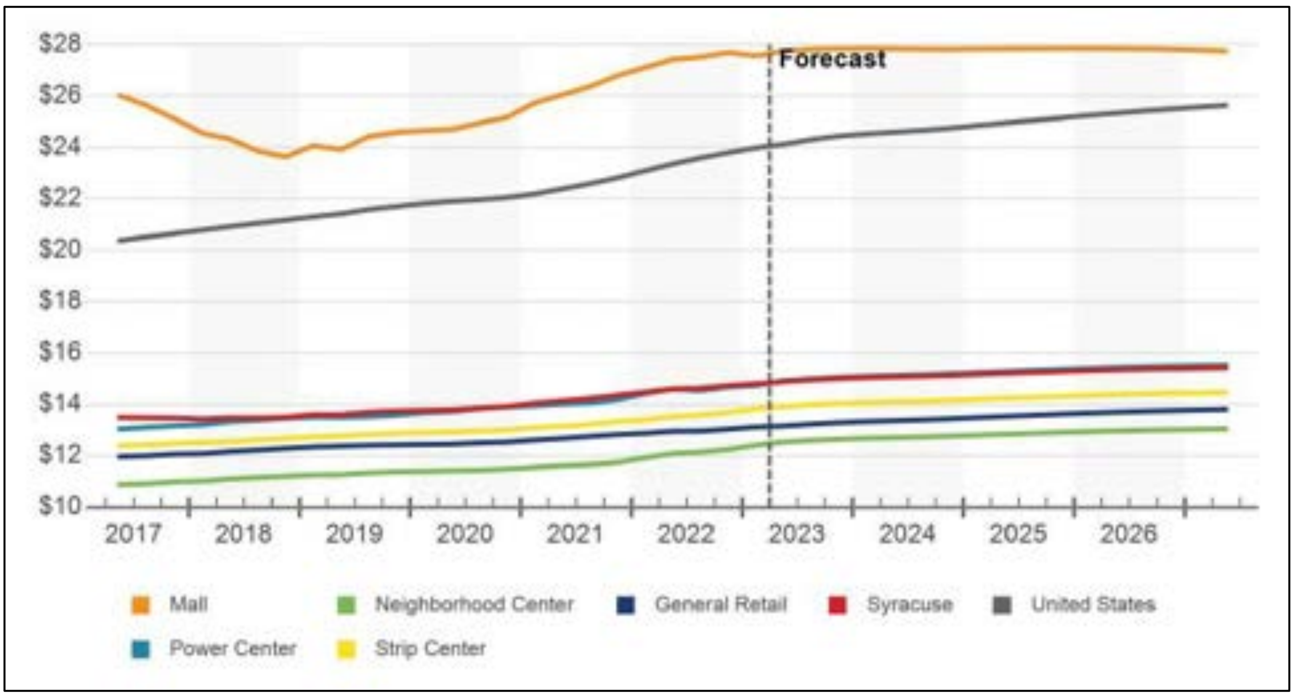


Fig 18. Rental Price Projection for Syracuse. [23]

[22] Data obtained from CoStar Report "Syracuse – NY-Retail-Market-2023-05."
[23] Figure obtained from CoStar Report "Syracuse – NY-Retail-Market-2023-05."

Market Cap Rate - Syracuse

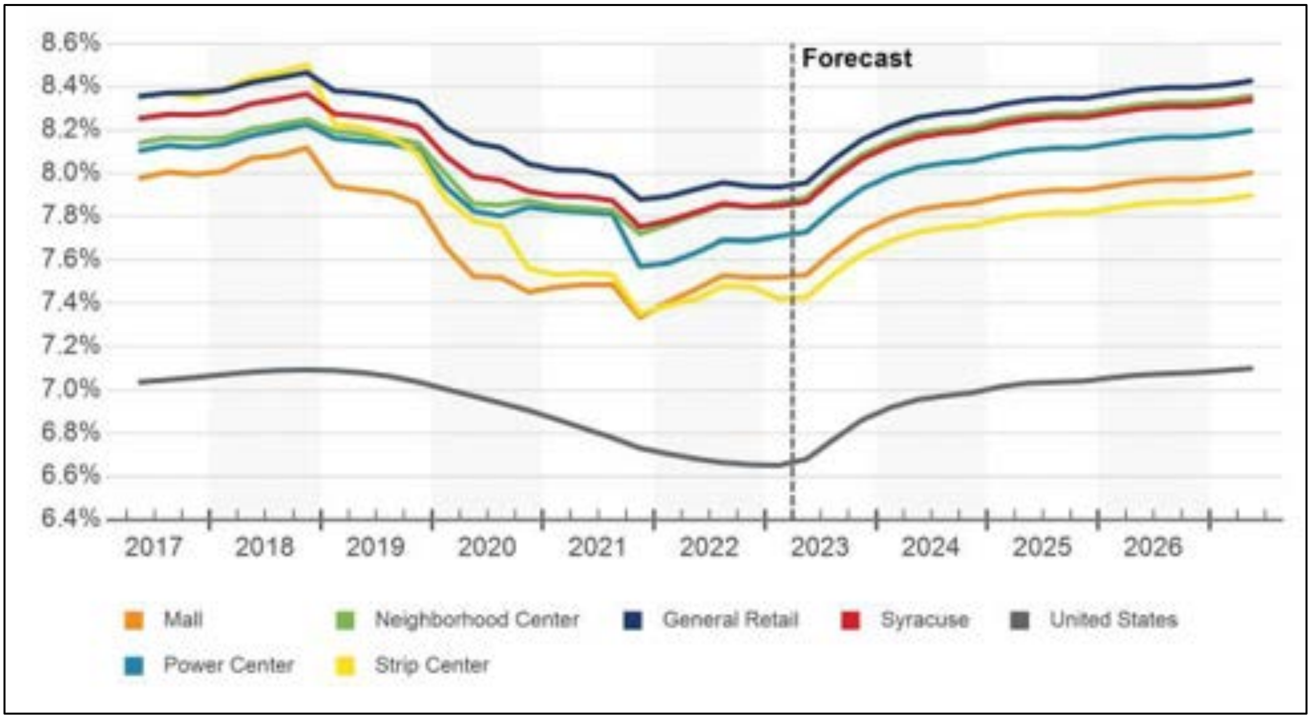


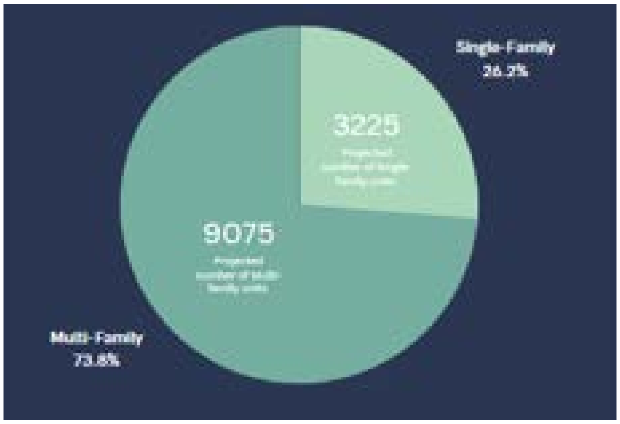
Fig 19. Market Cap Rates Projection for Syracuse.[24]

Syracuse is one of the major retail markets in the U.S., and it witnessed an average of 165 retail deals in the past year, which is typical when compared to other cities of similar size. There was a noticeable increase in transaction activity over the past five years; the annual sales volume has averaged $102 million, with a peak of $198 million in investment volume. In 2022, the Syracuse retail market recorded $134 million in sales of retail assets.

The current rent for the Syracuse retail sector is approximately $14.80/sqft, showing a 2.1% increase from the previous year, and it's expected to continuously increase in the next few years. Over the last three years, there has been a total rent increase of 7.7%, which is more than that of the U.S. average. In 2022, the market has witnessed 170 sales, and the selling price has reached $121/sqft, surpassing the average selling price of the past three-year average ($116/sqft). The overall cap rate of retail is higher in Syracuse than the average in the U.S., and the cap rate is expected to increase in the next four years making the investment in the retail sector riskier but with greater opportunities for higher returns. [25]

[24] Figure obtained from CoStar Report "Syracuse – NY-Retail-Market-2023-05."
[25] Data obtained from CoStar Report "Syracuse – NY-Retail-Market-2023-05."

Projected Residential Housing Growth



The local builders and developers are planning to build 5,300 housing units in Onondaga County by 2024.

Over the longer term, the county officials reported to Micron that they are expecting about 12,300 new housing units to be constructed – 3,225 single-family homes and 9,075 apartments, although the timeframe has not been specified yet.[26]

Fig 20. Distribution of Projected Housing Projects in Onondaga County by Unit Type[27]

Distribution of Upcoming Residential Housing Projects – Onondaga County

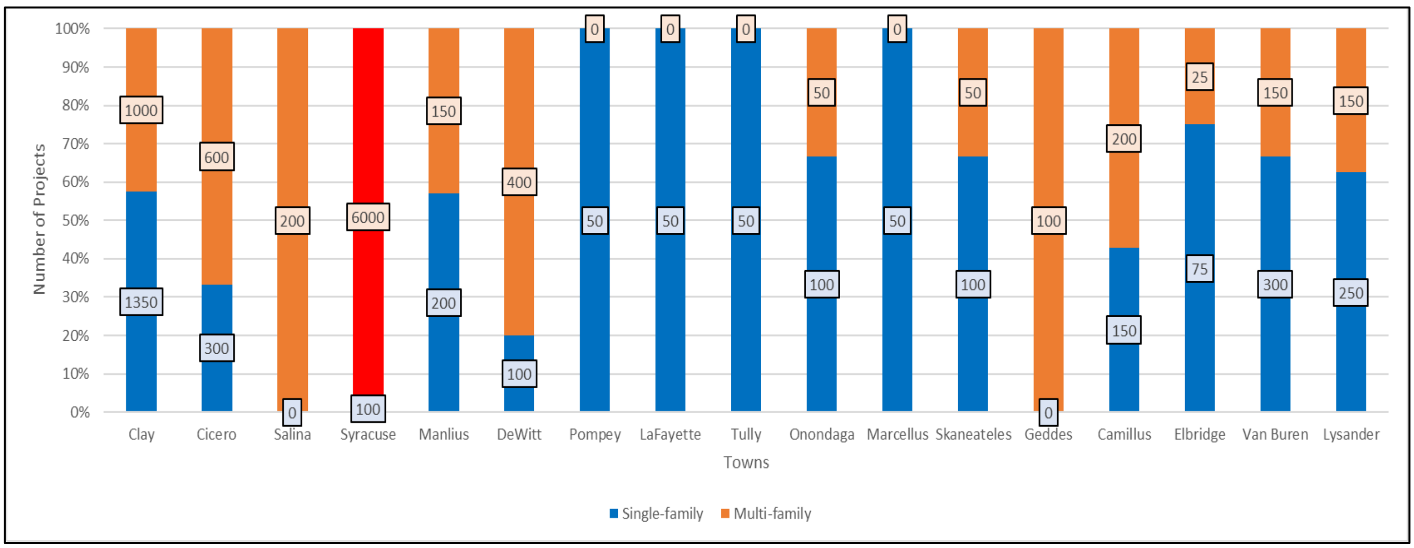


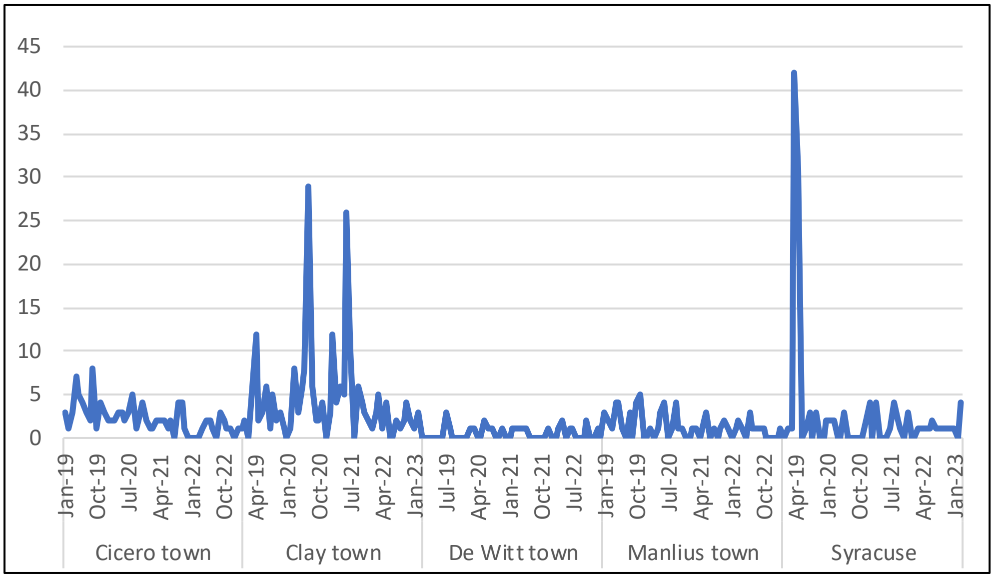
Fig 21. Potential Residential Growth in Onondaga County[28]
(Note: Single-family Housing in Blue, Multifamily Housing in Orange)

Figure 20 above highlights an interesting trend in the projected housing market in Onondaga County. Multifamily projects dominate the development pipeline, accounting for over 70% of the total units in the planned works. This trend is indicative of the growing demand for affordable housing options and the increased popularity of urban living environments. Syracuse, the county's largest city, has the highest number of upcoming multifamily projects, given the high demand for rental units in the city.

[26] "The vision: Micron housing boom would spread far beyond Clay, including lots of urban apartments – 10/22", Syracuse.com
[27] "The vision: Micron housing boom would spread far beyond Clay, including lots of urban apartments – 10/22", Syracuse.com
[28] "Housing solutions for a growing workforce" by the Onondaga County Industrial Development Agency and Empire State Development. (Onondaga County).

Clay, on the other hand, has a significant number of proposed single-family projects, suggesting that the town is catering to families looking for larger homes and more space. Overall, these numbers imply a future trend towards denser housing options in Onondaga County, particularly in Syracuse.

New Privately Owned Housing Units Authorization – Historical Data



New Privately Owned Housing Units Authorization: Onondaga County

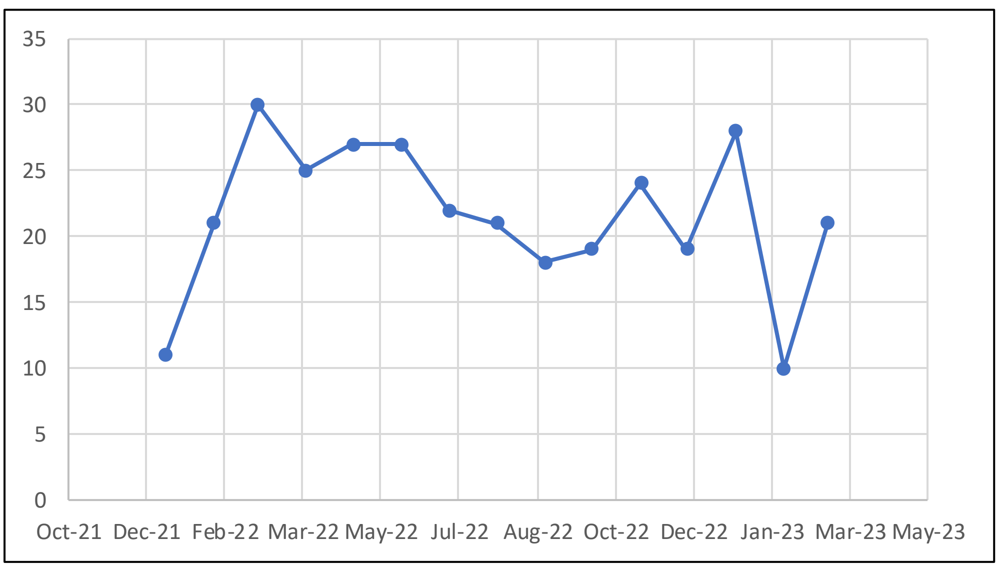


Fig 22. The Number of Housing Permits in Onondaga County and Different Towns of the County. [29]

The building permit data shows a positive trend in the real estate development sector in Onondaga County. Between January 2022 and January 2023, the number of permits increased by more than 2.5 times, despite the economy being slow during the recent period.

[29] U.S. Census Bureau Building Permit Survey (https://www.census.gov/construction/bps)

Residential Real Estate

Closer View

Onondaga County

Median Sales Price

Type of Unit	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	$178K	$211K	218K	204K
Multifamily	$137K	$143K	135K	119K
Condo/Co-op	$273K	$188K	151K	155K
Townhouse	$212K	$207K	195K	174K

Table 2. Sales Price Distribution across the Four Quarters of 2022 by Unit Type[30]

Median Sales Price – Onondaga County

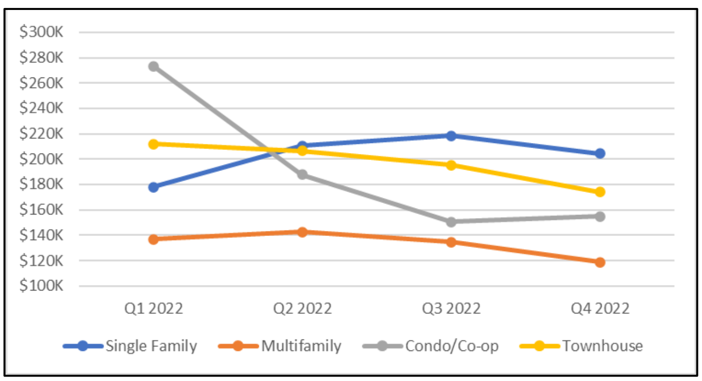


Fig 23. Median Sales Price in 2022 by Unit Type[31]

Historical Sales by Unit Type – Onondaga County

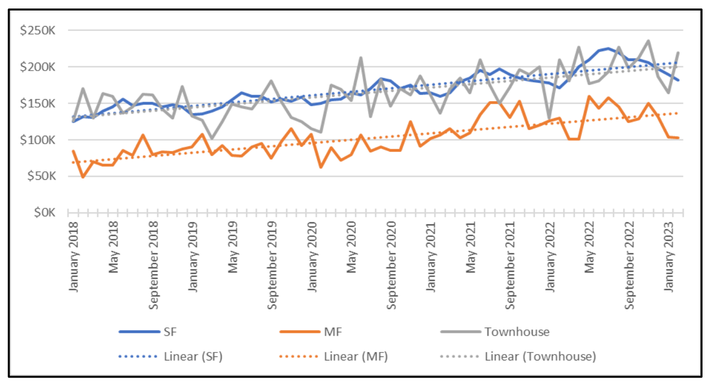


Fig 24. Historical Median Sales Price by Unit Type[32]

Single-family housing prices in Onondaga County increased during the last two quarters of 2022 compared to the first quarter of 2022, while the median sales price of townhouses and multifamilty units have decreased throughout 2022.

[30] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[31] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[32] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/; Historical data for Condo/Co-Op was unavailable.

Onondaga County (Continued)

Median Sales Price YoY change

Median Sale Price YoY	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	8.90%	12.80%	13.50%	12.00%
Multifamily	10.80%	16.50%	-1.10%	8.10%
Condo/Co-op	47.00%	-20.90%	-7.70%	-28.60%
Townhouse	13.90%	5.50%	25.60%	8.60%

Table 3. Sales Price Change (Year-over-Year) across the Four Quarters of 2022[33]

Median YoY Sales Price Change

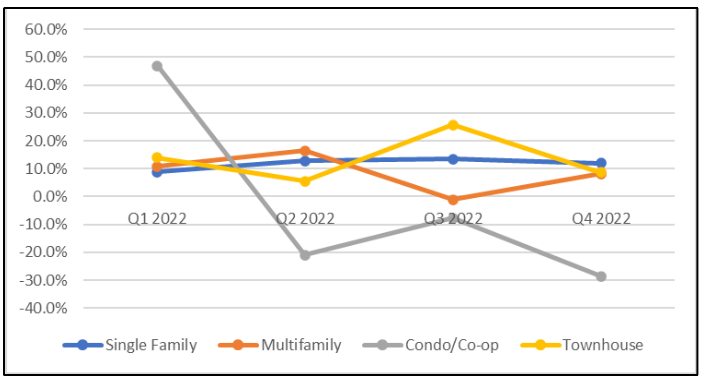


Fig 25. Median Sales Price Change (YoY) in 2022 [34]

Historical YoY Sales Price Change

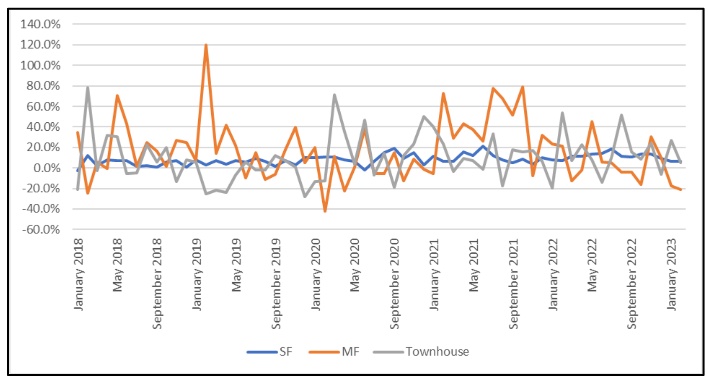


Fig 26. Historical Median sales price change (YoY)[35]

Multifamily properties had strong growth during the first half of 2022 but slightly declined in the third quarter before rebounding in the following quarter. Condominiums and cooperatives experienced significant growth in the first quarter but then had steep declines in the rest of the months in 2022. Historically, the YoY change in the sales price of single-family units has been stable, compared to other housing types.

33 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
34 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
35 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Onondaga County (Continued)

Average Number of Homes Sold

Homes Sold	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	388	304	340	467
Multifamily	36	47	31	37
Condo/Co-op	2	2	4	2
Townhouse	21	11	21	29

Table 4. Average Number of Homes sold in 2022 by Unit Type[36]

Number of Homes Sold

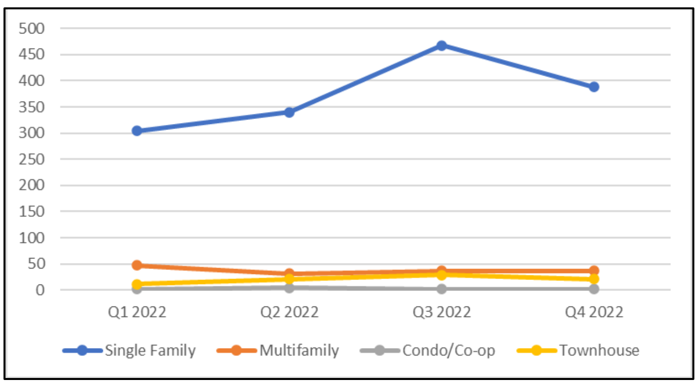


Fig 27. Number of Homes Sold in 2022 by Unit Type.[37]

Historical Data: Number of Homes Sold

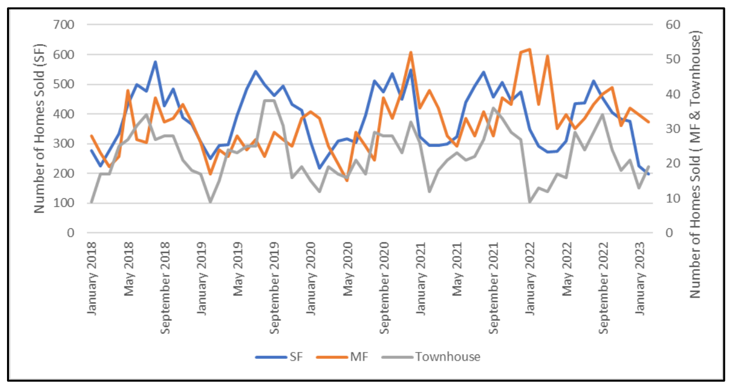


Fig 28. Number of Homes Sold Since 2018 by Unit Type [38]

Single-family homes were the most popular property type, with the highest number of homes sold in each quarter, peaking at 467 in the Q4 of 2022. Multifamily properties had a lower number of homes sold, ranging from 31 in Q3 to 47 in Q2. Condominiums and cooperatives had a minimal number of homes sold, with only 2 to 4 sales in each quarter. Townhouses also had a lower number of homes sold than single-family homes, ranging from 11 in Q2 to 29 in Q4. Historical data suggests that single-family houses are the ones that are more available in the market.

[36] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[37] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[38] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Onondaga County (Continued)

Average Number of Days on Market

Days on Market	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	28	14	15	21
Multifamily	54	41	36	40
Condo/Co-op	48	44	31	25
Townhouse	15	22	16	15

Table 5. Average Number of Days on Market (per month)[39]

Average Number of Days on Market

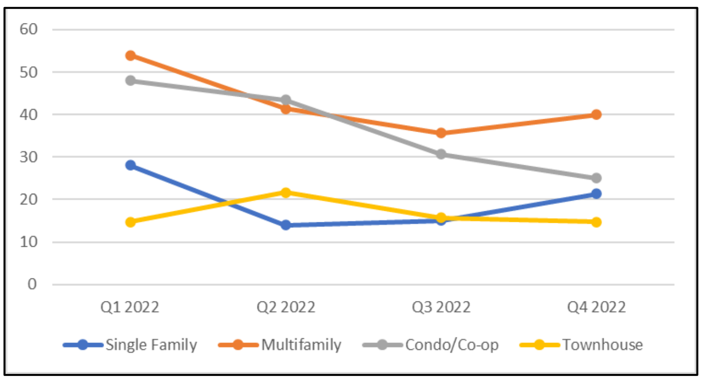


Fig 29. Average number of days on market (per month) in 2022[40]

Historical Data:
Average Number of Days on Market

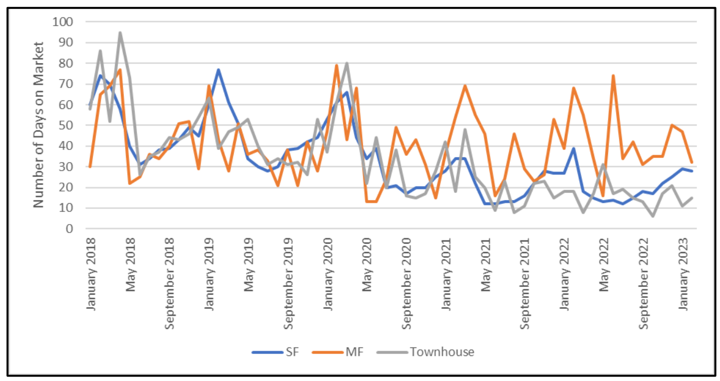


Fig 30. Historical data on Average Number of Days on Market (per month) in 2022[41]

Single-family homes had the shortest days on the market, with the highest number of homes sold in each quarter and a decreasing trend in the number of days on the market throughout the year, which indicates the higher demand for single-family housing in the county. Multifamily properties had longer days on the market than single-family homes, with the highest number of days in Q1 2022 and a decreasing trend in the following quarters. Condominiums and cooperatives had similar days on the market to multifamily properties but experienced a more significant decline in days on the market in Q4 2022. Townhouses had the shortest days on the market among all property types, with a stable trend throughout the year. Looking at the longer-horizon data, we observe that the townhouses took a smaller number of days to sell followed by single-family properties, accounting for their high demand in the market.

[39] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[40] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[41] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Clay

Median Sales Price

Type of Unit	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	$194K	$218K	$231K	$219K
Multifamily*	-	-	-	-
Condo/Co-op*	-	-	-	-
Townhouse	$159K	$137K	$181K	$142K

Table 6. Sales Price Across the Four Qquarters of 2022[42]
* Data for Condo/Co-Op and Multifamily was unavailable.

Median Sales Price

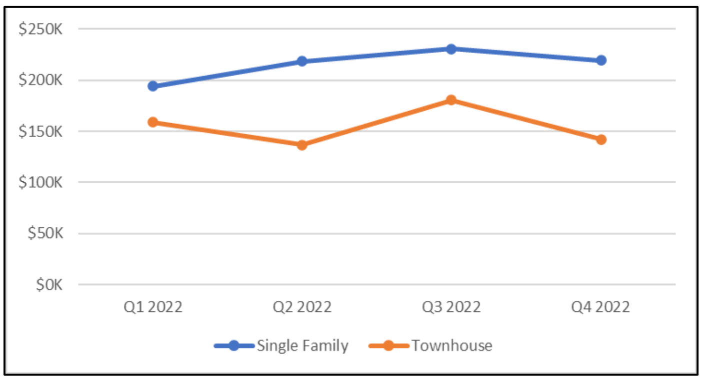


Fig 31. Median Sales Price in 2022[43]

Historical Sales Price

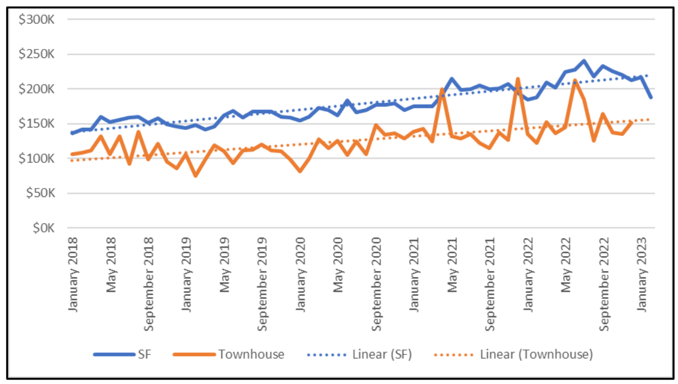


Fig 32. Median Sales Price Since 2018[44]

Single-family homes showed an increasing trend in median sale prices from Q1 to Q3 of 2022, with a slight decrease in Q4. Townhouses showed fluctuations in median sale prices, with the highest value in Q3 2022. It is notable that the median sale prices of single-family homes were significantly higher than those of townhouses in all quarters. From the historical data, it can be observed that the median sales price for single-family units has been growing at a steeper rate than townhouses. However, the absence of data for multifamily and condo/co-op units limits a comprehensive analysis of the quarterly analysis.

[42] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[43] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[44] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Clay (Continued)

Median Sale Price YoY change

Median Sale Price YoY	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Single-family	12.0%	13.5%	12.8%	8.9%
Multifamily	8.1%	-1.1%	16.5%	10.8%
Condo/Co-op	-28.6%	-7.7%	-20.9%	47.0%
Townhouse	8.6%	25.6%	5.5%	13.9%

Table 7. Sales Price Change (YoY) in 2022[45]

Median YoY Sales Price Change

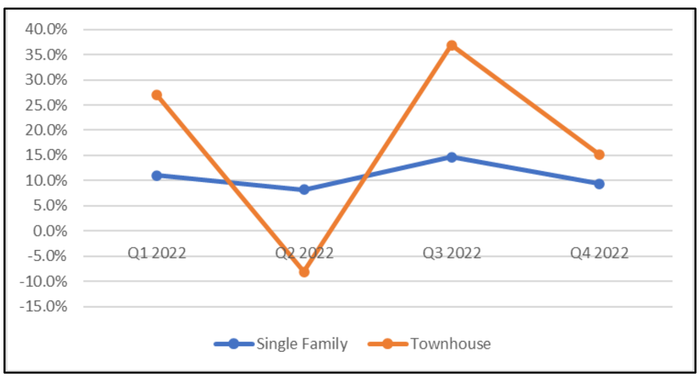


Fig 33. Median YoY change in Sales Price in 2022[46]

Historical YoY Sales Price Change

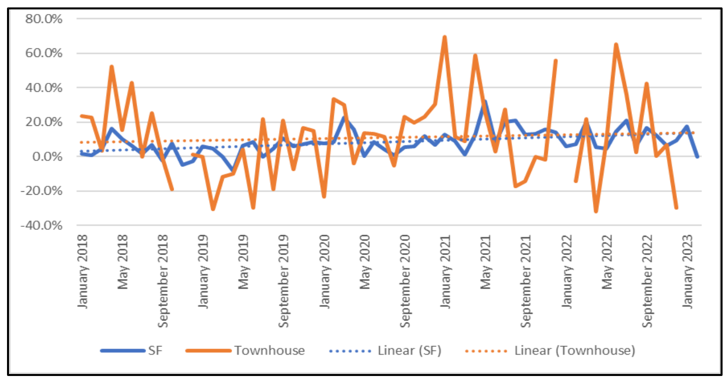


Fig 34. Median YoY change in Sales Price since 2018[47]

Single-family homes exhibited a positive trend in median sale prices, with a YoY change of 11.0% and varying increases throughout 2022. Townhouses, on the other hand, had a higher YoY change of 27.0% and experienced fluctuations throughout the year. Notably, townhouses had a negative YoY change in Q2 2022 but rebounded in Q3 and Q4 of 2022.

[45] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[46] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[47] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Clay (Continued)

Average Number of Homes Sold

Homes Sold	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	47	47	66	48
Townhouse	3	5	8	4

Table 8. Average Number of Homes Sold per Month in Clay in 2022[48]
* Data for Condo/Co-Op and Multifamily was unavailable.

Number of Homes Sold

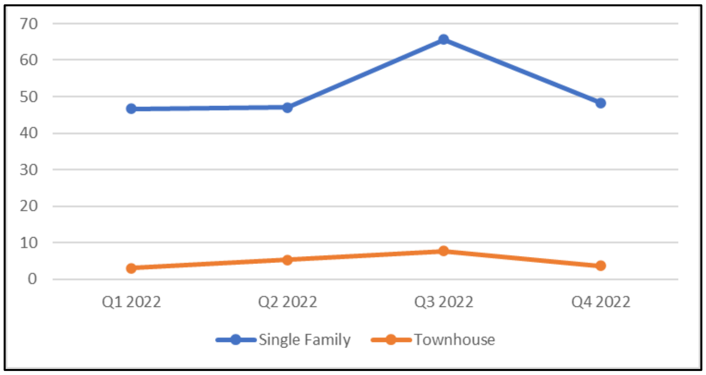


Fig 35. Number of Homes Sold in 2022[49]

Historical Data: Number of Homes Sold

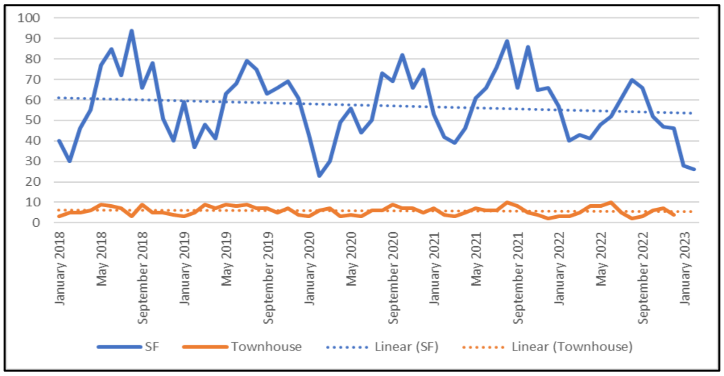


Fig 36. Number of Homes Sold since 2018[50]

The single-family homes in Clay had the highest number of homes sold throughout 2022, with Q3 being the peak quarter with 66 homes sold. The townhouse segment had a lower number of homes sold but showed consistent growth in sales throughout the year, with Q3 being the peak quarter with 8 homes sold. However, no data was available for the multifamily and condo/co-op segments.

[48] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[49] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[50] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Clay (Continued)

Average Number of Days on Market

Days on Market	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Single-family	23	12	12	14
Townhouse	34	9	22	8

Table 9. Average Number of Days on the Market in Clay[51]
*Data for Condo/Co-Op and Multifamily was unavailable.

Average Number of Days on Market

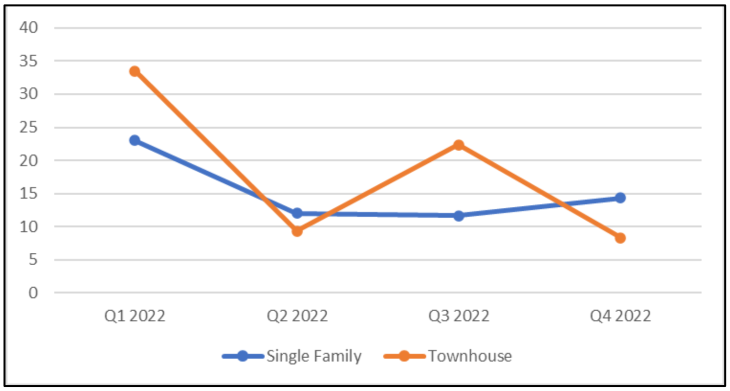


Fig 37. Number of days on market in 2022[52]

Historical Data: Average Number of Days

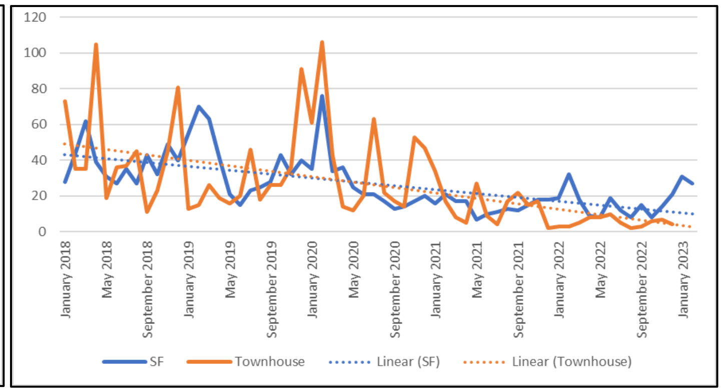


Fig 38. Number of days on market since 2018[53]

For townhouses, the number of days on the market varied throughout the year, with Q2 having the lowest average of only 9 days, while Q3 had the highest average of 22 days. Despite the slight fluctuations, the average days on the market for townhouses remained relatively low, which had an average of 15.25 days on the market across all quarters. The Q2 average for townhouses is particularly notable, as it indicated a potential window of opportunity for buyers and investors to act quickly in securing properties. It is interesting to note that single-family apartments used to sell faster than townhouses before the pandemic, but post-pandemic the trend has reversed. Townhouses have been in more demand over the past 2 years in Clay.

51 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
52 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
53 Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

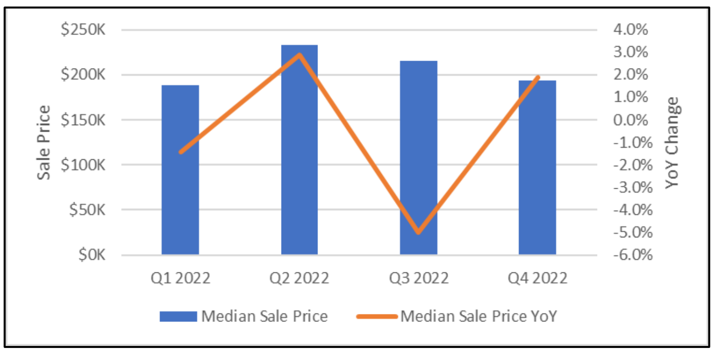
Cicero

Quarterly Report

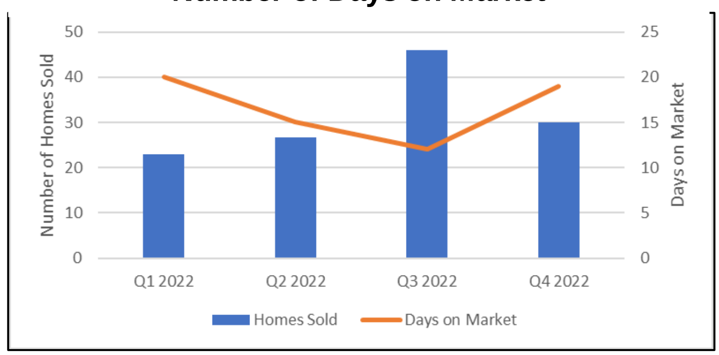
	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Median Sale Price	$188K	$233K	$215K	$193K
Median Sale Price YoY	-1.4%	2.9%	-5.0%	1.9%
Homes Sold	23	27	46	30
Days on Market	20	15	12	19

Table 10. Quarterly Report of Cicero Housing Market, 2022[54]

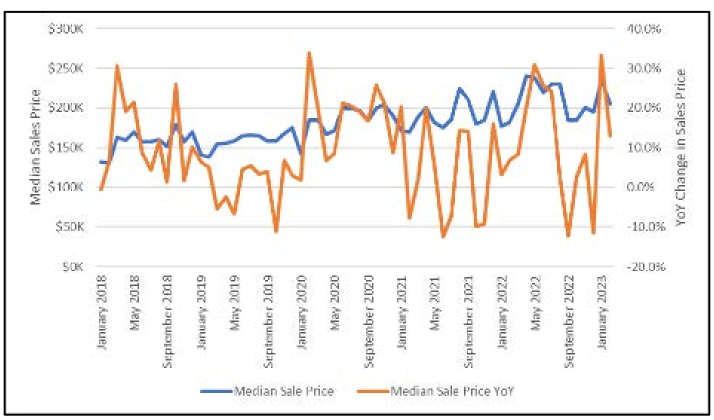
Sales Price & YoY Change in Sales Price



Number of Homes Sold & Number of Days on Market



Historical Data: Sales Price & YoY Change in Sales Price



Historical Data: Number of Homes Sold & Number of Days on Market

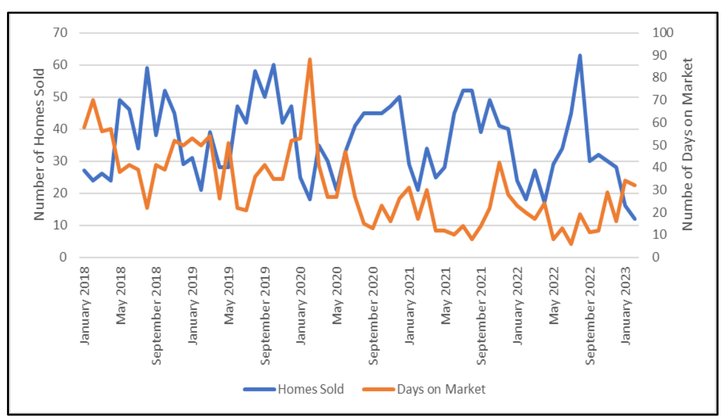


Fig 39. Sales Price, YoY Price Change, the Number of Days on Market, and the Number of Homes Sold in Cicero[55] (The data on different unit types was unavailable.)

[54] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[55] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

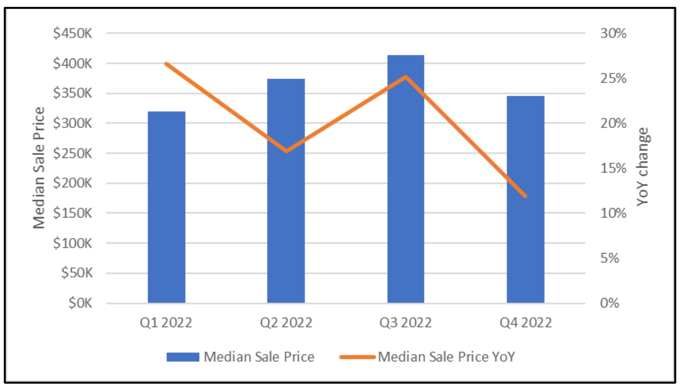
Manlius

Quarterly Report

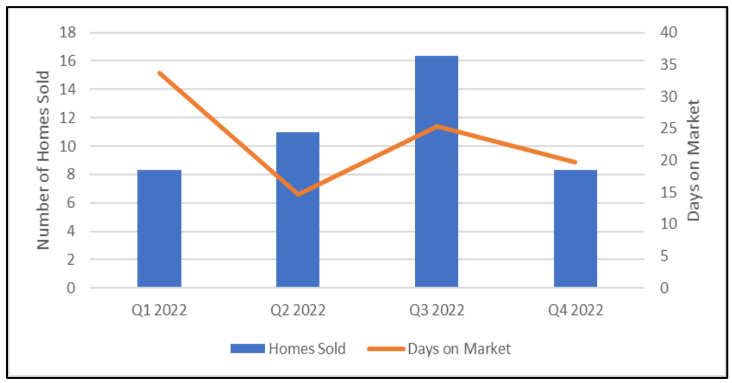
Market Indicators	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Median Sale Price	$319K	$374K	$414K	$345K
Median Sale Price YoY	27%	17%	25%	12%
Homes Sold	8	11	16	8
Days on Market	34	15	25	20

Table 11. Quarterly Report of Town of Manlius Housing Market, 2022[56]

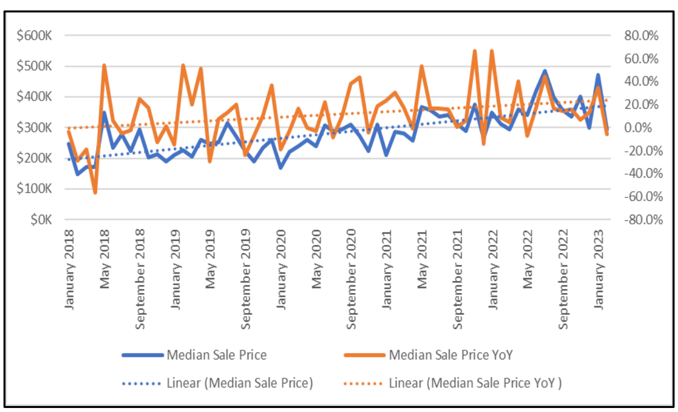
Sales Price & YoY Change in Sales Price



Number of Homes Sold & Number of Days on Market



Historical Data: Sales Price & YoY Change in Sales Price



Historical Data: Number of Homes Sold & Number of Days on Market

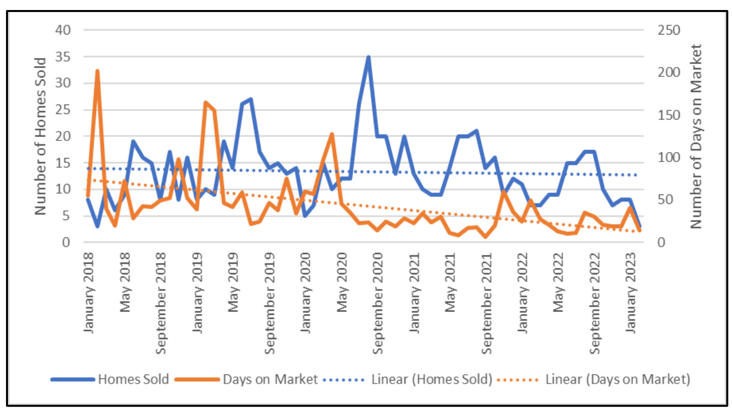


Fig 40. Sales Price, YoY Price Change, the Number of Days on Market, and the Number of Homes Sold in Manlius[57]

[56] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[57] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

DeWitt

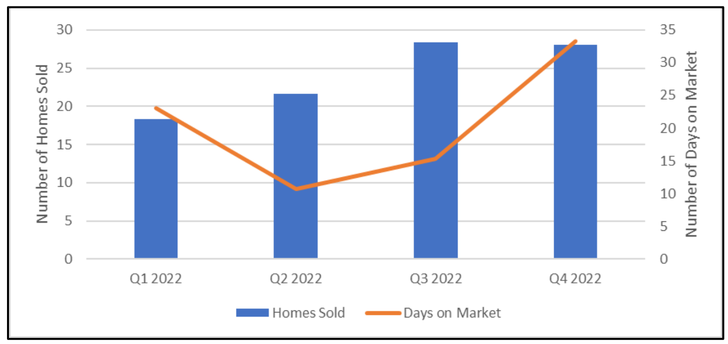
Quarterly Report

Market Indicators	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Median Sale Price	$197K	$234K	$251K	$223K
Median Sale Price YoY	-3%	22%	6%	-5%
Homes Sold	18	22	28	28
Days on Market	23	11	15	33

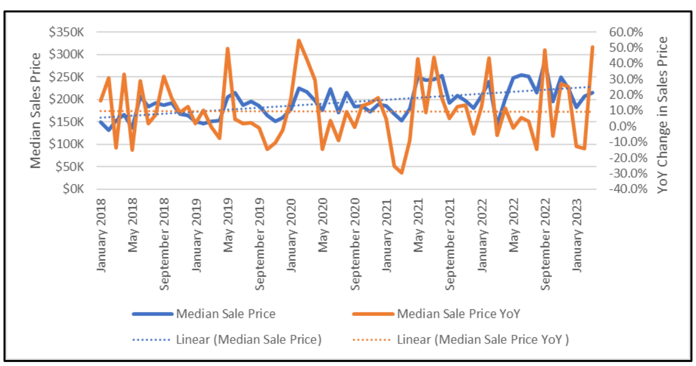
Table 12. Quarterly Report of Town of DeWitt Housing Market for the four quarters of 2022 [58]

Sales Price & YoY Change in Sales Price - Town of De Witt

Number of Homes Sold & Number of Days on Market - Town of De Witt



Historical Data: Sales Price & YoY Change in Sales Price - Town of De Witt



Historical Data: Number of Homes Sold & Number of Days on Market - Town of De Witt

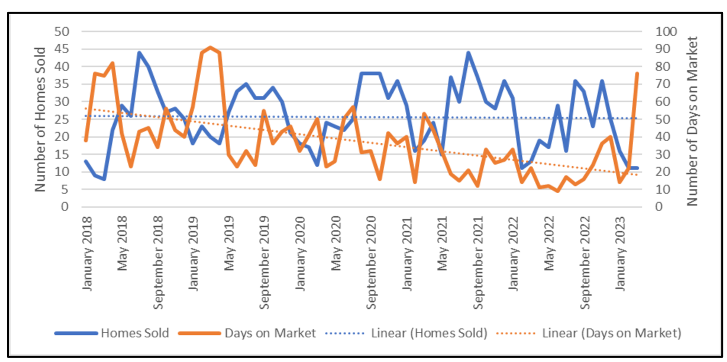


Fig 41. Sales Price, YoY Price Change, the Number of Days on Market, and the Number of Homes Sold in DeWitt[59]

[58] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/
[59] Data Collected from Redfin Data Center https://www.redfin.com/news/data-center/

Commercial Real Estate

Closer View

Onondaga County – Commercial Real Estate

Sales Price				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	$2.1M	$2.4M	$.7M	$2.6M
2022 Q2	$3.4M	$4.5M	$1.5M	$.8M
2022 Q3	$6.2M	$3.4M	$.7M	$.5M
2022 Q4	$6.5M	$1.7M	$.8M	$5.0M

Sales Volume				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	$8.3M	$31.4M	$22.8M	$51.3M
2022 Q2	$30.6M	$31.2M	$45.8M	$13.3M
2022 Q3	$6.2M	$37.0M	$22.3M	$3.3M
2022 Q4	$84.7M	$20.8M	$19.7M	$80.5M

Sales Price/Unit & Sales Price/sqft				
Period	**Multifamily (Price/Unit)**	**Industrial (price/sq ft)**	**Retail (price/sq ft)**	**Office (price/sq ft)**
2022 Q1	$131,190	$43	$104	$114
2022 Q2	$75,307	$48	$67	$68
2022 Q3	$48,853	$29	$102	$64
2022 Q4	$95,389	$29	$112	$175

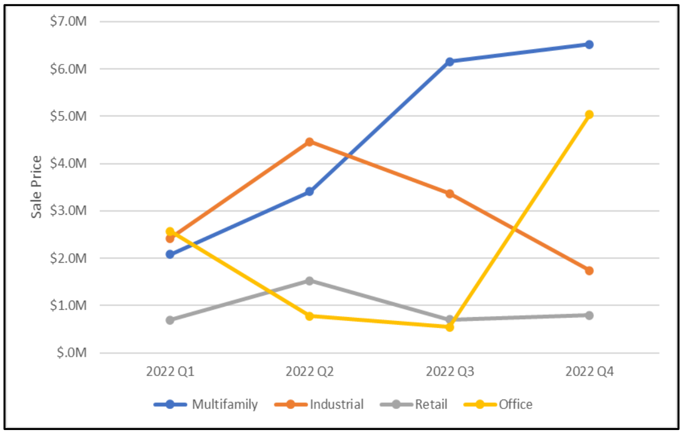
Months to Sale				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	6.8	45.4	12.6	15.7
2022 Q2	4.1	-	3.6	6.9
2022 Q3	1.4	3.3	29.9	17.1
2022 Q4	-	11.1	12.2	11.4

Table 13. Commercial Real Estate Quarterly Report for 2022, Onondaga County[60]

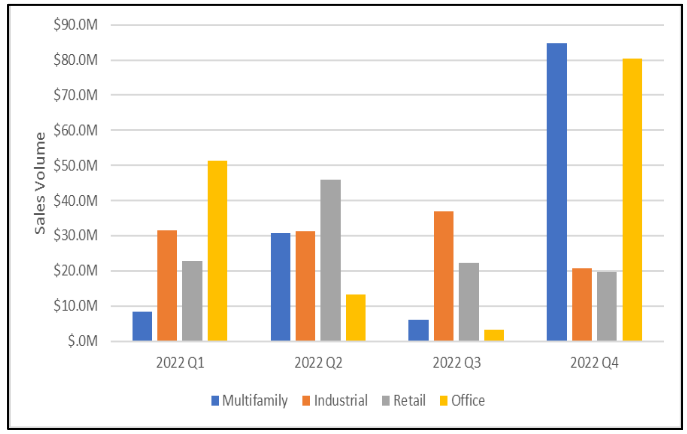
[60] Data collected from CoStar

Onondaga County – Commercial Real Estate (Continued)

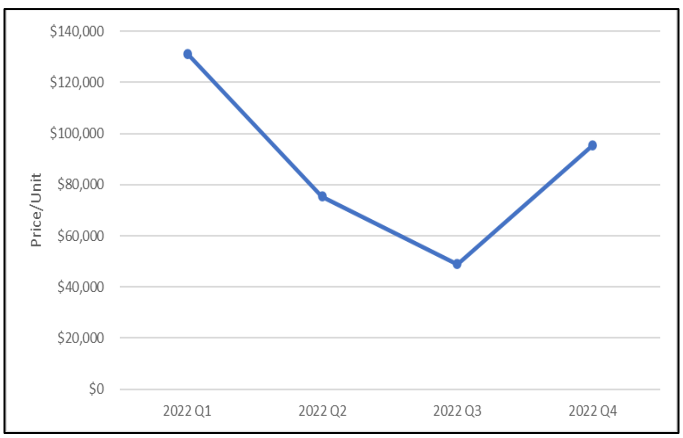
Sales Price by Sector



Sales Volume by Sector



Price/Unit of Multifamily Properties



Price/Sq Ft by Sector

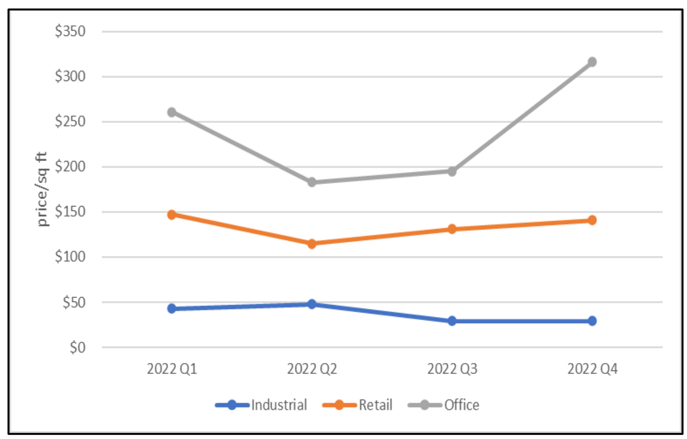


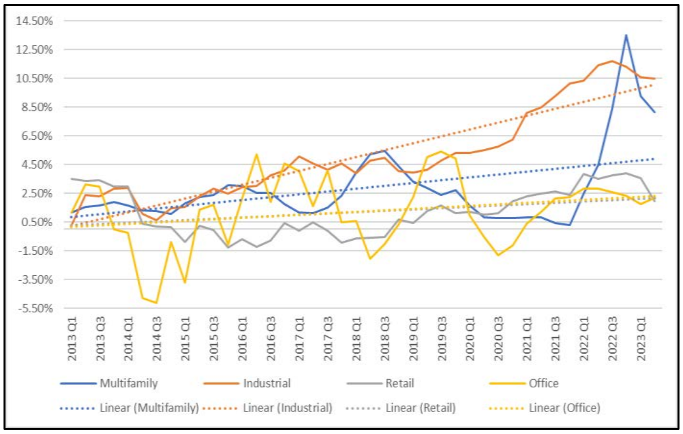
Fig 42. Sales Price and Sales Volume for Different sector[61]

The office properties had the highest sale price per square foot throughout 2022. We also observe that the sales volume for each property type varies widely each quarter, indicating the fluctuating market demand for commercial real estate properties in the county. It is interesting to note the significant increase in sales volume for multifamily properties from Q1 to Q4, going from $8.3M to $84.7M, which is nearly a 10 times increase. The office sector had the highest sale price in Q4 of 2022.

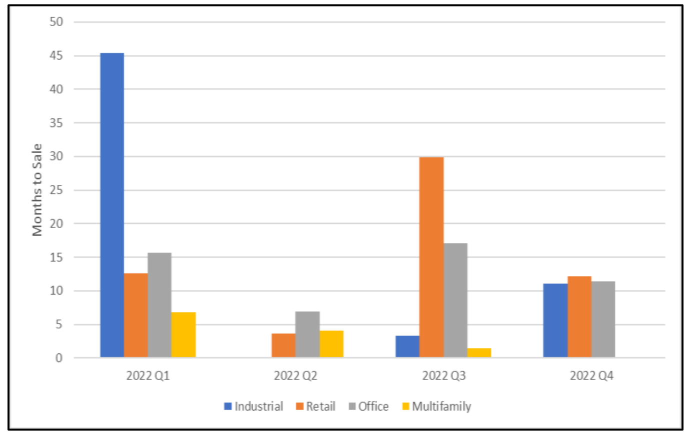
[61] Data collected from CoStar analytics report.

Onondaga County – Commercial Real Estate (Continued)

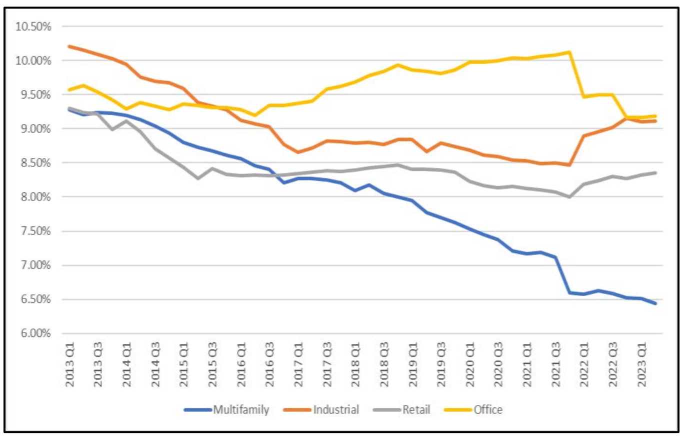
YoY Rent Growth by Sector



Months to Sale by Sector



Market Cap Rate by Sector



Vacancy Rate by Sector

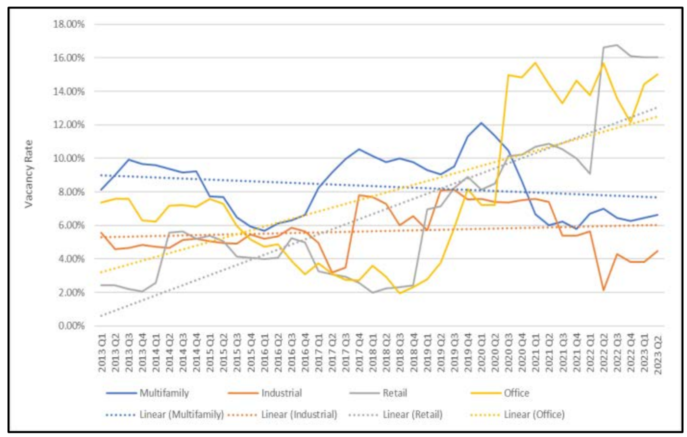


Fig 43. Cap Rates, Vacancy Rates, Rent Growth, and Months-to-the Sale by Sector[62]

Rents have grown consistently post-pandemic at a steep rate, especially for industrial and multifamily properties in Onondaga County. The demand for commercial real estate in the county has also increased as the number of months to sale has decreased significantly over the four quarters in 2022.

Market cap rates have been constant for office and industrial properties, whereas multifamily cap rates have decreased over the past couple of years. The highest vacancy rate is seen in retail, followed by the office sector. The industrial sector has the lowest vacancy rate throughout the period, with a minimum of 2.12% in Q2 of 2022. The multifamily sector shows a lower vacancy rate than retail and office but higher than industrial, with a maximum of 12.11% in Q1 of 2020. It is worth noting that the retail and office sectors have experienced significant challenges due to the COVID-19 pandemic, with higher vacancy rates between 2020 and 2021. The industrial sector, on the other hand, has remained relatively stable with a low vacancy rate, reflecting the demand for warehouse and distribution centers. Still, the office vacancy in Onondaga County is lower compared to the national average which stands at 18.6% (as reported by Cushman & Wakefield) in the first quarter of 2023.

[62] Data collected from CoStar analytics report.

Syracuse

Sale Price				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	$1.4M	$2.5M	$.6M	$5.0M
2022 Q2	$3.3M	$5.1M	$1.5M	$.5M
2022 Q3	$6.2M	$3.1M	$.7M	$.8M
2022 Q4	$6.1M	$1.2M	$1.0M	$1.0M

Sales Volume				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	$9.5M	$31.9M	$24.4M	$40.3M
2022 Q2	$33.4M	$41.2M	$61.3M	$2.8M
2022 Q3	$6.2M	$39.8M	$32.0M	$2.5M
2022 Q4	$86.0M	$18.6M	$35.2M	$4.9M

Sales Price /Unit and Sales Price /sq ft				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	$92,474	$20	$98	$123
2022 Q2	$74,443	$48	$82	$28
2022 Q3	$48,853	$29	$38	$58
2022 Q4	$94,174	$26	$105	$58

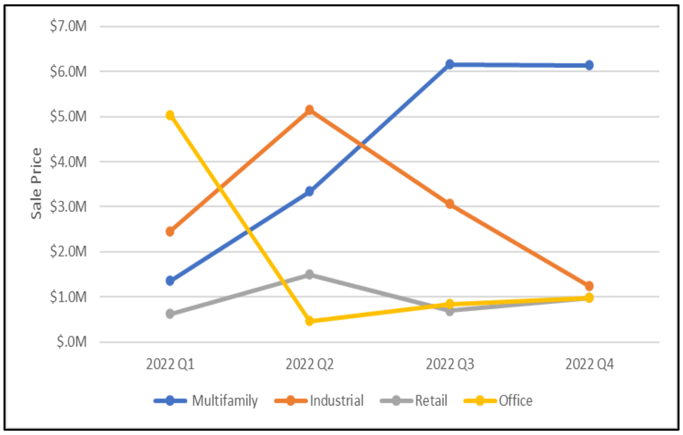
Months to sale				
Period	**Multifamily**	**Industrial**	**Retail**	**Office**
2022 Q1	6.8	45.4	10.1	20.2
2022 Q2	4.5	25.7	4.1	9.4
2022 Q3	1.4	3.3	18	17.1
2022 Q4	6.1	11.7	11	25.8

Table 14. Commercial Real Estate Quarterly Report for 2022 of Syracuse[63]

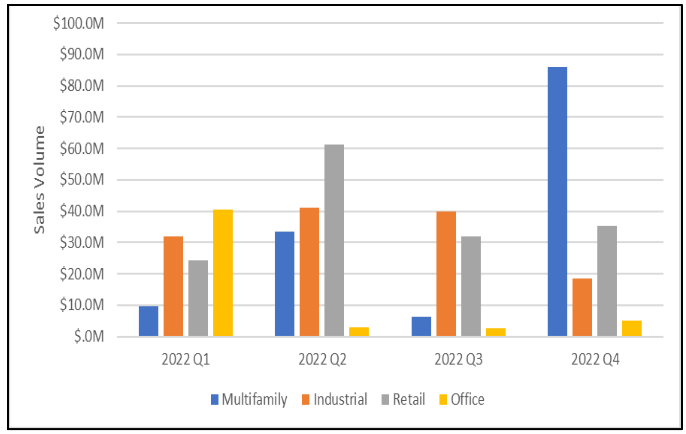
[63] Data collected from CoStar analytics report.

Syracuse (Continued)

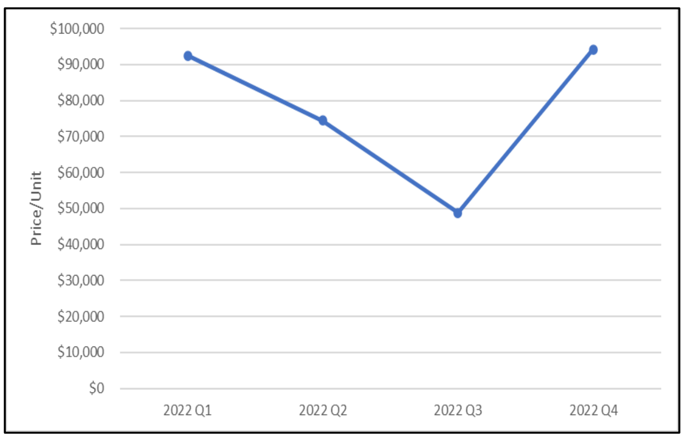
Sales Price by Sector



Sales Volume by Sector



Price/Unit of Multifamily Properties



Price/Sq Ft by Sector

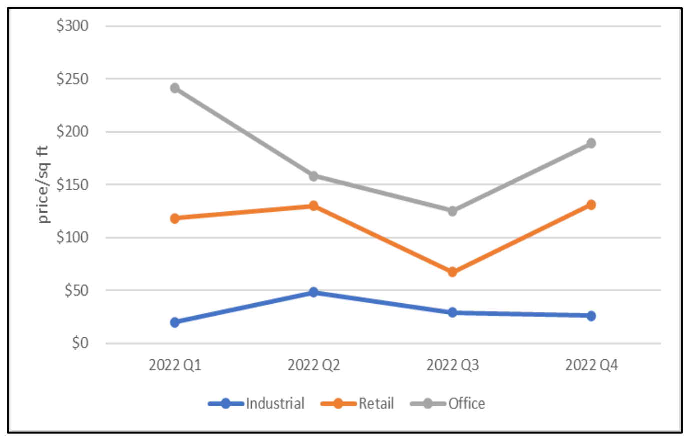


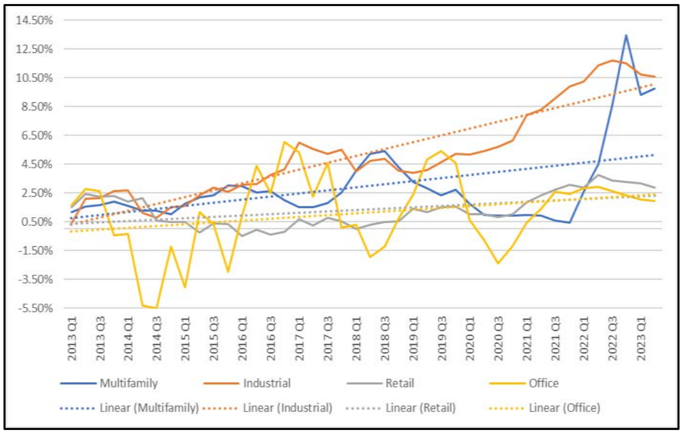
Fig 44. Sales Prices and Sales Volume, for Multifamily, Industrial, Retail, and Office Sectors, Syracuse, 2022[64]

Sales volume varies substantially among the four quarters in 2022, with the highest sales volume of $86.0M for multifamily properties sold in Q4, while office properties had the lowest sales volume of $2.5M in Q3. Multifamily and office properties had the highest sales price in Q4, while the industrial sector had the lowest sales price of $1.2M in the same quarter. The price per sqft also varied throughout the year, particularly in the office and retail segments. Overall, the data suggest that Syracuse real estate market had noticeable fluctuations in 2022, with some property types having higher sales volume and prices in certain quarters.

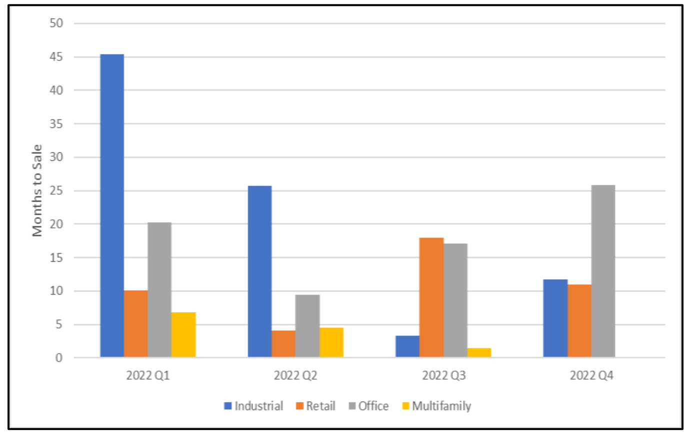
64 Data collected from CoStar analytics report.

Syracuse (Continued)

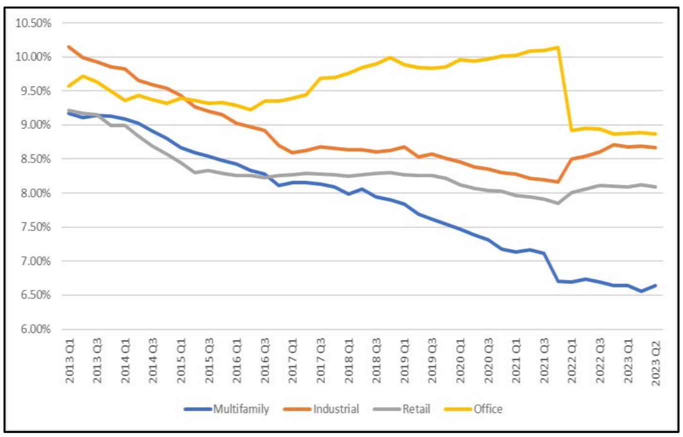
YoY Rent Growth by Sector



Months to Sale by Sector



Cap Rate by Sector



Vacancy Rate by Sector

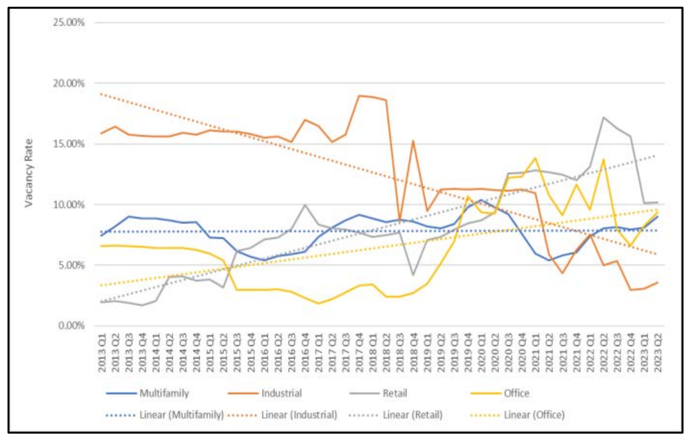


Fig 45. Cap Rates, Vacancy Rates, Rent Growth, and Months to the Sale by Sector[65]

In Syracuse, cap rates have generally decreased over the past years, indicating that real estate prices have gone up relative to the cash flows generated by the properties. Particularly, the cap rates for all sectors reached their lowest point in the fourth quarter of 2021 due to the pandemic. Vacancy rates for multifamily, industrial, retail, and office properties in Syracuse have also fluctuated over the years, with each sector experiencing its unique trends. Multifamily vacancy rates peaked in Q1 of 2020 at 10.4% but decreased to 9.01% in Q2 of 2023. Industrial vacancy rates have generally remained steady, hovering around 11% for most of the past decade, except for a sudden drop in the past two years, currently standing at 3.6% as of Q2 of 2023. The retail vacancy has seen a significant increase in recent years, reaching a high of 17.19% in Q2 of 2022. Most recently, we have seen a significant decrease in retail vacancy with the current rate being 10.2%, indicating growing demand for retail space in Syracuse. Office vacancy rates have also fluctuated, with a peak in Q4 of 2017 at 9.17% and a recent low of 6.62% in the same quarter in 2022.

[65] Data collected from CoStar analytics report.

Comparison by Town: Clay, Manlius, Cicero, and DeWitt

Quarterly Report

Sale Price				
Period	**Clay**	**Cicero**	**Manlius**	**DeWitt**
2022 Q1	$.1M	$.4M	$.4M	$.7M
2022 Q2	$2.1M	$2.4M	$.5M	$.5M
2022 Q3	$.9M	$.3M	$.2M	
2022 Q4	$.4M	$.2M	$.5M	$2.5M

Sales Volume				
Period	**Clay**	**Cicero**	**Manlius**	**DeWitt**
2022 Q1	$.1M	$1.5M	$2.9M	$1.4M
2022 Q2	$4.3M	$7.2M	$1.4M	$1.1M
2022 Q3	$1.7M	$1.7M	$.2M	$.0M
2022 Q4	$.4M	$.2M	$1.0M	$2.5M

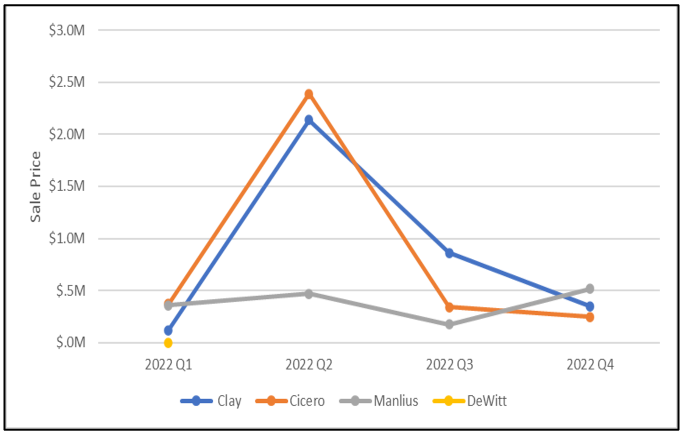
Sales Price /Unit and Sales Price /sq ft				
Period	**Clay**	**Cicero**	**Manlius**	**DeWitt**
2022 Q1	-	$231	$105	$164
2022 Q2	$23	$55	$68	$116
2022 Q3	$37	$52	$72	-
2022 Q4	-	$122	$100	$160

Months to Sale				
Period	Clay	Cicero	Manlius	DeWitt
2022 Q1	-	33.3	9.8	-
2022 Q2	-	9	11.4	-
2022 Q3	5.3	16.1	-	5.6
2022 Q4	-	3.3	13.3	-

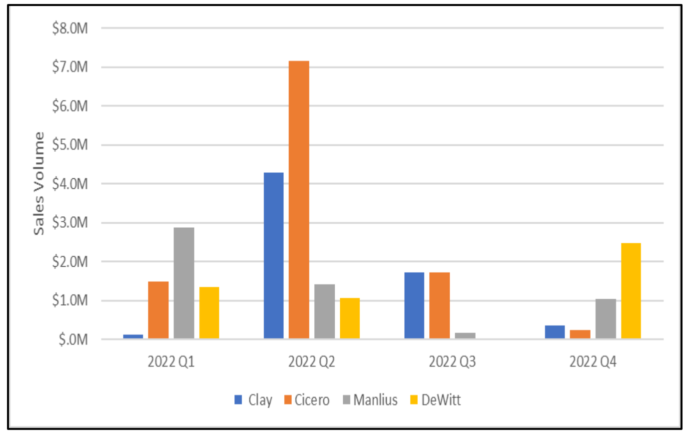
Table 15. Comparison of Commercial Real Estate Trends for Selective Towns in Onondaga County, 2022[66]

[66] Data collected from CoStar analytics report.

Sales Price Comparison



Sales Volume Comparison



Sales Price/SqFt Comparison

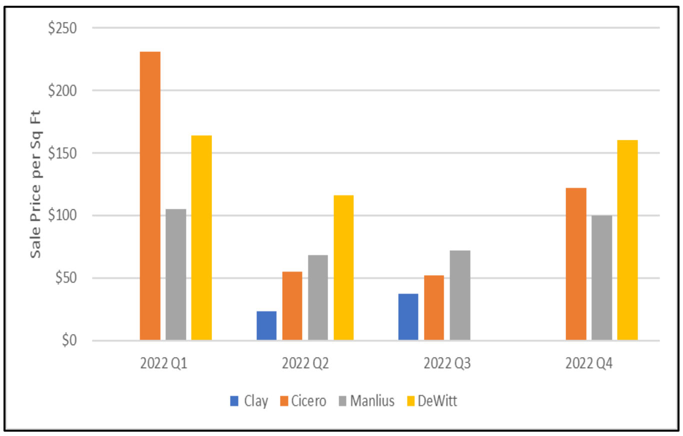
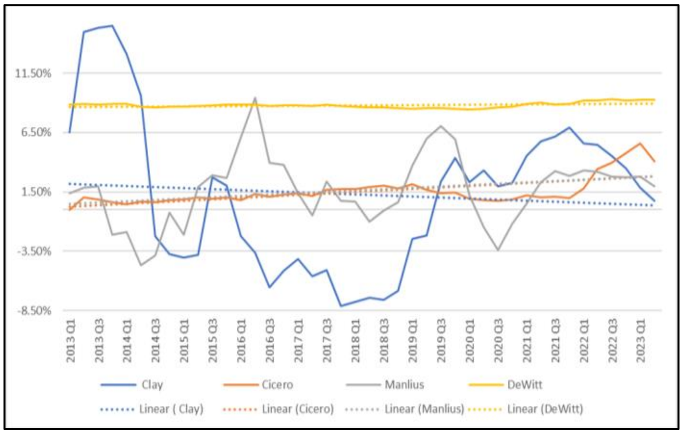


Fig 46. Sales Price and Sales Volume for Commercial Real Estate for Selective Towns in Onondaga County[67]
*Detailed data for individual sectors was unavailable. An aggregate of commercial real estate has been considered for this analysis.

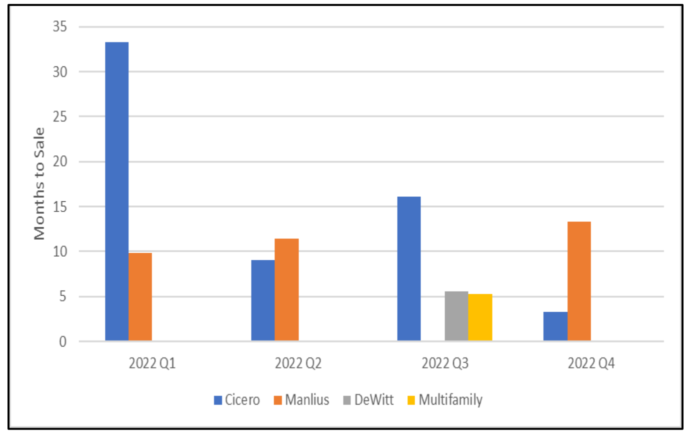
The sales volume in Manlius was the highest in the first quarter of 2022, while the transaction volume significantly dropped in the third and fourth quarters. In contrast, the sales volume in DeWitt remained relatively stable throughout the year, with the highest volume recorded in the fourth quarter. DeWitt had the highest sales price per unit and square foot throughout the year, with the highest increase recorded in the fourth quarter of 2022.

[67] Data collected from CoStar analytics report.

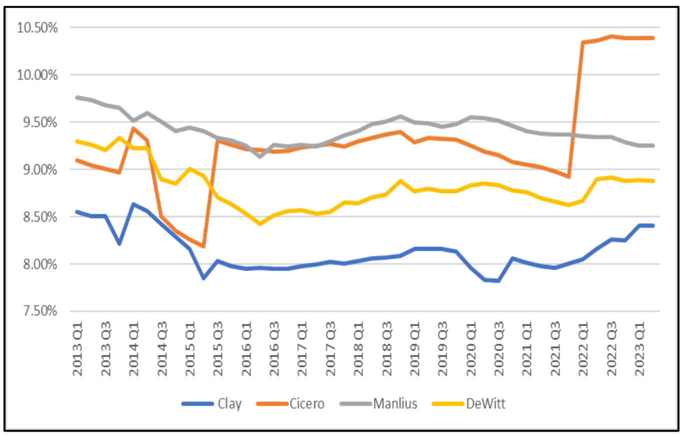
YoY Rent Growth Across Different Towns



Months to Sale Across Different Towns



Cap Rates Across Different Towns



Vacancy Rates Across Different Towns

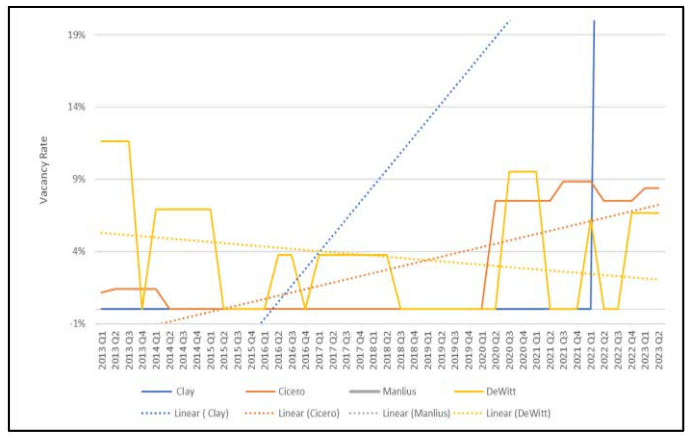


Fig 47. Cap Rates, Vacancy Rates, Rent Growth, and Months to Sale for Different Sectors [68]

[68] Data collected from CoStar analytics report.

Closing Remarks

This report examined the real estate markets in Onondaga County, NY, in the context of the new "Megafab" plant that will be built by top semiconductor maker Micron, beginning in 2024. There has already been an increase in attention from a wide range of regional stakeholders, including the local residents, private and public entities, and undoubtedly from commercial and residential real estate developers. Particularly, the county office's long-term strategy, which places a strong emphasis on the growth of new housing development, has fueled the expanding attention to the potential growth of the region.

Although the promising outlooks for the regional economy are welcoming, it should be noted that all development plans ought to be implemented into action by taking different values into account during the decision-making process. For instance, the huge number of projected new housing projects requires a considerable investment in the local infrastructure, such as roads, power supplies, and school systems. Even though there are no severe climate risks in the area, environmental impact studies still have to be provided to the public and developers so that they can utilize all the available data when making investment decisions. Some of the neighborhoods in the county, such as Clay and Manlius, already show relatively faster growth in housing values, while other parts of the region are struggling with negative growth. Furthermore, the market conditions vary by property type (e.g., single-family vs. multifamily development). In this regard, continued market trend monitoring will be especially important for Onondaga County over the next years.

Contact Us

For any comments or questions, please contact us at newmaninstitute@baruch.cuny.edu.

Yildiray Yildirim
William Newman Real Estate Professor, Chair, William Newman Department of Real Estate
Director, Steven L. Newman Real Estate Institute
Zicklin School of Business
Baruch College, CUNY

Eunkyu Lee
Research Associate
Steven L. Newman Real Estate Institute
Zicklin School of Business
Baruch College, CUNY

Rajarshi Maity
Graduate Research Assistant
William Newman Department of Real Estate
Zicklin School of Business
Baruch College, CUNY

Steven L. Newman Real Estate Institute: https://baruch.cuny.edu/realestate

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