



TRURO

Community Housing
Needs Assessment

Prepared for the
TRURO HOUSING AUTHORITY
Truro, MA

Prepared by
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Definitions and Limitations

Purpose of Community Housing Needs Assessment



To provide baseline information on housing conditions



To compare community to county and state



To offer options for addressing gaps in housing offered



To spur community discussion on how to define and address community housing needs

What the Consultant Means by Affordable Community Housing

Affordable Community Housing is year-round housing that may be owned or rented only to qualifying community residents using no more than 30% of their gross household income in order to address the community's identified needs.

There is No Such Thing as an OBJECTIVE Housing Need!

If the need is yours it can seem quite objective, but if you already have safe, secure and affordable housing, as most residents of any community do, need represents at best an expression of what kind of community you hope to live in.

Terms Discussed in Report



American Community Survey: An annual survey performed by the Census Bureau to 6%-8% of all households that tracks a wide range of demographic, social, income, and housing data. **Much of the information provided in the Assessment comes from this source.** It differs from the U.S. Census that occurs every ten years and attempts to capture information from all households.

Terms Discussed in Report



Householder: Refers to the person (or one of the people) in whose name the housing unit is owned or rented. If the house is owned or rented jointly by a married couple, the householder may be either spouse.

Terms Discussed in Report



Resident: The ACS uses the concept of “current residence” to determine who should be considered residents of sample housing units. The basic idea behind this concept is that everyone who is currently living or staying at an address for more than two months is considered a current resident of that address.

Terms Discussed in Report



Department of Housing & Community

Development (DHCD): The department in Massachusetts state government that oversees most state and federal funding decisions for subsidized housing, and oversees the state's Fair Housing laws.

Terms Discussed in Report



Subsidized Housing Inventory (SHI): The State Department of Housing and Community Development (DHCD) maintains a list of all subsidized housing developments that include units reserved for households with incomes at or below 80% of median under long-term legally binding agreements and are subject to affirmative marketing requirements. The SHI is often used to determine whether a community has met its obligation to provide 10% of its year-round housing units as affordable.

Terms Discussed in Report



Area Median Income (AMI): The US Department of Housing & Urban Development (HUD) annually estimates for Barnstable County (and numerous other jurisdictions) the median income (half above and half below) for households of different sizes living in the county. These estimates determine eligibility for various federal housing programs.

Household Income Limits, 2015

Barnstable County

Area Median Income	Persons in Household			
	<i>One</i>	<i>Two</i>	<i>Three</i>	<i>Four</i>
30%	\$18,400	\$21,000	\$23,650	\$26,250
50%	\$28,800	\$32,900	\$37,000	\$41,100
60%	\$36,800	\$42,000	\$47,300	\$52,500
80%	\$46,100	\$52,650	\$59,250	\$65,800
100%	\$57,600	\$65,800	\$74,000	\$82,200
120%	\$73,600	\$84,000	\$94,600	\$105,000

SOURCE: HudUser.org

Important Limitations



Small Sample Size: A limitation peculiar to small communities like Truro is that the sample size used for the annual American Community Survey results in relatively large margins of error and must be understood in terms of patterns over time within a framework of local information and experienced judgment.

Important Limitations



The State Data Center's projections and the consultant's

use of them: This study uses population projection data prepared by the UMass Donahue Institute (UMDI). The UMDI specifically warns against placing too much validity on the small-scale data in their projections. Given that the data for Truro indeed shows dramatic shifts in particular age categories, it is important to balance those projections against the current reality as well as the conditions that may promote or discourage those trends from continuing. It is the consultant's view that the outcomes highlighted in this report will follow from a continuation of the trends in place. Alternative outcomes are certainly possible.



**What Makes Truro's
Housing Needs Different?**

Truro is a Small, Rural Community

Small size, geographic isolation, limited land, infrastructure, and job opportunities affect both the scale and nature of the housing need, as well as the capacity of the community to address those needs.

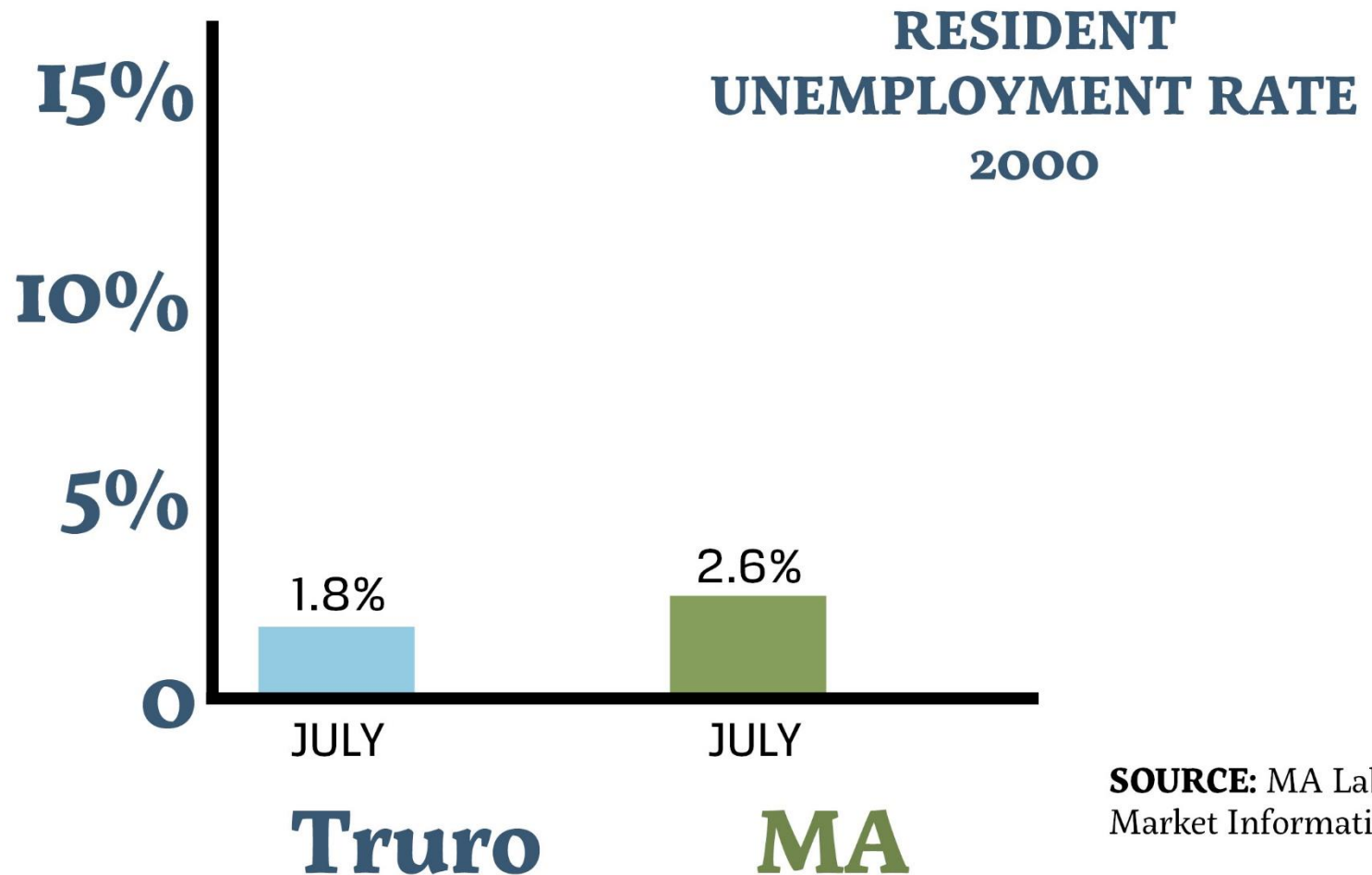
Truro is a Small, Rural Community

Solutions designed for larger cities and towns in the Commonwealth are a relatively poor fit for Truro.

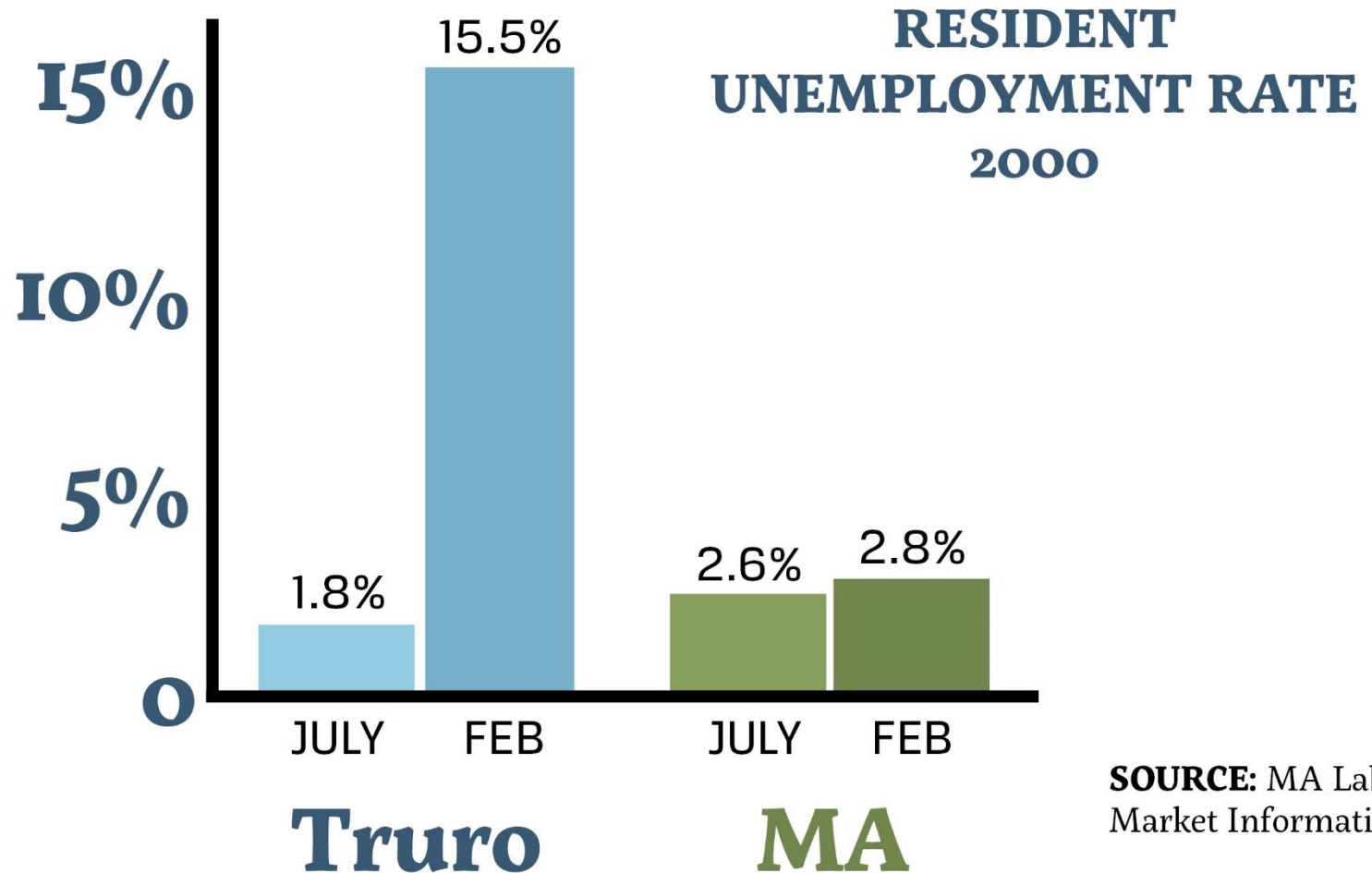
The Local Economy is Seasonal

Truro, like the rest of the Outer Cape has the state's most dramatic seasonal changes in its resident unemployment rate. It's noteworthy that since 2011, even Truro's summer unemployment rate is higher than the state as a whole.

The Local Economy is Seasonal

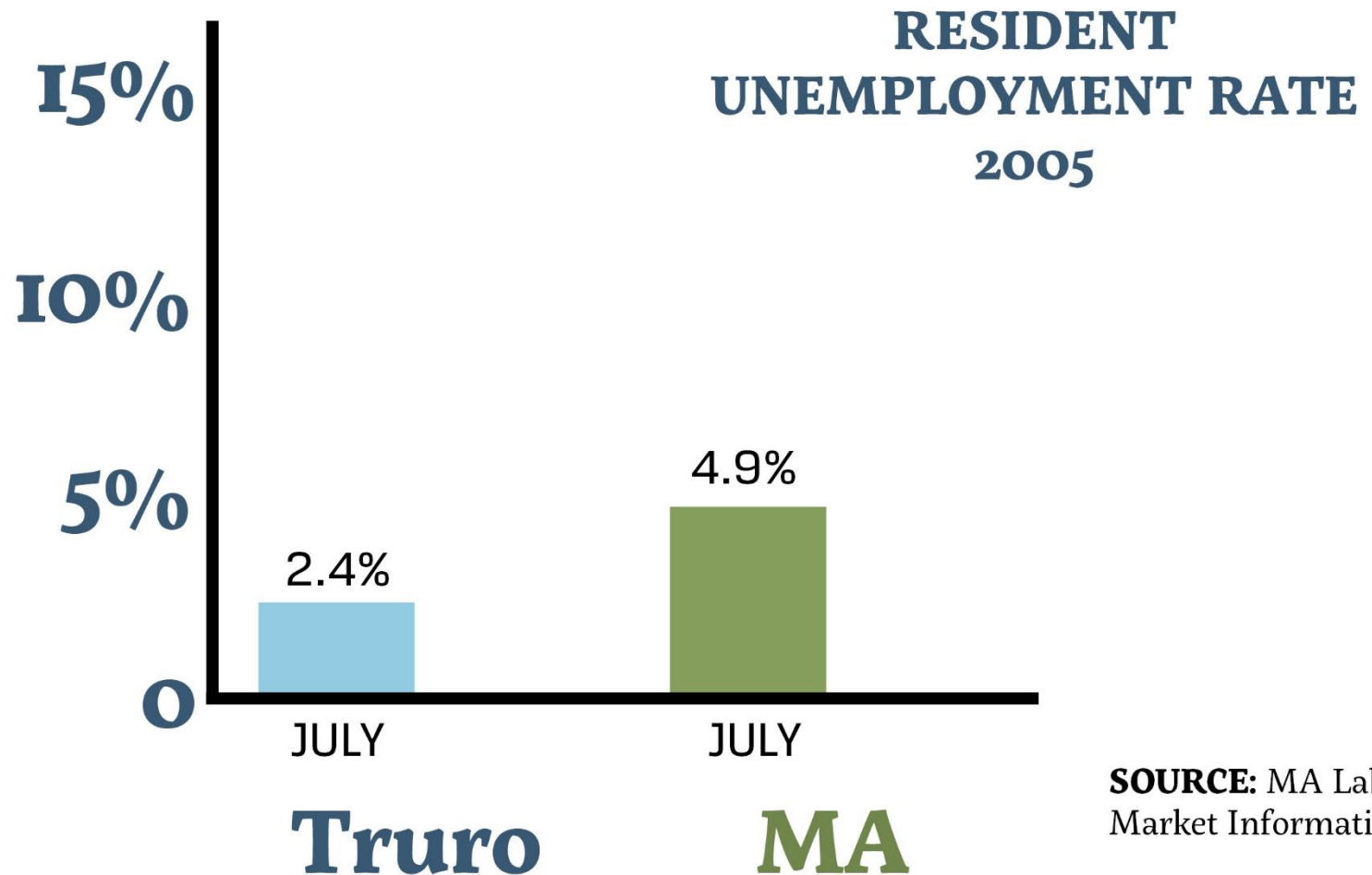


The Local Economy is Seasonal



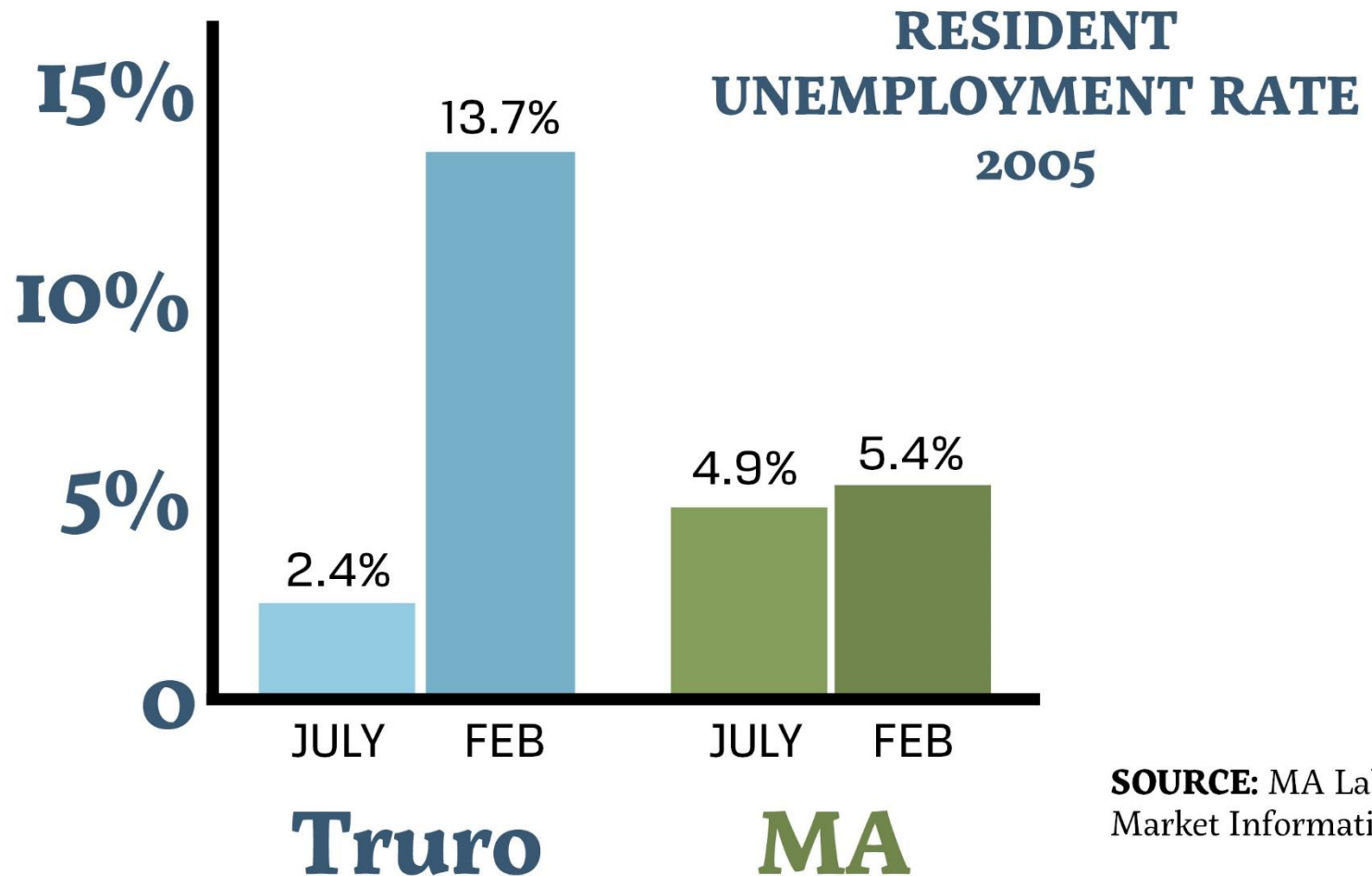
SOURCE: MA Labor
Market Information

The Local Economy is Seasonal



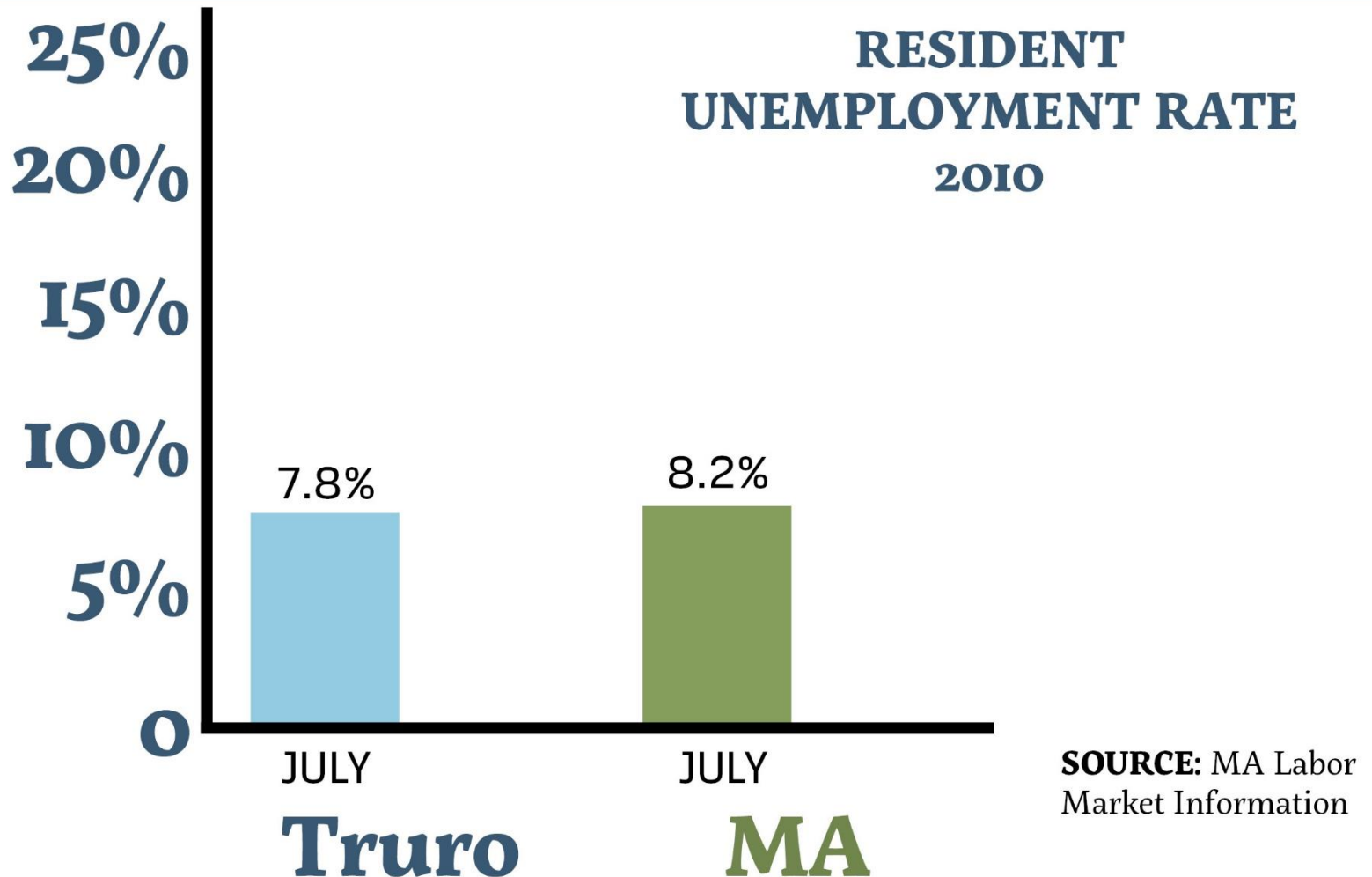
SOURCE: MA Labor
Market Information

The Local Economy is Seasonal

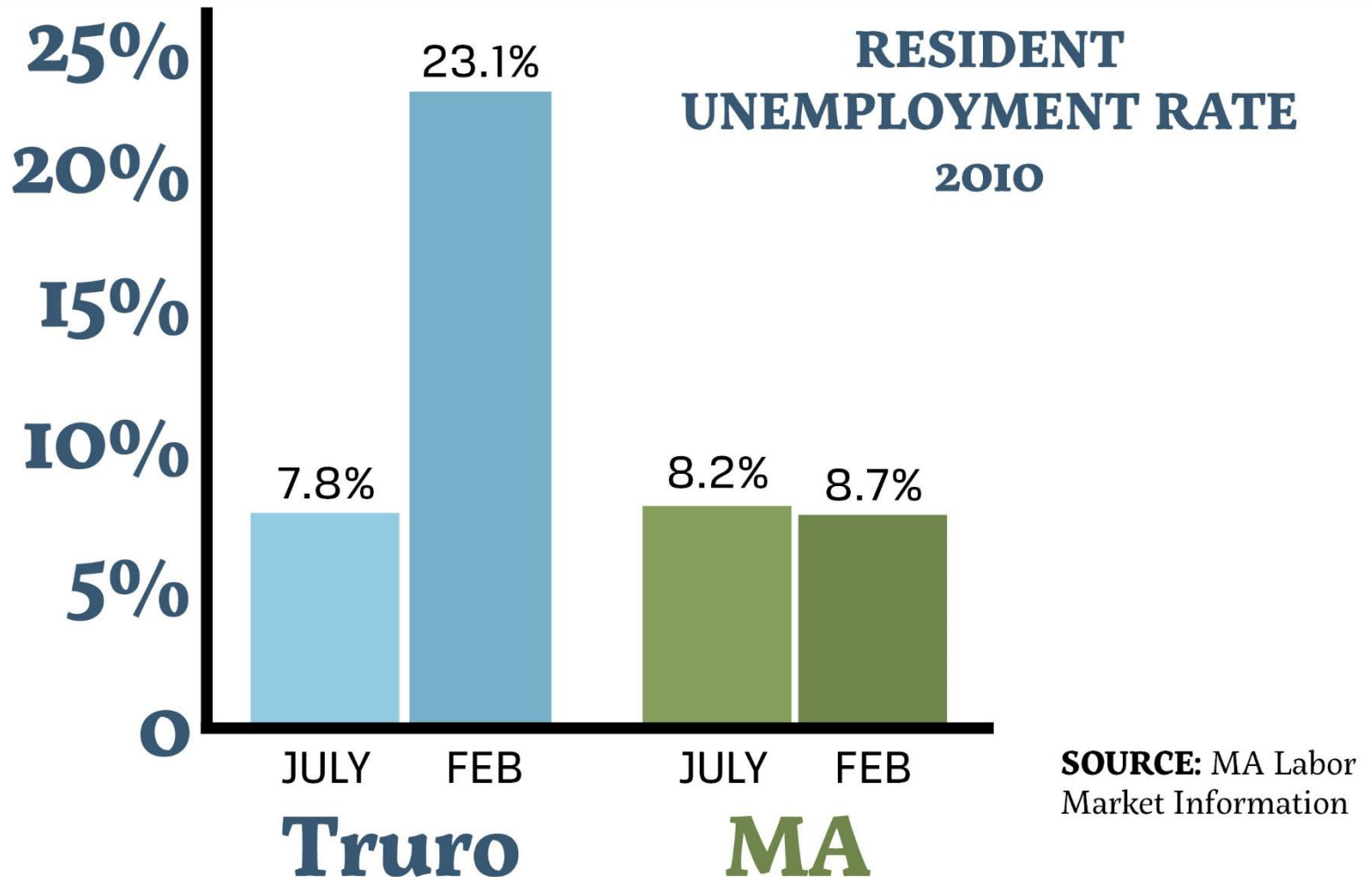


SOURCE: MA Labor
Market Information

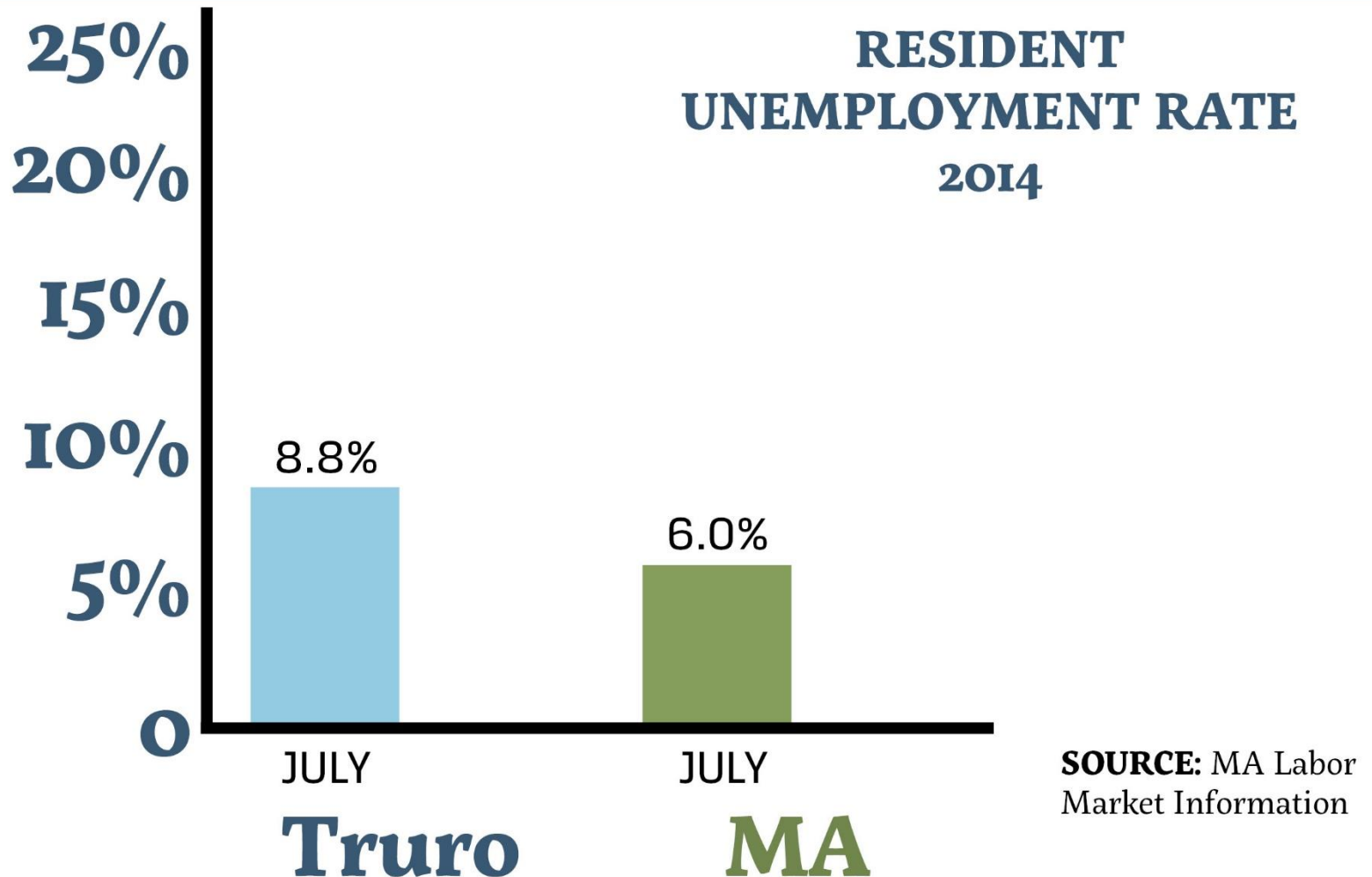
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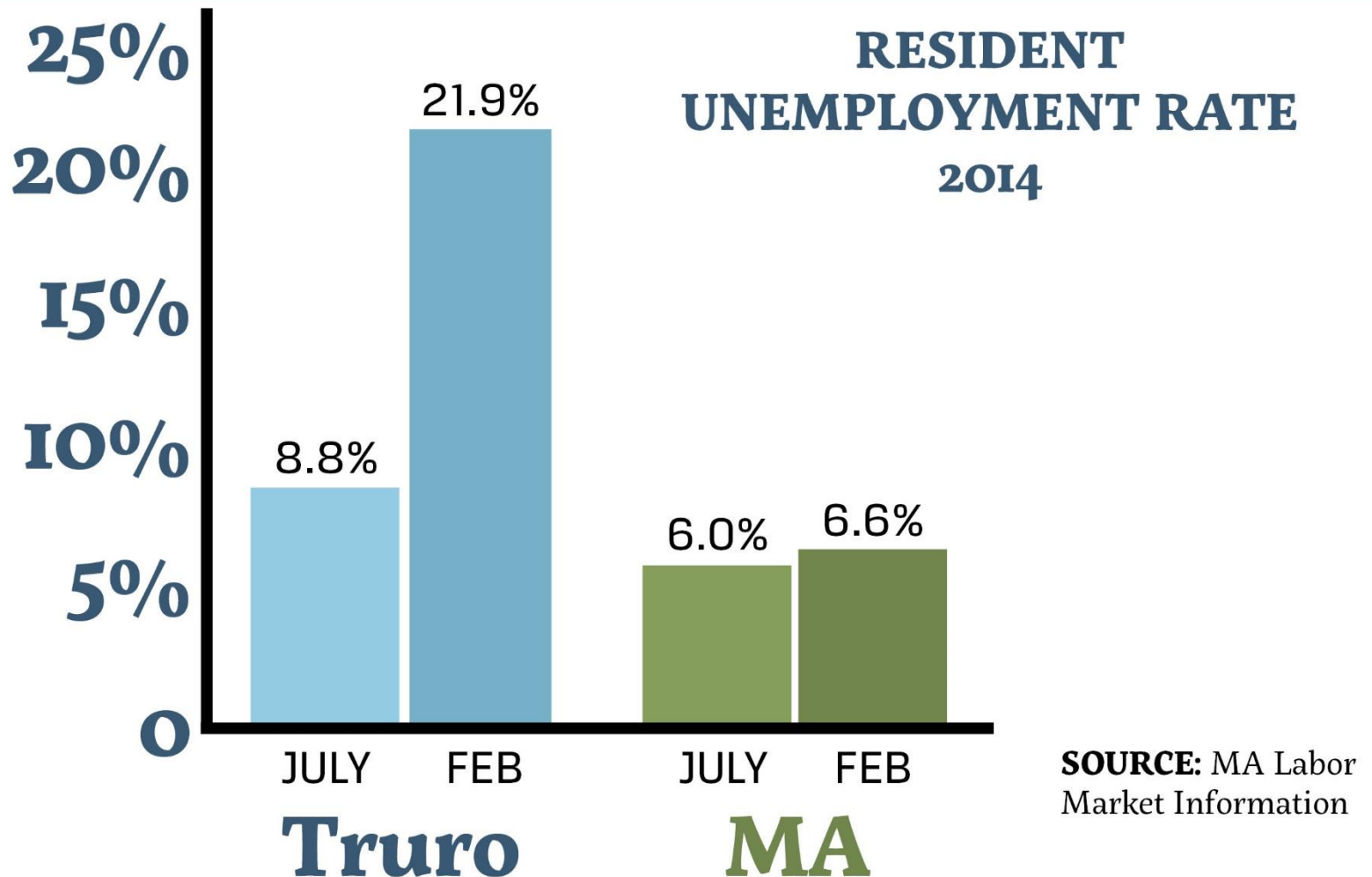
The Local Economy is Seasonal



The Local Economy is Seasonal



The Local Economy is Seasonal



Truro Residents are not as Wealthy as their Housing Costs Suggest

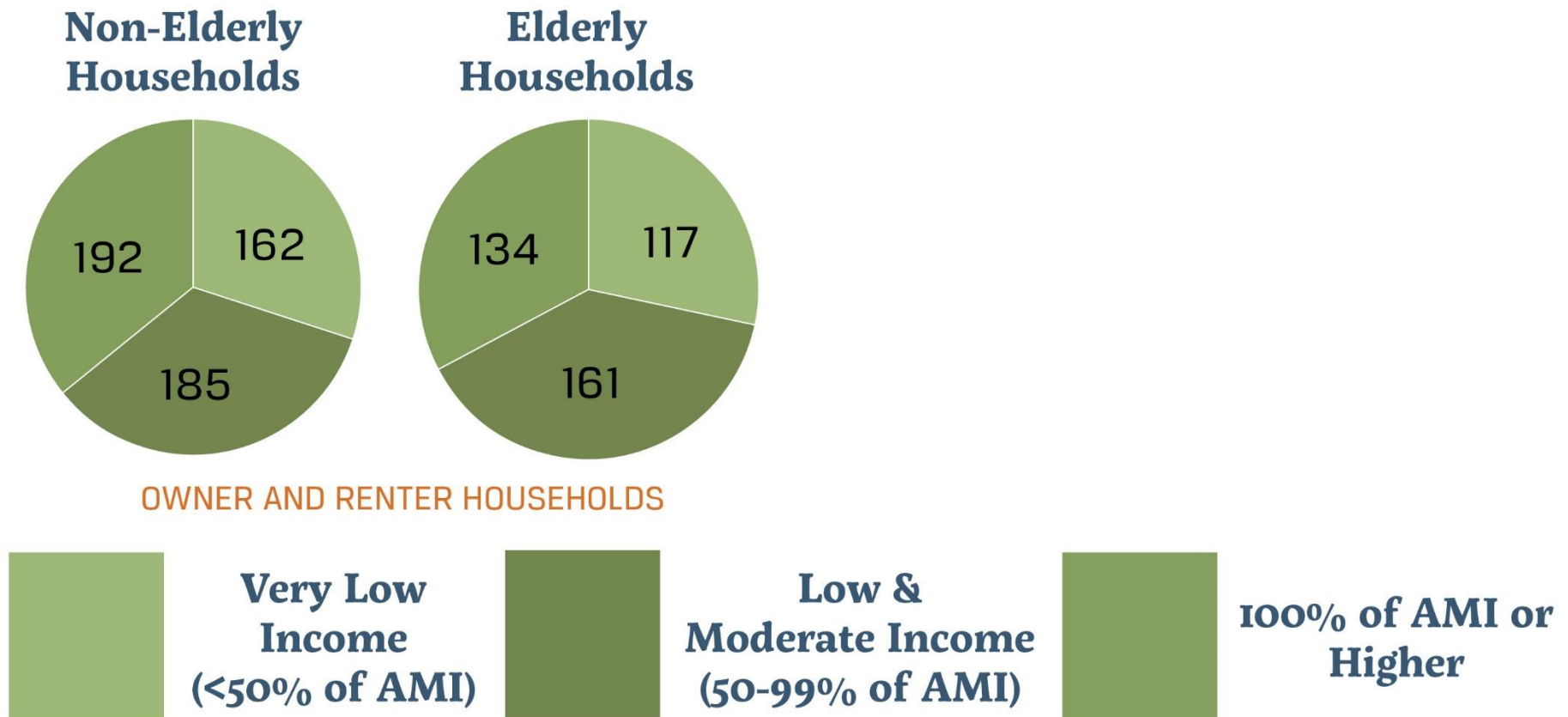
The town's distribution of very-low, low, and moderate-income residents differs little from that of the Barnstable County or Massachusetts generally.

Truro Residents are not as Wealthy as their Housing Costs Suggest

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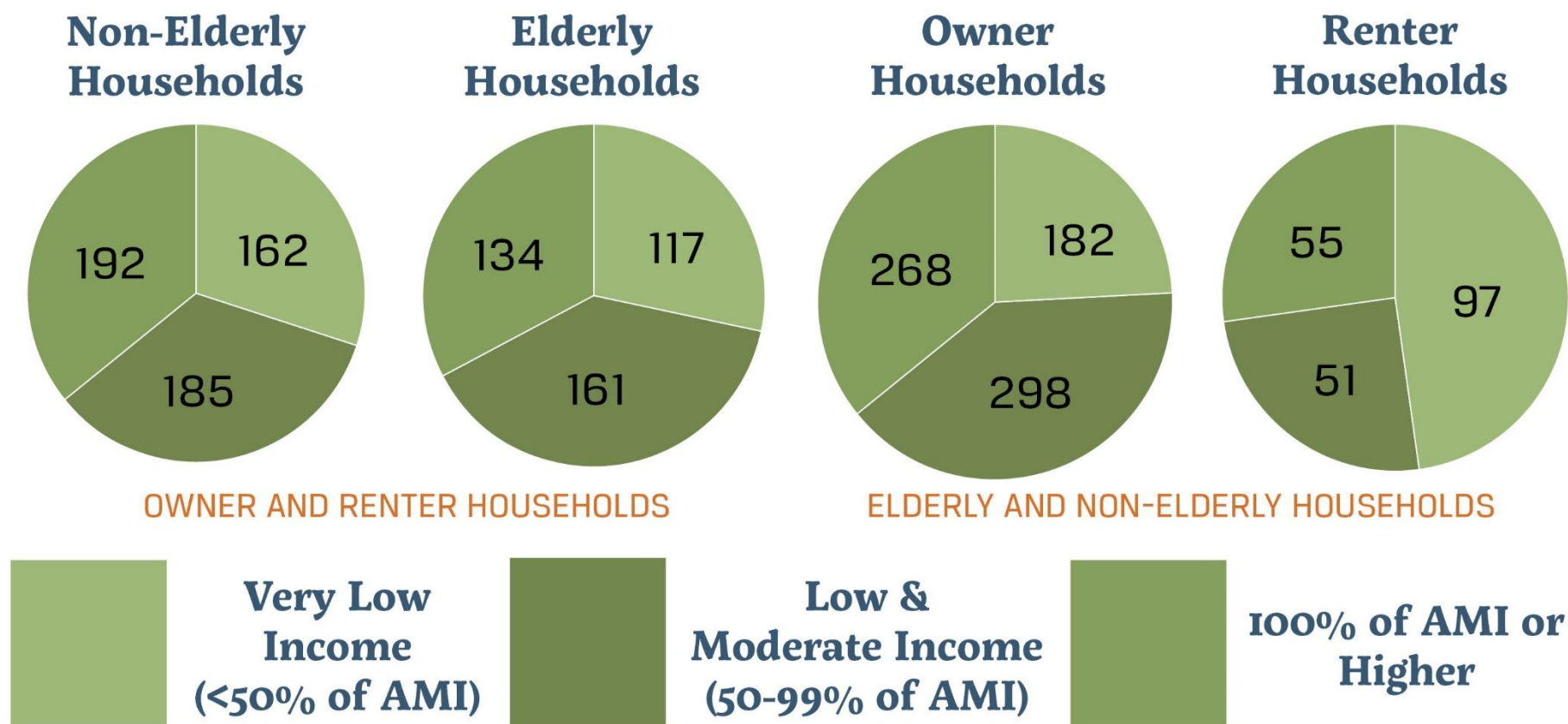
Largely, that can be explained by an average wage paid for jobs locally, which is just 61% of the statewide average as well as to fixed income seniors who become "house poor."

Truro Residents are not as Wealthy as their Housing Costs Suggest



SOURCE: Development Cycles from American Community Survey 2009-2013

Truro Residents are not as Wealthy as their Housing Costs Suggest



SOURCE: Development Cycles from American Community Survey 2009-2013

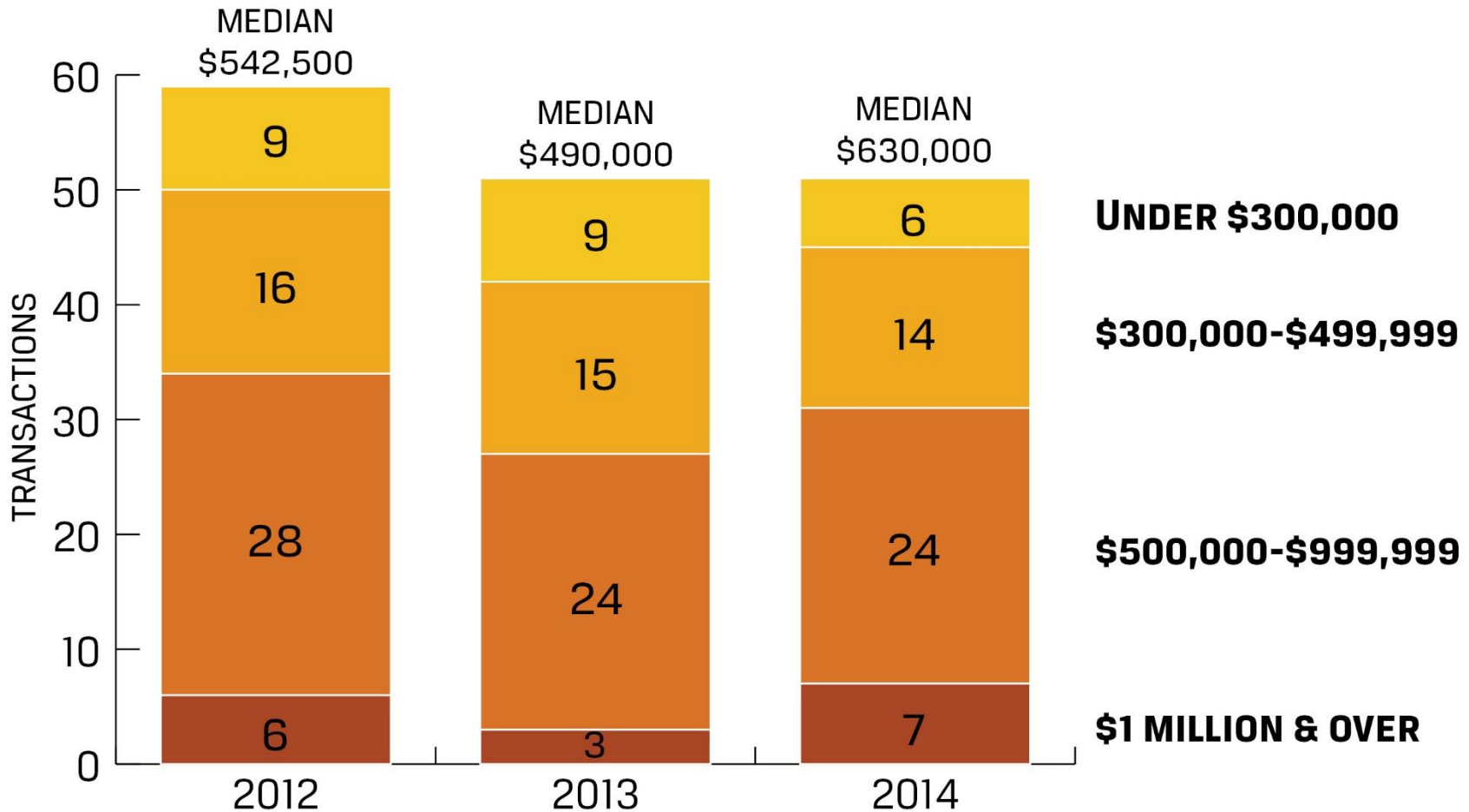
High Cost Seasonal Ownership Dominates the Housing Stock

It's All About the Equity!

The median price of a home on Truro is 60% higher than for the state as a whole, but the median cost of ownership for those Truro owners with a mortgage is actually 13% lower than the statewide median. That said, the number of Truro owners whose housing costs are at least 30% of their income has nearly doubled from 185 to 342.

High Cost Seasonal Ownership

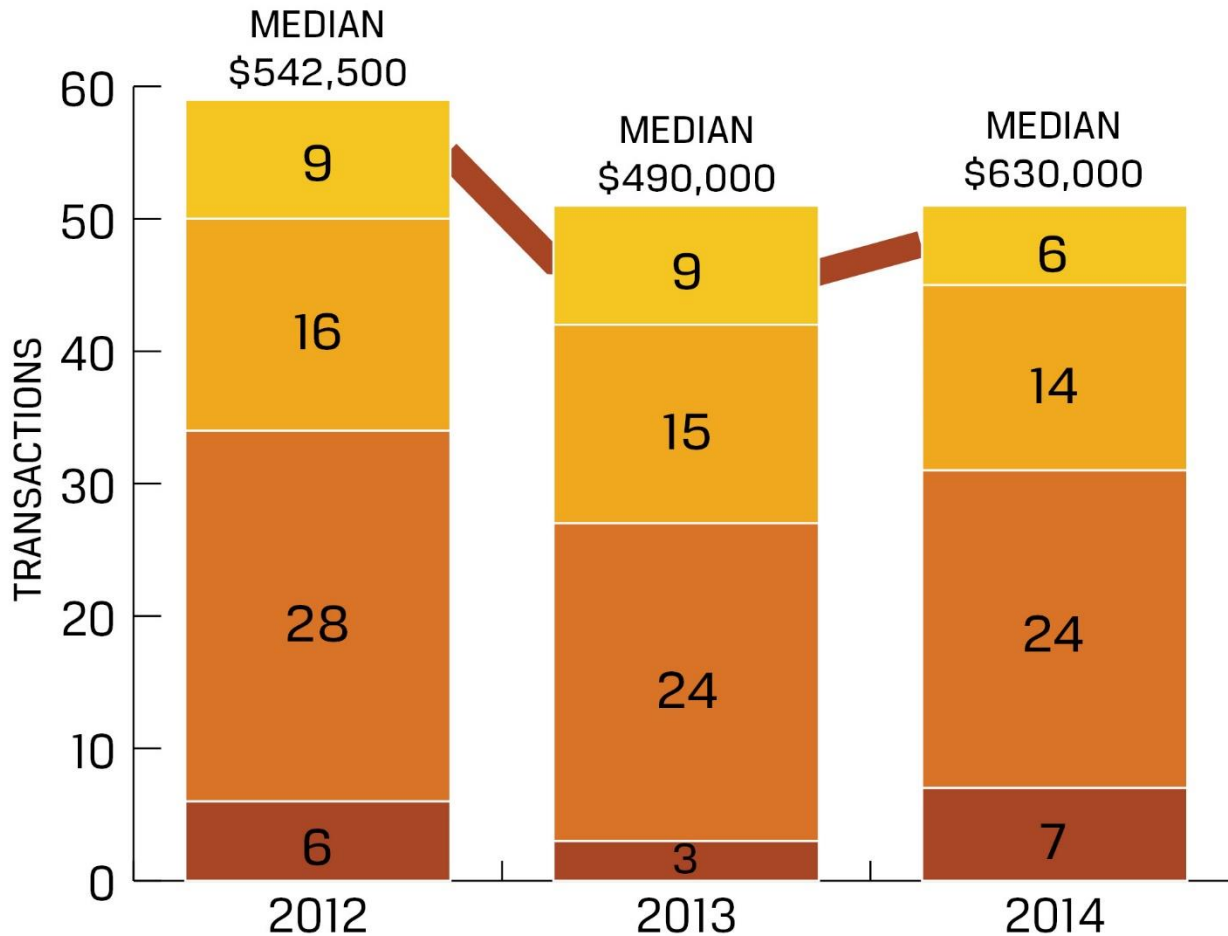
Truro Single Family Homes Sales



SOURCE: The Warren Group

High Cost Seasonal Ownership

Truro Single Family Homes Sales

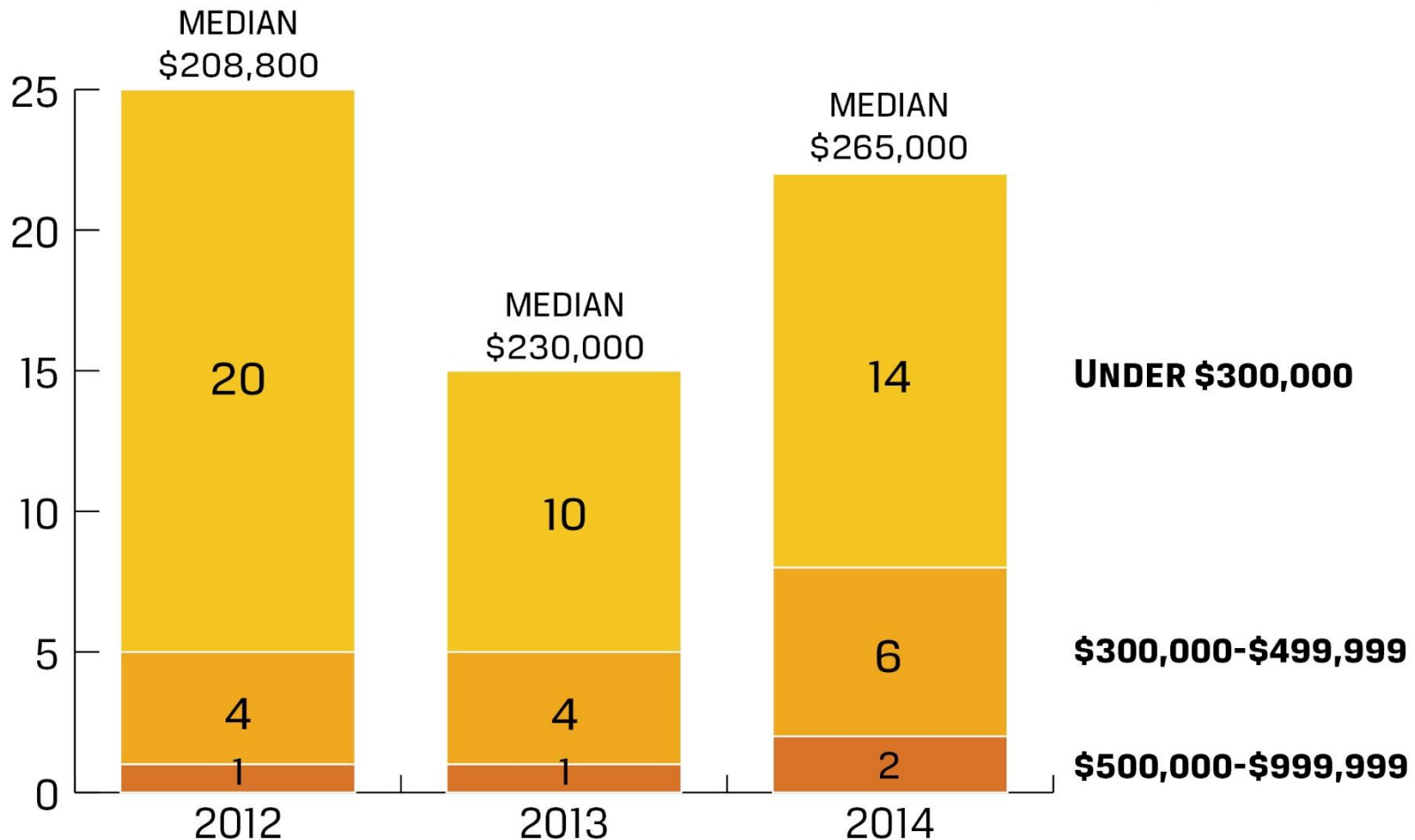


From 2012-2014, only 24 of 140 (17%) single-family homes sold for less than \$300,000.

SOURCE: The Warren Group

High Cost Seasonal Ownership

Seasonal Condos Sales Activity



SOURCE: The Warren Group

High Cost Seasonal Ownership

Homes on Market — Truro, May 2015

SINGLE FAMILY HOMES

	Truro #	Truro Price Range \$000s	Truro	Barnstable County
			Median Asking Price \$000s	
2 Bedroom	5	\$699-\$3,100	\$875	\$396
3 Bedroom	38	\$335-\$3,999	\$675	\$575
4 or more	30	\$438-\$3,950	\$849	\$700

SOURCE: MLS & Zillow Listings, May 2015

High Cost Seasonal Ownership

Homes on Market — Truro, May 2015

SINGLE FAMILY HOMES

The median asking price for a single-family home in May 2015 was \$850,000. That's 20% higher than the asking price for homes countywide on that date and 35% higher than Truro's median single-family sales price for 2014.

Truro	Barnstable County
Median Asking Price \$000s	
\$875	\$396
\$675	\$575
\$849	\$700

SOURCE: MLS & Zillow Listings, May 2015

High Cost Seasonal Ownership

Homes on Market — Truro, May 2015

CONDOMINIUMS

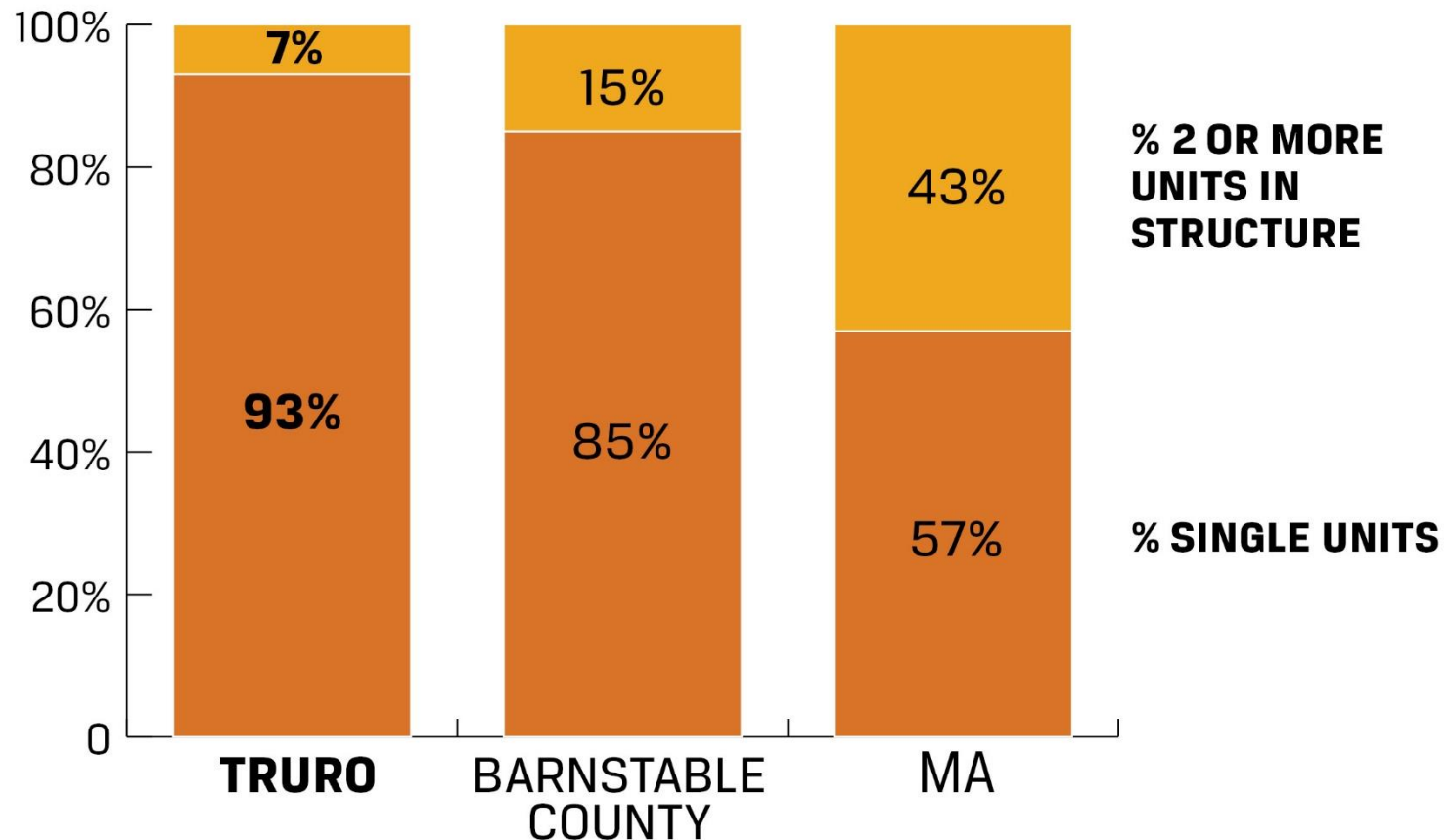
	Truro #	Truro Price Range \$000s	Truro	Barnstable County
			Median Asking Price \$000s	
1 Bedroom	24	\$111-\$389	\$229	\$193
2 Bedroom	31	\$145-\$529	\$399	\$299
3 Bedroom	4	\$385-\$749	\$577	\$400
4 or more	4	\$459-\$475	\$460	\$475

SOURCE: MLS & Zillow Listings, May 2015. *NOTE: All but three of the listed condominiums are seasonal.*

Truro Has Little Multi-Family Housing

All Housing Units

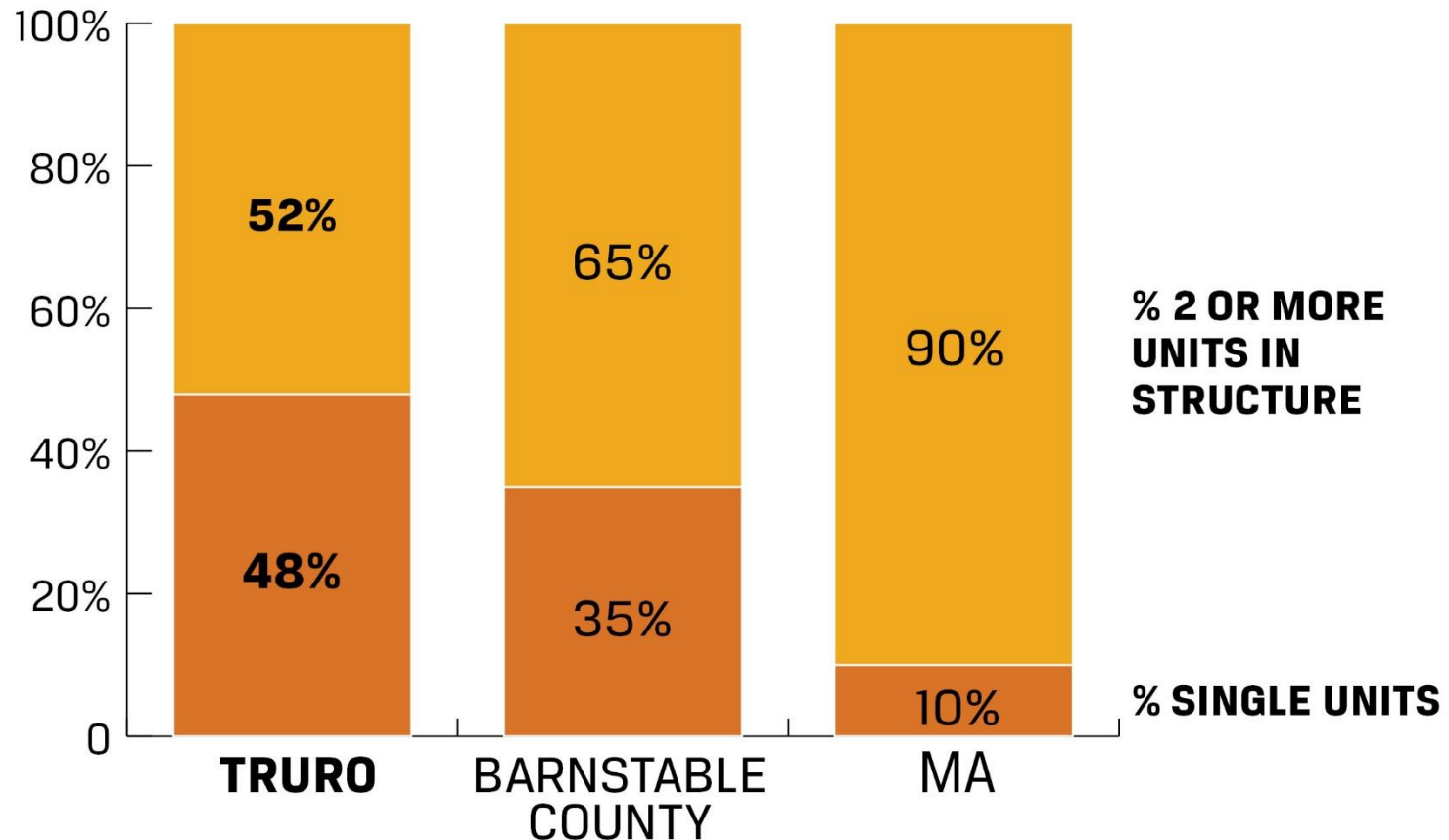
SOURCE: American Community Survey, 2009-2013



Truro Has Little Multi-Family Housing

Renter Occupied Housing

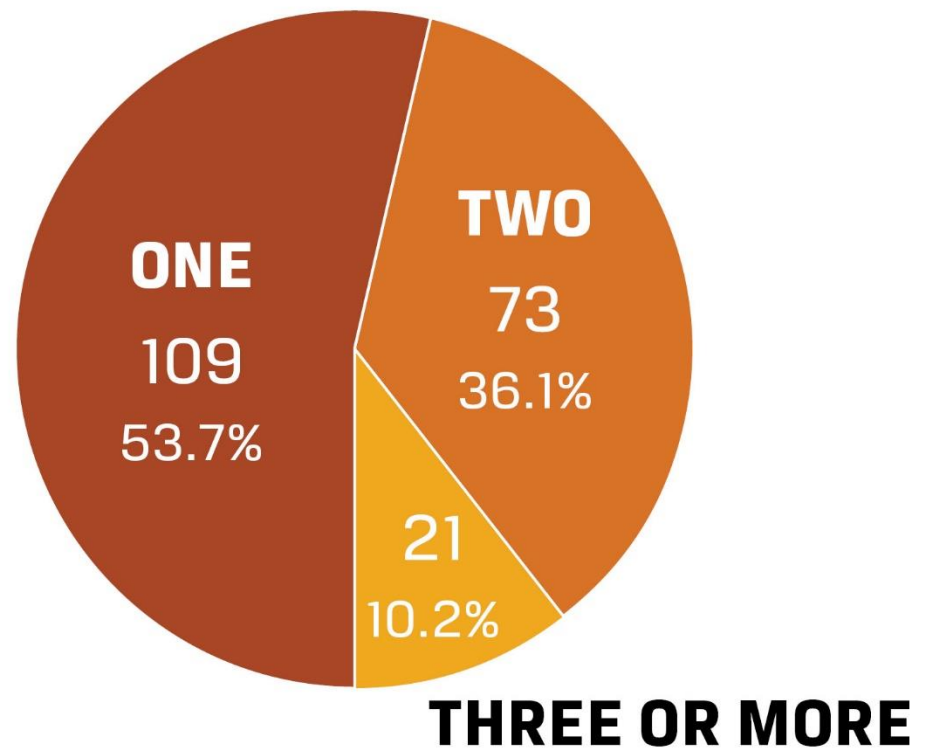
SOURCE: American Community Survey, 2009-2013



Who Rents in Truro?

90% of Renters live either alone or with one other person.

Persons in Household

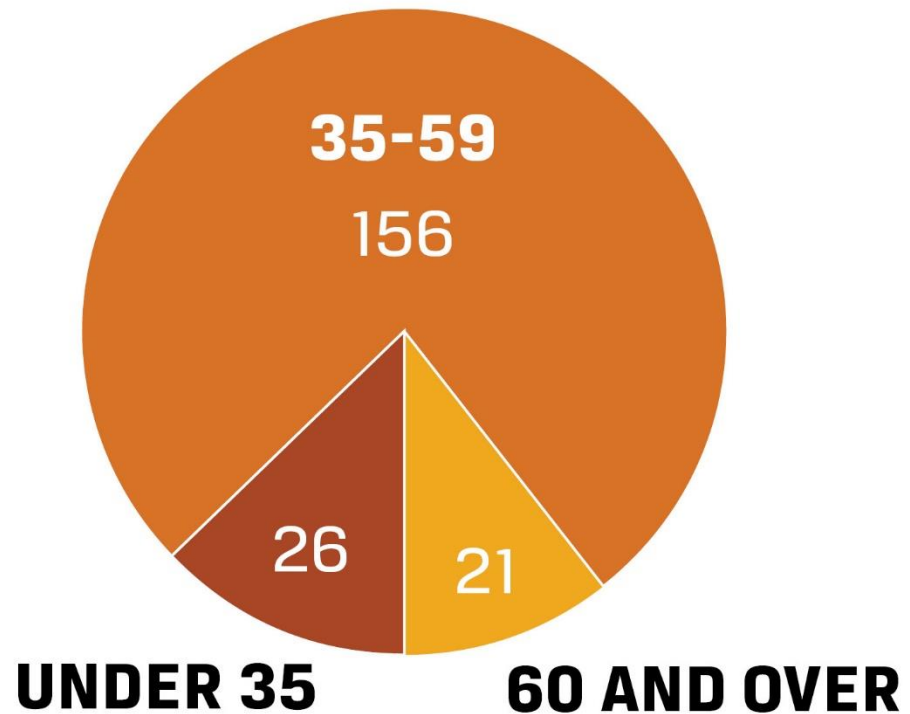


SOURCE: American Community Survey 2009-2013

Who Rents in Truro?

77% of renters are middle age, a much higher percentage than the county (46%) or state (43%).

Age of Householder

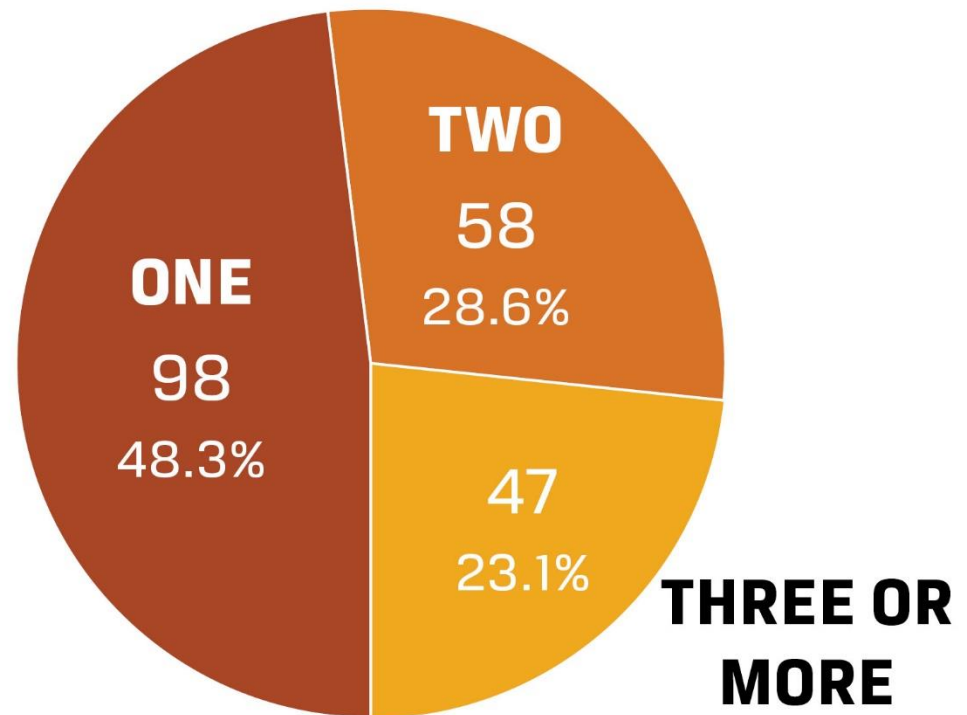


SOURCE: American Community Survey 2009-2013

Who Rents in Truro?

Less than a quarter of renters live in a building with more than two units. Statewide 68% of renters live in three or more unit buildings.

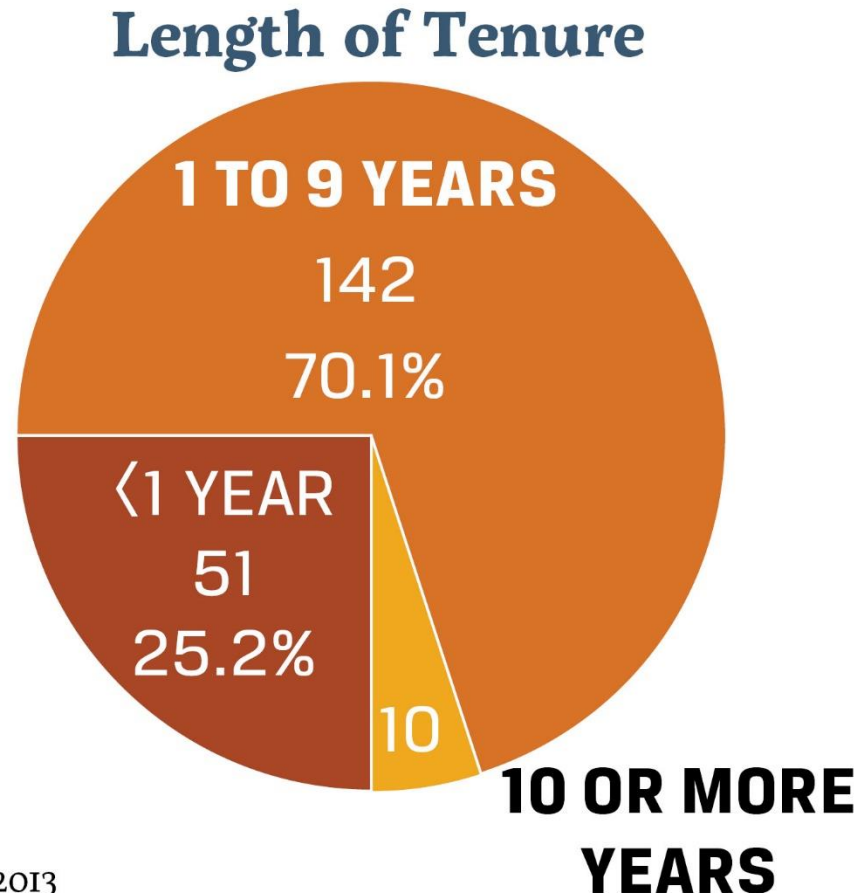
Units in Building



SOURCE: American Community Survey 2009-2013

Who Rents in Truro?

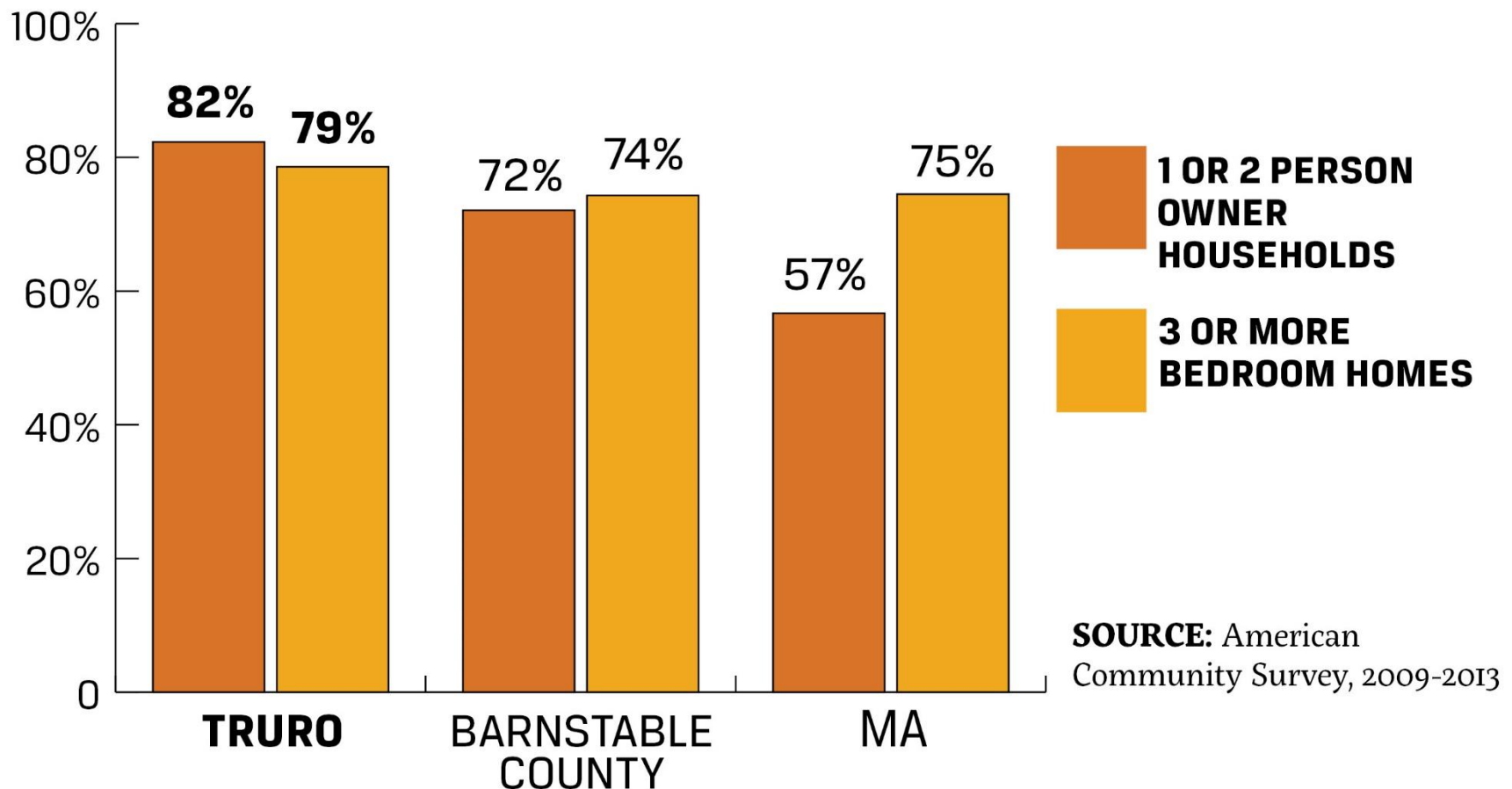
Roughly one in four rental units turns over annually. Statewide, the number is closer to one in three.



SOURCE: American Community Survey 2009-2013

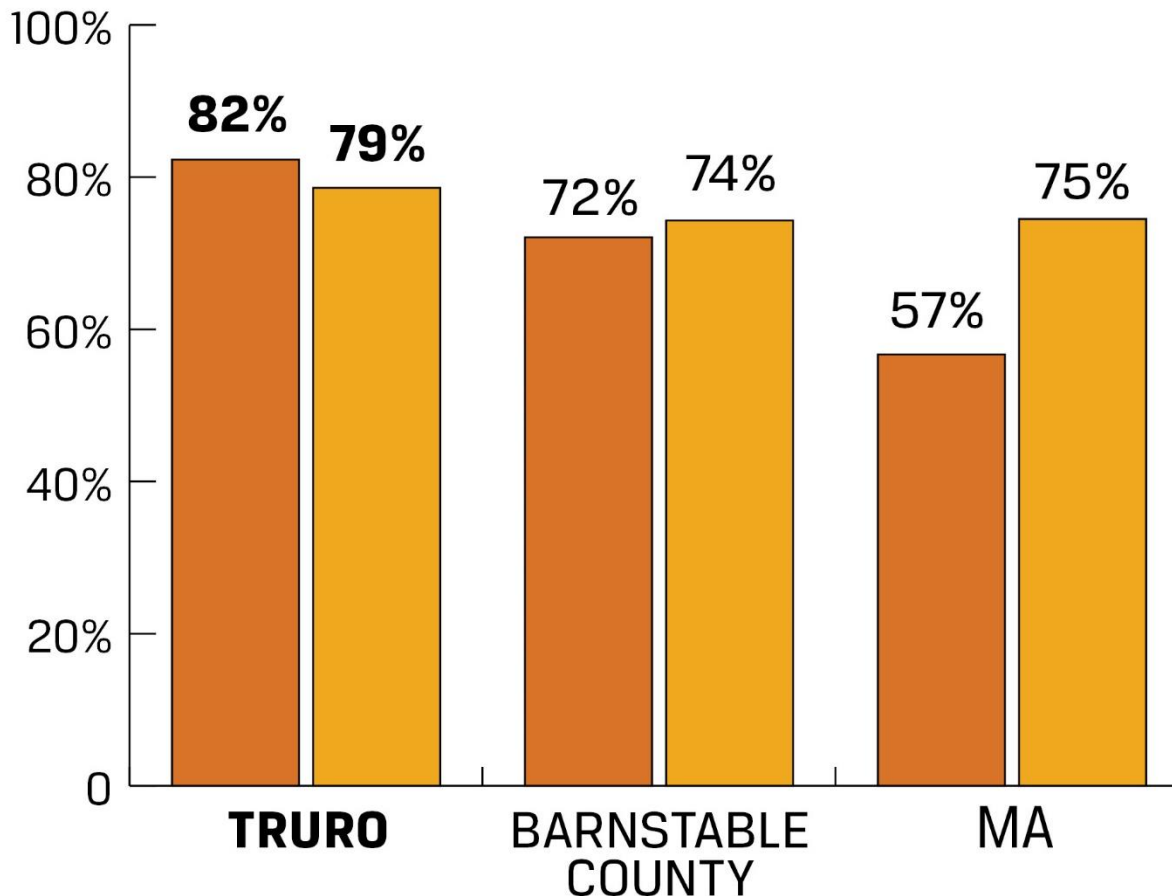
Owner Characteristics

Owner Households by Size of Household, 2013



Owner Characteristics

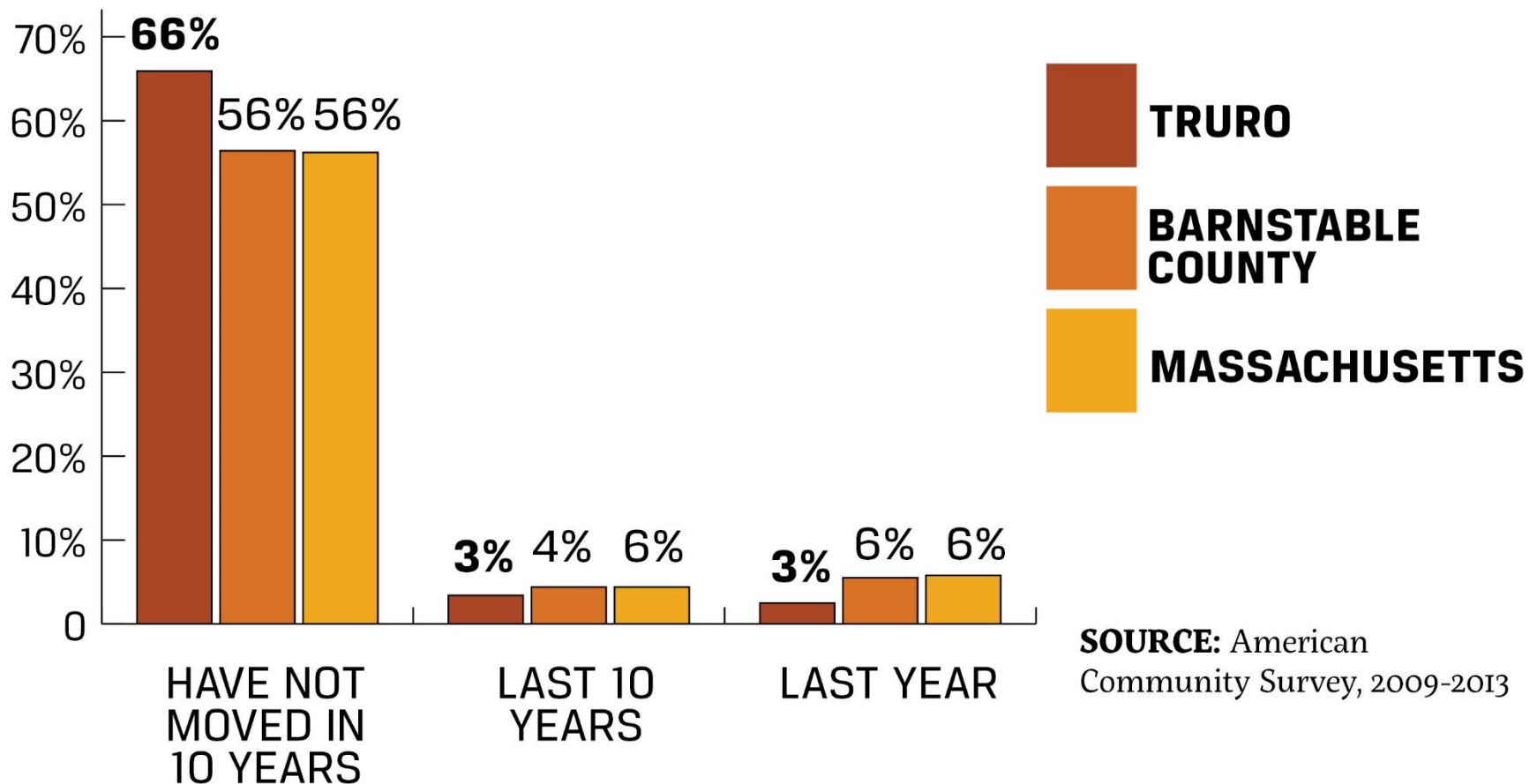
Owner Households by Size of Household, 2013



One factor that may contribute to a lack of affordability is number of homes that are owned by one or two persons but contain three or more bedrooms.

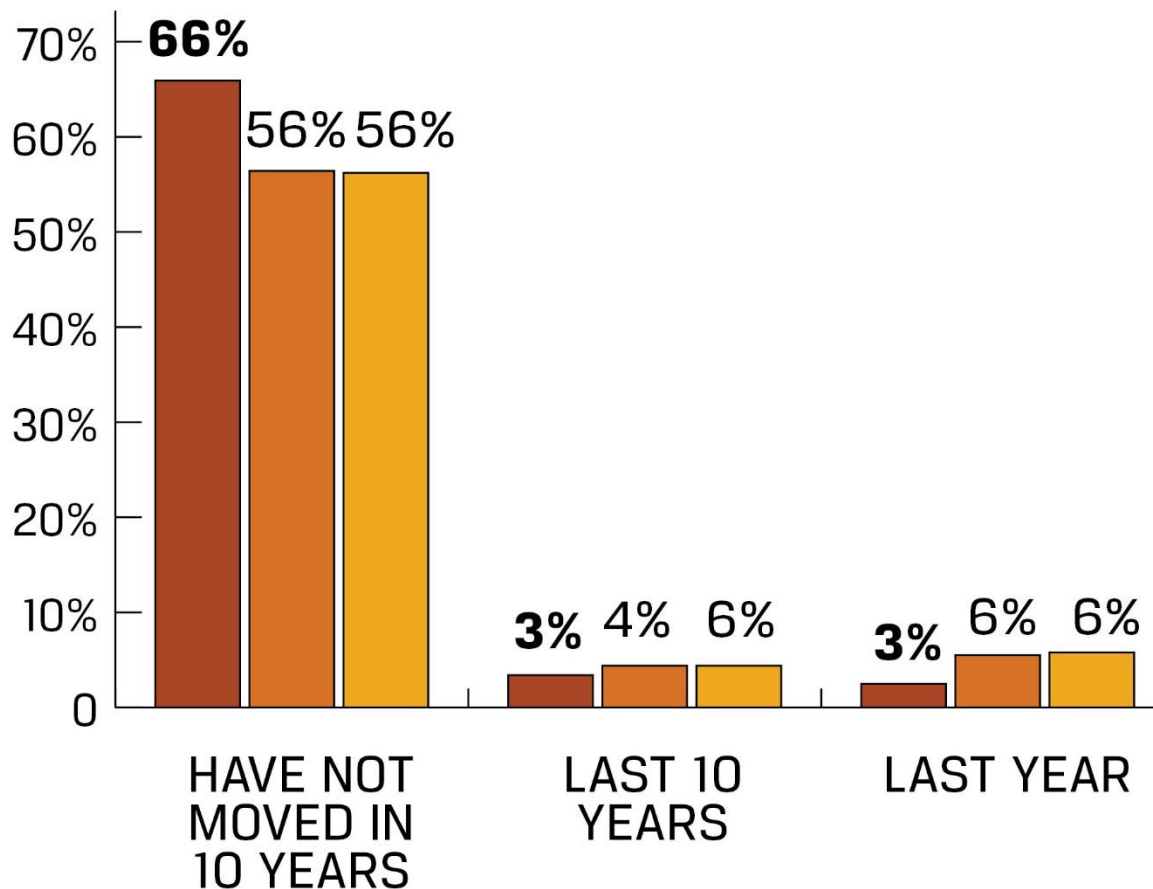
Owner Characteristics

Average Annual Turnover (Resident Owners)



Owner Characteristics

Average Annual Turnover (Resident Owners)

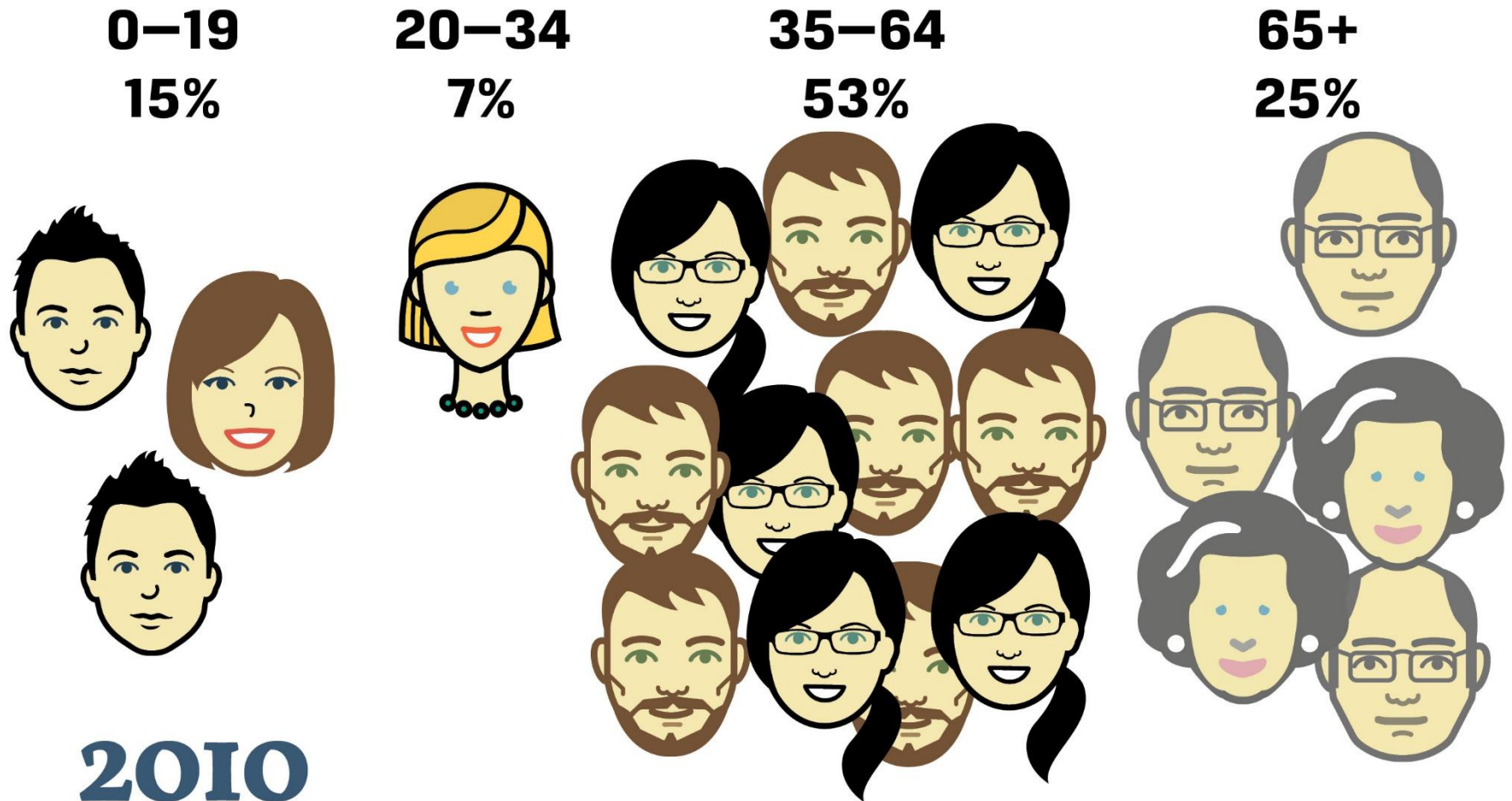


Truro sees fewer new faces than most communities: **2/3 of Truro owners have lived at their address for more than 10 years** and the number of new resident owners that move in each year is significantly lower than for the county or state.



What Are Truro's Key Trends?

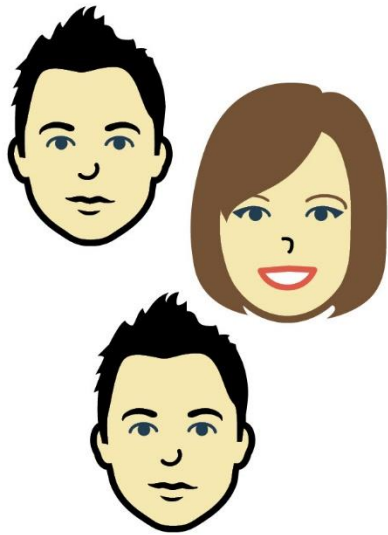
The Town's Population is Getting Older –Fast!



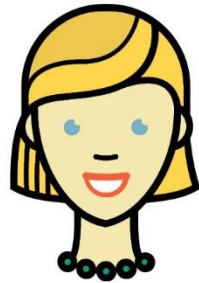
SOURCE: UMass Donahue Institute (UMDI)

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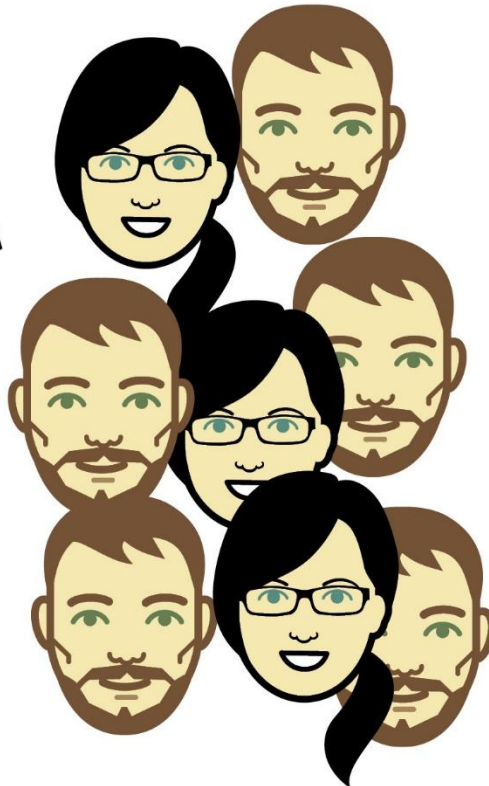
0–19
14%



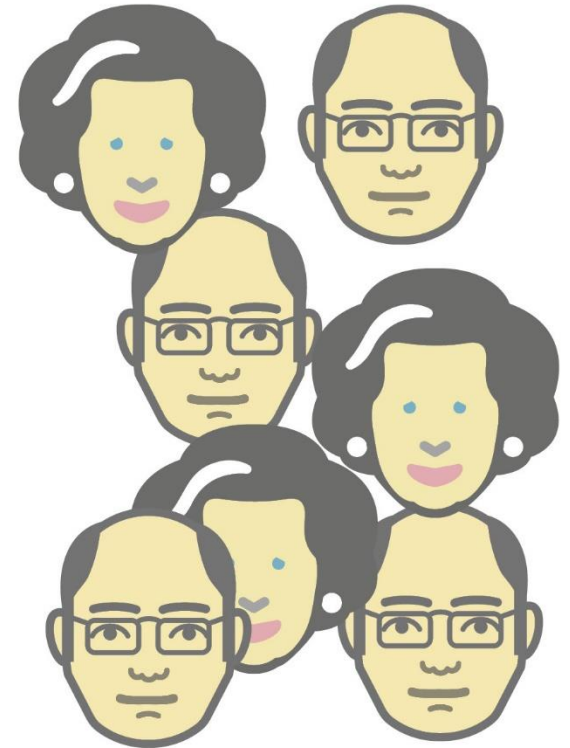
20–34
7%



35–64
45%



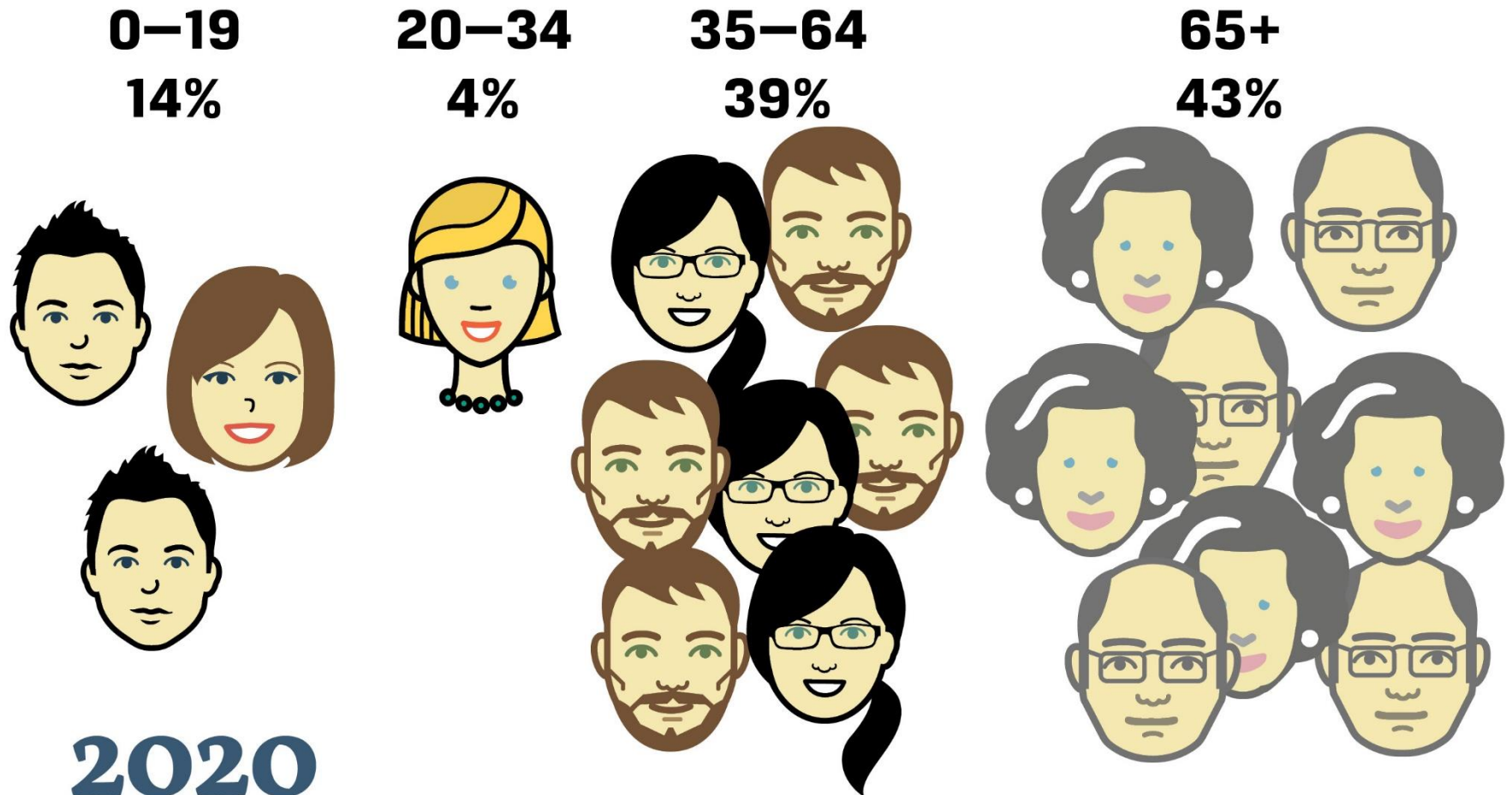
65+
34%



2015

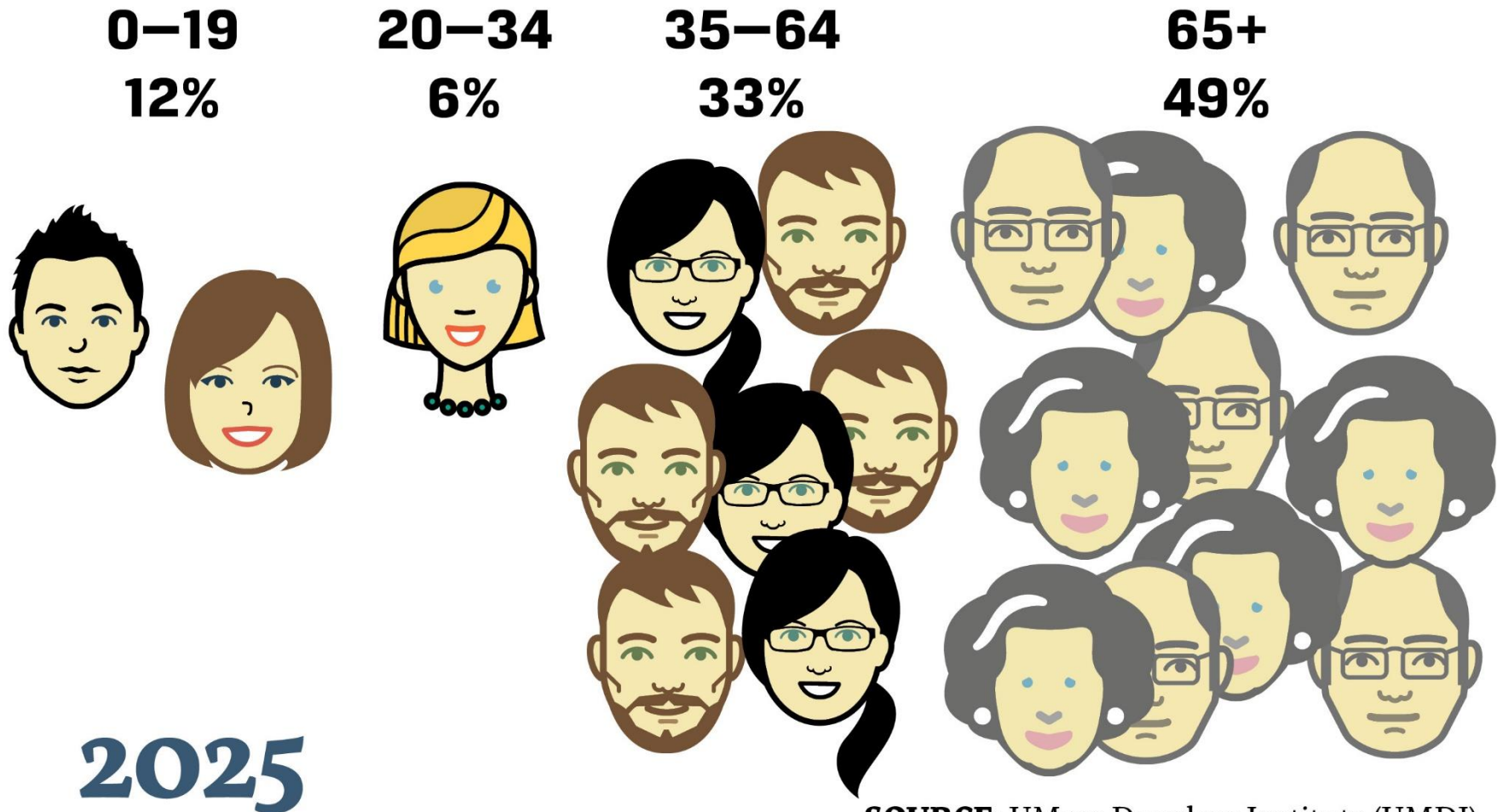
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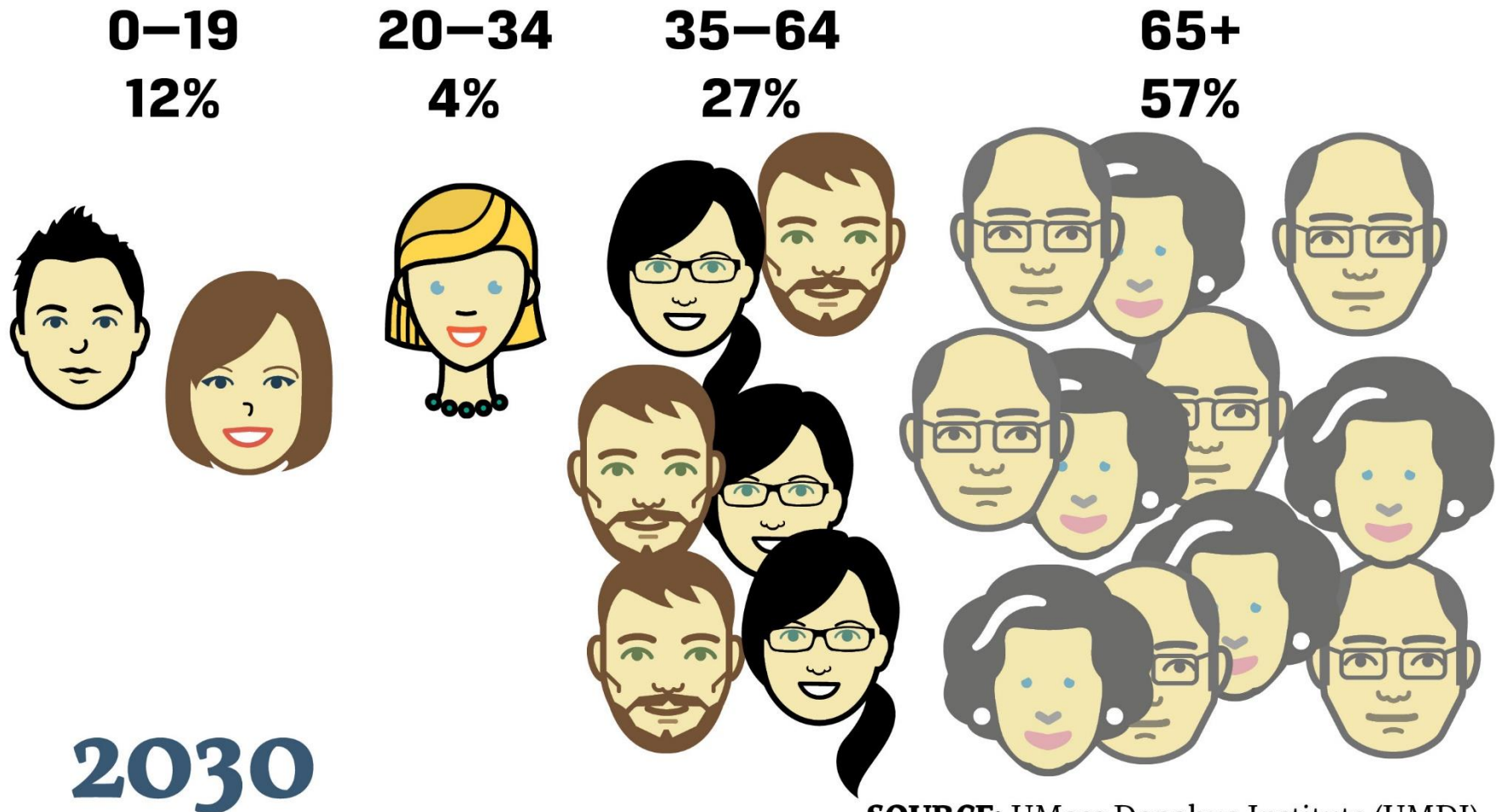
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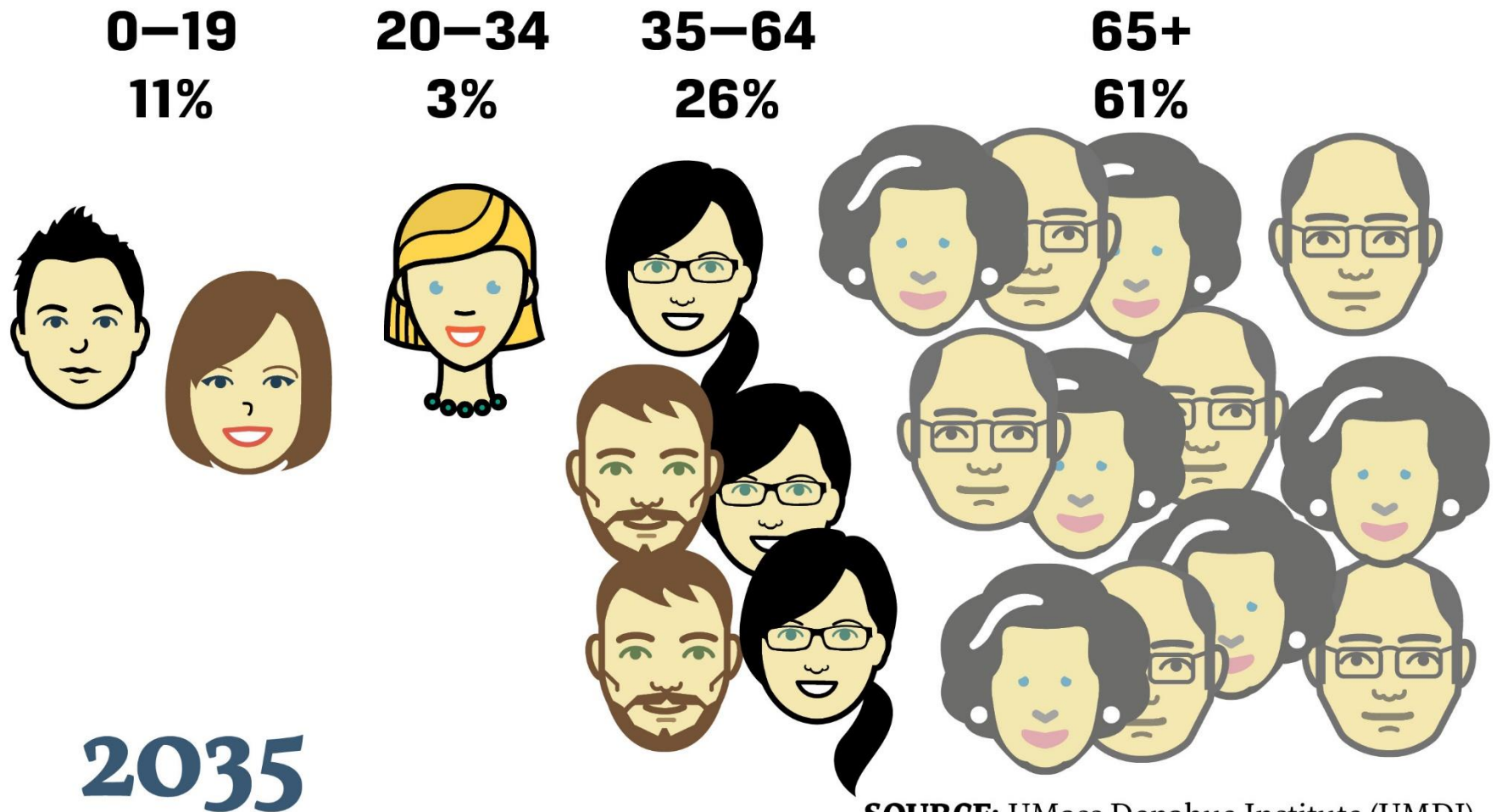


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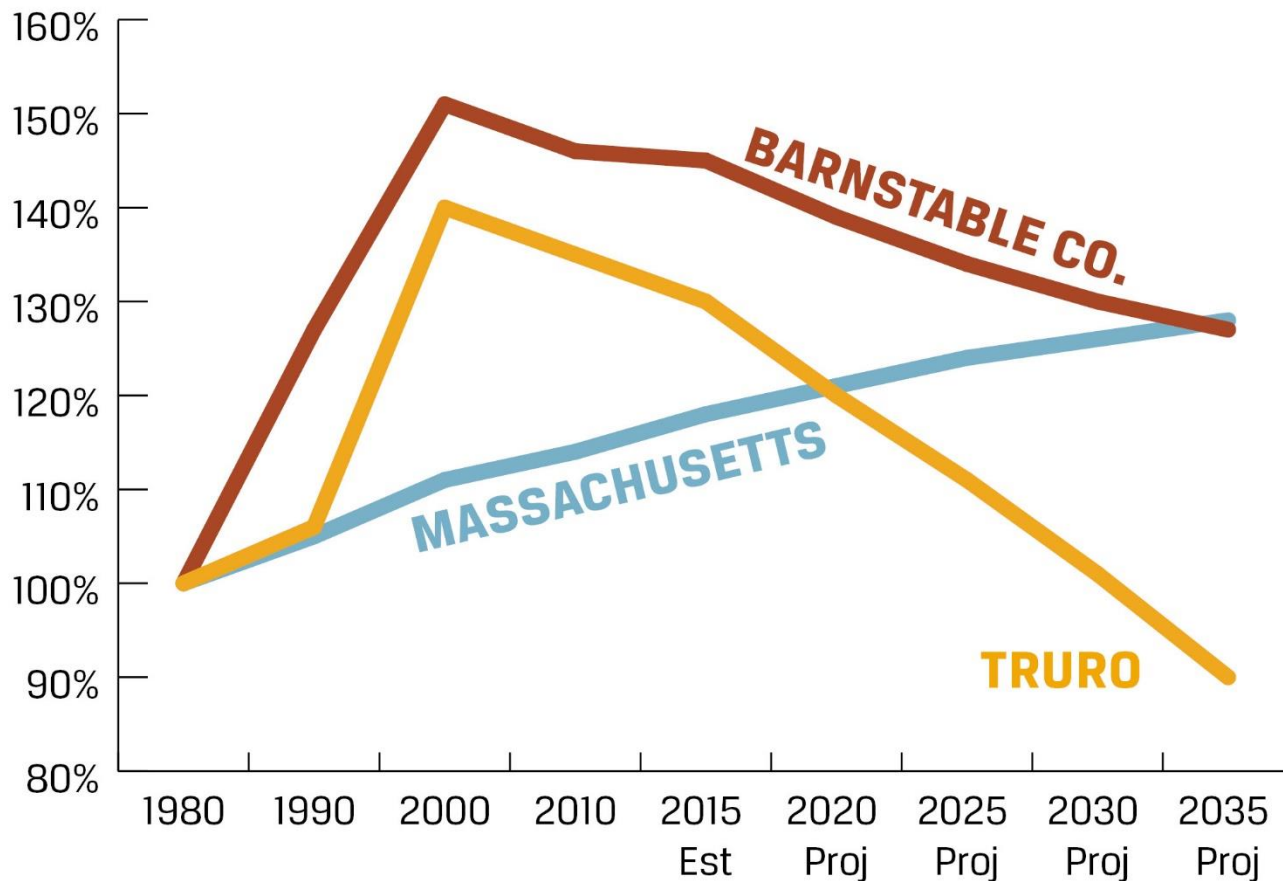
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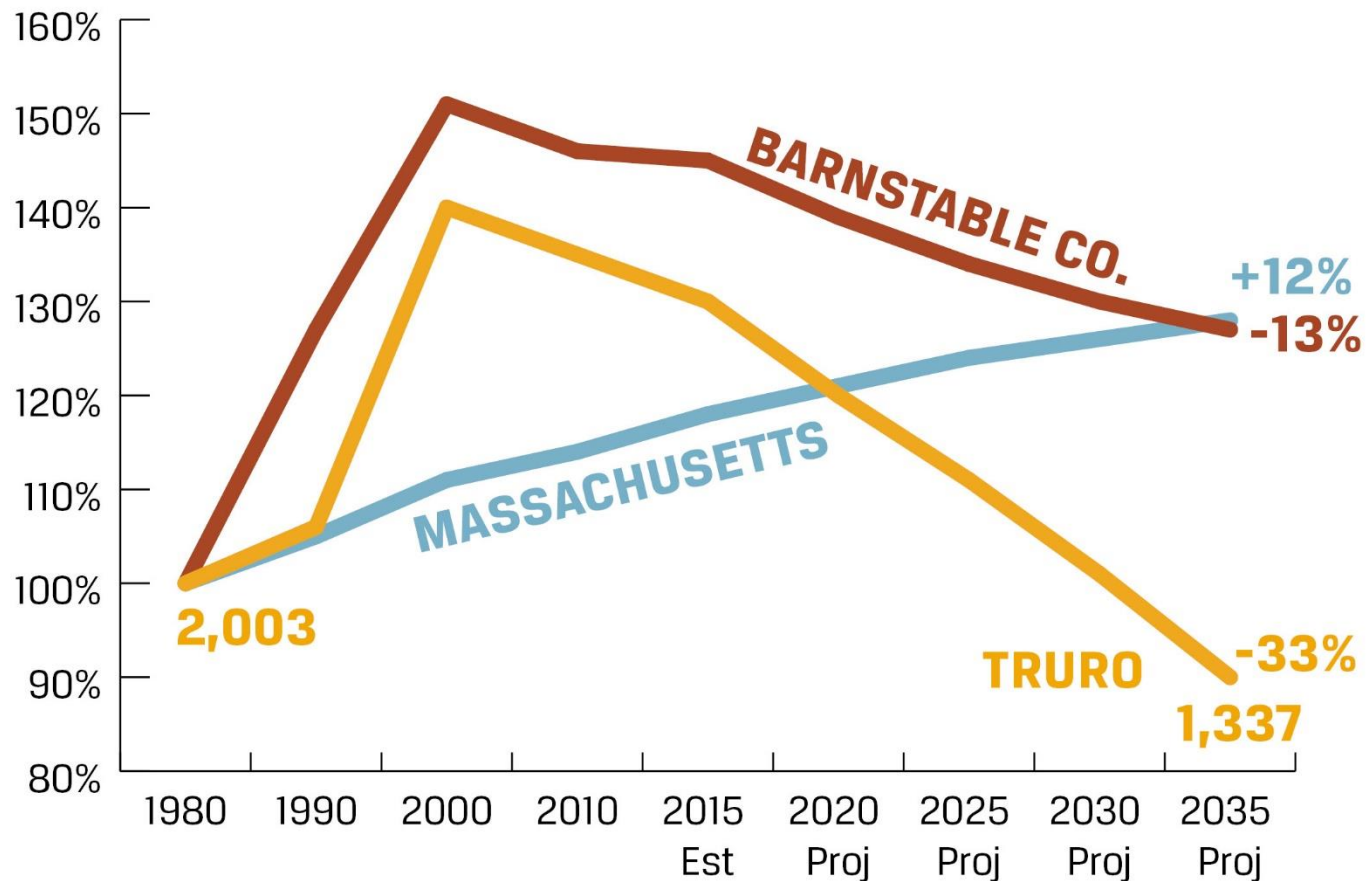
The Resident Population Will Decline

% Change from 1980

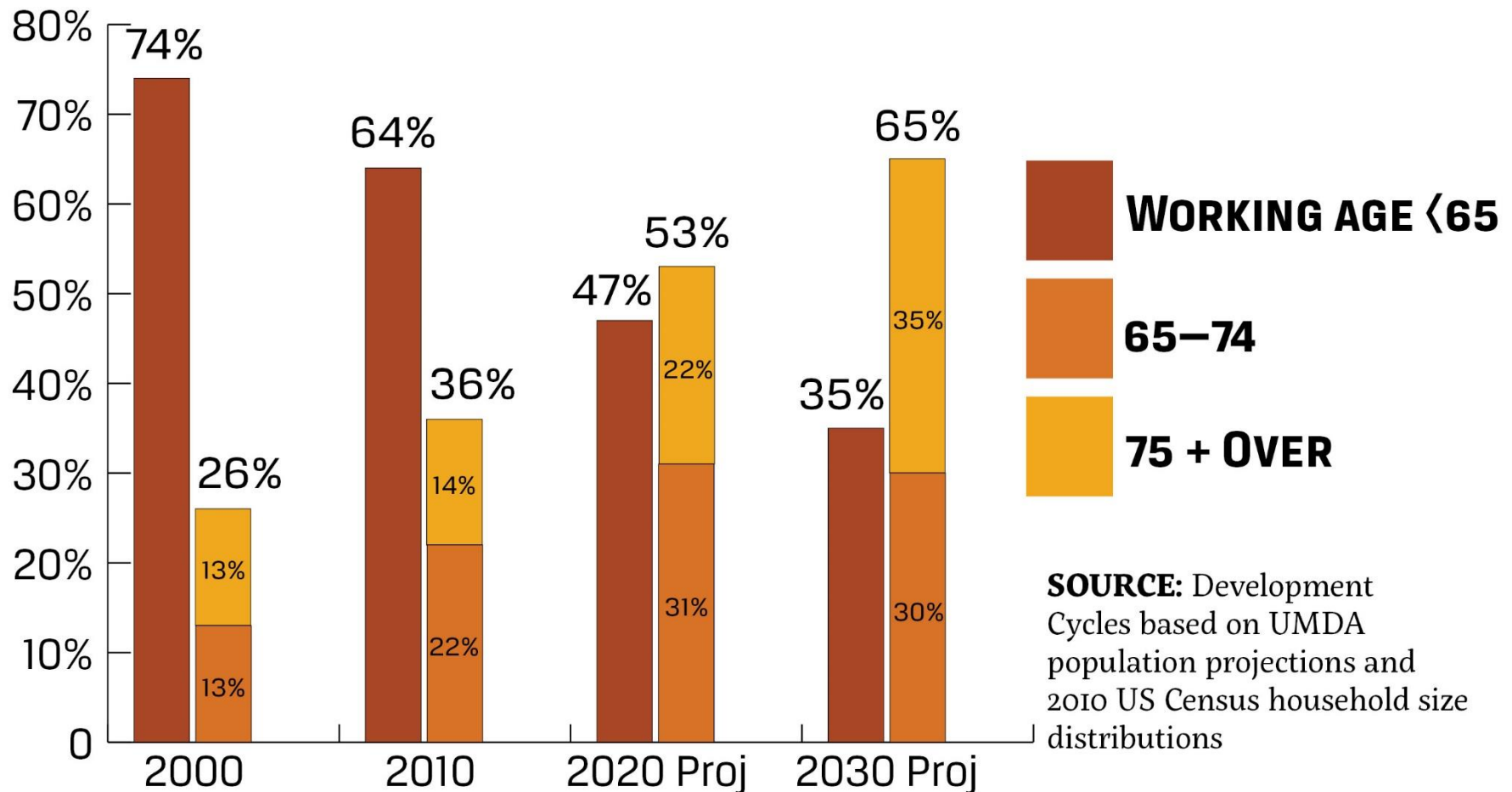


The Resident Population Will Decline

% Change from 1980

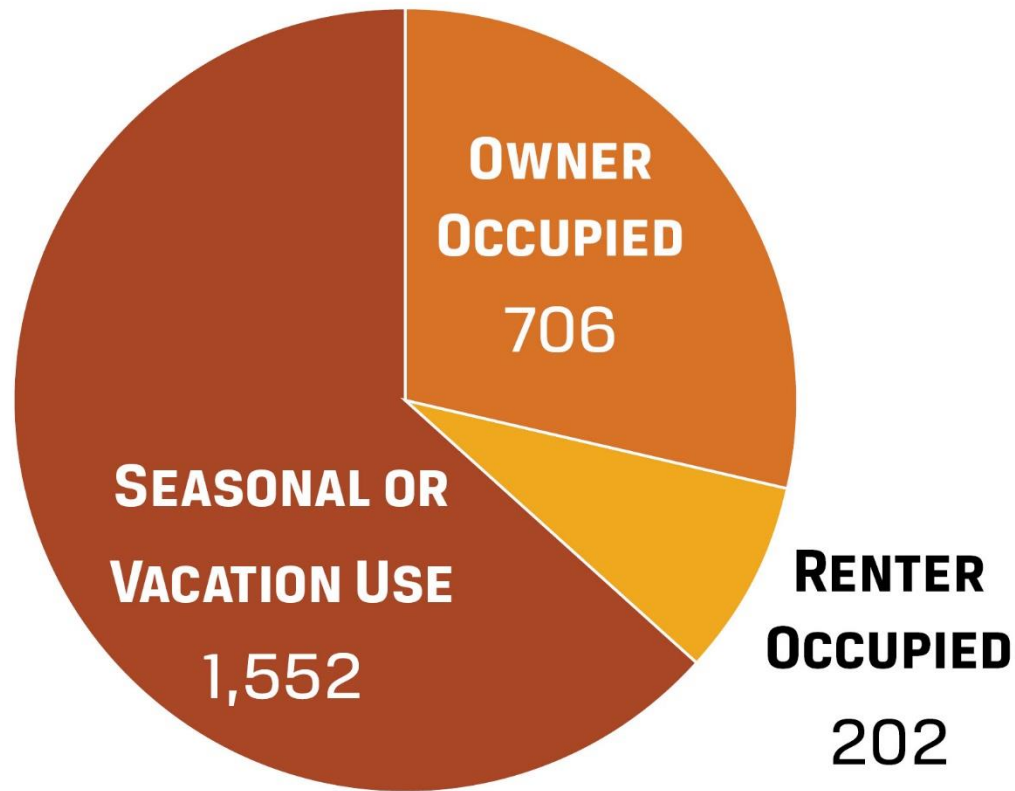


Senior Households Will Soon Outnumber Working Age Households



Seasonal Ownership Will Continue to Increase

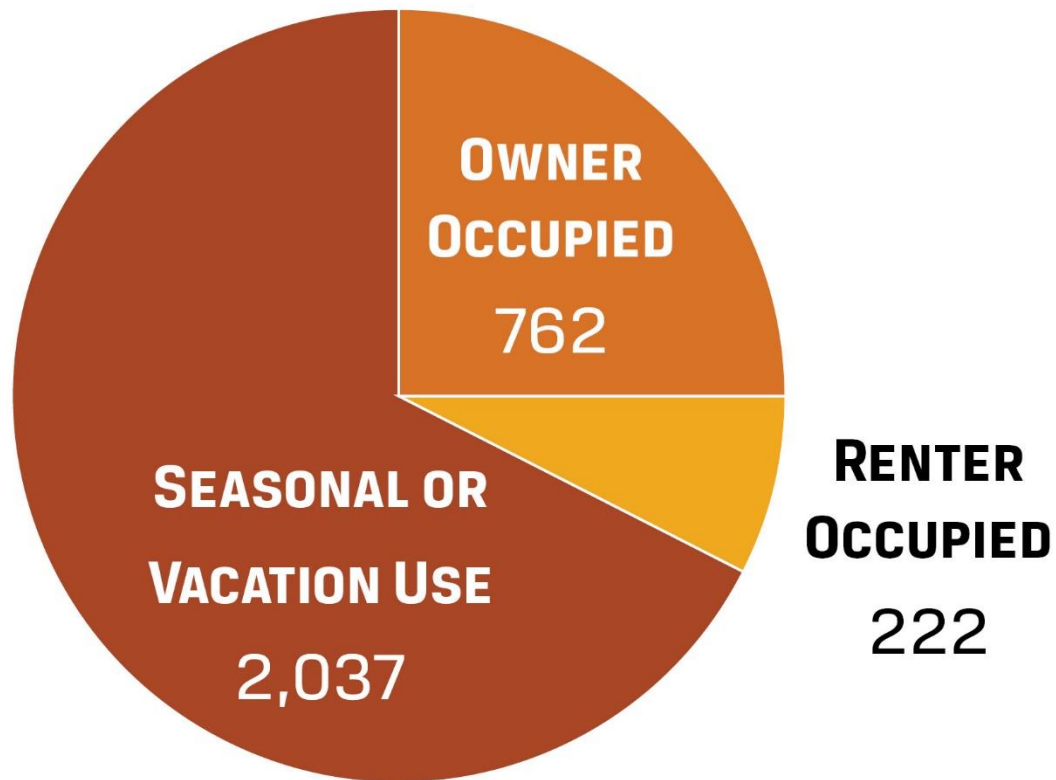
2000



SOURCE: 2000 U.S. Census

Seasonal Ownership Will Continue to Increase

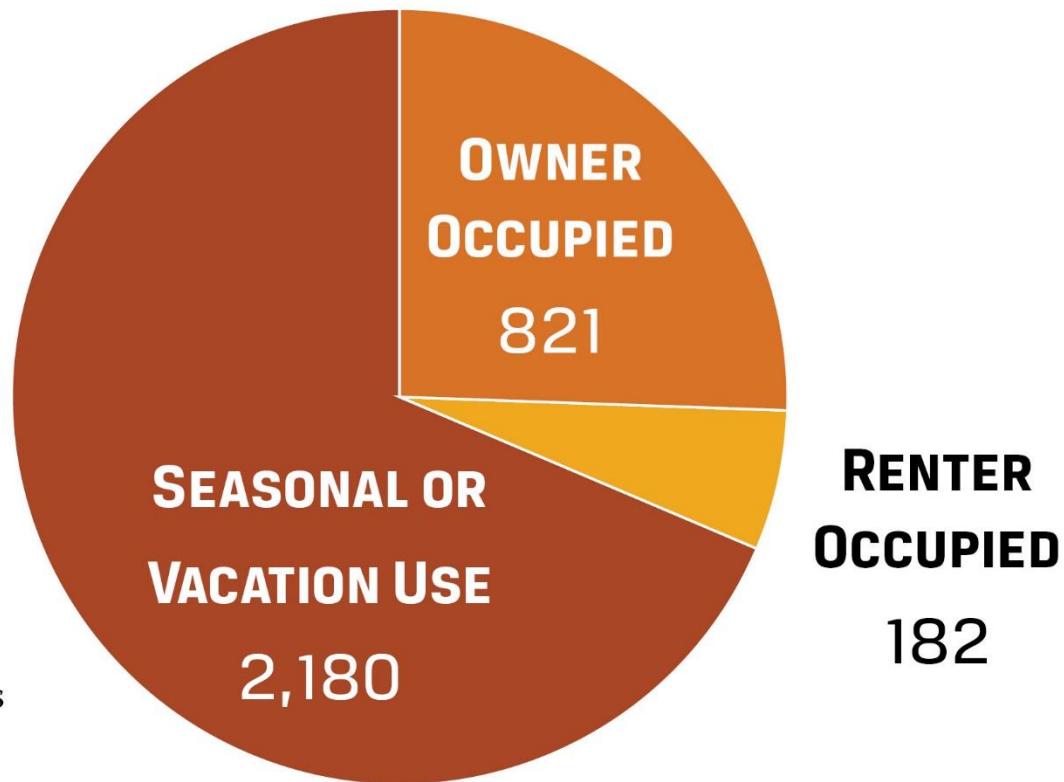
2010



SOURCE: 2010 U.S. Census

Seasonal Ownership Will Continue to Increase

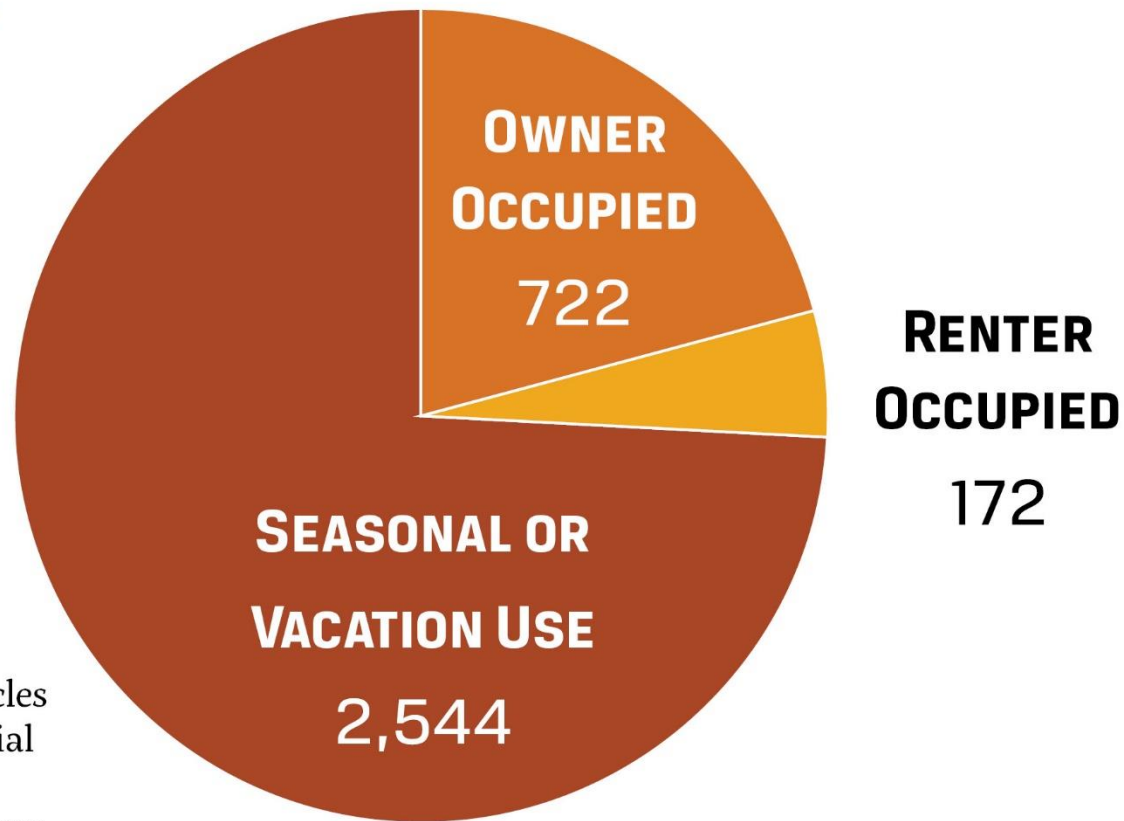
2020



SOURCE: Development Cycles based on projected residential households and 21 new housing units/ year built from 2010-2030.

Seasonal Ownership Will Continue to Increase

2030



SOURCE: Development Cycles based on projected residential households and 21 new housing units/ year built from 2010-2030.



Addressing Workforce Housing Needs

Workforce Housing Need, 2015-2030

	Units Needed Now
Year-Round Affordable Rental Housing for Existing Workforce	30
Year-Round Rental Housing to Support Service Workers for Seniors	0
Affordable Homeownership Opportunity	6
TOTAL	36

Workforce Housing Need, 2015-2030

	Units Needed Now	Units Needed by 2030
Year-Round Affordable Rental Housing for Existing Workforce	30	0
Year-Round Rental Housing to Support Service Workers for Seniors	0	40-60
Affordable Homeownership Opportunity	6	24
TOTAL	36	64-84

Workforce Housing Need, 2015-2030

	Units Needed Now	Units Needed by 2030	<50% of AMI	50%— 79% of AMI	80%— 99% of AMI	100% of AMI or more
Year-Round Affordable Rental Housing for Existing Workforce	30	0	67%	33%	0%	0%
Year-Round Rental Housing to Support Service Workers for Seniors	0	40-60	30%	30%	20%	20%
Affordable Homeownership Opportunity	6	24	0%	17%	33%	50%
TOTAL	36	64-84	32-38	28-33	18-22	23-28

Options to Address Workforce Housing Needs



Over the next 15 years, build two to four Sally's Way sized (16 unit) rental-housing developments.



Develop a smaller-scale (10+/- unit) cottage and duplex development reserved as rental housing for critical service workers.

Options to Address Workforce Housing Needs



Expand zoning opportunities for small-scale, private multi-family and residential-above-commercial development along the Route 6 corridor for affordable and entry level housing.

Options to Address Workforce Housing Needs



Create an accessory dwelling initiative through appropriate zoning with a revolving loan fund, training and outreach to stimulate year-round rental housing aimed at home care and “companion” workers.

Options to Address Workforce Housing Needs



Continue to work with the local chapter of Habitat for Humanity to develop very affordable homeownership opportunities.



Continue to look at ways of repurposing some of the town's existing seasonal condominiums as year-round affordable housing in ways that the community can support.



Addressing Senior Housing Needs

Senior Housing Needs, 2015-2030

	Units Needed Now
Independent Home- ownership	8
Independent Rental	8
Assisted Living	10
TOTAL	26

Senior Housing Needs, 2015-2030

	Units Needed Now	Units Needed by 2030
Independent Home- ownership	8	12
Independent Rental	8	12
Assisted Living	10	8
TOTAL	26	32

Senior Housing Needs, 2015-2030

	Units Needed Now	Units Needed by 2030	<50% of AMI	50%— 79% of AMI	80%— 99% of AMI	100% of AMI or more
Independent Home- ownership	8	12	0%	25%	25%	50%
Independent Rental	8	12	50%	25%	15%	10%
Assisted Living	10	8	40%	20%	20%	20%
TOTAL	26	32	18	12	12	16

Options to Address Senior Housing Needs



Create zoning to provide incentives for small-scale, year-round, age-appropriate, multi-family senior homeownership (including senior co-housing).

Options to Address Senior Housing Needs



Utilize Community Preservation Act (CPA) and other local funds to purchase some of the units in the small-scale ownership developments. These units would be set aside as rental housing for seniors earning less than 80% of AMI.

Options to Address Senior Housing Needs



Alternatively, develop one 10 to 18-unit senior rental development. This size project would typically be too small for tax-credit financing unless it was built as part of a larger mix-aged rental development. Alternative financing options similar to those used to develop Sally's Way should also be considered, especially if it could be paired with town-owned land.



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