



Monday, November 10th

Honorable Winston Salem City Council:

This letter is to express support for the resolution that you are considering in support of housing and real estate development in Winston-Salem.

As you know, North Carolina is facing a critical housing shortage. Winston-Salem and Forsyth County are estimated to experience a combined shortage of 25,000 units by the end of the decade (according to data from Bowen National Research). Statewide, we are expected to have a shortage of 800,000 units during that same time period.

North Carolina is rated as the top state for business by CNBC, which has resulted in a major influx of new jobs and in-migration. The Triad, including Winston-Salem and the surrounding areas, is one of the top regions for economic development in our State. Our local leaders like you, along with stakeholders like Winston-Salem Inc., have been successful in making our region more attractive for economic development.

In order to sustain this growth and provide much-needed housing for our citizens, we must take deliberate actions to expand our housing supply. Doing so will help to moderate housing prices, expand the number of units that are accessible to working class people, and ensure that future generations have a place to live.

All types of housing units are needed, including single family, multi-family, and rental units. Entry level housing, missing middle, higher end housing, etc., are all needed to increase the health of our housing market. We must also look at more flexible land use policies, higher density in areas where utilities are available, and infill projects.

Investments in critical infrastructure, including water and sewer systems and transportation are also going to be key to sustaining the growth that we are experiencing.

Elected officials, civil servants, and building industry professionals must all work as a team to accomplish this goal. TREBIC stands ready to collaborate with you, your staff, and other stakeholders on matters related to real estate development.

Taking steps to address the housing shortage will improve the lives of citizens today and in the future. It will also signal to prospective employers that Winston-Salem is taking proactive steps to address workforce housing, thereby boosting economic development.

We appreciate your leadership in taking a stand on the need to support real estate development and expand our housing supply. Please do not hesitate to reach out if we can be a resource for you on matters related to the building industry.

Thank you for taking the time to consider this resolution in support of housing development. We appreciate your proactive efforts, and we look forward to our continued partnership with you.

Sincerely,

A handwritten signature in black ink that reads "Jon Hardister". The signature is written in a cursive style, with the first name "Jon" and the last name "Hardister" clearly legible.

Jon Hardister
President of TREBIC
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