

Market Assessment –Riozzi Court (New London)

I. Description Of Property - Elderly Housing

Subject Property Description & Location – Riozzi Court is an affordable elderly apartment complex located off Coleman Street. The Subject Property consists of a ten ranch style buildings and a community building. The 42-unit property was built in 1964. Riozzi Court is a sister complex to 38-unit Gordon Court built at the same time but located north of Interstate 95 close to the Coast Guard Academy.

Each unit at Riozzi includes a refrigerator and stove. The Subject Property also includes a community building. Field inspection further indicated that heat pumps have been recently installed for each unit. Parking appears to be limited with an estimated 15-18 spaces for 42 units.

Household rent for these units is determined as a portion of income, or base rent, whichever is greater. Household eligibility is restricted to persons 62 years or older, or younger persons if certified disabled. Units are restricted to households with incomes at 80% of AMI or below. Base rent ranges from \$380/m for the studio to \$395/m for the 1 bedroom. Utilities are not included in the rent, but a utility allowance is provided set at \$55/m for both studio and one bedroom. A total of 33 households at Riozzi Court received RAP subsidies in September 2012.

In September 2012, there was no vacancy reported at the Subject Property. During the same period the standing waiting list stood at 62 households, representing a consolidated waiting list with Gordon Court.

Below is chart on unit mix.

Riozzi Court
1-46 Riozzi Ct
New London, CT, 06320

Type	Property Type	Baths	# of units	Living Area SF	Base Rate	Utility Allow.
Studio	Ranch	1	14	352 sf	\$380	\$55
1 Bedroom	Ranch	1	28	447 sf	\$395	\$55
Total			42			

Additional Property Info

Property Type	Elderly
Program	SR Elderly
Year Built	1964
Parking	15
# of Buildings	11 Buildings
Acres	2.11 acres
Handicap Units	0
Vacancy	0 (9-30-2012)
Waiting List	62 (29 Young-disabled) consolidated with Gordon Ct
Owner	New London Housing Authority

Subject Property Features and Amenities –

- Utilities Provided in Rent: *None (Utility Allowance: \$55–Studio/1BR)*
- Refrigerator: *Yes*
- Stove: *Yes*
- Microwave: *No*
- Laundry Room: *Yes*
- Hook-Up: *No*
- Community Room: *Yes*
- Elevators: *N/A*
- Other: *New Heat Pumps*



Riozzi Court
Cul-de-sac



Riozzi Court
Facing Coleman St

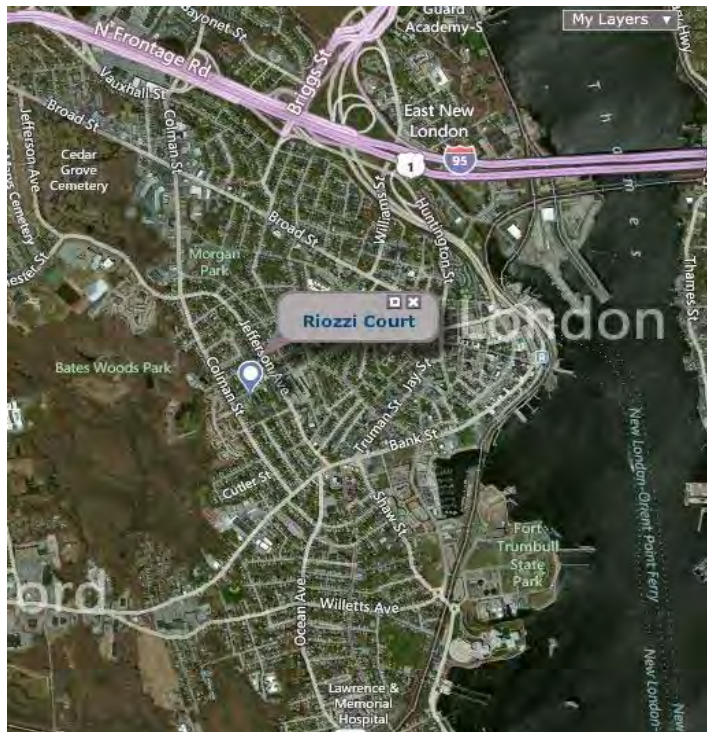
II. Description of Site and Neighborhood

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

Exhibit 1a – Subject Site Map



Exhibit 1b – Subject Site Map



Neighborhood Description & Land Uses – The Subject Property is located on a cul de sac off Coleman Street, a busy corridor that runs north-south down the west side of New London. The immediate area is residential representing a mix of private multi-family, apartments and single family. Retail and service opportunities are located further north on Coleman Street as it approaches I-95 including several retail plazas, located on either side of I-95. For more expanded shopping options Crystal Mall (800,000 sf) and Waterford Commons (300,000 sf) are both 3 miles from Riozzi Court in nearby Waterford. Meanwhile, the 252-bed Lawrence Memorial Hospital is 1.5 miles south of the Subject Property on Montauk Avenue in New London.

Access – The Subject Property's frontage on Coleman Street provides residents good local access – though at this section of Coleman Street traffic is one way going south. However, for destinations north it is an easy matter crossing over side street to Jefferson Avenue which is one way north. The I-95 interchange is 1.6 miles from Riozzi Court with nearest connection at Interchange 83 off Coleman Street. To the south, the downtown is over ½ mile distance via Bank Street. Local and regional bus service is available to residents at Riozzi with service routes on Coleman Street, however, bus stops are some distance from the Subject Property. Alternatively, New London Senior Citizens Center coordinates transportation services for seniors for shopping and medical needs.

Delineation of Market Area – The primary Source Market Area (SMA) of demand for units at the Subject Property is defined as New London and Groton.

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 New London.

Refer to Exhibit 2 on following page for map of the Competitive Trade Area.

Exhibit 2 – Competitive Trade 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

New London is a small city in terms of residents (27,620), though by no means the smallest in the state with that honor being held by Winsted (Litchfield County) at 7,321 in 2010. It is however one of the smallest communities in the state in terms of area at 5.5 square miles. This however has not crimped population growth with New London's population up 7% in 2010 over 2000 levels. Household growth on the other hand expanded by less than 2%.

An influential factor on housing demand in New London, and for that matter, much of the New London region has been the defense industry and more specifically Electric Boat and the Naval Submarine Base, both in Groton. Together they employ over 22,000 workers and military personnel. Closely following in importance has been the gaming industry (Mohegan Sun and Foxwoods Casino) and tourism. All three industries have generated high demand for rental housing, which in New London accounts for 62% of the housing, essentially the same ratio as it was in 2000.

In New London, approximately 25% of rental housing is assisted housing. Of the remaining 4,800 rental units, approximately 30-40% is linked to professionally managed apartment complexes in town, many of which sprang up in the 1960s and 70s. Notably very few converted to condominiums during the heated condo market of the 1980s as witnessed in many other urban areas of the state thus preserving this base of rentals for the region. The balance of the rental market in New London is associated with private multi-family homes – generally 2-4 units. Overall, New London's rental market tends to be more affordable compared to neighboring Groton, which also supports a well-established rental market in professionally managed apartments. Outside of New London, Groton, and Norwich 14 miles north, very little exists in Southeast Connecticut in terms of established managed apartment rental market.

Our survey of New London apartments focused on older more basic apartment complexes in the city, though some of the larger properties contained more expanded amenities. While no true comparable to the Subject Property was identified (consisting of all ranch buildings), apartments selected for the survey reflected available market options based on unit type, pricing, amenities (basic) and configuration (mostly flat style units). For the most part these properties tend to serve markets whose incomes fall between 50% to 80% AMI.

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:

- Eight apartment rentals were surveyed in New London. Each property identified represent a market alternative for units at the Subject Property based on pricing, unit configurations, features and amenities for family households.
- Six of the eight apartments surveyed were built between 1962 and 1974, with the remaining two dating to the early 1900s. Four of the properties are lowrises, four are garden apartments and one is a midrise.
- In all eight complexes, the features and amenities offered are generally basic, typically limited to standard appliances, on-site laundry, off-site parking, decks-patios, and



storage. Nutmeg Woods is the only complex with expanded recreational amenities that includes a pool.

- The average rent among the the eight complexes calculated to \$703/m for the studio, and \$837 for the one bedroom unit. All but one complex included utilities in the rent.
- All eight complexes indicated unit availability.

On the following page, Table 1 summarizes the Rental Survey of Market Rate Apartments Alternatives in New London.

Table 1
Rental Survey Market Rate Apartment Alternatives– New London

Property	Total Unit	Age	Prop. Type	Effic	Effic .size	\$/SF	1 BR	1 BR size	\$/SF	Utilities In Rent
Eagle Pointe 8 B Michael Rd New London, CT	204	1974	Garden				\$838	650	\$1.29	H&HW
Faire Harbour 11 Anthony Rd New London, CT	171	1974	Garden				\$900	670	\$1.34	H&HW
Gull Harbor 83 Mansfield Rd New London, CT	65	1975	Low-rise				\$760	625	\$1.22	HW
Nutmeg Woods 84 Hawthorne New London, CT	382	1969	Low-rise				\$816	510	\$1.60	H&HW
Villages At Shore Landing 5 Nob Hill New London, CT	520	1962	Low-Rise	\$735	560	\$1.31	\$835	560	\$1.49	
Oneco Apts 1512 Oneco New London, CT		1964	Garden	\$699	350	\$2.00	\$849	600	\$1.42	H&HW
Highland Apts 43 Granite St New London, CT	31	1920	Garden	\$779	400	\$1.95	\$899	650	\$1.38	H&HW
Crocker House 35 Union St New London, CT	171	1900	Mid-Rise	\$600	350	\$1.71	\$800	624	\$1.28	H&HW
Average				\$703	415	\$1.74	\$837	611	\$1.38	

Source: Property Managers, Internet, Rental Agents

Survey of Affordable Elderly Housing– In order to better understand the options for senior housing, a survey was undertaken of affordable housing for elderly in New London. Five complexes were identified inclusive of the Subject property. Four of the properties are owned and managed by New London Housing Authority. Gordon Court is a sister project to Riozzi Court built at the same time located in east New London, north of I-95. As noted earlier, the Subject Property reported no vacancies as of September 30, 2012, and in addition to Gordon Court indicated a waiting list of 62 households.

Refer to Table 2 on below for results of survey of affordable senior housing in New London.

Table 2
Survey of Affordable Elderly Housing – New London

Property Name	Address	Owner	Public Funder	Deter. Of Rent	Elderly Units	Age	Vacancy/ Waitlist
Riozzi Court (Subject Property)	1-46 Riozzi Court	NLondon HA	CHFA	Base Rent	42	1964	0*/62**
Gordon Court	Gordon Court	NLondon HA	CHFA	Base Rent	38	1964	0*/62*
George Washington Carver	202 Coleman St	NLondon HA	CHFA	Base Rent	130	1972	8*/36*
Williams Park	127 Hempstead St	NLondon HA	HUD	Income	100	1970	
Mohican Hotel Apts	281 State St	Mohican Historic Hsing	HUD	Income	145	1890	
Total					455		

Source: Internet, Property Owners/Managers

*Vacancy & Waitlist is as of Sept 2012 as reported in annual Summary Tenant profile

V. Analysis of Current Tenant Base

Demographics-Economics-Rent Structure of Current Tenant Base:

- Total Units: **42**
- Total Occupied Units: **45 * As of 9-30-2012**
- Total Residents: **3 (0 --dual/HHs)**
- Total # of Children: **0**
- Average Age: **63**
- % Minority: **67% (28 HH)**
- % of Disabled HH under 62: **45% (19 HHs)**
- % at Base Rent or below: **81% (34 HHs)**
- Income Below 25%AMI: **83% (66)** Includes Gordon Court
- Income 25% at 50% AMI: **16% (13)** Includes Gordon Court
- Income 50% AMI or greater: **1% (1)** Includes Gordon Court
- Average Income: **\$11,631**
- Average Tenant Rent: **\$349/m, studio/ \$356, 1 BR**
- Waiting List: **62/ 29 (young disabled).** Includes Gordon Court

Riozzi Court - Income Distribution

Resident HH Income	Rent Equivalent	% of HH
< \$10,000	\$250	46% (19)
\$10000-\$15000	\$250-\$375	33% (14)
\$15000-\$20000	\$375-\$500	14% (7)
\$20000-\$25000	\$500-\$625	7% (3)
\$25000-\$30000	\$625-\$750	0% (0)
>\$30000	>\$750	0% (0)

VI. Conclusions/Recommendations

a. Rent Structure Opportunity

Market & Property Factors

Positives

- Close to shops and services
- Balanced Unit Mix

Challenges

- High percentage of younger-disabled residents

On following page is a summary of data compiled on Subject Property and average rents identified within various market segments.

Based on review of the market and considering the present size, age, layout, amenities, condition and utility configuration of the subject units, a rental range of \$450/m to \$500/m for the studio and \$550/m to \$600/m for the one bedroom at the Subject Property 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”¹, 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).

¹ 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

Unit Type	Subject Property	Subject Property	Local Market Alternatives	N.London MLS Multifamily	N.London MLS Condo	N.London Managed Apartments
	Base Rent	Avg Ten. Rent	Avg Rent	Avg Rent	Avg Rent	Avg Rent
Studio	\$380	\$349	\$703			
1 BR	\$395	\$356	\$807	\$832	\$875	\$830
2 BR				\$868	\$1283	\$1014
3 BR				\$1044		\$1190

Tenant Base Income Trends

- A comparison of tenant income profiles for the Riozzi Court and Gordon Court, both sister elderly projects built in 1964, for the years 2003 and 2012 indicated essentially the same tenant income profiles for the two properties for both years. On the other hand, reported occupancy improved dramatically according to submitted reports by NLHA to 100% in 2012 vs 71% in 2003. The rise in occupancy could be attributed to the provision of RAP subsidies in 2012.

Gordon-Riozzi* Resident HH Income	Year 2003	Year 2012
< 25% AMI	83% (59)	83% (66)
25-50% AMI	17% (12)	16% (13)
50%-80% AMI	0% (0)	1% (1)
Occupancy	71%	100%

Source: CHFA Tenant Profile Report

*** Income data for Riozzi in 2012 Tenant Profile was combined with Gordon Courts**

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*

“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.

case the Primary Source Market Area is defined as New London and Groton). 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)².

	New London County Tenure Distribution		Adjustment Factor – New London SMA	
Income Distribution	Rent	Own	Rent	Own
under 15,000	66%	31%	59%	41%
15000-25000	63%	37%	52%	48%
25000-35000	49%	51%	33%	67%
35000-50000	44%	56%	27%	73%

Source: US Census 2010, American Community Survey, 2011

The chart below reflects estimated distribution of senior households in the New London SMA by tenure and income. Based on our analysis of tenure by income, we estimate the primary Source Market Area contains 3403 households whose incomes fall within the income threshold for the target market of which 2366 are renters. The chart also shows current distribution within the Subject Property of senior tenants by income (excludes young disabled).

N.LondonSMA	Source Mkt Senior HH 65+			Subject Property
Income Distri	Total	Rent	Own	Senior Tenant Base
under 15,000	806	669	137	16
15000-25000	855	619	236	7
25000-35000	757	499	258	0
35000-50000	985	580	405	0
Total	3403	2366	1037	23
Young/Disab				19
Vacancy				0
			Total Units	42

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.

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

- Relative to market penetration, we have assumed that 80% of the units will be filled by residents in the New London SMA.

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. Not surprisingly more market depth is observed at the lower incomes levels \$25,000 and below. At incomes below \$25,000, source market potential shows 44 units. While above \$25,000, the potential market base is estimated at 12 units based on a 3 to 5% penetration of market.

N.LondonSMA	New London SMA - 65+ Households				
Income Distr	Total	Rent	Turnover ratio	# Renters Moving	Current Senior HH Tenants
under 15,000	806	669	30%	201	16
15000-25000	855	619	30%	186	7
25000-35000	757	499	30%	150	0
35000-50000	985	580	30%	174	0
Young/disabled					19
Vacancy					0
Total	3403	2366	1037	710	42
Potential capture rates:		Annual Potential Capture Rate	Current # Senior HHs at Sub. Prop		
under 15,000	15%	27	16		
15000-25000	10%	17	7		
25000-35000	5%	7	0		
35000-50000	3%	5	0		
Total		55	23		

* 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 without consideration to turnover.

N.LondonSMA	SMA - HH 65+		Aggregate Potential Capture Total HH 65+	
Income Distribution	Total	65+ HH Renters	Capture Rates	Total Senior HH Capture Potential
under 15,000	806	669	15%	100
15000-25000	855	619	10%	62
25000-35000	757	499	5%	25
35000-50000	985	580	3%	17
Total	3403	2366		205

Source: US Census 2010, American Community Survey, 2011

b. Recommendations for Improving Marketability

Based on a field inspection of the Subject Property, buildings and grounds appear to be in good condition. We believe, without the benefit of viewing units, that any needed steps for improving marketability at the Subject Property would be confined to interior improvements – including any upgrading kitchen appliances, new cabinets, ADA upgrades, etc.

c. Redevelopment Scenario

From a Market perspective, Riozzi Court does not reflect a strong need for a redevelopment scenario.

APPENDIX

PROPERTY PHOTOS

MARKET BRIEF



Riozzi Court
Unit Entrance



Riozzi Court
Rear of Units



Riozzi Court
Community Building



Riozzi Court
Inner Courtyard

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

1. Economic Trends

Major Employers - New London

Employer
Lawrence and Memorial Hospital
Connecticut College
U.S. Coast Guard Academy
AT&T
City of New London

New London's top employers are found in health, education and government. At one time it also included pharmaceuticals, but Pfizer R&D recently closed its operation in New London following a stalled redevelopment plan and moved most of its 1400 employees to an office it owned in Groton.

Source: CERC Town Profiles - 2012

Pfizer Global Research & Development

Key Job Sectors - New London

Industry Sector - 2011	% Share of Jobs
Health Care	29.1%
Retail Trade	9.3%
Educational Services	8.8%
Food Services	8.7%
Other Services	3.4%
Government	13.2%

Health care jobs accounts for 1 out three jobs in New London - primarily associated with Lawrence Memorial Hospital. Educational services at 8.8% is somewhat understated and likely closer to 12% as it does not include figures for US Coast Guard Academy which fall under government.

Source: CT Dept. of Labor

Labor Force & Employment Trends

Labor Force +Employment	New London	New London County
Labor Force-2011	14,592	151,676
Unemployment -2011	11.2%	8.6%
Total Employment -Workplace	14,688	123,703
2005 - 2011 - Annual Growth	-1.0%	-0.7%
2010 - 2011 - Annual Growth	-4.4%	-0.3%

Source: CT Dept. of Labor

New London is experiencing both high resident unemployment and erosion of its job base. The later can be partially explained by the Pfizer pull-out , but education and health care, normally stable sectors, have also slipped since 2005.

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

2. Demographic Trends

Population Trends

Population	New London	New London County
2000 Total population	25,671	259,088
2010 Total Population	27,620	274,055
Annual Percentage Growth	0.73%	0.58%
2011 Total Population (est)	27,920	273,987
2016 Total Population (proj.)	29,048	277,493
2011– 2016 Annual Rate	0.80%	0.26%

Source: 2010 Census, ESRI Business Systems

The 2010 population data for New London revealed the city reversed for the first time in 40 years a decline in population going back to the 1960s. Projections indicate further positive growth to 2016.

Household Trends

Household	New London	New London County
2000 Total Households	10,181	99,835
2010 Total Households	10,373	107,029
Annual Percentage Growth	0.19%	0.72%
2011 Total Households (est.)	10,507	107,029
2016 Total Households (proj.)	10,971	108,858
2011– 2016 Annual Rate	0.88%	0.34%

Source: 2010 Census, ESRI Business Systems

Household also expanded last decade, though at a lower rate than population. Projections point to an increased rate of growth 2011-2016.

Race & Ethnicity

% Share of Population

Population - 2010	New London	New London County
White Alone	60.4%	82.2%
Black Alone	17.4%	5.8%
Asian Alone	2.6%	4.2%
Hispanic (Any Race)	28.3%	8.5%

Change - 2000 to 2010

White Alone	-4.9%	-5.5%
Black Alone	-6.5%	9.4%
Asian Alone	18.2%	110.0%
Hispanic (Any Race)	43.7%	66.7%

Source: 2010 Census, ESRI Business Systems

Hispanics (any race) make up much of the minority population in New London, while blacks represent 17% - down from 19% in 2000.

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

2. Demographic Trends (Cont'd)

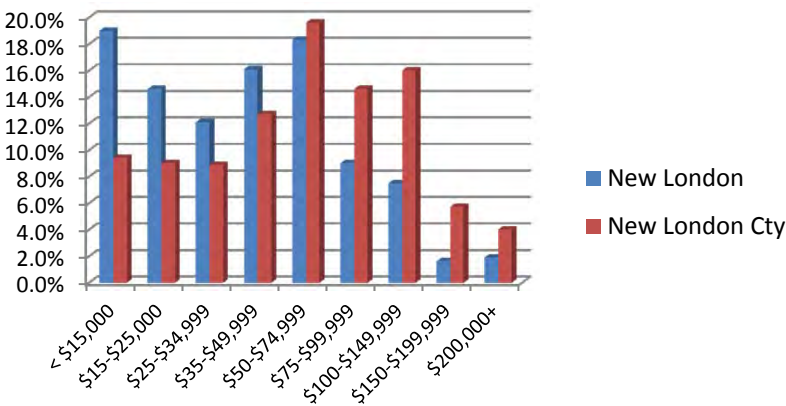
Median Income

Median HH Income	New London	New London County
2000	\$33,917	\$50,659
2011 (est.)	\$38,123	\$60,209
Annual Avg % Growth	1.1%	1.7%

Income in New London is low to moderate with median income at \$38,123.

Source: 2010 Census, ESRI Business Systems

HH Income Distribution (2011)



34% of New London's HHs earn less than \$25,000 represent, while 45% report incomes of under \$35,000.

Source: 2010 Census, ESRI Business Systems

HH Income Distribution - 65+ (2010)

HH's	New London		New London Cty	
	65-74	75+	65-74	75+
Total HHs	941	1,072	11,730	11,669
< \$15,000	19.2%	24.3%	9.7%	19.7%
\$15-\$25,000	12.5%	22.2%	9.8%	16.7%
\$25-\$34,999	7.4%	16.0%	10.9%	11.8%
\$35-\$49,999	19.0%	13.2%	14.9%	14.5%
\$50-\$74,999	18.6%	10.4%	23.9%	16.4%
\$75-\$99,999	12.3%	8.7%	14.7%	9.3%
\$100-\$149,999	6.1%	1.1%	7.8%	4.7%
\$150-\$199,999	3.0%	0.7%	4.1%	3.2%
\$200,000+	1.8%	3.3%	4.3%	3.7%
Med Inc.	\$42,139	\$26,624	\$53,297	\$36,351

40% of the city's senior HHs 65+ (798 HHs) receive income of less than \$25,000. 28% earn between 25,000 to \$50,000.

Source: 2010 Census, ESRI Business Systems

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

2. Demographic Trends (Cont'd)

Poverty Rates

Households - 2010	New London % Total	New Lon. Ct % Total
Married Couple - Family	1.5%	0.8%
Other Family HHs (spouse not present)	5.1%	2.5%
Non-Family HHs	9.2%	3.8%
Poverty Ratio - Total	15.8%	7.1%

Source: ACS Population Survey, ESRI Business Systems

Poverty rates are very high in New London affecting mostly non-family households, but also single-headed family HHs.

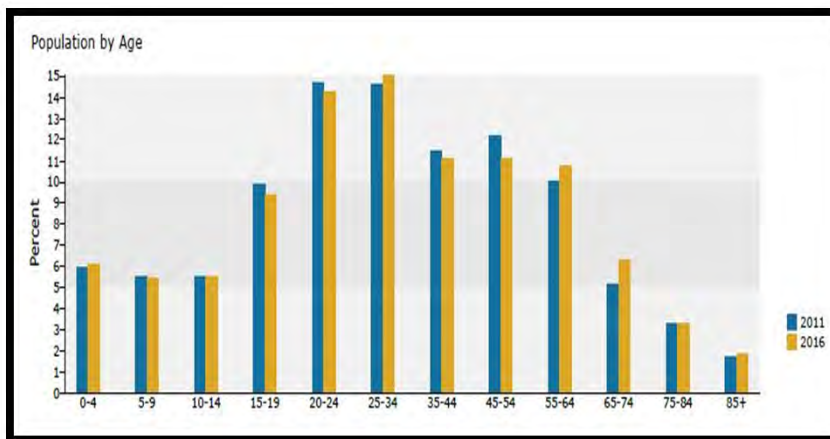
Age Trends

Population - 2010	New London % Total	New Lon. Cty % Total
Age 18+	79.6%	78.3%
Age 65+	10.0%	14.2%
Age 75+	5.0%	6.7%
Median Age	30.4	40.4

Source: 2010 Census, ESRI Business Systems

New London's profile is younger than the county with median age at 30.4 vs. 40.4 for the county. This is partly explained by the presence of several colleges and US Coast Guard Academy in city.

Age Distribution 2011-2016



Source: 2010 Census, ESRI Business Systems

Future growth in age cohorts is projected for 25-34 age group and 55 and older. The 65+ population is expected to increase from a 10% share in 2010 to 11.4% in 2016.

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

3. Housing Trends

Tenure and Vacancy

HH's	New London		New London Cty	
	2000	2010	2000	2010
Own-Occp	37.9%	37.7%	66.7%	67.7%
Own-Units	3,861	3,908	66,562	72,518
Rent-Occp	62.1%	62.3%	33.3%	32.3%
Rent Units	6,323	6,465	33,273	34,539
Ttl Occp Units	10,184	10,373	99,855	107,057
Vacancy	11.9%	12.4%	9.8%	7.6%

Source: 2010 Census, ESRI Business Systems

Rental dominates in New London with 62%, but last decade saw net increases in occupancy in both ownership and rental.

Vacancy was found to be elevated in 2010, even above what was reported in 2000. At such levels, rent and price appreciation in housing become difficult.

Housing Characteristics

% Share of Total Housing

Structure Type - 2010	New London	New London County
1 Detached	31.3%	65.0%
1-Attached	4.0%	3.5%
2-unit	17.9%	8.6%
3/4 unit	14.4%	6.9%
5+ units	32.4%	16.0%
Total Housing Units - 2010	11,840	120,994

Source: ACS Housing Surveys, ESRI Business Systems

Close to one-third of the city's housing is found in single detached, while over 40% is found in smaller multi-family properties of 2 to 9 units.

Rent-occupied Housing by Contract Rent

Renters with Contract Rent

Contract Rent - 2010 Distribution	New London	New London County
Under \$200	7.2%	4.3%
\$200-\$399	6.4%	8.0%
\$400-\$599	11.1%	10.6%
\$600-\$799	31.5%	24.6%
\$800-\$999	25.3%	22.9%
\$1000-\$1249	13.3%	14.3%
\$1250-\$1499	1.4%	5.2%
\$1500-\$1999	0.8%	3.9%
above \$2000	1.1%	1.3%
Median Contract Rent	\$761	\$800

Source: ACS Housing Surveys, ESRI Business Systems

New London market rents tend to be more moderate compared to adjoining towns - with ranges typically falling between \$700 to \$900/m. Median Income in New London was estimated at \$761, compared to \$800 for the county.

Connecticut Towns: Market Assessment Briefs

Town: *New London, CT*
County: *New London County*

4. Rental Housing Market

Mfamily

BR	# of Prop	Avg List Price	Avg Rent Sale	Avg DOM	Rental Range
0					
1	17	\$832	\$832	53	\$695-\$1100
2	21	\$877	\$868	68	\$700-\$1050
3	13	\$1,037	\$1,044	58	\$600-\$1400
4					

Source: CT MLS

(Dom- Days on Market)

Condo

BR	# of Prop	Avg List Price	Avg Rent Sale	Avg DOM	Rental Range
0					
1	9	\$875	\$875	79	\$700-\$950
2	15	\$1,296	\$1,283	56	\$950-\$1550
3					
4					

Source: CT MLS

(Dom- Days on Market)

Managed Apartments

	# of Prop	Avg Studio BR rent	Avg One BR rent	Avg Two BR rent	Avg Three BR rent
<i>Apartments</i>	8	***	\$830	\$1,014	\$1,190

Source: AMS, Property Mgrs., Internet, RE Journals