

Town of New Marlborough, Massachusetts

Housing Needs Assessment 2020

December 31st, 2020



BRPC
Berkshire Regional Planning Commission



Acknowledgements

New Marlborough Housing Committee

Elizabeth Rosenberg - Chairperson

Richard Long

Will Regan

Richard Stebbins

Kenzie Fields

Joe Poindexter

Mike Smith

Berkshire Regional Planning Commission

Philip V. Arnold - Community Planner

Alexander Valentini - Economic Development Researcher

Mark Maloy - GIS, Data, & IT Manager

Table of Contents

1. Executive Summary.....	1
1.1 Background and Purpose	1
1.2 Summary of Key Demographics & Findings	1
1.3 Summary of Recommendations	2
1.4 Methodology	3
1.5 Preface.....	3
2. Demographics	5
2.1 Population	5
2.2 Race.....	7
2.3 Poverty and Homelessness.....	7
2.4 Employment and Income.....	9
2.5 Housing Overview	16
2.6 Affordable Housing Supply Analysis for New Marlborough	23
3. Rental Housing Conditions	24
3.1 Overview of Rental Units	24
3.2 Rental Cost Analysis.....	26
3.3 Affordable Rental Housing Stock	28
4. Owner Housing Conditions	31
4.1 Homes for Sale	31

4.2 Value of Homes	32
4.3 Seasonal Housing.....	33
4.4 Affordability of Home Ownership.....	34
5. Senior Housing Need	37
6. Special-Needs Housing	41
7. Foreclosures, Blighted, and Sub-Standard Properties	42
8. Seasonal Housing Needs	44
9. Review of Town-Related Housing Efforts	45
9.1 Existing Planning Documents and Zoning	45
9.2 Community Engagement Process.....	47
10. Implementation Recommendations	52
11. Resource Guide	55
11.1 Housing Partnerships	55
11.2 Federal Resources	62
11.3 State Resources	70
11.4 Private & Non-Profit Opportunities	78
12. Appendices	85
Appendix A:	
Berkshire Realtors: South Berkshire County, MA - Residential Real Estate Report.....	85

1. Executive Summary

1.1 Background and Purpose

The Town of New Marlborough requested the assistance of Berkshire Regional Planning Commission, through the 2020 District Local Technical Assistance (DLTA) program, to perform an assessment of the current state of housing in the Town. This report provides detailed information on New Marlborough's housing stock and will identify the need for elderly, accessible, and affordable housing.

1.2 Summary of Key Demographics & Findings

According to the 2018 American Community Survey, New Marlborough's population is 1,312. Fifty-two percent (52%) of the population is age fifty-five and over which is an 18% increase since 2010. The median age increased from 48.9 years old in 2010 to 56 years old in 2018.

New Marlborough's labor force consisted of 627 people in 2018 that is an 18% decrease from the 764 labor force participants recorded in 2010. The unemployment rate is 2.9% which is very comparable to the rate for Berkshire County (3.1%) and Massachusetts (2.8%). Sixty-eight percent (68%) of jobs in town are service jobs. In both service-providing and goods-producing jobs, New Marlborough's labor force earns about half the weekly wages when compared to Massachusetts as a whole. The largest industry in New Marlborough is in *Educational Services, Health Care, and Social Assistance* which employs 154 people and comprises 25% of the labor force.

Forty-eight (48) New Marlborough residents, or 4% of the total population for whom poverty is calculated (1,290 people), lived below the poverty line. Of these people, all were between the ages of 18 and 64.

There are a total of 1,033 housing units, and most homes have 2-3 bedrooms. Most of the housing stock is old, with 597 (58%) houses built prior to 1970. The number of seasonal housing units rose steadily between 1990 and 2018 from 284 to 360 units. This is a 27% increase. There are 73 rental units in New Marlborough; none of which are subsidized housing. There was a surplus of 40 housing units available for *moderate* and *low* income households, the deficit of 101 housing units for *middle*, *very low*, and *extremely low* income households resulted in an overall deficit of 61 affordable units.

Eighty-eight percent (88%) of housing units are owner-occupied, and that owner-occupied housing is almost exclusively (91%) single-family residences. As of November 10th, 2020 the median listed home price is \$467,500 and the average listed home price is \$699,197. Of New Marlborough homeowners, 529 (29%) experience a housing cost burden and 73 renters (36%) experience a housing cost burden, meaning that housing costs are 30% or more of household income.

Twelve percent (12%) of housing units are renter-occupied and 14% of renter households earn less than \$35,000 annually. New Marlborough's median gross rent of \$1,192 was below that of Massachusetts, it was 33% higher than that of Berkshire County.

The majority of seniors (98%) own their home. More than half of all senior householders (57%) have annual incomes above \$60,000 per year, with 88 (38%) senior households earning more than \$100,000 annually. Senior householders in New Marlborough were likely to have longer housing tenures, with 63% of householders having moved into their homes before 2000. This was truer for homeowners than renters; 43% of senior renters having moved into their home before 2000. In New Marlborough, 57% of senior renters are cost burdened.

1.3 Summary of Recommendations

- Earn the designation of a "CPA Community" through the Community Preservation Act. This will create a local community preservation fund to help subsidize housing related efforts in town.
- Coordinate with housing authorities to increase the supply of rental, affordable, and senior housing in town. This report has identified deficits in housing in all three of these categories. Some examples of resources are the Berkshire Housing Development Corporation and Construct Inc.
- Redevelop blighted properties into rental, affordable, and senior housing units. Some examples of resources are the Neighborhood Renewal Division and the Community Development Block Grant program.
- Provide financial incentives or tax abatements to homeowners to create rental housing options within existing structures on their properties or to create new accessory dwelling units.
- Create a program that collects data on short-term rentals in town to ensure these properties are taxed appropriately. Revenue collected from these properties can be allocated towards future housing efforts in town.

- Implement a down payment assistance program for prospective homebuyers and – once the supply of rental properties has increased – implement a rental assistance program for market rate rental units.

1.4 Methodology

This report was compiled using a model provided by Massachusetts Housing Partnership as outlined in the *Housing Needs Workbook: Assessing Community Needs*. For more information, visit:

<https://www.housingtoolbox.org/writable/files/resources/mhphousingneeds.pdf>.

Data for this report came from various sources, including:

- United States Decennial Census
- American Community Survey
- United States Department of Housing and Urban Development
- Massachusetts Department of Labor and Workforce Development
- Massachusetts Department of Housing and Community Development
- University of Massachusetts Donahue Institute
- Banker and Tradesman
- Berkshire County Board of Realtors & MLS
- Massachusetts Department of Revenue
- State of the Cities Data Systems: Comprehensive Housing Affordability Strategy (2000)
- Community Software Consortium (Assessors' data)
- Infogroup, Omaha, NE
- RealtyTrac
- Craigslist, Berkshire Eagle apartment listings, and Zillow.
- Berkshire Regional Planning Commission: Fair Housing Equity Assessment

1.5 Preface

A Housing Needs Assessment is largely a data-driven document. For this reason, it is important to explain the data sources that are used in this report. The majority of the information presented has been collected from the United States Census Bureau. The Census Bureau is the largest statistical agency in the country and provides data on America's people, places, and economy.

The Census Bureau conducts a host of surveys and programs, but this report relies heavily on the Decennial Census and the American Community Survey. The Decennial Census is mandated by the U.S. Constitution to count each resident of the country every ten years on the year ending in zero. The questions account for population, age, gender, race, and some basic questions about housing. Since the goal is to reach every resident and the questions asked are easily quantifiable, the information gathered comes with a high degree of accuracy. The results of this survey also determine how the House of Representatives is apportioned among the states.

The American Community Survey is an ongoing survey that provides vital information on a yearly basis. This survey is sent to approximately 295,000 addresses on a monthly basis, which equates to about 3.5 million per year (approximately 1% of the nation's population). Since the number of people surveyed is far less than during the Decennial Census and much more extensive questions are included, the results come with a lesser degree of accuracy compared to the Decennial Census. The results of these surveys generates data that help determine how more than \$675 billion in federal and state funds are distributed each year.

It should be noted that this report was developed during the COVID-19 pandemic. COVID-19 has affected virtually every aspect of the socio-economic milieu on a global scale. Despite the widespread impacts, there are limited data sources that track short-term changes caused by the pandemic especially as relates to housing. This report accounts for fluctuations in unemployment and home sales. Aside from these topics, the data presented in this report treats COVID-19 as a statistical anomaly.

2. Demographics

2.1 Population

As of the 2018 American Community Survey, the population of New Marlborough was 1,312. New Marlborough's population increased steadily between 1960 and 2010, growing by 39% over that period. However, between 2010 and 2018 the municipality experienced a 13% decrease in population. New Marlborough is one of the smaller communities in the Southern Berkshires, especially when compared to neighbors Sheffield and Great Barrington.

Table 2.1 New Marlborough and Nearby Municipalities: Population Change (1960 - 2018)

Town/County	1960	1970	1980	1990	2000	2010	2018
New Marlborough	1,083	1,031	1,160	1,233	1,494	1,509	1,312
Great Barrington	6,624	7,537	7,405	7,841	7,515	7,104	6,894
Monterey	480	600	818	774	936	961	753
Otis	473	820	963	1,067	1,364	1,612	1,420
Sandisfield	536	547	720	667	824	915	972
Sheffield	2,138	2,374	2,743	2,903	3,335	3,257	3,170
Tyringham	197	234	344	365	346	327	452
Berkshire County	142,135	149,402	145,110	139,352	134,953	131,219	126,348

Source: United States Decennial Census; 2018 American Community Survey Table DP05

The population in New Marlborough grew older between 2010 and 2018, with the median age increasing from 48.9 to 56 years, and the oldest age cohort growing in population by 18%. Furthermore, all three of the younger age cohorts declined in population by at least 25%, with the largest decrease coming in the 0-19 cohort, which declined 42%.

Table 2.2 New Marlborough: Population Distribution by Age (2010 - 2018)

Age Cohort	Total Population (2010)	% of Total Population (2010)	Total Population (2018)	% of Total Population (2018)	% Change
0-19 years old	326	22%	189	14%	-42%
20-34 years old	151	10%	113	9%	-25%
35-54 years old	457	30%	331	25%	-28%
55-64 years old	255	17%	275	21%	8%
65+ years old	299	20%	404	31%	35%
Total Population	1,509	100%	1,312	100%	-13%
Median Age	47.6	-	56.0	-	18%

Source: 2010 United States Decennial Census Table P12, 2018 American Community Survey Table DP05

Table 2.2.1 New Marlborough and Nearby Municipalities: Population Distribution by Age

Age cohorts	0-19 yrs. old		20-34 yrs. old		35-54 yrs. old		55-64 yrs. old		65+ yrs. old	
New Marlborough	189	14%	113	9%	331	25%	275	21%	404	31%
Great Barrington	1,715	25%	1,033	15%	1,399	20%	1,169	17%	1,578	23%
Monterey	90	12%	84	11%	147	20%	120	16%	312	14%
Otis	192	14%	158	11%	440	31%	249	18%	381	27%
Sandisfield	230	24%	102	10%	240	25%	181	19%	219	23%
Sheffield	556	18%	400	13%	778	25%	503	16%	933	29%
Tyringham	63	14%	33	7%	107	24%	68	15%	181	40%
Berkshire County	25,961	20%	21,757	17%	30,952	24%	20,594	16%	28,064	22%

Source: 2018 American Community Survey Table DP05

The population is projected to experience a continued decline between 2018 and 2040; from 1,312 people to 1,208 people (an 8% decrease). The 0-19, 20-34, 34-54, and 55-64 age cohorts are all projected to decrease in population, while the 65 and over age cohort is expected to increase by 50%. This will result in New Marlborough's age distribution being even more top-heavy, with half of the entire population be comprised on residents age 65 and over.

Table 2.3 New Marlborough: Population Projection (2018 - 2040)

Age Cohort	2018 Population	2040 Population Projections	Percent of Total Population (2040)	Percent Change
0-19 years old	189	95	8%	-50%
20-34 years old	113	69	6%	-39%
35-54 years old	331	223	18%	-33%
55-64 years old	275	213	18%	-23%
65+ years old	404	608	50%	50%
Total Population	1,312	1,208	100%	-8%

Source: 2018 American Community Survey Table DP05; UMASS Donahue Institute Population Projections

2.2 Race

Like all Berkshire County municipalities, New Marlborough is predominantly white. The second largest cohort was Black or African American comprising 1.2% of the population.

Table 2.4 New Marlborough: Race

Race	Percent of Population
White alone	97.8%
Black or African American alone	1.2%
American Indian or Alaskan Native alone	0.0%
Asian alone	0.3%
Native Hawaiian or Other Pacific Islander alone	0.2%
Some other race alone	0.0%
Two or more races	0.5%

Source: 2018 American Community Survey Table DP05

2.3 Poverty and Homelessness

Forty-eight (48) New Marlborough residents, or 7% of the population, lived below the poverty line. Of these people, all were between the ages of 18 and 64 years old. This was almost half the state rate, and the total share of New Marlborough residents living below the poverty line was approximately one third of the state rate.

Table 2.5 New Marlborough: Poverty Status

Age Cohort	Population	Population Below Poverty Level	Percent Below Poverty Level	County Percent Below Poverty Level
Under Age 18	163	0	0%	16%
Age 18 to 64	723	48	7%	12%
Age 65 and Over	404	0	0%	7%
Total*	1,290	48	4%	11%

Source: 2018 American Community Survey Table S1701

* Total population for whom poverty was calculated may be lower than total municipal population.

Data on homelessness is challenging to collect since homeless people do not have a mailing address. For this reason, homelessness cannot be tracked by the Census Bureau. The Three County Continuum of Care (CoC) has generated the following estimates at the County level:

Table 2.6 Berkshire County: Homelessness

Population	Sheltered*	Unsheltered	Total
Total people:	89	27	116
Age 18-24:	5	4	9
Over age 24:	84	23	107
Female:	30	9	39
Male:	59	18	77
Non-Hispanic/Non-Latino:	77	26	103
Hispanic/Latino:	12	1	13
White:	63	22	85
Black or African American:	15	4	19
Asian:	2	0	2
American Indian or Alaska Native:	3	0	3
Native Hawaiian or Other Pacific Islander:	0	1	1
Multiple Races:	6	0	6
Chronically Homeless:	3	10	13

Source: Three County Continuum of Care 2020 PIT by County, January 29th, 2020

*Sheltered in this context means residing in an emergency shelter or in a 2-year limited transitional housing program.

2.4 Employment and Income

In December 2019, New Marlborough's unemployment rate was 2.9%. This was nearly the same as the state's rate at 2.8%, slightly lower than the countywide rate of 3.1%, and was average among the neighboring municipalities. However, unlike the County and surrounding communities, New Marlborough's unemployment rate rose between December 2018 and 2019, increasing from 2%.

Table 2.7 New Marlborough and Nearby Municipalities: Unemployment Rates & Labor Force

Municipality	Unemployment Rate (12/2018)	Unemployment Rate (12/2019)	Labor Force (12/2019)	Population Employed (12/2019)	Population Unemployed (12/2019)
New Marlborough	2.0%	2.9%	851	98%	2%
Great Barrington	2.8%	2.7%	3,860	97%	3%
Monterey	3.6%	3.4%	468	96%	4%
Otis	3.9%	2.2%	820	96%	4%
Sandisfield	3.2%	2.1%	495	97%	3%
Sheffield	3.1%	2.6%	1,972	97%	3%
Tyringham	2.4%	3.0%	165	98%	2%
Berkshire County	3.6%	3.1%	66,186	96%	4%
Massachusetts	3.1%	2.8%	3,833,200	97%	3%

Source: Massachusetts Department of Labor and Workforce Development

Note: Unemployment rates do not reflect seasonal adjustments.

According to data from the Department of Unemployment Assistance, unemployment rates have risen in 2020. The 2019 calendar year concluded with a 2.9% unemployment rate but began 2020 with a rate of 4.7% in January. This rate declined slightly by March when the recorded rate was 3.9% but then New Marlborough experienced a massive increase in unemployed residents due to the impacts of novel coronavirus (COVID-19). April 2020 experienced the highest rates of unemployment (14.1%). Since April, unemployment rates have begun to normalize. The most recent month (November 2020), where there is recorded unemployment data through the Department of Unemployment Assistance reports an unemployment rate of 3.7% in New Marlborough.

It is challenging to predict the economic effects of COVID-19 on New Marlborough but based upon employment trends in town, some assumptions can be made. Many residents do not work in New Marlborough but other Berkshire County municipalities such as Great Barrington or work from home. The bulk of these residents are white-collar workers and a long-term economic detriment to them

seems unlikely. Conversely, residents who are employed in service-providing sectors such as tourism, lodging, retail, and dining will certainly experience continued economic and employment decline since businesses in these sectors have been closed since early March 2020 and many have remained closed through peak tourism season. As the Commonwealth begins phases of reopening, some of these businesses will recover from months of lost income but many will not.

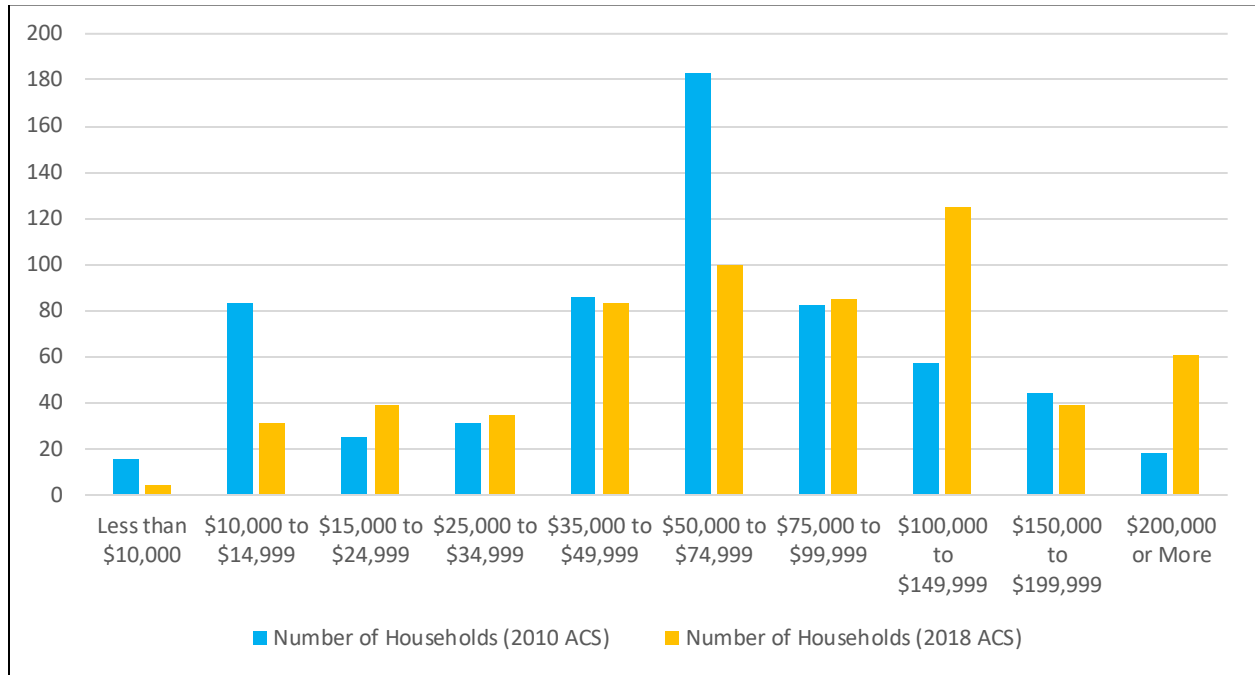
Twelve percent (12%) of New Marlborough households earned under \$25,000 in 2018, 20% earned between \$25,000 and \$49,999, 17% earned between \$50,000 and \$74,999, and 51% earned \$75,000 or more. Between 2010 and 2018, the share of New Marlborough households earning under \$25,000 decreased by 29%, the share earning between \$25,000 and \$49,999 decreased by 5%, the share earning between \$50,000 and \$74,999 decreased by 43%, and the share earning \$75,000 or more increased by 60%.

Table 2.8 New Marlborough: Households by Income Level

Income Level	Number of Households (2010)	Number of Households (2018)	Percent of Total Households (2018)	Percent Change
Less than \$10,000	16	4	1%	-75%
\$10,000 to \$14,999	83	31	5%	-63%
\$15,000 to \$24,999	25	39	6%	56%
\$25,000 to \$34,999	31	35	6%	13%
\$35,000 to \$49,999	86	83	14%	-3%
\$50,000 to \$74,999	183	100	17%	-45%
\$75,000 to \$99,999	82	85	14%	4%
\$100,000 to \$149,999	57	125	21%	119%
\$150,000 to \$199,999	44	39	6%	-11%
\$200,000 or More	18	61	10%	239%
Total Households	625	602	100%	-4%

Source: 2010, 2018 American Community Survey Table DP03

Figure 2.1 New Marlborough: Households by Income (2010 - 2018)



Source: 2010, 2018 American Community Survey Table DP03

The changes in income from 2010 to 2018 are not adjusted for inflation by the Census Bureau. Accounting for inflation, increases in cost of living, higher paying jobs, and an influx of more affluent residents are national trends but are also experienced in New Marlborough. The changes shown in the previous chart are not an indication of significant changes in types of jobs but rather the economic variables aforementioned.

When compared to nearby municipalities and the County as a whole, New Marlborough households experience less economic distress. Only 9% of households earn less than 30% of area median income.

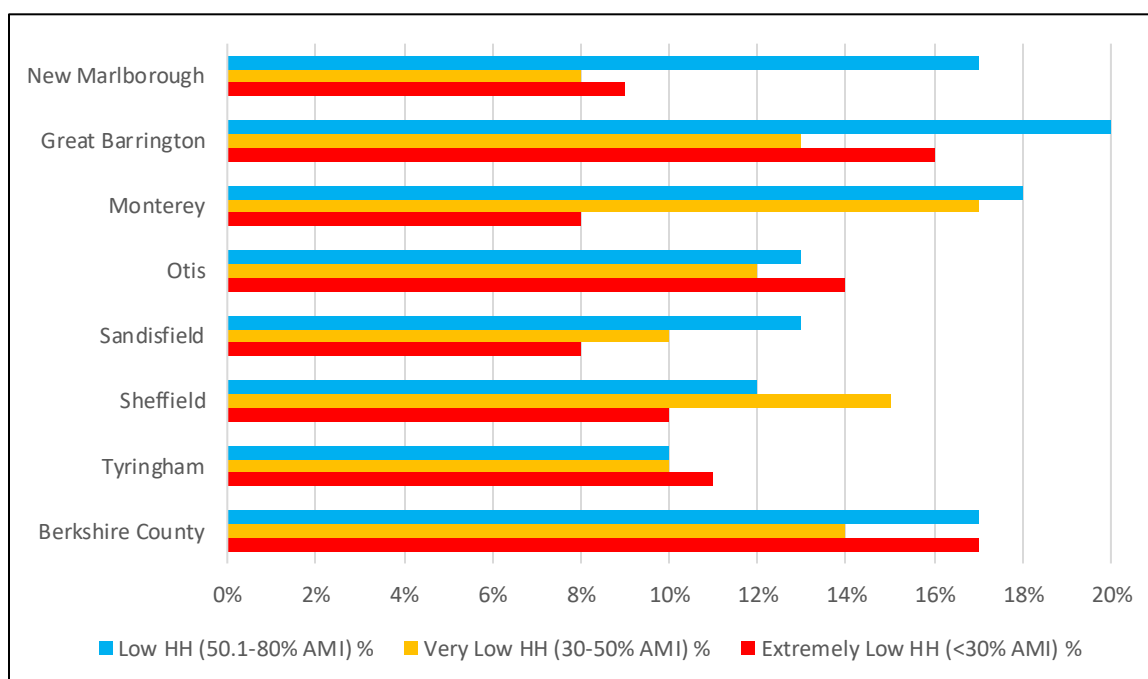
Table 2.9 New Marlborough and Nearby Municipalities: Percentage of Households by Area Median Income

Municipality	Total Households	Extremely Low Income (<30% AMI) Households		Very Low Income (30-50%) Households		Low Income (50.1-80% AMI) Households	
		Number	%	Number	%	Number	%
New Marlborough	602	56	9%	50	8%	104	17%
Great Barrington	2,830	462	16%	371	13%	561	20%
Monterey	382	31	8%	63	17%	68	18%
Otis	689	93	14%	80	12%	79	11%
Sandisfield	355	30	8%	35	10%	45	13%
Sheffield	1,384	133	10%	206	15%	169	12%
Tyringham	182	21	11%	18	10%	19	10%
Berkshire County	55,212	9,304	17%	5,119	14%	9,109	17%

Source: 2018 American Community Survey Table DP03; US Department of Housing and Urban Development 2020 Income Limits

Note: Calculated using AMI income limits for a 2-person household, given that the average household size for the county is 2.3

Figure 2.2 New Marlborough and Nearby Municipalities: Percentage of Households by Area Median Income



Source: 2018 American Community Survey Table DP03; US Department of Housing and Urban Development 2020 Income Limits

Sixty-eight percent (68%) of all jobs in New Marlborough were service-providing and 32% were goods-producing. The average weekly wage for all jobs was \$734, while goods-producing jobs' average weekly wage of \$814 was 17% higher than that of service-providing jobs.

Table 2.10 New Marlborough: Average Weekly Wage by Job Type (2010 - 2018)

Job Type	Average Weekly Wage (2010)	Average Weekly Wage (2018)	Average Monthly Employment (2010)	Average Monthly Employment (2018)	% of Average Total Monthly Employment (2018)
Service-providing Jobs	\$605	\$697	336	238	68%
Goods-producing Jobs	\$743	\$814	96	110	32%
Total (all industries)	\$636	\$734	432	348	100%

Source: Massachusetts Department of Labor and Workforce Development ES-202, 2010 and 2018

On average, both goods-producing and service-providing employees in New Marlborough earned less than employees throughout all of Berkshire County and Massachusetts. This discrepancy was most pronounced for goods-producing employees in New Marlborough, who earned 37% less than the average for Berkshire County and 50% less than the average for Massachusetts. By comparison, service-providing employees in New Marlborough earned 18% less than the average for Berkshire County and 49% less than the average for Massachusetts.

Table 2.11 New Marlborough, Berkshire County, and Massachusetts: Average Weekly Wages (2010 - 2018)

Job Type	Service-providing Jobs	Goods-producing Jobs
New Marlborough Average Weekly Wage (2010)	\$605	\$743
New Marlborough Average Weekly Wage (2018)	\$697	\$814
Berkshire County Average Weekly Wage (2010)	\$699	\$1,052
Berkshire County Average Weekly Wage (2018)	\$851	\$1,294
MA Average Weekly Wage (2010)	\$1,079	\$1,350
MA Average Weekly Wage (2018)	\$1,367	\$1,613
% of MA Average (2018)	61%	57%

Source: Massachusetts Department of Labor and Workforce Development ES-202, 2010 and 2018

The industries in New Marlborough with the highest share of employment were *Educational Services, Health Care, and Social Assistance* (25%) and *Professional, Scientific, Management, Administrative & Waste Management Services* (15%). The remaining industries each comprised less than 10% of town employment with an average share of employment of 5.5%.

Between 2010 and 2018, overall employment in New Marlborough declined by 18%, with several industries experiencing much more significant individual declines. The largest declines were in *Public Administration* (64%), *Construction* (55%), and *Other Services* (40%). By contrast, the only industries that experienced an increase in overall employment were *Finance & Insurance, Real Estate, Rental & Leasing* (7%) and *Professional, Scientific, Management, Administrative & Waste Management Services* (4%).

Table 2.12 New Marlborough: Industry Distribution (2010 - 2018)

Industry	New Marlborough (2010)	New Marlborough (2018)	Percent of Total Jobs (2018)	Percent Change
Civilian Employed population 16 years & older	764	627	-	-18%
Agriculture, Forestry, Fishing & Hunting, and Mining	33	33	5%	-
Construction	117	53	8%	-55%
Manufacturing	44	44	7%	-
Wholesale Trade	16	14	2%	-13%
Retail Trade	84	61	10%	-27%
Transportation & Warehousing, and Utilities	43	37	6%	-14%
Information	4	4	0.6%	-
Finance & Insurance, Real Estate, Rental & Leasing	58	62	10%	7%
Professional, Scientific, Management, Administrative & Waste Management Services	90	94	15%	4%
Educational Services, Health Care, and Social Assistance	171	154	25%	-10%
Arts, Entertainment, Recreation, and Accommodation & Food Service	40	38	6%	-5%
Other Services, except Public Administration	42	25	4%	-40%
Public Administration	22	8	1%	-64%

Source: 2010, 2018 American Community Survey Table DP03

Table 2.12.1 New Marlborough, Berkshire County, and Massachusetts: Industry Distribution (2010 - 2018)

Industry	New Marlborough (2010)	New Marlborough (2018)	Berkshire County (2010)	Berkshire County (2018)	MA (2010)	MA (2018)
Civilian Employed population 16 years & older	764	627	63,416	64,233	3,271,535	3,570,257
Agriculture, Forestry, Fishing & Hunting, and Mining	33	33	639	747	12,821	14,765
Construction	117	53	4,594	4,489	191,971	201,006
Manufacturing	44	44	5,990	5,167	323,351	316,985
Wholesale Trade	16	14	1,286	745	87,944	79,357
Retail Trade	84	61	8,007	7,437	350,202	368,361
Transportation & Warehousing, and Utilities	43	37	1,843	2,199	123,187	134,050
Information	4	4	1,437	1,208	88,659	83,154
Finance & Insurance, Real Estate, Rental & Leasing	58	62	3,364	3,210	264,145	264,297
Professional, Scientific, Management, Administrative & Waste Management Services	90	94	5,301	6,106	416,530	491,433
Educational Services, Health Care, and Social Assistance	171	154	18,596	20,029	872,032	1,007,123
Arts, Entertainment, Recreation, and Accommodation & Food Service	40	38	6,982	7,164	261,420	311,717
Other Services, except Public Administration	42	25	2,714	3,365	146,731	159,705
Public Administration	22	8	2,663	2,367	132,542	138,304

Source: 2010, 2018 American Community Survey Table DP03

2.5 Housing Overview

While a significant portion of New Marlborough's housing stock was built before 1940 (38%), 33% was also built in 1980 or later, creating a somewhat even distribution between older and new structures in the town. However, of those units built in 1980 or later, only nine (1% of total housing stock) were built in 2010 or later.

Table 2.13 New Marlborough: Age of Housing Units

Year structure built	Number of housing units (2018)	Percent of total housing units
Built 2010 or later	9	1%
Built 2000 to 2009	111	11%
Built 1990 to 1999	84	8%
Built 1980 to 1989	135	13%
Built 1970 to 1979	97	9%
Built 1960 to 1969	50	5%
Built 1950 to 1959	63	6%
Built 1940 to 1949	91	9%
Built 1939 or earlier	393	38%
Total Units	1,033	100%

Source: 2018 American Community Survey Table DP04

Most of New Marlborough's housing units (88%) were homeowner-occupied. These homes tended to have a slightly larger household size (2.2) compared to that of renter-occupied units (1.9). Additionally, the median household income of a homeowner-occupied home of \$80,268 was 56% higher than that of a renter-occupied home (\$51,458). This discrepancy translated to fewer homeowner-occupied homes (29%) being cost-burdened than renter-occupied homes (36%).

Since 2010, there has been a decrease in the percent of owner-occupied households that experience cost burden (a reduction from 42% to 29%) but renter-occupied households have experienced an increase from 23% to 36%.

Table 2.14 New Marlborough: Homeowner-Occupied vs. Renter-Occupied Housing (2010 - 2018)

Type of Housing (2018)	Number of Occupied Housing Units	% of Total Occupied Housing Units	Average Household Size	Median Household Income	% Housing Cost Burdened
Owner-occupied	529	88%	2.2	\$80,268	29%
Renter-occupied	73	12%	1.9	\$51,458	36%
Type of Housing (2010)	Number of Occupied Housing Units	% of Total Occupied Housing Units	Average Household Size	Median Household Income	% Housing Cost Burdened
Owner-occupied	578	92%	2.4	\$62,143	42%
Renter-occupied	47	8%	1.7	\$31,094	23%

Source: 2010, 2018 American Community Survey Tables DP04, S2503

Note: There is a high margin of error associated with calculating housing cost burden.

The majority (84%) of vacant units in New Marlborough were for seasonal, recreational, or occasional use. The remaining units were either for sale (4%), sold and not yet occupied (2%), or *other vacant* (11%). Homes listed as *other vacant* include homes that are vacant due to being foreclosed upon, being under repair, being abandoned, being involved in legal proceedings, and for other/unknown reasons.

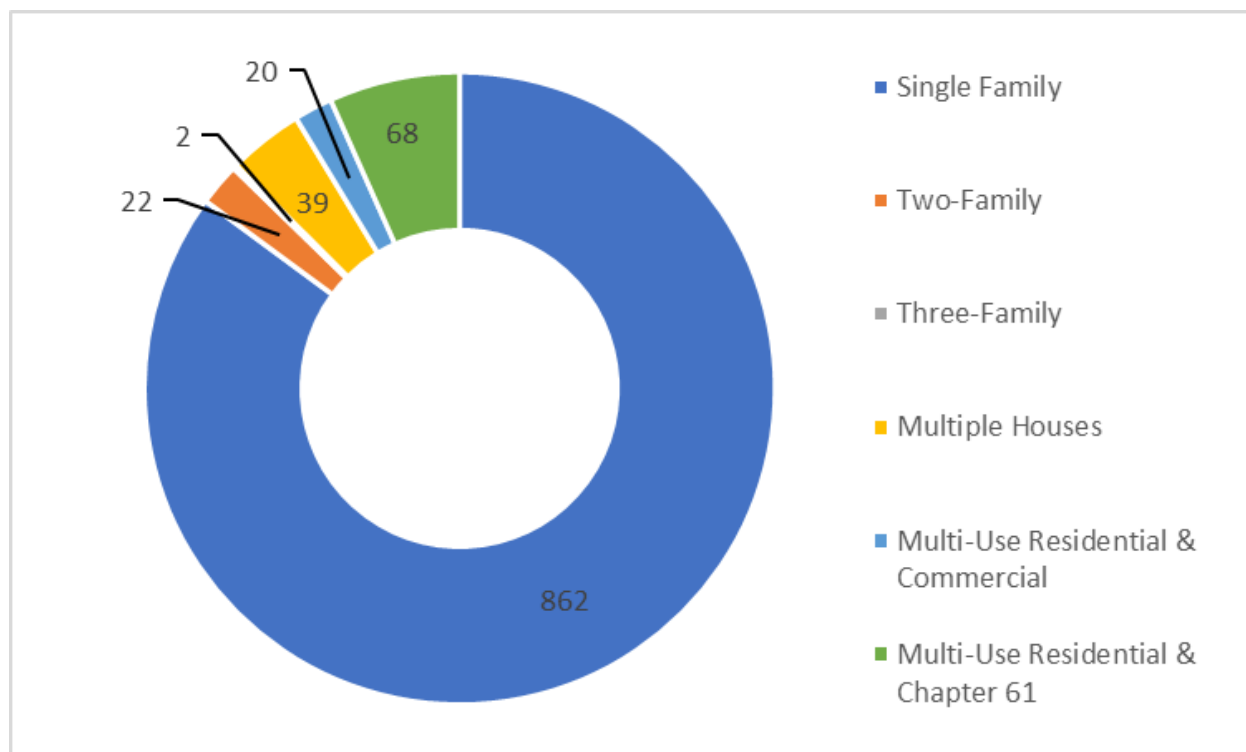
Table 2.15 New Marlborough: Vacancy Status

Vacancy Status	Number of Housing Units	Margin of Error	Percent of Total Vacant Units
For rent	0	±12	0%
Rented, not occupied	0	±12	0%
For sale only	17	±19	4%
Sold, not occupied	8	±14	2%
For seasonal, recreational, or occasional use	360	±65	84%
For migrant workers	0	±12	0%
Other vacant	46	±30	11%
Total	431	±66	100%

Source: 2018 American Community Survey Table B25004

According to the New Marlborough Board of Assessors and as indicated in Figure 2.2 below, a majority of New Marlborough residential properties are single-family residential homes (864, 85%). Twenty-two (22) properties are two-family structures which is about 2% of the total housing stock.

Figure 2.3 New Marlborough: Residential Type



Source: New Marlborough Board of Assessors (accessed 6/2/2020)

Ninety-one percent (91%) of housing units were in detached single-family homes, and an additional 4% were in attached single-family homes, together comprising 95% of all housing units in New Marlborough.

Table 2.16 New Marlborough: Number of Units in Structure (Rent or Own, 2010 - 2018)

Structure Type	2010 ACS	2018 ACS	Percent of Total Housing (2018)
1 unit, detached	1,006	943	92%
1 unit, attached	4	44	4%
2 units	10	28	3%
3 or 4 units	0	4	0.4%
5 to 9 units	0	7	0.7%
10+ units	15	3	0.3%
Mobile Home	5	4	0.4%
Boat, RV, van, etc.	0	0	0%
Total units	1,040	1,033	100%

Source: 2010, 2018 American Community Survey Table DP04

Most homes in New Marlborough had between two and four bedrooms (82%), with the most common of these being three-bedroom homes, which comprised 40% of the total housing stock in 2018. Between 2010 and 2018, studio and one-bedroom homes experienced the largest percent change, increasing by 87% and three-bedroom homes increased in number by 10%. By contrast, the largest reductions came in homes with five and more bedrooms (24%) and those with two bedrooms (18%).

Table 2.17 New Marlborough: Housing Stock by Number of Bedrooms (2010 - 2018)

Number of Bedrooms	2010 ACS	2018 ACS	Percent of Total Housing (2018)	Percent Change
Studio, 1-bedroom	45	84	8%	87%
2 bedrooms	294	242	23%	-18%
3 bedrooms	379	417	40%	10%
4 bedrooms	189	189	18%	0%
5+ bedrooms	133	101	10%	-24%
Total units	1,040	1,033	100%	-0.7%

Source: 2010, 2018 American Community Survey Table DP04

There were 625% more homeowner households (529) in New Marlborough than renter households (73). The majority of renters (86%) were below the age of 55, with 48% between the ages of 45 and 54, and 30% below the age of 35. Homeowners were more evenly distributed across the age cohorts, with the highest concentration (56%) between the ages of 55 and 74.

Table 2.18 New Marlborough: Age of Householder

Age of Householder	Percent of Total Householders	Number of Renters	Percent of Renters	Number of Owners	Percent of Owners
Under 35 years old	5%	22	30%	10	2%
35-44 years old	10%	6	8%	53	10%
45-54 years old	21%	35	48%	93	18%
55-64 years old	25%	3	4%	149	28%
65-74 years old	25%	4	5%	146	28%
75-84 years old	8%	3	4%	48	9%
85 years old and older	5%	0	0%	30	6%
Total	100%	73	100%	529	100%

Source: 2018 American Community Survey Table S2502

In 2018, most households (81%) had occupied their homes for more than 10 years, with the largest cohorts being households who moved into their homes before 1990 (37%) and households who moved into their homes between 2000 and 2009 (33%). Renters tended to have moved into their homes after 2000 (96%), with the largest cohort having moved into their homes between 2000 and 2009 (45%). Homeowners tended to have longer tenures, with 85% having moved into their homes before 2009 and 42% having moved into their homes before 1990.

Table 2.19 New Marlborough: Household Tenure

Year Householder Moved into Home	Percent of Total Households	Number of Renter Households	Percent of Renter Households	Number of Owner Households	Percent of Owner Households
2017 or later	3%	3	4%	16	3%
2015 to 2016	4%	14	19%	10	2%
2010 to 2014	12%	20	27%	53	10%
2000 to 2009	33%	33	45%	164	31%
1990 to 1999	11%	0	0%	66	12%
1989 and earlier	37%	3	4%	220	42%

Source: 2018 American Community Survey Table S2502

Table 2.19 denotes HUD income limits that are used to determine eligibility for public housing. HUD sets the lower income limits at 80% of area median income, very low income limits at 50%, and extremely low income limits at 30%. Income limits vary from area to area so you may be eligible at one area but not at another. The income limit depends on the category and the family size. Most state and federal housing subsidy programs limit family income to 80% of AMI.

Table 2.20 Berkshire County: FY 2020 Income Limits

Median Family Income	FY 2020 Income Limit Category	Persons in Family							
		1	2	3	4	5	6	7	8
\$80,900	Extremely Low (30%) Income Limits	\$17,950	\$20,500	\$23,050	\$26,200	\$30,680	\$35,160	\$39,640	\$44,120
	Very Low (50%) Income Limits	\$29,900	\$34,200	\$38,450	\$42,700	\$46,150	\$49,550	\$56,400	\$56,400
	Low (80%) Income Limits	\$47,850	\$54,650	\$61,500	\$68,300	\$73,800	\$79,250	\$84,700	\$90,200

Source: US Department of Housing and Urban Development FY 2020 Income Limits

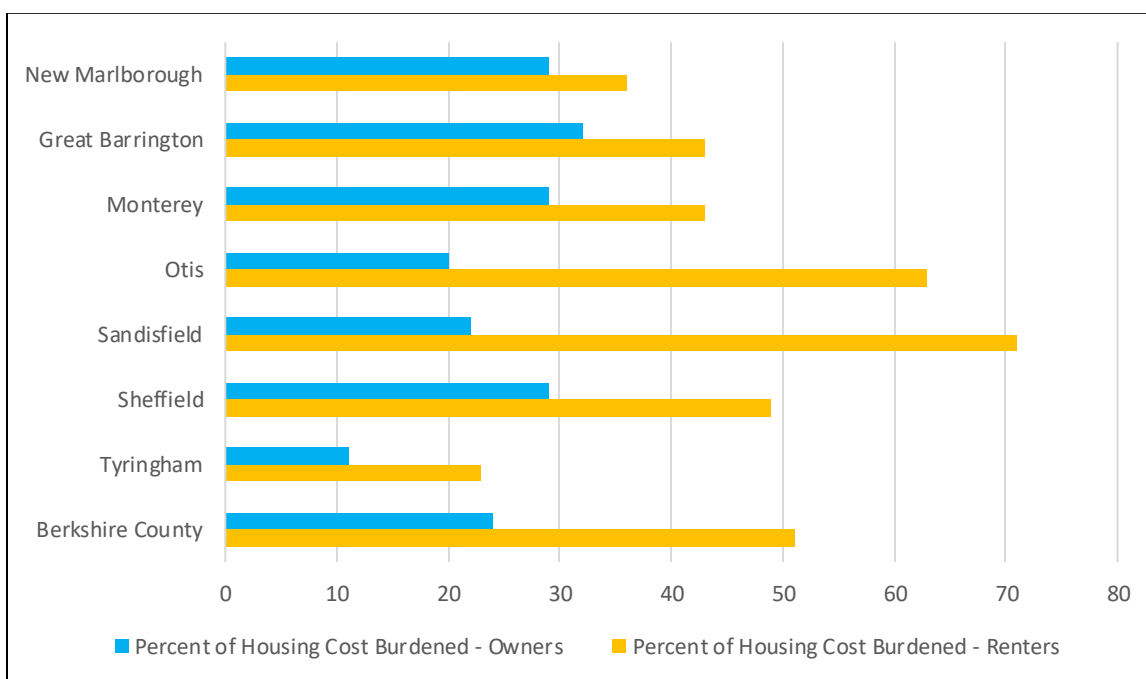
New Marlborough renter households were less cost-burdened than those in surrounding municipalities and throughout all of Berkshire County. Thirty-six percent (36%) of New Marlborough renter households were cost-burdened. This compares with 51% of Berkshire County renter households and an average of 49% of renter households in the surrounding municipalities. New Marlborough homeowner households, by contrast, were some of the most cost-burdened in both the County and the surrounding area. Twenty-nine percent (29%) of New Marlborough homeowner households were cost-burdened. This compares with 22% of Berkshire County homeowner households and an average of 24% of homeowner households in the surrounding municipalities.

Table 2.21 New Marlborough and Nearby Municipalities: Housing Cost Burden

Municipality	Number of Rental Households	Renters Burdened	Percent Renters Burdened	Number of Owner Households	Owners Burdened	Percent Owners Burdened
New Marlborough	73	26	36%	529	152	29%
Great Barrington	954	406	43%	1,876	602	32%
Monterey	60	26	43%	322	92	29%
Otis	95	60	63%	594	120	20%
Sandisfield	7	5	71%	348	75	22%
Sheffield	157	77	49%	1,227	350	29%
Tyringham	22	5	23%	160	18	11%
Berkshire County	17,573	9,030	51%	37,639	9,082	24%

Source: 2018 American Community Survey Tables DP04, S2503

Figure 2.4 New Marlborough and Nearby Municipalities: Prevalence of Housing Cost Burden



Source: 2018 American Community Survey Tables DP04, S2503

2.6 Affordable Housing Supply Analysis for New Marlborough

Using the income categories in Table 2.22a, Table 2.22b assesses the availability of housing, and gives a rough estimate of housing affordability in New Marlborough for various income groups. The income ranges are based on HUD's FY 2020 area median income for New Marlborough. Only current households are included, and no projections are made. While the analysis does not account for differences in household size, it is useful in determining which income groups might be struggling to maintain affordable housing. The analysis shows that while there was a surplus of 39 housing units available for *moderate* and *low* income households, the deficit of 109 housing units for *middle*, *very low*, and *extremely low* income households resulted in an overall deficit of 70 housing units. If the *middle* income category is excluded (and thus only households earning below the area median income are considered), the deficit is reduced to 59 units.

Table 2.22a. Definition of Income Categories

Income Category	% of Area Median Income	Income Range
Middle Income	101% - 120%	\$80,900 - \$97,079
Moderate Income	81% - 100%	\$64,710 - \$80,899
Low Income	51% - 80%	\$40,450 - \$64,719
Very Low Income	30% - 50%	\$24,270 - \$40,449
Extremely Low Income	Under 30%	Below \$24,270

Table 2.22b Affordable Housing Supply Analysis for New Marlborough

Income Category	Affordable Monthly Housing Costs	Affordable Rental Units Available	Affordable Homeownership Units Available	Total Affordable Units Available	Total Number of Households	Estimated Affordable Housing Units
Middle	\$2,427	1	43	44	55	-11 deficit
Moderate	\$2,022	5	80	85	61	24
Low	\$1,618	40	85	125	110	15
Very Low	\$1,011	7	29	36	67	-31 deficit
Extremely Low	\$607	0	4	4	71	-67 deficit
Totals (0-120% AMI)		53	241	294	364	-70 deficit

Source: 2018 American Community Survey Tables B25063, B25087, DP03; US Department of Housing and Urban Development 2020 Income Limits

Note: Lack of congruence between the income categories provided in Table 2.22a and the income/housing cost categories used by the American Community Survey necessitated the use of the following methodology:
Let x be an upper limit of an income range in Table 2.22a. Let y be the corresponding "Affordable Monthly Housing Costs" value in Table 2.22b. Let a_1 and a_2 be lower and upper limits of an annual household income category in ACS Table DP03 and let b_1 and b_2 be the lower and upper limits of a monthly housing cost category in either ACS Table B25063 or ACS Table B25087.
If x falls between a_1 and a_2 , then calculate the percentage of (a_1, a_2) that x comprises as follows: $(x - a_1) / (a_2 - a_1)$. Then, multiply the number of households in (a_1, a_2) by that percentage to find the number in (a_1, x) .
Follow this same methodology for housing costs by replacing x with y and a with b .

3. Rental Housing Conditions

3.1 Overview of Rental Units

The occupied New Marlborough housing stock was composed of 88% homeowner-occupied units and 12% renter-occupied units. Between 2010 and 2018, the share of renter-occupied units increased slightly and that of homeowner-occupied units decreased.

Table 3.1 New Marlborough: Percentage of Renter-Occupied vs. Homeowner-Occupied Housing (2010 - 2018)

Housing Type	Percent of Total Units (2010)	Percent of Total Units (2018)	Percent Change
Owner-Occupied	92%	88%	-8%
Renter-Occupied	8%	12%	-55%
Total Occupied Units	100%	100%	-4%

Source: 2010, 2018 American Community Survey Table S2504

In 2010, all New Marlborough renter households lived in single-family structures, mobile homes, or “some other type of housing”. Between 2010 and 2018, some New Marlborough renter households began living in multi-family structures. However, the majority (65%) of New Marlborough renter households still lived in single-family structures.

Table 3.2 New Marlborough: Number of Rental Units in Each Building (2010 - 2018)

Building Type	Percent of Total Units (2010)	Percent of Total Units (2018)	Percent Change
Single-Family Detached	81%	44%	-46%
Single-Family Attached	9%	21%	141%
2 Units	0%	11%	-
3-4 Units	0%	6%	-
5-9 Units	0%	10%	-
10+ Units	0%	4%	-
Mobile home of other type of housing	11%	6%	-48%
Total Units	47	73	55%

Source: 2010, 2018 American Community Survey Table S2504

Of the 73 renter-occupied units in New Marlborough, 56% were built before 1950. Of the remaining units, none were built after 1999. Older homes are more expensive to maintain and heat, especially if

routine maintenance has been neglected in previous decades. Older homes are also more likely to contain lead and asbestos.

Table 3.3 New Marlborough: Age of Renter-Occupied Housing Units

Year Rental Unit Built	Number of Units	Percent of Total Units
2010 or later	0	0%
2000 to 2009	0	0%
1990 to 1999	11	15%
1970 to 1989	11	15%
1950 to 1969	10	14%
1949 or earlier	41	56%
Total Units	73	100%

Source: 2018 American Community Survey Table B25036

It should be noted that the estimates from the American Community Survey may not account for all recent construction of housing units.

As shown above in Table 2.19, renter households in New Marlborough tended to have moved into their homes in 2000 or later, with only 4% of renter households having moved into their house before 2000.

Table 3.4 New Marlborough: Household Tenure for Renters

Year Renter Moved In	Number of Renters	Percent of Total Renters
2017 or later	3	4%
2010 to 2016	34	47%
2000 to 2009	33	45%
1990 to 1999	0	0%
1989 or earlier	3	4%

Source: 2018 American Community Survey Table B25038

A note about room occupancy tax:

Massachusetts has a state room occupancy excise tax rate of 5.7%. Depending on the city or town, a local option room occupancy tax and other taxes and fees may also apply. The room occupancy excise tax applies to room rentals of 90 days or less in hotels, motels, bed and breakfast establishments, and lodging houses. Beginning July 1, 2019, the room occupancy excise also applies to short-term rentals of property for 31 days or less.

For all types of rental accommodations, if the total amount of rent is less than \$15 per day, no tax is due. Generally, the room occupancy excise is collected and paid to DOR by a person or business called an operator.

As of July 1, 2019, new rules require an intermediary or other agent collecting rent to file returns and pay taxes to DOR. All operators and intermediaries must register with DOR on [MassTaxConnect](https://www.mass.gov/info-details/mass-tax-connect).

According to the 2018 American Community Survey, there were no vacant rental units that year which is a reduction of 21 units since 2010. A brief search on www.zillow.com and www.rent.com also yielded zero available rentals in New Marlborough (November 2020).

Table 3.5 New Marlborough: Rental Vacancy Rate (2010 - 2018)

Rental Vacancy Rate	2010 Census	2018 ACS
Total vacant rental units	21	0
% of all rental units vacant	45%	0%

Source: 2010 United States Decennial Census Table SF1H5; 2018 American Community Survey Table B25004, S2504

3.2 Rental Cost Analysis

Fourteen percent (14%) of New Marlborough renter households earned less than \$25,000, 32% earned between \$25,000 and \$49,999, 21% earned between \$50,000 and \$74,999, and 34% earned \$75,000 or more.

Table 3.6 New Marlborough: Renter Household Income

Household Income	Number of Renter-occupied Households	Percent of Total Renter-occupied Households
Less than \$5,000	0	0%
\$5,000 to \$9,999	0	0%
\$10,000 to \$14,999	0	0%
\$15,000 to \$19,999	0	0%
\$20,000 to \$24,999	10	14%
\$25,000 to \$34,999	0	0%
\$35,000 to \$49,999	23	32%
\$50,000 to \$74,999	15	21%
\$75,000 to \$99,000	15	21%
\$100,000 to \$149,999	7	10%
\$150,000 or more	3	4%

Source: 2018 American Community Survey Tables B25118, S2504

Eighty-two percent (82%) of New Marlborough renter households paid some cash rent. Fourteen percent (14%) paid less than \$1,000 per month, 66% paid between \$1,000 and \$1,999 per month, and 3% paid \$2,000 or more. The median monthly rent paid was \$1,192.

Table 3.7 New Marlborough: Monthly Housing Costs for Renters

Monthly Housing Costs	Percent of Total Renter-Occupied Households
No Cash Rent	18%
\$1 to \$499	0%
\$500 to \$999	14%
\$1,000 to \$1,499	56%
\$1,500 to \$1,999	10%
\$2,000 to \$2,499	3%
\$2,500 to \$2,999	0%
\$3,000 or more	0%
Median Rent Paid	\$1,192

Source: 2018 American Community Survey Table DP04

Between 2010 and 2018, New Marlborough renter households began paying more in rent. This is largely due to the 57% decrease in the number of renters paying no cash rent. The number of renter households paying between \$500 and \$999 per month in rent increased from 2 to 10 households and renter households paying between \$1,000 and \$1,499 per month in rent increased by 26 households.

Table 3.8 New Marlborough: Change in Gross Rent Paid (2010 - 2018)

Gross Rent	Number of Renters (2010)	Number of Renters (2018)	Percent Change
No Cash Rent	30	13	-57%
\$1 to \$499	0	0	-
\$500 to \$999	2	10	400%
\$1,000 to \$1,499	15	41	173%
\$1,500 or more	0	9	-

Source: 2018 American Community Survey Table DP04

The most cost-burdened age cohort of New Marlborough renter householders was the 25-34 age cohort, in which 16% of householders were cost-burdened. The 35-64 age cohort was slightly less cost-burdened with 14% of householders paying 30% or more of their income in rent. In the 65 and over age cohort only 5% of householders were cost-burdened, and no householders in the 15-24 age cohort were cost burdened.

Table 3.9 New Marlborough: Age of Rental Householder Paying 30% or More for Rent

Age of Rental Householder	Number of Renters Paying 30-34.9% of Income in Rent	Number of Renters Paying 35%+ of Income in Rent	Percent of Renters Paying 30%+ of Income in Rent
15-24 years old	0	0	0%
25-34 years old	0	12	17%
35-64 years old	10	0	14%
65+ years old	0	4	5%

Source: 2018 American Community Survey Table B25072, S2504

3.3 Affordable Rental Housing Stock

In 2018, New Marlborough had no subsidized rental units.

Table 3.10 New Marlborough: Subsidized Rental Housing Stock

Subsidized Rental Housing Stock	Number of Units	Percent of Total Units
Total Rental Units (2018 ACS)	73	100%
Subsidized Rentals (DHCD 2017 SHI)	0	0%

Source: 2018 American Community Survey Table S2504; Massachusetts Department of Housing and Community Development Subsidized Housing Inventory as of 9.14.2017

An indicator of need is an increase of more than 50% in median market rents. Between 2010 and 2018, the median gross rent in New Marlborough increased by only 8%. This was a less significant shift than

the increases of 25% and 29% for Berkshire County and Massachusetts, respectively. However, while New Marlborough's median gross rent of \$1,192 was below that of Massachusetts, it was 33% higher than that of Berkshire County.

Table 3.11 New Marlborough, Berkshire County, and Massachusetts: Rental Expense (2010 - 2018)

Municipality	2010	2018	Percent Change
New Marlborough	\$1,108	\$1,192	8%
Berkshire County	\$715	\$894	25%
Massachusetts	\$1,006	\$1,295	29%

Source: 2018 American Community Survey Table DP04

An indicator of need is when more than 50% of renter households pay at least 30% of their income in rent. In New Marlborough in 2018, 36% of renters were cost-burdened. This was a 12% increase over the 2010 rate.

Table 3.12 New Marlborough: Rent as a Percentage of Income (2010 - 2018)

Rents as a Percentage of Income	2010	Percent of Total (2010)	2018	Percent of Total (2018)	Percent Change
Total Renter Households	47	100%	73	100%	55%
Paying 30% or more of income in rent	11	23%	26	36%	136%

Source: 2018 American Community Survey Table DP04

Another indicator of need is when the median-cost rental in the community costs more than 30% of the community's average wage. The median rental amount is subtracted from the affordable rent to reach the affordability gap. New Marlborough demonstrates need by this indicator as the affordable rent at 30% of income is 20%, 24%, and 11% lower than the median gross rent for all jobs, service-providing jobs, and goods-producing jobs, respectively.

Table 3.13 New Marlborough: Rent Compared to Local Wages

Job Type	Average Monthly Wage	Affordable Rent at 30% of Income	Median Gross Rent	Affordability Gap
All Jobs	\$3,180	\$954	\$1,192	-\$238
Service-Providing Jobs	\$3,020	\$906	\$1,192	-\$286
Goods-Producing Jobs	\$3,527	\$1,058	\$1,192	-\$134

Source: 2018 American Community Survey Table DP04; Massachusetts Department of Labor and Workforce Development ES-202

Note: A positive affordability gap indicates that the affordable rent at 30% of income is higher than the median gross rent, and a negative affordability gap indicates the opposite

4. Owner Housing Conditions

New Marlborough's ownership housing stock was almost entirely (98%) single-family residences. The remaining housing stock was 12 units in 2-4 unit structures making up 2% of the total ownership housing stock.

Table 4.1 New Marlborough: Building Type of Owner-Occupied Housing Units (2010 - 2018)

Building Type	2010	2018	Percent of Total (2018)	Percent Change
Single-Family Detached	558	508	96%	-9%
Single-Family Attached	0	9	2%	-
2 Units	5	12	2%	140%
3 or 4 Units	0	0	0%	-
5-9 Units	0	0	0%	-
10-19 Units	11	0	0%	-100%
20-49 Units	0	0	0%	-
50+ Units	4	0	0%	-100%
Mobile Home	0	0	0%	-
Boat, RV, van, etc.	0	0	0%	-
Total Units	578	529	0%	-8%

Source: 2010, 2018 American Community Survey Table B25032

4.1 Homes for Sale

As of November 2020, there were 11 homes listed for sale in New Marlborough found on www.Zillow.com that ranged in price from \$220,883 to \$3,100,000. The average listed home price was \$965,772 and the median listed home price was \$575,000. Four of the total 11 active listing are in excess of \$1,000,000. When these homes are from the equation, the average listed price is \$433,499 and the median listed price is \$489,000.

The following tables provide detail of the current listed properties. Average list prices can be skewed by the limited available housing stock. For example: there is only one listed one-bedroom house that is listed at \$575,000 making this the average list price for the one-bedroom category but this high list price is not typical for a one-bedroom house.

Table 4.2 New Marlborough: Homes Listed for Sale (November, 2020)

Address	# of Bedrooms	List Price
263 E Hill Rd, New Marlborough, MA 01230	5	\$3,100,000
55 Stratford Rd, New Marlborough, MA 01230	5	\$1,795,000
1041 Canaan Southfield Rd, Southfield, MA 01259	5	\$1,399,000
1001 Canaan Southfield Rd, Southfield, MA 01259	4	\$1,295,000
1139 Clayton Mill River Rd, Southfield, MA 01259	4	\$629,990
145 Norfolk Rd, New Marlborough, MA 01230	1	\$575,000
1236 Norfolk Rd, New Marlborough, MA 01230	4	\$564,721
25 Berkshire Woods Rd, Southfield, MA 01259	4	\$489,000
1213 Norfolk Rd, Southfield, MA 01259	3	\$280,000
55 Pine Rd, New Marlborough, MA 01230	2	\$274,900
43 Hartsville-New Marlborough Rd, New Marlborough, MA 01230	3	\$220,883

Source: www.Zillow.com accessed 11/10/20

Table 4.3 New Marlborough: Listed Homes by Number of Bedrooms (November, 2020)

# of Bedrooms in Home	# of Homes Listed	Average List Price
5	3	\$2,098,000
4	4	\$744,678
3	2	\$250,442
2	1	\$274,900
1	1	\$575,000

Source: www.Zillow.com accessed 11/10/20

The *South Berkshire County, MA - Residential Real Estate Report* from Berkshire Realtors compares real estate metrics from June of 2019 with June of 2020 which shows the impacts of COVID-19 during the early months of the pandemic. The summary of the report shows that although the number of total new listings had slightly declined, there were increases across the board in median listing price, median sales prices, new pending sales, and closed sales. Homes listed for sale in June of 2020 were also on the market for less time than the previous year meaning homes were selling faster in 2020. A copy of the report is attached as Appendix A.

4.2 Value of Homes

In 2018, the median sale price in New Marlborough was \$290,000 and the median, single-family home price was \$312,500. These figures were higher than those for Berkshire County, and average for surrounding municipalities. It should be noted that these figures are from Banker and Tradesman and do not account for the inflated sale prices due to COVID-19 that are currently advertised and were discussed in Section 4.1 of this report.

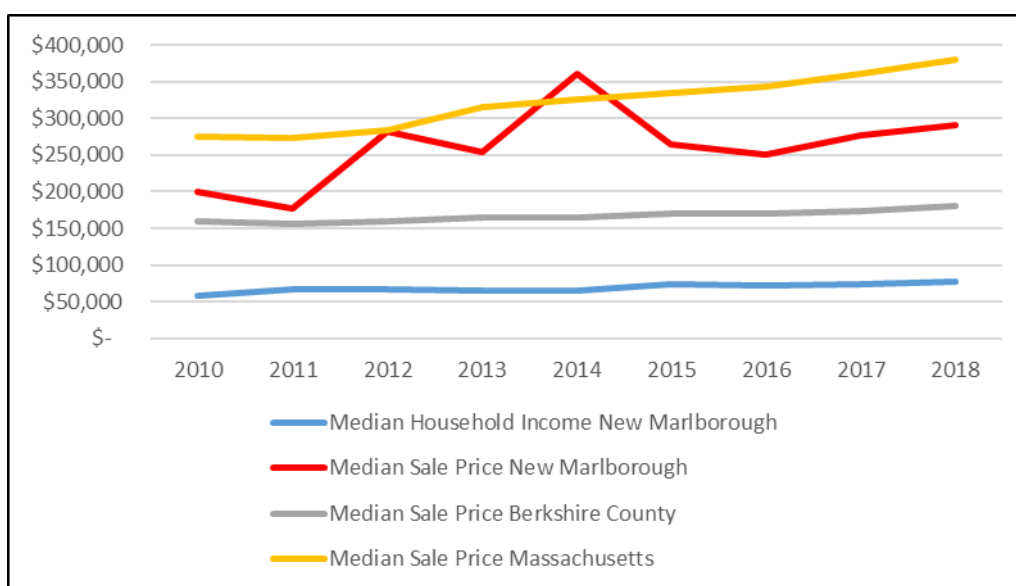
Table 4.4 New Marlborough and Nearby Municipalities: Median Home Value (2018)

Location	Median Sales Price: All	Median Sales Price: Single-Family Home	Median Sales Price: Condominium
New Marlborough	\$290,000	\$312,500	\$290,000
Great Barrington	\$340,000	\$354,000	\$443,750
Monterey	\$337,000	\$378,000	-
Otis	\$215,000	\$298,000	-
Sandisfield	\$198,200	\$265,000	-
Sheffield	\$277,250	\$282,250	-
Tyringham	\$432,500	\$452,000	-
Berkshire County	\$180,000	\$199,700	\$215,000

Source: Banker and Tradesman

Figure 4.1 shows median sales prices from 2010 to 2018 compared to household income. In New Marlborough, median household income has increased 32% since 2010 while the median sales price has increased 45% from \$200,000 to \$290,000.

Figure 4.1 New Marlborough: Median Sales Price Compared to Household Income (2010-2018)



Source: Banker and Tradesman, 2010-2018 American Community Survey Table S2503

4.3 Seasonal Housing

The number of seasonal housing units increased steadily between 1990 and 2018 (27% increase) as detailed in the following table.

Table 4.5 New Marlborough: Seasonal Housing (1990 - 2018)

	1990 Census	2000 Census	2010 Census	2018 ACS	Percent Change since 1990	Percent Change since 2010
Number of Units	284	333	347	360	27%	4%

Source: 1990, 2000, 2010 Decennial Census Table SF1; 2018 American Community Survey Table B25004

Seasonal Vacant Units. Seasonal housing units are those intended for occupancy only during certain seasons of the year and are found primarily in resort areas. Housing units held for occupancy by migratory labor employed in farm work during the crop season are tabulated as seasonal.

Source: <https://www.census.gov/housing/hvs/definitions.pdf>

4.4 Affordability of Home Ownership

Table 4.6 shows the municipality's median income and derives the affordable price and gap with the following assumptions: monthly debt at \$500, 10% down payment, 4% interest rate, 30-year loan term, 2% property taxes, and 1% homeowners' insurance. The assumptions are input into an online mortgage affordability calculator at www.chase.com in order to get the "affordable price." The median sales price is subtracted from the affordable price to reach the affordability gap. New Marlborough had a positive affordability gap of \$23,979. This was lower than the Berkshire County affordability gap of \$52,651, and lower than some of the surrounding municipalities, but higher than the negative affordability gaps of Great Barrington and Tyringham.

Table 4.6 New Marlborough and Nearby Municipalities: Affordability of Homes

Location	Median Income	Affordable Price	Median Sale Price	Affordability Gap
New Marlborough	\$76,731	\$313,979	\$290,000	\$23,979
Great Barrington	\$56,622	\$213,385	\$340,000	-\$126,615
Monterey	\$67,500	\$267,823	\$337,000	-\$69,177
Otis	\$76,058	\$310,618	\$215,000	\$95,618
Sandisfield	\$69,135	\$275,986	\$198,200	\$77,786
Sheffield	\$76,250	\$311,578	\$277,250	\$34,328
Tyringham	\$78,750	\$324,062	\$432,500	-\$108,438
Berkshire County	\$60,476	\$232,651	\$180,000	\$52,651

Source: 2018 American Community Survey Table S1901; Banker and Tradesman

Note: A positive affordability gap indicates that the affordable price is higher than the median sales price, and a negative affordability gap indicates the opposite.

In 2010, 49% of New Marlborough homeowner households with a mortgage paid more than 30% of their annual income towards housing costs. By 2018, this share had declined slightly to 43% of households but this is still a significant figure.

Table 4.7 New Marlborough: Selected Monthly Owner Cost as a Percentage of Household Income (2010 - 2018)

Percent of Income Paid Towards Housing Costs	2010	2018	Percent of Total (2018)	Percent Change
Less than 20.0%	92	114	34%	24%
20.0 to 24.9%	24	40	12%	67%
25.0 to 29.9%	64	37	11%	-42%
30.0 to 34.9%	47	39	12%	-17%
35.0 to 39.9%	16	12	4%	-25%
40.0 to 49.9%	33	26	8%	-21%
50.0% or more	74	68	20%	-8%
Total	350	336	100%	-4%

Source: 2010, 2018 American Community Survey B25091

Fourteen percent (14%) of New Marlborough renter households earned less than \$25,000, 32% earned between \$25,000 and \$49,999, 21% earned between \$50,000 and \$74,999, and 34% earned \$75,000 or more.

Table 4.8 New Marlborough: Household Incomes of Renters

Household Income	Number of Renter-occupied Households	Percent of Total Renter-occupied Households
Less than \$5,000	0	0%
\$5,000 to \$9,999	0	0%
\$10,000 to \$14,999	0	0%
\$15,000 to \$19,999	0	0%
\$20,000 to \$24,999	10	14%
\$25,000 to \$34,999	0	0%
\$35,000 to \$49,999	23	32%
\$50,000 to \$74,999	15	21%
\$75,000 to \$99,999	15	21%
\$100,000 to \$149,999	7	10%
\$150,000 or more	3	4%
Total	73	100%

Source: 2018 American Community Survey Table B25118

The price of a home at the 25th quartile was \$261,500. Assuming this to be the price of an affordable home in New Marlborough, a down payment between 10-20% with a 30-year loan and good credit,

approximately 86% of renter households in New Marlborough could afford a home without additional assistance so long as interest rates were very low. At very high interest rates (9%), only 41% of New Marlborough renter households would be able to afford a home with a 20% down payment and only 31% with a 10% down payment.

The figures in Tables 4.9 and 4.10 do not include associated housing costs, such as property taxes, utilities and general maintenance. It is also assumed that the renter has sufficient funds for the down payment

Table 4.9 New Marlborough: Cost to Buy a Home with 20% Down Payment

Interest Rate	Monthly mortgage payment	Monthly income needed to pay mortgage (without housing cost burden)	Annual income needed to pay mortgage (without housing cost burden)	Percent of total renters in New Marlborough who can afford
1%	\$673	\$2,243	\$26,920	86%
2%	\$773	\$2,577	\$30,920	86%
3%	\$882	\$2,940	\$35,280	86%
4%	\$999	\$3,330	\$39,960	76%
5%	\$1,123	\$3,743	\$44,920	66%
6%	\$1,254	\$4,180	\$50,160	55%
7%	\$1,392	\$4,640	\$55,680	50%
8%	\$1,535	\$5,117	\$61,400	45%
9%	\$3,404	\$11,347	\$136,160	41%

Source: Zillow.com mortgage payment calculator; 2018 American Community Survey B25118

Table 4.10 New Marlborough: Cost to Buy a Home with 10% Down Payment

Interest Rate	Monthly mortgage payment	Monthly income needed to pay mortgage (without housing cost burden)	Annual income needed to pay mortgage (without housing cost burden)	Percent of total renters in New Marlborough who can afford
1%	\$757	\$2,617	\$31,400	86%
2%	\$870	\$3,007	\$36,080	84%
3%	\$992	\$3,430	\$41,160	73%
4%	\$1,124	\$3,883	\$46,600	62%
5%	\$1,263	\$4,367	\$52,400	53%
6%	\$1,411	\$4,877	\$58,520	48%
7%	\$1,566	\$5,413	\$64,960	43%
8%	\$1,727	\$5,970	\$71,640	37%
9%	\$1,894	\$6,547	\$78,560	31%

Source: Zillow.com mortgage payment calculator; 2018 American Community Survey B25118

5. Senior Housing Need

In 2018, there were 231 householders above the age of 65 living in New Marlborough. The majority (55%) of these householders owned their homes.

Table 5.1 New Marlborough: Age Distribution of Senior Householders by Home Type

Householder Age	Number of Renters	% of Total Seniors	Number of Owners	% of Total Seniors
65-74 years old	4	1%	146	36%
75-84 years old	3	0.7%	48	12%
85 years old and older	0	0%	30	7%
Total	7	1.7%	224	55%

Source: 2018 American Community Survey Table B25007, 2018 American Community Survey Table DP05

The age 65 and over population increased by 34% between 2010 and 2018 and is projected to grow an additional 43% from 2018 to 2030. This projection would result in the 65 and over age cohort comprising 43% of New Marlborough's total population.

Table 5.2 New Marlborough: Senior Population and Projections (2010 - 2030)

Age Group	2010 Census	2018 ACS	2030 Population Projections	Percent of Senior Population (2030)	Percent Change 2018 - 2030
65-74 years old	183	214	287	50%	34%
75-84 years old	87	125	226	39%	81%
85 years old and older	31	65	66	11%	2%
Total	301	404	579	100%	43%

Source: 2010 United States Decennial Census Table SF1; 2018 American Community Survey Table DP05; UMASS Donahue Institute Population Projections

Nine percent (9%) of New Marlborough senior households earned less than \$25,000, 23% earned between \$25,000 and \$49,999, 15% earned between \$50,000 and \$74,999, and 54% earned \$75,000 or more.

Table 5.3 New Marlborough: Household Incomes of Senior Households

Income & Benefits	2018	Percent of Total
Less than \$10,000	0	0%
\$10,000 to \$14,999	11	5%
\$15,000 to \$19,999	4	2%
\$20,000 to \$24,999	4	2%
\$25,000 to \$29,999	4	2%
\$30,000 to \$34,999	18	8%
\$35,000 to \$39,999	26	11%
\$40,000 to \$44,999	0	0%
\$45,000 to \$49,999	5	2%
\$50,000 to \$59,999	27	12%
\$60,000 to \$74,999	7	3%
\$75,000 to \$99,999	37	16%
\$100,000 to \$124,999	18	8%
\$125,000 to \$149,999	23	10%
\$150,000 to \$199,999	15	6%
\$200,000 or more	32	14%

Source: 2018 American Community Survey Table B19037

The National Investment Center for Seniors Housing & Care (NIC) provided a grant to NORC at the University of Chicago to fund research on senior housing. The result was a report, *The Forgotten Middle: Many Middle-Income Seniors Will Have Insufficient Resources For Housing And Health Care*¹, which was designed to focus on baby boomers who, when they are over the age of 75, will neither qualify for Medicaid nor be able to afford today's private-pay seniors housing and care options. The minimum amount that seniors will need in order to afford assisted living as it is priced today, as well as out-of-pocket medical expenses is \$60,000. Here are a few key findings:

- The number of middle-income seniors will nearly double to 14.4 Million by 2029 (43% of all seniors)
- Seniors will be more diverse and more educated than today's cohort
- 67% will have three or more chronic conditions
- 60% will have mobility limitations

¹ <https://www.healthaffairs.org/doi/full/10.1377/hlthaff.2018.05233>

- 20% will be defined as “high needs”
- 7.8 Million (54%) will have less than \$60,000 annual financial resources, even when including housing equity. This group grows to 11.6 Million (81%) when excluding housing equity.²

In Massachusetts, a single-person household must have an annual income of \$16,971 or less to be eligible for Medicaid and a two-person household must have an annual income of \$22,930 or less to be eligible. Medicaid can provide long-term care for seniors who earn low income but there is a large gap between those who earn income low enough to be eligible and senior who can pay for out-of-pocket medical expenses. In this regard, the “forgotten middle” would be seniors earning between \$25,000 and \$60,000 annually. In New Marlborough, an estimated 80 seniors would be in this income category, which comprises 35% of the total senior population.

Senior householders in New Marlborough were likely to have longer housing tenures, with 63% of householders having moved into their homes before 2000. This was truer for homeowners than renters, with 63% of senior homeowners having moved into their home before 2000 and only 43% of senior renters having moved into their home before 2000.

Table 5.4 New Marlborough: Tenure by Year of Senior Householder

Year Moved Into Home	Number of Renters	Percent of Renters	Number of Owners	Percent of Owners
2017 or later	0	0%	3	1%
2010 to 2016	0	0%	26	12%
2000 to 2009	4	57%	53	24%
1990 to 1999	0	0%	25	11%
1989 or earlier	3	43%	117	52%
Total	7	100%	224	100%

Source: 2018 American Community Survey Table B25128

Over 50% of New Marlborough senior renter households were cost-burdened (57%) meaning they pay 30% or more of their monthly income on housing. This compares with the 43% of senior renter households in Berkshire County.

² <https://www.nic.org/blog/health-affairs-launches-the-forgotten-middle/>

Table 5.5 New Marlborough: Percentage of Senior Renters' Income Spent on Housing Costs

Senior Renters' Income Spent on Housing Costs	2018	Percent
Number paying 30% or more of income in rent	4	57%
Total Senior (65+ years) renters	7	100%

Source: 2018 American Community Survey Table B25072

Approximately 25% of New Marlborough senior homeowner households were cost-burdened. This compares with the 31% of senior homeowner households in Berkshire County.

Table 5.6 New Marlborough: Percentage of Senior Owners' Income Spent on Housing Costs

Amount Spent on Housing Costs	2018	Percent
Less than 20.0%	122	54%
20.0 to 24.9%	35	16%
25.0 to 29.9%	12	5%
30.0 to 34.9%	16	7%
35.0% or more	39	17%
Total Senior (65+ years) Owners	224	100

Source: 2018 American Community Survey Table B25093

6. Special-Needs Housing

In New Marlborough, 96% of seniors had some disability or limitation. Among these, the most common were ambulatory difficulties (28%), hearing difficulties (23%), and independent living difficulties (15%).

Table 6.1 New Marlborough: Seniors with Disabilities or Limitation

Disability or Limitation	2018	Percent of All Seniors
Hearing Difficulty	93	23%
Vision Difficulty	37	9%
Cognitive Difficulty	42	10%
Ambulatory Difficulty	115	28%
Self-Care Difficulty	41	10%
Independent Living Difficulty	60	15%
Total	388	96%

Source: 2018 American Community Survey Table S1810

Note: The total figure, a sum of the distinct disability categories, maybe overstated as some residents may belong to more than one category.

7. Foreclosures, Blighted, and Sub-Standard Properties

As of May 2020, there were four foreclosed or pre-foreclosed homes in New Marlborough listed on Zillow.com, RealtyTrac.com, and HomePath.com. Of these, three were foreclosed and one was pre-foreclosed. The median value for a foreclosed home was \$99,900 and the average value for a foreclosed home was \$105,067. The value of the pre-foreclosed home was \$500,368.

Table 7.1 New Marlborough: Foreclosed and Pre-Foreclosed Homes by Bedroom

Number of Bedrooms in Home	Number of Homes	Average Home Value	Median Home Value
5	1	No Value Listed	No Value Listed
4	1	\$500,368	\$500,368
3	1	\$215,300	\$215,300
2	1	\$99,900	\$99,900

Source: Zillow.com; RealtyTrac.com; HomePath.com accessed on 5/4/2020

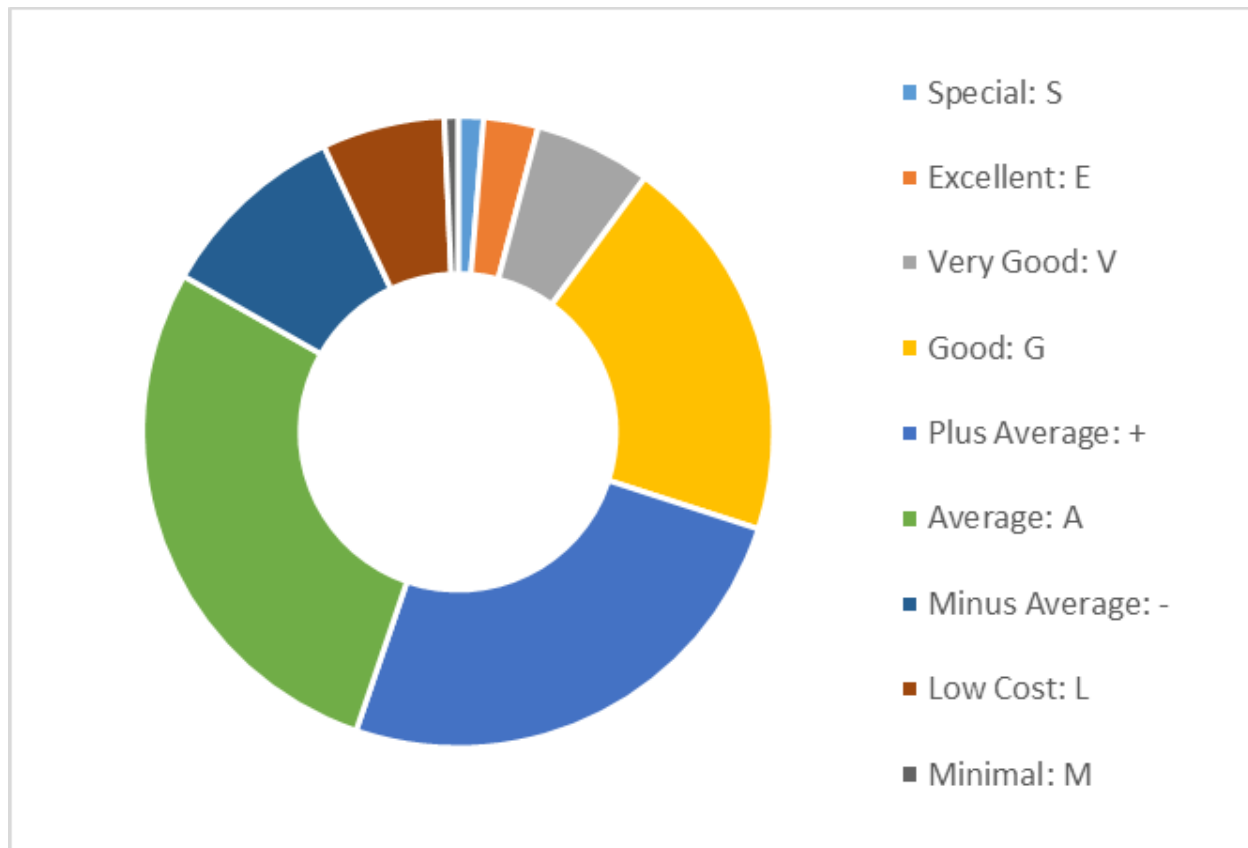
As noted in Table 7.2 and Figure 7.1, only 168 homes out of the total 1,001 assessed properties are below average grade (17%). Of those homes, 131 (78%) were built prior to 1980.

Table 7.2 New Marlborough: Assessed Grade of Residential Homes

Property Grade	Number of Properties	Percent of Properties
Special: S	13	1%
Excellent: E	28	3%
Very Good: V	60	6%
Good: G	199	20%
Plus Average: +	253	25.3%
Average: A	280	28%
Minus Average: -	98	10%
Low Cost: L	63	6%
Minimal: M	7	1%
Total Assessed Properties	1,001	100%

Source: New Marlborough Board of Assessors (accessed 6/2/2020)

Figure 7.1 New Marlborough: Assessed Grade of Residential Homes



Source: New Marlborough Board of Assessors (accessed 6/2/2020)

*The determination of *Grade* rankings are entirely subjective and are relative to other homes in New Marlborough. For example: *Average* grade is what the Assessor deems “average” for the Town whereas *Fair* and *Poor* would be a lesser grade than what is deemed *Average*.

8. Seasonal Housing Needs

Between February and July of 2018, New Marlborough total employment increased from 305 to 394 (29% increase). This compares with an increase in Berkshire County employment of 7% over the same period. This indicates that seasonal employment industries such as tourism and accommodations were crucial for New Marlborough. Furthermore, seasonal housing units made up 35% of New Marlborough's total housing stock in 2018. This compares to a share of 14% for all of Berkshire County.

Table 8.1 New Marlborough and Berkshire County: Seasonal Employment

Seasonal Employment	New Marlborough 2018	Berkshire County 2018
February Employment	305	59,612
July Employment	394	63,764
% Difference	29%	7%

Source: Massachusetts Department of Labor and Workforce Development ES-202

Table 8.2 New Marlborough and Berkshire County: Seasonal Housing

Seasonal Housing	New Marlborough 2018	Berkshire County 2018
Total Housing Units	1,033	69,393
Seasonal, Recreational, or Occasional Use	360	9,409
% Seasonal	35%	14%

Source: 2018 American Community Survey Table B25004, DP04

9. Review of Town-Related Housing Efforts

9.1 Existing Planning Documents and Zoning

The Town of New Marlborough: Comprehensive Plan

The following is an excerpt from the Executive Summary of the 2010 New Marlborough Comprehensive Plan:

“The majority of homes in the town are single family. Historically, homes have been clustered in one of the town’s five villages. Development trends over the past decade point to a shift from the village centers to rural areas and on larger lots than previously seen. At the same time housing sales prices have risen steeply. New Marlborough seeks to retain a healthy balance of year-round, seasonal and second home owners. In order to do this, the town has planned for land uses that offer more housing variety to meet needs of different ages, incomes, and preferences.”

Housing Goals:

- Supply Housing for All Life’s Stages
- Offer A Range of Home Prices

A copy of the New Marlborough Comprehensive Plan can be found online through the following link:

https://www.newmarlboroughma.gov/sites/g/files/vyhlf4771/f/uploads/nm_comprehensive_plan.pdf

Protective (Zoning) Bylaws (last amended May 6, 2019)

The following two tables detail the Town's zoning bylaws. The table of Dimensional Requirements list the size constraints for each zoning district in town that allows housing. The Permitted Use table indicates the types of dwellings that are allowed (under current zoning bylaw) in each district.

Table 9.1: Dimensional Requirements by District

District	Minimum Lot Area	Minimum Lot Frontage	Minimum Setback (front)	Minimum Setback (side/rear)	Maximum # of Dwellings Per Lot
Rural Residential District (RRD)	1 acre	150 ft	40 ft	25 ft	1
Village Center Residential District (VCRD)	1 acre	150 ft	40 ft	25 ft	1

Table 9.2: Permitted Use by District

Type of Dwelling	District and Permitted Use
Single-Family Dwelling	Rural Residential District (RRD) and Village Center Residential District (VCRD). <i>Use permitted by right.</i>
Multi-Family Dwelling	Rural Residential District (RRD) and Village Center Residential District (VCRD). <i>Use permitted by Special Permit.</i>
Travel Trailer / Mobile Home	Rural Residential District (RRD) and Village Center Residential District (VCRD). <i>Use permitted by Select Board.</i>

A copy of the New Marlborough Zoning Bylaws can be found online through the following link:

https://www.newmarlboroughma.gov/sites/g/files/vyhlf4771f/uploads/nm_protective_zoning2019_0.pdf

9.2 Community Engagement Process

The Town of New Marlborough Housing Committee conducted a surveying process to ask housing related questions. The responses to the questionnaires provides anecdotal information that should be coupled with the data presented in this report to provide a more holistic perspective of housing in town.

Questionnaire for Businesses

The following is a summary of the responses from local businesses (employers and employees). It should be noted that there were limited responses to this questionnaire and the information presented is not indicative of the entire town of New Marlborough.

- Fifty-seven percent (57%) of respondents live in households with two adults. The remaining 43% were one adult households.
- There was a fairly even distributions of households with children; 21% - one child, 21% - two children, 21% - three children, and 36% - no children.
- The following is a summary of the respondents family income:
 - Less than \$30,000 – (46%)
 - \$30,000-\$39,999 – (15%)
 - \$40,000-\$49,999 – (15%)
 - \$70,000-\$79,999 – (8%)
 - \$80,000+ - (15%)
- The following is a summary of the respondents residency:
 - New Marlborough – (14%)
 - Great Barrington, Egremont, Sheffield, or Alford – (21%)
 - Otis, Becket, Pittsfield, Canaan, Hinsdale, or Millerton – (14%)
 - Other – (50%)
- The vast majority of the respondents did not live in New Marlborough but reported that they would prefer to live in town but could not find affordable housing that met their needs.
- More than half (57%) of respondents reported they would be interested in renting in New Marlborough. Twenty-nine percent (29%) were interested in either renting or buying, 7% were interested in buying, and 7% selected “Not Applicable”.
- Seventy-nine percent (79%) of respondents would prefer to live in a house, 14% would prefer to live in an apartment, and 7% would prefer to live in a townhouse.

- Seventy-one percent (71%) of respondents would prefer to live in a two-bedroom home, 21% would prefer a three-bedroom home, and 7% would prefer a studio.
- The following is a summary of what respondents would be willing to pay in rent:
 - Less than \$750 – (7%)
 - \$750-\$999 – (43%)
 - \$1,000-\$1,249 – (36%)
 - The remainder of respondents were not interested in renting.
- When asked what price range respondents would be willing to pay to buy a home, the majority (43%) reported they were not interested in buying a home in New Marlborough. Thirty-six percent (36%) reported they would be willing to pay under \$250,000 and 21% would be willing to pay between \$250,000 and \$299,999.
- Seventy-nine percent (79%) of respondents stated they would be interested in renting an attached townhome or apartment in a small, multi-family development or an apartment in a single family home converted into multi-family housing. The remainder of respondents would not be interested in this type of housing.

Questionnaire for Young Adults

The following is a summary of the responses from young adults (the respondents ages range from 23 years old to 30). Again, it should be noted that there were limited responses to this questionnaire and the information presented is not indicative of the entire town of New Marlborough.

- Average age of respondents was 26 years old.
- More than half of respondents grew up in Berkshire County.
- More than half of respondents currently live in Berkshire County.
- The average size of respondent's current home is 2.6 bedrooms.
- Seventy-five percent (75%) of respondents earned annual incomes of under \$50,000.
- The average monthly budget for housing of the respondents was approximately \$1,100.
- The average desired purchase price of a home of the respondents was approximately \$200,000.
- Perhaps most notably, every respondent would prefer to live in New Marlborough over their current residence if there was housing to meet their needs.

Questionnaire for Seniors

The following is a summary of the responses from senior residents in New Marlborough. By the end of calendar 2020, the survey was still active and more responses are expected. The results shown in this section are from 95 respondents. Please note that not every respondent answered every question of the questionnaire.

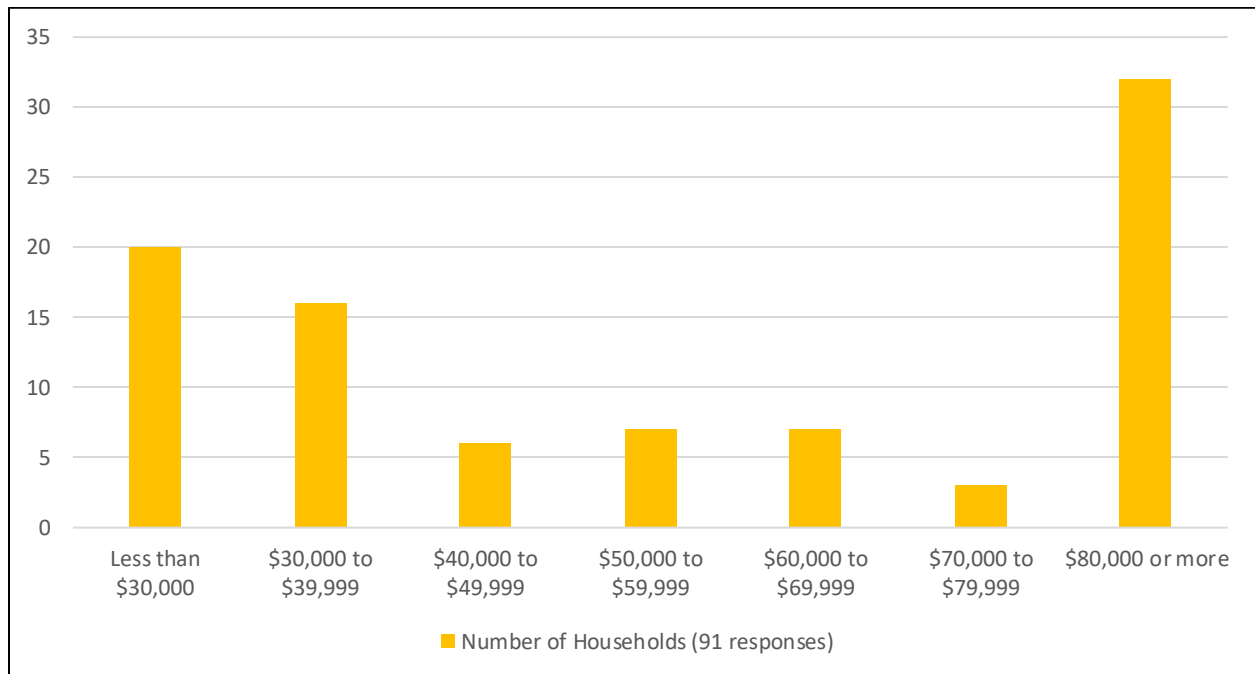
- The average age of respondents was 74 years old.
- The average household size for these respondents was 1.9 people.
- When asked whom the respondents lived with, 92% said they lived with a significant other and 20% said they lived with their adult son(s)/daughter(s). Twelve percent (12%) of respondents lived with both a significant other and their adult son(s)/daughter(s).
- When asked to describe their current housing situation, 95% of respondents said they were currently living in New Marlborough and happily living in a long-term housing situation. Five percent (5%) of respondents answered that they were currently living in New Marlborough but would like to find more affordable housing options.
- When asked what type of home respondents would prefer to live in, 89% would prefer to live in a standalone house, 1% would prefer a townhouse, and 1% would prefer an apartment. Several respondents would be open to more housing options; 4% would like a house, townhouse, or apartment; 3% would like a house or townhouse; and 1% would like a townhouse or apartment.
- When asked what living arrangement respondents preferred, 84% of them would prefer an independent location. The remaining respondents would prefer options such as multi-age housing or senior-only housing with attached and detached dwelling units.
- Fifty-one percent (51%) of respondents would prefer to live in a 3-bedroom home, 42% prefer two bedrooms, 5% prefer one bedroom, and 1% would prefer a studio.
- When asked how much respondents would want to pay for rent, 64% responded that they are not interested in renting. Twenty-three percent (23%) of respondents would only be able to afford monthly rent if it were under \$1,000. Only 13% of respondents interested in renting could pay in excess of \$1,000 per month.
- When asked how much respondents would be willing pay to purchase a home, 85% percent responded that they are not interested in purchasing a home. Four percent (4%) said they could afford a home selling for under \$250,000, 5% could afford a home selling between \$250,000

and \$299,999, 4% could afford a home selling between \$300,000 and \$399,999, and 1% could afford a home selling for \$400,000 or more.

- Most respondent were not interested in renting. However, 24% would be interested in renting if there were options such as an attached townhome or apartment in a small multi-family development, a single accessory dwelling unit on the property of an existing home, or an apartment in a home converted to multi-family occupancy.
- When ask if respondents would be willing to convert a portion of their existing property to rent at an affordable rate, 7% responded “yes”.

Figure 9.1 is a summary of income groups reported by the respondents of the questionnaire.

Figure 9.1 New Marlborough: Households by Income (from Senior Questionnaire)



Source: New Marlborough Senior Survey

The questionnaire concluded with a section to leave any comments or questions. Several of the responses expressed interest in denser housing options such as a housing complex or condominium association that should include amenities to make the homes more age-friendly. Another primary concern was transportation. When residents reach an age where they can no longer drive, their options for housing, shopping, social activities, recreation, etc. are very limited. This is a factor which inhibits

residents from being able to age-in-place and will likely lead to them being forced to leave New Marlborough to seek more appropriate housing for their needs. Other comments suggested adaptive reuse of existing buildings to create affordable housing and the desire some seniors may have to downsize but cannot do so and stay in town because of the high costs of housing.

10. Implementation Recommendations

Like much of the rest of rural New England, New Marlborough's population is declining and aging, and the economy is increasingly tilting towards lower wage employment sectors. At the same time, the area remains popular relocation destination for people with high disposable incomes. As a result, the Town has seen an increase of both higher and lower income levels but experienced a depletion of its middle-income households.

Despite the declining population, housing inventory remains extraordinarily limited. Housing units are generally old and listed prices are high. To some extent, these are not new circumstances, but housing costs have become increasingly unattainable due to people relocating because of COVID-19 which has driven up costs and further strained the limited housing market. A supply analysis shows that there is a deficit of homes affordable to households in the middle-income category and a deficit for households at the lowest income levels. This is particularly true of for-rent housing, where there is a 0% vacancy rate, and 36% of renter households are cost burdened. Even homeowners are relatively more cost burdened in New Marlborough (29%) when compared to Berkshire County as a whole (24%).

There are some hopeful data points, however. Median rents have increased (8% since 2010), but not as high as in the County or the State. In addition, since 2010 there has been a reduction in the percent of owner-occupied households paying 30% or more of their incomes on housing.

For the purpose of keeping town planning documents consistent, the following goals have been taken from *The Town of New Marlborough: Comprehensive Plan* which was adopted by the Planning Board on January 10th, 2010. All of the following goals and implementation strategies are from *Chapter 4: Housing*. Given the data, particularly the supply and cost-burden data, New Marlborough should continue pursuing the housing strategies of *The Town of New Marlborough: Comprehensive Plan*, including providing assistance to support new affordable housing units. The Town should continue zoning efforts to promote the production of a variety of new housing units.

Housing Goal 1: Supply Housing for All Life's Stages

The town will offer varying housing options to meet the needs of the complete age range of its residents – from starter homes, cottages, studios, bungalows, lofts, live/work units, and low-maintenance multi-family options such as patio homes or townhomes. This range will ensure the long-term viability of a healthy year-round population and diverse demographic in the town to retain the sense of community and support local businesses.

- **Policy H1.1: Proactively Address Current and Future Housing Needs** The town will work to identify current and anticipated housing needs for existing and potential residents
 - **ACTION 1: DEVELOP AND IMPLEMENT A HOUSING PRODUCTION PLAN** Develop a housing production plan to identify housing needs and specific strategies for the town to implement to address those needs.
 - **ACTION 2: COMMUNITY PRESERVATION ACT** Assign a committee to conduct a community outreach and education campaign on the Community Preservation Act in the months before the town meeting at which it will be brought forward for vote.
- **Policy H1.2: Increase Housing Variety** Support the development of single-family attached and small multi-family unit options to meet housing needs of the young and aging.
 - **ACTION 1: ENCOURAGE HOUSING DIVERSITY IN VILLAGE CENTERS** Allow up to four-unit structures by right in the village center districts to increase housing diversity of type and price and to support local businesses in those locations.

Housing Goal 2: Offer A Range of Home Prices

The town recognizes the challenges municipalities face when essential members of the community like teachers, contractors, police, and fire fighters struggle to afford to live in the communities they serve. The town will work to monitor and to address housing affordability needs to ensure citizens, who desire to, can live and work in the town.

- **Policy H2.1: Track Housing Mix and Affordability** Work with Berkshire Regional Planning Commission (BRPC) to track housing mix, price and income trends to determine the status of housing affordability in the town.
 - **ACTION 1: COORDINATE WITH BERKSHIRE BENCHMARKS ON MUNICIPAL DATA NEEDS** Coordinate with the Berkshire Benchmarks program of the BRCP to identify the key statistics the town will need on an annual basis. These statistics can help shape the

community profiles that will be created and made available on the Berkshire Benchmarks project website on an annual basis.

Recommendations

- Earn the designation of a “CPA Community” through the Community Preservation Act. This will create a local community preservation fund to help subsidize housing related efforts in town.
- Coordinate with housing authorities to increase the supply of rental, affordable, and senior housing in town. This report has identified deficits in housing in all three of these categories. Some examples of resources are the Berkshire Housing Development Corporation and Construct Inc.
- Redevelop blighted properties into rental, affordable, and senior housing units. Some examples of resources are the Neighborhood Renewal Division and the Community Development Block Grant program.
- Provide financial incentives or tax abatements to homeowners to create rental housing options within existing structures on their properties or to create new accessory dwelling units.
- Create a program that collects data on short-term rentals in town to ensure these properties are taxed appropriately. Revenue collected from these properties can be allocated towards future housing efforts in town.
- Implement a down payment assistance program for prospective homebuyers and – once the supply of rental properties has increased – implement a rental assistance program for market rate rental units.

11. Resource Guide

11.1 Housing Partnerships

Berkshire County Regional Housing Authority

Berkshire County Regional Housing Authority has programs for rental tenants, landlords, and homeowners. The Authority's services include:

Legal, Housing, and Consumer Counseling – Includes counseling on landlord/tenant law, fair housing laws, foreclosure laws, lead paint law, housing rehabilitation law, financial assistance, subsidized and public housing resources, budgeting and financial planning assistance, and housing search strategies.

Tenancy Preservation Program (TPP) – Homeless prevention program that works with individuals and families facing eviction as a result of behaviors related to a disability. TPP assists the tenant and the property owner to determine whether the disability can be reasonably accommodated, and the tenancy preserved. If tenancy cannot be preserved, TPP coordinates the tenant's transition to a more appropriate placement.

Dispute Resolution/Mediation Program – Provides community-based and court-connected dispute resolution services for tenants, landlords, homeowners, neighborhoods, consumers, and other stakeholders including mediation, conflict coaching, conciliation and facilitation. The program also offers dispute resolution training courses.

Foreclosure Prevention Counseling/Negotiation/Mediation – Provided in conjunction with the Attorney General's Office of Massachusetts, CHAPA, and the Western Massachusetts Foreclosure Prevention Center. Applicable areas include foreclosure laws, reinstatement and payment plans, budgeting and financial literacy classes, credit restoration, and loan modification options.

Affordable Housing Programs – Administers housing subsidies for 41 Section 8 SRO units in two connected buildings in North Adams.

SSVF – Partnership with Solder On to provide housing assistance to veterans struggling with homelessness or other issues related to housing, health care, or substance abuse.

Contact Information

Brad Gordon, Executive Director

Phone: 413-443-7138 x216

Email: bradg@bcrha.com

Webpage(s): <http://www.bcrha.com/>

Applicable to: residents

Berkshire Housing Development Corporation (BHDC)

Serving all of Berkshire County, BHDC seeks to “improve the quality of life for residents of Berkshire County by increasing affordable housing opportunities; delivering community development programs and projects; and operating a professional management company.” BHCD is the most prominent housing development organization in the region. The organization has the experience and development capacity to provide technical assistance to less experienced groups and developers.

Contact Information

Elton Ogden, Executive Director

Phone: 413-344-4805

Email: eogden@berkshirehousing.com

Webpage(s): <http://www.berkshirehousing.com/>

Applicable to: municipalities; residents

Berkshire Taconic Community Foundation

Berkshire Taconic Community Foundation works to “strengthen communities through philanthropy and leadership” and ensure “all residents have opportunity for economic mobility and a high quality of life” throughout Berkshire County as well as several regions in Connecticut and New York. The foundation’s HousingUs initiative is a “tri-state collaborative effort of nonprofit organizations and community leaders to promote affordable housing options in towns throughout our region.” The Accessory Apartment Program provides technical assistance as well as funding opportunities in order to promote, package, and build affordable housing.

Contact Information

Peter Taylor, Executive Director

Phone: 413-229-0370 x121

Email: ptaylor@berkshiretaconic.org

Webpage(s):

<https://www.berkshiretaconic.org/bGivebCurrentFutureDonors/DonatetoaFund/HousingUs/AccessoryApartmentProgram.aspx>

Applicable to: municipalities; residents; affordable housing developers

Habitat for Humanity

Habitat for Humanity “partners with people in [local communities], and all over the world, to help them build or improve a place they can call home. Habitat for Humanity’s local affiliates within Berkshire County are the Central Berkshire Habitat for Humanity located in Pittsfield and Northern Berkshire Habitat for Humanity located in North Adams. Programs provided by Habitat and its affiliates include:

Volunteer Income Tax Assistance (VITA) Program – Free federal and state tax preparation for those with household incomes under \$56,000. VITA is funded by the Berkshire United Way and administered by the Central Berkshire Habitat for Humanity.

Neighborhood Revitalization Program – Projects include Brush with Kindness Program (exterior painting and minor repairs), critical home repairs (repairs to alleviate health, life, and safety/code issues), and weatherization (improvements in energy efficiency and indoor air quality).

Contact information

Central Berkshire Habitat for Humanity

Carolyn Valli, CEO

Email: cvalli@berkshirehabitat.org

Phone: 413-442-3181

Webpage(s): <https://berkshirehabitat.org/>

Applicable to: residents

Northern Berkshire Habitat for Humanity

Elisabeth Goodman, President

Email: <http://northberkshirehabitat.org/contact>

Phone: 413-664-4440

Webpage(s): <http://northberkshirehabitat.org/>

Applicable to: residents

Habitat for Humanity International

Phone: 800-422-4828

Email: <https://www.habitat.org/contact/form>

Webpage(s): <https://www.habitat.org/>

Applicable to: residents

Community Development Corporation of South Berkshire

The Community Development Corporation of South Berkshire builds affordable housing and create living-wage jobs by working collaboratively with town governments, open space organizations, and other local nonprofits.

Contact information

Email: info@cdcsb.org

Phone: 413-528-7788

Webpage(s): <https://cdcsb.org/>

Construct Inc. – Great Barrington

“For over fifty years, Construct has been the leader in the fight against homelessness and housing insecurity in the southern Berkshires.

We have over 80 affordable permanent housing options: This includes 20 units that prioritize homeless families and individuals. Of which, 13 are for homeless who need supportive services. In addition, we have 10 units (bedrooms) of transitional housing for homeless men and women.

Construct also provides support services through Cara Davis Project Home – everything from emergency assistance, transitional housing, workforce development, housing, and financial counseling.

Our Board of Directors meets monthly, on the third Wednesday of every month, and annually on the second Wednesday in June. Please contact us for more information if you would like to attend one of these meetings.

Construct is a 501 (3) (c) not for profit organization.”

Contact information

Email: info@constructberkshire.org

Phone: 413-528-1985, 413-528-1986

Webpage(s): <https://constructinc.org/>

Local Housing Authorities

Adams Housing Authority

Patti Volpi, Executive Director

Phone: 413-743-5924

Email: adamsha@bcn.net

Webpage(s): <http://www.ahauthority.com/Home.aspx>

Dalton Housing Authority

Susan Gregor, Executive Director

Phone: 413-684-2493

Email: SGregory@daltonhousing.org

Webpage(s): <https://www.daltonha.com/>

Great Barrington Housing Authority

Tina Danzy, Executive Director

Phone: 413-274-1142

Email: <https://www.townofgb.org/user/2543/contact>

Webpage(s): <https://www.townofgb.org/housing-authority>

Lee Housing Authority

Phone: 413-243-3464

E-mail: leehousingauthority@verizon.net

Lenox Housing Authority

Barbara Heaphy, Executive Housing Director

Phone: 413-637-5585

E-mail: bheapy@townoflenox.com

Webpage(s): <https://www.townoflenox.com/housing-authority>

North Adams Housing Authority

Jennifer Hohn, Executive Director

Phone: 413-663-5370

Email: jenn_hohn@northadamsha.com

Webpage(s): <https://northadamsha.com/>

Pittsfield Housing Authority

Sharon LeBarnes, Executive Director

Phone: 413-443-5936

Email: info@pittsfieldhousing.org

Webpage(s): <http://pittsfieldhousing.org/>

Stockbridge Housing Authority

Andrea Lindsay, Executive Director

Phone: 413-298-3222

Email: stockbridgeha@gmail.com

Webpage(s): <http://www.stockbridgehousing.com/>

Williamstown Housing Authority

Tammy Andrews, Executive Director

Phone: 413-458-8282

E-mail: wmstnha@outlook.com

Webpage(s): <http://www.williamstownha.com/Home.aspx>

Women's Institute for Housing and Economic Development

The Women's Institute is a national affordable housing development organization, whose mission is to "promote economic resilience and stable homes by developing and preserving high quality affordable and supportive housing, with an emphasis on under-served populations." The Women's Institute serves as the developer or development consultant for projects relating to creation of affordable housing, permanent supportive housing, permanent supportive housing for veterans, congregate housing, workforce housing, and mixed-use development. The organization is also interested in preserving and stabilizing existing housing that might otherwise be converted to higher market-rate rents or deteriorate as the properties age. The Women's Institute can provide expertise in the following areas: pre-development, pre-construction, construction, operations and asset management, and general project management.

Contact information

Loni Willey, COO

Phone: 800-720-1195 x104

Email: lwilley@wihed.org

Webpage(s): <http://www.wihed.org>

11.2 Federal Resources

United States Department of Housing and Urban Development

Making Home Affordable (MHA)

Under the MHA umbrella there exist a number of programs to assist homeowners who are at risk of foreclosure and otherwise struggling with their monthly mortgage payments. The majority of these programs are administered through the US Department of Housing and Urban Development's Federal Housing Administration (FHA). Distressed homeowners are encouraged to contact their lenders and loan servicers directly to inquire about foreclosure prevention options that are available.

Modify or Refinance Your Loan for Lower Payments

Home Affordable Modification Program (HAMP) – HAMP lowers monthly mortgage payment to 31 percent of the homeowners verified monthly gross (pre-tax) income to make payments more affordable. The typical HAMP modification results in a 40 percent drop in a monthly mortgage payment. Eighteen percent of HAMP homeowners reduce their payments by \$1,000 or more.

Principal Reduction Alternative (PRA) – PRA helps homeowners whose homes are worth significantly less than they owe by encouraging servicers and investors to reduce the amount you owe on your home.

Second Lien Modification Program (2MP) – Mortgage modification or principal reduction on second mortgage, home equity loan, HELOC, or some other second lien for homeowners whose primary mortgage has been modified through HAMP.

Home Affordable Refinance Program (HARP) – Mortgage refinancing available to homeowners who are current on their mortgage but are unable to obtain a traditional refinance due to a decline in home value.

“Underwater” Mortgages

Home Affordable Refinance Program (HARP) – See above.

Principal Reduction Alternative – See above.

Treasury/FHA Second Lien Program (FHA2LP) – Second mortgage reduction or elimination for homeowners whose primary mortgage has been modified through FHA Short Refinance. Total amount of modified mortgage debt cannot exceed 115% of home's current value.

Assistance for Unemployed Homeowners

Home Affordable Unemployment Program (UP) – Temporary reduction or suspension of mortgage payments for at least twelve months for unemployed homeowners seeking re-employment.

FHA Special Forbearance – Extension of forbearance period by either reducing or suspending mortgage payments for up to twelve months for homeowners who have become unemployed and have no other sources of income.

Managed Exit for Borrowers

Home Affordable Foreclosure Alternatives (HAFA) – Short sale or deed-in-lieu of foreclosure for homeowners who cannot afford their mortgage payments and are interested in transitioning to more affordable housing.

“Redemption” – Period after home has been sold at foreclosure sale when it may still be reclaimed through the payment of the outstanding mortgage balance and all costs incurred during the foreclosure process.

Loss Mitigation for FHA-Insured Homeowners

FHA Home Affordable Modification Program (HAMP) – See above.

HOPE for Homeowners (H4H) – Mortgage refinancing for homeowners who cannot make their payments but can afford a new FHA-insured loan.

Contact information

National Servicing Center (NSC)

Phone: 877-622-8525

Webpage(s): https://www.hud.gov/program_offices/housing/sfh/nsc/

Federal Housing Administration (FHA) Outreach Center

Phone: 1-800-CALL FHA / 800-225-5342

Email: answers@hud.gov

Webpage(s): https://www.hud.gov/program_offices/housing/fhahistory

Applicable to: residents

Community Development Block Program (administered at state level)

CDBG provides annual block grants to larger cities (entitlement communities) and to non-entitlement communities through a competitive proposal process. States also receive annual grants for re-distribution to non-entitlement communities. Currently, 37 entitlement communities in Massachusetts receive annual allocations directly from HUD, and DHCD receives an annual allocation that it awards through a once-a-year grant competition open to all non-entitlement communities.

CDBG funds can be used for a wide range of activities, including housing. Recipient communities may choose from a wide array of program eligible projects and planning activities. Income targeting is flexible. At least 51 percent of the beneficiaries of a CDBG-funded activity must be low- or moderate-income households, or the activity must remove slums or blight or fill an urgent community need.

Eligible housing activities include project planning, rental development and rehabilitation, first-time homebuyer assistance, and homeowner rehabilitation loan and grant programs. Homeowner rehabilitation programs are particularly popular. New construction of housing is not eligible, except under very limited circumstances. CDBG loan repayments can support additional CDBG-eligible activities. Entitlement communities and DHCD each publish an annual action plan that outlines how they plan to spend CDBG funds in the coming year. The annual plan must be consistent with their Consolidated Plan.

Non-entitlement communities can apply to DHCD for CDBG funding for local activities under the Community Development Fund (CDF), which accepts applications in an annual competition for almost any CDBG-eligible activity. Funds are awarded based on a community's needs score, however, meaning more affluent communities have a low chance of receiving an award. Frequently funded housing activities include housing rehabilitation loan programs and grants for planning or acquisition costs, as well as housing authority property improvements.

To take advantage of state CDBG funding, a community with limited staff may need to hire a consultant or enlist the services of an experienced housing agency. Regional planning agencies often help small

towns apply for and manage CDBG funds. DHCD also accepts regional applications to enable smaller communities to partner with an experienced neighbor to offer housing rehabilitation programs.

Contact information

Webpage(s):

<https://www.hud.gov/states/massachusetts/community/cdbg>

https://www.hud.gov/program_offices/comm_planning/communitydevelopment/programs

Applicable to: municipality

Foreclosure Avoidance Counseling

HUD-approved housing counseling agencies are available to provide information and assistance needed to avoid foreclosure. As part of President Obama's comprehensive Homeowner Affordability and Stability Plan (HASp), there is eligibility for special Making Home Affordable loan modification or refinance, to reduce monthly payments and maintain home ownership. Those eligible for the loan modification or refinance program can work with a counselor to compile an intake package for their servicer.

Foreclosure prevention counseling services are provided free of charge by non-profit housing counseling agencies working in partnership with the Federal Government. These agencies are funded, in part, by HUD and NeighborWorks® America. There is no need to pay a private company for these services.

Contact information

Webpage(s):

<https://apps.hud.gov/offices/hsg/sfh/hcc/fc/index.cfm?&webListAction=search&searchstate=MA&filterSvc=dfc>

Applicable to: residents

Good Neighbor Next Door

Law enforcement officers, pre-Kindergarten through 12th grade teachers and firefighters/emergency medical technicians can contribute to community revitalization while becoming homeowners through HUD's Good Neighbor Next Door Sales Program. HUD offers a substantial incentive in the form of a

discount of 50% from the list price of the home. In return the homeowner must commit to live in the property for 36 months as his or her sole residence.

Contact information

Phone: 1-800-CALL FHA / 800-225-5342

Email: answers@hud.gov

Webpage(s): https://www.hud.gov/program_offices/housing/sfh/reo/goodn/gnndabot

Applicable to: residents living in designated “revitalization areas”

HOME Investment Partnership Program

HOME is a federally funded program that assists in the production and preservation of affordable housing for low and moderate-income families and individuals. The program funds a broad range of activities including new construction, acquisition and rehabilitation of rental properties. Zero or low interest loans are available for housing developers who pass these loans on to homebuyers and renters. This program targets very low and low-income households. In a rental program, 20% of units must be set aside for households earning 50% or less of the area median income. In a home ownership program, it is necessary that all households are at 80% or less of the area median income without regard to proportions.

Contact information

Webpage(s):

https://www.hud.gov/program_offices/comm_planning/affordablehousing/programs/home/

Applicable to: affordable housing developers (for-profit and nonprofit), community housing development organizations, and municipalities in cooperation with any of the above

Low-Income Housing Tax Credit Program

Federal tax credits are available for developers of affordable rental housing. At least 20% must be for very low-income households. As an alternative, 40% of the units may be set aside for households at 60% or less of the area median income.

Contact information

Websites:

<https://www.huduser.gov/portal/datasets/lihtc.html>

<https://www.mhp.net/rental-financing/loan-products>

Applicable to: affordable housing developers

Property Improvement Loan Insurance (Title I)

FHA insurance on loans made by private lenders to improve properties that meet certain requirements. Lending institutions make loans from their own funds to eligible borrowers to finance these improvements. The Title I program insures loans to finance the light or moderate rehabilitation of properties, as well as the construction of nonresidential buildings on the property. This program may be used to insure such loans for up to 20 years on either single- or multifamily properties. The maximum loan amount is \$25,000 for improving a single-family home and \$60,000 for a multifamily structure, with a maximum per-unit loan amount of \$12,000.

Contact information

Boston Office Phone: 617-994-8200

Toll-Free Phone: 800-CALL-FHA / 800-225-5342

Email: answers@hud.gov

Webpage(s): https://www.hud.gov/program_offices/housing/sfh/title/title-i

Applicable to: affordable housing lenders, residents

203(K) Rehabilitation Mortgage Insurance

FHA's primary program for the rehabilitation and repair of single-family properties. Homebuyers and homeowners may finance up to \$35,000 into their mortgage to repair, improve, or upgrade their home. Homebuyers and homeowners can quickly and easily tap into cash to pay for property repairs or improvements, such as those identified by a home inspector or an FHA appraiser. Homeowners can make property repairs, improvements, or prepare their home for sale. Homebuyers can make their new home move-in ready by remodeling the kitchen, painting the interior or purchasing new carpet.

Contact information

Phone: 800-CALL-FHA / 800-225-5342

Email: answers@hud.gov

Webpage(s): https://www.hud.gov/program_offices/housing/sfh/203k

Applicable to: affordable housing lenders

United States Department of Agriculture

The USDA's Rural Development program offers a variety of initiatives. Grants are highly competitive. Listed below are several of their most relevant programs. Visit their website for the complete list.

Single-Family Housing Direct Home Loans

Section 502 direct loans are primarily used to help low-income individuals or households purchase homes in rural areas. Funds can be used to build, repair, renovate or relocate a home, or to purchase and prepare sites, including providing water and sewage facilities.

Contact information

Area Office

195 Russell St

Hadley, MA 01035-9521

Phone: 413-585-1000 Ext. 4

Webpage(s): <https://www.rd.usda.gov/programs-services/single-family-housing-direct-home-loans>

Applicable to: residents

Single-Family Housing Guaranteed Loan Program

Section 502 guaranteed loans assist approved lenders in providing households earning less than 115% of the area median household income the opportunity to own adequate, modest, decent, safe, and sanitary dwellings as their primary residence in eligible rural areas.

Contact information

Area Office

195 Russell St

Hadley, MA 01035-9521

Phone: 413-585-1000 Ext. 4

Webpage(s): http://www.rurdev.usda.gov/HAD-Guaranteed_Housing_Loans.html

Applicable to: residents

Single-Family Housing Repair Loans & Grants

Section 504 funds are loans and grants to very-low-income homeowners to repair, improve or modernize their homes or grants to elderly very-low-income homeowners to remove health and safety hazards. The maximum grant amount is \$7,500 and the maximum loan amount is \$20,000.

Contact information

Area Office

195 Russell St

Hadley, MA 01035-9521

Phone: 413-585-1000 Ext. 4

Webpage(s): <https://www.rd.usda.gov/programs-services/single-family-housing-repair-loans-grants>

Applicable to: residents

11.3 State Resources

Massachusetts Department of Housing and Community Development & Executive Office of Housing and Economic Development

Chapter 40R / Smart Growth Zoning

The Smart Growth Zoning Overlay District Act, Chapter 149 of the Acts of 2004, codified as MGL ch. 40R, encourages communities to create dense residential or mixed-use smart growth zoning districts, including a high percentage of affordable housing units, to be located near transit stations, in areas of concentrated development such as existing city and town centers, and in other highly suitable locations. Projects must be developable under the community's smart growth zoning adopted under Chapter 40R, either as-of-right or through a limited plan review process akin to site plan review. Upon state review and approval of a local overlay district, communities become eligible for payments from a Smart Growth Housing Trust Fund, as well as other financial incentives. Chapter 40R seeks to substantially increase the supply of housing and decrease its cost, by increasing the amount of land zoned for dense housing. It targets the shortfall in housing for low- and moderate-income households, by requiring the inclusion of affordable units in most private projects.

Webpage(s): <http://www.mass.gov/hed/community/planning/chapter-40-r.html>

Applicable to: municipalities

Chapter 43D for Housing

Chapter 43D has been available for expedited economic development since 2006—but now residential zoning has been added. To be eligible, a municipality must provide for local permitting decisions on its designated priority development sites within 180 days of a complete application. This expedited permitting is attractive to developers, increases municipal visibility and is rewarded by preference in discretionary funding.

Contact information

Victoria Maguire, Permit Ombudsman/Director, Massachusetts Permit Regulatory Office

Phone: 617-788-3649

Webpage(s): <https://www.mass.gov/service-details/chapter-43d-expedited-local-permitting>

Applicable to: municipalities

Community Based Housing (CBH)

The CBH Program provides funding for the development of integrated housing for people with disabilities, including elders, with priority for individuals who are in institutions or nursing facilities or at risk of institutionalization. CBH Program excludes clients of the DMH and DMR but includes many other people with disabilities who are institutionalized or at risk of institutionalization. Eligible populations include adults with a broad range of disabilities including mobility impairments, cerebral palsy, multiple sclerosis, muscular dystrophy, epilepsy, HIV/AIDS, brain or spinal cord injuries, sensory disabilities, emotional disabilities and cognitive disabilities.

Contact information

Bradley Day, CEDAC

Phone: 617-727-5944

Email: bday@cedac.org

Webpage(s): <https://cedac.org/>

Andrew Nelson, DHCD

Phone: 617-573-1305

Email: Andrew.nelson@state.ma.us

Webpage(s): <https://www.mass.gov/service-details/community-based-housing-cbh>

Applicable to: nonprofit entities or entities controlled by nonprofits

The Community Preservation Act (CPA)

This state law allows communities to create a local Community Preservation Fund for open space protection, historic preservation, affordable housing and outdoor recreation. Community preservation monies are raised locally through the imposition of a surcharge of not more than 3% of the tax levy against real property, and municipalities must adopt CPA by ballot referendum.

More information: <http://www.communitypreservation.org/>

Applicable to: municipalities

Compact Neighborhoods

This is a tool similar to Smart Growth Zoning (40R) in its eligible locations and as-of-right zoning, but with different residential density and affordability requirements. Participating communities are eligible for preference in discretionary funding and possible Chapter 40B relief. For communities that are interested in maintaining control over land use decisions by planning ahead and getting credit for denser, as-of-right zoning, this tool provides another choice. There are two specified density thresholds under Compact Neighborhoods which must allow for: a minimum of 4 units per acre for single-family development and a minimum of 8 units an acre for multi-family (any structure with more than one unit).

Contact information

William Reyelt

Phone: 617-573-1355

Email: william.reyelt@state.ma.us

Webpage(s):

<https://www.mass.gov/service-details/compact-neighborhoods>

<http://www.mass.gov/hed/docs/dhcd/cd/ch40r/compact-neighborhoodspolicy.pdf>

Applicable to: municipalities

Emergency Solutions Grant Program (ESG)

The Homeless Emergency Assistance and Rapid Transition to Housing Act of 2009 (HEARTH Act) amended the McKinney-Vento Homeless Assistance Act, including major revisions to what is now titled the Emergency Solutions Grant (ESG) program. The ESG program assists homeless households and households at risk of homelessness by providing the services necessary to help them quickly regain stable housing after experiencing a housing crisis and/or homelessness. ESG services are procured on an annual basis. Therefore, the services provided may change each year. Currently, DHCD funds ESG services under the following components: Shelter Support; Rapid Re-housing; and Homelessness Prevention.

More information: <https://www.mass.gov/service-details/emergency-solutions-grant-program-esg>

Available to: residents

Historic Owner-Occupied Residences

Municipalities have the option of adopting a special assessment that captures the increased value of substantially rehabilitated historic residences over a period of five years, with 20% of the increased assessed value added each year until the full value is reached. This can be an additional incentive for historic homeowners to continue to occupy and make appropriate renovations that may contribute to preserving the character of the community.

More information: <https://malegislature.gov/Laws/GeneralLaws/PartI/TitleIX/Chapter59/Section5J>

Applicable to: municipalities; residents

HomeBASE

HomeBASE is a flexible financial resource that is available to families who are eligible for the state's emergency Assistance (EA) Program. Families can get up to \$4,000 of Household Assistance to help in finding apartments, co-house by living with someone else and sharing household costs, pay for moving expenses to another state or location in-state, and other costs, such as child care to help secure or maintain employment or job training. HomeBASE helps to avoid a shelter placement, and instead find families housing solutions that make families feel more stable.

More information: <https://www.mass.gov/service-details/homebase>

Applicable to: residents

Housing Innovations Fund (HIF)

The Housing Innovations Fund was created to support alternative forms of rental and ownership housing such as a specialized level of management or social services, an innovative financing or ownership structure or other features such as transitional housing types, limited equity cooperatives, and preservation of expiring use properties. They are available on a competitive basis to non-profit developers only (e.g. Construct Inc., CDCs, housing trusts, etc.). Rental units must remain affordable for at least 30 years. Of the total units, at least 50% must be occupied by households earning below 80% of the area median income. Of the lower income group, at least 50% (or 25% of the total units) must be occupied by households earning below 30% of the area median income.

More information: <https://www.mass.gov/service-details/housing-innovations-fund-hif>

Applicable to: affordable housing developers (non-profit)

Housing Stabilization Fund (HSF)

The Housing Stabilization Fund was created to stabilize communities by providing financial support for the acquisition, preservation and rehabilitation of affordable housing with a specific emphasis on reuse of distressed properties. It can also be used to allow new construction on infill sites created by demolition of distressed properties. Both profit and non-profit developers are eligible for the program, which can be used for both rental and project-based home ownership.

More information: <https://www.mass.gov/service-details/housing-stabilization-fund-hsf>

Applicable to: affordable housing developers

Lead Paint Removal Credit

The State provides a state income tax credit for up to \$1,500 for each housing unit where lead paint is removed in compliance with state regulations. Unused credits may be carried over for up to 7 years.

More information: <https://www.mass.gov/service-details/view-residential-property-tax-credits>

Applicable to: residents (homeowners only)

Local Initiative Program (LIP)

The Local Initiative Program is a state program that encourages the creation of affordable housing by providing technical assistance to communities and developers who are working together to create affordable rental opportunities for low- and moderate-income households.

More information: <https://www.mass.gov/service-details/local-initiative-program>

Applicable to: municipalities; affordable housing developers

Senior Circuit Breaker Tax Credit

Municipalities have the option of providing a property tax credit to low- and moderate-income senior citizens homeowners and renters.

More information: <https://www.mass.gov/service-details/senior-circuit-breaker-tax-credit>

Applicable to: residents (senior citizens only)

Massachusetts Affordable Housing Trust Fund (AHTF)

The Massachusetts Affordable Housing Trust Fund (AHTF) provides resources to create or preserve affordable housing throughout the state for households whose incomes are not more than 110% of area median income. Funds are available for rental, home ownership and mixed-use projects as well as housing for the disabled and homeless but may be applied only to the affordable units. AHTF funds are used primarily to support private housing projects that provide for the acquisition, construction or preservation of affordable housing. MassHousing and DHCD jointly administer AHTF.

Types of assistance include:

- Deferred payment loans
- Low- or no-interest amortizing loans
- Down-payment and closing cost assistance for first-time home buyers
- Credit enhancements and mortgage insurance guarantees
- Matching funds for municipalities that sponsor affordable housing projects
- Matching funds for employer-based housing

Funding threshold criteria include:

- Consistency with the Commonwealth's Sustainable Development Principles
- Minimum term of affordability of 30 years
- Affordability of all AHTF units to households earning no more than 110% of area median income
- Financial feasibility.

Funding preferences include projects/developments that:

- Produce new affordable housing units

- Create units affordable to households with a range of incomes, particularly units for households with incomes below 80% of area median income
- Include affordable units for families, the disabled and the homeless
- Propose the longest term of affordability
- Use private funding sources and non-state funding sources to leverage the least amount of AHTF funds

More information:

<https://www.mass.gov/service-details/affordable-housing-trust-fund-ahtf>

<http://www.mass.gov/hed/docs/dhcd/hd/aht/ahtfguide.pdf>

Applicable to: governmental subdivisions; community development corporations; local housing authorities; community action agencies; community-based or neighborhood-based non-profit housing organizations; other non-profit organizations; for-profit entities; and private employers

MassWorks Infrastructure Program

The MassWorks Infrastructure Program provides a one-stop shop for municipalities and other eligible public entities seeking public infrastructure funding to support economic development and job creation and retention, housing development at density of at least 4 units to the acre (both market and affordable units) and transportation improvements to enhance safety in small, rural communities. The MassWorks Infrastructure Program is the administrative consolidation of six former grant programs (Public Works Economic Development, Community Development Action Grant, Growth Districts Initiative Grant Program, Massachusetts Opportunity Relocation and Expansion Program, Small Town Rural Assistance Program, and the Transit Oriented Development Program), and is administered by the state's Executive Office of Housing and Economic Development, in cooperation with the Department of Transportation and Executive Office for Administration & Finance.

Contact information

Phone: 617-788-3649

Email: MassWorks@state.ma.us

Webpage(s): <https://www.mass.gov/service-details/massworks-infrastructure-grants>

Applicable to: municipalities and other eligible public entities³

Senior Citizen Property Tax Work-Off Program

The municipality may adopt a program authorizing residents aged 60 or older to volunteer their services to the community in exchange for a property tax reduction. The maximum allowed is \$1,500, and the rate of service cannot exceed the state's minimum wage.

More information:

<https://malegislature.gov/Laws/GeneralLaws/PartI/TitleIX/Chapter59/Section5k>

Applicable to: residents (60+ years old)

³ Eligible applicants: A city or town, or other public agency with a charter that enables them to accept state grants on behalf of the municipality, and where the public agency has been designated by municipal officers to apply for grants on behalf of that city or town. Any eligible public agency acting on behalf of a municipality must submit a letter of support from the chief administrative officer of that municipality.

11.4 Private & Non-Profit Opportunities

FRAMEWORK™ Online Home-buying Course

Offered through the Massachusetts Affordable Housing Alliance, FRAMEWORK is a high quality online course; a fun way to become an informed, confident, and successful homeowner. It provides the facts you need to become well-informed about every step in the process. Many lenders have approved FRAMEWORK™ to meet their requirements for homebuyer education. Total cost for the FRAMEWORK™ online course plus an information packed, follow up in-person session at MAHA is \$100. You will pay \$75 for the online course through FRAMEWORK™ and \$25 for the MAHA session. Upon completion of the in-person session, you will receive a certificate that local lenders and mortgage programs will accept.

MAHA's FRAMEWORK™ follow-up classes include:

Information about the state's most affordable mortgage programs;

Presentations from a loan officer, home inspector, attorney, real estate agent, and insurance agent;

Opportunity to get answers to your home buying questions.

Contact information

Massachusetts Affordable Housing Alliance

1803 Dorchester Avenue

Dorchester, MA 02124

Phone: 617-822-9100

Email: info@mahahome.org

Webpage(s): https://mahahome.org/buyingahome_online

Applicable to: residents

Limited Equity Cooperatives

In this structure, each resident in a housing development is a shareholder in a member-controlled management corporation, which holds title to the property. Residents lease the units from the coop and elect a board of directors. Purchase of the stock is similar to a down-payment but usually costs less. Members pay a proportional share of coop's mortgage, taxes, maintenance, and operating expenses.

To preserve the housing as affordable, a formula determines the resale value of the stock. The formula is geared to provide a fair return on members' investment while keeping resale value in a price range accessible to low and moderate-income members.

Limited equity co-ops offer specific advantages over rental housing, including security, tax deductions, and some equity build-up, while housing costs remain lower in the long run. The cooperative is eligible for government subsidies that can reduce purchase costs or provide financing for the building.

Limited equity homeownership limits the resale prices of condos or single-family units, in a manner similar to limited equity coops. This approach is required through some state and federal subsidized programs and could be built into any locally developed program to preserve affordability. Typically, the length of deed restrictions used to limit equity remains in place no longer than 40 years.

More information:

https://www.uhab.org/sites/default/files/doc_library/Limited_Equity_Cooperatives_A_Legal_Handbook_0.pdf

Applicable to: residents (must live in a housing development)

Massachusetts Housing Partnership

Massachusetts Housing Partnership (MHP) is a statewide public non-profit affordable housing organization that works in concert with the Governor and the state Department of Housing and Community Development to help increase the supply of affordable housing in Massachusetts. MHP administers the ONE Mortgage Program, provides permanent financing, and offers technical assistance to communities, non-profits and housing authorities. MHP programs are listed below.

ONE Mortgage Program

The ONE Mortgage Program offers first-time homebuyers a discounted fixed interest rate and a low down-payment, without requiring the homebuyer to purchase costly private mortgage insurance.

Contact information

Phone: 800-752-7131

Email: onemortgage@mhp.net

Webpage(s): <https://www.mhp.net/one-mortgage>

Applicable to: residents

MassDocs

MassDocs makes affordable rental housing development more efficient by offering one set of loan documents to developers receiving loans from multiple public funding programs. This means that review work can be coordinated by a single joint counsel for all subordinate public loans in a project. This is a plus for MHP borrowers, who often receive MHP financing in combination with other public funds. MassDocs is a collaborative effort of the state Department of Housing and Community Development (DHCD), MassHousing, the Massachusetts Housing Partnership (MHP) and the Community Economic Development Assistance Corporation (CEDAC).

Contact information

Email: massdocs@mhp.net

Webpage(s): <https://www.massdocs.com/>

Applicable to: affordable housing developers

OneSource

OneSource was developed by MHP and the Massachusetts Housing Investment Corporation (MHIC) to provide borrowers with construction and permanent financing, using a single set of loan documents and one attorney, saving the borrower time and money. MHP has done OneSource with MHIC and other lenders such as Bank of America, Citizens Bank, Wainwright Bank, Cape Cod Five, and Boston Community Capital. With OneSource, there's a coordinated closing between the construction lender and MHP, with one attorney reviewing a single set of construction and permanent loan documents. At the end of construction, there is a highly simplified "mini-closing" that allows MHP to take over the lender's role from the construction lender.

Contact information

David Rockwell, Director of Lending

Phone: 617-330-9944 x222

Email: drockwell@mhp.net

Webpage(s): http://www.mhp.net/rental_financing/one_source.php

Applicable to: borrowers

Tax-exempt financing

Through a program called MATCH, MHP provides triple-A credit enhancement for bonds, resulting in lower interest rates. MHP can also arrange for the direct placement of a bond issuance with one of their funding banks so that you can avoid the cost of a public offering.

More information: http://www.mhp.net/uploads/resources/match_term_sheet.pdf

Applicable to: affordable housing developers

Technical Assistance

MHP's Community Housing Initiatives team supports communities, local housing authorities and developers in their efforts to create affordable housing for low and moderate-income families. In addition to providing broad-based informational support to communities through workshops and publications, MHP provides staff and financial support.

More information: http://www.mhp.net/community_initiatives/programs/index.php

Applicable to: municipalities; local housing authority; affordable housing developers

MassHousing Mortgage Programs

Home for the Brave

MassHousing's Home for the Brave program offers affordable, no down-payment mortgage financing for veterans of the U.S. Armed Services. In conjunction, grants from the Veterans Administration are available to help disabled veterans make accessibility upgrades to properties they are interested in purchasing.

Program Features:

- Three percent down required
- Loans feature MI Plus, which covers principal and interest payments for up to six months in case of unemployment or deployment
- Closing cost assistance is available through MassHousing grants

Home for the Brave loans are made through approved community banks and are made possible by MassHousing. To apply, contact a participating lender.

Home for the Brave loans are available to:

- Veterans of the U.S. Armed Services
- Active-duty military
- Spouses of soldiers, sailors or marines killed while on active duty

To qualify for a Home for the Brave mortgage, you must:

- Borrowers must meet income limits
- No maximum loan amount or sales price
- Have a total housing debt of less than 45% and a total monthly debt of less than 41%

More information:

https://www.emasshousing.com/portal/server.pt/community/products/306/home_for_the_brave/10210

Applicable to: residents

MassHousing Mortgage with no Mortgage Insurance offers:

- Affordable interest rates, fixed for the life of the loan
- 30-year repayment terms
- Up to 97% financing on single-family homes and condominiums; 95% financing on 2-, 3- and 4-family homes
- No hidden fees or other surprises

To qualify for a MassHousing Mortgage with no MI, borrowers must:

- Meet income and loan limit guidelines
- Purchase a 1- to 4-family property
- Have good credit
- Complete a homebuyer education course

More information: <https://www.masshousing.com/en/home-ownership/homebuyers/homebuyer-loans>

Applicable to: residents

Purchase and Renovation Loans

MassHousing Purchase and Rehab loans help borrowers cover both the cost of purchasing a home in need of repairs, as well as the expense of rehabilitating that property. The maximum loan amount for a Purchase and Rehab mortgage is 97% of the purchase price plus rehabilitation costs or the estimated value of the home after rehabilitation (whichever is less). A 3% down-payment is required.

To qualify for a Purchase and Rehab mortgage, you must:

- Have a signed Purchase and Sales Agreement for a 1- to 4-family home
- Be creditworthy
- Have housing debt of less than 33% of your income and total monthly debt of less than 41% of your income

Loan Terms

The minimum rehabilitation amount for all property types is \$7,500

Rehabilitation costs include the cost of repairs, as well as such expenses as inspection fees, title update fees, and a required contingency reserve equal to 10% of the total rehabilitation cost

A mortgage payment reserve not to exceed four mortgage payments may be included in the cost of rehabilitation if the property will not be occupied during rehabilitation

The lender may charge fees as high as \$900 based on the cost of rehabilitation

Licensed contractors must complete all rehabilitation work

At the time of loan closing, the borrower will be responsible for the full mortgage payment on the total principal amount

More information: <https://www.masshousing.com/en/home-ownership/homebuyers/homebuyer-loans>

Applicable to: residents

12. Appendices

Appendix A: Berkshire Realtors: South Berkshire County, MA -
Residential Real Estate Report



South Berkshire County, MA Residential Real Estate Report



June 2020
Market WATCH

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	93	103	-9.7%	336	393	-14.5%
New Listing Volume	\$56,523,600	\$53,537,163	+5.6%	\$197,457,562	\$210,839,198	-6.3%
Active Listing Count	299	457	-34.6%	NA	NA	
Active Listing Volume	\$261,289,446	\$333,111,822	-21.6%	NA	NA	
Median Listing Price	\$585,000	\$458,000	+27.7%	\$517,914	\$455,426	+13.7%
Months of Inventory	11.1	12.7	-12.8%	11.2	14.8	-24.3%
Sales Activity Charts Metrics						
New Pending Sales Count	115	54	+113%	302	226	+33.6%
New Pending Sales Volume	\$62,561,850	\$20,412,600	+206.5%	\$148,112,758	\$94,668,700	+56.5%
Pending Sales Count	150	69	+117.4%	NA	NA	
Pending Sales Volume	\$74,089,750	\$24,700,100	+200%	NA	NA	
Closed Sales Count	37	35	+5.7%	168	164	+2.4%
Closed Sales Volume	\$19,476,900	\$14,969,700	+30.1%	\$78,120,976	\$69,935,728	+11.7%
Median Sales Price	\$379,000	\$355,000	+6.8%	\$331,536	\$320,341	+3.5%
Distressed Charts Metrics						
Distressed Listing Count	2	1	+100%	NA	NA	

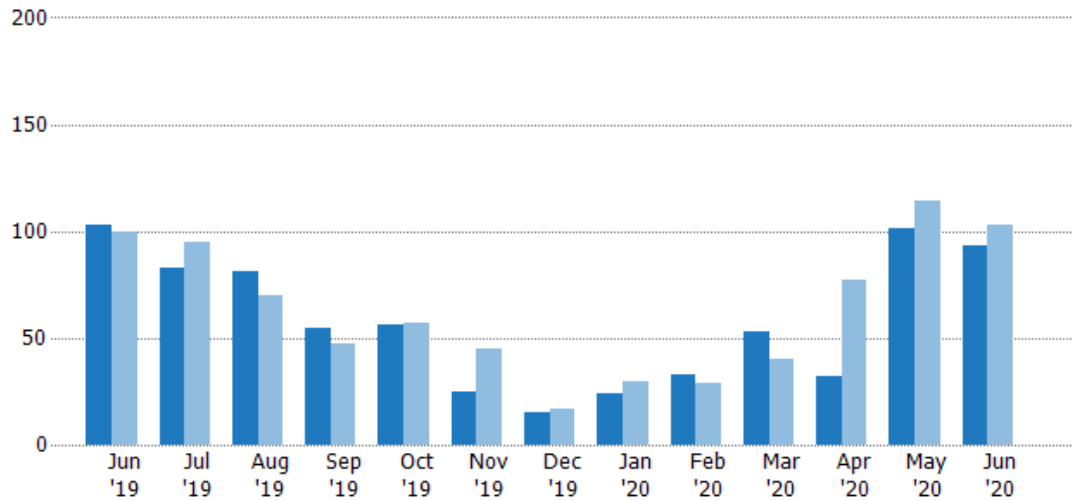
New Listings

The number of new residential listings that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jun '20	93	-9.7%
Jun '19	103	3%
Jun '18	100	1%



Current Year	103	83	81	55	56	25	15	24	33	53	32	101	93
Prior Year	100	95	70	47	57	45	17	30	29	40	77	114	103
Percent Change from Prior Year	3%	-13%	16%	17%	-2%	-44%	-12%	-20%	14%	33%	-58%	-11%	-10%

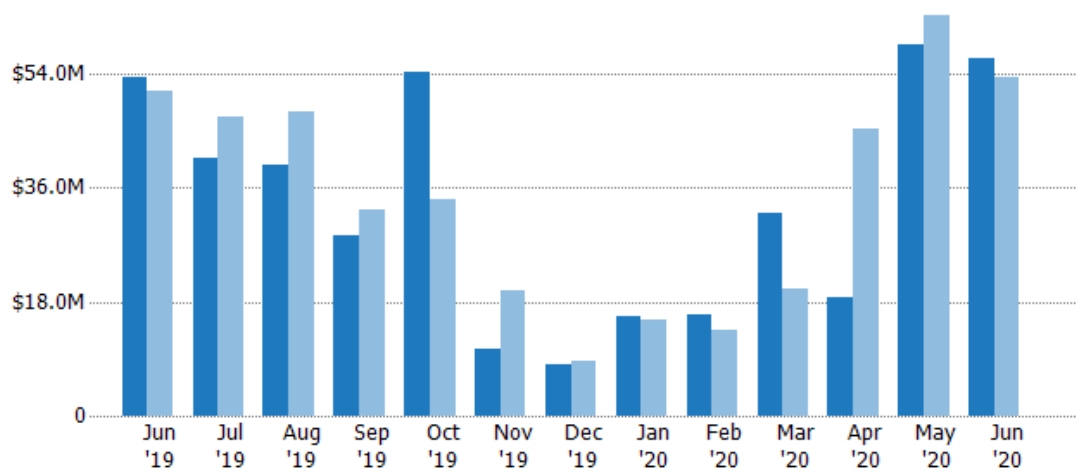
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$56.5M	5.6%
Jun '19	\$53.5M	4.2%
Jun '18	\$51.4M	10.4%



Current Year	\$53.5M	\$40.6M	\$39.5M	\$28.6M	\$54.3M	\$10.4M	\$8.16M	\$15.7M	\$15.9M	\$31.9M	\$18.6M	\$58.7M	\$56.5M
Prior Year	\$51.4M	\$47.1M	\$48.1M	\$32.6M	\$34M	\$19.8M	\$8.76M	\$15.2M	\$13.5M	\$20M	\$45.4M	\$63.2M	\$53.5M
Percent Change from Prior Year	4%	-14%	-18%	-12%	59%	-48%	-7%	4%	18%	60%	-59%	-7%	6%

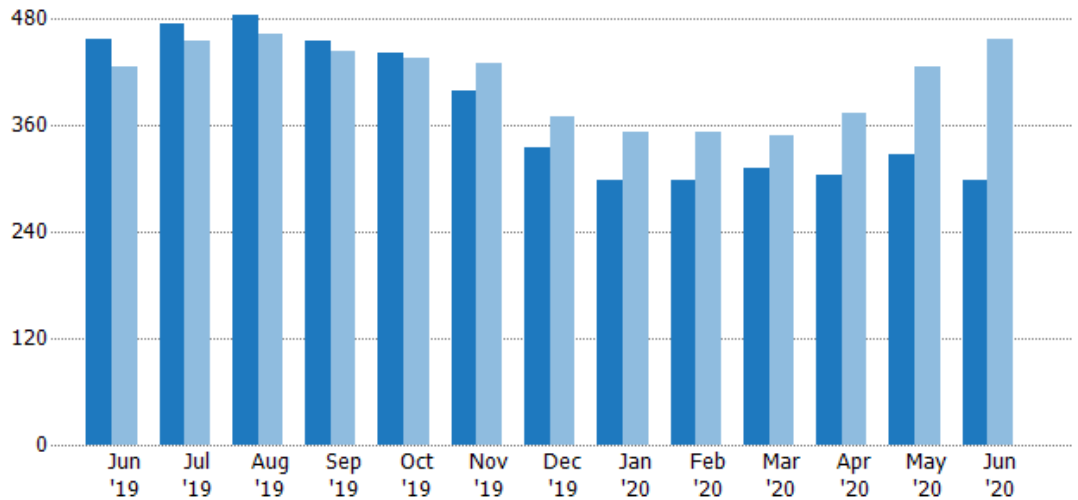
Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jun '20	299	-34.6%
Jun '19	457	7%
Jun '18	427	-0.2%



Current Year	457	474	484	455	441	400	336	298	298	311	305	327	299
Prior Year	427	455	463	443	436	430	371	353	353	349	373	426	457
Percent Change from Prior Year	7%	4%	5%	3%	1%	-7%	-9%	-16%	-16%	-11%	-18%	-23%	-35%

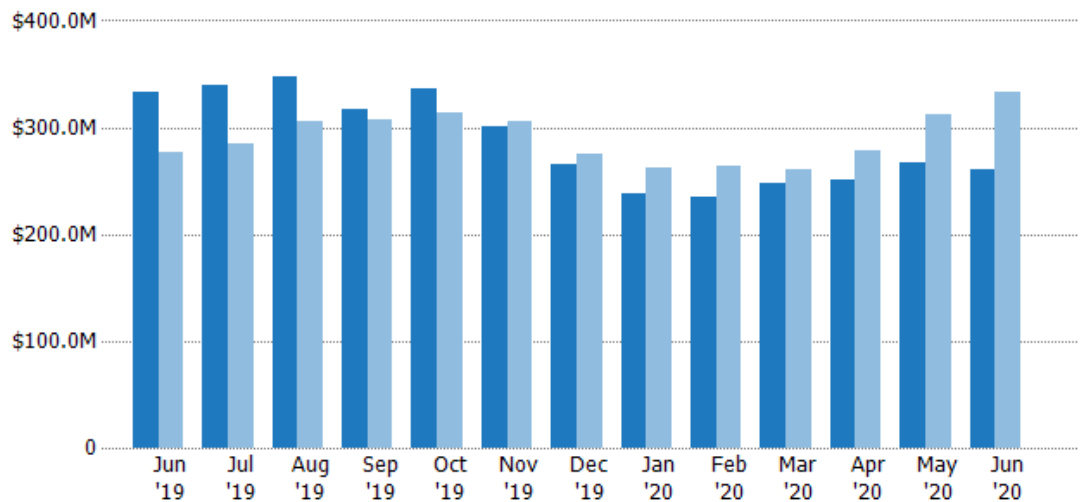
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$261M	-21.6%
Jun '19	\$333M	20.6%
Jun '18	\$276M	-0.5%



Current Year	\$333M	\$340M	\$348M	\$317M	\$336M	\$300M	\$265M	\$238M	\$234M	\$248M	\$250M	\$267M	\$261M
Prior Year	\$276M	\$284M	\$306M	\$308M	\$314M	\$306M	\$275M	\$262M	\$264M	\$261M	\$278M	\$312M	\$333M
Percent Change from Prior Year	21%	20%	14%	3%	7%	-2%	-4%	-9%	-11%	-5%	-10%	-15%	-22%

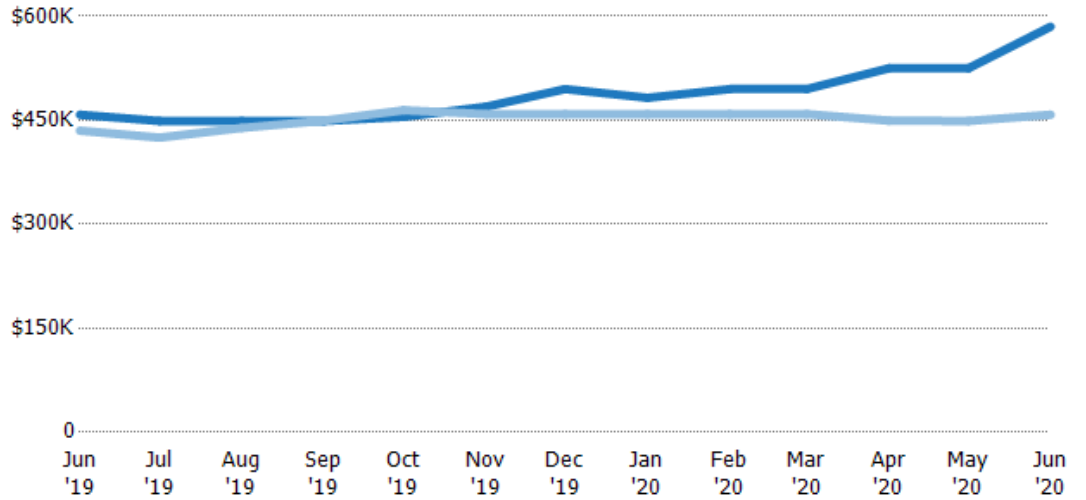
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jun '20	\$585K	27.7%
Jun '19	\$458K	5.3%
Jun '18	\$435K	-1.8%



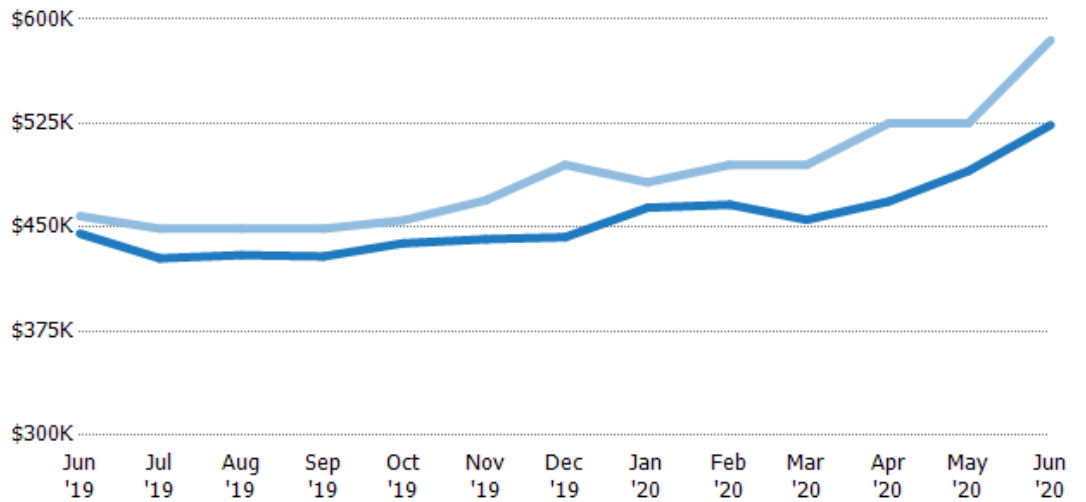
Current Year	\$458K	\$449K	\$449K	\$449K	\$455K	\$469K	\$495K	\$482K	\$495K	\$495K	\$525K	\$525K	\$585K
Prior Year	\$435K	\$425K	\$439K	\$450K	\$464K	\$459K	\$459K	\$459K	\$459K	\$459K	\$450K	\$449K	\$458K
Percent Change from Prior Year	5%	6%	2%	0%	-2%	2%	8%	5%	8%	8%	17%	17%	28%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence



Median Est Value	\$445K	\$428K	\$430K	\$429K	\$438K	\$441K	\$443K	\$464K	\$466K	\$455K	\$469K	\$491K	\$524K
Median Listing Price	\$458K	\$449K	\$449K	\$449K	\$455K	\$469K	\$495K	\$482K	\$495K	\$495K	\$525K	\$525K	\$585K
Med Listing Price as a % of Med Est Value	103%	105%	104%	105%	104%	106%	112%	104%	106%	109%	112%	107%	112%

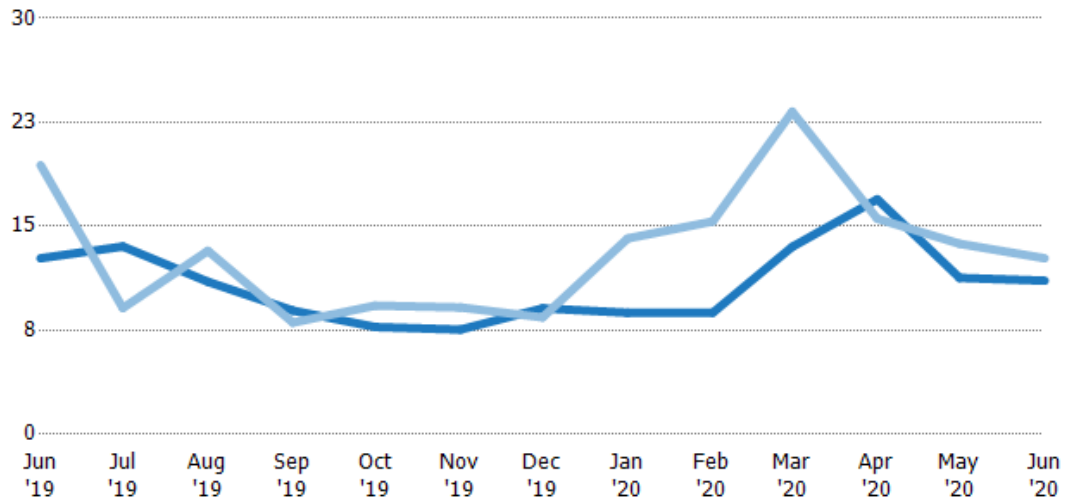
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Months	% Chg.
Jun '20	11.1	-12.8%
Jun '19	12.7	-34.6%
Jun '18	19.4	-26.8%



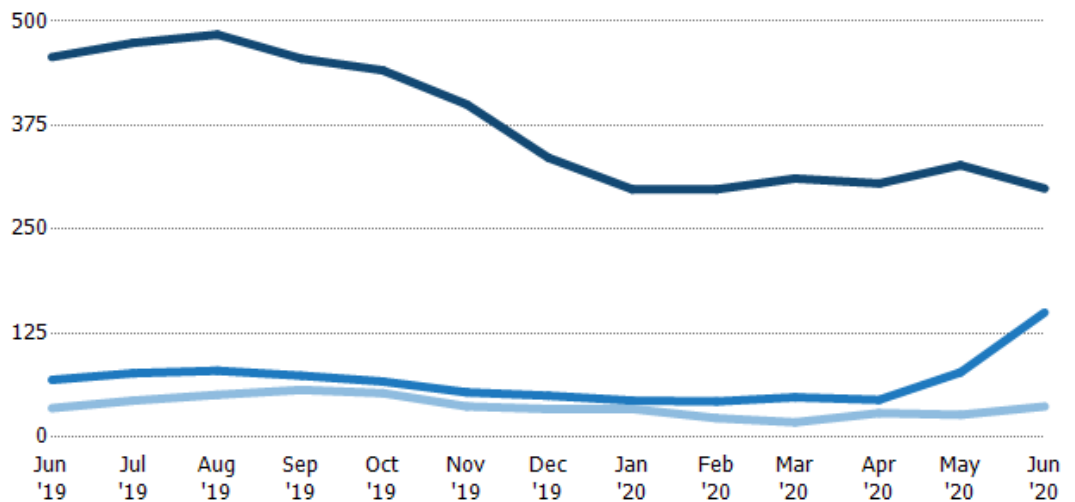
Current Year	12.7	13.5	11	8.92	7.74	7.55	9.08	8.76	8.76	13.5	16.9	11.3	11.1
Prior Year	19.4	9.1	13.2	8.05	9.28	9.15	8.43	14.1	15.3	23.3	15.5	13.7	12.7
Percent Change from Prior Year	-35%	49%	-17%	11%	-17%	-18%	8%	-38%	-43%	-42%	9%	-18%	-13%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence



Active	457	474	484	455	441	400	336	298	298	311	305	327	299
Pending	69	77	80	74	67	54	50	44	43	48	45	78	150
Sold	35	44	51	57	53	37	34	34	23	18	29	27	37

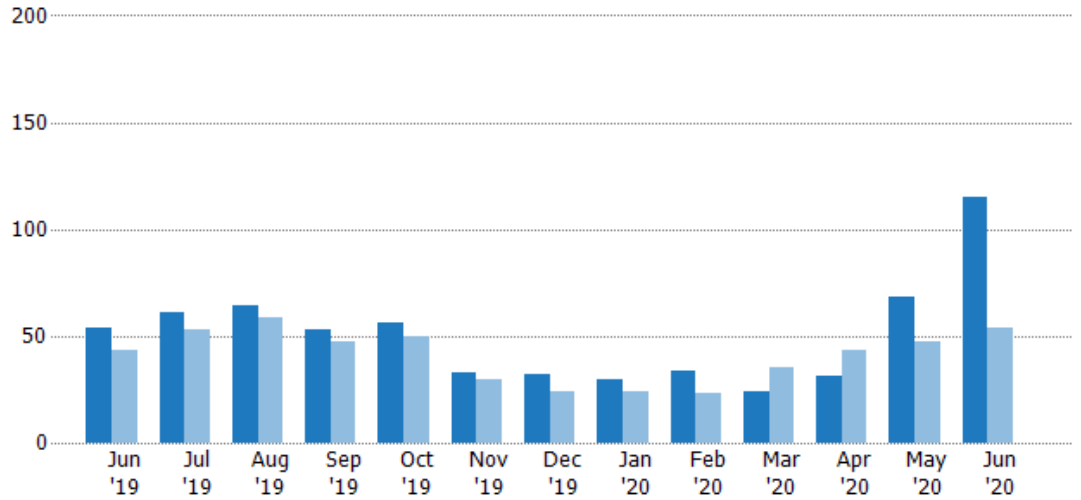
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jun '20	115	113%
Jun '19	54	25.6%
Jun '18	43	25.6%



Current Year	54	61	64	53	56	33	32	30	34	24	31	68	115
Prior Year	43	53	59	47	50	30	24	24	23	35	43	47	54
Percent Change from Prior Year	26%	15%	8%	13%	12%	10%	33%	25%	48%	-31%	-28%	45%	113%

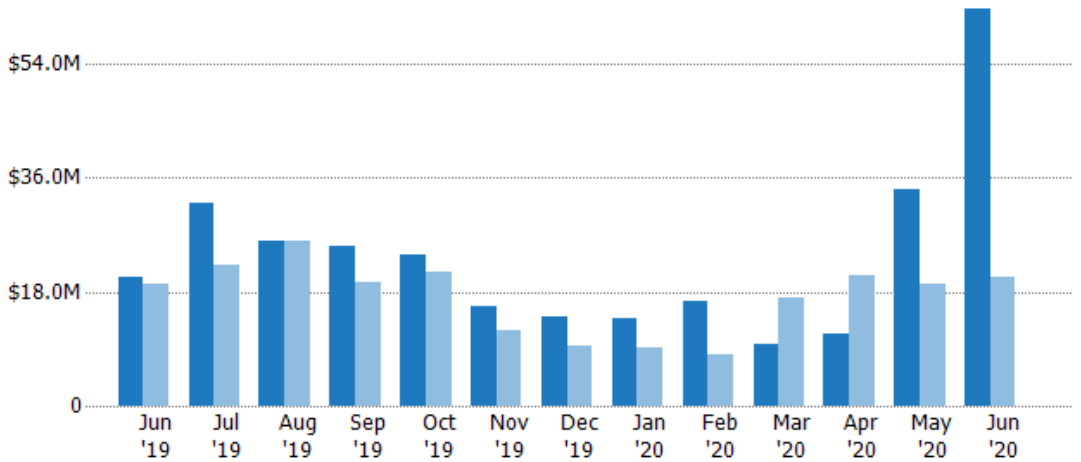
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$62.6M	206.5%
Jun '19	\$20.4M	6.3%
Jun '18	\$19.2M	5.8%



Current Year	\$20.4M	\$32M	\$26.1M	\$25.2M	\$23.8M	\$15.8M	\$13.9M	\$13.9M	\$16.5M	\$9.62M	\$11.4M	\$34.1M	\$62.6M
Prior Year	\$19.2M	\$22.1M	\$26.1M	\$19.5M	\$21M	\$11.8M	\$9.56M	\$9.1M	\$8.07M	\$17.2M	\$20.6M	\$19.3M	\$20.4M
Percent Change from Prior Year	6%	45%	0%	29%	13%	34%	46%	53%	105%	-44%	-45%	77%	206%

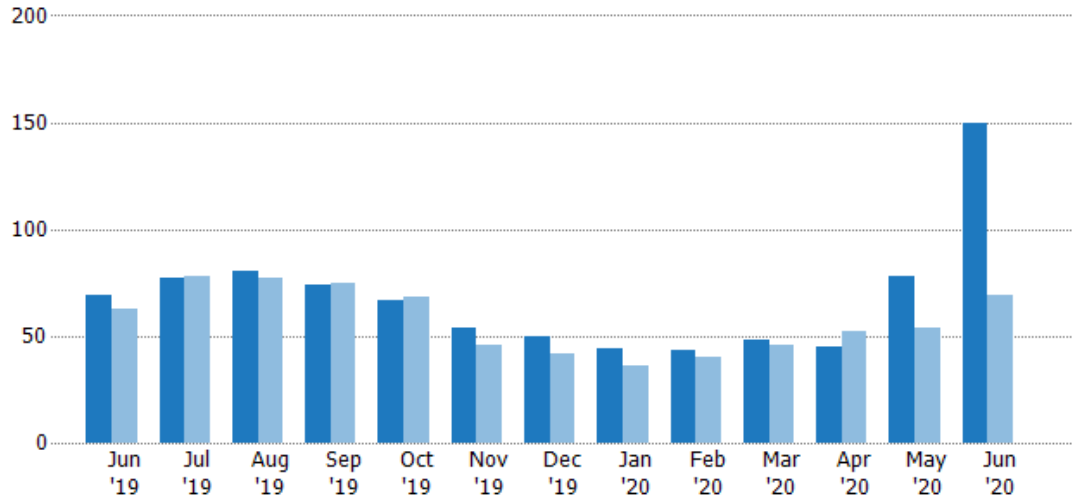
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jun '20	150	117.4%
Jun '19	69	9.5%
Jun '18	63	15.9%



Current Year	69	77	80	74	67	54	50	44	43	48	45	78	150
Prior Year	63	78	77	75	68	46	42	36	40	46	52	54	69
Percent Change from Prior Year	10%	-1%	4%	-1%	-1%	17%	19%	22%	8%	4%	-13%	44%	117%

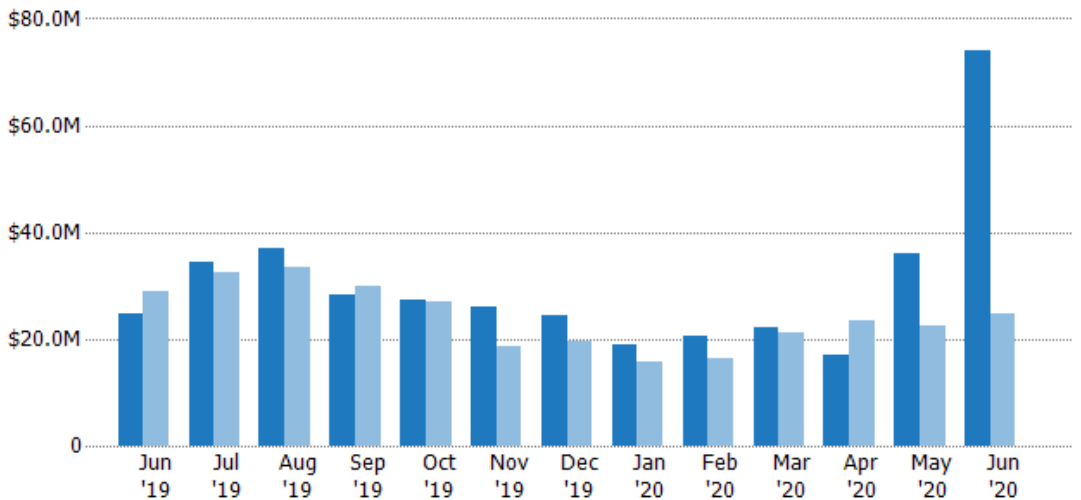
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$74.1M	200%
Jun '19	\$24.7M	-14.4%
Jun '18	\$28.9M	1.9%



Current Year	\$24.7M	\$34.3M	\$37.1M	\$28.4M	\$27.3M	\$26.2M	\$24.5M	\$18.9M	\$20.6M	\$22.1M	\$17M	\$36M	\$74.1M
Prior Year	\$28.9M	\$32.5M	\$33.3M	\$30.1M	\$27M	\$18.6M	\$19.4M	\$15.6M	\$16.4M	\$21.3M	\$23.4M	\$22.6M	\$24.7M
Percent Change from Prior Year	-14%	6%	11%	-5%	1%	41%	26%	21%	26%	4%	-27%	60%	200%

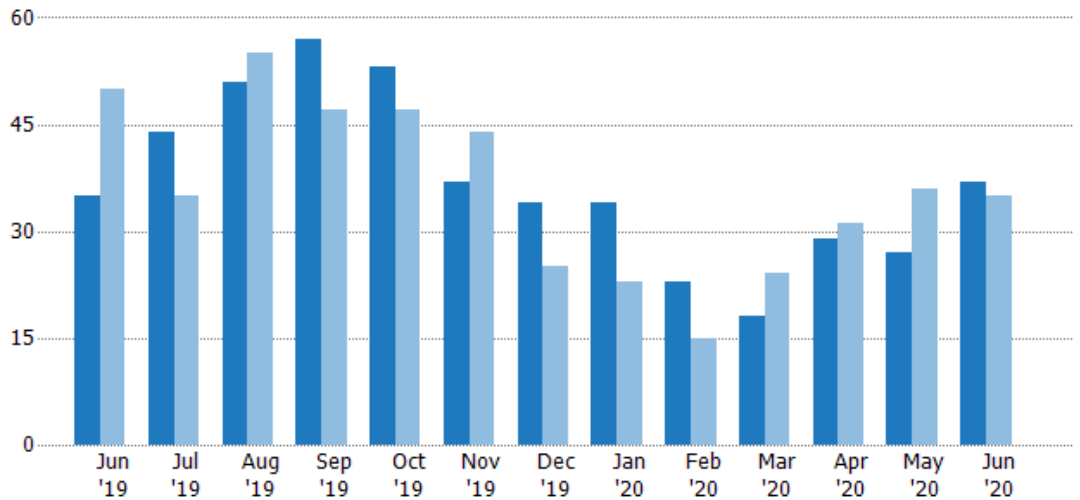
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	37	5.7%
Jun '19	35	-30%
Jun '18	50	-24%



Current Year	35	44	51	57	53	37	34	34	23	18	29	27	37
Prior Year	50	35	55	47	47	44	25	23	15	24	31	36	35
Percent Change from Prior Year	-30%	26%	-7%	21%	13%	-16%	36%	48%	53%	-25%	-6%	-25%	6%

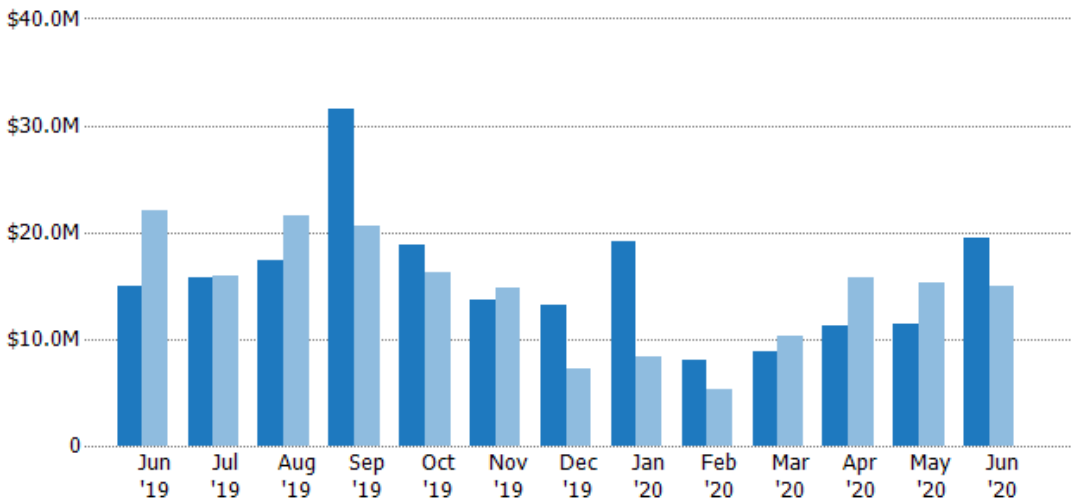
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$19.5M	30.1%
Jun '19	\$15M	-32.2%
Jun '18	\$22.1M	-48%



Current Year	\$15M	\$15.8M	\$17.4M	\$31.6M	\$18.8M	\$13.7M	\$13.2M	\$19.1M	\$7.96M	\$8.9M	\$11.3M	\$11.4M	\$19.5M
Prior Year	\$22.1M	\$15.9M	\$21.5M	\$20.6M	\$16.2M	\$14.8M	\$7.24M	\$8.37M	\$5.33M	\$10.3M	\$15.7M	\$15.2M	\$15M
Percent Change from Prior Year	-32%	-1%	-19%	53%	16%	-8%	82%	128%	49%	-14%	-28%	-25%	30%

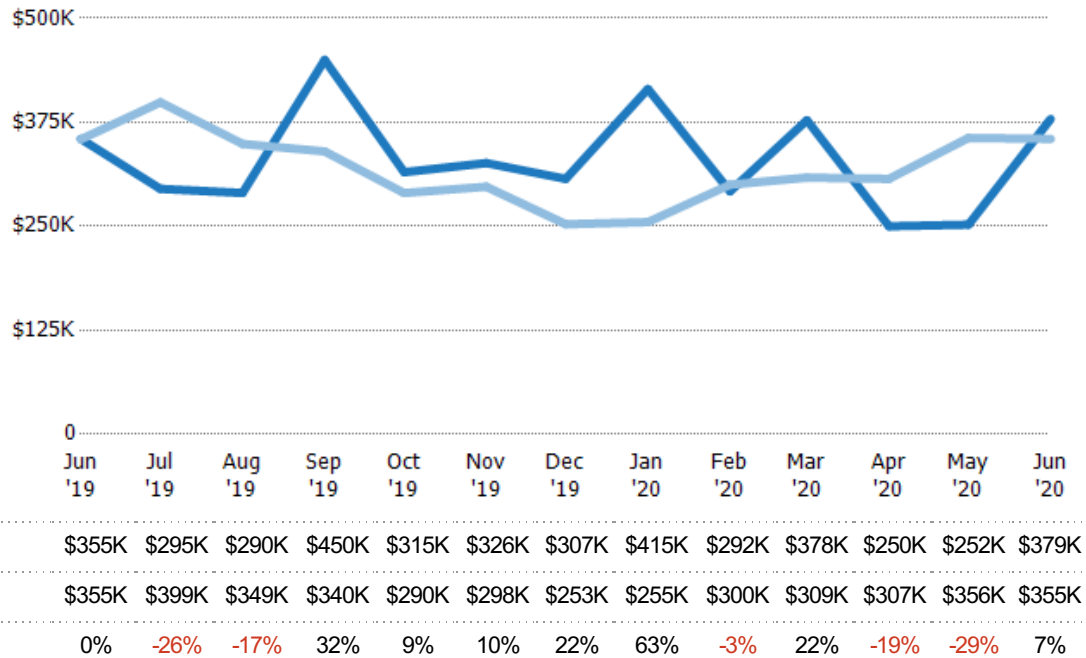
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jun '20	\$379K	6.8%
Jun '19	\$355K	0.1%
Jun '18	\$355K	-17.7%

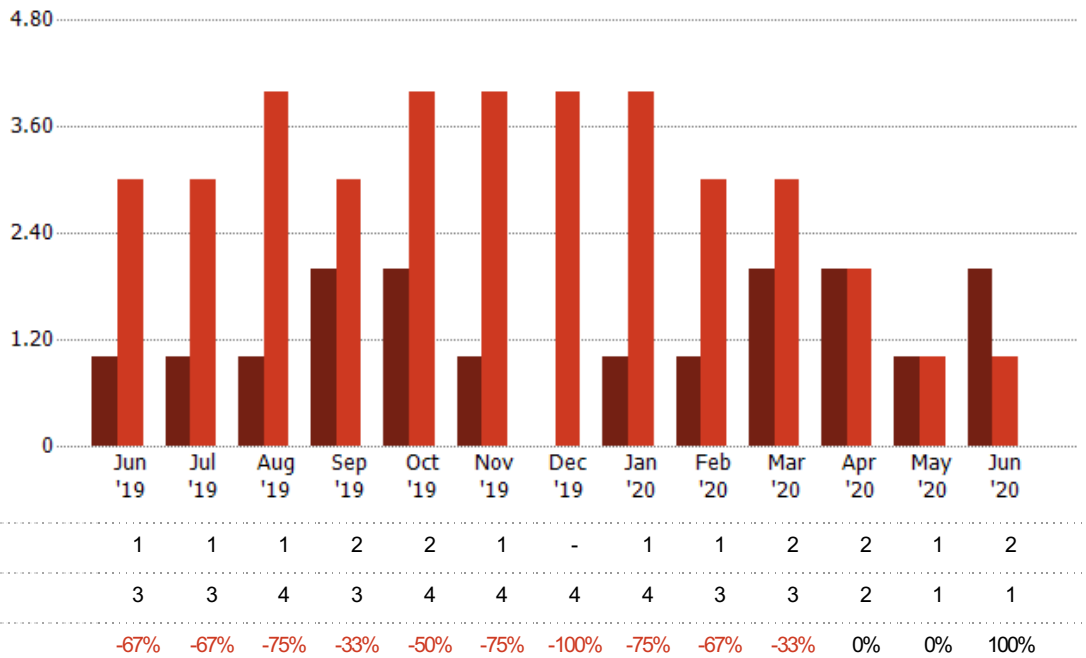


Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence



Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

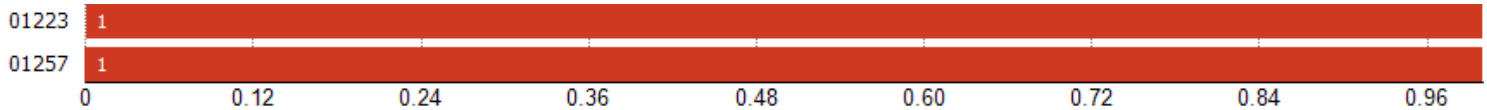
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



Distressed Listings (By Zip)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by zip.

Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence

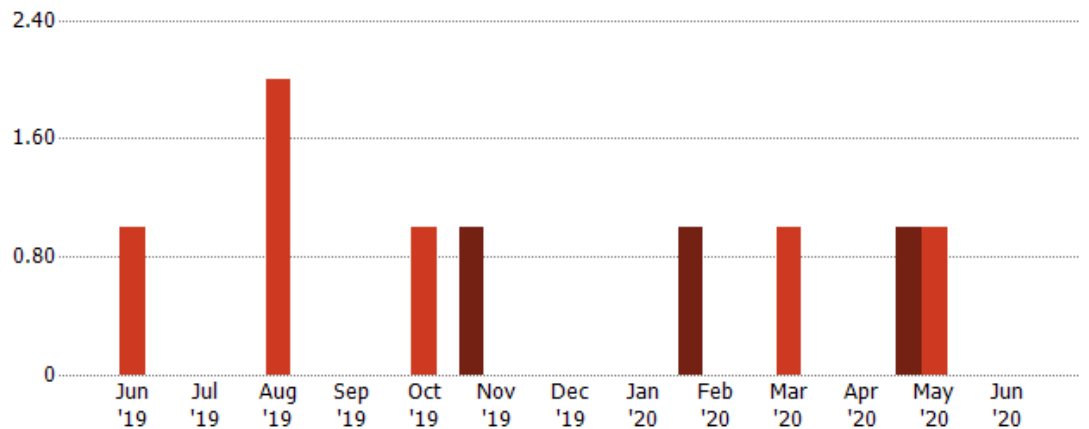


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: 17 Selected
Property Type: Single Family Residence



Current Year	-	-	-	-	1	-	-	1	-	-	1	-
Prior Year	1	-	2	-	1	-	-	-	1	-	1	-
Percent Change from Prior Year	-100%	-	-100%	-	-100%	100%	-	100%	-100%	-	0%	-

Sales Activity by ZIP

Jun 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
01223	15	\$4,211,100	4	\$1,504,000	\$376,000	\$369,500	\$193	\$194	37
01230	40	\$25,551,200	12	\$7,031,000	\$585,917	\$622,500	\$270	\$262	241
01238	22	\$6,133,600	5	\$1,181,900	\$236,380	\$219,000	\$126	\$132	35
01240	18	\$11,144,850	5	\$2,365,500	\$473,100	\$375,000	\$151	\$151	88
01245	4	\$1,582,000	3	\$2,297,500	\$765,833	\$857,500	\$394	\$425	220
01253	15	\$6,762,200	2	\$1,575,000	\$787,500	\$787,500	\$304	\$304	148
01255	7	\$3,196,000	3	\$777,000	\$259,000	\$255,000	\$146	\$158	39
01257	8	\$3,068,500	1	\$935,000	\$935,000	\$935,000	\$359	\$359	346
01258	2	\$1,198,000	1	\$1,550,000	\$1,550,000	\$1,550,000	\$376	\$376	1,150
01259	1	\$99,900	1	\$260,000	\$260,000	\$260,000	\$119	\$119	342

Zipcode Key

01201	Pittsfield
01220	Adams
01223	Becket, Washington
01224	Lanesborough
01225	Cheshire
01226	Dalton
01230	Great Barrington, Alford,
01235	Hnsdale, Peru
01237	Lanesborough, Hancock, New Ashford
01238	Lee
01240	Lenox
01245	Monterey
01247	North Adams, Clarksburg, Florida
01253	Otis
01254	Richmond
01255	Sandisfield
01256	Savoy
01257	Sheffield
01258	Egremont, Mt Washington
01259	New Marlborough
01267	Williamstown
01270	Windsor