

## Market Assessment – Worthington Manor (Westbrook, CT)

### I. Description Of Property

**Subject Property Description & Location** – The Subject Property (Worthington Manor) is a 32-unit Elderly Housing complex located at 34 Worthington Drive in Westbrook, CT. This development is a two story building built in 1995 of one-bedroom apartments, with a single entrance. All of the units are handicap accessible; however there is no elevator, so access to the second floor is limited. The complex includes Patchogue Place, a moderate income cooperative housing development of duplexes.

Each unit comes with a refrigerator and stove, and ac sleeves are available for air conditioning units. In addition there are 4 laundry facilities, and a community room with kitchen as well as a part-time on-site Resident Services Manager. There is plenty of available parking because of the combined nature of the site, with the neighboring Patchogue Place, however because there is one central door, there may be an issue for those with limited mobility to park close to the door. There is a covered pick up and drop off area. Household rent for these units is determined on percentage of income, or base rent, whichever is greater. Household eligibility is restricted to persons 62 or older unless totally disabled with incomes of 80% of AMI or below. Base rent is \$300/m for the 1 bedroom. Utilities are paid by the tenant. Vacancy at the Subject Property stands at 1 unit, though according to manager the space is in process of being filled from a waiting list of 37 HHs.

Below is chart on unit mix.

**Worthington Manor**  
34Worthington Dr  
Westbrook, CT

#### Worthington Manor

Type	Property Type	Baths	# of units	Living Area SF	Base Rate
1 Bedroom	Apartment	1	32	650 sf	\$300
<b>Total</b>			<b>32</b>		

Additional Property Info	
Property Type	Elderly
Program	SR Elderly
Parking	42
Year Built	1995
# of Buildings	1
Acres	N/A
Handicap Units	32
Vacancy	1
Waiting List	37
Owner	Westbrook HA

***Subject Property Features and Amenities –***

- Utilities Provided: *Tenant pays H&HW & Elec.*
- Refrigerator: *Yes*
- Stove: *Yes*
- Laundry Room: *Yes (4)*
- Hook-Up: *No*
- Community Room: *Yes*
- Elevators: *No*
- Other: *AC Sleeves, Part Time on-site Resident Manager*



## II. Description of Site and Neighborhood

**Map of the Area** – Below is Exhibit 1 : Site Locator Map identifying the Subject Property in relation to surrounding transportation corridors, land uses and physical features.

**Exhibit 1 – Subject Site Map**



**Neighborhood Description & Land Uses** – The Subject Property is located 100 feet north of Route 1, in a quiet development that also includes Patchogue Place duplexes. It is well screened from Route 1, though walking access is provided by a series of footpaths that connect to the sidewalks in central Westbrook, providing access to abundant shops, restaurants, and services. Beach access is 500 feet south of Route 1. The immediate area surrounding the development is wooded and quiet, with the Town Library and Elementary school, located just on the east side of Burdick Drive, connected by sidewalks.

**Access** – Worthington Manor property is off of Burdick Drive, a small access road that terminates, just beyond the property, at the Town Park. Burdick is accessed via Route 1, the Boston Post Road. Route 1 functions as the major commercial corridor for much of the shoreline community from Branford to Old Saybrook. Eight-hundred feet to the west is Essex Rd, (Route 153), a north-south thoroughfare which connects to I-95, less than a mile to the North is Shore Line Train Service, Tanger Outlets, located at the intersection of I-95 and Route 153.

***Delineation of Market Area*** – The defined Primary Market Area (PMA) of demand for units at the Subject Property is five mile radius around Westbrook inclusive of portions of Old Saybrook, Clinton, Deep River, and Essex.

The Competitive Trade Area is the geographic area within which we expect the majority of prospective households to consider affordable housing alternatives. Factors that are considered in the establishment of the Competitive Trade Area include consistency in housing options, access to housing options, distance from the subject property and character of neighborhood. For purpose of this analysis, we have defined the Competitive Trade Area to be Westbrook and Old Saybrook.

## **Exhibit 2 – Market Area Map**



### **III. Economics & Demographics of Market Area**

**[PLEASE REFER TO MARKET BRIEF IN THE APPENDIX ON TRENDS RELATED TO ECONOMIC AND DEMOGRAPHIC TRENDS FOR THE AREA]**



## **IV. Rental Survey**

### ***Housing Rental Survey Summary Analysis –***

The rental housing market in Westbrook is strongly shaped by the summer housing rental market. Properties can be rented on a per week basis during the summer months, for the same rate as an annual lease would charge per month. Rentals are also skewed towards more bedrooms, and towards furnished units, and are especially skewed towards whole house rentals. There is some long term, monthly rental housing available, especially in smaller developments of less than 30 units. All of the complexes would offer weekly rates if units were available, suggesting the strong market force of the summer rental season. Additionally, the scarcity of listed available units (in January), and the lack of responses to phone inquiries suggest that seasonal nature of the rental market, as many units are only rented during the summer months. Units rented in multi-family houses were on average 40% lower than in managed buildings. Interviews indicated that the more desirable option for affordable housing is to purchase smaller units, farther from the water, including in community housing developments, partially funded by CHFA. There are currently listed for sale several manufactured homes and condominiums for less than \$100,000.

*Below is a summary of the results of the rental survey within the market area.*

### **Summary of Rental Market Analysis**

A summary of the rental analysis indicates the following market factors:

- Three open-age market rate apartments in Westbrook were surveyed. The Water's Edge apartments are part of a large luxury hotel and timeshare development, although annual leases are available. Foxwood, Westbrook are comparable rental properties to Worthington Manor. Data was also collected on multifamily apartment rental sales (year leases) for three properties in Westbrook.
- Except for Water's Edge, all the properties were very basic and offered no amenities, other than their proximity to the water.
- Average rent for one bedroom in managed apartments was \$962/m, excluding Water's Edge which is considered a luxury rental. The multifamily average for 1 BR calculated to \$957/m.
- Unit size averaged 693 sf for the 1 bedroom multi-family apartments, and 850 sf for one bedroom in a managed building.
- Vacancies were identified, but were very scarce for one bedroom units under \$1000.

*A summary of the analysis of rental data for apartment survey is provided in the table 1a and 1b on following page.*

Table 1a  
**Open-Age Market Rate Housing Rental Survey – Westbrook  
 Managed Apartments**

Property	Total Units	Prop. Type	Age	0 BR	0 BR size	\$/sf	1 BR	1BR size	\$/sf	Utilities In Rent	Unit Available
<b>Water's Edge</b> 1525 Boston Post Rd	34	Luxury/ Timeshare	1990	--	--	--	\$2200 /2500	700/ 1000	\$3.14 /2.5	Yes	Yes
<b>Foxwood Apts</b> 1739-49 Boston Post Rd	24	Garden	1990s	-	-	-	\$900- \$950	800	\$1.13 /1.19	No	No
<b>Westbrook Apts</b> 1742 Boston Post Rd	12	Garden	1970s	-	-	-	\$1000	700	\$1.42	H/HW	2 BR only
<b>Average</b>	94			-	-		<b>\$962</b>	850			

Source: Property Managers, Internet, Rental Agents Note: Calculation of 1 BR avg excludes Water's Edge which is considered luxury apts.

Table 1b  
**Rent Survey - Multi-Family Housing Alternatives -  
 Westbrook Ct**

Property	Prop. Type	Age	Studio		1 BR	1BR size	\$/sf	Utilities In Rent
<b>688 Boston Post Rd</b>	MF	1988			\$850	957	\$0.88	No
<b>48 South Main St</b>	MF	1840			\$1050	700	\$1.50	No
<b>20 Main St</b>	MF	1949	\$965	300				No
<b>Average</b>					<b>\$957</b>	693	\$1.24	

Source: CT-MLS

**Survey of Affordable Senior Housing**– In order to better understand the options for senior housing in Westbrook, a survey was undertaken of affordable senior housing in the area. This survey identified 3 senior housing properties in Westbrook for the elderly, inclusive of the Subject Property, totaling 92 units. The two non-subject properties were both funded by USDA-Rural Development. There are substantial wait lists for all properties.

*Refer to Table 2 for results of survey of affordable senior housing projects in Westbrook.*

Table 2  
**Survey of Affordable Elderly Housing – Westbrook**

Property Name	Address	Owner	Public Funder	Deter. Of Rent	Elderly Units	Age	Waitlist
Ambleside I & II*	1784 Boston Post Road	Ambleside Associates	USDA-RD	Based on 30% AMI	36	1990s	2-3 Years
Safe Harbor	145 Stevenson Rd	Safe Harbor Inc	USDA-RD		24		
Worthington Manor ( <i>Subject Property</i> )	34 Worthington Dr	Merit Properties	CHFA	Base Rent	32	1995	37 People
<b>Total</b>					<b>92</b>		

Source: Internet, Property Owners/Managers

\*There are 72 total units, although only 32 are subsidized

## V. Analysis of Current Tenant Base

### **Demographics-Economics-Rent Structure of Current Tenant Base:**

- Total Units: **32**
- Total Occupied Units: **31**
- Total Residents: **34 (3 -2per/HHs)**
- Total # of Children: **0**
- Average Age: **74**
- % Minority: **0%**
- # of Disabled HH under 62: **6**
- % at Base Rent or below: **16% (6HHs)**
- Income Below 25%AMI: **55% (17)**
- Income 25% at 50% AMI: **45% (14)**
- Income 50% AMI or greater: **0% (0)**
- Average Income: **\$16,407\***
- Average Tenant Rent: **\$390/m**

### Worthington Manor Common - Income Distribution

Resident HH Income	Rent Equivalent	% of HH
< \$10,000	\$250	6%
\$10000-\$15000	\$250-\$375	42%
\$15000-\$20000	\$375-\$500	23%
\$20000-\$25000	\$500-\$625	13%
\$25000-\$30000	\$625-\$750	10%
>\$30000	>\$750	--

## VI. Conclusions/Recommendations

### a. Rent Structure Opportunity

#### **Market & Property Factors**

##### Positive

- Subject Property relatively new; built in 1995.
- Very attractive complex and area
- Walking paths, nearby shopping and beach access
- Large Units, all 1 Bedrooms

##### Challenges

- No elevator

*Below is a summary of data compiled on Subject Property and average rents identified within various market segments. **Considering the size, age, layout, amenities and utility configuration of the subject units, a rental range of \$800 to \$875 for the one bedroom would be considered competitive with the area inventory involving properties with basic amenities.** (Disclaimer – this is not a projection of what could be achieved at the subject property, which would need to consider income eligibility parameters, target market and policy goals of the program, nor an “estimate of rent value”<sup>1</sup>, but a statement of possible rent ranges that have the potential of being competitive in the marketplace if no affordable housing restrictions were in place).*

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<sup>1</sup> Among Market Analysts and Appraisers the term “Estimate of Rent Value” has a distinct meaning calling for analytical process for determining value, typically requiring at a minimum a Rent Comparability Study. The “Estimate of Rent Value” study includes the use of a Rent Comparability Grid for valuing and documenting adjustments to comparables in order to calculate an “estimate of rent” for the Subject Property. The Market Assessment conducted herein is designed to offer a broad assessment of the market environment and a statement on possible rents for subject units potentially competitive within the marketplace, discounting any age or income restriction or other program parameter in affect at the subject property. These factors along with issues related to policy goals and market served would need to be considered as part of any final rent determination.



Unit Type	Subject Property	Subject Property	Local Market Alternatives	Local Market MF Units	Westbrook MLS Multifamily	Westbrook MLS S Family
	Contract Rent	Avg Rent	Avg Rent	Avg Rents	Avg Rent	Avg Rent
Studio			-	\$965		
1 BR	\$300	\$390	\$962	\$957	\$968	-
2 BR					\$1179	\$1287

### ***Tenant Base Trends***

- Worthington Manor residents tend to be of more moderate income, with over 20% making over \$20,000 per year, and only 6% making less than \$10,000.
- A comparison of income distribution for Worthington Manor residents in 2003 vs 2012 was not able to be completed due lack of data from the 2003 Summary Tenant Profile for Worthington Manor.
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### ***Market Depth***

To evaluate the capacity for rent restructuring at the Subject property, we have performed a market penetration analysis. This type of analysis bases its assessment of potential market capture on the relationship between the size of the development and its target market, taking into consideration housing options likely to compete with the Subject Property.

The market penetration rate represents the share of eligible target market that the Subject Development must capture in order to achieve full/optimum occupancy, assuming all existing and planned facilities are operating at capacity.

As a first step in testing market depth for Rent Stratification, we must first estimate the number of renters from homeowners by income in the primary source market area (*in this case the Primary Source Market Area is defined as five mile radius from Subject Property in Westbrook including portions in whole or part of adjoining towns*). We assume that most, if not all of the market for the available units will come from households renting homes, rather than from those who are homeowners. As this data is not available at town level for 2010, we start by using data from both 2010 Census and American Community Survey 2011 to arrive at distribution within the county, the lowest level for which current tenure HH data by income is available. Using that data, an adjustment factor was applied to better reflect the tenure base of the the Source Market Area (SMA)<sup>2</sup>.

<sup>2</sup> The adjustment was determined based on the ratio of ownership in the SMA to County home ownership.

	Middlesex County Tenure Distribution		Adjustment Factor – Westbrook SMA Area	
Income Distribution	Rent	Own	Rent	Own
under 15,000	68%	32%	66%	34%
15000-25000	49%	51%	45%	55%
25000-35000	32%	68%	27%	73%
35000-50000	39%	61%	22%	78%

Source: US Census 2010, American Community Survey, 2011

The chart below reflects estimated distribution of senior households in the Westbrook SMA by tenure and income. Based on our analysis of tenure by income, we estimate the primary Source Market Area contains 2247 households whose incomes fall within the income threshold for the target market of which 879 are renters. The chart also shows current distribution within the Subject Property of senior tenants by income (excludes young disabled).

Westbrook A	Westbrook SMA Senior HH 65+			Subject Property
Income Distri	Total	Rent	Own	Senior Tenant Base
under 15,000	524	345	179	13
15000-25000	561	255	306	9
25000-35000	465	127	338	2
35000-50000	697	153	544	0
<b>Total</b>	<b>2247</b>	<b>879</b>	<b>1368</b>	<b>24</b>
<b>Young/Dis.</b>				<b>7</b>
<b>Vacancy</b>				<b>1</b>
		<b>Total Units</b>		<b>32</b>

Source: US Census 2010, American Community Survey, 2011

### ***Other Factors for Determining Market Depth***

Other defining factors in determining market capacity of the source market for the proposed rental units of the Subject Property is overall rental turnover in the marketplace and expected absorption of units by source market renters.

- Based on discussions with area property managers and census data on mobility patterns, we have assumed a 30% turnover rate within the market place with respect to renters.
- Relative to market penetration, we have assumed that 80% of the units will be filled by residents in Derby Source Market area.

As a rule, for housing projects looking to capture very low income households , market penetration rates of 10 to 20% attest to the project's potential feasibility (and often higher depending on an areas housing availability at such income levels) assuming most or all existing housing options are operating at capacity. As you ratchet up the income brackets and come closer to a household's financial ability to find housing in the broader market, more conservative penetration rates are applied to test feasibility/potential depth of market.

Thus at income brackets \$25,000-\$50,000 rates of 3 to 5% are being applied to test market depth.

To assist in determining potential for rent structuring, we looked at both market depth on an annual based on assumption of turnover per year in the marketplace as well as the potential demand overall among all households 65+ within the source area in each bracket. Our analysis of potential demand annually was compared with estimate of senior households from source market currently in the property.

In the chart below are the results on the analysis for estimating demand on an annual basis. There is evident depth at the lower incomes levels \$25,000 and below with a source market potential for 18 units. While above \$25,000, the potential market base is estimated at 3 units based on a 3 to 5% penetration of market.

Westbrook SMA - 65+ Households					
Income Distr	Total	Rent	Turnover ratio	# Renters Moving	Current Senior HH Tenants
under 15,000	524	345	30%	103	13
15000-25000	561	255	30%	76	9
25000-35000	465	127	30%	38	2
35000-50000	697	153	30%	46	0
Young/disabled					7
Vacancy					1
<b>Total</b>	<b>2247</b>	<b>879</b>	<b>1368</b>	<b>264</b>	<b>32</b>
<b>Potential capture rates:</b>		<b>Annual Potential Capture Rate</b>	<b>Current # Senior HHs at Sub. Prop</b>		
under 15,000	15%	12	13		
15000-25000	10%	6	9		
25000-35000	5%	2	2		
35000-50000	3%	1	0		
<b>Total</b>		<b>21</b>	<b>24</b>		

\* Formula = ( # Renters Moving X % from Source Mkt ) X Potential Capture Rate

Source: US Census 2010, American Community Survey, 2011

In the chart below, we identify the capture potential for total number of 65+ households within the defined source market area at each income bracket.

Westbrook Area	Senior HH 65+		Aggregate Potential Capture	
	Total	65+ HH Renters	Total HH 65+	Total Senior HH
Income Distribution			Capture Rates	Capture Potential
under 15,000	524	345	15%	52
15000-25000	561	255	10%	25
25000-35000	465	127	5%	6
35000-50000	697	153	3%	5
<b>Total</b>	<b>2247</b>	<b>879</b>		<b>88</b>

Source: US Census 2010, American Community Survey, 2011

### ***b. Recommendations for Improving Marketability***

Worthington Manor is a relatively new property consisting of all 1 bedrooms at unit sizes approaching market standard (a rarity in the affordable housing market). It also has a history of full occupancy with normal turnover. Thus no urgent marketability enhancements appears indicated for the property at this time – although the lack of an elevator for second floor access could and possible has already limited interest from older seniors.

On the plus side, however, Worthington Manor's structural quality, surrounding amenities and proximity to Long Island Sound make it a very attractive affordable housing development. This attractiveness is enhanced by the status of Westbrook as a shoreline community. Westbrook's location within the Route 1/ I-95 corridor provides superior regional access including access to employment for seniors who are in the labor force.

The community character and regional access discussed in this report support a market rate rent structure that can be considered at the high end of the rental market in the region and in Connecticut in general. This is reflected in the rental survey where one bedroom rents in Westbrook are in the \$1000 per month range. Moreover, as noted in the report, Westbrook offers few year-round rental options. This aspect of the marketplace together with the property's locational attributes and relatively new construction status should facilitate greater penetration among eligible seniors within higher income brackets.

### ***c. Redevelopment Scenario***

From a Market perspective, Worthington Manor does not reflect a strong need for a redevelopment scenario.

**APPENDIX**  
**SUBJECT PHOTOS**  
**MARKET BRIEF**









Top, walking trail to Route 1. Bottom, Neighboring Patchogue Place



## Connecticut Towns: Market Assessment Briefs

**Town:** Westbrook, CT  
**County:** Middlesex County

### 1. Economic Trends

#### Major Employers - Westbrook

Employer
The Lee Company
IPC Communications Inc.
Tanger Outlet Center
Valley-Shore YMCA
Waters Edge Inn & Resort

Key employers in Westbrook range from a communications firm (IPC Communications), manufacturer of fluid controls (The Lee Co.), a popular shoreline Inn (Water' Edge), Valley Shore YMCA (child care , fitness, youth programs), to 65-store outlet center (Tanger Outlet Center).

Source: CERC, Town Profiles 2012

#### Major Industries - Westbrook

Industry Sector - 2011	% Share of Jobs
Manufacturing	21.2%
Retail Trade	19.8%
Accom & Food Services	17.1%
Health Care	7.7%
Other Services	6.7%
Government	9.3%

Manufacturing plays an important economic role in Westbrook, followed closely by retail - primarily Tangers outlet. Accommodations and Food Services is another major job sector largely due to presence of Water's Edge Inn and Resort featuring 169 guestrooms.

Source: CT Dept. of Labor

#### Labor Force & Employment Trends

Labor Force +Employment	Westbrook	Middlesex County
Labor Force-2011	3,884	95,001
Unemployment -2011	7.2%	7.6%
Total Employment -Workplace	3,653	64,554
2005 - 2011 - Annual Growth	1.1%	-1.0%
2010 - 2011 - Annual Growth	1.7%	0.9%

Job growth in Westbrook was positive 2005-2011, a testament to its diverse economic base. In 2011, the town posted a 1.7% increase in jobs - outperforming the county. 2011 Unemployment was also slightly below the county .

Source: CT Dept. of Labor

## Connecticut Towns: Market Assessment Briefs

**Town:** Westbrook, CT  
**County:** Middlesex County

### 2. Demographic Trends

#### Population Trends

Population	Westbrook	Middlesex County
<b>2000 Total population</b>	6,292	155,071
<b>2010 Total Population</b>	6,938	165,676
<b>Annual Percentage Growth</b>	0.98%	0.66%
<b>2011 Total Population (est)</b>	7,026	166,127
<b>2016 Total Population (proj.)</b>	7,338	170,141
<b>2011– 2016 Annual Rate</b>	0.87%	0.48%

Westbrook saw healthy population growth 2000-2010, a trend projected to continue through 2016. .

Source: 2010 Census, ESRI Business Systems

#### Household Trends

Household	Westbrook	Middlesex County
<b>2000 Total Households</b>	2,605	61,341
<b>2010 Total Households</b>	2,948	67,202
<b>Annual Percentage Growth</b>	1.25%	0.92%
<b>2011 Total Households (est.)</b>	2,984	67,391
<b>2016 Total Households (proj.)</b>	3,132	69,334
<b>2011– 2016 Annual Rate</b>	0.97%	0.58%

Household growth in Westbrook has been very strong. Between 2000 and 2010, Westbrook added 343 households and is expected to gain an additional 184 households by 2016.

Source: 2010 Census, ESRI Business Systems

#### Race & Ethnicity

##### % Share of Population

Population - 2010	Westbrook	Middlesex County
<b>White Alone</b>	94.8%	89.2%
<b>Black Alone</b>	0.6%	4.7%
<b>Asian Alone</b>	1.4%	2.6%
<b>Hispanic (Any Race)</b>	4.5%	4.7%

Westbrook has a low minority base - with largest minority (1.9%) identified as "some other race". Persons of Hispanic origin make up 4.5% of the population, close to the share reported for the county.

##### Change - 2000 to 2010

<b>White Alone</b>	-1.0%	-2.3%
<b>Black Alone</b>	-14.3%	6.8%
<b>Asian Alone</b>	-17.6%	62.5%
<b>Hispanic (Any Race)</b>	80.0%	56.7%

Source: 2010 Census, ESRI Business Systems



## Connecticut Towns: Market Assessment Briefs

**Town:** Westbrook, CT  
**County:** Middlesex County

### 2. Demographic Trends (Cont'd)

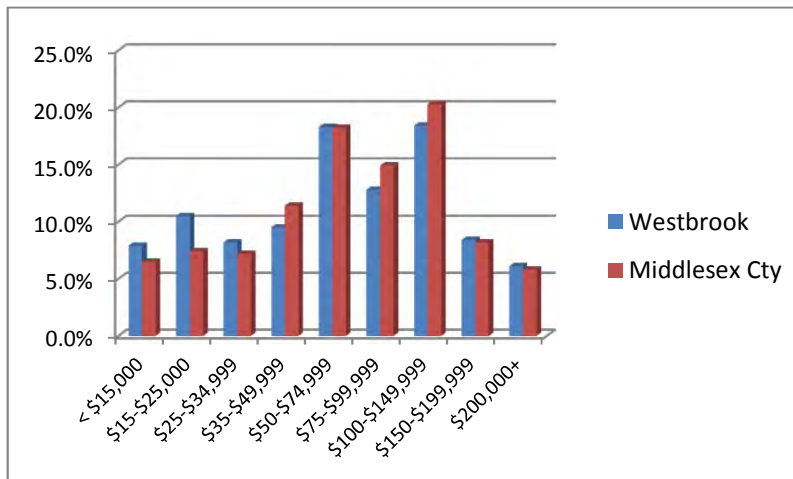
#### Median Income

Median HH Income	Westbrook	Middlesex County
<b>2000</b>	\$56,017	\$59,175
<b>2011 (est.)</b>	\$67,200	\$73,499
<b>Annual Avg % Growth</b>	1.8%	2.2%

Source: 2010 Census, ESRI Business Systems

Westbrook's income profile is considered middle income ; estimated median income in 2011 was 9% below the county.

#### HH Income Distribution (2011)



Source: 2010 Census, ESRI Business Systems

Westbrook's income distribution closely parallels the county - though showing greater share of households earning under \$35,000 at 27% vs. 21% for the county.

#### HH Income Distribution - 65+ (2010)

HH's	Westbrook		Middlesex County	
	65-74	75+	65-74	75+
<b>Total HHs</b>	<b>415</b>	<b>412</b>	<b>7,768</b>	<b>7,550</b>
<b>&lt; \$15,000</b>	17.6%	10.7%	8.5%	14.3%
<b>\$15-\$25,000</b>	8.9%	27.2%	11.7%	17.9%
<b>\$25-\$34,999</b>	9.9%	8.3%	6.9%	10.3%
<b>\$35-\$49,999</b>	8.4%	16.0%	9.4%	12.2%
<b>\$50-\$74,999</b>	17.6%	9.0%	23.8%	18.4%
<b>\$75-\$99,999</b>	14.2%	4.4%	11.8%	8.6%
<b>\$100-\$149,999</b>	20.0%	7.0%	15.6%	7.7%
<b>\$150-\$199,999</b>	0.7%	8.0%	5.9%	4.9%
<b>\$200,000+</b>	2.7%	9.5%	6.3%	5.8%
<b>Med Inc.</b>	<b>\$55,488</b>	<b>\$37,749</b>	<b>\$61,429</b>	<b>\$43,133</b>

Source: 2010 Census, ESRI Business Systems

A high proportion of seniors (65+ HHs) report earning under \$25,000 in Westbrook (32%). Close to 40% of the 75+ senior HHs indicate earning at same level.

## Connecticut Towns: Market Assessment Briefs

**Town:** Westbrook, CT  
**County:** Middlesex County

### 2. Demographic Trends (Cont'd)

#### Poverty Rates

Households - 2010	Westbrook % Total	Middlesex Ct % Total
Married Couple - Family	0.8%	0.5%
Other Family HHs (spouse not present)	0.5%	1.5%
Non-Family HHs	3.5%	3.9%
<b>Poverty Ratio - Total</b>	<b>4.8%</b>	<b>6.0%</b>

Poverty rate in Westbrook is moderate at 4.8% - mostly targeting seniors in non-family households.

Source: ACS Population Survey, ESRI Business Systems

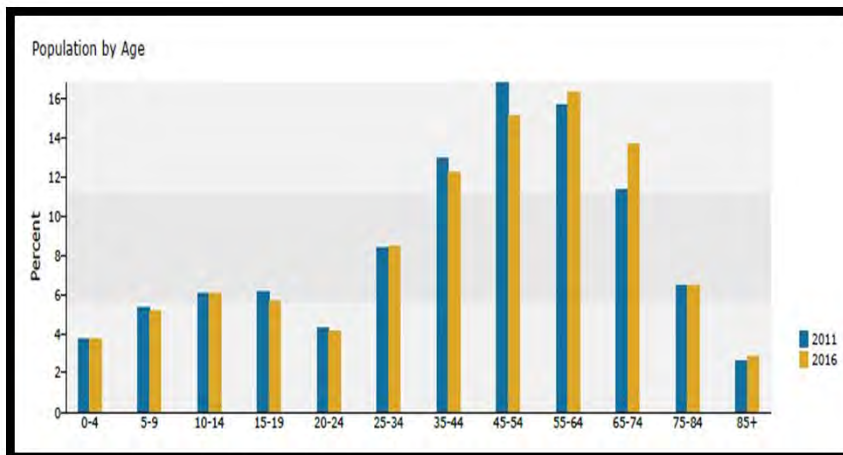
#### Age Trends

Population - 2010	Westbrook % Total	Middlesex Ct % Total
Age 18+	80.7%	78.8%
Age 65+	20.3%	15.5%
Age 75+	9.1%	7.4%
<b>Median Age</b>	<b>46.8</b>	<b>43.0</b>

Westbrook's population profile is somewhat older compared to the county with a median age of 46.8 vs. nearly 43 for the county. Westbrook's 65+ population is significant at 20.3%.

Source: 2010 Census, ESRI Business Systems

#### Age Distribution 2011-2016



Source: 2010 Census, ESRI Business Systems

Westbrook can expect to see its share of 65+ population rise to 22.9% by 2016. This compares to the 17.1% share it held in 2000. The town's 55-64 age cohort is also expected to grow from 15.6% in 2010 to 16.4% in 2016.

## Connecticut Towns: Market Assessment Briefs

**Town:** Westbrook, CT  
**County:** Middlesex County

### 3. Housing Trends

#### Tenure and Vacancy

HH's	Westbrook		Middlesex County	
	2000	2010	2000	2010
<b>Own-Occp</b>	73.3%	74.0%	72.1%	74.4%
<b>Own-Units</b>	1,906	2,182	61,341	49,976
<b>Rent-Occp</b>	26.7%	26.0%	27.9%	25.6%
<b>Rent Units</b>	695	766	17,116	17,226
<b>Ttl Occp Units</b>	2,602	2,948	61,341	67,202
<b>Vacancy</b>	24.7%	25.1%	8.8%	10.2%

Source: 2010 Census, ESRI Business Systems

Westbrook's rental base is moderately small with rental occupancy of 766 units in 2010. This number does represent an increase from 2000, though a decline in share.

Westbrook, like many shoreline towns reported a very high vacancy in 2010 - but only 3.2% is linked to year round housing - the rest is seasonal housing.

#### Housing Characteristics

##### % Share of Total Housing

Structure Type - 2010	Westbrook	Middlesex County
<b>1 Detached</b>	78.5%	71.2%
<b>1-Attached</b>	1.8%	3.7%
<b>2-unit</b>	3.3%	4.8%
<b>3/4 unit</b>	2.3%	4.7%
<b>5+ units</b>	6.8%	15.6%
<b>Total Housing Units - 2010</b>	3,504	74,837

Source: ACS Housing Surveys, ESRI Business Systems

Single detached housing makes up nearly 80% of the town's housing stock. Westbrook also has a high number of mobile homes (7.3%). Much of the year-round rental market is found in 2-4 unit homes, and small apartments of 5 to 20 units. Single family is also an active rental marketing town.

#### Rent-occupied Housing by Contract Rent

##### Renters with Contract Rent

Contract Rent - 2010 Distribution	Westbrook	Middlesex County
<b>Under \$200</b>	5.0%	4.5%
<b>\$200-\$399</b>	14.8%	6.1%
<b>\$400-\$599</b>	12.8%	9.0%
<b>\$600-\$799</b>	6.4%	28.2%
<b>\$800-\$999</b>	19.5%	21.6%
<b>\$1000-\$1249</b>	14.9%	13.3%
<b>\$1250-\$1499</b>	3.1%	4.4%
<b>\$1500-\$1999</b>	5.1%	4.0%
<b>above \$2000</b>	0.0%	1.9%
<b>Median Contract Rent</b>	\$812	\$791

Source: ACS Housing Surveys, ESRI Business Systems

There is little in the way of professionally managed apartments in town with rents for privately attached housing found to be generally low to moderate. Single family rents and some townhouses/condos help push up rent structure to thresholds above \$1200/m resulting in median higher than the county. .

## Connecticut Towns: Market Assessment Briefs

**Town:** *Westbrook, CT*  
**County:** *Middlesex County*

### 4. Rental Housing Market

#### Mfamily

BR	# of Prop	Avg List Price	Avg Rent Sale	Avg DOM	Rental Range
0					
1	5	\$968	\$959	25	\$750-\$1050
2	6	\$1,179	\$1,158	55	\$850-\$1450
3					
4					

Source: CT MLS

(Dom- Days on Market)

#### Sfamily

BR	# of Prop	Avg List Price	Avg Rent Sale	Avg DOM	Rental Range
0					
1					
2	12	\$1,287	\$1,262	52	\$895-\$2750
3	25	\$1,444	\$1,444	55	\$850-\$2500
4					

Source: CT MLS

(Dom- Days on Market)