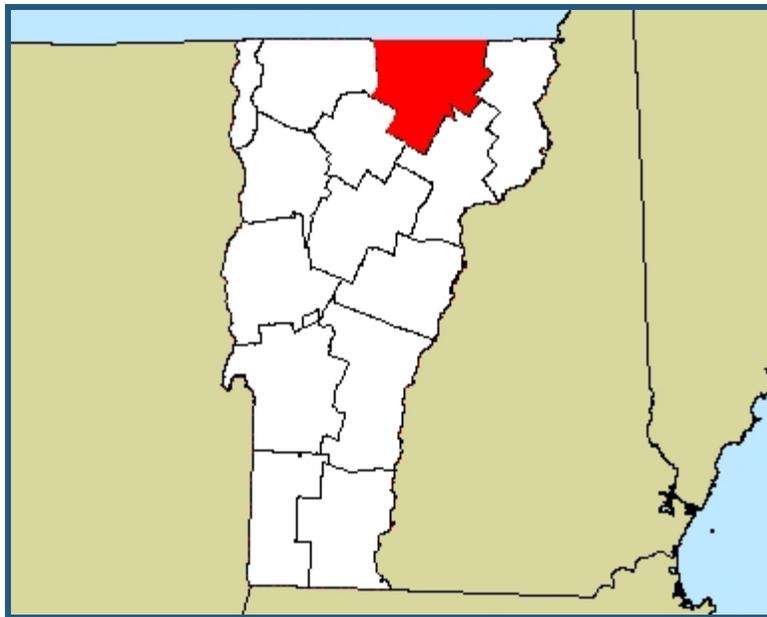


# Orleans County

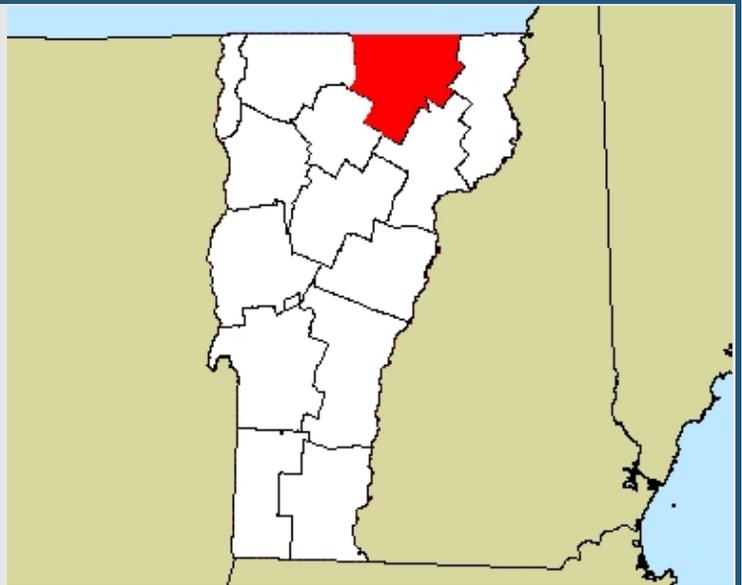
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## Housing Needs Assessment



# Orleans County: County Overview

**Introduction** - Orleans County is located within the northern portion of the state. It encompasses a total of 697 square miles, making it the 5<sup>th</sup> largest county (based on geographic area) in the state. The county had a 2010 total population of 27,231 (11<sup>th</sup> largest in the state) and 16,162 total households (9<sup>th</sup> largest in the state). Derby, with a 2010 population of 4,621, is the largest community in the county. Other notable communities in Orleans County, along with their corresponding 2010 population numbers in parenthesis, include Newport (4,589), Barton (2,810), and Troy (1,662). The primary employment sectors and their corresponding shares of the county's total employment are Manufacturing (17.7%), Educational Services (13.6%), Health Care & Social Assistance (10.9%) and Retail Trade (10.4%).



## Highlights

**Population** – Between 2015 and 2020, projected population growth of 250 (0.9%).

**Households** – Between 2015 and 2020, projected household growth of 197 (1.7%).

**Household Heads by Age** – It is projected that by 2015, the largest share (22.1%) of households by age in Orleans County will be within the 55 to 64 age cohort.

**Rental Housing** – Orleans County has an overall vacancy rate of 1.2% for all identified and surveyed rental housing.

**Owner Housing (for-sale)** – As of October 2014, there are a total of 577 available for-sale homes in the county, with a median price of \$189,000.

**Mobile Home Parks** – As of 2013, mobile home parks in the county reported an overall 7.3% vacancy rate.

**Senior Care Facilities** – Senior housing reported an overall vacancy rate of 5.4%.

Additional demographic and housing supply data is included on the following pages these facts sheets.

## Housing Supply

Based on surveys of housing conducted by Bowen National Research and secondary data sources, a total of 21 multifamily rental properties, 8 mobile home parks, 228 recently sold housing units (577 available), and 5 senior care facilities were identified and analyzed in the county.

### Housing Supply Overview

Housing Type	Vacancy	Rents-Prices
Apartment Rentals	1.2%	\$500-\$875
Mobile Home Parks	7.3%	\$225-\$825
Owner Housing (For-Sale)	-	\$7,900-\$2,999,000
Senior Care Facilities	14.3%-RC N/A-AL 0.9%-NH	\$1,825-\$4,380 - \$6,996-\$8,365

RC-Residential Care; AL-Assisted living; NH-Nursing Home

### Housing Needs Estimates (Units) by Tenure and % AMHI

Household Income	Rental Units		Owner Units		Senior Care*
	Family	Senior	Family	Senior	
<30%	845	451	1,650	1,303	
30%-50%	279	91	1,172	801	
50%-80%	37	19	546	361	
80%-95%	-1	3	73	32	
95%-120%	-2	9	132	61	
<b>Total</b>	<b>1,158</b>	<b>573</b>	<b>3,573</b>	<b>2,558</b>	

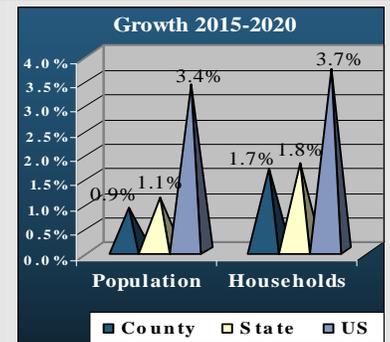
\*Senior care demand not calculated on a county level

**Note:** Primary data sources include U.S. Census Bureau, American Community Survey (ACS) and ESRI. All other data sources are cited within the full report.

# Orleans County: Demographics & Economics

US Census, ESRI & Claritas Estimates	Total Population	Total Households	Renter Households	Owner Households
2000 Census	26,283	10,448	2,492	7,956
2010 Census	27,239	11,323	2,767	8,556
Change 2000-2010	956	875	275	600
Percent Change 2000-2010	3.6%	8.4%	11.0%	7.5%
2015 Projected	27,724	11,671	2,838	8,833
Change 2010-2015	485	348	71	277
Percent Change 2010-2015	1.8%	3.1%	2.6%	3.2%
2020 Projected	27,974	11,868	2,898	8,970
Change 2015-2020	250	197	60	137
Percent Change 2015-2020	0.9%	1.7%	2.1%	1.6%

The Orleans County population and household growth was significant between 2000 and 2010, increasing by 956 (3.6%) and 875 (8.4%), respectively. They are projected to continue to increase by 485 (1.8%) and 348 (3.1%), respectively, between 2010 and 2015. They are projected to increase by 250 (0.9%) people and 197 (1.7%) households, respectively, between 2015 and 2020. These positive projected demographic changes are very similar to the state of Vermont.



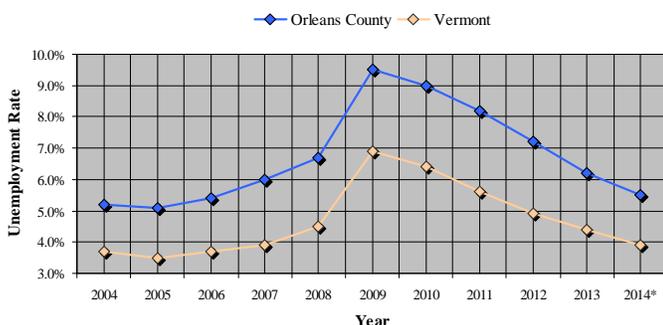
Within the county, the share of owner-occupied households represented three-fourths of all households and renter-occupied households represented the remaining one-fourth in 2000 and 2010. It is projected that in 2015 and 2020, the share of owner- and renter-occupied households will be similar to recent distributions.

Year	Household Heads by Age						
	<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+
2010	413 (3.6%)	1,329 (11.7%)	1,757 (15.5%)	2,312 (20.4%)	2,437 (21.5%)	1,679 (14.8%)	1,394 (12.3%)
2015	393 (3.4%)	1,351 (11.6%)	1,668 (14.3%)	2,151 (18.4%)	2,577 (22.1%)	2,079 (17.8%)	1,450 (12.4%)
2020	355 (3.0%)	1,352 (11.4%)	1,578 (13.3%)	1,983 (16.7%)	2,563 (21.6%)	2,469 (20.8%)	1,566 (13.2%)
<b>Change 2015-2020</b>	<b>-38</b> <b>(-9.7%)</b>	<b>1</b> <b>(0.1%)</b>	<b>-90</b> <b>(-5.4%)</b>	<b>-168</b> <b>(-7.8%)</b>	<b>-14</b> <b>(-0.5%)</b>	<b>390</b> <b>(18.8%)</b>	<b>116</b> <b>(8.0%)</b>

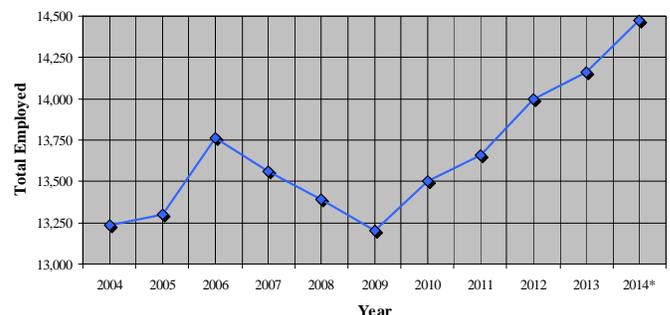
It is projected that by 2015, the largest share (22.1%) of households by age in Orleans County will be within the 55 to 64 age cohort.

2013 County Unemployment (Rank in State)	Employment Change (2010-2013)	Top Three Industry Sectors
6.2% (14th)	660 (4.7%)	1. Manufacturing (17.7%)
		2. Educational Services (13.6%)
		3. Health Care & Social Assistance (10.9%)

Orleans County/Vermont Unemployment Rate



Orleans County Total Employment



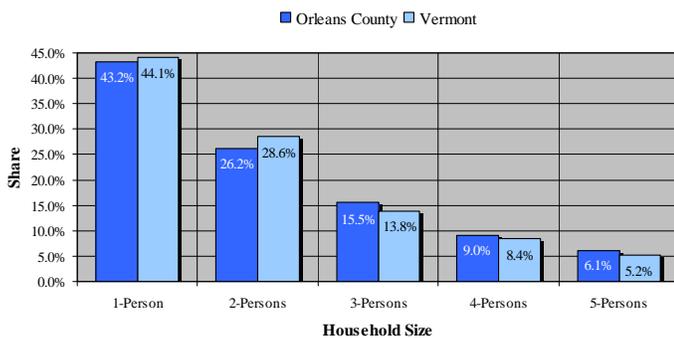
# Orleans County: Demographics & Economics

Tenure	Year	Persons Per Household					Total	Median H.H. Size
		1-Person	2-Person	3-Person	4-Person	5-Person		
Renter	2010	1,165 (42.1%)	740 (26.7%)	427 (15.4%)	254 (9.2%)	180 (6.5%)	2,767 (100.0%)	1.59
	2015	1,226 (43.2%)	743 (26.2%)	440 (15.5%)	255 (9.0%)	174 (6.1%)	2,838 (100.0%)	1.52
	2020	1,276 (44.0%)	748 (25.8%)	450 (15.5%)	256 (8.8%)	168 (5.8%)	2,898 (100.0%)	1.46
Owner	2010	1,983 (23.2%)	3,729 (43.6%)	1,256 (14.7%)	988 (11.5%)	601 (7.0%)	8,556 (100.0%)	2.23
	2015	2,136 (24.2%)	3,817 (43.2%)	1,295 (14.7%)	993 (11.2%)	592 (6.7%)	8,833 (100.0%)	2.19
	2020	2,244 (25.0%)	3,850 (42.9%)	1,313 (14.6%)	987 (11.0%)	576 (6.4%)	8,970 (100.0%)	2.16

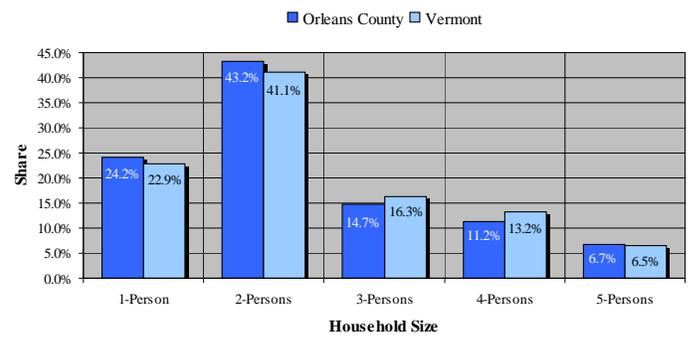
The median renter household size in 2015 will be 1.52 while owner households will be 2.19. These sizes are expected to decline very little by 2020.

Single person households will represent 43.2% of all renter households and 24.2% of all owner households in the county in 2015. Large family households (4+ persons) will represent 15.1% of renter households and 17.9% of owner households in 2015.

**Orleans County/Vermont Persons per Renter Household (2015)**



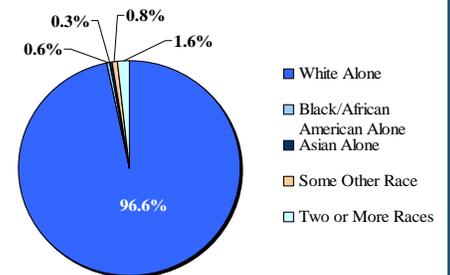
**Orleans County/Vermont Persons per Owner Household (2015)**



**Population by Race**

Metric	White Alone	Black/African American Alone	Asian Alone	Some Other Race Alone	Two or More Races	Total
Number	26,318	162	93	221	445	27,239
Percent	96.6%	0.6%	0.3%	0.8%	1.6%	100.0%

**Orleans County Population by Race**



# Orleans County: Housing Supply Overview

Surveyed Housing Supply Overview (Represents Sample Survey of Housing)						
Housing Type	Projects	Units	Vacant Units	Vacancy	Price Range*	Median Price
Apartment Rentals	21	332	3	1.2%	\$500-\$875	\$500-\$700
Non-Conventional Rentals	20	20	-	-	\$400-\$1,600	\$922
Mobile Home Parks	8	218	16	7.3%	\$225-\$825	-
Owner Housing (For-Sale)**	-	577	-	-	\$7,900-\$2,999,000	\$189,000
Senior Care Facilities	RC-3	56	8	14.3%-RC	\$1,825-\$4,380	\$3,133
	AL-0	0	0	N/A-AL	-	-
	NH-2	110	1	0.9%-NH	\$6,996-\$8,365	\$7,528

RC-Residential Care; AL-Assisted living; NH-Nursing Home

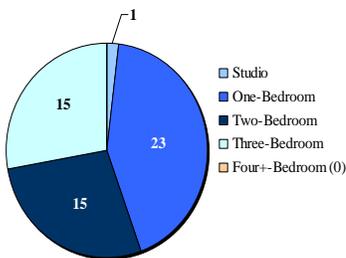
\*Price range illustrates the lowest to highest, regardless of bedroom type; Mobile Home Park price range is the base lot rent (2013) to the highest rent identified for a mobile home unit

\*\*Units is the total number of active listings

## Apartment Rentals

Total Surveyed Properties	Vacancy Rates		Subsidized Housing			
21	Overall		1.2%	Type	Count	Wait List
	Market-Rate		6.7%	Public Housing Units	0	0
Total Units Surveyed	Tax Credit		0.0%	Other Subsidized Units	278	9-173 H.H.
332	Subsidized	0.4%	Housing Choice Vouchers	72	400*	
				H.H. – Households		
			*Includes multiple counties			

### Distribution of Units Non-Subsidized

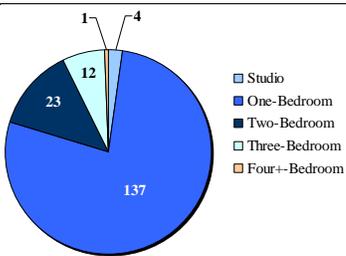


### Non-Subsidized Rental Distribution

Unit Type	Total Units	Vacancy Rate	Collected Rents		
			Low	High	Median*
Studio	1	0.0%	\$500	\$500	\$500
One-Bedroom	23	0.0%	\$585	\$700	\$585-\$600
Two-Bedroom	15	13.3%	\$560	\$850	\$560-\$700
Three-Bedroom	15	6.7%	\$675	\$875	\$675
Four+-Bedroom	-	-	-	-	-

\*Rent range based on number of bathrooms

### Government-Subsidized



### Government-Subsidized Rental Distribution

Unit Type	Total Units	Vacancy Rate
Studio	4	0.0%
One-Bedroom	137	0.0%
Two-Bedroom	23	0.0%
Three-Bedroom	12	0.0%
Four+-Bedroom	1	0.0%

### Mobile Home Parks

Number of Projects/Parks	8
Total Lots	218
Leased Lots	202
Vacant Lots	16
Vacancy Rate	7.3%
Median Base Lot Rent (2013)	\$225

The largest share of mobile home parks were established between 1960 and 1969. No parks have been established in Orleans County since 1989. According to data provided by DHCD's Housing Division, there are a total of 16 vacant lots, yielding an overall vacancy rate of 7.3%. Median base lot rents within mobile home parks in Orleans County have trended upward, increasing by 1.0% to 12.4% annually between 2009 and 2013.

# Orleans County: Housing Supply Overview

## Senior Care Facilities

Housing Type	Total Projects	Units/Beds	Vacancy Rate	Wait List	Median Base Rent
Residential Care	3	56	14.3%	None	\$3,133
Assisted Living	0	0	-	-	-
Nursing Homes	2	110	0.9%	1 Household	\$7,528
Total	5	166	5.4%	-	-

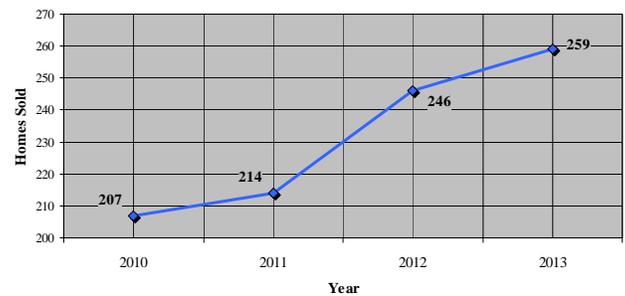
There were 14 senior care facilities identified in the county with a total of 596 beds. Of these projects, we were able to survey five. These five projects have a total of 166 units, of which only nine are vacant. This yields an overall vacancy rate of 5.4%. Base monthly fees for residential care housing start at around \$1,825 a month and nursing care has a base monthly fee starting near \$6,996 (using a daily fee).

## Owner Housing (For-Sale) by Year Sold

Year Sold	Units Sold	Change	Median Price	Change
2010	207	-	\$137,500	-
2011	214	3.4%	\$135,500	-1.5%
2012	246	15.0%	\$129,000	-4.8%
2013	259	5.3%	\$131,000	1.6%
2014*	228	-	\$137,000	-

\*Sales data is through October 2014

Orleans County Annual Home Sales (2010-2013)



## Overall Available Owner Housing (For-Sale)

Number of Homes Listed	Price Range	Average List Price	Median List Price	Average Days on Market
577	\$7,900-\$2,999,000	\$254,895	\$189,000	224

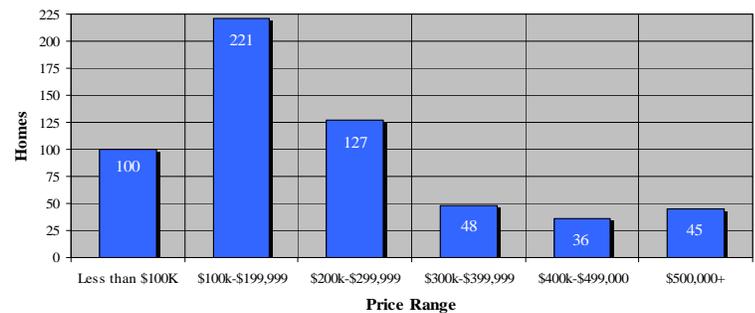
As of October 2014

## Available Owner (For-Sale) Housing by Price

List Price	Median Price	Units	Share
<\$100,000	\$81,700	100	17.3%
\$100,000 - \$199,999	\$149,000	221	38.3%
\$200,000 - \$299,999	\$249,000	127	22.0%
\$300,000 - \$399,999	\$350,000	48	8.3%
\$400,000 - \$499,999	\$469,000	36	6.3%
\$500,000+	\$699,000	45	7.8%
<b>Total</b>		<b>577</b>	<b>100.0%</b>

As of October 2014

Orleans County Available For-Sale Housing by Price



Excluding the number of households potentially impacted by lead based paint, the greatest housing issue facing residents appears to be associated with cost burden. The high share of cost burdened households indicates that many area residents are paying a disproportionately high share of their income towards housing costs, which is likely due to a lack of affordable housing.

## Housing Issues by Tenure

Housing Issue	Renter-Occupied		Owner-Occupied	
	Number	Percent	Number	Percent
Cost Burdened	1,231	48.8%	2,876	34.8%
Severely Cost Burdened	575	22.8%	1,149	13.9%
Overcrowded	37	1.5%	45	0.5%
Severely Overcrowded	12	0.5%	6	0.1%
Substandard*	94	3.8%	103	1.3%
Lead Paint	2,020	80.1%	5,201	62.9%

Notes: Some housing issues overlap with other issues; Lead Paint estimates are based on year built

\*Incomplete Kitchen and Incomplete Bath have been added together

A detailed analysis of the county's demographics, economics, and housing supply is included in the Housing Needs Assessment.

# Orleans County: Special Needs & Homeless

## Special Needs Populations

Special Needs Group	Persons	Special Needs Group	Persons
HIV/AIDS	N/A*	Persons with Disabilities (PD)	4,267
Victims of Domestic Violence (VDV)	240	Elderly (Age 62+) (E62)	6,008
Persons with Substance Abuse (PSA)	1,042	Frail Elderly (Age 62+) (FE62)	439
Adults with Severe Mental Illness (SMI)	228	Ex-offenders (Parole/Probation) (EOP)	97
Co-Occurring Disorders (COD)	N/A	Unaccompanied Youth (UY)	30**
New Immigrants/Refugees (NIR)	N/A	Migrant Farm Workers	56

\*Due to Federal Privacy Laws less than 5 cases cannot be reported

\*\*Includes Orleans County and northern Essex County

### Note: Data sources cited in full report

Excluding the homeless population, the largest number of special needs persons is among those with disabilities, elderly, and persons with substance abuse. According to our interviews with area stakeholders, housing alternatives that meet the distinct demands of the special needs population are limited. Notable facilities include Northeast Kingdom Community Action, Covered Bridge, Umbrella, Northeast Kingdom Human Services, and various residential care homes/nursing facilities which serve the needs of unaccompanied youth, persons with substance abuse and mental illnesses, persons with disabilities, elderly and domestic violence victims. It should be noted that these organizations serve the Caledonia, Essex and Orleans regions. According to various service providers knowledgeable about housing for various homeless and special needs groups in Orleans County, the most needed housing was SRO and permanent supportive housing for the homeless, unaccompanied youth and domestic violence victims. It was also noted that there is a need for increased voucher assistance.

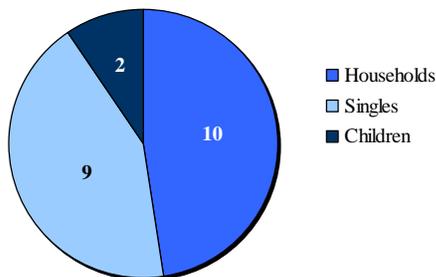
## Homeless Population

Total Homeless Persons	Chronically Homeless	Motel Vouchers	Unsheltered	Households	Singles	Children
12	0	0	2	10	9	2

## Homeless Housing Inventory

Project Type	Beds by Population Category					Seasonal Beds	Overflow Beds	Total Beds
	Single Male/Female and Households w/ Children	Single Male & Female	Veteran	Chronically Homeless	Youth			
Emergency Shelter	0	0	0	0	3	0	0	3
Transitional Housing	0	3	0	0	5	0	0	8
Permanent Supportive Housing	8	0	8	8	0	0	0	24
Rapid Re-housing	0	0	0	0	0	0	0	0
Total Beds By Population	8	3	8	8	8	0	0	35

### Orleans County Homeless Populations



Based on the Vermont Coalition to End Homelessness, there are approximately 12 persons classified as homeless within Orleans County. Based on the Vermont Coalition to End Homelessness - 2014 Housing Inventory Count, the utilization (occupancy) rate for homeless housing beds in the county is 96.2%. This utilization rate and the fact that 2 persons remain unsheltered on a given night indicate that there still remains a need for housing that meets the special needs of the homeless population.

# Orleans County

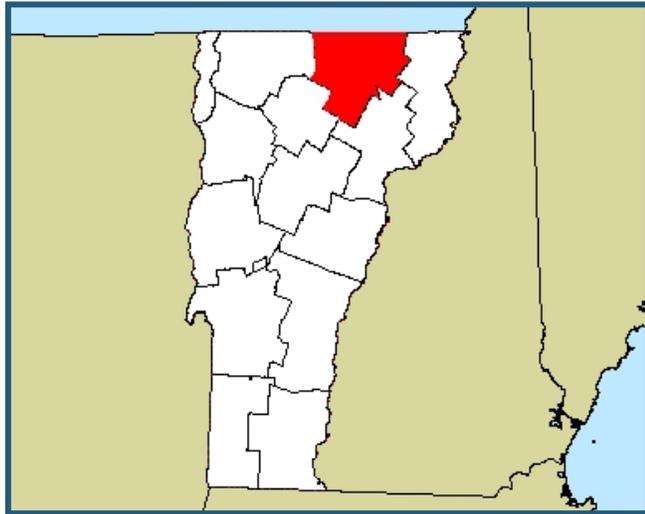
## A. Introduction

The focus of this analysis is to assess the market characteristics of, and to determine the housing needs for, Orleans County. To accomplish this task, Bowen National Research evaluated various socio-economic characteristics, inventoried and analyzed the housing supply (rental and owner/for-sale product), conducted stakeholder interviews, evaluated special needs populations and provided overall conclusions as to the housing needs of the county.

To provide a base of comparison, various metrics of Orleans County were compared with overall statewide numbers. A comparison of the subject county in relation with other counties in the state is provided in the Statewide portion of the Vermont Housing Needs Assessment.

## B. County Overview

Orleans County is located within the northern portion of the state. It encompasses a total of 697 square miles, making it the 5<sup>th</sup> largest county (based on geographic area) in the state. Primary thoroughfares within the county include Interstate Highway 91, U.S. Route 5, and State Route 105. Notable natural landmarks and public attractions include Lake Willoughby and Jay State Forest. The county had a 2010 total population of 27,231 (11<sup>th</sup> largest in the state) and 16,162 total households (9<sup>th</sup> largest in the state). Derby, with a 2010 population of 4,621, is the largest community in the county. Other notable communities in Orleans County, along with their corresponding 2010 population numbers in parenthesis, include Newport (4,589), Barton (2,810), and Troy (1,662). The primary employment sectors and their corresponding shares of the county's total employment are Manufacturing (17.7%), Educational Services (13.6%), Health Care & Social Assistance (10.9%) and Retail Trade (10.4%). Additional details regarding demographics, economics, housing, and other pertinent research and findings are included on the following pages.



### C. Demographics

This section of the report evaluates key demographic characteristics for Orleans County. Through this analysis, unfolding trends and unique conditions are revealed regarding populations and households residing in the county. Demographic comparisons provide insights into the human composition of housing markets.

This section is comprised of two major parts: population characteristics and household characteristics. Population characteristics describe the qualities of individual people, while household characteristics describe the qualities of people living together in one residence.

It is important to note that 2000 and 2010 demographics are based on U.S. Census data (actual count), while 2015 and 2020 data are based on calculated projections provided by ESRI, a nationally recognized demography firm. The accuracy of these projections depends on the realization of certain assumptions:

- Economic projections made by secondary sources materialize;
- Governmental policies with respect to residential development remain consistent;
- Availability of financing for residential development (i.e. mortgages, commercial loans, subsidies, Tax Credits, etc.) remains consistent;
- Sufficient housing and infrastructure is provided to support projected population and household growth.

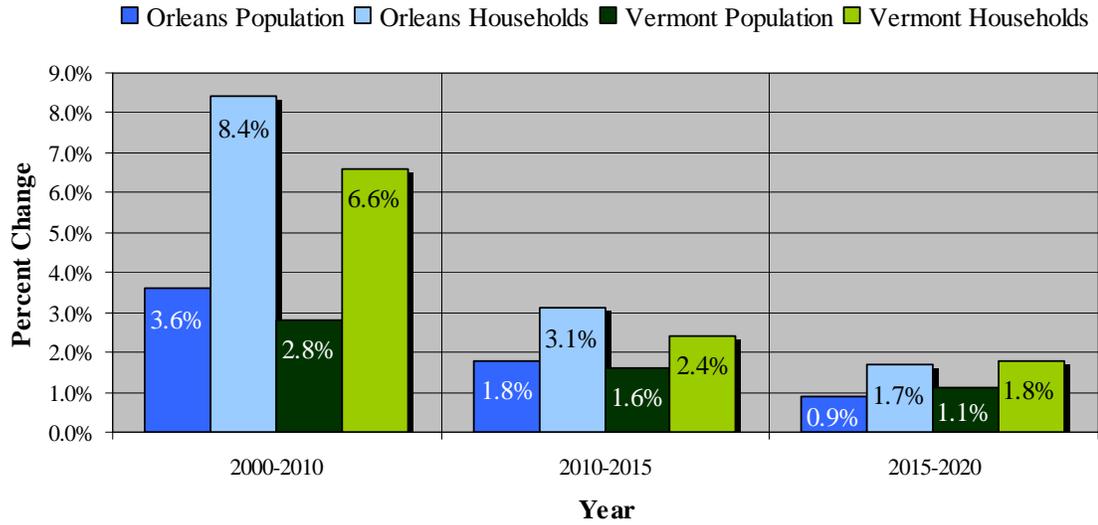
Significant unforeseen changes or fluctuations among any of the preceding assumptions could have an impact on demographic projections.

Population and household numbers for selected years within Orleans County and Vermont are shown in the following table:

	Total Population		Total Households	
	Orleans County	Vermont	Orleans County	Vermont
2000 Census	26,283	608,826	10,448	240,634
2010 Census	27,239	625,740	11,323	256,442
Change 2000-2010	956	16,914	875	15,808
Percent Change 2000-2010	3.6%	2.8%	8.4%	6.6%
2015 Projected	27,724	635,440	11,671	262,502
Change 2010-2015	485	9,700	348	6,060
Percent Change 2010-2015	1.8%	1.6%	3.1%	2.4%
2020 Projected	27,974	642,480	11,868	267,270
Change 2015-2020	250	7,040	197	4,768
Percent Change 2015-2020	0.9%	1.1%	1.7%	1.8%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

### Orleans County/Vermont Population & Household Trends



The Orleans County population and household growth was significant between 2000 and 2010, increasing by 956 (3.6%) and 875 (8.4%), respectively. They are projected to continue to increase by 485 (1.8%) and 348 (3.1%), respectively, between 2010 and 2015. They are projected to increase by 250 (0.9%) people and 197 (1.7%) households, respectively, between 2015 and 2020. These positive projected demographic changes are very similar to the state of Vermont.

Median household income for selected years is shown in the following table:

	Median Income	
	Orleans County	Vermont
2000 Census	\$31,106	\$40,820
2010 Census	\$41,334	\$52,733
Percent Change 2000-2010	32.9%	29.2%
2015 Projected	\$37,362	\$50,968
Percent Change 2010-2015	-9.6%	-3.3%
2020 Projected	\$36,727	\$51,980
Percent Change 2015-2020	-1.7%	2.0%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

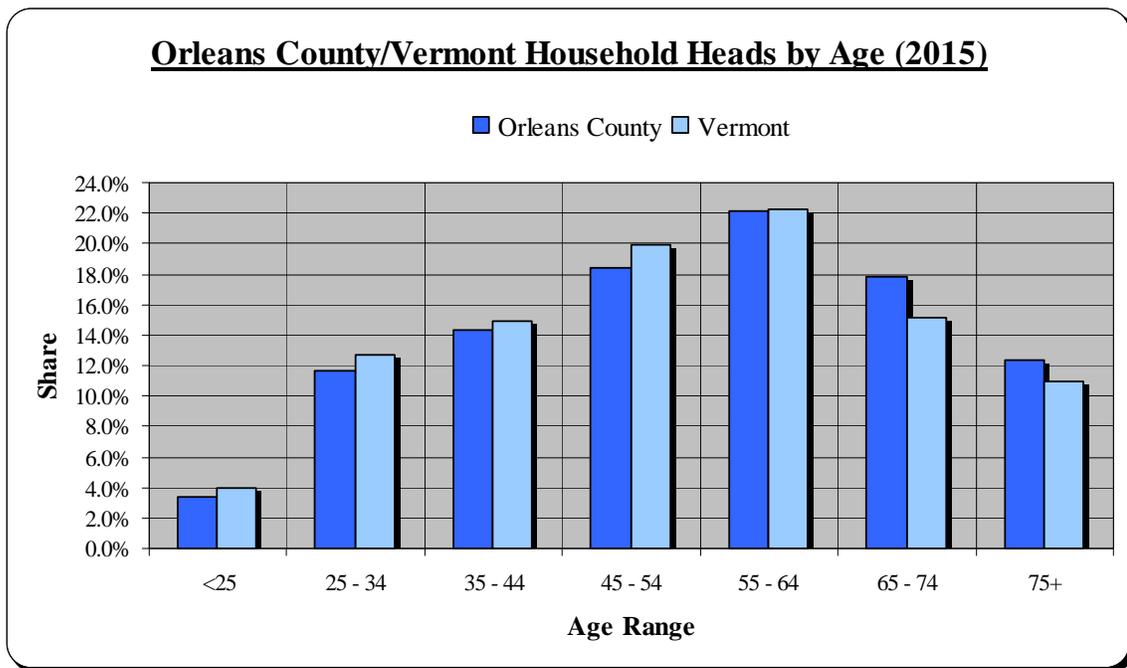
Orleans County had an estimated median household income of \$41,334 in 2010. It is projected to decline to \$37,362 by 2015. This projected decline is likely influenced by several factors including 1.) Residual effects of the national recession, 2.) Reduced incomes of baby boomers retiring, and 3.) Growth among low-income households due to immigration and new household formations. It is projected that the county's median household income will decline slightly to \$36,727 by 2020.

The distribution of households by age for Orleans County is compared with overall Vermont in the table below.

		Household Heads by Age						
		<25	25 to 34	35 to 44	45 to 54	55 to 64	65 to 74	75+
<b>Orleans County</b>	2010	413 (3.6%)	1,329 (11.7%)	1,757 (15.5%)	2,312 (20.4%)	2,437 (21.5%)	1,679 (14.8%)	1,394 (12.3%)
	2015	393 (3.4%)	1,351 (11.6%)	1,668 (14.3%)	2,151 (18.4%)	2,577 (22.1%)	2,079 (17.8%)	1,450 (12.4%)
	2020	355 (3.0%)	1,352 (11.4%)	1,578 (13.3%)	1,983 (16.7%)	2,563 (21.6%)	2,469 (20.8%)	1,566 (13.2%)
	<b>Change 2015-2020</b>	-38 (-9.7%)	1 (0.1%)	-90 (-5.4%)	-168 (-7.8%)	-14 (-0.5%)	390 (18.8%)	116 (8.0%)
<b>Vermont</b>	2010	10,985 (4.3%)	32,492 (12.7%)	42,017 (16.4%)	57,987 (22.6%)	53,734 (21.0%)	31,424 (12.3%)	27,803 (10.8%)
	2015	10,505 (4.0%)	33,451 (12.7%)	39,129 (14.9%)	52,129 (19.9%)	58,571 (22.3%)	39,763 (15.1%)	28,947 (11.0%)
	2020	9,777 (3.7%)	34,033 (12.7%)	37,721 (14.1%)	46,382 (17.4%)	60,278 (22.6%)	48,166 (18.0%)	30,906 (11.6%)
	<b>Change 2015-2020</b>	-728 (-6.9%)	582 (1.7%)	-1,408 (-3.6%)	-5,747 (-11.0%)	1,707 (2.9%)	8,403 (21.1%)	1,959 (6.8%)

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

It is projected that by 2015, the largest share (22.1%) of households by age in Orleans County will be within the 55 to 64 age cohort. Between 2015 and 2020, it is projected that households between the ages of 65 and 74 will experience the greatest growth, adding 390 households, while households over the age of 75 will increase by 116 (8.0%). These trends are attributed to households aging in place.

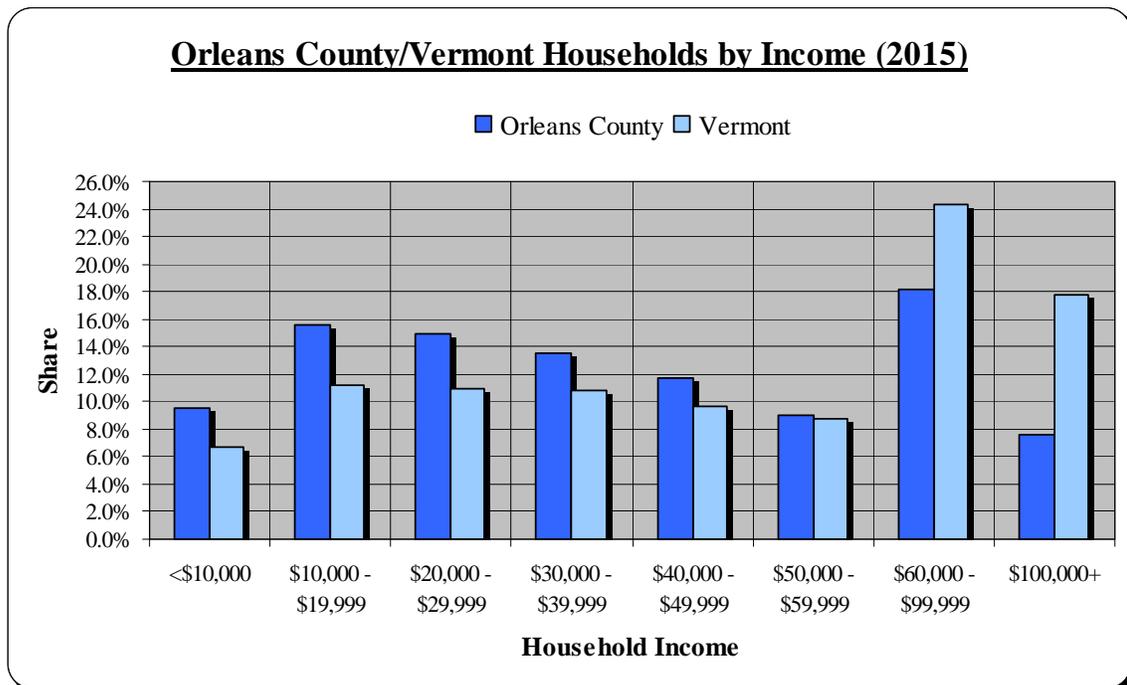


Households by income for selected years are shown in the following table:

		Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
Orleans County	2010	1,004 (8.9%)	1,646 (14.5%)	1,476 (13.0%)	1,357 (12.0%)	1,345 (11.9%)	1,067 (9.4%)	2,323 (20.5%)	1,106 (9.8%)
	2015	1,109 (9.5%)	1,823 (15.6%)	1,743 (14.9%)	1,575 (13.5%)	1,361 (11.7%)	1,047 (9.0%)	2,119 (18.2%)	893 (7.6%)
	2020	1,159 (9.8%)	1,886 (15.9%)	1,797 (15.1%)	1,622 (13.7%)	1,368 (11.5%)	1,050 (8.9%)	2,112 (17.8%)	873 (7.4%)
	<b>Change 2015-2020</b>	50 (4.5%)	63 (3.4%)	55 (3.1%)	47 (3.0%)	7 (0.5%)	3 (0.3%)	-8 (-0.4%)	-20 (-2.2%)
Vermont	2010	15,148 (5.9%)	27,596 (10.8%)	27,220 (10.6%)	26,485 (10.3%)	25,431 (9.9%)	23,203 (9.0%)	64,909 (25.3%)	46,451 (18.1%)
	2015	17,628 (6.7%)	29,311 (11.2%)	28,668 (10.9%)	28,272 (10.8%)	25,143 (9.6%)	23,022 (8.8%)	63,862 (24.3%)	46,596 (17.8%)
	2020	17,717 (6.6%)	29,150 (10.9%)	28,665 (10.7%)	28,307 (10.6%)	25,307 (9.5%)	22,673 (8.5%)	64,356 (24.1%)	51,095 (19.1%)
	<b>Change 2015-2020</b>	90 (0.5%)	-162 (-0.6%)	-3 (0.0%)	35 (0.1%)	163 (0.6%)	-348 (-1.5%)	494 (0.8%)	4,499 (9.7%)

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2015, approximately 40% of Orleans County households will have annual incomes below \$30,000. At this same time, 34.2% of the households will make between \$30,000 and \$59,999. Approximately 25.8% of all households in Orleans County will have incomes \$60,000 and higher. It is projected that between 2015 and 2020, there will be substantial increases in the number of households that make less than \$40,000; while at the same time households with income above \$60,000 will decline.



Households by income and tenure for selected years are shown below:

		Renter Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
Orleans County	2010	418 (15.1%)	576 (20.8%)	525 (19.0%)	399 (14.4%)	208 (7.5%)	214 (7.7%)	297 (10.7%)	129 (4.7%)
	2015	474 (16.7%)	626 (22.0%)	587 (20.7%)	419 (14.8%)	197 (6.9%)	198 (7.0%)	258 (9.1%)	80 (2.8%)
	2020	482 (16.6%)	654 (22.6%)	601 (20.7%)	436 (15.0%)	193 (6.7%)	201 (7.0%)	243 (8.4%)	87 (3.0%)
	<b>Change 2015-2020</b>	8 (1.7%)	29 (4.6%)	14 (2.3%)	17 (4.1%)	-4 (-1.8%)	4 (2.0%)	-16 (-6.0%)	8 (9.7%)
Vermont	2010	8,672 (11.6%)	13,748 (18.3%)	11,898 (15.9%)	10,467 (14.0%)	7,623 (10.2%)	6,209 (8.3%)	11,320 (15.1%)	5,097 (6.8%)
	2015	10,145 (13.4%)	14,446 (19.1%)	12,051 (15.9%)	10,459 (13.8%)	7,183 (9.5%)	5,848 (7.7%)	10,718 (14.1%)	4,933 (6.5%)
	2020	10,128 (13.1%)	14,375 (18.7%)	11,837 (15.4%)	10,338 (13.4%)	7,379 (9.6%)	5,841 (7.6%)	11,345 (14.7%)	5,810 (7.5%)
	<b>Change 2015-2020</b>	-17 (-0.2%)	-71 (-0.5%)	-215 (-1.8%)	-122 (-1.2%)	196 (2.7%)	-8 (-0.1%)	626 (5.8%)	877 (17.8%)

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

		Owner Households by Income							
		<\$10,000	\$10,000 - \$19,999	\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000 - \$99,999	\$100,000+
Orleans County	2010	586 (6.9%)	1,069 (12.5%)	950 (11.1%)	958 (11.2%)	1,137 (13.3%)	853 (10.0%)	2,026 (23.7%)	977 (11.4%)
	2015	636 (7.2%)	1,198 (13.6%)	1,156 (13.1%)	1,156 (13.1%)	1,164 (13.2%)	850 (9.6%)	1,861 (21.1%)	813 (9.2%)
	2020	677 (7.6%)	1,232 (13.7%)	1,197 (13.3%)	1,186 (13.2%)	1,175 (13.1%)	849 (9.5%)	1,869 (20.8%)	785 (8.8%)
	<b>Change 2015-2020</b>	42 (6.6%)	34 (2.8%)	41 (3.5%)	30 (2.6%)	11 (0.9%)	-1 (-0.1%)	8 (0.4%)	-28 (-3.4%)
Vermont	2010	6,475 (3.6%)	13,848 (7.6%)	15,322 (8.4%)	16,017 (8.8%)	17,808 (9.8%)	16,994 (9.4%)	53,588 (29.5%)	41,354 (22.8%)
	2015	7,483 (4.0%)	14,866 (8.0%)	16,616 (8.9%)	17,813 (9.5%)	17,960 (9.6%)	17,173 (9.2%)	53,144 (28.5%)	41,663 (22.3%)
	2020	7,589 (4.0%)	14,775 (7.8%)	16,829 (8.8%)	17,969 (9.4%)	17,928 (9.4%)	16,833 (8.8%)	53,012 (27.9%)	45,285 (23.8%)
	<b>Change 2015-2020</b>	106 (1.4%)	-91 (-0.6%)	212 (1.3%)	157 (0.9%)	-33 (-0.2%)	-341 (-2.0%)	-132 (-0.2%)	3,622 (8.7%)

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The largest share (22.0%) of renter households in 2015 is projected to be among households with incomes between \$10,000 and \$19,999, while the largest share (21.1%) of owner-occupied households at this same time will be among those with incomes between \$60,000 and \$99,999. Between 2015 and 2020, the greatest renter household growth is projected to occur among households with incomes between \$40,000 and lower. Homeowners with incomes below \$40,000 are also projected to experience the greatest growth.

Population by race for 2010 (latest race data available) is shown below:

		Population by Race						Total
		White Alone	Black or African American Alone	Asian Alone	Some Other Race Alone	Two or More Races		
<b>Orleans County</b>	Number	26,318	162	93	221	445	27,239	
	Percent	96.6%	0.6%	0.3%	0.8%	1.6%	100.0%	
<b>Vermont</b>	Number	596,291	6,277	7,947	4,472	10,753	625,740	
	Percent	95.3%	1.0%	1.3%	0.7%	1.7%	100.0%	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The largest share of population by race within the county is among the “White Alone” segment, which represents 96.6% of the city’s population. “Two or More Races” represents the next largest share in the county at 1.6%.

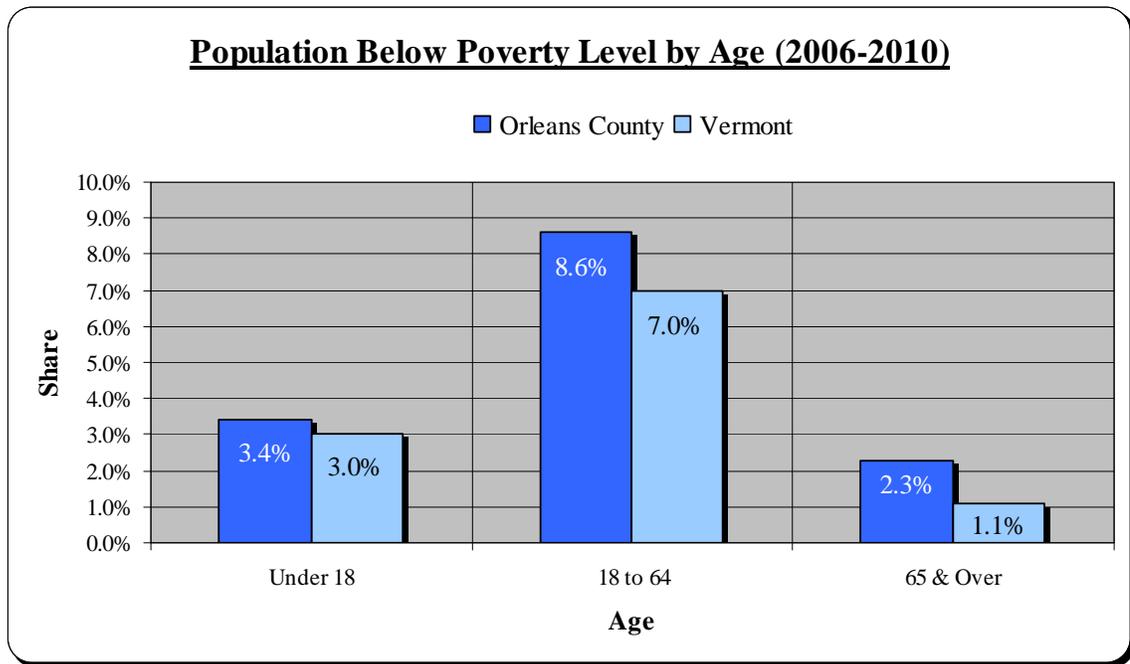
Population by poverty status for the county is shown in the following table:

		Population by Poverty Status						Total
		Income below poverty level:			Income at or above poverty level:			
		<18	18 to 64	65+	<18	18 to 64	65+	
<b>Orleans County</b>	Number	928	2,330	637	5,002	14,504	3,838	27,239
	Percent	3.4%	8.6%	2.3%	18.4%	53.2%	14.1%	100.0%
<b>Vermont</b>	Number	18,492	44,076	7,007	116,645	359,152	80,367	625,740
	Percent	3.0%	7.0%	1.1%	18.6%	57.4%	12.8%	100.0%

Source: U.S. Census Bureau, 2006-2010 American Community Survey; Urban Decision Group; Bowen National Research

Approximately 17.7% of the county’s population lives in poverty. One in six children (under the age of 18) within the county live in poverty. Approximately 8.6% of the county’s population is between the ages of 18 and 64 and lives in poverty, while only 2.3% consists of seniors age 65 and older that live in poverty.

The following graph compares the share of population by age group with incomes below the poverty level for the county and state based on the ACS five-year (2006-2010) rolling average:



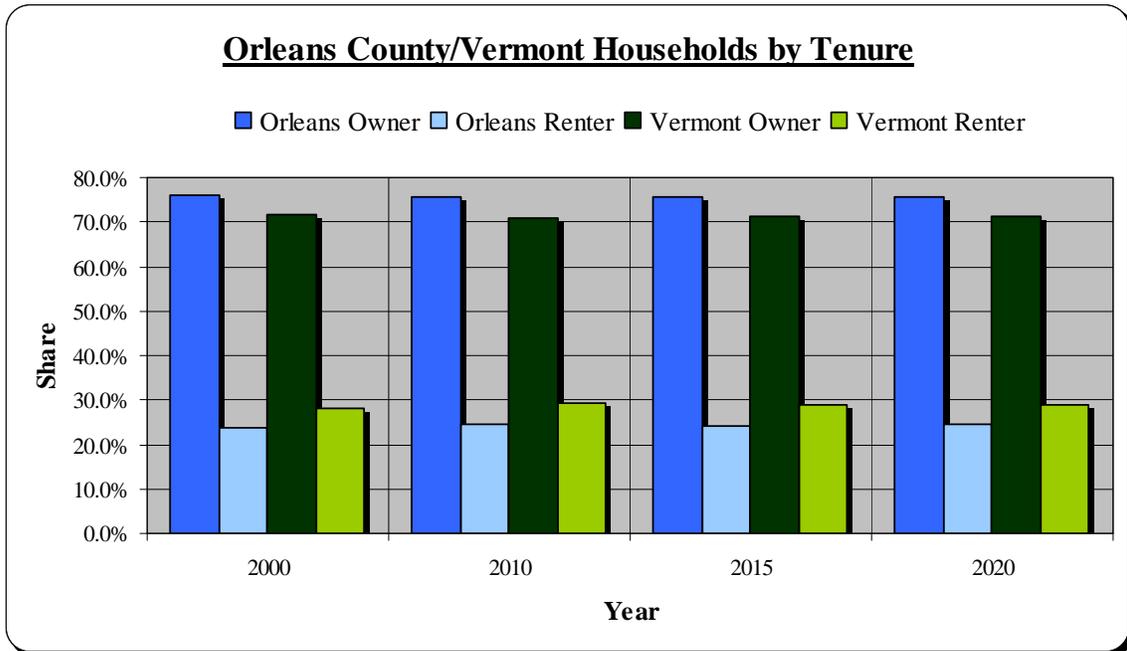
Households by tenure for selected years for the county and state are shown in the following table:

		Households by Tenure							
		2000		2010		2015		2020	
Household Type		Number	Percent	Number	Percent	Number	Percent	Number	Percent
		<b>Orleans County</b>	Owner-Occupied	7,956	76.1%	8,556	75.6%	8,833	75.7%
Renter-Occupied	2,492		23.9%	2,767	24.4%	2,838	24.3%	2,898	24.4%
Total	10,448		100.0%	11,323	100.0%	11,671	100.0%	11,868	100.0%
<b>Vermont</b>	Owner-Occupied	172,467	71.7%	181,407	70.7%	186,718	71.1%	190,219	71.2%
	Renter-Occupied	68,167	28.3%	75,035	29.3%	75,784	28.9%	77,051	28.8%
	Total	240,634	100.0%	256,442	100.0%	262,502	100.0%	267,270	100.0%

Source: 2000 Census; 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the county, the share of owner-occupied households represented three-fourths of all households and renter-occupied households represented the remaining one-fourth in 2000 and 2010. It is projected that in 2015 and 2020, the share of owner- and renter-occupied households will be similar to recent distributions.

The following graph compares household tenure shares for 2000, 2010, 2015 and 2020:



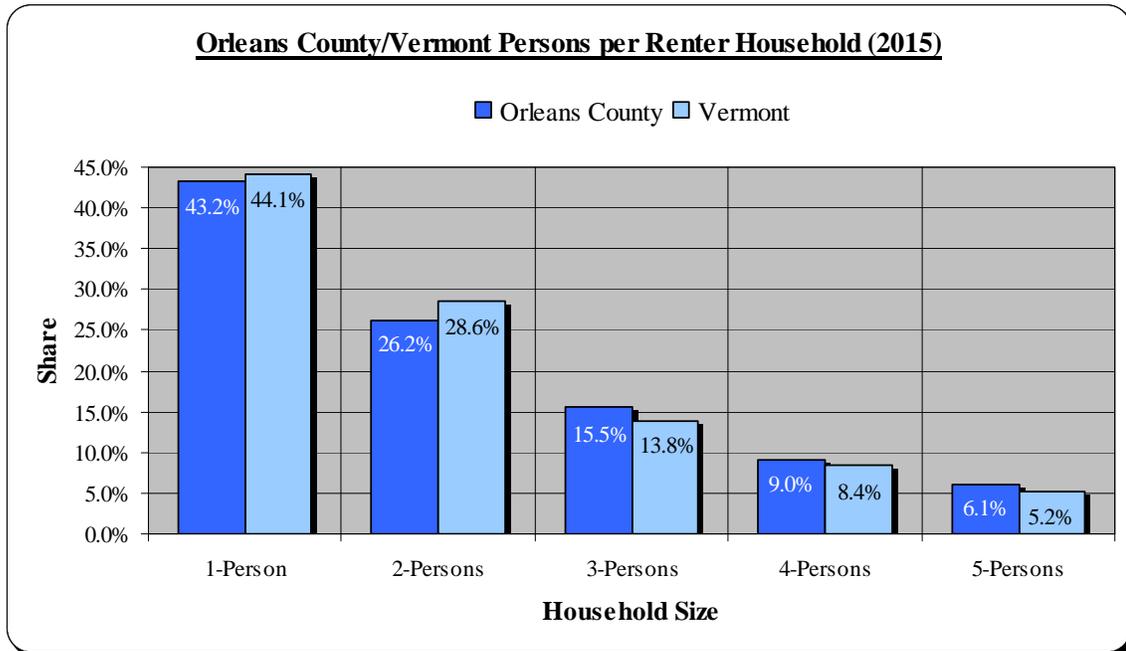
Renter households by size for selected years are shown in the following table:

		Persons Per Renter Household						Median Household Size
		1-Person	2-Person	3-Person	4-Person	5-Person	Total	
Orleans County	2010	1,165 (42.1%)	740 (26.7%)	427 (15.4%)	254 (9.2%)	180 (6.5%)	2,767 (100.0%)	1.59
	2015	1,226 (43.2%)	743 (26.2%)	440 (15.5%)	255 (9.0%)	174 (6.1%)	2,838 (100.0%)	1.52
	2020	1,276 (44.0%)	748 (25.8%)	450 (15.5%)	256 (8.8%)	168 (5.8%)	2,898 (100.0%)	1.46
Vermont	2010	32,279 (43.0%)	21,756 (29.0%)	10,358 (13.8%)	6,530 (8.7%)	4,112 (5.5%)	75,035 (100.0%)	1.48
	2015	33,397 (44.1%)	21,645 (28.6%)	10,436 (13.8%)	6,369 (8.4%)	3,937 (5.2%)	75,784 (100.0%)	1.42
	2020	34,567 (44.9%)	21,768 (28.3%)	10,566 (13.7%)	6,302 (8.2%)	3,847 (5.0%)	77,051 (100.0%)	1.36

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the share of county renter households with one- and two-persons was just over two-thirds, while three-person or larger renter households represent over just under a third of the total renter households. These shares, which are not expected to change significantly through 2020, are very similar to state shares.

The following graph compares renter household size shares for the county and state in 2015:



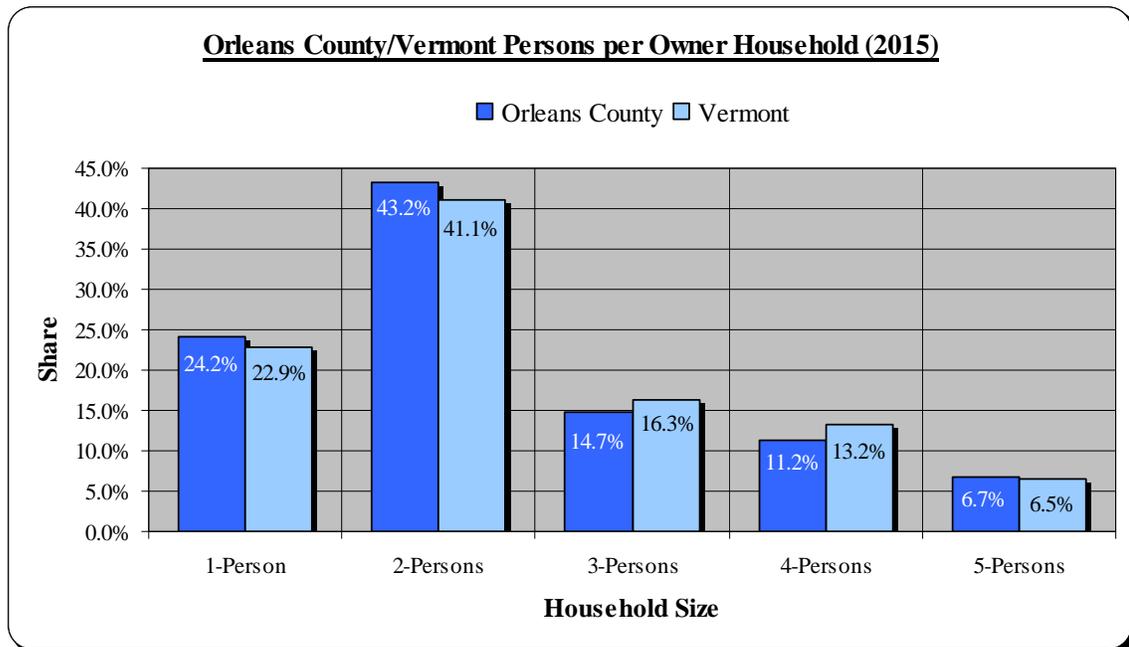
Owner households by size for selected years are shown on the following table:

		Persons Per Owner Household						Median Household Size
		1-Person	2-Person	3-Person	4-Person	5-Person	Total	
<b>Orleans County</b>	2010	1,983 (23.2%)	3,729 (43.6%)	1,256 (14.7%)	988 (11.5%)	601 (7.0%)	8,556 (100.0%)	2.23
	2015	2,136 (24.2%)	3,817 (43.2%)	1,295 (14.7%)	993 (11.2%)	592 (6.7%)	8,833 (100.0%)	2.19
	2020	2,244 (25.0%)	3,850 (42.9%)	1,313 (14.6%)	987 (11.0%)	576 (6.4%)	8,970 (100.0%)	2.16
<b>Vermont</b>	2010	39,956 (22.0%)	75,130 (41.4%)	29,356 (16.2%)	24,662 (13.6%)	12,302 (6.8%)	181,407 (100.0%)	2.35
	2015	42,730 (22.9%)	76,706 (41.1%)	30,376 (16.3%)	24,712 (13.2%)	12,194 (6.5%)	186,718 (100.0%)	2.32
	2020	44,759 (23.5%)	77,662 (40.8%)	31,076 (16.3%)	24,667 (13.0%)	12,055 (6.3%)	190,219 (100.0%)	2.30

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National

Generally, two-thirds of the county's owner-occupied households in 2010 consist of one- or two-person households, while less than a third consisted of three-person or larger households. These shares are very similar to state distributions and are not expected to change much through 2020.

The following graph compares owner household size shares for the county and state in 2015:



Residents of the county face a variety of housing issues that include such things as lacking complete kitchen and/or indoor plumbing, overcrowding (1.01 or more persons per room), severe overcrowding (1.51 or more persons per room), cost burdened (paying over 30% of their income towards housing costs), severe cost burdened (paying over 50% of their income towards housing costs), and potentially containing lead paint (units typically built prior to 1980).

The following table summarizes the housing issues by tenure for Orleans County. It is important to note that some occupied housing units have more than one housing issue.

<b>Housing Issues by Tenure</b>				
<b>Housing Issue</b>	<b>Renter-Occupied</b>		<b>Owner-Occupied</b>	
	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
Cost Burdened	1,231	48.8%	2,876	34.8%
Severely Cost Burdened	575	22.8%	1,149	13.9%
Overcrowded	37	1.5%	45	0.5%
Severely Overcrowded	12	0.5%	6	0.1%
Substandard*	94	3.8%	103	1.3%
Lead Paint	2,020	80.1%	5,201	62.9%

Sources: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National

Notes: Some housing issues overlap with other issues; Lead Paint estimates are based on year built

\*Incomplete Kitchen and Incomplete Bath have been added together

As illustrated in the preceding table, excluding the number of households potentially impacted by lead based paint, the greatest housing issue facing residents appears to be associated with cost burden. The high share of cost burdened households indicates that many area residents are paying a disproportionately high share of their income towards housing costs, which is likely due to a lack of affordable housing.

#### D. Economics

As economic conditions and trends can influence the need for housing within a particular market, the following is an overview of various economic characteristics and trends within Orleans County. The distribution of employment by industry sector in Orleans County is compared with Vermont in the following table.

NAICS Group	Employment by Industry (Employees)			
	Orleans County		Vermont	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	406	3.9%	4,769	1.7%
Mining	16	0.2%	877	0.3%
Utilities	14	0.1%	999	0.4%
Construction	806	7.8%	16,858	6.1%
Manufacturing	1,824	17.7%	23,068	8.3%
Wholesale Trade	299	2.9%	9,861	3.6%
Retail Trade	1,067	10.4%	34,918	12.6%
Transportation & Warehousing	522	5.1%	7,800	2.8%
Information	157	1.5%	8,913	3.2%
Finance & Insurance	124	1.2%	7,077	2.6%
Real Estate & Rental & Leasing	178	1.7%	5,106	1.8%
Professional, Scientific & Technical Services	295	2.9%	17,093	6.2%
Management of Companies & Enterprises	3	0.0%	170	0.1%
Administrative, Support, Waste Management & Remediation Services	597	5.8%	16,245	5.9%
Educational Services	1,402	13.6%	25,947	9.4%
Health Care & Social Assistance	1,119	10.9%	37,197	13.4%
Arts, Entertainment & Recreation	104	1.0%	4,798	1.7%
Accommodation & Food Services	410	4.0%	17,636	6.4%
Other Services (Except Public Administration)	471	4.6%	14,090	5.1%
Public Administration	473	4.6%	23,180	8.4%
Total	10,287	100.0%	276,602	100.0%

\*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the County. These employees, however, are included in our labor force calculations because their places of employment are located within the County.

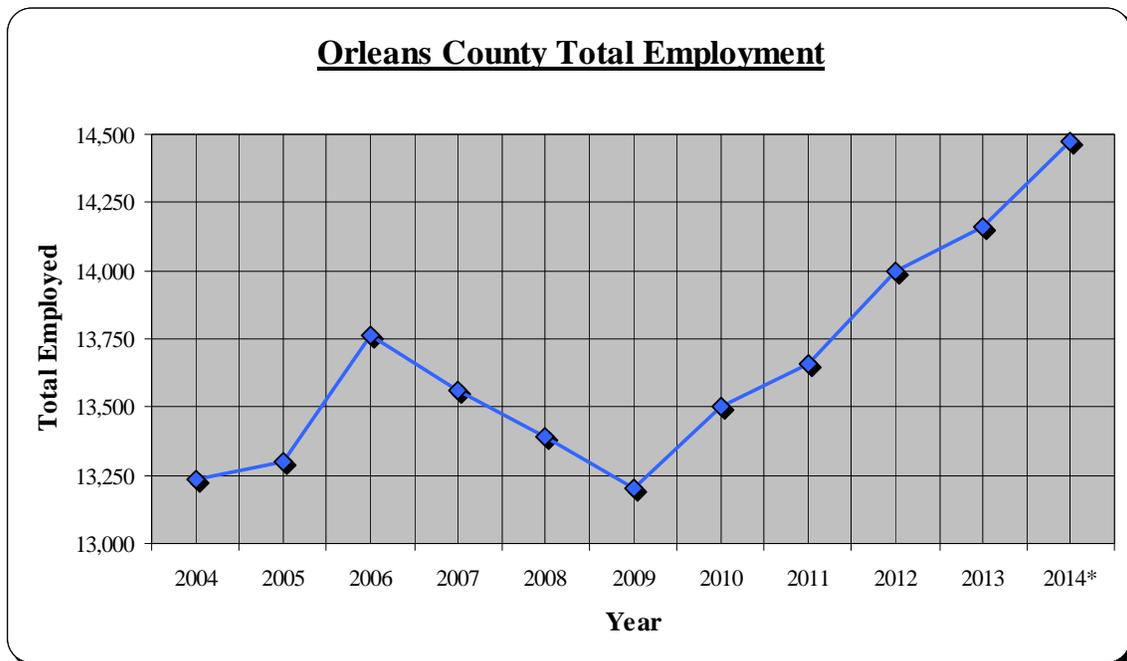
The labor force within the county is generally well diversified and balanced with no industry sector representing more than 17.7% of the overall county's employment base. The largest employment sectors in the county are within Manufacturing (17.7%), Educational Services (13.6%), Health Care & Social Assistance (10.9%) and Retail Trade (10.4%). The fact that nearly one-fifth of the county's employment base is within the Manufacturing job sector may make Orleans County more susceptible to economic downturns than many other areas of the state.

The following illustrates the total employment base for Orleans County, Vermont and the United States.

Year	Total Employment					
	Orleans County		Vermont		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2004	13,232	-	334,188	-	139,967,126	-
2005	13,297	0.5%	336,583	0.7%	142,299,506	1.7%
2006	13,760	3.5%	343,149	2.0%	145,000,043	1.9%
2007	13,558	-1.5%	341,282	-0.5%	146,388,369	1.0%
2008	13,390	-1.2%	341,692	0.1%	146,047,748	-0.2%
2009	13,203	-1.4%	334,922	-2.0%	140,696,560	-3.7%
2010	13,503	2.3%	336,823	0.6%	140,457,589	-0.2%
2011	13,661	1.2%	338,341	0.5%	141,727,933	0.9%
2012	13,995	2.4%	338,261	0.0%	143,566,680	1.3%
2013	14,163	1.2%	336,038	-0.7%	144,950,662	1.0%
2014*	14,475	2.2%	337,297	0.4%	146,735,092	1.2%

Source: Department of Labor; Bureau of Labor Statistics

\*Through August



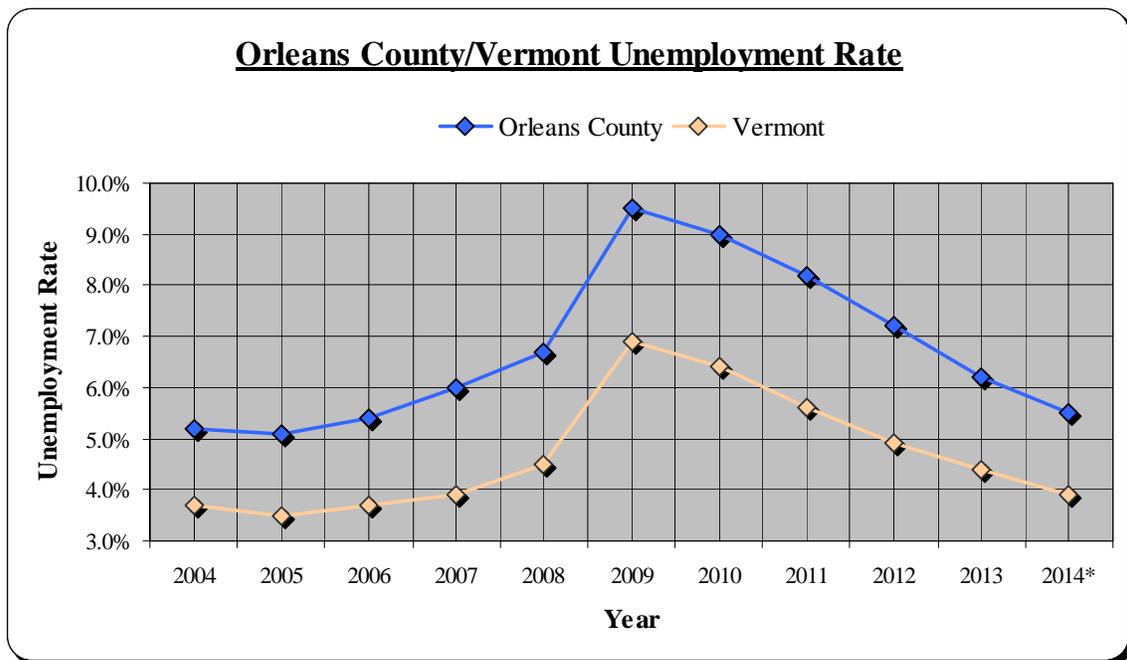
While Orleans County experienced a decline in its employment base between 2007 and 2009, it began a strong recovery starting in 2010, when the employment base grew 2.3%. In each of the past five years, Orleans County has posted job gains of 1.2% to 2.4%, outpacing state and national averages. The 14,475 employment base in the county as of August of 2014 has exceeded pre-recession levels, indicating that the county has fully recovered from the national recession.

Unemployment rates for Orleans County, Vermont and the United States are illustrated as follows:

Year	Unemployment Rate		
	Orleans County	Vermont	United States
2004	5.2%	3.7%	5.6%
2005	5.1%	3.5%	5.2%
2006	5.4%	3.7%	4.7%
2007	6.0%	3.9%	4.7%
2008	6.7%	4.5%	5.8%
2009	9.5%	6.9%	9.3%
2010	9.0%	6.4%	9.7%
2011	8.2%	5.6%	9.0%
2012	7.2%	4.9%	8.1%
2013	6.2%	4.4%	7.4%
2014*	5.5%	3.9%	6.5%

Source: Department of Labor, Bureau of Labor Statistics  
 \*Through August

After reaching a decade high unemployment rate of 9.5% in 2009, the Orleans County unemployment rate has declined in each of the past five years. While the county's unemployment rate is still well above the Vermont state average, it is below national averages.



Orleans County is one of three counties to make up Vermont's "Northeast Kingdom." The area, comprised of Caledonia, Essex, and Orleans counties, refers to the corner of the state that abuts the Canadian Border and upper Connecticut River. Much of the economy is anchored in manufacturing (including precision metal fabrication and wood manufacturing), health care, agriculture, and tourism. Still, many residents of the Northeast Kingdom commute to nearby New Hampshire for employment.

Most of the employers within the Northeast Kingdom are small and according to 2012 data produced by the U.S. Census Bureau, just 53 businesses within the three-county region employed 50 or more workers. In Orleans County, 26 employers had a workforce of 50 or more, while more than 60% of the county's business establishments employed four or fewer. Among the major employers is North County Hospital in Newport with about 500 employees. Major manufacturers in the county include Ethan Allen, Columbia Forest Products, Tivoly, and North Country Engineering.

In addition to manufacturing and health care, agriculture and tourism are contributors to Orleans's economy. Agriculture is much less prominent today than it once was and the number of small family farms in the Northeast Kingdom continues to decline. While the county produces much of the state's agricultural products, with dairy farming being its primary agricultural activity, the number of dairy farms in Orleans dropped from 194 to 139 between 2003 and 2010. As for tourism, the Jay Peak Ski Area is located in Orleans County, which has been undergoing a major expansion. Other popular winter sports within the region include cross-country skiing and snowmobiling, while in the warmer months, hiking, hunting, fishing, and boating are common. During the autumn months, the region's fall foliage and scenic landscapes attract tourists from far and wide, including many cyclists.

Orleans County has been the recipient of several recent positive economic development announcements. Among the most noteworthy have been the investments collectively known as the Northeast Kingdom Economic Development Initiative. Spearheaded by Jay Peak Resort owners Bill Stenger and Ariel Quiros, the multimillion projects will likely generate thousands of jobs. Original plans called for a mixed-use project in Newport, redevelopment of a building in Newport to accommodate German manufacturer Menck Windows, development of a biomedical research park in Newport, and expansions at the Newport State Airport in Coventry. These are in addition to the major upgrades to Jay Peak, which include a \$25 million, 85-room hotel to replace the aging Stateside Chalet and a new indoor water park. The projects are in various stages of completion and the recruitment of Menck fell through last year. The Initiative also supports an expansion of Burke Mountain Resort in nearby Caledonia County.

Smaller announcements include a \$175,000 low-interest loan to Al's Snowmobile Parts Warehouse in Newport to support the acquisition of business and property, a \$12,000 tax credit to Pick & Shovel Hardware in Newport for an elevator installation, an 8,000 square foot expansion of North Country Hospital's Barton Clinic, and the opening of VT Connections sales and marketing office in Derby. Finally, regional broadband and high-speed wireless has been launched, with further expansions anticipated in 2015.

Working Lands Enterprise Board recently awarded funding to five Orleans County businesses. Specifically, Bonnieview Farm in Albany was granted \$20,000 for a cheese aging cave to double production, Cate Hill Orchard in Greensboro received \$20,000 for an on-farm processing facility, Kingdom Brewing in Newport was awarded \$20,000 for a retail bottle/cannery and growler fill station, Lazy Lade Farm in Westfield was presented with \$6,000 for a solar array to secure energy requirements for an off-grid dairy, and NorthWoods Stewardship Center in East Charleston was funded \$18,200 to assist with low-impact timber harvests in the Northeast Kingdom. The Working Lands Enterprise Board selects businesses in Vermont's agriculture, forestry, and forest products sectors to receive technical assistance and infrastructure. Its goals are to create jobs within these industries and improve the quality of lives for workers.

While Orleans County has been the beneficiary of recent positive business activity, there have been a few negative announcements to note. Perhaps most noteworthy, Ethan Allen has continually downsized its local facility (along with downsizings and closures in its nearby Essex County locations). A decade ago, about 700 were employed in the Orleans plant and by 2012, the workforce was down to 350. Still, the company remains committed and regularly invests in new equipment and technologies. The Vermont facilities produce \$380,000 in furniture daily.

Smaller cuts have come from Tivoly in Derby Line, North Country Hospital in Newport, and Revision Military in Newport. Tivoly, a machine tool manufacturer and employer of about 165, announced an undisclosed number of layoffs in 2013, while North Country Hospital eliminated 19 positions and reduced hours for three employees, thereby cutting its 600-person workforce by 3%. Separately, Revision Military cut its Newport City helmet plant's 57-person staff in half following the federal government shutdown, leading to 23 job cuts. The layoffs at Revision Military were expected to be temporary and earlier this year the company won a \$21 million government contract to manufacture 90,000 advanced combat helmets, creating 45 new jobs.

## E. Housing Supply

This housing supply analysis considers both rental and owner for-sale housing. Understanding the historical trends, market performance, characteristics, composition, and current housing choices provide critical information as to current market conditions and future housing potential. The housing data presented and analyzed in this section includes primary data collected directly by Bowen National Research and from secondary data sources including American Community Survey (ACS), U.S. Census housing information and data provided by various government entities and real estate professionals.

While there are a variety of housing alternatives offered in Orleans County, we focused our analysis on the most common alternatives. The housing structures included in this analysis are:

- **Rental Housing** – Multifamily rentals, typically with three or more units were inventoried and surveyed. Additionally, rentals with fewer than three units, which were classified as non-conventional rentals, were identified and surveyed.
- **Mobile Homes** – Mobile home units located within designated mobile home parks were aggregated and evaluated.
- **Owner For-Sale Housing** – We identified attached and detached for-sale housing, which may be part of a planned development or community, as well as attached multifamily housing such as condominiums. Both historical (homes sold between January of 2010 and October of 2014) and available for-sale homes were evaluated.
- **Senior Care Housing** – Facilities providing housing for seniors requiring some level of care, such as residential care facilities, assisted living facilities and nursing homes, were surveyed and analyzed.

This analysis includes secondary Census housing data, Bowen National Research's survey of area rental alternatives and senior care facilities, and owner for-sale housing data (both historical sales and available housing alternatives) obtained from secondary data sources (Multiple Listing Service, REALTOR.com, and other on-line sources) and mobile home parks (Vermont Department of Housing & Community Development and Bowen National Research). Finally, we contacted local building and planning departments to determine if any residential units of notable scale were currently planned or under review by local government. Any such units were considered in the housing gap/needs estimates included later in this section.

Based on research conducted by Bowen National Research and secondary data sources, a total of 21 multifamily (apartment) rental properties, 20 non-conventional rentals, eight (8) mobile home parks, 577 currently available (for-sale) units, and five (5) senior care facilities were identified and analyzed in the county.

Housing Supply Overview						
Housing Type	Projects	Units	Vacant Units	Vacancy	Price Range*	Median Price
Apartment Rentals	21	332	3	1.2%	\$500-\$875	\$500-\$700
Non-Conventional Rentals	20	20	-	-	\$400-\$1,600	\$922
Mobile Home Parks	8	218	16	7.3%	\$225-\$825	-
Owner Housing (For-Sale)**	-	577	-	-	\$7,900-\$2,999,000	\$189,000
Senior Care Facilities	3	56	8	14.3%-RC	\$1,825-\$4,380	\$3,133
	0	0	0	N/A-AL	-	-
	2	110	1	0.9%-NH	\$6,996-\$8,365	\$7,528

RC-Residential Care; AL-Assisted living; NH-Nursing Home

\*Price range illustrates the lowest to highest, regardless of bedroom type; Mobile Home Park price range is the base lot rent (2013) to the highest rent identified for a mobile home unit

\*\*Units is the total number of active listings

Of the 570 total rental housing units (multifamily, non-conventional and mobile home parks) surveyed in the county, a total of 19 units were vacant, yielding an overall vacancy rate of 3.3%. The lowest vacancy rate (1.2%) is among the multifamily supply while the highest vacancy (7.3%) is among the mobile home park supply. The rental rates range from \$225 among the mobile home park supply to \$1,600 among the non-conventional rental supply. Currently available for-sale housing ranges in price from \$7,900 to \$2,999,000, with a median price of \$189,000. Senior care facilities within the county currently report vacancy rates ranging from 0.9% to 14.3% and range in price from \$1,825 to \$8,365, depending upon facility type.

a. Rental Housing

Multifamily Rental Housing

From August to October of 2014, Bowen National Research surveyed (both by telephone and in-person) a total of 21 multifamily rental housing properties within Orleans County. Projects identified, inventoried, and surveyed operate as market-rate and under a number of affordable housing programs including the Low-Income Housing Tax Credit (LIHTC) and various HUD programs. Definitions of each housing program are included in *Addendum D: Glossary of the Vermont Housing Needs Assessment*.

Managers and leasing agents for each project were surveyed to collect a variety of property information including vacancies, rental rates, design characteristics, amenities, utility responsibility, and other features. Projects were also rated based on quality and upkeep, and each was mapped as part of this survey.

Bowen National Research identified and personally surveyed 21 multifamily rental housing projects containing a total of 332 units within Orleans County. Of these units, 45 of the units are market-rate, nine are Tax Credit and 278 are government-subsidized. The distribution of surveyed rental housing supply by product type is illustrated in the following table:

Multifamily Rental Housing Supply				
Program Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	4	45	3	93.3%
Tax Credit	1	9	0	100.0%
Tax Credit/Government-Subsidized	6	101	1	99.0%
Government-Subsidized	10	177	0	100.0%
Total	21	332	4	98.8%

As the preceding table illustrates, these rentals have a combined occupancy rate of 98.8%. This is a high occupancy rate and an indication that there is very limited availability among larger multifamily apartments in Orleans County. The 93.3% occupancy rate among the market-rate supply is considered good and that the existing supply may be meeting the market-rate rental needs of the market. However, given that there is only one vacant unit among the 287 affordable (Tax Credit and Government-Subsidized) multifamily rental options in the market, indicates the strong demand for such product and that there is likely a deficit of such product in the county.

The following tables summarize the breakdown of non-subsidized (market-rate and Tax Credit) units surveyed within the county.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
Studio	1.0	1	2.2%	0	0.0%	\$500
One-Bedroom	1.0	18	40.0%	0	0.0%	\$600
Two-Bedroom	1.0	11	24.4%	2	18.2%	\$700
Three-Bedroom	1.0	15	33.3%	1	6.7%	\$675
<b>Total Market-rate</b>		<b>45</b>	<b>100.0%</b>	<b>3</b>	<b>6.7%</b>	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Collected Rent
One-Bedroom	1.0	5	55.6%	0	0.0%	\$585
Two-Bedroom	1.0	4	44.4%	0	0.0%	\$560
<b>Total Tax Credit</b>		<b>9</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	-

Median rents by bedroom type range from \$500 to \$700 for the market-rate units and from \$560 to \$585 for Tax Credit units. It is important to note that none of the identified multifamily Tax Credit product includes three-bedroom or larger units. As such, there appear to be no available multifamily rental options affordable to low-income families seeking housing within Orleans County.

There are 16 multifamily projects that were surveyed in Orleans County that operate with a government-subsidy. The distribution of units and vacancies by bedroom type among government-subsidized projects (both with and without Tax Credits) in Orleans County is summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	2	2.0%	0	0.0%
One-Bedroom	1.0	71	70.3%	1	1.4%
Two-Bedroom	1.0	16	15.8%	0	0.0%
Three-Bedroom	1.0	11	10.9%	0	0.0%
Four-Bedroom	1.0	1	1.0%	0	0.0%
<b>Total Subsidized Tax Credit</b>		<b>101</b>	<b>100.0%</b>	<b>1</b>	<b>1.0%</b>
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	4	2.3%	0	0.0%
One-Bedroom	1.0	137	77.4%	0	0.0%
Two-Bedroom	1.0	23	13.0%	0	0.0%
Three-Bedroom	1.0	12	6.8%	0	0.0%
Four-Bedroom	2.0	1	0.6%	0	0.0%
<b>Total Subsidized</b>		<b>177</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>

The 16 surveyed government-subsidized projects in Orleans County operate under a variety of programs including the HUD Section 8 and Rural Development Section 515 programs. Overall, there is only one vacant unit among the 278 government-subsidized units in Orleans County, resulting in a combined 99.6% occupancy rate. This is an extremely high occupancy rate. Of the 16 subsidized projects in the market, all but one maintain waiting lists of up to 173 households. As such, there is clear pent-up demand for housing for very low-income households in Orleans County.

The following is a distribution of multifamily rental projects and units surveyed by year built for Orleans County:

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	30	0.0%
1970 to 1979	7	141	0.0%
1980 to 1989	2	25	0.0%
1990 to 1999	6	74	1.4%
2000 to 2004	2	19	15.8%
2005 to 2009	1	12	0.0%
2010	1	10	0.0%
2011	0	0	-
2012	1	21	0.0%
2013	0	0	-
2014*	0	0	-

\*As of September

Despite the fact that the largest number of surveyed multifamily product was built between 1970 and 1979, there are no vacancies among this older product. All 43 units built since 2005 are fully occupied, indicating the strong demand for modern rental housing in the market.

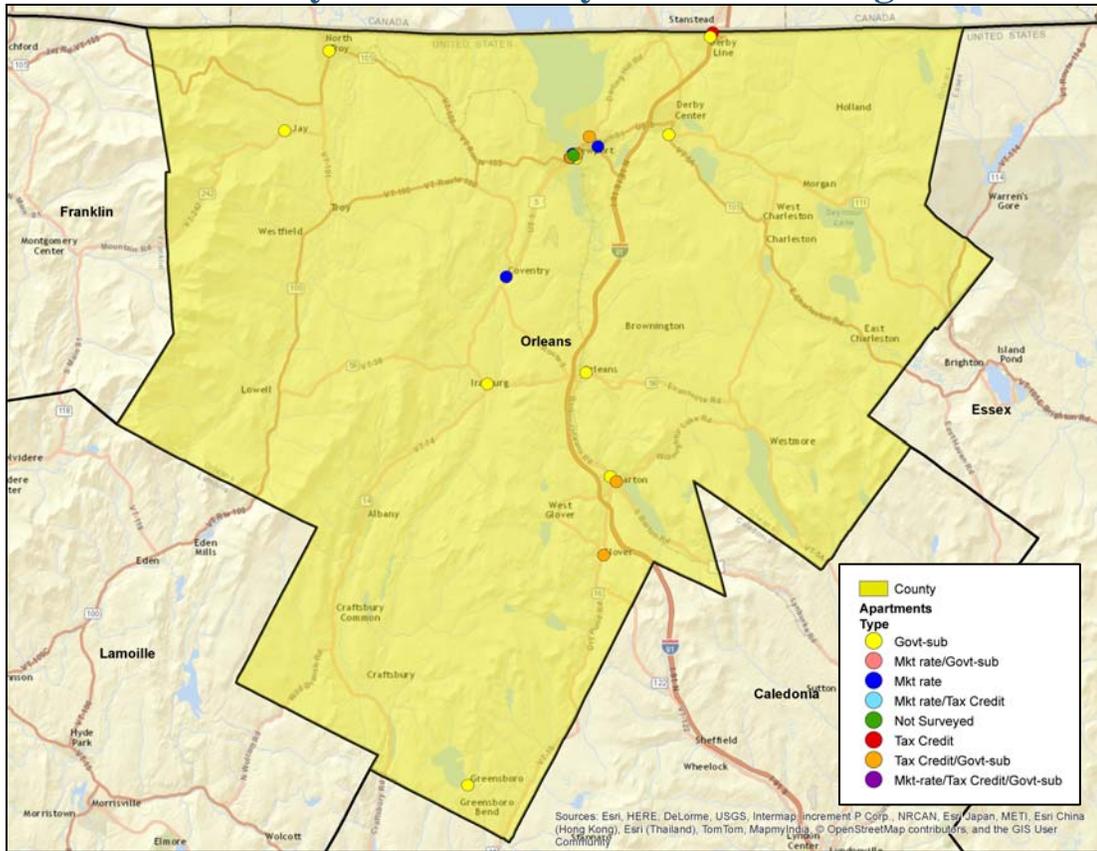
Representatives of Bowen National Research personally visited each of the surveyed rental projects within Orleans County and rated the quality of each property. We rated each property surveyed on a scale of "A" (highest) through "F" (lowest). All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance).

The following is a distribution by quality rating, units, and vacancies for all surveyed rental housing product in Orleans County.

<b>Market-Rate</b>			
<b>Quality Rating</b>	<b>Projects</b>	<b>Total Units</b>	<b>Vacancy Rate</b>
B or Better	0	0	-
B-	2	11	0.0%
C+	1	4	75.0%
N/A	1	30	0.0%
<b>Non-Subsidized Tax Credit</b>			
<b>Quality Rating</b>	<b>Projects</b>	<b>Total Units</b>	<b>Vacancy Rate</b>
B or Better	0	0	-
B-	1	9	0.0%
C+ or Lower	0	0	-
<b>Government-Subsidized</b>			
<b>Quality Rating</b>	<b>Projects</b>	<b>Total Units</b>	<b>Vacancy Rate</b>
A	2	31	0.0%
A-	0	0	-
B+	5	76	1.3%
B	3	73	0.0%
B-	5	74	0.0%
C+	1	24	0.0%
C- or Lower	0	0	-

Vacancies are generally low among all program types and quality levels. The 75% vacancy rate among the C+ rating market-rate property is the result of three vacant units. There are virtually no vacancies among the affordable supply (Tax Credit and Government-Subsidized) regardless of quality level, indicating that demand for such housing is very strong.

## Surveyed Multifamily Rental Housing



### Non-Conventional Rental Housing

Orleans County has a large number of non-conventional rentals which can come in the form of detached single-family homes, duplexes, units over storefronts, etc. As a result, we have conducted a sample survey of non-conventional rentals within the county. Overall, a total of 20 individual vacant units were identified and surveyed. While this does not include all non-conventional rentals in the market, we believe these properties are representative of the typical non-conventional rental housing alternatives in the market. Information regarding the bedroom/bathroom configuration, year built, amenities, collected rent and total square footage was collected and evaluated when available.

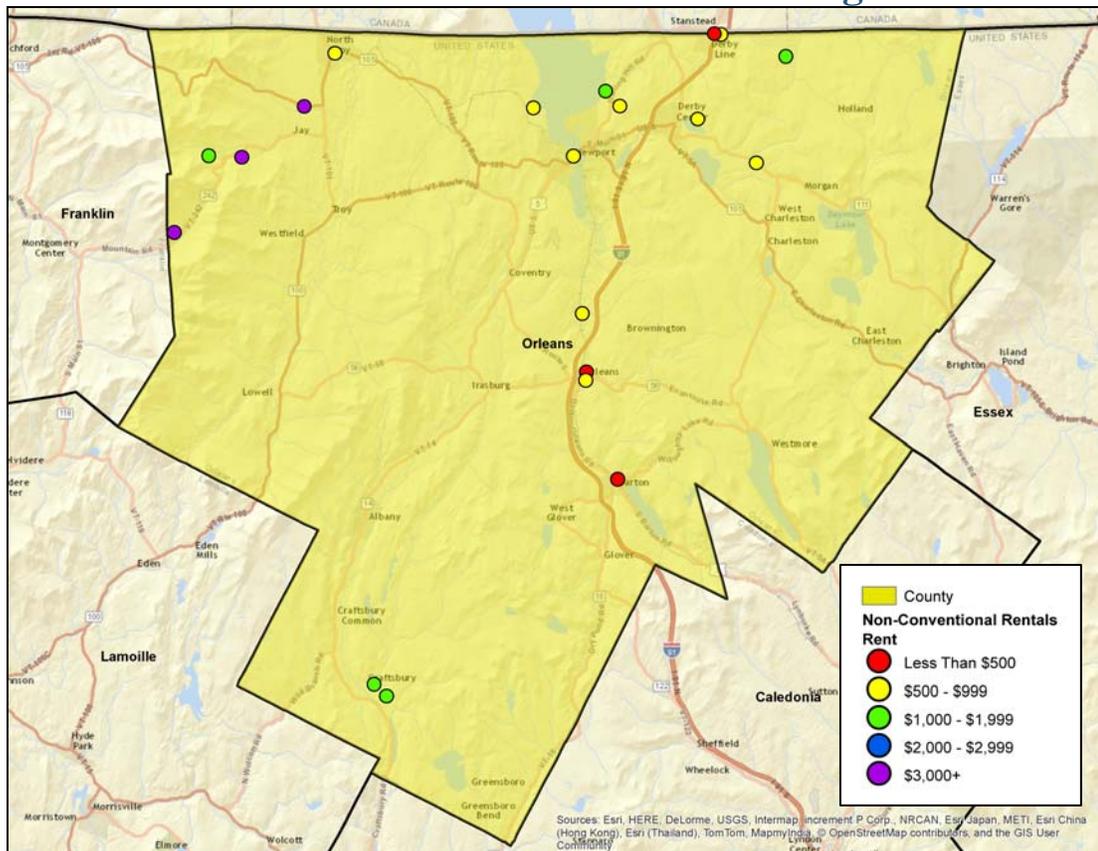
The following table aggregates the 20 vacant non-conventional rental units surveyed in Orleans County by bedroom type.

Non-Conventional Rental Supply				
Bedroom	Units	Rent Range	Median Rent	Median Rent Per Square Foot
One-Bedroom	2	\$400 - \$475	\$438	N/A
Two-Bedroom	9	\$500 - \$1,200	\$995	\$0.91/ft <sup>2</sup>
Three-Bedroom	8	\$600 - \$1,600	\$800	\$0.59/ft <sup>2</sup>
Four-Bedroom+	1	\$1,100	\$1,100	\$0.42/ft <sup>2</sup>
Total	20			

As the preceding table illustrates, the rents for non-conventional rentals identified range from \$400 to \$1,600. The median rents were \$438 for a one-bedroom unit, \$995 for a two-bedroom unit, \$800 for a three-bedroom unit and \$1,100 for a four-bedroom or larger unit. The median rent per square foot by bedroom type range from \$0.42 to \$0.91.

The rental rates of non-conventional rentals are generally higher than most market-rate multifamily apartments surveyed in the market. The rent differential is even greater when utilities are considered, as most non-conventional rentals require tenants to pay all utilities. When also considering the facts that much of the non-conventional product was built prior to 1940 and their amenity packages are relatively limited, it would appear the non-conventional rentals represent less of a value than most multifamily apartments in the market. However, given the relatively limited number of vacant units among the more affordable multifamily apartments, many low-income households are likely forced to choose from the non-conventional housing alternatives.

### Non-Conventional Rental Housing



b. Mobile Home Parks

Statewide, approximately 7.0% of all housing units are mobile home units. This share is more prominent in the more rural areas of Vermont. According to American Community Survey, 10.0% of all housing units in Orleans County are mobile homes. Based on data maintained by the Vermont Department of Housing & Community Development’s Housing Division, there are 8 mobile homes parks with a total of 218 mobile home units within Orleans County. As such, mobile home parks accommodate 20.4% of all mobile homes estimated to be in the county.

The following table summarizes the mobile homes parks by the year the park was established.

Mobile Home Parks by Year Established				
Year Established	Mobile Home Parks	Total Lots	Vacant Lots	Vacancy Rate
<1960	-	-	-	-
1960-1969	5	109	11	10.1%
1970-1979	1	8	2	25.0%
1980-1989	1	7	1	14.3%
N/A	1	94	2	2.1%
Total	8	218	16	7.3%

Source: DHCD Housing Division and Bowen National Research, LLC  
N/A – Year Established Not Reported

As the preceding table illustrates, the largest share of mobile home parks were established between 1960 and 1969. No parks have been established in Orleans County since 1989. According to data provided by DHCD’s Housing Division, there are a total of 16 vacant lots, yielding an overall vacancy rate of 7.3%. Relative to the overall state’s mobile home park vacancy rate of 5.0%, the vacancy level within Orleans County is slightly higher.

The median base lot rent within mobile home parks for each of the past five years is illustrated in the following table.

Base Lot Rents by Year		
Year	Median Lot Rent	% Change
2009	\$190	-
2010	\$195	2.6%
2011	\$197	1.0%
2012	\$225	12.4%
2013	\$225	0.0%

Source: DHCD Housing Division and Bowen National Research, LLC

Median base lot rents within mobile home parks in Orleans County have trended upward, increasing by 1.0% to 12.4% annually between 2009 and 2013. These fees only include lot rentals. While many mobile home residents own their homes, rental rates for the actual mobile homes are around \$825.

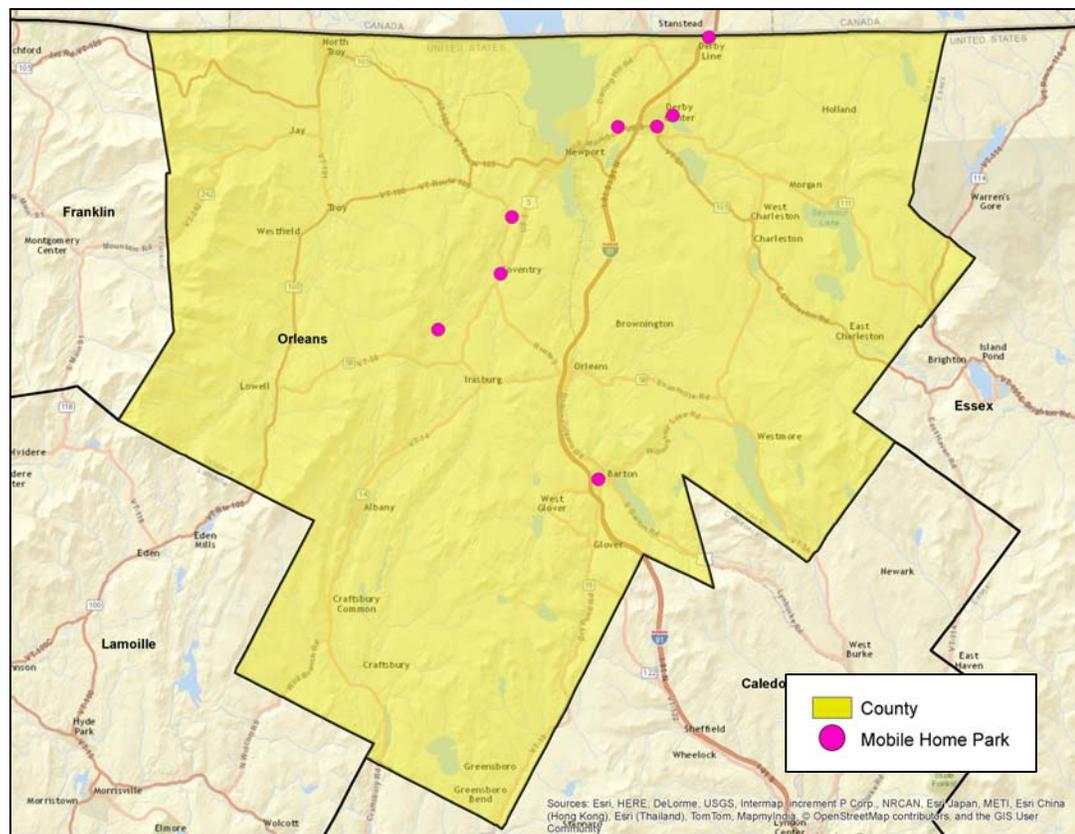
As the quality of mobile home parks and their surrounding area can have an affect on occupancy and rent levels achieved at these properties, representatives of Bowen National Research physically visited a majority of the mobile home parks in Vermont and rated each one based on the quality of the mobile home park and the quality of its surrounding area/neighborhood separately. Therefore, each project received two ratings. The mobile home parks were rated on their general aesthetic appeal, property upkeep, type of surface lots, landscaping and signage, while the surrounding neighborhoods were rated on general appeal and upkeep.

Mobile Home Parks by Quality Ratings		
Quality Rating	Mobile Home Park	Surrounding Neighborhood
A	0	0
B	4	6
C	3	1
D or Lower	0	0

Source: Bowen National Research, LLC

As illustrated above, a majority of the mobile home parks were rated “B”, indicating that the mobile home parks in Orleans County are considered to be in good condition. Most of the parks are located in neighborhoods that were also rated “B”, which are considered good quality areas.

### Mobile Home Parks



c. Owner For-Sale Housing

Bowen National Research, through a review of the Multiple Listing Service information for Orleans County, identified both historical (sold since 2010) for-sale residential data and currently available for-sale housing stock.

There were 1,154 homes sold since 2010 and 577 homes currently available in Orleans County. Approximately, an average of 231 homes is sold each year within Orleans County. The 577 available homes in Orleans County represent 6.6% of all identified available for sale homes in Vermont. The following table summarizes the available and recently sold (since January 2010) housing stock for Orleans County. Please note that the statewide average difference between list price and actual sales price is around 6.4%, representing the typical discount in list prices.

Owner For-Sale/Sold Housing Supply		
Type	Homes	Median Price
Available	577	\$189,000
Sold	1,154	\$135,000

Source: Multiple Listing Service-NNEREN and Bowen National Research, LLC

The historical data includes any home sales that occurred within the county from January 2010 to October 2014. It is our opinion that an evaluation of sales activity after 2009 is representative of true market conditions following the recession.

The following table includes a summary of annual for-sale residential transactions that occurred within Orleans County since 2010. It should be noted that the 2014 sales data is only through October of that year.

Orleans County				
Owner For-Sale Housing by Year Sold				
Year	Units Sold		Median Price Sold	
	Number	Change	Price	Change
2010	207	-	\$137,500	-
2011	214	3.4%	\$135,500	-1.5%
2012	246	15.0%	\$129,000	-4.8%
2013	259	5.3%	\$131,000	1.6%
2014*	228	-	\$137,000	-

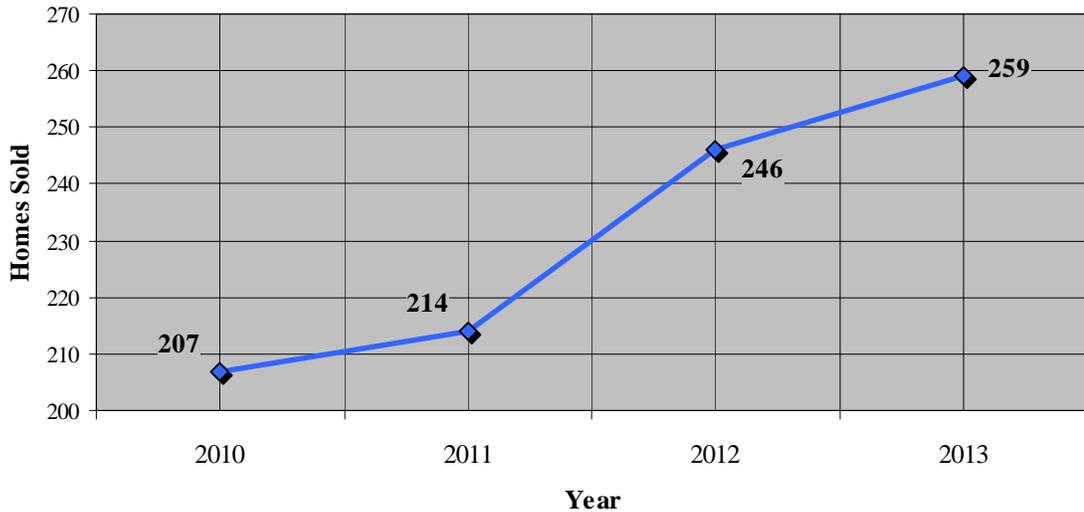
Source: Multiple Listing Service-NNEREN and Bowen National Research, LLC

\* Through October

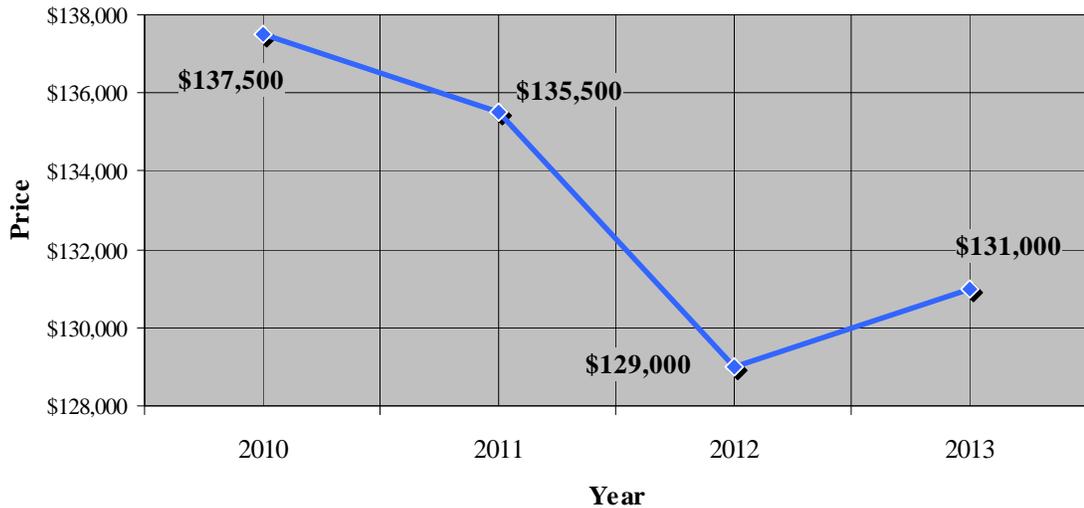
Excluding the partial year of 2014, annual residential for-sales activity within the county has ranged between 207 in 2010 and 259 in 2013. The annual sales activity has grown each of the past three full years. The county is currently on pace to sell approximately 300 residential units for all of 2014. The county has generally experienced stable pricing over the past four years. These trends are good indications of a healthy and stable for-sale housing market in Orleans County.

The following graphs illustrate the overall annual number of homes sold and median sales prices over the past four years for Orleans County from 2010 to 2013 (2014 was excluded due to the fact that only partial year data is available):

**Orleans County Annual Home Sales (2010-2013)**



**Orleans County Annual Median Sales Price (2010-2013)**



The following table summarizes the inventory of available for-sale housing in Orleans County and Vermont.

	Available Owner For-Sale Housing						
	Total Units	% Share of State	Low List Price	High List Price	Average List Price	Median List Price	Average Days On Market
Orleans County	577	6.6%	\$7,900	\$2,999,000	\$254,895	\$189,000	224
Vermont	8,691	100.0%	\$7,900	\$12,500,000	\$355,875	\$245,000	208

Source: Multiple Listing Service-NNEREN and Bowen National Research, LLC

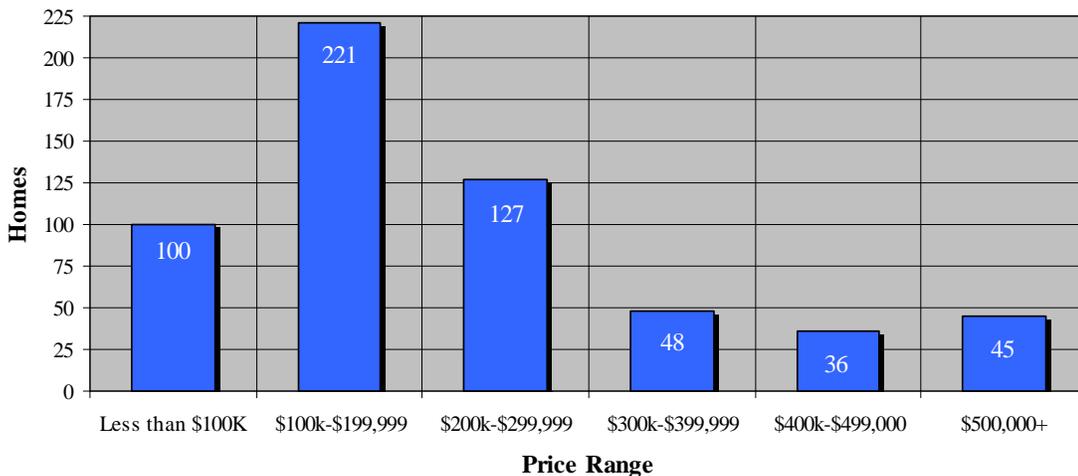
Within Orleans County, the available homes have a median list price of \$189,000, which is much lower than the Vermont median list price of \$245,000. The average number of days on market for available product in Orleans County is 224, which is slightly longer but comparable to the Vermont average of 208.

The table below summarizes the distribution of available for-sale residential units by price point for Orleans County.

List Price	Available Owner For-Sale Housing by Price Point					
	Orleans County			Vermont		
	Median Price	Units	Share	Median Price	Units	Share
<\$100,000	\$81,700	100	17.3%	\$76,750	774	8.9%
\$100,000 - \$199,999	\$149,000	221	38.3%	\$159,000	2,682	30.9%
\$200,000 - \$299,999	\$249,000	127	22.0%	\$249,900	2,142	24.6%
\$300,000 - \$399,999	\$350,000	48	8.3%	\$350,000	1,142	13.1%
\$400,000 - \$499,999	\$469,000	36	6.3%	\$450,000	615	7.1%
\$500,000+	\$699,000	45	7.8%	\$750,000	1,336	15.4%

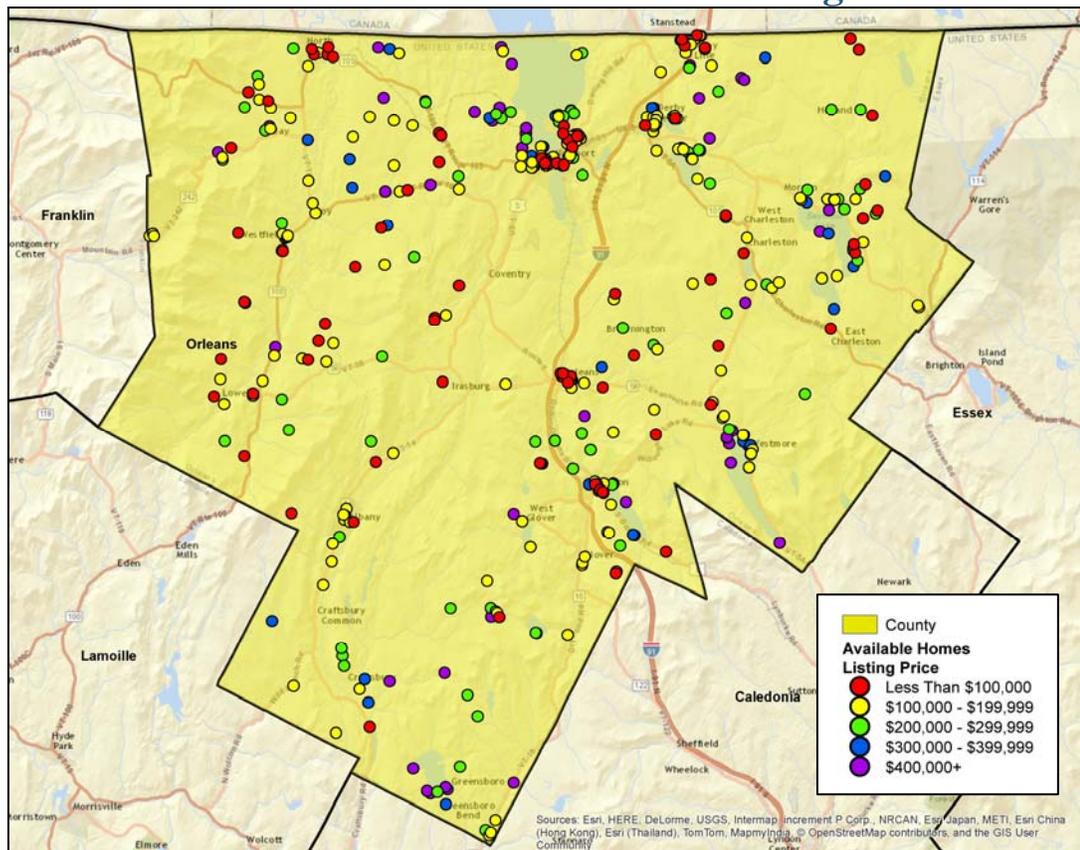
Source: Multiple Listing Service-NNEREN and Bowen National Research, LLC

### Orleans County Available For-Sale Housing by Price



Nearly 40% of the available for-sale supply in Orleans County is priced between \$100,000 and \$200,000. These homes would generally be available to households with incomes between \$30,000 and \$60,000. It is also notable that nearly 20% of all available homes are priced below \$100,000, which would be generally affordable to households with incomes under \$30,000. Based on our on-site evaluation of the county's housing stock and an analysis of secondary data on such housing, it appears that much of the housing inventory was built prior to 1960 and of fair quality. As a result, while it may be deemed that there is an abundance of for-sale product available to lower-income households, such product likely requires additional costs for repairs, modernization and maintenance, which may be difficult for many low-income households to afford. It is worth noting that nearly a quarter of the available product is priced between \$200,000 and \$300,000, indicating that there is a good base of homes generally affordable to households with incomes between \$60,000 and \$100,000.

### Available Owner For-Sale Housing



d. Senior Care Facilities

Vermont, like states throughout the country, has a large senior population that requires a variety of senior housing alternatives to meet its diverse needs. Among seniors age 75+, some individuals are either seeking a more leisurely lifestyle or need assistance with Activities of Daily Living (ADLs). As part of this analysis, we evaluated three levels of care that typically respond to older adults seeking, or who need, alternatives to their current living environment. They include residential care, assisted living, and nursing care. All of these facilities are licensed by the Vermont Division of Licensing and Protection, Department of Disabilities, Aging & Independent Living. While independent living age-restricted facilities may be offered in some markets, this type of housing was not included in this analysis of senior care facilities.

Residential care homes are state-licensed group living arrangements designed to meet the needs of people who cannot live independently and usually do not require the type of care provided in a nursing home. When needed, help is provided with daily activities such as eating, walking, toileting, bathing, and dressing. Residential care homes may provide nursing home level of care to residents under certain conditions. Daily rates at residential care homes are usually less than rates at nursing homes.

Assisted Living Facilities are state licensed residences that combine housing, health and supportive services to support resident independence and aging in place. While the services and characteristics of an assisted living facility are nearly identical to a residential care home, the primary difference between the two housing alternatives is the physical structure. At a minimum, assisted living residences shall offer, within a homelike setting, a private bedroom, private bath, living space, kitchen capacity, and a lockable door, while residential care facilities provide communal living with shared living and bathroom space. Assisted Living Facilities must meet the Licensing Regulations as well as the Residential Care Home Licensing Regulations which are designed to protect the welfare and rights of residents to ensure that residents receive quality care. These facilities generally offer limited care that is designed for senior citizens who need some assistance with daily activities but do not require nursing care.

Nursing homes provide nursing care and related services for people who need nursing, medical, rehabilitation or other special services. These facilities are licensed by the state and may be certified to participate in the Medicaid and/or Medicare programs. Certain nursing homes may also meet specific standards for sub-acute care or dementia care.

Within Orleans County we identified and surveyed five senior residential facilities. These projects represent more than a third of the senior care facilities in the county and are considered representative of typical senior care housing alternatives in the market. We referenced the Medicare.com and Vermont Division of Licensing and Protection websites for all licensed assisted living facilities and cross referenced this list with other senior care facility resources. As such, we believe the identified and surveyed senior care facilities represent a majority of licensed facilities in the county.

There were 14 senior care facilities identified in the county with a total of 596 beds. Of these projects, we were able to survey five. These five projects have a total of 166 units, of which only nine are vacant. This yields an overall vacancy rate of 5.4%. The surveyed senior care facilities are summarized as follows:

Facility Type	Facilities Surveyed	Total Units/Beds	Vacancy Rates	National Vacancy Rate*
Residential Care	3	56	14.3%	9.1%
Assisted Living	0	0	-	9.1%
Nursing Care	2	110	0.9%	11.0%
Total	5	166	5.4%	

\*Source: American Seniors Housing Assn. *The State of Seniors Housing*

The Orleans County senior care market is reporting overall vacancy rates between 0.9% (nursing care) to 14.3% (residential care). The residential care vacancy rate is above the national average but still considered a stable vacancy rate for this type of housing. The 0.9% vacancy rate is extremely low and may be an indication that there may be an opportunity to develop additional senior care housing in this market. Base monthly fees for residential care housing start at around \$1,825 a month and nursing care has a base monthly fee starting near \$6,996 (using a daily fee).

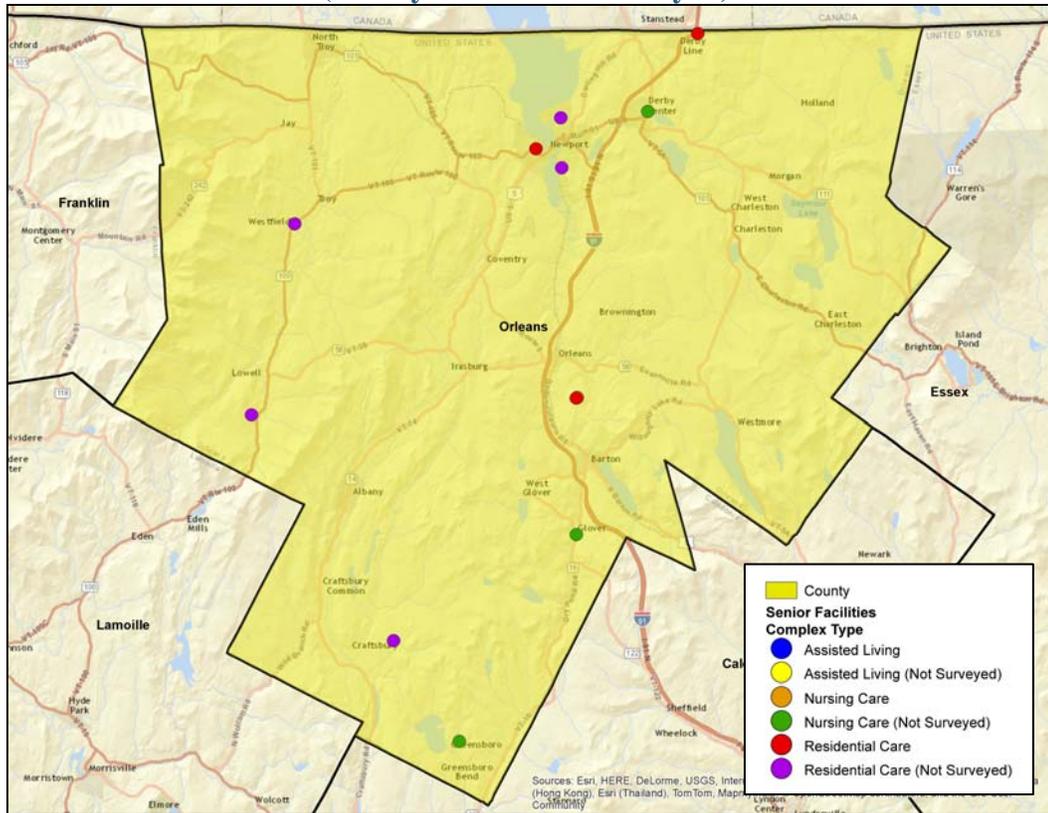
Representatives of Bowen National Research physically visited a majority of Vermont's senior care facilities and rated each one based on the quality of the facility's exterior and the quality of its surrounding area/neighborhood separately. Therefore, each facility received two ratings. The facilities were rated on the general aesthetic appeal of the facility, property upkeep, landscaping and signage, while the surrounding neighborhoods were rated on general appeal and upkeep. The following table summarizes the number of facilities by the two different categories considered in this on-site evaluation. It is important to note that the properties physically evaluated represent only a portion of all senior care facilities inventoried and may not include the same properties that were surveyed and included on the preceding page.

Senior Care Facilities by Quality Ratings		
Quality Rating	Facilities	Surrounding Neighborhood
A	0	0
B	9	9
C	0	0
D or Lower	0	0

Source: Bowen National Research

As illustrated above, all of the senior care facilities were rated “B”, indicating that the facilities in Orleans County are considered good. The facilities are located in neighborhoods that were all rated “B” as well. Overall, senior care facilities in the county are considered to be good.

### Senior Care Facilities (Surveyed and Non-Surveyed)



e. Planned & Proposed Residential Development

In order to assess housing development potential, we evaluated recent residential building permit activity and identified residential projects in the development pipeline for Orleans County. Understanding the number of residential units and the type of housing being considered for development in the county can assist in determining how these projects are expected to meet the housing needs of the area.

The following table summarizes the number of residential building permits that were approved in Orleans County for the past ten years:

Housing Unit Building Permits for Orleans County:										
Permits	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Multifamily Permits	88	145	62	59	98	46	39	65	89	109
Single-Family Permits	177	149	109	85	57	57	49	40	38	38
Total Units	265	294	171	144	155	103	88	105	127	147

Source: SOCDS Building Permits Database at <http://socds.huduser.org/permits/index.html>

After experiencing a decline between 2006 and 2010, which was likely the result of the national recession, residential building permit activity increased in each of the past three years. The residential building permits have been relatively well balanced between multifamily and single-family units.

According to planning officials within Orleans County, there is one residential project currently in the pipeline. Gosslin Enterprise has proposed a 20-unit apartment complex to be located within the town of Derby. Permits were obtained in 2008 and were recently renewed; however, no construction date is known. Given the uncertainty of this project, we did not include it in the Housing Gap/Needs Estimates.

#### F. Housing Gap/Needs Estimates

Pursuant to the State of Vermont’s Department of Housing and Community Development’s *Request for Proposal*, Bowen National Research conducted housing gap/need analyses for rental and for-sale housing for each county. The **housing needs** estimates include growth, cost burdened households, households living in substandard housing, and units in the development pipeline. These estimates are considered a broad evaluation of the needs of the each county. The **housing gap** analysis includes all of the same metrics used in the housing needs analysis except for cost burdened households. These households are excluded from this analysis as they are considered to have their housing needs met, even though they are paying a disproportionately high share of their income towards housing expenses. These estimates are considered a more conservative representation of the housing shortage in the county and indicative of the more immediate housing requirements of the county. Our estimates consider five income stratifications. These stratifications include households with incomes of up to 30% of Area Median Household Income (AMHI), households with incomes between 31% and 50% of AMHI, between 51% and 80% of AMHI, between 80% and 95% of AMHI, and from 95% to 120% of AMHI. This analysis was conducted for family (all) households and seniors (age 55+) separately. This analysis identifies the housing gap/needs (the number of units that could potentially be supported) for the county between 2015 and 2020.

The demand components included in the housing gap/needs estimates for each of the two housing types (rental and for-sale) are listed as follows:

Housing Gap/Needs Analysis Components	
Rental Housing	Owner Housing
• Renter Household Growth	• Owner Household Growth
• Rent Overburdened Households**	• Cost Overburdened Households**
• Overcrowded Housing	• Overcrowded Housing
• Housing Lacking Complete Indoor Plumbing	• Housing Lacking Complete Indoor Plumbing
• Pipeline Development*	• Pipeline Development*

\*Units under construction, permitted, planned or proposed

\*\*Included in the housing needs estimates only

The demand factors for each housing segment at the various income stratifications are combined. Any product confirmed to be in the development pipeline is deducted from the various demand estimates, yielding a housing gap/needs estimate. This gap/needs analysis is conducted for both renters and owners, as well as for seniors (age 55+) and family (all) households. These estimates represent the number of new households that may need housing and/or the number of existing households that currently live in housing that needs replaced to relieve occupants of such things as housing cost-burdens, overcrowded or substandard housing conditions. Data used for these various demand components originates from the demographic analysis portion of this study.

### Rental Housing Needs Analysis

The table below summarizes the rental housing needs estimates by the various income segments for family and senior households.

Demand Component	Rental Housing Needs Estimates – Family Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	37	31	0	-4	-12
Cost Burdened Households	779	222	27	1	1
Substandard Housing	29	26	10	2	9
Development Pipeline	0	0	0	0	0
Total Housing Needs	845	279	37	-1	-2

Demand Component	Rental Housing Needs Estimates – Senior Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	45	25	9	-1	3
Cost Burdened Households	392	59	7	3	3
Substandard Housing	14	7	3	1	3
Development Pipeline	0	0	0	0	0
Total Housing Needs	451	91	19	3	9

## Owner Housing Needs Analysis

The table below summarizes the *owner* housing needs estimates by the various income segments for family and senior households.

Demand Component	Owner Housing Needs Estimates – Family Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	76	71	11	2	6
Cost Burdened Households	1,550	1,071	509	62	91
Substandard Housing	24	30	26	9	35
Development Pipeline	0	0	0	0	0
Total Housing Needs	1,650	1,172	546	73	132

Demand Component	Owner Housing Needs Estimates – Senior Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	112	127	89	25	42
Cost Burdened Households	1,173	656	259	3	3
Substandard Housing	18	18	13	4	16
Development Pipeline	0	0	0	0	0
Total Housing Needs	1,303	801	361	32	61

## Rental Housing Gap Analysis

The table below summarizes the rental housing gap estimates by the various income segments for family and senior households.

Demand Component	Rental Housing Gap Estimates – Family Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	37	31	0	-4	-12
Substandard Housing	29	26	10	2	9
Development Pipeline	0	0	0	0	0
Total Housing Gap	66	57	10	-2	-3

Demand Component	Rental Housing Gap Estimates – Senior Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	45	25	9	-1	3
Substandard Housing	14	7	3	1	3
Development Pipeline	0	0	0	0	0
Total Housing Gap	59	32	12	0	6

## Owner Housing Gap Analysis

The table below summarizes the *owner* housing gap estimates by the various income segments for family and senior households.

Demand Component	Owner Housing Gap Estimates – Family Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	76	71	11	2	6
Substandard Housing	24	30	26	9	35
Development Pipeline	0	0	0	0	0
Total Housing Gap	100	101	37	11	41

Demand Component	Owner Housing Gap Estimates – Senior Households				
	Percent Of Median Household Income				
	<30% (<\$20,000)	30%-50% (\$20,000- \$40,000)	50%-80% (\$40,000- \$60,000)	80%-95% (\$60,000- \$70,000)	95%-120% (\$70,000- \$100,000)
New Households (2015-2020)	112	127	89	25	42
Substandard Housing	18	18	13	4	16
Development Pipeline	0	0	0	0	0
Total Housing Gap	130	145	102	29	58

The greatest housing gap appears to be among housing that serves renter households with incomes below 50% of Area Median Household Income and among homeowners with incomes below 50% of AMHI.

### G. Special Needs Housing

Besides the traditional demographics and housing supply evaluated on the preceding pages of this section, we also identified special needs populations within Orleans County. This section of the report addresses demographic and housing supply information for the homeless population and the other special needs populations within the county.

The State of Vermont is located within two of HUD's designated Continuums of Care (CoC) area known as *Burlington/Chittenden County CoC* and *Vermont Balance of the State CoC*. CoCs around the United States are required to collect data for a point-in-time in January of each year. The last published point-in-time surveys were conducted in January 2014. This includes count of persons who are classified as homeless, as well as an inventory of the housing specifically designated for the homeless population. According to the 2014 point-in-time survey for *Burlington/Chittenden County CoC* and *Vermont Balance of the State CoC*, there are approximately 1,556 persons who are classified as homeless on any given day that are not already housed in permanent supportive housing.

Based on the Vermont Coalition to End Homelessness, there are approximately 12 persons classified as homeless within Orleans County. The following tables summarize the sheltered and unsheltered homeless population, as well as the homeless housing inventory within the county.

Homeless Population – Orleans County						
Total Homeless Persons	Chronically Homeless	Motel Vouchers	Unsheltered	Households	Singles	Children
12	0	0	2	10	9	2

Source: Vermont Coalition to End Homelessness – Vermont 2014 Point-in-Time Annual Statewide Count of Homelessness

Homeless Housing Inventory – Orleans County								
Project Type	Beds by Population Category					Seasonal Beds	*Overflow Beds	Total Beds
	Single Male/Female and Households with Children	Single Male & Female	Veteran	Chronically Homeless	Youth			
Emergency Shelter	0	0	0	0	3	0	0	3
Transitional Housing	0	3	0	0	5	0	0	8
Permanent Supportive Housing	8	0	8	8	0	0	0	24
Rapid Re-housing	0	0	0	0	0	0	0	0
Total Beds By Population	8	3	8	8	8	0	0	35

Source: Vermont Coalition to End Homelessness – 2014 Housing Inventory Count

*\*Includes Motel Voucher Beds*

*Chronically Homeless and Veteran Beds Duplicated*

It is important to note that the total bed count for the subgroups and the grand total likely overstate the actual year-round capacity to house the homeless. For example, some permanent supportive housing beds restricted to veterans are also included in the total for chronically homeless beds, which may result in some duplication in the total beds count. Further the “overflow beds” typically consist of motel vouchers beds, whereby homeless individuals may access motel space, depending upon availability. Therefore, these overflow beds may not always be available to such voucher users, limiting the potential capacity to house the homeless. Additionally, seasonal beds are temporary alternatives that are only available during a segment of the year and do not represent year-round capacity. Based on these reporting methods and the types of homeless housing, the actual number of beds ready for occupancy year-round is likely lower than reported in the preceding table.

Based on the Vermont Coalition to End Homelessness - 2014 Housing Inventory Count, the utilization (occupancy) rate for homeless housing beds in the county is 96.2%. This utilization rate and the fact that 2 persons remain unsheltered on a given night indicate that there still remains a need for housing that meets the special needs of the homeless population.

The following table summarizes the various special needs populations within the county that were considered in this report. It should be noted that county level data was not available for certain special needs groups, which is denoted as “N/A” in the following table.

Special Needs Populations			
Special Needs Group	Persons	Special Needs Group	Persons
HIV/AIDS	N/A*	Persons with Disabilities (PD)	4,267
Victims of Domestic Violence (VDV)	240	Elderly (Age 62+) (E62)	6,008
Persons with Substance Abuse (PSA)	1,042	Frail Elderly (Age 62+) (FE62)	439
Adults with Severe Mental Illness (SMI)	228	Ex-offenders (Parole/Probation) (EOP)	97
Co-Occurring Disorders (COD)	N/A	Unaccompanied Youth (UY)	30**
New Immigrants/Refugees (NIR)	N/A	Migrant Farm Workers	56

\*Due to Federal Privacy Laws less than 5 cases cannot be reported

\*\*U Y reported is Orleans and North Essex Combined

Excluding the homeless population, the largest number of special needs persons is among those with disabilities, elderly, and persons with substance abuse. According to our interviews with area stakeholders, housing alternatives that meet the distinct demands of the special needs population are limited. Notable facilities include Northeast Kingdom Community Action, Covered Bridge, Umbrella, Northeast Kingdom Human Services, and various residential care homes/nursing facilities which serve the needs of unaccompanied youth, persons with substance abuse and mental illnesses, persons with disabilities, elderly and domestic violence victims. It should be noted that these organizations serve the Caledonia, Essex and Orleans regions. According to various service providers knowledgeable about housing for various homeless and special needs groups in Orleans County, the most needed housing was SRO and permanent supportive housing for the homeless, unaccompanied youth and domestic violence victims. It was also noted that there is a need for increased voucher assistance.

#### H. Stakeholder Survey & Interviews

Associates of Bowen National Research solicited input from nearly 90 stakeholders throughout the state of Vermont. Their input was provided in the form of an online survey and telephone interviews. Among the responses, five stakeholders are with organizations that serve Orleans County. Considered leaders within their field and active in the community, they represent a wide range of industries. The purpose of these interviews was to gather input regarding the need for the type and styles of housing, the income segments housing should target, and if there is a lack of housing or housing assistance within the county. The following is a summary of the key input gathered.

Stakeholders were asked to rank the degree of overall housing demand in the county. Three of the five respondents indicated that there is a great need for housing. Specifically, respondents ranked rental and senior apartments (independent living) having the greatest need. Respondents overwhelmingly indicated that the housing style most needed in the area is apartments. Respondents also believe that renovated or revitalized housing should be prioritized over new construction and adaptive reuse. When asked to rank the need for housing for each income level, respondents evenly ranked incomes of less than \$25,000 and between \$25,000 to \$50,000 with the greatest need. The most significant housing issues within Orleans County, as indicated by respondents, were rent burdened/affordability, substandard housing and limited availability.

Respondents were asked to prioritize funding types that should be utilized or explored in Orleans County. Tax Credit financing was given the highest priority, followed by “other” rental housing assistance, such as vouchers, and project-based rental subsidy. Factors that are considered important as they relate to housing development in the county were the proximity to the downtown/village area, jobs, schools, services, and the community’s walkability. One respondent indicated that there is a critical need for subsidized housing for both families and seniors, while another respondent noted that multifamily housing should be located within downtown and village areas.

When asked what common barriers or obstacles exist as it relates to housing development in Orleans County, financing, the cost of land and labor/materials, community support and lack of infrastructure were the most commonly cited. One respondent also cited the lack of employment opportunities as a barrier and suggested that the creation of jobs would alleviate this barrier. Additional suggestions included weatherization programs, alternative infrastructure, and reduced permitting and regulations to development.

If a respondent was knowledgeable about homelessness in Orleans County, they were asked to rank the need for housing for various homeless groups. The most commonly indicated groups were homeless individuals and families. Respondents indicated that the most needed types of housing to serve the homeless population are increased Voucher assistance, Single Room Occupancy (SRO), and Permanent Supportive Housing (PSH) projects. Obstacles to developing homeless housing included the absence of financing and local regulations, as well as a difficulty identifying where the homeless populations are currently located.

If a respondent was knowledgeable about non-homeless and special needs groups in Orleans County, they were asked to rank the need for housing for various special needs groups. The most commonly indicated groups were victims of domestic/dating violence/sexual assault/stalking and unaccompanied youth. Respondents ranked the types of housing needed to serve these populations evenly (single-room occupancy, Permanent Supportive Housing, transitional housing and Voucher assistance). The lack of community support/NIMBYism and financing were cited as the most common obstacles to developing special needs housing.

## I. Conclusions

Overall demographic trends are projected to be positive within Orleans County over the next five years, which is expected to contribute to the continued strength of the housing market within the county during this time period. Some key findings based on our research of Orleans County are summarized as follows:

- **Population** – Between 2015 and 2020, projected population growth of 250 (0.9%).
- **Households** – Between 2015 and 2020, projected household growth of 197 (1.7%).
- **Household Heads by Age** – It is projected that by 2015, the largest share (22.1%) of households by age in Orleans County will be within the 55 to 64 age cohort.
- **Rental Housing** – Orleans County has an overall vacancy rate of 1.2% for all identified and surveyed rental housing.
- **Owner Housing (for-sale)** – As of October 2014, there are a total of 577 available for-sale homes in the county, with a median price of \$189,000.
- **Mobile Home Parks** – As of 2013, mobile home parks in the county reported an overall 7.3% vacancy rate.
- **Senior Care Facilities** – Senior housing reported an overall vacancy rate of 5.4%.

The greatest housing gap appears to be among housing that serves renter households with incomes below 50% of Area Median Household Income and among homeowners with incomes below 50% of AMHI. Priorities for future housing in the county should be focused on housing product and/or programs that meet the needs of these lower income households.

## J. Sources

See the *Vermont Housing Needs Assessment* for a full listing of all sources used in this report.