



housing *for our* future

a stronger community,
region, and state

Outline

- **Existing conditions**
- **Where does Hanover fit in and how does it compare?**
- **Working towards solutions**

Who is MHP?

MISSION: Use private investment to bring more affordable housing to Massachusetts

➤ **Multifamily Lending**

- Permanent financing for affordable rental housing
- We have provided over \$1.1 billion for the financing of 22,000 rental units

➤ **ONE Mortgage**

- First time homebuyer program
- Over 19,300 low- and moderate-income families have purchased their first homes with over \$3.1 billion in private financing



MHP Community Assistance

OUR MISSION: To increase the supply of affordable housing by fostering local leadership and providing technical support to municipalities, non-profits and local housing authorities

OUR WORK:

- Direct Technical Assistance to municipalities, municipal affordable housing trusts, housing authorities and non-profits
- Grant Programs to support technical assistance
- Workshops & Trainings
- 40B Technical Assistance Grants
- Publications
- Special Initiatives & Policy

Act I: Here's Hanover

Act II: Where do you fit in and how do you compare?

Act III: Working towards solutions

Hanover



You have a lot
going for you



But you're also facing pressure...

- Lack of housing choice**
- Increasing senior population**
- Expensive**
- Declining young population**

Listening to dem

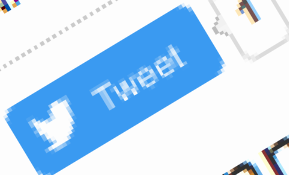


Atlanta, GA

THE BLOG 11/30/2015 08:50 am ET

We Want
Can

NATIONAL NEWS, TRENDS



No Comments

Not just millennials: Baby boomers want walkable neighborhoods too, study says



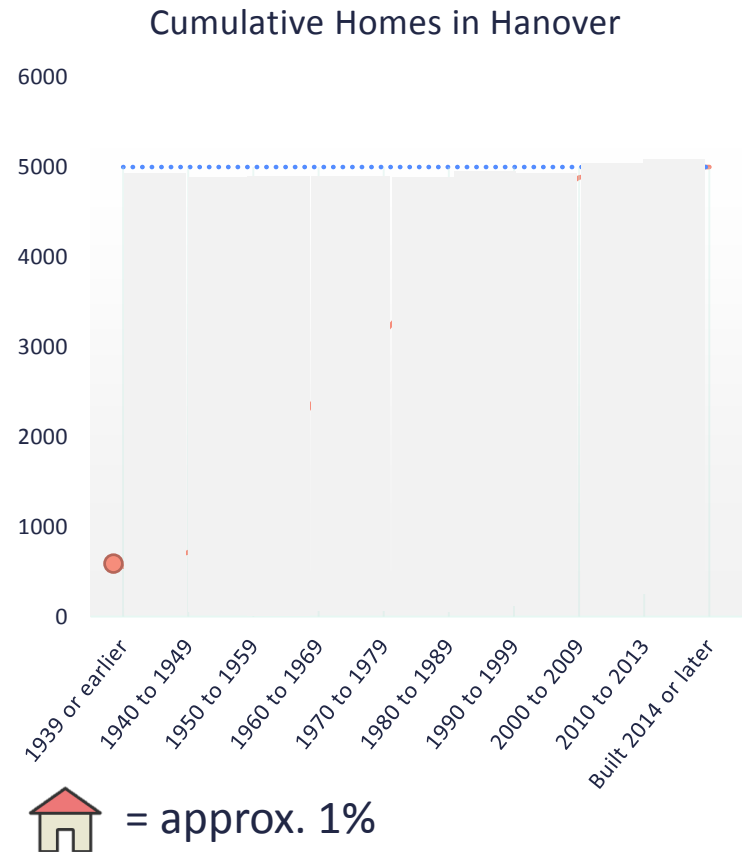
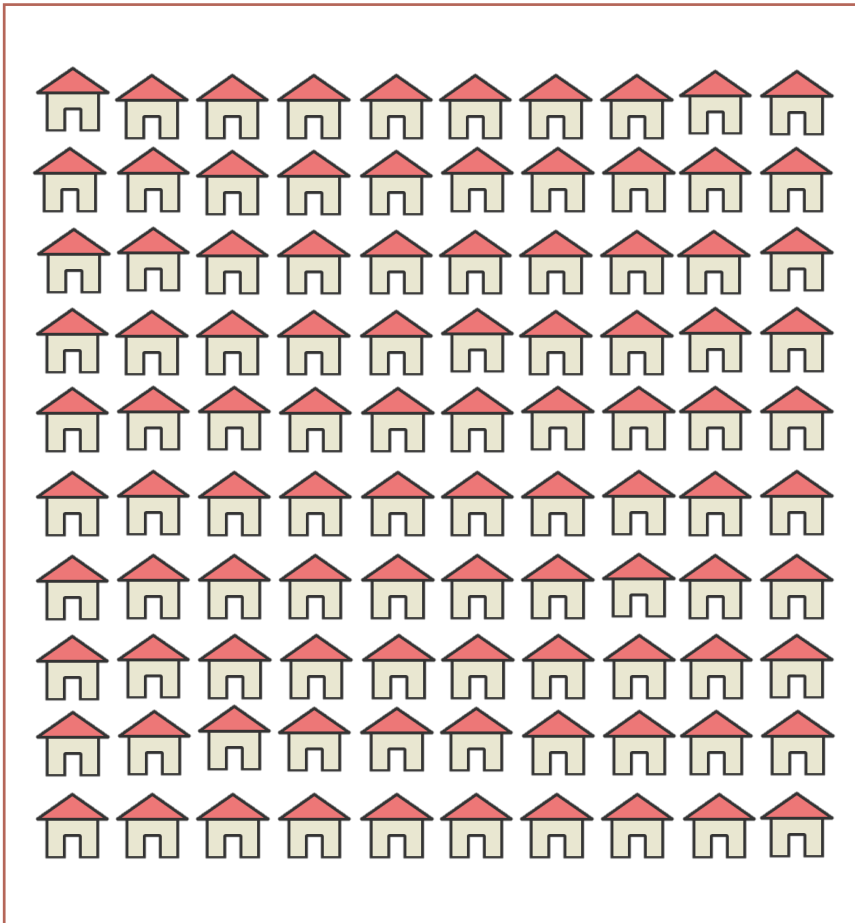
Weymouth, MA



Manchester-by-the-Sea, MA

Hanover growth over time

1900-2000
1900-2000



It seems like we will
never be able to
afford to buy a
house...



You can be a homebuyer like
we were at your age... you just
have to work hard and save!



THE YOUNG HOME BUYER

YESTERDAY

TODAY

\$38,366*

18 – 34 year olds median income in Plymouth County (1980)



\$39,565

18 – 34 year olds median income in Plymouth County (2013)



\$196,250*

Hanover Median Home Price (1987)



\$450,000

Hanover Median Home Price (2016)



43%

National % of Students Graduate with Debt



68% (61% in MA)

National % of Students Graduate with Debt



\$12,246*

Average debt per student*

\$30,100 (\$30,584)

Average debt per student

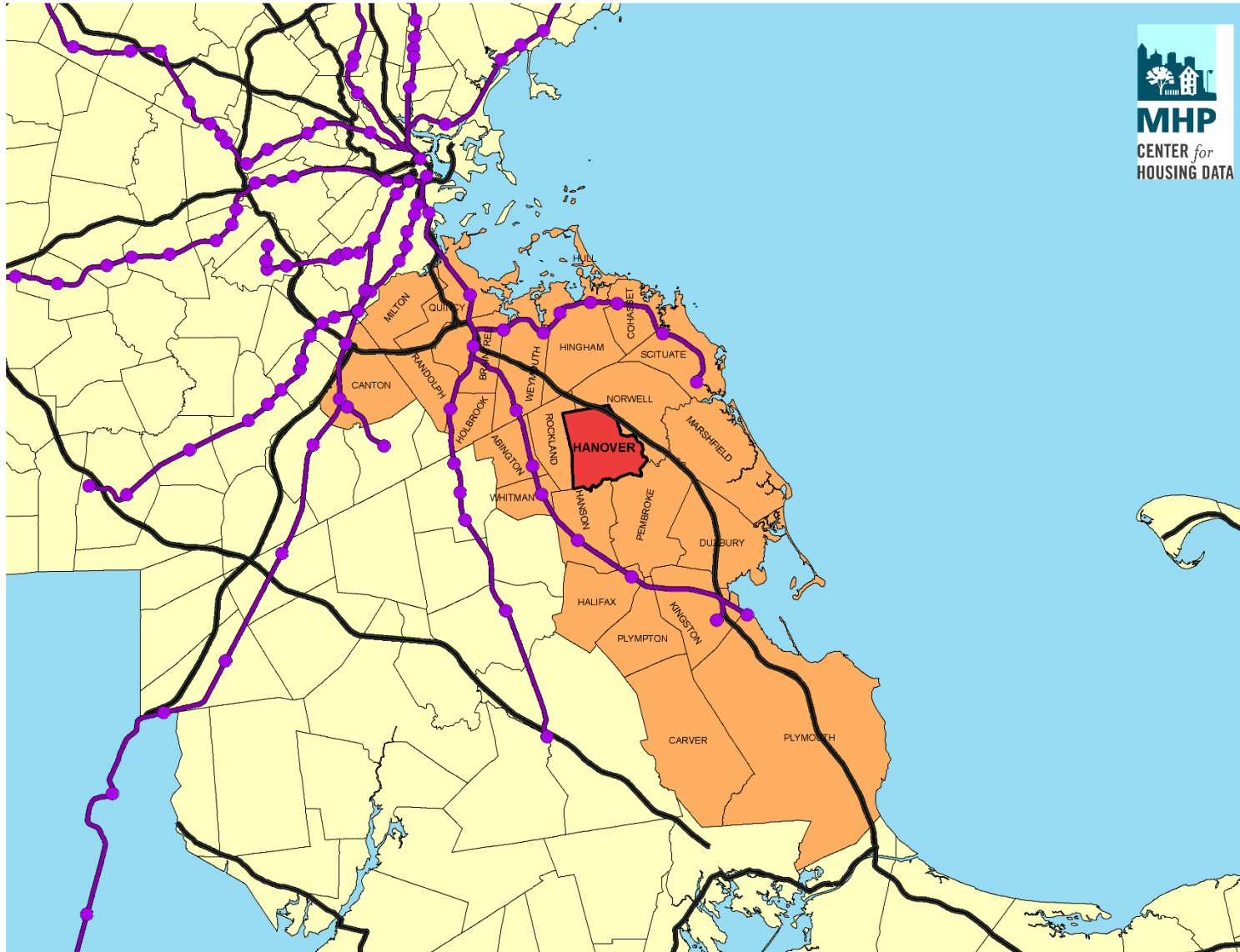
*Adjusted for inflation using Bureau of Labor Statistics Inflation calculator

Act I: Here's Hanover

 **Act II: Where do you fit in and how do you compare?**

Act III: Working towards solutions

Hanover is not an island

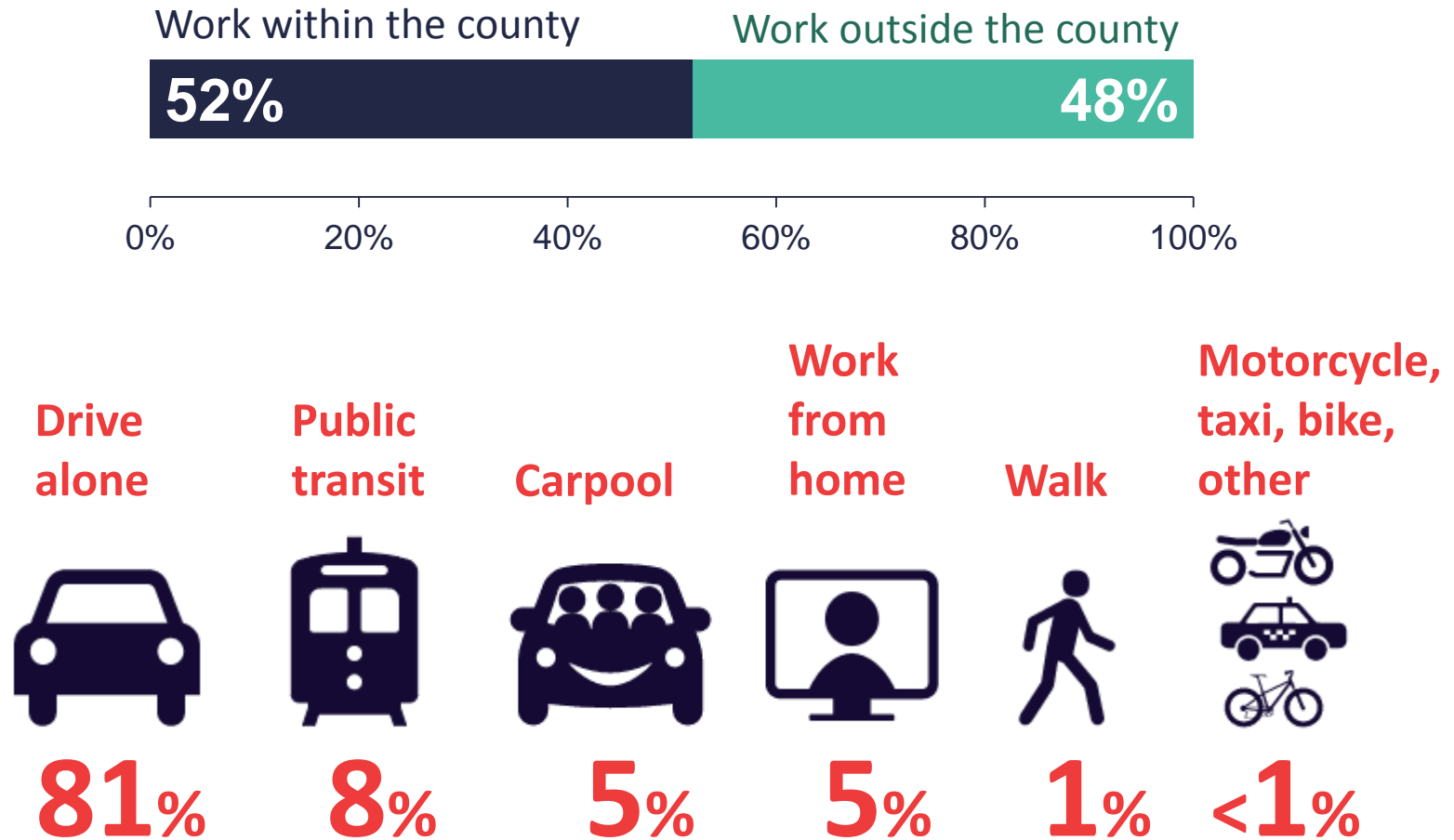


Hanover residents work in regional industries

Industry	% of Hanover's workers in industry
Education, Healthcare, Social Services	24%
Professional, scientific, management, administrative	17%
Finance, insurance, and real estate	13%
Retail	12%
Construction	6%
Other services, except public administration	6%
Manufacturing	5%
Arts, entertainment, hospitality, food services	5%
Public administration	4%
Transportation and warehousing, and utilities	3%
Information	2%
Other	1%

Data source: U.S. Census Bureau, 5-year American Community Survey Estimates 2011-2015

And many commute outside the region to get to work



Leveling off...

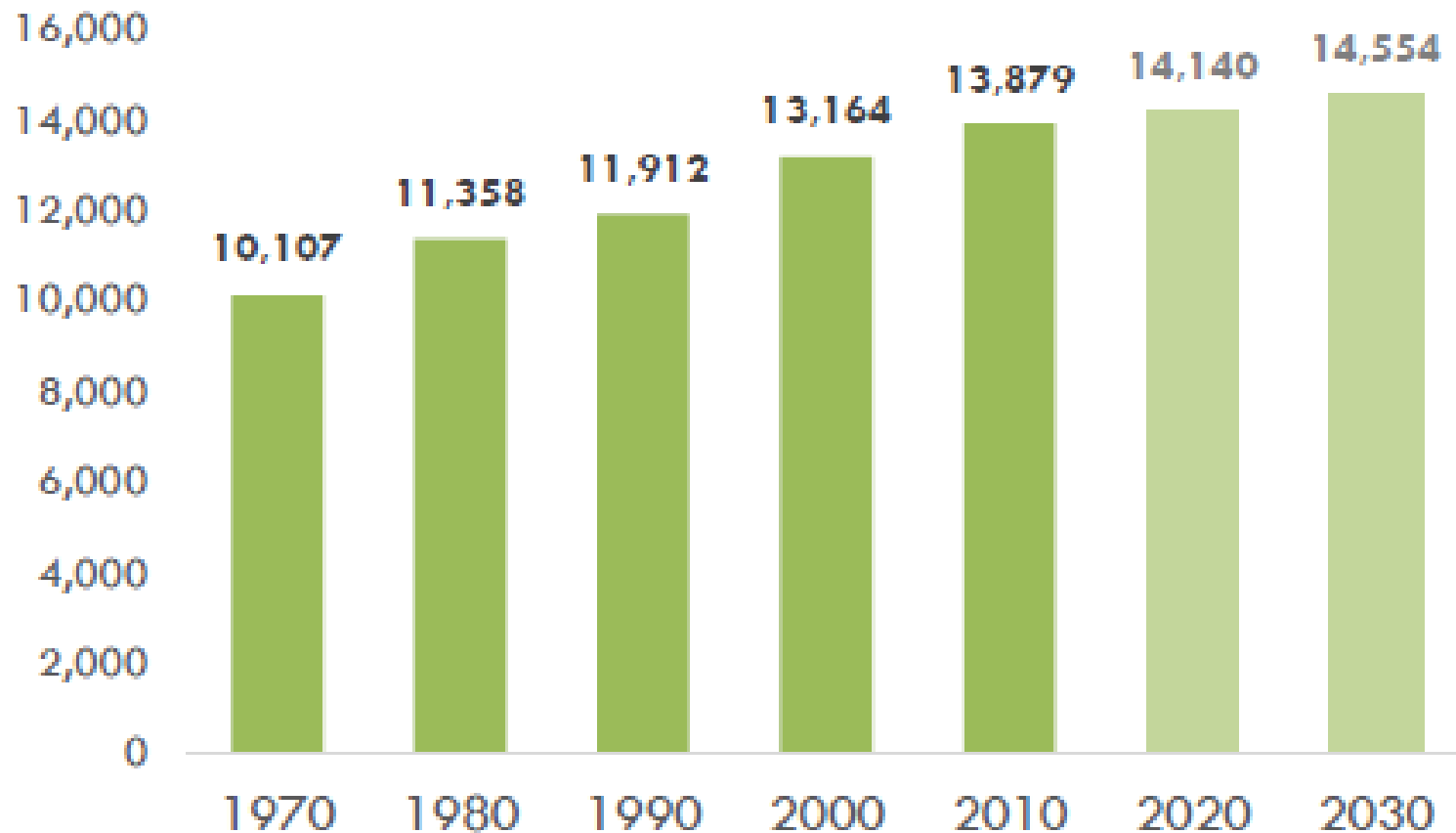
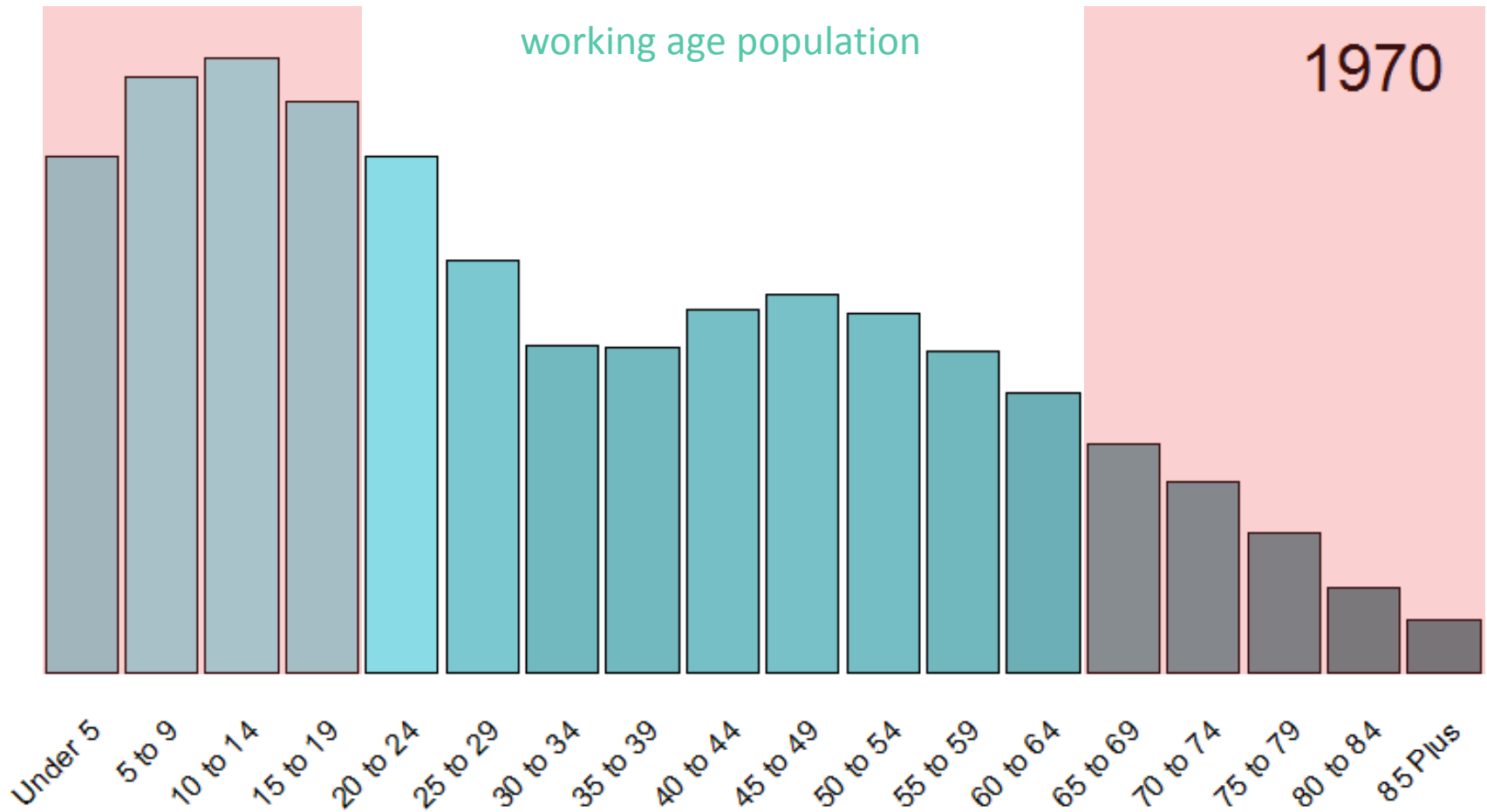


Figure 1: Past and Projected Population of Hanover, 1970 - 2030

Source: US Census, MAPC Metro Boston Population Projections, 2014, Stronger Region Scenario

And getting older

Massachusetts population by age cohort by year: 1970 to 2016

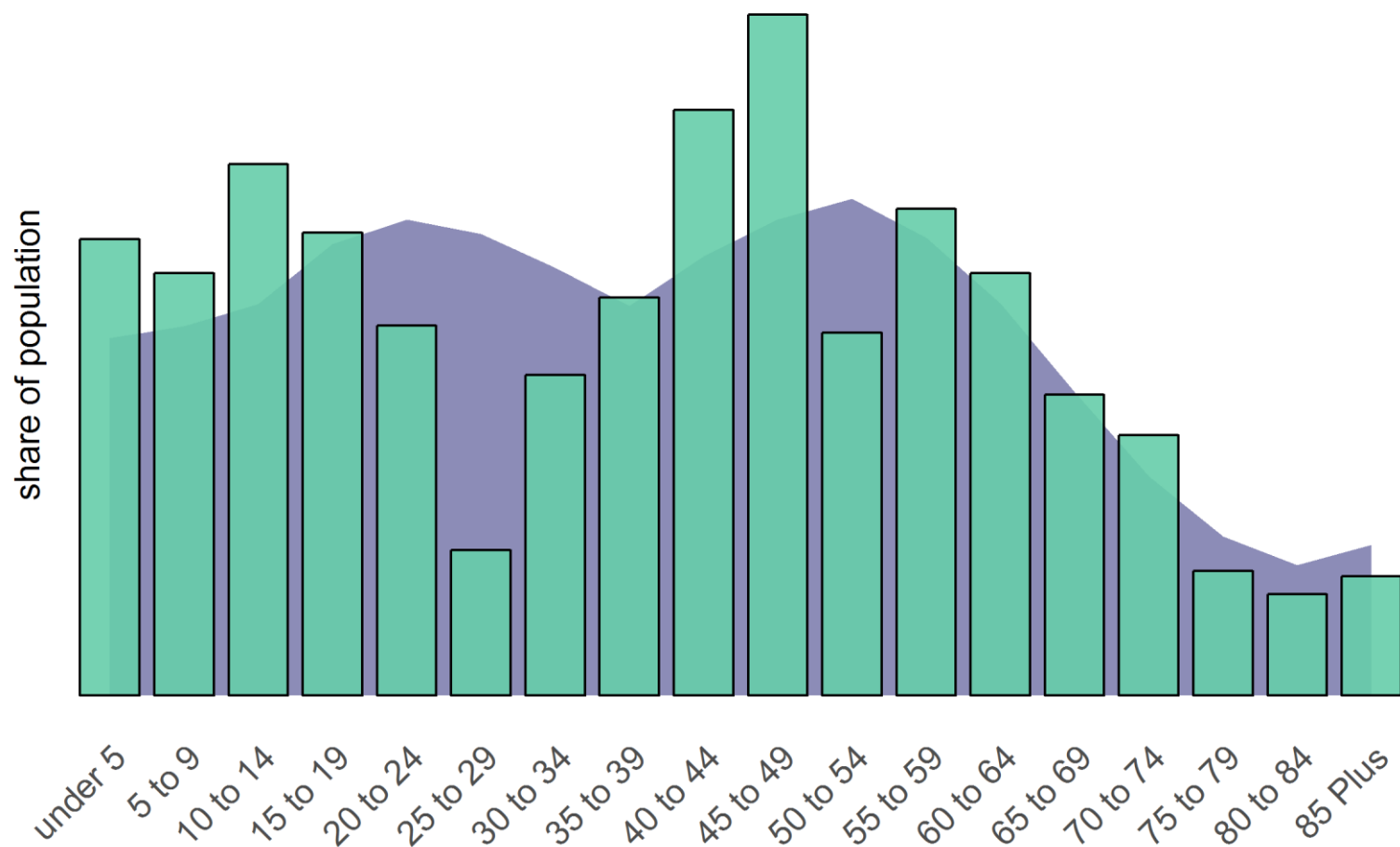


Data source: U.S. Census Bureau, Population Estimates Program

Hanover has high proportions of children aged 1-14 and adults aged 40-50, and low proportions of young adults aged 20-34

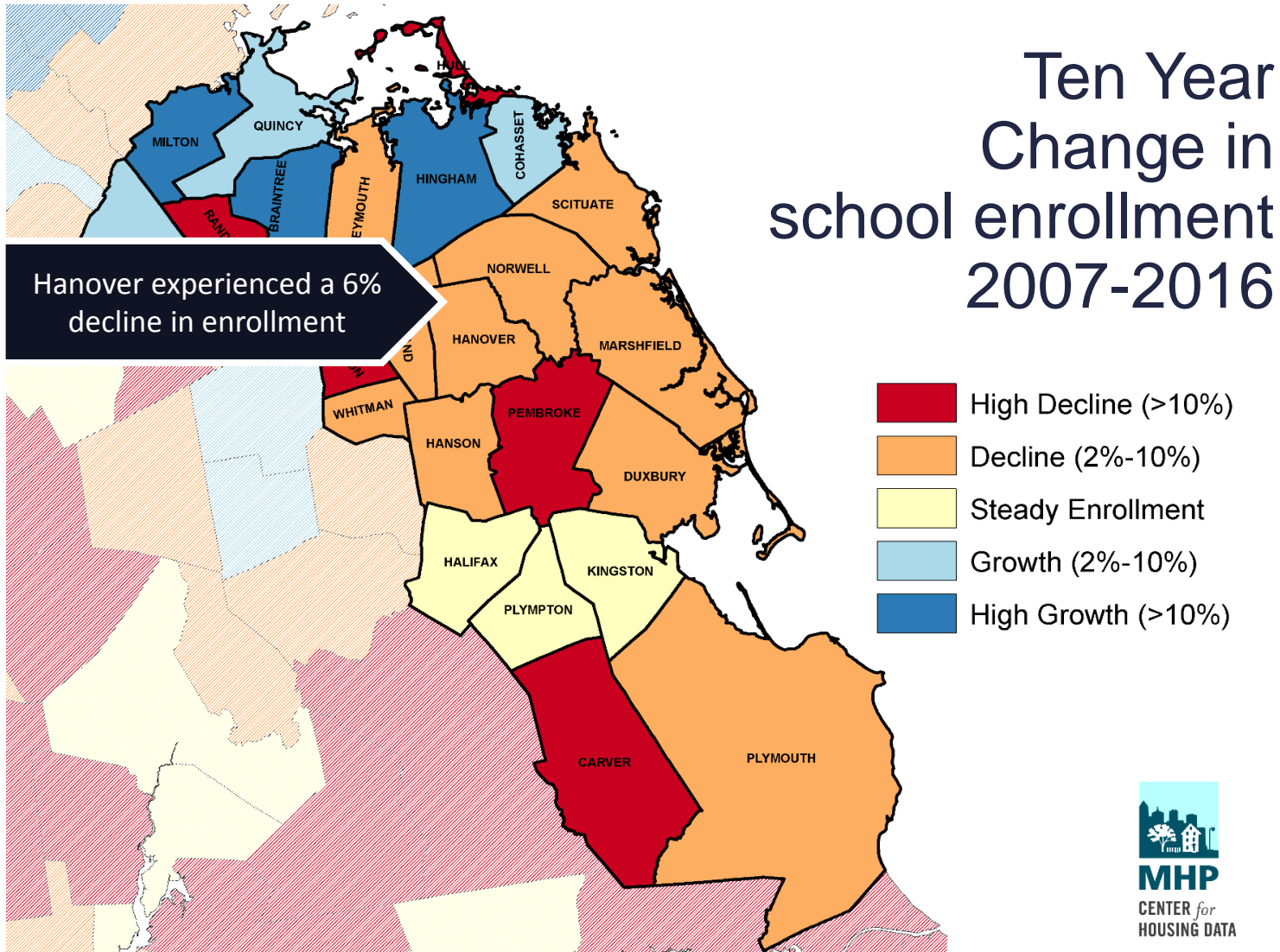
The south shore has a less pronounced concentration of young children and 40-50 year-olds, and a relatively higher proportion of young adults

Statewide, there are higher concentrations of young adults, and lower concentrations of children and older adults than in Hanover and the south shore

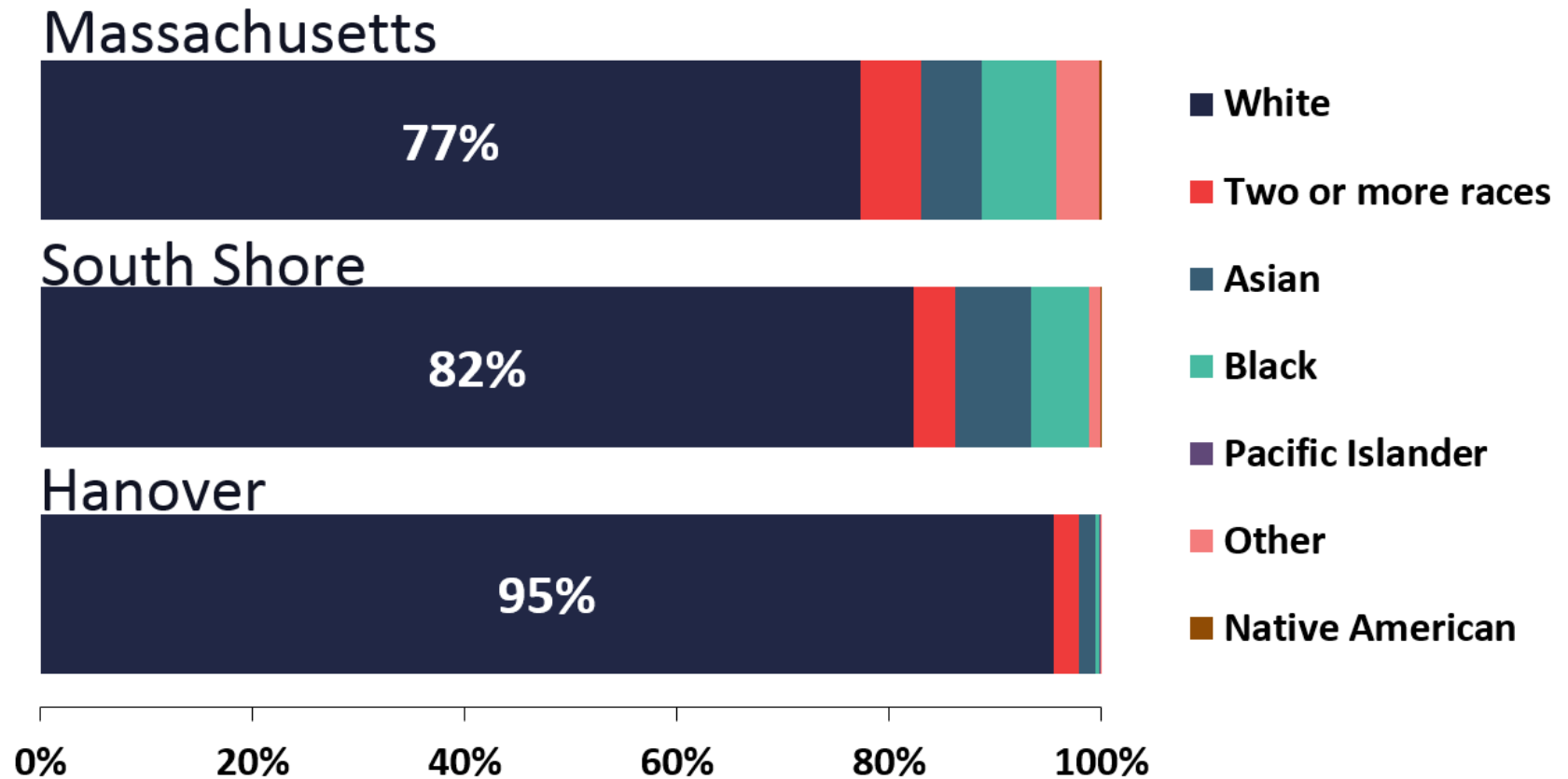


Data source: U.S. Census Bureau, Population Estimates Program

4% school enrollment decline over the past decade

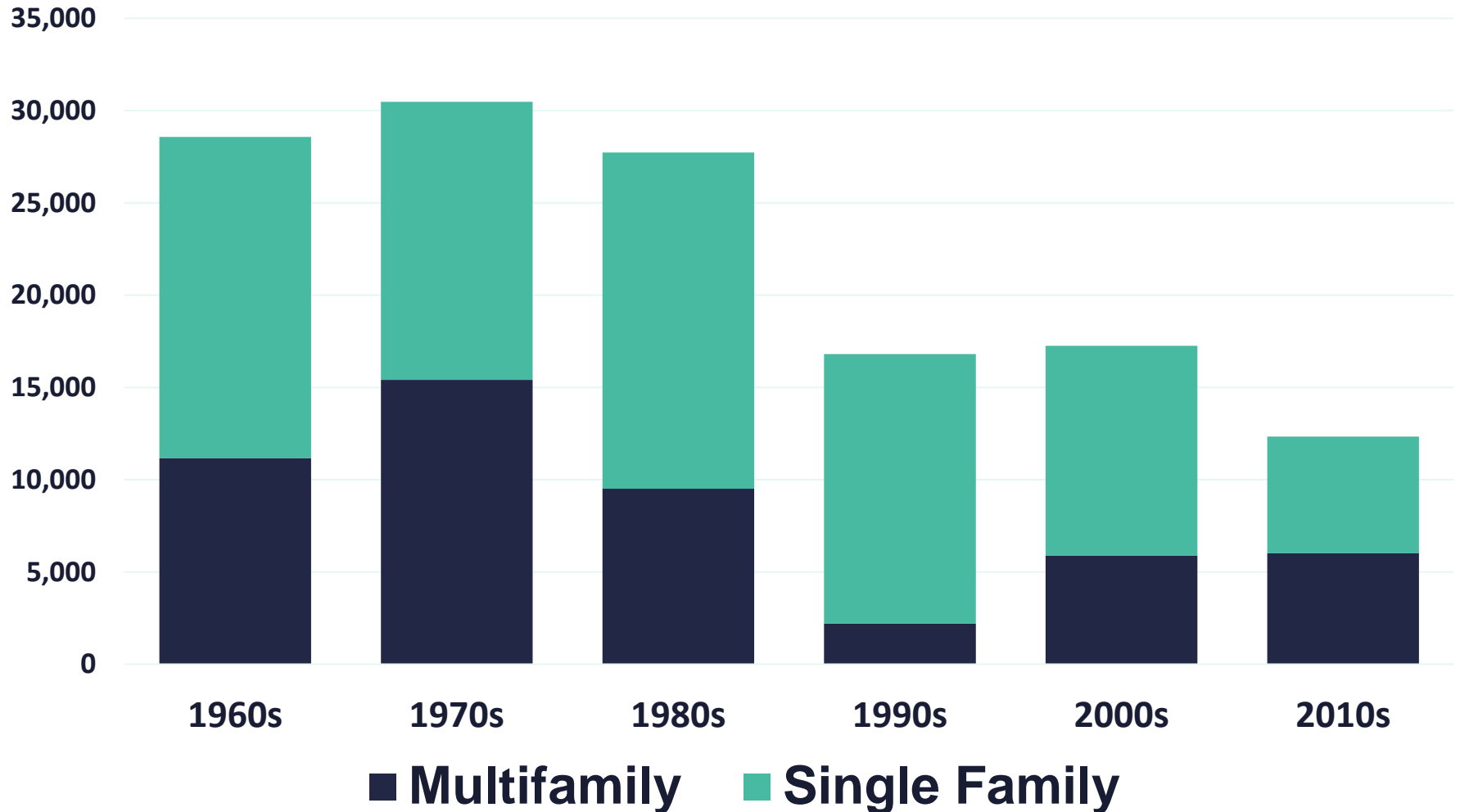


Less diverse than the region and state

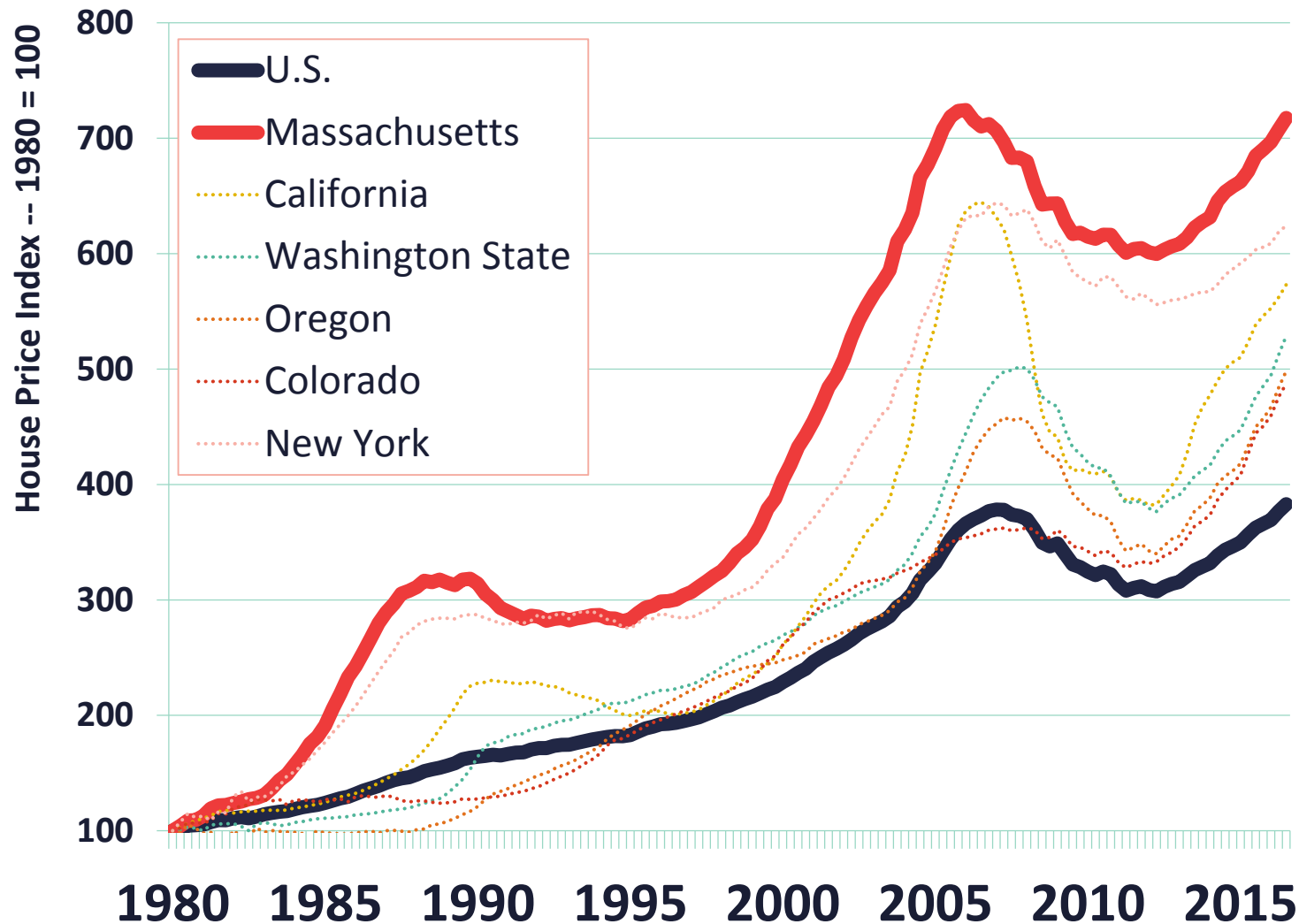


Building less and less

Annual Housing Production in Massachusetts by Decade

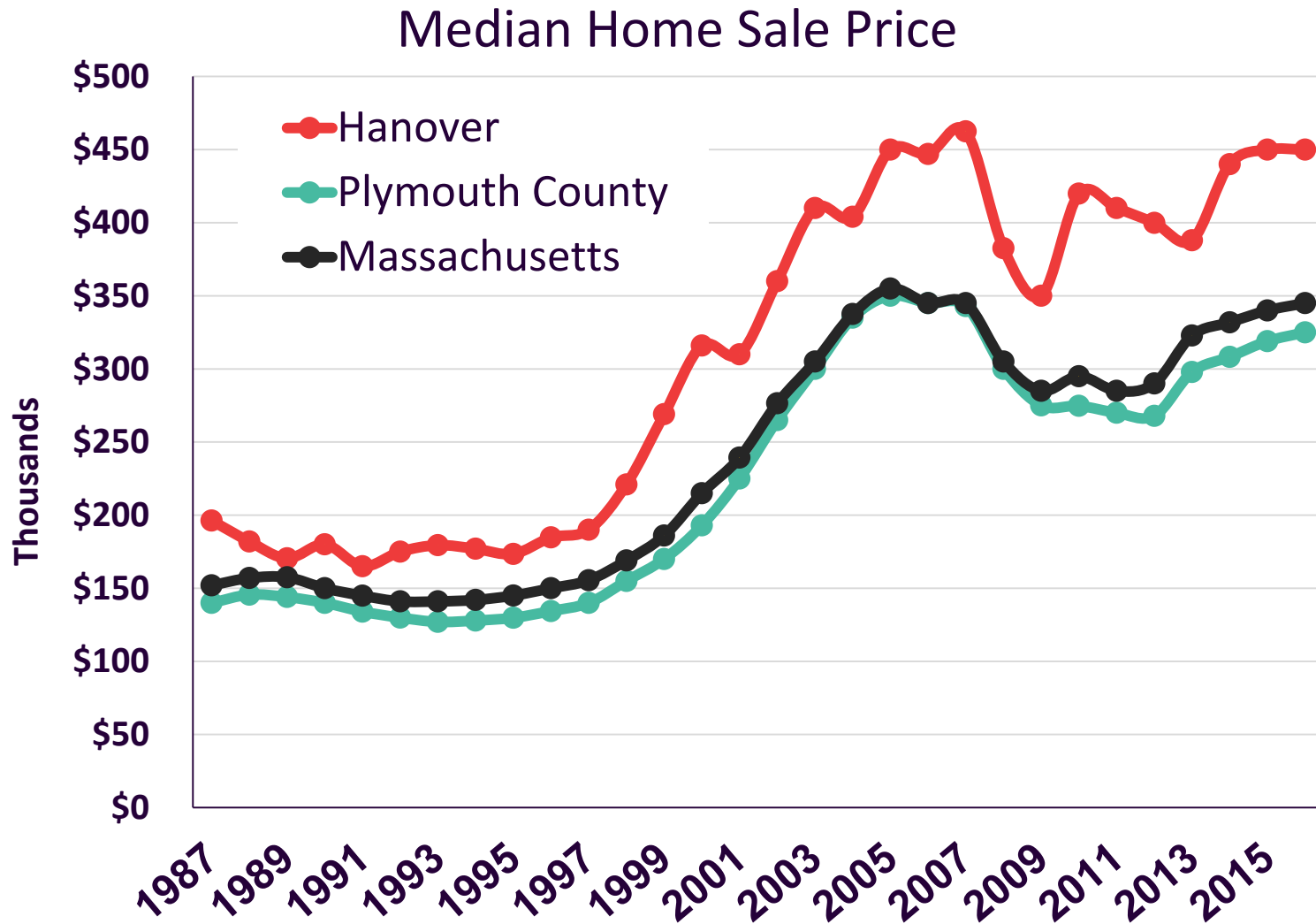


Housing prices pulling away



Data source: Federal Housing Finance Agency, House Price Index – All Transactions

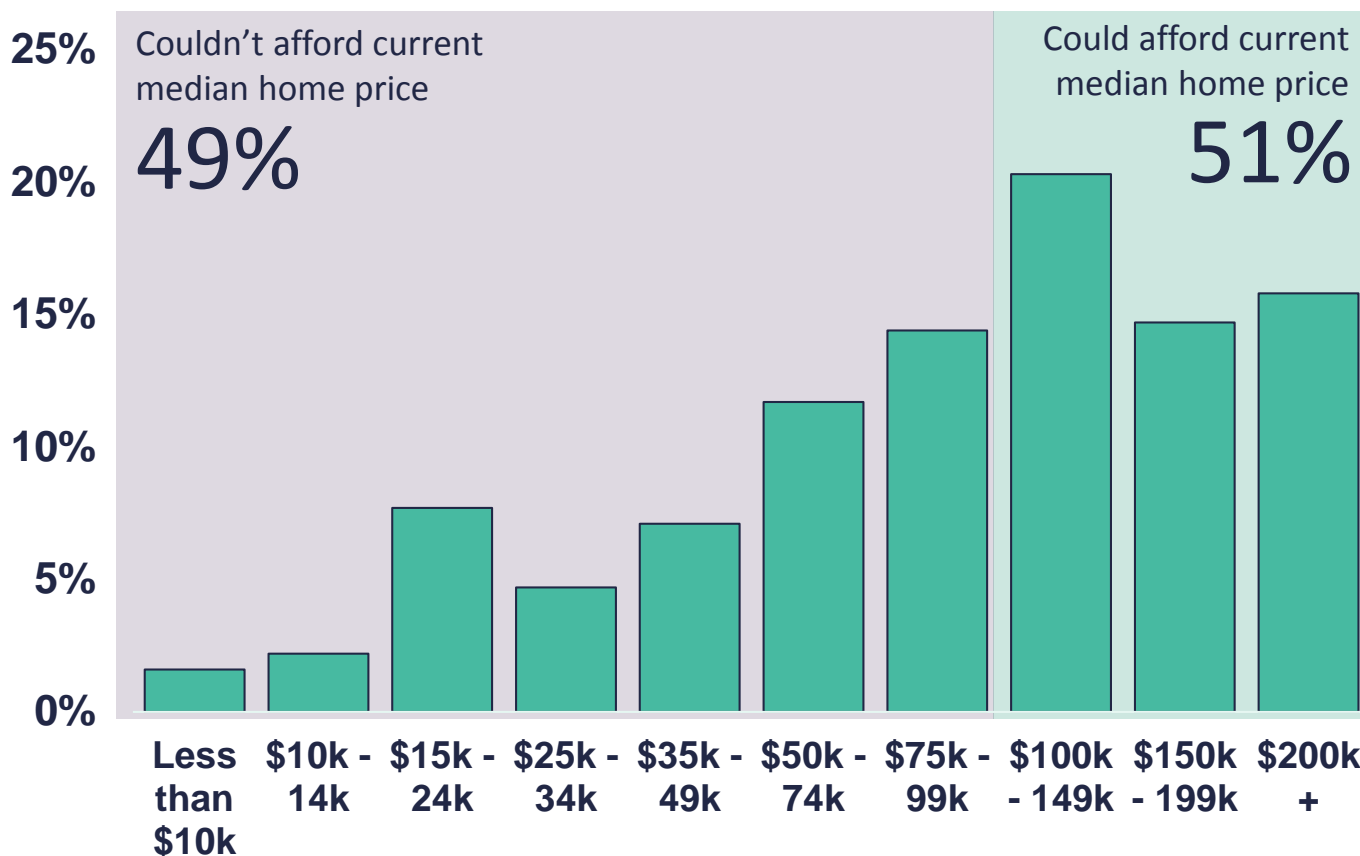
How much does Hanover cost?



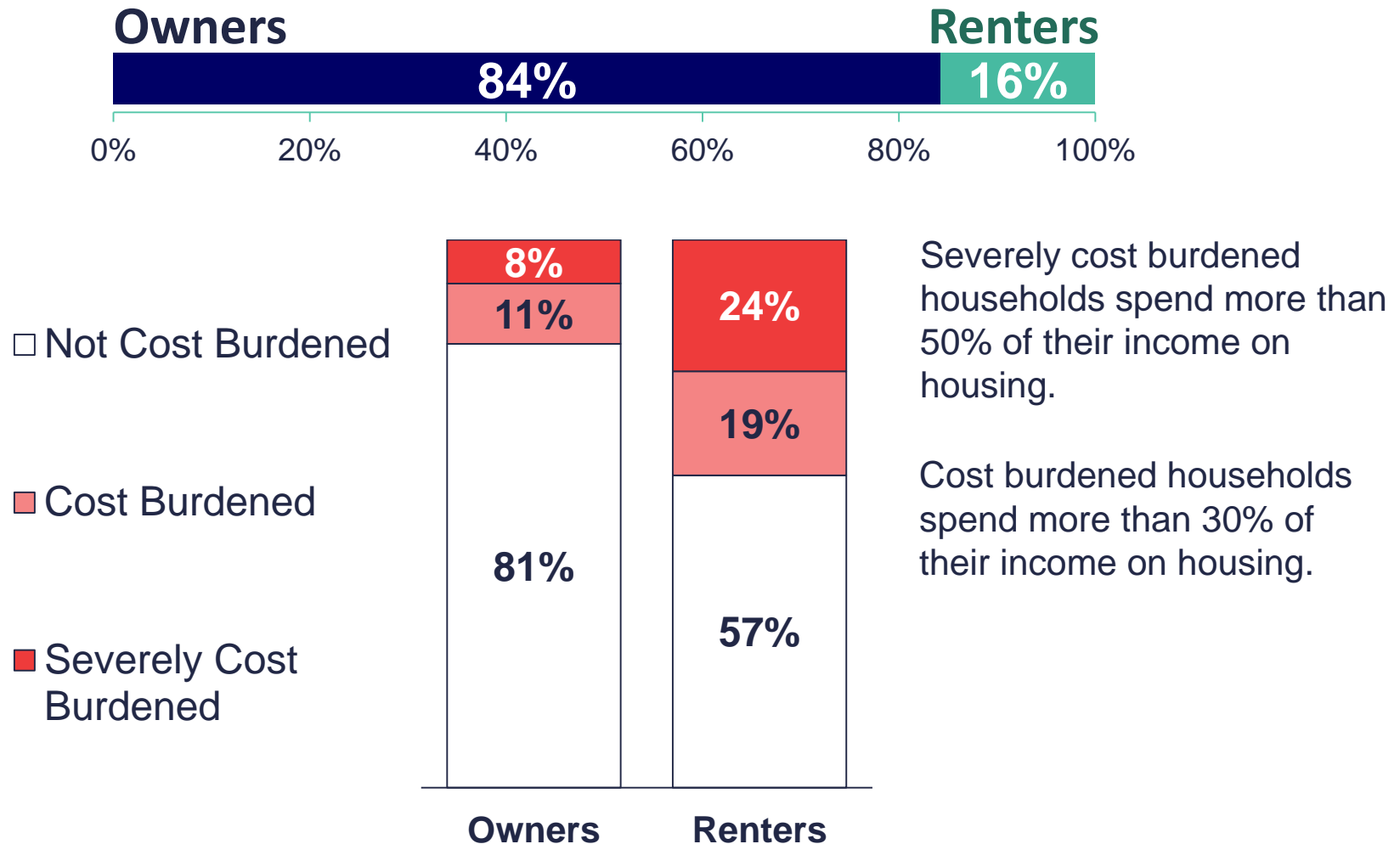
Data source: Banker and Tradesman, TownStats

Who can afford to live in Hanover?

Income Distribution – Current Hanover Residents

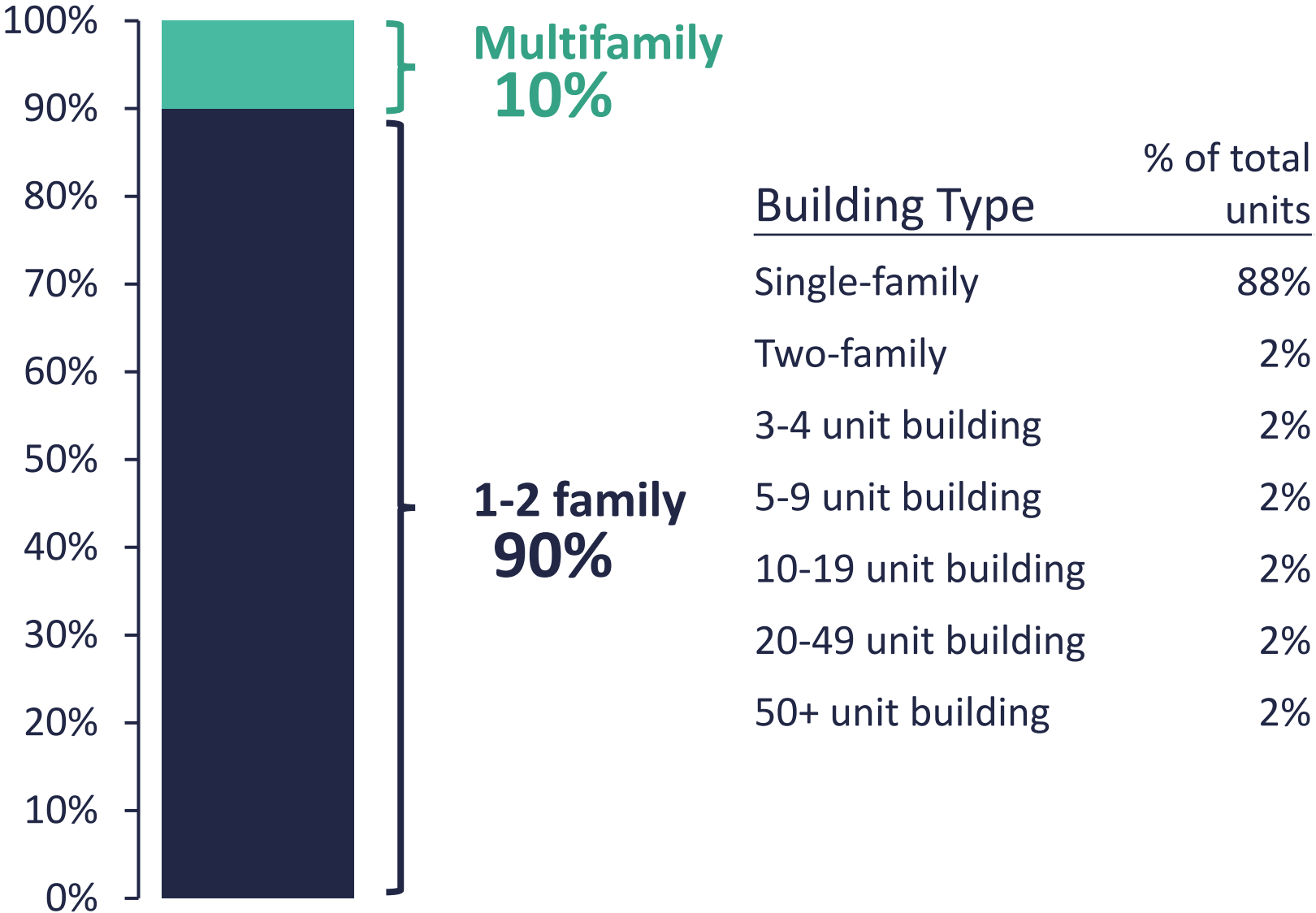


Hanover's homeownership market has a high entry point, and many Hanover renters are struggling around affordability



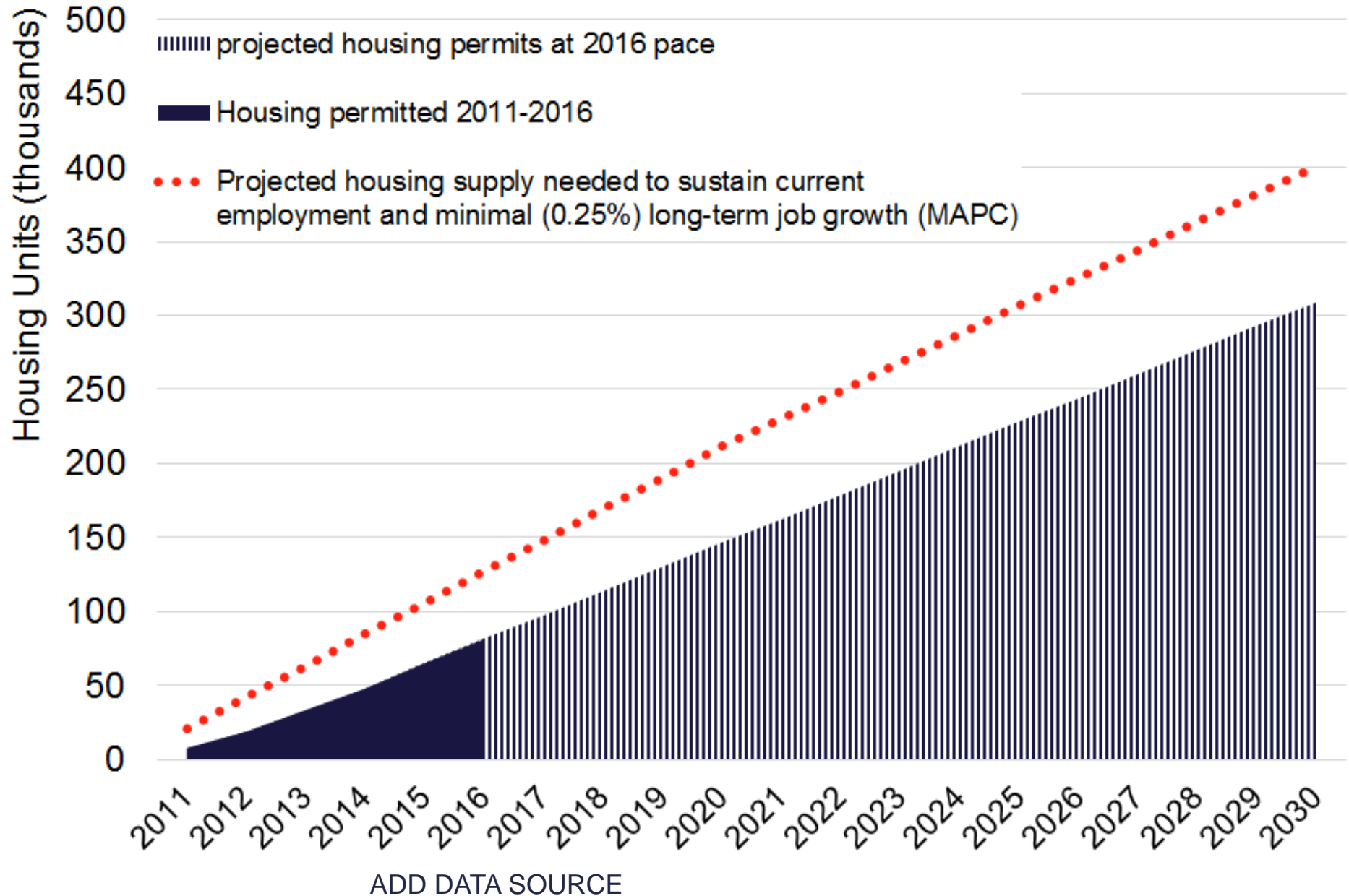
Data source: U.S. Census Bureau, 5-year American Community Survey 2011-2015

Hanover's housing stock is mostly single-family homes



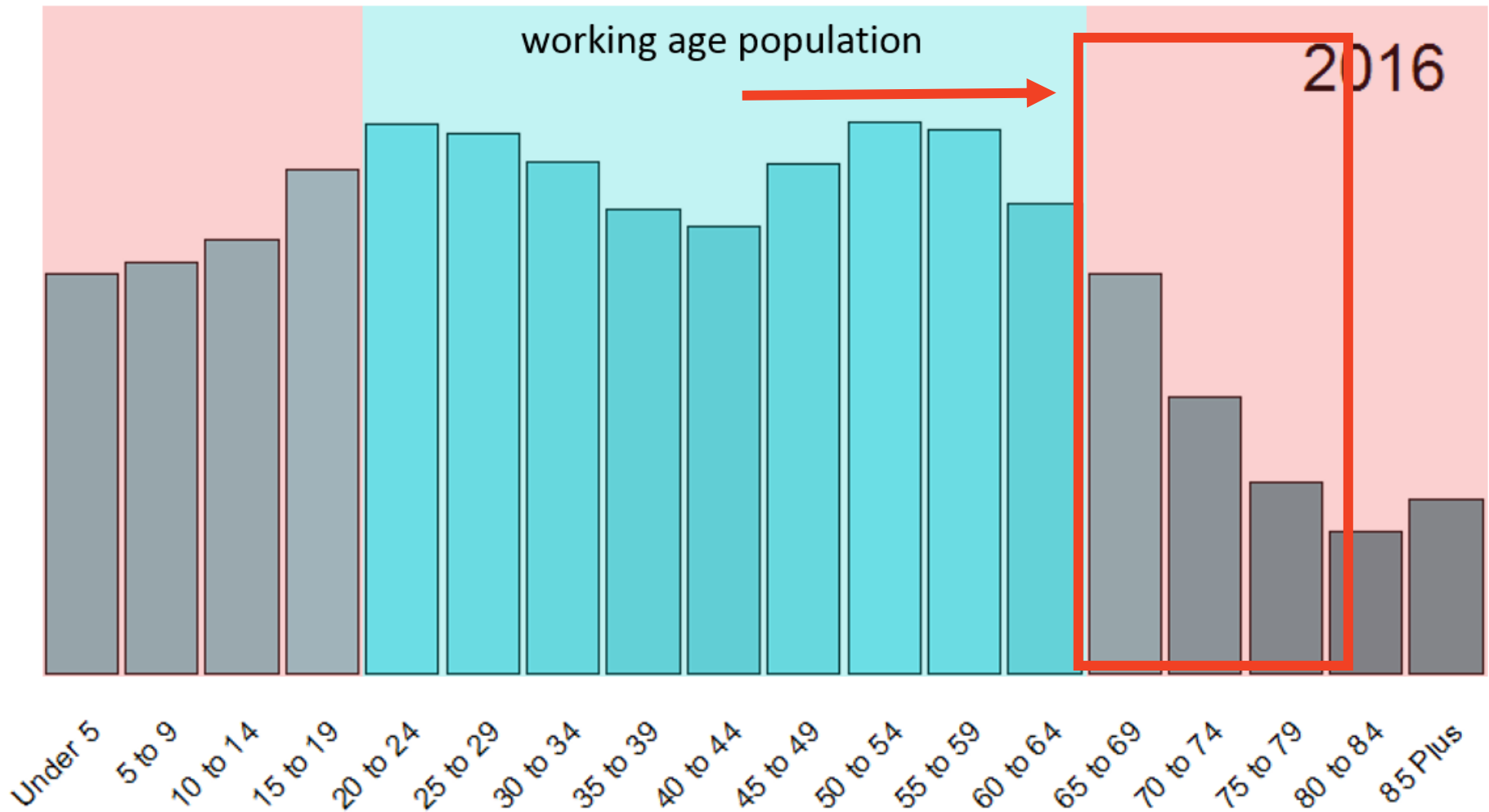
Data source: U.S. Census Bureau, 5-year American Community Survey 2011-2015

Projected supply of housing



The coming wave

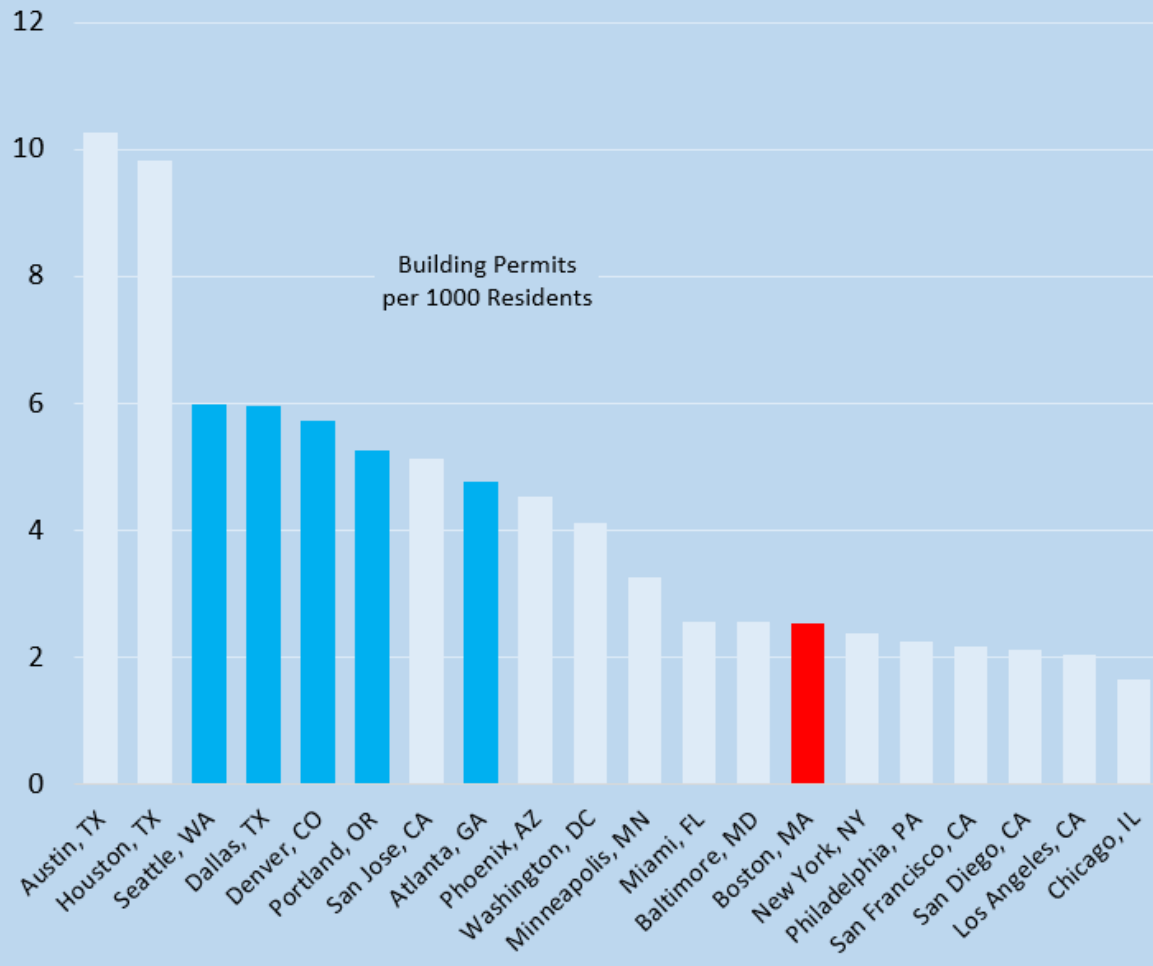
Massachusetts population by age cohort by year: 1970 to 2016



We could lose our edge

Building Permit Rates of the 20 Largest Innovation Economy Metros

Source: U.S. Census Bureau, 2014 Building Permits Survey and 2014 ACS 1-Year Estimates



5 Largest Migration Imbalances

Source: U.S. Census Bureau, 2009-2014 American Community Survey



Not striking a balance

Since 2010, Massachusetts has added approximately...

246,000
new residents

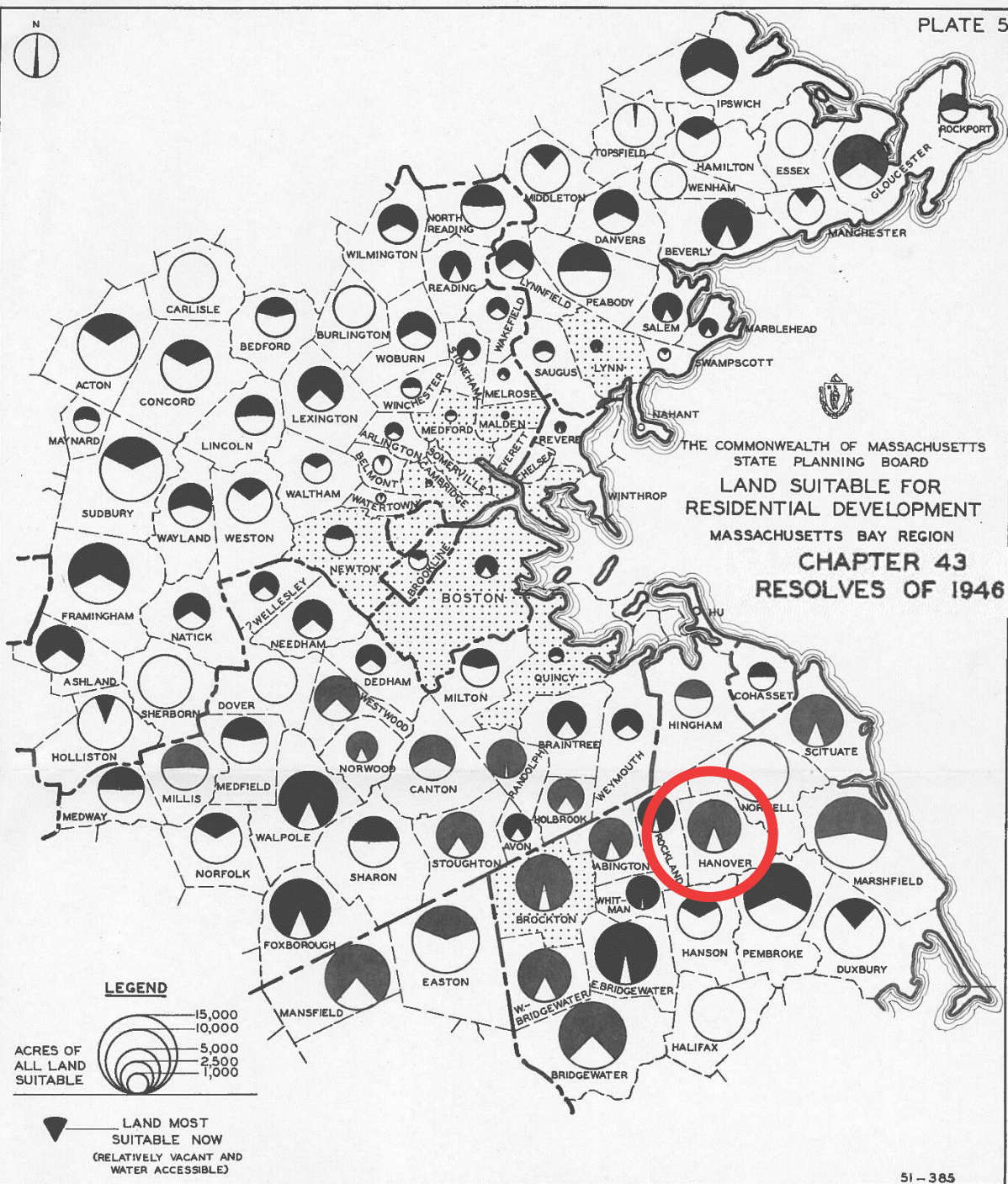


353,000
new jobs

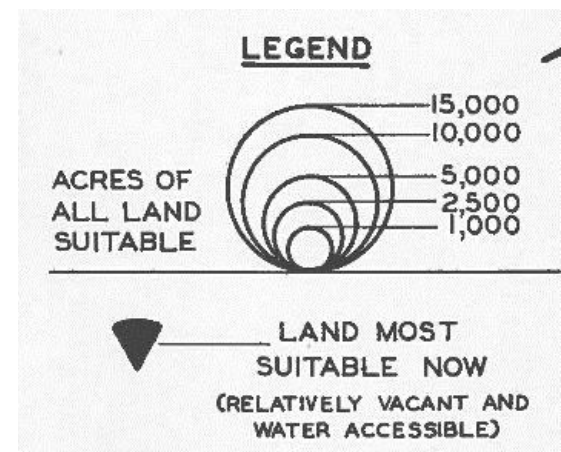


81,000 new
homes





We used to plan differently



Housing impacts business

➤ Northeastern University survey *(April 2017)*

Over **2/3 of employers** surveyed claim home prices and rental costs have affected their ability to recruit **qualified candidates**.

➤ The Boston Foundation poll *(June 2017)*

80 percent of respondents feel that Greater Boston is becoming **increasingly unaffordable** for middle class families.

➤ MassEcon report *(March 2017)*

“**High housing costs** and housing availability are a **major concern** of businesses looking to expand or relocate.”

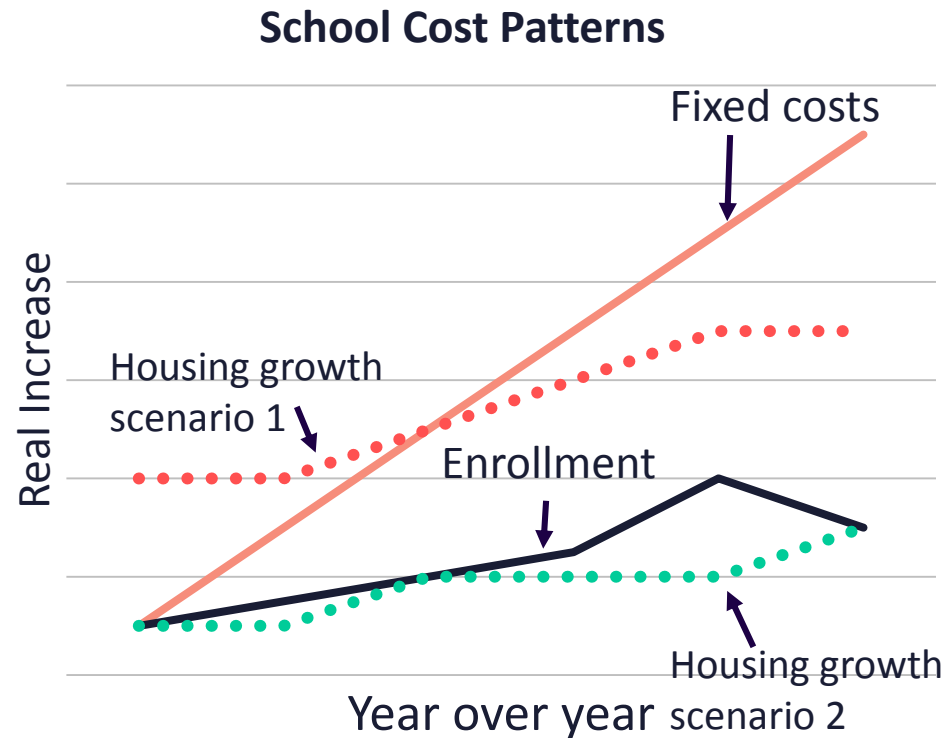
Housing and Municipal Budgets



What about those kids?

How are we thinking about school costs and new housing?

- Declining enrollment means capacity
- Hard to predict new students by development- Westford example
- School budget increases are usually impact by fixed costs, not student
- “Per student costs”



Act I: Here's Hanover

Act II: Where do you fit in and how do you compare?

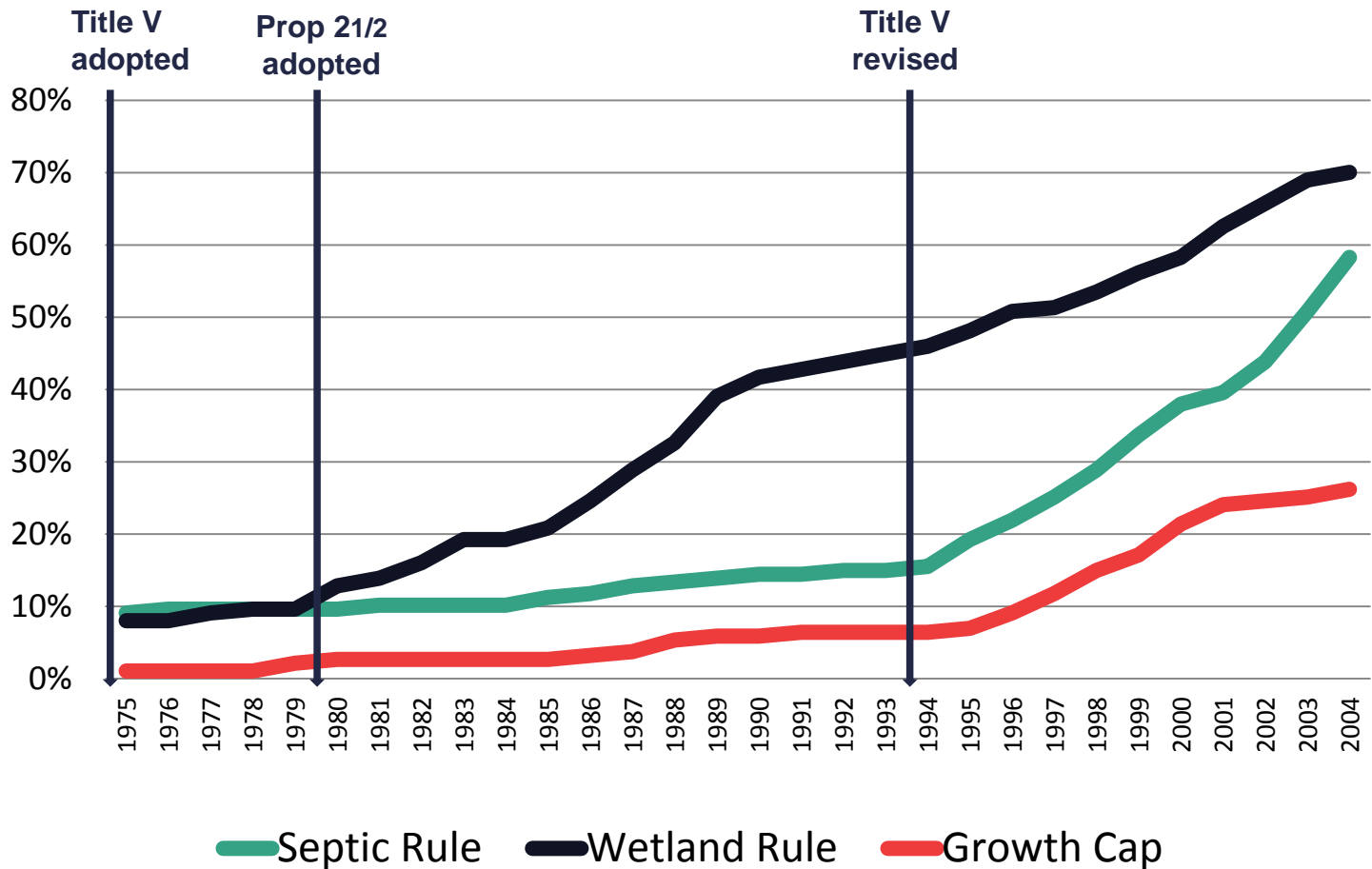
 **Act III: Working towards solutions**

Challenges

- Political opposition
- Fear of change
- Infrastructure

Towns make it harder with local regulation

Increase in local regulations



Resources are available

- CPA funds
- Trust initiatives
- MHP Technical Assistance
- Town-owned land
- **Zoning for housing variety as of right**

Hanover 2008 Master Plan

“Revise the Zoning Bylaw to include...”

- “...a mandatory or incentivized Open Space Residential Development (OSRD) or “Cluster Development” requirement for any new residential development in Town, including subdivisions and mixed use development, without age restriction.”
- “...a mandatory or incentivized traditional New England “village-style” Mixed Use development and office-uses [...]”

Open Space/Cluster Development



Open Space/Cluster Development



Conventional Subdivision/Sprawl

Inclusionary Zoning



Adaptive reuse of a school in Beverly built under an inclusionary zoning bylaw.

Housing Toolbox

www.housingtoolbox.org

HOUSING TOOLBOX
for Massachusetts Communities

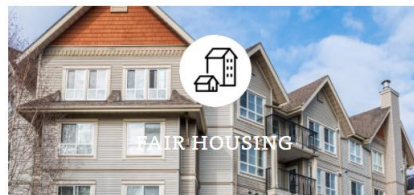
MENU ▼ RESOURCES ABOUT Q

Know what you're looking for?

Type to search the toolbox

SEARCH

Strategies and best practices for the creation and preservation of affordable housing, with guides, tools and resources for local boards & committees, planners, municipal staff, developers, and volunteers.



Inclusionary Zoning

Inclusionary zoning, sometimes referred to as incentive zoning, mandates that developers provide affordable housing units in addition to their market-rate housing.

How does inclusionary zoning work? **Section 9 of the Zoning Act** authorizes communities to adopt bylaws that require a developer to provide a certain portion of affordable units (usually 10% to 25%) within an overall development. To help offset the cost of providing these units, the bylaw may offer an incentive, most commonly a density bonus. Other incentives include waiver of zoning requirements or permit fees, fast-track permitting, local tax abatements, and subsidized infrastructure. In many communities, the most effective way to ensure the creation of affordable housing has been to allow the density bonus.

When is inclusionary zoning appropriate?

Building under inclusionary zoning regulation requires a relatively strong housing market to support the increased costs borne by the developer and absorbed, in part, by the market units. Without a density bonus to offset these costs, the bylaw is likely to be ineffective. Any proposed inclusionary bylaw in your community should be carefully reviewed by a zoning expert in relationship to existing permitting options (by-right, special permit, or approval not required under subdivision control). Integrating market and affordable units has become more complex as development has gotten increasingly diverse and expensive. If you decide to pursue this, seek experienced legal counsel.

Mixed-Use Development



Cambridge apartments with first floor retail



Hingham Shipyard

Accessory Dwelling Units



LOCAL EDITION What's happening elsewhere?

➤ Plymouth: Pine Hills



LOCAL
EDITION

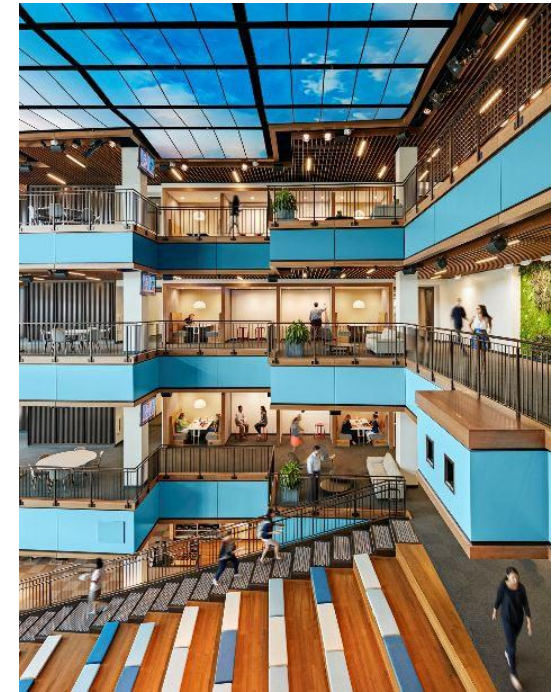
What's happening elsewhere?

➤ Concord: Riverwalk, town-level efforts



LOCAL EDITION What's happening elsewhere?

➤ Needham: Overlay mixed-use district



LOCAL EDITION What's happening elsewhere?

- Westford: Cottage development, multifamily zoning efforts



NATIONAL
EDITION

Changing the Conversation

I SAVE LIVES.
CAN I BE
YOUR
NEIGHBOR?

FACT:

A nursing assistant's average annual pay is **\$25,400**. She can reasonably afford **\$635** a month in rent. Houston's median rent for two-bedroom units is **\$910**. Most two-bedroom rental units are out of reach for nursing assistants. They cannot live where they help people.



SAY YES TO QUALITY HOMES FOR ALL INCOMES, IN ALL AREAS!

Learn more at www.houstontx.gov/housing/SayYes

SAY YES



SOURCE: www.bls.gov/oes/current/oes_26420.htm#29-0000
© COH+HCDO 02.28.17



SHANNON

"When I was making the offer on my house, my agent called and told the owners my story—that I was a single mom trying to buy my first house and create generational wealth for my daughter and give her a future. She convinced them to sell it to me. And they accepted my offer on Mother's Day. I was visiting my father when I found out and I fell out of the car in his driveway and started crying—I was so happy. We talk all the time about what this house really meant for her, for us.

Western grad. Affordable housing professional. Community volunteer. Mother.

Bought her own home with a first-time home buyers program through the Housing and Urban Development program that provides high-risk loans.

We are **#SeattleNeighbors**. Seattle needs more homes, all shapes and sizes, for all our neighbors.



Laura & Matt

Matt: We knew we wanted to be in the city. We love the restaurants and all the different people and shops, and definitely the parks. We feel pretty lucky to get into this place because we couldn't afford to live in the city otherwise.

Laura: Some people want Seattle to stay the same. They don't want all these new people coming in. I think you've got to grow, you've got to make it good as you grow. It's good for the city to have more people come in and to have more diversity. I think having this middle ground housing, homes for people without a giant income, is super important.

Laura. Stay at home mom, PTA member, blogger. Matt. Rabbi.

Home is a 3 bedroom townhome in a low-income housing development on First Hill.

We are **#SeattleNeighbors**. Seattle needs more homes, all shapes and sizes, for all our neighbors.

You're not alone



South Shore
Chamber of
Commerce

Be a part of something bigger.



Contact information

Susan Connelly

Director of Community Assistance

Massachusetts Housing Partnership

sconnelly@mhp.net

617-330-9955