



HOUSING OPPORTUNITIES AND MARKET EVALUATION

PRESENTATION TO SUSSEX COUNTY'S COUNCIL MEMBERS

MAY 21, 2019






Our firm's mission is to increase understanding of housing issues and to help build capacity to promote economic vitality and expand housing options.

We do this through:

- Data-driven housing needs assessments
- High-quality research
- Actionable planning strategies

Project Schedule

	April	May	June	July	Aug	Sep
Task 1. Housing Needs & Market Assessment						
Task 2. Affordable Housing Analysis						
Task 3. Stakeholder Analysis						
Task 4. Affordable Housing Recommendations and Plan						
Task 5. Final Presentation to Sussex County Council						

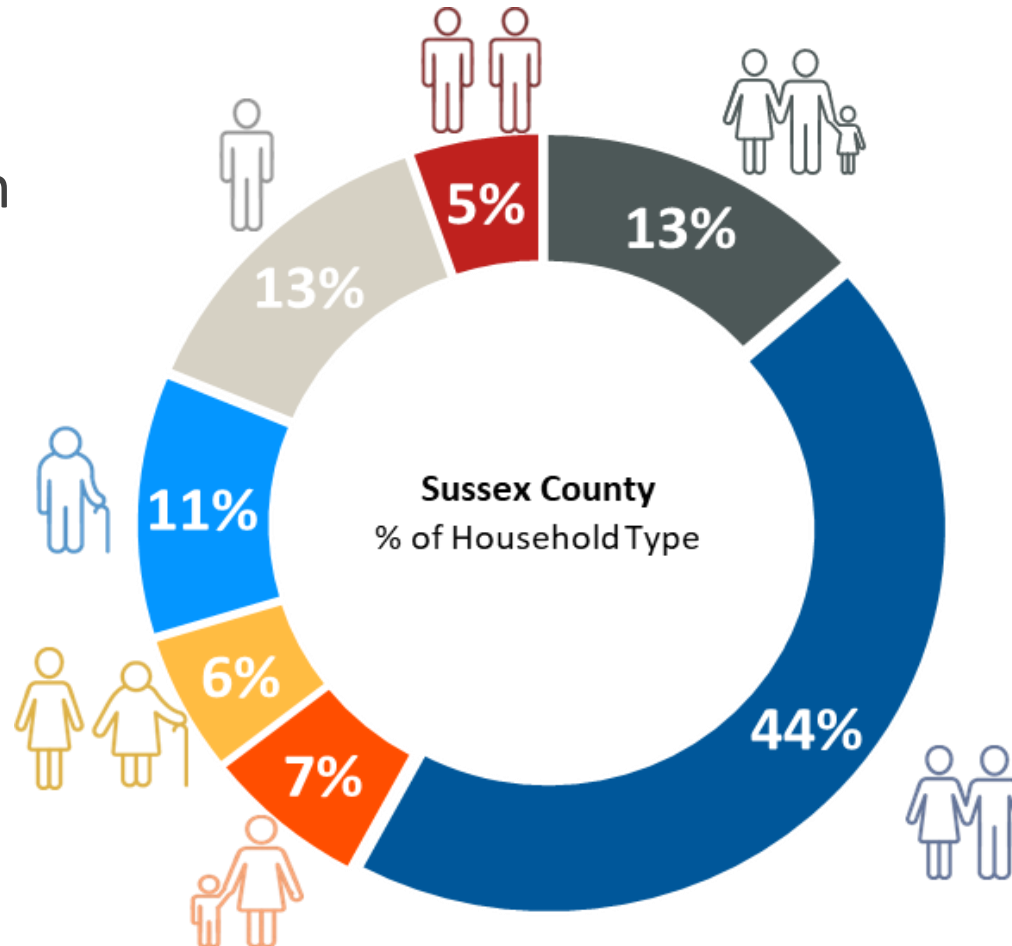
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HOUSING NEEDS ASSESSMENT AND MARKET ANALYSIS
KEY FINDINGS

Assessment of Housing Needs: Key Findings

- Sussex County has had steady population growth with a growing 65+ population, but is not attracting families with children in the same way.
- About one out of every 4 households lives alone in Sussex County.



Married Couple, w/ Children*

Married Couple, w/o Children*

Single Parent

Other Family, w/o Children*

Living Alone (65+)

Living Alone (Under 65)

Other Non-Family, Not Living Alone

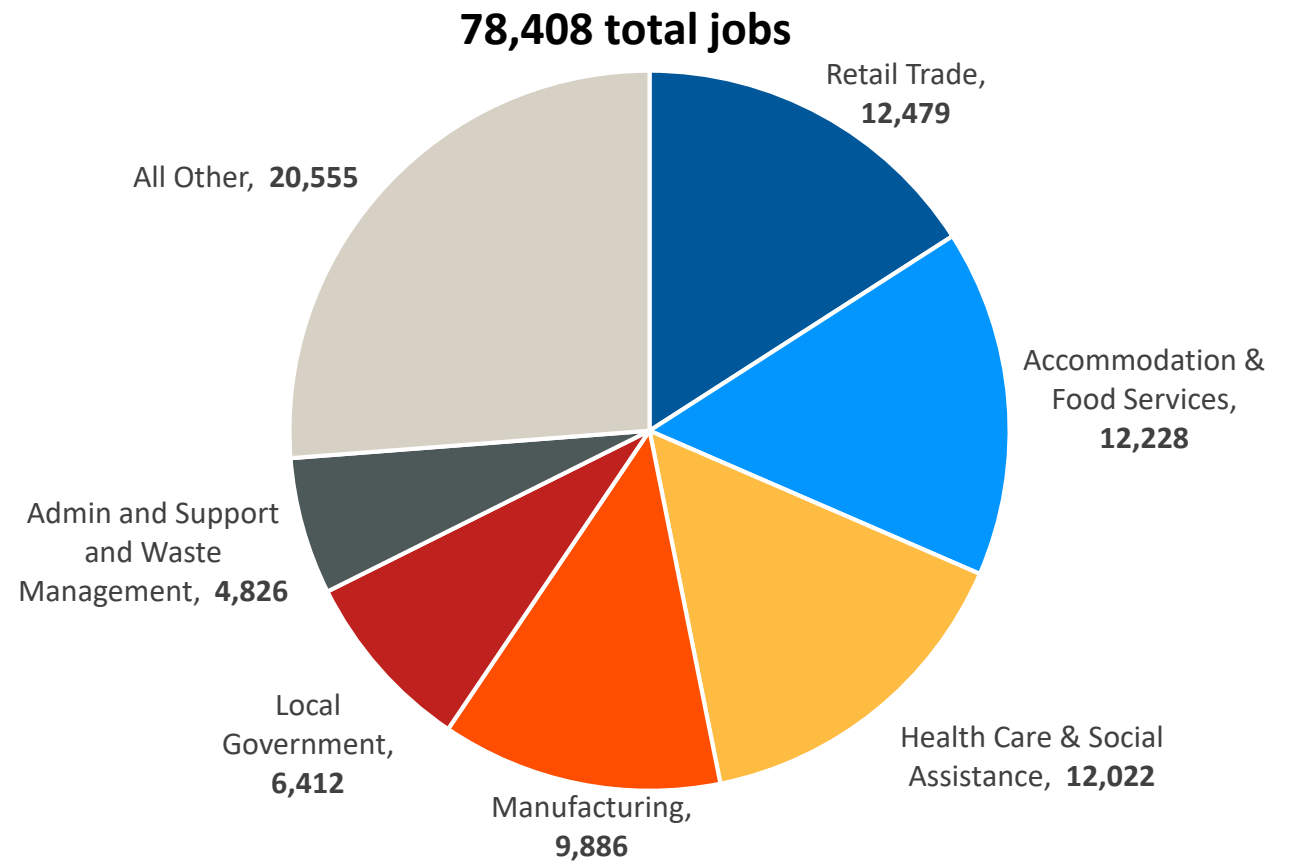
Assessment of Housing Needs: Key Findings



- In recent years, the fastest growing income group have been households with **incomes above \$150,000.**
- There have been a decline in households **with incomes less than \$50,000.**

Assessment of Housing Needs: Key Findings

- A substantial share of jobs in Sussex County are **visitor/tourist-supporting or resident-supporting** (e.g. Accommodation and Food Services, Retail Trade, and Health Care and Social Assistance jobs).
- Manufacturing is still a major industry in Sussex County, but there are fewer jobs than there were a few years ago.



Assessment of Housing Needs: Key Findings

Industry	Average Wage	Affordable Rent Level*	Affordable Homeownership Level**
Manufacturing	\$43,739	\$1,093	\$306,173
Retail Trade	\$27,423	\$686	\$191,961
Health Care & Social Assistance	\$52,514	\$1,313	\$367,598
Accommodation & Food Services	\$20,233	\$506	\$141,631
Public Administration***	\$46,254	\$1,156	\$323,778
All Jobs	\$39,498	\$987	\$276,486

*One worker earning average wage **Two workers earning average wage

***Includes teachers, first responders and local and state government staff

Assessment of Housing Needs: Key Findings

- In Sussex County, one in 5 homes for sale is listed for \$500,000 or more. Just 13% of all homes listed for sale are priced under \$200,000.



Assessment of Housing Needs: Key Findings

- Sussex County has been building more housing to accommodate its growing population, but new construction tends to be higher cost.
- Manufactured housing can be a lower-cost alternative to households, but they have been in decline over the last few years.



Brand new Manufactured Home for sale under \$200,000 in Lewes

Assessment of Housing Needs: Key Findings

		Income Limit: 1 person/Family of 4		Efficiency	1 BR	2 BR	3 BR
2017 Median Gross Rent				\$539	\$575	\$1,024	\$1,055
Maximum Allowable Rents Under Low Income Housing Program:							
	60% AMI	\$30,300/ \$43,260		\$757	\$811	\$973	\$1,125
	50% AMI	\$25,250/ \$36,050		\$637	\$683	\$820	\$946
	30% AMI	\$15,150/ \$21,630		\$382	\$409	\$492	\$568

Assessment of Housing Needs: Key Findings

- Newly built apartments have higher rents than the median, but rents vary widely across the County

Seaford (2012) - \$1,059



Millsboro (2018) \$1,225



Lewes (2017) \$1,555 - \$2,265



* Listings are two-bedroom units

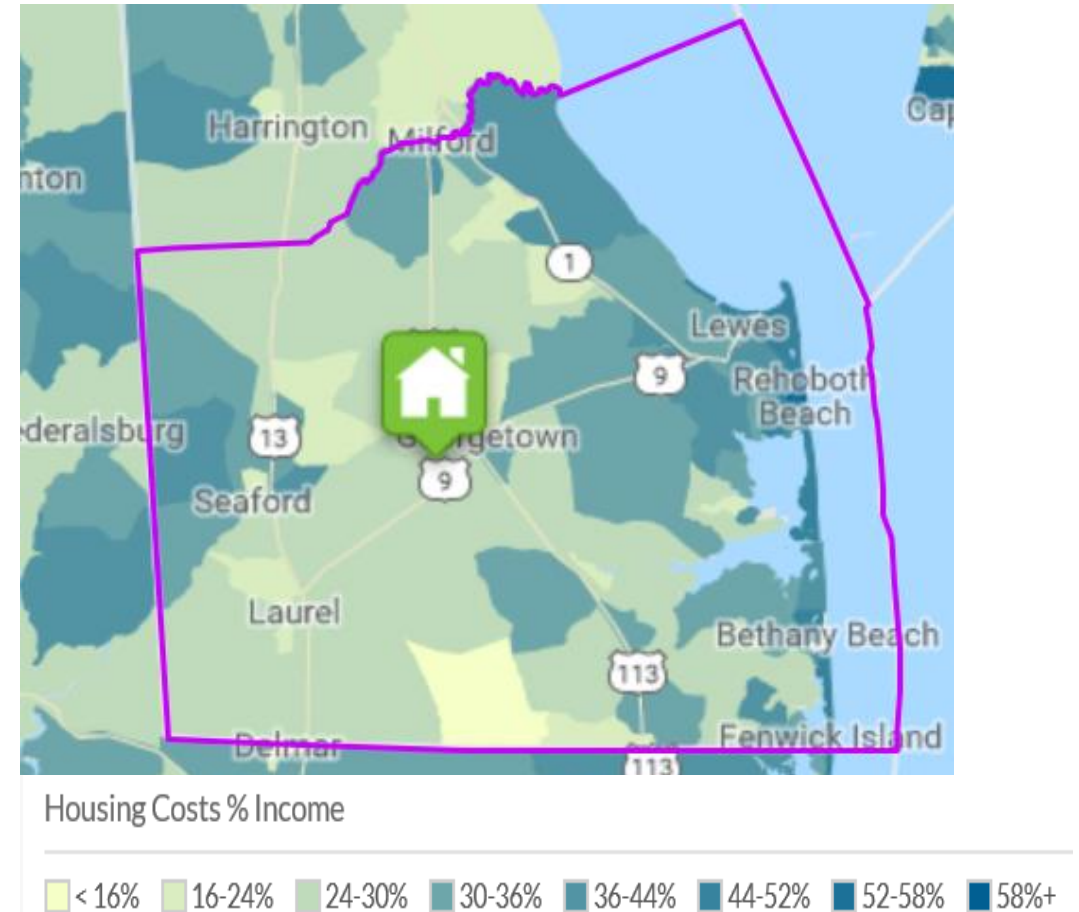
Assessment of Housing Needs: Key Findings

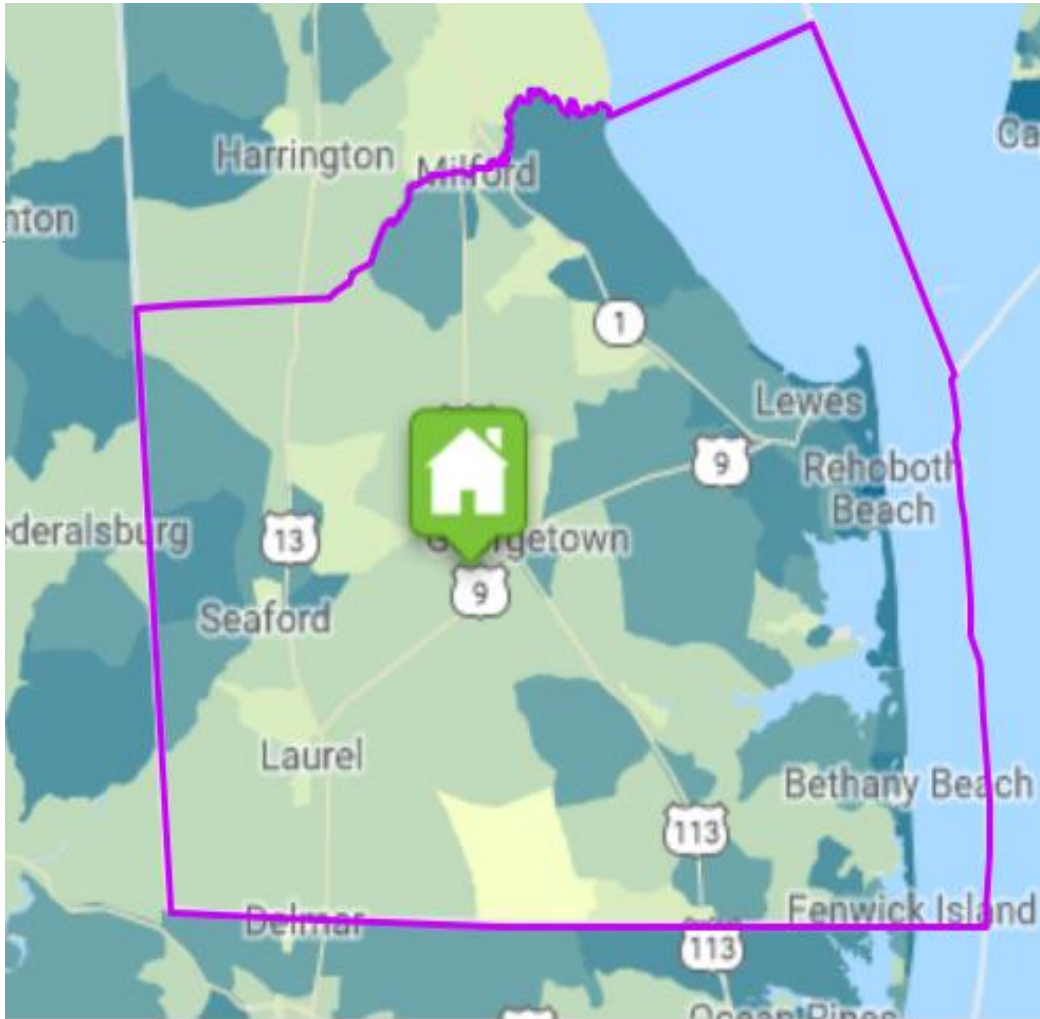
- One in 5 rental units are restricted to lower-income households, subsidized by federal assistance. More than half is located in West Sussex County, mostly concentrated in Seaford and Laurel.



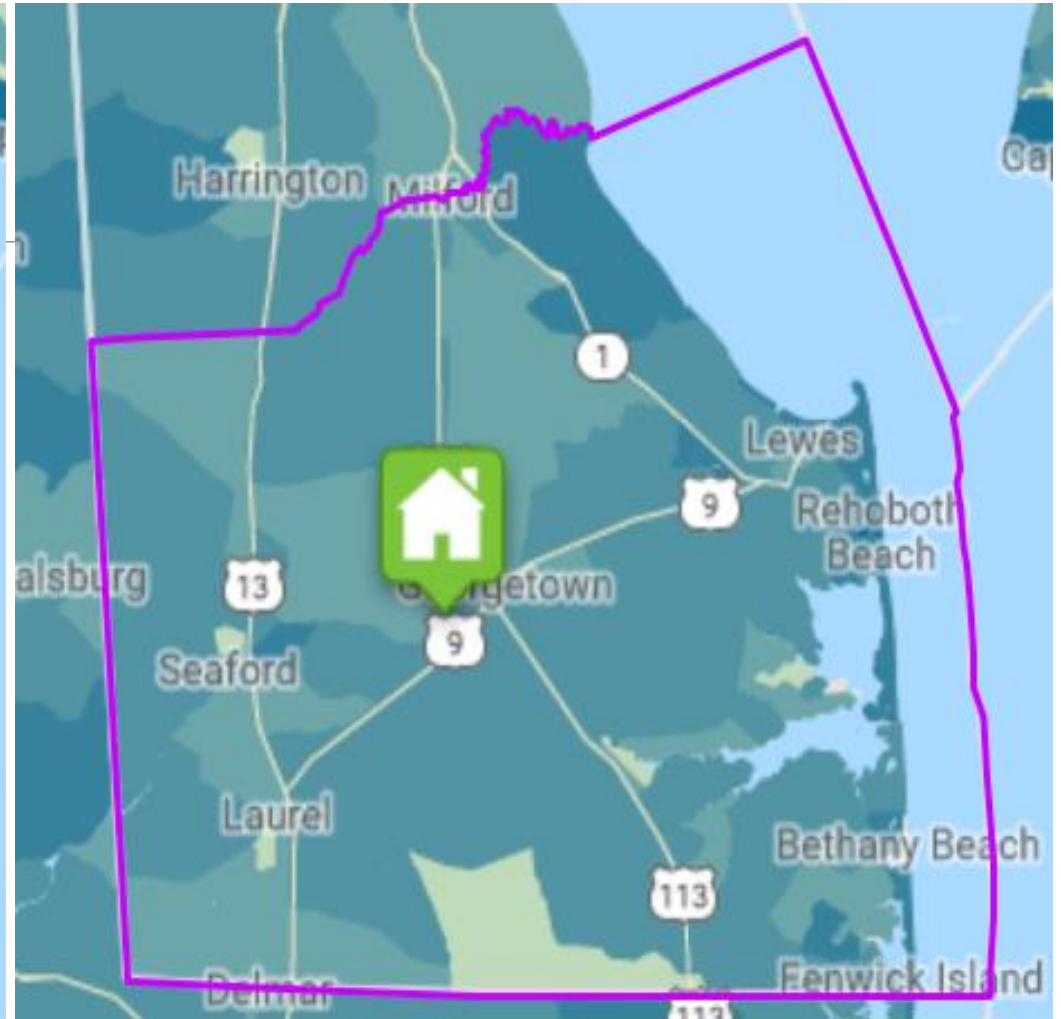
Assessment of Housing Needs: Key Findings

- About three out of every 10 households are cost burdened and spend more than 30% of their income towards housing costs.
- Communities in East Sussex and west of Seaford spend disproportionately more on housing costs.





Housing Costs % Income



Housing + Transportation Costs % Income






Assessment of Housing Needs: Key Findings

- **There were 118 people counted in 2018 as homeless** – individuals and families living in emergency shelter, transitional housing, or unsheltered in places not meant for human habitation (i.e. sleeping on the street or in cars).
- Homeless are counted using a “Point-in-Time” (PIT) Count during one night at the end of January each year.
- This methodology allows us to track the occurrence of homelessness over time, but there are limitations and does not capture the full extent of homelessness and housing insecurity in a community.

Assessment of Housing Needs: Key Findings

- There is a significant need for **rental housing affordable to working households in Sussex County with incomes below \$35,000**. The affordability level translates to homes (including apartments) that have rents of \$875 or less.
- In addition, there is a substantial **gap in for-sale homes affordable to moderate-income households who can afford to pay up to \$200,000 for a home**.

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