

**MARKET ANALYSIS FOR
POTENTIAL TRANSPORTATION-ORIENTED
DEVELOPMENT (TOD) AT THE
WOLLASTON MBTA STATION**

QUINCY, MASSACHUSETTS

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TABLE OF CONTENTS

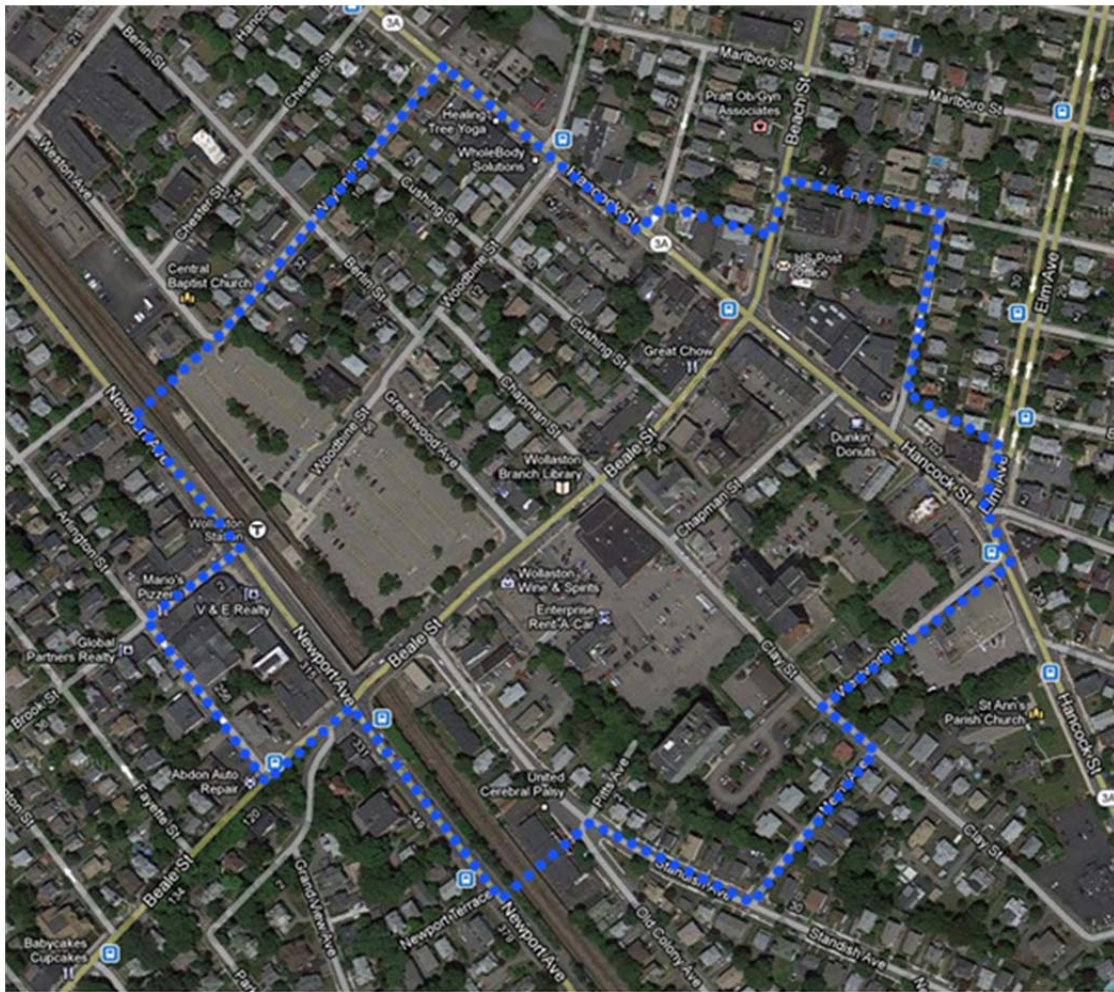
I. Executive Summary	1
A. Introduction and Overview	1
B. Key Findings	2
1. Location and Site	2
2. Demographic Indicators	3
3. Economic Indicators	3
4. Residential Indicators	3
5. Office Indicators	4
6. Pipeline Projects	4
C. Market Conclusions	5
1. Residential	5
2. Office Related	6
3. Retail Related	6
II. Baseline Socio-demographics	7
A. Demographics	7
B. Labor Force and Unemployment Rate	7
1. Conclusions	9
C. Employment and Wage Trends	9
1. Employment	9
2. Payroll and Wages	9
3. Conclusions	10
III. Residential Market Indicators	11
A. Housing Supply, Occupancy and Tenure Trends	11
1. Permit Data & Average Unit Costs	12
2. Change in Tax Parcels since 2000	13
3. Vacant Housing by Type	14
4. Conclusions	15
B. Owner Household Characteristics and Trends	15
1. Owner Age Characteristics	16
2. Owner Household Size and Number of Bedroom Characteristics	16
3. Owners by Housing Type	18
4. Owners by Income and Values	18
5. Owners by Period of Moving Into Unit	20
6. Conclusions	20
C. For-Sale Market	21
1. Sales Volume & Median Pricing Trend	21
2. Sales of Condominiums \$250,000+ and Current Listings	22
3. Select Condominium Sales Activity	23
4. Conclusions	25

D. Renter Household Characteristics and Trends	25
1. Renter Age Characteristics	25
2. Renter Household Size and Number of Bedroom Characteristics	25
3. Renter Households by Housing Type	27
4. Renter Households by Income and Monthly Rents	27
5. Renter Households by Move in Period	29
6. Conclusions	30
E. Select Rental Apartment Activity	30
1. Conclusions	32
IV. Other Market Indicators	33
A. Major Projects in Quincy	33
B. Other Residential/Mixed-Use Projects	34
C. Office Market Conditions	34
1. Quincy and Greater Boston Office Market	34
2. Available Office Space	35
3. Conclusions	36
D. Retail Potential	36
V. Market Conclusions	38
A. Forecasted Annual Household Demand (2012-2017)	38
1. Affordability of Owning and Renting	38
2. Annual Demand for Units by Price Range and Conclusions	39
VI. Appendix	41
A. Additional Information	41
1. Land Value Consideration	41
2. Construction Costs	41
B. Case Studies	42
1. Concord, MA	42
2. Canton, MA	44
3. Salem, MA	45
4. Framingham, MA	46

I. EXECUTIVE SUMMARY

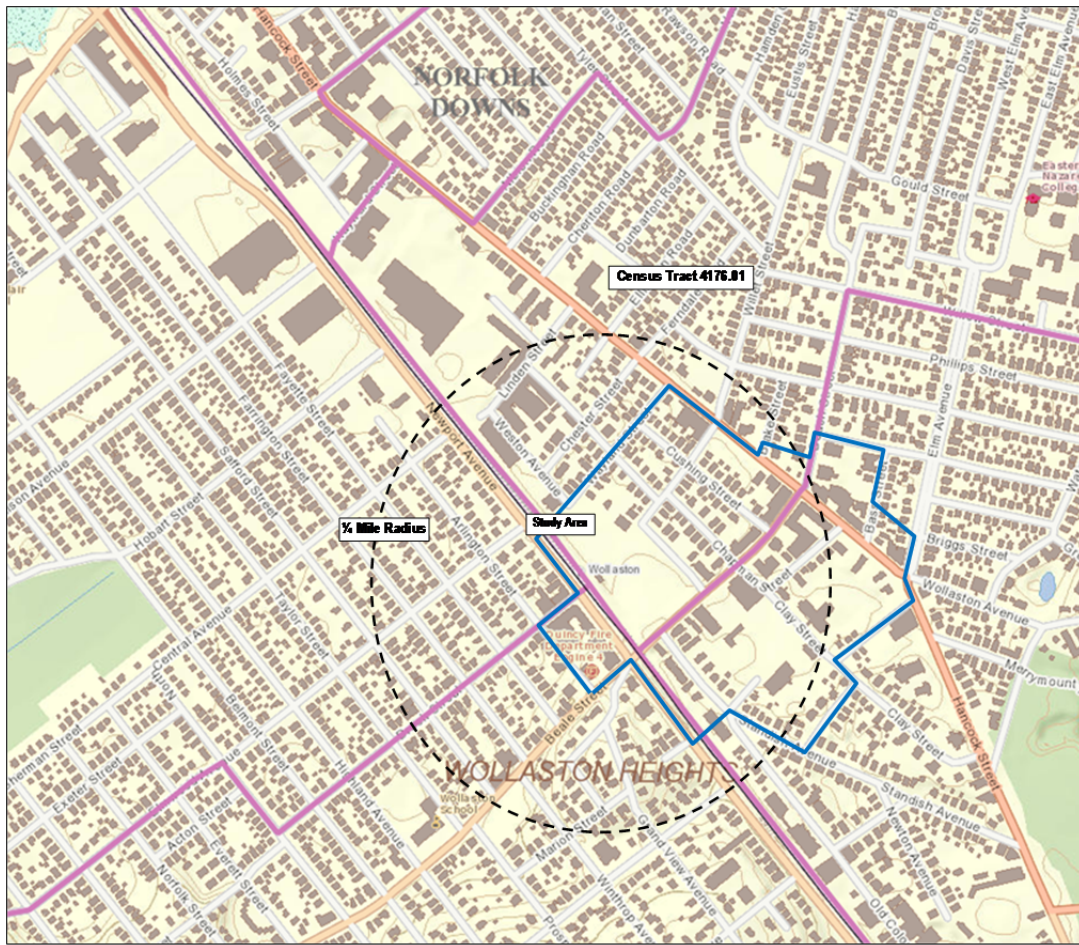
A. Introduction and Overview

RKG Associates, Inc., (RKG), was retained by the Metropolitan Area Planning Council (MAPC) of Boston, Massachusetts, to assist in providing an overview of the existing market indicators that could affect the potential for transit oriented development (TOD) at the Wollaston MBTA station in Quincy, Massachusetts. As defined by the MAPC, the Wollaston business district is bounded by Newport Avenue, Hancock Street, Wayland Street and Wentworth Street as presented in Map I-1.



Map I-1 – Aerial View of Wollaston Business District – Quincy, Massachusetts

Specifically, this analysis provides a framework of baseline market conditions that could impact the potential development of the surface parking area (approximately 5½ acres) into a mixed-use development, primarily focused on residential opportunities, with the understanding that potential retail and other spin-off development may occur nearby (refer to Map I-2 for a broader view of the study and comparative area in this analysis).



Map I-2 – Wollaston Station study area, 1/4 mile radius and census tract 4176.01

B. Key Findings

The key findings of the market analysis are summarized below and are presented in more detail and specifics elsewhere in the report.

1. Location and Site

The City of Quincy is located about 10 miles south of downtown Boston at the interchange between State Routes 3 and 128. The Massachusetts Bay Transportation Authority (MBTA) provides subway and commuter rail services to four stations in Quincy, namely, North Quincy, Wollaston, Quincy Center and Quincy Adams. The Wollaston Station is located in a primarily residential neighborhood between Hancock Street and Newport Avenue, the former being a major commercial corridor while the latter serves more



Figure I-1 – MBTA Commuter Lot

as a by-pass that parallels the railroad tracks. The Wollaston Station is in walking distance of many commercial and retail establishments along Hancock Street, mostly smaller and presumed to be independently owned; however, there is a chain drug store nearby. In-field observations indicated that vacancy was nominal among street-level commercial storefronts.

2. Demographic Indicators

The population in the ¼-mile radius and Quincy increased since 2000 and its growth is projected to continue through 2017. While the total population within the ¼-mile radius (at 3,150) accounts for slightly more than 3% of the total city population, persons of Asian heritage account for more than 6%, with nearly one-half of this population identified as of Asian heritage. With respect to average household income, despite a nominally lesser projected growth rate for the ¼-mile radius, the average income somewhat exceeds that for the city (in 2012) at \$84,450 versus \$83,300.

3. Economic Indicators

Unemployment in Quincy has continued to decline since its peak in 2009/2010 and was less than 6% in 2012. Overall, the total labor force in Quincy has increased and as a result of declining unemployment, the 2012 employment in Quincy recovered from the low in 2008, but is only 300 employees more than it was in 2001. The 2011 average weekly wage in Quincy, for all industry sectors, was \$1,055, which was less than that for either the county or the state and barely kept pace with inflation since 2008. The Quincy average weekly wage in some industry sectors, including education and arts/entertainment, actually declined between 2008 and 2011, made all the more notable as these were two of but only a handful of industry sectors in Quincy where employment increased over the same time.

4. Residential Indicators

Housing in the study area realized a net decrease of 41 units (-2%) between 2000 and 2010, with occupied housing decreasing by 105 units and vacant housing increasing by 64 units. A small shift in tenure occurred with owner-occupancy (up) at 55% in 2010, while the renter occupancy rate decreased to less than 45%. By contrast, Quincy experienced a net gain of 2,745 housing units (7%) over the last decade. Quincy captured 43% of the increase in Asian households in the county over the last decade and as a result, 17% of total households in the city had an Asian householder as compared to 22% in the study area. In terms of population and housing change, the representation of the Asian population is greater in the study area and the gains in this housing sector somewhat offset the losses in the study area. Most of the increase in Quincy housing over the last decade was from condominiums, either from conversion or new developments, as well as larger apartment complexes. Two major TOD apartment buildings were developed in Quincy Center, namely Munroe Place (111 units) and Ten Faxon (200 units). Another recently built project is Neponset Landing (280 units), located on the water and in proximity to the North Quincy T station.

a) Owner Households

Over the last decade in Quincy, all the growth occurred in baby-boom householders (age 45-64), while the number of younger and elderly householders declined. In 2010, owners represented 55% of total households in the study area and 49% in Quincy. The baby-boom owners accounted for 25% of total households in the study area. The annual owner turnover

rate averaged about 3% over the last decade in the study area and 4% citywide, approximating 40 owners per year in the study area moved into housing and over 700 citywide (excluding growth). In summary, owners in the study area have dynamic and diverse characteristics with relatively high incomes, larger homes in relationship to the average household size and a higher concentration living in single-unit structures than in larger multi-unit structures.

b) Renter Households

Renters in the study area represented about 45% of total households in 2010, as compared to 52% citywide, and in both instances, nearly all the household growth occurred in the baby-boom generation, offsetting losses in elderly and younger households. The Wollaston Station study area had a higher concentration of renters living in 2-to-4 family structures than in large multi-unit structures (the reverse of the city). Median renter income (\$43,100) in the study area was 3% lower than citywide and 45% lower than the median owner income (\$78,900) in the study area. Apartment units with rents of \$1,000 or more doubled in the study area (citywide the increase was triple). Renter turnover in the Wollaston Station study area and the city averaged about 8% per year over the last decade, amounting to 1,540 renter households citywide annually and 70 renter households annually in the study area.

5. Office Indicators

As of year-end 2012, Quincy had an office supply of 4.4 million SF and a vacancy rate of 20.2% indicating a vacant supply of 887,000 SF. Absorption was positive in Quincy for the first time in three or more years. However, the amount absorbed over the last year (50,000± SF) equates to less than 6% of the vacant office space available. Most of the available space was either in Quincy Center (288,400 SF) or North Quincy (211,500 SF), and the least amount of available space was in the Wollaston neighborhood. The overall range in asking lease rates rent was from \$7.50/SF to \$62/SF in the city and 12/SF to \$34/SF in Wollaston.

6. Pipeline Projects

A summary of potentially competitive major mixed-use developments, either underway or planned, to any potential development of the Wollaston Station in Quincy are presented next.

a) Quincy Center and Related Projects

The proposed mixed-use redevelopment of Quincy Center would total nearly \$1.6 billion in public and private investment and include approximately 3.3 million SF of new development within a nine-block area of downtown Quincy. At full build-out (2020) 1.1 million SF of new office space would be developed including two high-rise buildings, over 0.6 million SF of new retail, restaurant, cinema, health club and hotel space, plus over 1,400 new residential units and new public parking garages. A portion of the first phase includes 300 units with construction proposed in the spring of 2013 and completion by the summer of 2014. The Boardwalk Residences at Marina Bay is another major proposed project in Quincy (under review by the Planning Board) to include a 382-unit residential project in North Quincy, the combined 1,700± units nearly equals the city's net household gain over the last decade.

b) University Station in Westwood

At University Station, over 1.3 million SF of retail/commercial space is proposed along with 1.5 million SF of office/R & D space and up to 1,000 residential units. Construction has not started and the project may be resized in the future.

c) Southfield in South Weymouth

Southfield is the redevelopment of the former South Weymouth Naval Air Station, and according to the master plan it will consist of 2 million SF of office/R & D space, including a proposed movie studio, 200,000 SF of community and local retail and a mix of 2,855 housing units. The US Navy transferred the remaining land to the redevelopment authority/master developer and construction is underway for 500± housing units, including apartments (225 units), a senior living facility (220 units) and single-family townhomes. A major recreational complex with an 18-hole golf course is planned at Southfield.

d) Selected Projects elsewhere in the Boston Metro

Other competitive supply issues include the 7,000 housing units proposed, under-construction and/or in the approval pipeline in the City of Boston. Also, the former 318-unit Residences at Union Station near the Braintree T-station has been resurrected and new 1-bedroom, 955 SF condominiums are being marketed in the mid-\$200,000 range (\$250/SF); new 2-bedroom, 1,470 SF units are being marketed in the mid-\$300,000 range (\$230/SF).

C. Market Conclusions

Based on the research and findings in this analysis, the following reflects RKG's opinion regarding development potential and considerations for the Wollaston Station study area. The market findings, inputs and assumptions which are the basis of these conclusions are presented in greater detail elsewhere in this report.

1. Residential

RKG estimates that annual demand (2012 to 2017) for new housing in Quincy would be 2,560 households per year, of which 12% would be new growth and the remainder a result of turnover. Annual demand for for-sale housing is estimated at 940 units and for rental housing at over 1,600 units. Based on trends in permit data in relationship to household growth over the last decade, RKG estimates new housing would represent about 10% of annual demand, resulting in an average of 90 owner units and 160 renter units, or a total of 250± new units per year. While conditions in the for-sale condominium market in Quincy are improving, as sales in 2012 were higher than in 2011, the median prices of recent activity have appeared to stabilize in the \$250/SF range, which may be below the level to support new construction at this time.

a) Owner

Assuming that 10% of owner demand would be channeled to new construction, most of that would likely be targeted for households earning \$100,000 or more, and it is unlikely that any proposed development at the Wollaston Station in the near future could attain an average unit value over \$400,000, but would more likely be in the mid-\$200,000 to mid-\$300,000 range, as housing at this site would lack certain competitive attributes such as a water location and/or views associated with the higher value owner units elsewhere in Quincy. In addition,

annual demand in the \$60,000 to \$99,999 income range for new construction, or 10 to 15 households citywide, would not support sell-out of a major condominium project in this price range, although smaller scale development (and conversions) might be supported.

b) Renter

Over the next five years RKG estimates that approximately 59% of apartment demand would come from households earning less than \$60,000 and these households could afford rents of up to \$1,500 per month. Approximately 34% of annual renter demand would come from households younger than age 35, and 57% of that demand could afford rents of \$1,875 or higher. As identified from the sampled inventory of existing apartment complexes in Quincy and with proximity to the Wollaston Station, in order to remain competitive any potential new offering would require lease rates in the \$1,750/month (1-bedroom) to \$2,070/month (2-bedroom) range. Both of these rates are affordable to the renter householder earning \$75,000 or more. In absolute terms, demand from all households earning \$75,000 or more equals 530 units per year, likely targeted to the 35 and under cohort. In RKG's opinion, any new project would have to capture 20% to 40% of this demand in order to ensure lease-up within a timely fashion, which would equate to 100 to 200 units per year.

In RKG's opinion, there appears to be modest support for new rental housing in the study area. However, development of a project on the MBTA site(s) at Wollaston Station may not yield a sufficient premium (assuming a mid-rise building) to support anticipated acquisition costs coupled with providing any replacement parking that the MBTA may require. In conclusion, while rental demand is apparent for a project at this location, issues associated with obtaining the site from the MBTA, such as acquisition cost and replacement parking, and zoning such as 6-story limit, may make such a project infeasible over the near term. Similarly, the costs of assembling sufficient private land near the station (because it is essentially built-out and occupied), may also make redevelopment infeasible.

2. Office Related

The location of the Wollaston Station makes it somewhat challenging for office reuse, since most of the available supply in Quincy was either in North Quincy or Quincy Center, as well as in the suburban office parks on the western and southern edge of the city. In addition, another 1 million SF of office space is proposed for downtown Quincy as part of the Street-Works/Beal Company redevelopment. With the exception of any specific end-user, in RKG's opinion the likelihood of office development is weak for the near-term.

3. Retail Related

Considering an interior location of the Wollaston T-station, and limited visibility to vehicular traffic, the opportunities for any significant retail development on-site are considered to be limited, other than those that may be convenience oriented for commuters or residents. However, the addition of residents would equate to new consumer spending demand which in turn could translate into a demand for new retail development along Hancock Street or in close proximity. RKG estimates that a hypothetical 500 new households could result in an average annual spending demand of nearly \$14 million across selected merchandise lines. This spending demand in turn could support 37,650 SF of retail, noting that it is likely that much of the spending would be captured by existing merchants while some portion could support new development, particularly if a void exists in the immediate vicinity.

II. BASELINE SOCIO-DEMOGRAPHICS

This chapter presents selected baseline and projected socio-demographics for the Wollaston Station study area, Quincy and other appropriate comparative geographic areas.

A. Demographics

As indicated in Table II-1, both the ¼-mile radius and the City of Quincy have increased in population since 2000 and continued growth is projected to 2017, although the projected rate of growth for the City of Quincy exceeds that for the ¼-mile radius. The smaller area, also in terms of population, consistently accounts for slightly more than 3% of the City of Quincy. However, the ¼-mile radius has exhibited a significant increase in population diversification, noting growth in the number of persons of Asian heritage, well ahead of the city. The representation of the Asian population in the study area, relative to the city, is nearly double that of the population as a whole. With respect to average household income, despite a nominally lesser projected growth rate for the ¼-mile radius, the average income somewhat exceeds that for the city, as do average household consumer spending demands for 2012.

Table II-1 – Selected Demographic Characteristics

Selected Characteristics	1/4 mile radius	City of Quincy	Radius as % of City
Population			
2000	2,924	86,978	3.36%
2012	3,153	93,138	3.39%
2017	3,160	94,612	3.34%
% chge 2012-17	0.22%	1.58%	
% Asian Heritage			
2000	21.2%	15.4%	4.62%
2012	48.5%	24.5%	6.70%
2017	48.9%	24.9%	6.56%
% chge 2012-17	1.20%	3.40%	
Avg HH \$ Income			
2000	NA	\$58,699	NA
2010	\$80,361	\$79,056	101.65%
2012	\$84,448	\$83,298	101.38%
2017	\$93,485	\$92,476	101.09%
% chge 2012-17	10.70%	11.02%	
Avg HH \$ 2012			
Food at Home	\$3,906	\$3,806	102.63%
Food away Home	\$3,544	\$3,257	108.81%
Apparel	\$2,328	\$2,214	105.16%
Gifts	\$587	\$563	104.30%

Source : DemographicsNow and RKG Associates, Inc.

B. Labor Force and Unemployment Rate

This section presents an overview of the labor force, employment and unemployment trends for Quincy, comparing them with Norfolk County and Massachusetts as a whole. As indicated in Figure II-1, the trend in the Quincy unemployment rate has more or less mirrored that for Norfolk County and Massachusetts, albeit slightly greater than the former and more consistent with the state.

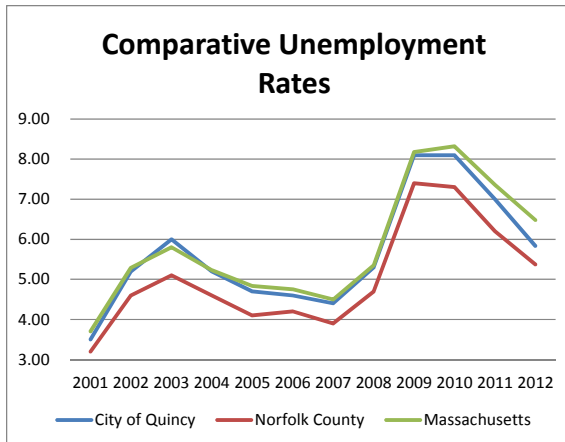


Figure II-1 – Comparative Unemployment Rates

In all three locations the unemployment rate declined after the early recessionary period of the decade, but began to increase with the 2008 economic crises and recovered (resume declining) in 2011 as indicated in Table II-2. Over this 12-year span, the average unemployment rate for Quincy was approximately 5.7%, slightly less than the Massachusetts average of 5.8% but greater than the county average of 5.1%.

Table II-2 – Comparative Unemployment Rates

Unemployment Rate	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
City of Quincy	3.50	5.20	6.00	5.20	4.70	4.60	4.40	5.30	8.10	8.10	7.00	5.83
Norfolk County	3.20	4.60	5.10	4.60	4.10	4.20	3.90	4.70	7.40	7.30	6.20	5.38
Massachusetts	3.70	5.29	5.80	5.23	4.84	4.75	4.50	5.35	8.18	8.32	7.35	6.48

Source : MA Department of Labor and RKG Associates, Inc.

Over the 2001 to 2012 period, despite fluctuating unemployment, Quincy typically added to its overall labor force when compared to the prior year, as presented in Figure II-2. Over the 12-year period the average Quincy labor force was 51,800 persons, accounting for 14.4% of the Norfolk County average of 358,600 persons. In terms of increases in actual employment, as indicated in Table II-3, employment in Quincy in 2012 is nearly 2.2% than in 2008 and about 300 employees greater than in 2001, a growth of less than 0.5% since 2001. In contrast, the 2012 level of employment in both Norfolk County and Massachusetts is less than it was in 2001, by 0.8% and 1.2%, respectively.

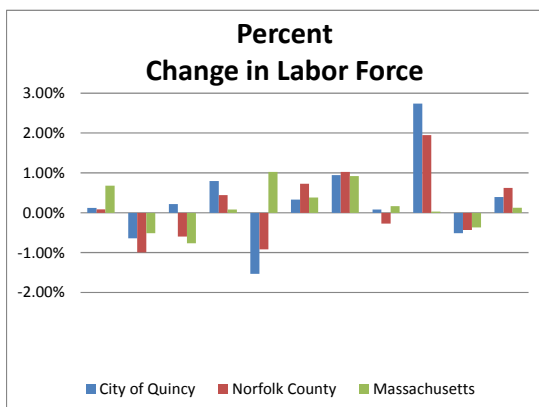


Figure II-2 – Comparative % Change in Labor Force

Table II-3 – Comparative Employment Change

Employment	2001	2008	2012	2001 -08	2008-12	2001-12
City of Quincy	49,688	48,860	49,911	-1.67%	2.15%	0.45%
Norfolk County	348,311	341,787	345,772	-1.87%	1.17%	-0.73%
Massachusetts	3,275,350	3,277,183	3,236,475	0.06%	-1.24%	-1.19%

Source : MA Department of Labor and RKG Associates, Inc.

1. Conclusions

The unemployment rate in Quincy has continued to decline since its peak in 2009/2010 and was less than 6% in 2012. Overall, the total labor force in Quincy has generally increased and as a result of declining unemployment, the 2012 employment in Quincy has recovered from the lows of the economic crises in 2008 and is marginally above the 2001 level by about 300 employees.

C. Employment and Wage Trends

This section presents an overview of changes in the number of employees and wages, by industry, for the City of Quincy, Norfolk County and Massachusetts¹. Historic and trend line changes in employment and wages may be indicative of future demands, if any, for additional office and/or other non-residential development.

1. Employment

Total employment in Quincy increased during the 2001 to 2008 period, as indicated in Table II-4, dissimilar to the declines in Norfolk County and Massachusetts. All areas realized a loss in total employment between 2008 and 2011, although the percent decline in Quincy was the steepest. Despite an overall decline in employment in Quincy, across all sectors between 2008 and 2011, there were several sectors that realized an increase in employment notable among these were construction (12.7%), education (30.7%), retail trade (10%) and arts/entertainment (13.9%). None of the industry sectors either in the county or the state experienced a double digit percent increase in employment between 2008 and 2011, although several experienced a double digit percent decrease. In terms of industry sectors that could equate to a demand for business or office space use, the information sector, education sector and real estate sector all increased in Quincy between 2008 and 2011.

2. Payroll and Wages

Between 2001 and 2008 the average weekly wage for all industry sectors in Quincy increased by less than \$200, or 14.2%, well below the 21.6% inflation rate (refer to Table II-5). Inflation from 2008 to 2011 was approximately 4.5% and Quincy realized a 4.8% (or \$50) increase in average weekly wages. By contrast, in both periods in Massachusetts, the change in the average weekly wage exceeded inflation. During the 2008 to 2011 period there were several industry sectors in Quincy where the average weekly wage declined (regardless of inflation) including wholesale trade, transportation, education (which realized an increase in employment) and arts/entertainment (which also realized an increase in employment). Some

¹ This information reflects employer reported data for those subject to unemployment compensation, and as a result differs from the previous section reflecting labor force characteristics.

industry sectors in Norfolk County experienced a decline in average weekly wage while no sectors in Massachusetts experienced such a drop.

Table II-4: Employment by Industry Sector for Selected Years

Industry/Building Type	CITY OF QUINCY					NORFOLK COUNTY					MASSACHUSETTS				
	2001	2008	2001-08 % Chg	2011	2008-11 % Chg	2001	2008	2001-08 % Chg	2011	2008-11 % Chg	2001	2008	2001-08 % Chg	2011	2008-11 % Chg
Total Employment, All Industries	47,299	47,796	1.1%	45,824	-4.1%	327,067	324,559	-0.8%	316,418	-2.5%	3,276,103	3,245,755	-0.9%	3,191,604	-1.7%
23 - Construction	2,122	1,631	-23.1%	1,838	12.7%	19,525	19,162	-1.9%	16,041	-16.3%	151,270	144,233	-4.7%	121,528	-15.7%
31-33 - Manufacturing	999	588	-41.1%	471	-19.9%	32,747	24,038	-26.6%	21,399	-11.0%	389,232	286,458	-26.4%	254,018	-11.3%
42 - Wholesale Trade	849	1,052	23.9%	1,141	8.5%	19,054	18,418	-3.3%	16,635	-9.7%	141,086	136,527	-3.2%	123,509	-9.5%
48-49 - Transportation and Warehousing	1,141	950	-16.7%	880	-7.4%	10,092	7,758	-23.1%	7,663	-1.2%	113,128	101,241	-10.5%	96,296	-4.9%
Industrial/Warehouse Buildings	5,111	4,221	-17.4%	4,330	2.6%	81,418	69,376	-14.8%	61,738	-11.0%	794,716	668,459	-15.9%	595,351	-10.9%
51 - Information	2,176	2,093	-3.8%	2,255	7.7%	12,636	12,130	-4.0%	10,617	-12.5%	117,751	95,197	-19.2%	89,853	-5.6%
52 - Finance and Insurance	14,664	12,561	-14.3%	10,872	-13.4%	29,257	26,115	-10.7%	22,692	-13.1%	183,989	179,999	-2.2%	168,207	-6.6%
53 - Real Estate and Rental and Leasing	654	680	4.0%	711	4.6%	5,750	5,855	1.8%	5,564	-5.0%	44,899	42,454	-5.4%	40,100	-5.5%
54 - Professional and Technical Services	2,016	2,023	0.3%	2,001	-1.1%	18,791	21,880	16.4%	20,633	-5.7%	247,890	262,502	5.9%	261,268	-0.5%
55 - Mgmt. of Companies & Enterprises	2,205	2,106	-4.5%	1,738	-17.5%	10,841	10,892	0.5%	8,688	-20.2%	71,925	61,461	-14.5%	58,702	-4.5%
56 - Administrative and Waste Services	2,174	2,373	9.2%	2,062	-13.1%	15,904	16,592	4.3%	15,413	-7.1%	170,152	168,860	-0.8%	163,022	-3.5%
61 - Educational Services	1,650	1,827	10.7%	2,388	30.7%	24,007	26,306	9.6%	28,681	9.0%	294,213	318,455	8.3%	326,199	2.4%
62 - Health Care and Social Assistance	5,785	6,784	17.3%	6,643	-2.1%	38,212	41,162	7.7%	44,260	7.5%	429,761	500,348	16.4%	531,448	6.2%
Office/Institutional Buildings	31,324	30,447	-2.8%	28,670	-5.8%	155,398	160,932	3.6%	156,548	-2.7%	1,560,580	1,629,366	4.4%	1,638,799	0.6%
44-45 - Retail Trade	4,308	3,579	-16.9%	3,937	10.0%	42,026	40,012	-4.8%	41,111	2.7%	359,024	348,176	-3.0%	343,688	-1.3%
71 - Arts, Entertainment, and Recreation	288	417	44.8%	475	13.9%	4,502	6,614	46.9%	7,139	7.9%	46,961	54,391	15.8%	54,669	0.5%
72 - Accommodation and Food Services	3,102	3,070	-1.0%	3,089	0.6%	21,798	23,557	8.1%	25,490	8.2%	237,739	257,074	8.1%	266,294	3.6%
81 - Other Services, Ex. Public Admin	1,920	4,640	141.7%	4,020	-13.4%	11,345	14,039	23.7%	14,271	1.7%	113,608	129,707	14.2%	137,221	5.8%
Retail/Commercial & Other Buildings	9,618	11,706	21.7%	11,521	-1.6%	79,671	84,222	5.7%	88,011	4.5%	757,332	789,348	4.2%	801,872	1.6%
92 - Public Administration Govt. Buildings	1,229	1,388	12.9%	1,272	-8.4%	9,590	9,242	-3.6%	9,234	-0.1%	140,511	137,140	-2.4%	133,612	-2.6%

Source: MA EOLWD (ES-202) & RKG Associates, Inc.

Table II-5: Average Weekly Wage by Industry Sector for Selected Years

Industry/Building Type	CITY OF QUINCY					NORFOLK COUNTY					MASSACHUSETTS				
	2001	2008	2001-08 % Chg	2011	2008-11 % Chg	2001	2008	2001-08 % Chg	2011	2008-11 % Chg	2001	2008	2001-08 % Chg	2011	2008-11 % Chg
AVG Weekly Wage: All Industries	\$882	\$1,007	14.2%	\$1,055	4.8%	\$849	\$1,048	23.4%	\$1,083	3.3%	\$865	\$1,092	26.2%	\$1,147	5.0%
23 - Construction	\$1,065	\$1,254	17.7%	\$1,354	8.0%	\$1,050	\$1,254	19.4%	\$1,334	6.4%	\$963	\$1,178	22.3%	\$1,205	2.3%
31-33 - Manufacturing	\$867	\$1,377	58.8%	\$1,489	8.1%	\$1,106	\$1,349	22.0%	\$1,448	7.3%	\$1,047	\$1,327	26.7%	\$1,495	12.7%
42 - Wholesale Trade	\$850	\$1,372	61.4%	\$1,305	-4.9%	\$1,188	\$1,384	16.5%	\$1,459	5.4%	\$1,190	\$1,479	24.3%	\$1,579	6.8%
48-49 - Transportation and Warehousing	\$1,022	\$1,146	12.1%	\$1,135	-1.0%	\$707	\$894	26.4%	\$913	2.1%	\$750	\$899	19.9%	\$931	3.6%
51 - Information	\$941	\$1,348	43.3%	\$1,519	12.7%	\$1,046	\$1,447	38.3%	\$1,381	-4.6%	\$1,244	\$1,590	27.8%	\$1,767	11.1%
52 - Finance and Insurance	\$1,203	\$1,364	13.4%	\$1,439	5.5%	\$1,249	\$1,561	25.0%	\$1,675	7.3%	\$1,682	\$2,286	35.9%	\$2,312	1.1%
53 - Real Estate and Rental and Leasing	\$785	\$856	9.0%	\$949	10.9%	\$787	\$966	22.7%	\$1,013	4.9%	\$831	\$1,086	30.7%	\$1,211	11.5%
54 - Professional and Technical Services	\$1,166	\$1,496	28.3%	\$1,538	2.8%	\$1,262	\$1,834	45.3%	\$1,953	6.5%	\$1,428	\$1,855	29.9%	\$1,993	7.4%
55 - Mgmt. of Companies & Enterprises	\$1,442	\$1,863	29.2%	\$2,146	15.2%	\$1,346	\$1,513	12.4%	\$1,717	13.5%	\$1,280	\$1,934	51.1%	\$2,366	22.3%
56 - Administrative and Waste Services	\$416	\$540	29.8%	\$614	13.7%	\$615	\$786	27.8%	\$793	0.9%	\$585	\$744	27.2%	\$765	2.8%
61 - Educational Services	\$836	\$930	11.3%	\$844	-9.3%	\$677	\$968	43.0%	\$960	-0.8%	\$741	\$977	31.8%	\$1,038	6.2%
62 - Health Care and Social Assistance	\$595	\$821	38.0%	\$929	13.2%	\$658	\$899	36.6%	\$1,083	20.5%	\$698	\$958	37.2%	\$1,012	5.6%
44-45 - Retail Trade	\$519	\$536	3.3%	\$548	2.2%	\$534	\$564	5.6%	\$563	-0.2%	\$477	\$532	11.5%	\$536	0.8%
71 - Arts, Entertainment, and Recreation	\$438	\$710	62.1%	\$471	-33.7%	\$701	\$895	27.7%	\$806	-9.9%	\$530	\$655	23.6%	\$666	1.7%
72 - Accommodation and Food Services	\$287	\$347	20.9%	\$351	1.2%	\$296	\$347	17.2%	\$351	1.2%	\$311	\$371	19.3%	\$378	1.9%
81 - Other Services, Ex. Public Admin	\$390	\$350	-10.3%	\$381	8.9%	\$510	\$525	2.9%	\$543	3.4%	\$477	\$542	13.6%	\$545	0.6%
92 - Public Administration	\$1,014	\$1,242	22.5%	\$1,271	2.3%	\$903	\$1,089	20.6%	\$1,174	7.8%	\$861	\$1,108	28.7%	\$1,221	10.2%

Source: MA EOLWD (ES-202) & RKG Associates, Inc. *less than inflation 21.6% and 4.5%, respectively for 2001 to 2008 and 2008 to 2011*

3. Conclusions

The 2011 average weekly wage in Quincy, for all industry sectors, was \$1,055, which was less than that for either Norfolk County or the state and barely kept pace with inflation since 2008. The Quincy average weekly wage in some industry sectors, including education and arts/entertainment, actually declined between 2008 and 2011, made all the more notable as these were two of but only a handful of industry sectors in Quincy where employment increased over the same time.

III. RESIDENTIAL MARKET INDICATORS

This chapter identifies trends in the housing supply in the Wollaston Station study area and the City of Quincy. Key characteristics of owner households are analyzed as well as conditions in the for-sale market. Then, trends in renter households are identified and current conditions in the rental market.

A. Housing Supply, Occupancy and Tenure Trends

Total housing in the Wollaston Station study area (census tract 4176.01) experienced a net decrease of 41 units (-1.9%) between 2000 and 2010, while occupied housing decreased by 105 units (-5%), as shown in Table III-1. Vacant units, however, increased by over 64 units, resulting in a higher vacancy rate (4.5%) in 2010. A small shift in tenure occurred as owner households declined by 41 units while renter households declined by 64 units. As a result, the owner occupancy rate increased slightly to 55% in 2010, while the renter occupancy rate decreased to less than 45%. Offsetting some of the declines in owner and renter households over the last decade was an increase in Asian households, and combined Asian households represented approximately 22% of total households in the study area in 2010.

Table III-1 – Quincy and Comparative Areas: Housing Supply Statistics

CENSUS TRACT	2000	2010	Change		% of Total [1]	
			#	%	2000	2010
Total Housing Units	2,143	2,102	(41)	-1.9%	100.0%	100.0%
Occupied Units	2,112	2,007	(105)	-5.0%	98.6%	95.5%
Owner Households	1,151	1,110	(41)	-3.6%	54.5%	55.3%
Asian Owners	189	294	105	56%	8.9%	14.6%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
Asian Renters	70	152	82	117%	3.3%	7.6%
Vacant Units	31	95	64	206%	1.4%	4.5%
QUINCY, MA	2000	2010	#	%	2000	2010
Total Housing Units	40,093	42,838	2,745	6.8%	100.0%	100.0%
Occupied Units	38,883	40,658	1,775	4.6%	97.0%	94.9%
Owner Households	19,081	19,497	416	2.2%	49.1%	48.0%
Asian Owners	2,175	3,669	1,494	69%	5.6%	9.0%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
Asian Renters	1,870	3,331	1,461	78%	4.8%	8.2%
Vacant Units	1,210	2,180	970	80.2%	3.0%	5.1%
NORFOLK COUNTY	2000	2010	#	%	2000	2010
Total Housing Units	255,154	270,359	15,205	6.0%	100.0%	100.0%
Occupied Units	248,827	257,914	9,087	3.7%	97.5%	95.4%
Owner Households	173,342	178,369	5,027	2.9%	69.7%	69.2%
Asian Owners	6,150	10,781	4,631	75%	2.5%	4.2%
Renter Households	75,485	79,545	4,060	5.4%	30.3%	30.8%
Asian Renters	4,923	7,166	2,243	46%	2.0%	2.8%
Vacant Units	6,327	12,445	6,118	96.7%	2.5%	4.6%

[1] Owner and Renter households as % of Occupied Units, only

Source: US Census & RKG Associates, Inc.

The City of Quincy experienced a net gain of 2,745 housing units (6.8%) over the last decade while occupied units increased by 1,775 units, of which 23% were owners and 77% renters. The ownership rate decreased to 48% in 2010 while the renter rate increased to 52%. The number of vacant units also increased by 970 over the last decade and the overall vacancy rate increased to over 5% citywide in 2010. Asian owners increased by over 1,490 households over the last decade while Asian renters increased by 1,460 households and

combined represented about 17% of total households in the City in 2010. The City of Quincy captured about 43% of the increase in Asian households in Norfolk County over the last decade. Referring to Table III-1, total housing in Norfolk County increased by 15,205 units (6%) over the last decade, indicating Quincy captured 18% of the county's growth in housing, slightly higher than its 16% share of total housing in 2000. However, occupied units in Norfolk County increased by only 9,090 units while vacant units increased by over 6,100 units, causing the vacancy rate to increase to 4.6% in 2010. Approximately 55% of the increase in occupied units was owners and the remaining 45% renters. As a result, the ownership rate slipped to 69.2% while the renter-occupied rate increased marginally to 30.8% in 2010. As shown above, the tenure characteristics in the census tract with Wollaston Station (55%/45%) were closer to the City overall (52%/48%) than to Norfolk County (69%/31%).

1. Permit Data & Average Unit Costs

As shown in Table III-2, building permit data indicated that over 2,200 units were reportedly permitted over the last decade in the City of Quincy, which represents approximately 80% of the net increase in housing during this period. A total of 14,535 units were reportedly permitted in Norfolk County and accounted for 96% of the net increase in housing over the last decade. These differences suggest that additional gains in housing resulted from units permitted prior to 2000, which came on-line during the past decade.

Table III-2 – Quincy & Norfolk County: Units from Building Permits

Year	Number of Reported Units by Year and Type							
	CITY OF QUINCY				NORFOLK CO			
	Single-Family	2 to 4 Family	5 unit or more	Total Units	Single-Family	2-4 Family	5 unit or more	Total Units
2000	52	3	340	395	977	56	383	1,416
2001	145	13	116	274	1,023	52	619	1,694
2002	62		201	263	920	52	414	1,386
2003	15	23	695	733	793	56	1,059	1,908
2004	62	2	353	417	804	65	1,343	2,212
2005	44	2		46	855	61	400	1,316
2006	37			37	560	24	527	1,111
2007	21			21	606	27	686	1,319
2008	12			12	361	24	805	1,190
2009	11			11	360	25	598	983
Subtotal	461	43	1,705	2,209	7,259	442	6,834	14,535
2010	12			12	412	87	618	1,117
2011	1			1	398	17	396	811
2012				0	467	5	215	687
Subtotal	13	0	0	13	1,277	109	1,229	2,615

Source: US Census and RKG Associates, Inc.

Referring to Table III-2, permit activity in Quincy was much higher between 2000 and 2004 as 2,080 units were permitted in these five years, equating to 94% of total units permitted over the last decade. Activity was also high in Norfolk County during the first five years of the last decade as 59% of total permitted units were issued. Reported activity in Quincy slowed dramatically after 2004 and a slowdown also occurred in the county, but not to the same extent.

Table III-3 exhibits the average construction cost per unit based on the reported permit data. As indicated, the average cost for single-family units was \$131,900 in Quincy over the last decade as compared to \$270,460 in Norfolk County. The average cost for multi-family units was relatively similar between the two geographies.

Table III-3 – Quincy & Norfolk County: Average Residential Construction Costs

Year	Average Unit Cost by Year and Type							
	CITY OF QUINCY				NORFOLK CO			
	Single-Family	2 to 4 Family	5 unit or more	Total Units	Single-Family	2-4 Family	5 unit or more	Total Units
2000	\$128,769	\$70,000	\$78,815	\$85,324	\$221,410	\$88,222	\$99,199	\$183,087
2001	\$107,229	\$111,178	\$97,121	\$103,137	\$212,358	\$99,590	\$71,725	\$157,508
2002	\$119,600		\$122,501	\$121,817	\$222,185	\$122,591	\$105,542	\$183,607
2003	\$169,374	\$147,948	\$112,433	\$114,713	\$251,393	\$137,199	\$119,534	\$174,856
2004	\$144,142	\$125,000	\$90,309	\$98,479	\$258,150	\$137,867	\$96,654	\$156,564
2005	\$148,831	\$100,000		\$146,708	\$290,965	\$115,134	\$99,913	\$224,744
2006	\$147,310			\$147,310	\$330,180	\$118,975	\$114,261	\$223,197
2007	\$156,681			\$156,681	\$354,991	\$134,415	\$113,162	\$224,703
2008	\$162,158			\$162,158	\$433,682	\$141,980	\$93,182	\$197,461
2009	\$220,526			\$220,526	\$314,006	\$169,493	\$101,143	\$180,837
Subtotal	\$131,882	\$128,096	\$101,294	\$108,199	\$270,461	\$122,830	\$101,812	\$186,677
2010	\$215,662			\$215,662	\$330,225	\$108,189	\$89,921	\$179,979
2011	\$192,000			\$192,000	\$337,400	\$178,504	\$98,409	\$217,373
2012					\$344,479	\$130,400	\$101,677	\$266,935
Subtotal	\$213,842			\$213,842	\$337,674	\$120,174	\$94,712	\$214,421

Source: US Census and RKG Associates, Inc.

2. Change in Tax Parcels since 2000

Another way to measure the increase in single-family homes and condominiums is to review changes in the number of tax parcels over the last decade from data obtained from the Massachusetts Division of Local Services. As shown in Table III-4, the City of Quincy had 13,661 single-family parcels in 2012 (January) which was 79 parcels more than in 2000. There were another 5,942 condominium parcels in 2012 which was 1,708 parcels more than in 2000. The two types combined (1,787 parcels) is fairly similar to the net increase in occupied housing (1,775 households) in Quincy over the last decade, according to US Census data. Offsetting these gains was a decline in the number of two and three family parcels over this period. A small increase in the number of apartment parcels also occurred. In many cases, the loss of multi-family parcels resulted in conversions of properties to condominiums.

Table III-4 – City of Quincy: Change in Residential Tax Parcels

Year	Single-Family	Condo-miniums	2 & 3 Family	4 units & up
Parcels in 2000	13,582	4,234	3,829	907
Change in Parcels by Year				
2001	24	37	0	(3)
2002	9	242	3	4
2003	(1)	69	6	5
2004	(1)	(134)	2	10
2005	15	474	(16)	(4)
2006	4	614	(12)	3
2007	5	143	(10)	(9)
2008	4	131	(8)	(2)
2009	(6)	40	(4)	0
Subtotal	53	1,616	(39)	4
2010	14	56	(8)	(8)
2011	7	0	6	3
2012	5	36	(11)	2
Subtotal	26	92	(13)	(3)
Parcels in 2012	13,661	5,942	3,777	908
Change from 2000	79	1,708	(52)	1
Source: MA DLS & RKG Associates, Inc.				

In short, most of the increase in housing over the last decade was from condominiums, either from conversion or new developments, as well as larger apartment complexes. Two major TOD apartment buildings were developed in Quincy Center, namely Munroe Place (111 units) and Ten Faxon (200 units). Another recently built project is Neponset Landing (280 units), located on the water and in proximity to the North Quincy T station.

3. Vacant Housing by Type

The Wollaston Station census tract had 95 units classified as vacant in 2010, which reflected an increase of 64 units since 2000, despite the decline of housing over the last decade. As shown in Table III-5, 53% of the vacant units were for rent while 15% were for sale. In effect, the homeowner vacancy rate was negligible at 0.2% while the rental vacancy rate was 5%. Another 31 vacant units in the study area were classified as seasonal or other vacancies and accounted for 1.5% of the housing supply in the census tract. Approximately 2,180 units were classified as vacant in the City of Quincy, an increase of 970 vacant units since 2000 and representing 35% of the net change in housing over the last decade. Approximately 52% of the vacant units were for rent and 12% were for sale. The homeowner vacancy rate was 1.1% and the rental vacancy rate was 4.9% in 2010. Another 35% of the vacant units were classified as seasonal or other, and accounted for almost 2% of the housing stock. In Norfolk County, 12,455 units were vacant according to US Census and 43% were for rent while 21% were for sale. The homeowner vacancy rate was 1.1% while the rental vacancy rate was almost 6%. Another 36% of the vacant units were classified as seasonal or other vacant units and represented approximately 1.6% of the housing stock, as in Table III-5.

Table III-5 – Quincy and Comparative Areas: Vacant Unit by Type

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total housing units	2,143	2,102	(41)	-1.9%	100%	100%
Vacant housing units	31	95	64	206%	1.4%	4.5%
For rent	3	47	44	1467%	0.1%	2.2%
Rented, not occupied	1	3	2	200%	0.0%	0.1%
For sale only	2	2	0	0.0%	0.1%	0.1%
Sold, not occupied	1	12	11	1100%	0.0%	0.6%
For seasonal use	6	10	4	66.7%	0.3%	0.5%
All other vacants	18	21	3	16.7%	0.8%	1.0%
Overall Vacancy Rate	1.4%	4.5%	3.1%			
Homeowner Rate	0.3%	0.2%	-0.1%			
Rental Rate	0.4%	5.0%	4.6%			
QUINCY, MA	2000	2010	#	%	2000	2010
Total Housing Units	40,093	42,838	2,745	6.8%	100%	100%
Vacant housing units	1,210	2,180	970	80%	3.0%	5.1%
For rent	552	1,097	545	99%	1.4%	2.6%
Rented, not occupied	63	47	(16)	-25%	0.2%	0.1%
For sale only	79	210	131	165.8%	0.2%	0.5%
Sold, not occupied	60	62	2	3%	0.1%	0.1%
For seasonal use	181	291	110	60.8%	0.5%	0.7%
All other vacants	275	473	198	72.0%	0.7%	1.1%
Overall Vacancy Rate	3.0%	5.1%	2.1%			
Homeowner Rate	0.7%	1.1%	0.4%			
Rental Rate	3.0%	4.9%	1.9%			
NORFOLK COUNTY	2000	2010	#	%	2000	2010
Total Housing Units	255,154	270,359	15,205	6.0%	100%	100%
Vacant housing units	6,327	12,445	6,118	97%	2.5%	4.6%
For rent	1,974	5,020	3,046	154%	0.8%	1.9%
Rented, not occupied	224	321	97	43%	0.1%	0.1%
For sale only	772	1,993	1,221	158.2%	0.3%	0.7%
Sold, not occupied	513	626	113	22%	0.2%	0.2%
For seasonal use	1,161	1,682	521	44.9%	0.5%	0.6%
All other vacants	1,670	2,803	1,133	67.8%	0.7%	1.0%
Overall Vacancy Rate	2.5%	4.6%	2.1%			
Homeowner Rate	0.7%	1.1%	0.4%			
Rental Rate	2.8%	5.9%	3.1%			

Source: US Census & RKG Associates, Inc.

4. Conclusions

The housing supply in the Wollaston Station study area declined by 2% over the last decade while citywide the housing supply increased by nearly 7%. Occupancy, however, did not keep pace with new construction and as a result the vacancy rate increased to 5% citywide and 4.5% in the Wollaston Station study area. The study area and the City of Quincy experienced an influx of Asian households over the last decade and in 2010 they accounted for 22% and 17% of total households, respectively. In fact, Quincy captured about 43% of the increase in Asian households in Norfolk County over the last decade. Housing production totaled about 2,200 new units over the last decade, and averaged about 220 units per year. However, most the activity occurred in the early part of the decade. Approximately 95% of the new development was in multi-unit structures including large apartment and condominium projects.

B. Owner Household Characteristics and Trends

This section identifies trends and characteristics of owner households in the City of Quincy and the Wollaston Station study area. Age, household size, income and mobility are

examined from a review of decennial census data. This is followed by an analysis of market activity of for-sale housing in Quincy.

1. Owner Age Characteristics

Over the last decade, growth in owner households in the Wollaston Station study area occurred only in the age 55-to-64 group while declines occurred in all other cohorts, with the elderly households (age 65 and up) experiencing the largest decline, as shown in Table III-6. Similarly, elderly owner households experienced the largest decline citywide, followed by those in the 35-to-44 group. These declines were offset by gains in owners in the two cohorts of the baby-boom generation, especially those in the 55-to-64 cohort.

Table III-6 – Wollaston Station & Quincy: Owner Households by Age

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Households	1,151	1,110	(41)	-3.6%	54.5%	55.3%
less than 25 yrs	10	9	(1)	-10.0%	0.5%	0.4%
25 to 34 yrs	130	94	(36)	-27.7%	6.2%	4.7%
35 to 44 yrs	223	210	(13)	-5.8%	10.6%	10.5%
45 to 54 yrs	280	268	(12)	-4.3%	13.3%	13.4%
55 to 64 yrs	147	234	87	59.2%	7.0%	11.7%
65 yrs +	361	295	(66)	-18.3%	17.1%	14.7%
QUINCY, MA						
	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Households	19,081	19,497	416	2.2%	49.1%	48.0%
less than 25 yrs	132	157	25	18.9%	0.3%	0.4%
25 to 34 yrs	2,114	2,109	(5)	-0.2%	5.4%	5.3%
35 to 44 yrs	3,774	3,441	(333)	-8.8%	9.7%	8.6%
45 to 54 yrs	4,296	4,611	315	7.3%	11.0%	11.5%
55 to 64 yrs	3,071	4,161	1,090	35.5%	7.9%	10.4%
65 yrs +	5,694	5,018	(676)	-11.9%	14.6%	12.6%

Source: US Census & RKG Associates, Inc.

Referring to Table III-6, nearly 15% of the households in the Wollaston Station study area were elderly owners in 2010 while citywide elderly owners represented barely 13% of total households. Baby-boom owners in the Wollaston Station study area accounted for nearly 25% of total households as compared to 22% citywide. Young family owner households (age 35-to-44) represented a slightly higher distribution in the study area (10.5%) than citywide (8.6%). Younger owner households in the two cohorts less than age 35 represented 5% of total households while citywide they accounted for only 6% of the total.

2. Owner Household Size and Number of Bedroom Characteristics

The average size of owner households in the Wollaston Station study area was 2.72 persons in 2010, and was 4% smaller than in 2000. In comparison, the average size of owner households in the City of Quincy was 2.57 in 2010 or 5.5% smaller than in the study area.

Table III-7 – Wollaston Station & Quincy: Owner Households by Size

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Household	1,151	1,110	(41)	-3.6%	54.5%	55.3%
1-person	246	276	30	12.2%	11.6%	13.8%
2-person	387	333	(54)	-14.0%	18.3%	16.6%
3-person	190	184	(6)	-3.2%	9.0%	9.2%
4-person	148	164	16	10.8%	7.0%	8.2%
5 + person	180	153	(27)	-15.0%	8.5%	7.6%
AVG H'hold Size	2.85	2.72	(0.1)	-4.4%		
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Household	19,081	19,497	416	2.2%	49.1%	48.0%
1-person	5,241	5,389	148	2.8%	13.5%	13.3%
2-person	5,881	6,180	299	5.1%	15.1%	15.2%
3-person	3,332	3,152	(180)	-5.4%	8.6%	7.8%
4-person	2,513	2,634	121	4.8%	6.5%	6.5%
5 + person	2,114	2,142	28	1.3%	5.4%	5.3%
AVG H'hold Size	2.67	2.57	(0.1)	-3.7%		

Source: US Census & RKG Associates, Inc.

Table III-8 – Wollaston Station & Quincy: Owner Households by Bedrooms

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Household	1,151	1,110	(41)	-3.6%	54.5%	55.3%
No bedroom	0	0	0	N/A	0.0%	0.0%
1 bedroom	135	38	(97)	-72%	6.4%	1.9%
2 bedrooms	318	323	5	1.7%	15.1%	16.1%
3 bedrooms	456	380	(76)	-17%	21.6%	18.9%
4 + bedrooms	242	368	126	52%	11.5%	18.4%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Household	19,081	19,497	416	2.2%	49.1%	48.0%
No bedroom	176	198	22	12.4%	0.5%	0.5%
1 bedroom	1,486	1,100	(386)	-26%	3.8%	2.7%
2 bedrooms	5,805	6,159	354	6.1%	14.9%	15.1%
3 bedrooms	7,756	7,812	56	0.7%	19.9%	19.2%
4 + bedrooms	3,858	4,228	370	9.6%	9.9%	10.4%

Source : RKG Associates, Inc., US Census Bureau and American Community Survey

As shown in Table III-7, the study area experienced an increase in one-person and 4-person owner households that were offset by declines in the other household sizes. However, citywide 61% of the increase in owner households was attributed to one and two-person households. In 2010, one and two-person owner households accounted for 29% of total households in the City and 30% in the study area.

According to the data in Table III-8, owner households in 1-bedroom units or less in the study area represented about 2% of total households, which is considerably less than the percentage of one-person owner households (14%). Owners in 2-bedroom units in the study area represented 16% of total households which is fairly similar to the percentage of two-person owner households (17%).

Owners occupying 3-bedroom or more units represented 37% of total households in the study area, which is greater than the 25% representation of 3-person or larger households. A similar discrepancy between the number of bedrooms and size of households was indicated for the city overall, as shown in Table III-7 and Table III-8, suggesting that some owner households are “over-housed” which is likely the case given the amount of baby-boomers and elderly owner households.

3. Owners by Housing Type

Owner households in the Wollaston Station study area living in single unit structures declined over the last decade which was offset somewhat by owners living in structures with 20 units or more, 2 to 4 units, or 10 to 19 units. Citywide the decline of owners living in single unit structures, as shown in Table III-9, was not as severe as in the study area while increases in owner households occurred in nearly all the other housing types.

Table III-9 – Wollaston Station & Quincy: Owners by Housing Type (Units in Structure)

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Household	1,151	1,110	(41)	-3.6%	54.5%	55.3%
Single unit	893	722	(171)	-19%	42.3%	36.0%
2 to 4 units	63	103	40	63%	3.0%	5.1%
5 to 9 units	14	0	(14)	-100%	0.7%	0.0%
10 to 19 units	0	13	13	N/A	0.0%	0.6%
20 units or more	181	273	92	50.8%	8.6%	13.6%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Household	19,081	19,497	416	2.2%	49.1%	48.0%
Single unit	13,880	13,642	(15)	-0.1%	35.7%	33.6%
2 to 4 units	2,658	2,874	263	9.9%	6.8%	7.1%
5 to 9 units	153	409	263	171.9%	0.4%	1.0%
10 to 19 units	441	425	(9)	-2.0%	1.1%	1.0%
20 units or more	1,949	2,147	233	12.0%	5.0%	5.3%

Source: US Census; American Community Survey & RKG Associates, Inc.

In 2010, almost 14% of the households in the study area were owners living in structures with 20 units or more, as compared to about 5% citywide. The percentage of owners living in single unit structures in the study area was 36% in 2010 as compared to 34% citywide, as shown in Table III-9.

4. Owners by Income and Values

The median owner household income in the Wollaston Station study area was \$79,824 in 2010, as exhibited in Table III-10, and was 4% lower than indicated citywide (\$82,507). In the study area, all owner households in the income groups with less than \$100,000 declined over the last decade, while increases occurred in the two groups over this level. In 2010, owner households in the study area with incomes of \$100,000 or more represented 23% of total households, which was a larger representation than citywide (18%).

Table III-10 – Wollaston Station & Quincy: Owner Households by Income

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Households	1,151	1,110	(41)	-3.6%	54.5%	55.3%
less than \$25,000	92	86	(6)	-6.0%	4.4%	4.3%
\$25,000 to \$49,999	356	168	(188)	-52.7%	16.9%	8.4%
\$50,000 to \$74,999	265	247	(18)	-6.8%	12.5%	12.3%
\$75,000 to \$99,999	202	147	(55)	-27.3%	9.6%	7.3%
\$100,000 to \$149,000	157	241	84	53.8%	7.4%	12.0%
\$150,000 or more	79	220	141	178.3%	3.7%	11.0%
Median Owner Income	\$61,932	\$78,924	\$16,992	27.4%		
QUINCY, MA						
	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Households	19,081	19,497	416	2.2%	49.1%	48.0%
less than \$25,000	2,824	1,960	(864)	-30.6%	7.3%	4.8%
\$25,000 to \$49,999	5,002	3,293	(1,709)	-34.2%	12.9%	8.1%
\$50,000 to \$74,999	4,357	3,284	(1,073)	-24.6%	11.2%	8.1%
\$75,000 to \$99,999	3,018	3,616	598	19.8%	7.8%	8.9%
\$100,000 to \$149,000	2,743	4,181	1,438	52.4%	7.1%	10.3%
\$150,000 or more	1,137	3,163	2,026	178.2%	2.9%	7.8%
Median Owner Income	\$58,424	\$82,507	\$24,083	41.2%		

Source: US Census; American Community Survey & RKG Associates, Inc.

Table III-11 – Wollaston Station & Quincy: Owner Households by Values

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Households	1,151	1,110	(41)	-3.6%	54.5%	55.3%
Owners by Housing Value(s)					as % of Owner	
less than \$100,000	29	51	22	76%	2.5%	4.6%
\$100,000 to \$199,999	559	72	(487)	-87%	48.6%	6.5%
\$200,000 to \$299,999	273	314	41	15%	23.7%	28.3%
\$300,000 to \$499,999	0	675	675	NA	0.0%	60.8%
\$500,000 and up	0	150	150	NA	0.0%	13.5%
Median Owner Value	\$177,000	\$339,100	\$162,100	91.6%		
QUINCY, MA						
	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Households	19,081	19,497	416	2.2%	49.1%	48.0%
Owners by Housing Value(s)					as % of Owner	
less than \$100,000	562	207	(355)	-63%	2.9%	1.1%
\$100,000 to \$199,999	7,485	1,592	(5,893)	-79%	39.2%	8.2%
\$200,000 to \$299,999	4,450	5,173	723	16%	23.3%	26.5%
\$300,000 to \$499,999	960	10,180	9,220	960%	5.0%	52.2%
\$500,000 and up	124	1,776	1,652	1332%	0.6%	9.1%
Median Owner Value	\$185,700	\$333,300	\$147,600	79.5%		

Source: US Census; American Community Survey & RKG Associates, Inc.

Table III-11 presents owner households by different value ranges in 2000 and 2010. As shown the median owner value in 2010 was \$339,100 in the study area and \$333,300 in the City of Quincy. Citywide, all of the increase in owner housing over the last decade was in homes valued at \$200,000 or more. A similar trend was indicated in the study area, however, units valued at less than \$100,000 also increased. By 2010, approximately 74% of the owner housing in the Wollaston Station had values of \$300,000 or more as compared to 61% citywide. In comparison, 55% of owner households in the study area earned incomes of \$75,000 or more, which is nearly 20% less than the distribution of higher valued homes.

5. Owners by Period of Moving Into Unit

Approximately 240 owners in the study area moved into their home in the five years prior to the 2010 census, which equated to about 20% of the owner households, as shown in Table III-12, and 10% of total households. This suggests an annual turnover of nearly 50 owner households per year, or a 4% annual turnover rate for owners over the five-year period. The annual turnover rate is reduced to 3% when including owners in the early 2000s.

Table III-12 – Wollaston Station & Quincy: Owners by Move-In Period

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Owner Households	1,151	1,110	(41)	-3.6%	54.5%	55.3%
Owners by Move In (2010 only)			AVG/Yr		%Owner	%Total
2005 or later		237	47		21.3%	11.8%
2000 to 2004		149	30		13.4%	7.4%
1990 to 1999		347	35		31.2%	17.3%
1980 to 1989		211	21		19.0%	10.5%
prior to 1980		167			15.0%	8.3%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Owner Households	19,081	19,497	416	2.2%	49.1%	48.0%
Owner by Move In (2010 only)			AVG/Yr		%Owner	%Total
2005 or later		3,913	783		20.1%	9.6%
2000 to 2004		4,215	843		21.6%	10.4%
1990 to 1999		4,170	417		21.4%	10.3%
1980 to 1989		2,838	284		14.6%	7.0%
prior to 1980		4,361			22.4%	10.7%

Source: US Census; American Community Survey & RKG Associates, Inc.

Referring to Table III-12, approximately 3,910 owners moved into Quincy in the five years prior to the 2010 Census, coupled with another 4,215 owner households that moved in during the early part of the decade, for a total of 8,125. Effectively, 7,045 owner households moved into their home when eliminating growth over the last decade which indicates an annual average of over 700 owner households, indicating a 4% annual owner turnover rate.

6. Conclusions

Over the last decade all the growth in owner households occurred in the baby-boom generation (age 45-64), while the number of younger and elderly householders declined. In 2010, about 16% of households were owners less than age 45 and 15% were elderly owners. The baby-boom owners accounted for 25% of total households in the study area. Owners represented about 55% of total households in the study area in 2010, as compared to 49% in the city. Census data indicates that many owner households were “over-housed” as there was a higher concentration of 2-person owner households in 3-or-more bedroom units, due primarily to the high concentration of empty-nesters and elderly households. Owners in the study area were more heavily concentrated (14%) in larger multi-unit structures than in the city (5%) in 2010. The concentration of owners resided in single-unit structures in the study area (36%) was relatively similar to the city (34%). The median income of owners in 2010 in the study area was 4% lower than citywide, but the study area had a higher concentration of owners earning \$100,000 or more (23%) than the City (18%). In 2010, 74% of the owner unit in the study area had values of \$300,000 or more, as compared to 61% citywide. The

annual owner turnover rate averaged about 3% over the last decade in the study area and 4% citywide. This equates to about 40 owners per year in the study area moving into housing and over 700 citywide (excluding growth).

In short, owners in the study area have dynamic and diverse characteristics with relatively high incomes, larger homes in relationship to the average household size and a higher concentration living in single-unit structures than in larger multi-unit structures.

C. For-Sale Market

This section identifies trends in the volume of residential sales in Quincy and median prices based on data obtained from Warren Information Services. Sales activity of upper-priced condominiums (\$250,000 and up) over the last five years are quantified, as well as recent sales activity at a few of the condominium projects in and near the Wollaston neighborhood.

1. Sales Volume & Median Pricing Trend

Figure III-1 exhibits the trends in the volume of sales of single-family homes and condominium units in the City of Quincy. In 2012, single-family home sales increased to over 500 transfers which was the first time since 2006, and similar to the spike shown between 1992 and 1993, when the region was recovering from a prior recession in 1990. Condominium sales in 2012 (341) were also 72% higher than in 2011 (198), but well below the peak in 2005 (813). Over the last five years, condominium sales represented about 42% of single-family and condominium sales combined. Figure III-2 exhibits trends in median values of single-family homes and condominiums in the City of Quincy. In 2012, median single-family (\$305,000) and condominium (\$230,000) prices were 2% to 12% higher, respectively, than in 2011, but remained 19% to 13% lower from their respective peak. (Single-family: In 2005 at \$375,000; Condominium: In 2006 at \$264,000).

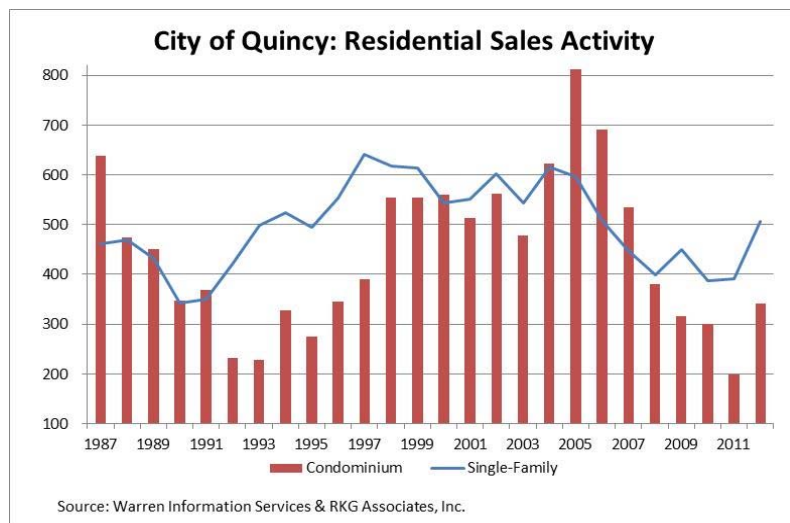


Figure III-1 – Residential Sales Activity

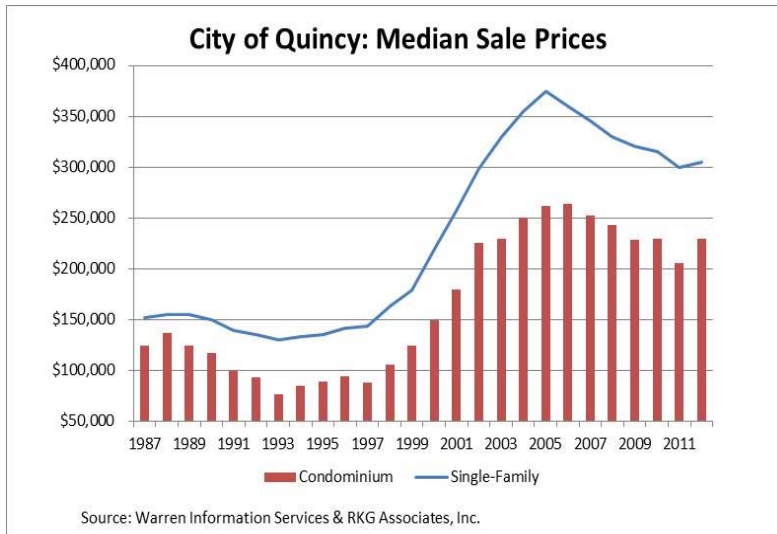


Figure III-2 – Median Sale Prices

2. Sales of Condominiums \$250,000+ and Current Listings

The annual number of upper-end condominium sales in the city and Wollaston Station study area was quantified by different price ranges as shown in Table III-13. Condominium sales at \$250,000 or more, averaged about 134 sales per year, and activity in 2012 (161 sales) was greater than this average. About 40% of these sales were in the \$250,000 to \$299,999 price range, while 15% had prices of \$400,000 or more. Over the last five years, upper-end condominium sales averaged around 44% of total condominium sales. In the study area, upper end condominium sales average about 3 sales per year, and over two-thirds were in the \$250,000 to \$299,999 pricing range, and most of the activity occurred in 2008. Annual activity of upper-end condominium sales in the Wollaston Station study area accounted for approximately 2% of upper-end sales citywide. The number of current listings of upper-priced condominiums (54) represents about 40% of the average number of sales. However, those listings priced at over \$400,000 represent over 100% of average annual sales activity, and are likely reflective of owners' confidence in an improving residential market.

Table III-13 – Wollaston Station & City of Quincy: Condominium Sales for \$250,000 & up

City of Quincy								Current Listings
Price Range	2008	2009	2010	2011	2012	AVG	%	
\$250,000 to \$299,999	71	52	45	30	72	54	40%	14
\$300,000 to \$349,999	51	42	31	18	37	36	27%	11
\$350,000 to \$399,999	30	23	35	12	23	25	18%	6
\$400,000 to \$499,999	16	8	13	5	16	12	9%	14
\$500,000 & up	8	8	10	2	13	8	6%	9
Total	176	133	134	67	161	134	100%	54
Total Sales	381	316	300	198	341	307		87
% of Total Sales	46%	42%	45%	34%	47%	44%		62%
Study Area								Current Listings
Price Range	2008	2009	2010	2011	2012	AVG	%	
\$250,000 to \$299,999	5	1	1	2	2	2	69%	1
\$300,000 to \$349,999		3	1			1	25%	
\$350,000 to \$399,999				1		0	6%	
Total	5	4	2	3	2	3	100%	1
% of City (\$250k+)	3%	3%	1%	4%	1%	2%		2%

Source: Warren Information Services, Realtor.com & RKG Associates, Inc.

3. Select Condominium Sales Activity

Granite Lofts – This project located at 118-120 Holmes Street & 435 Hancock Street, between the North Quincy and Wollaston Stations (and outside census tract 4176.01) was built in 2005/2006 and contained 74 residential units plus one commercial unit (9,175 SF) that was purchased by South Cove Community Health in 2006 for \$2.29 million (\$250/SF). Almost half the units were 2-bedroom (three-room lofts), while the remainder were 1-bedroom, two-room lofts (38%) or 3-bedroom, four-room lofts (14%).

Type	#	AVG SF	Low SF	High SF
1-bdrm	28	947	682	1,184
2-bdrm	36	1,124	908	1,348
3-bdrm	10	1,403	1,342	1,447
Total	74	1,095	682	1,447

Sales activity for this project as shown in Table III-14 indicate that 23 sales occurred in 2006 including many presales but then the volume dropped to 5 transfers in 2007 and again in 2008. Average prices declined by 10% or 11% by the end of 2008. In 2009, sales slowed to 3 units per year and the average prices were 6% (1-bedroom) to 13% (2-bedroom) lower than the prior year. In 2010, sales of 2-bedroom units increased and average prices rebounded by 10%. This spike may have been due in part to the national home-buyer tax credit program. Sales of the remaining unsold units continued in 2011 and 2012, and the most recent average prices of original sales were 23% (2-bedroom) to 31% (3-bedroom) lower than in 2006. Resale pricing in 2012 suggest that values for 2 and 3-bedroom units have stabilized but the average price for 1-bedroom units dropped to \$191,000 or 42% below the original sales average price in 2006.



Figure III-3 – Granite Lofts

Table III-14 – Granite Lofts, Sales and Resale Activity (2006-2012)

Type/Yr		Original Sales					Resales			
1-bdrm	#	AVG Sale \$	Low \$	High \$	AVG SF	AVG \$/SF	#	AVG Sale \$	AVG SF	AVG \$/SF
2006	17	\$328,118	\$260,000	\$439,000	896	\$366				
2007	1	\$299,000			858	\$348				
2008	3	\$294,333	\$289,000	\$299,000	1,047	\$281				
2009	2	\$277,500	\$270,000	\$285,000	1,061	\$262				
2010							1	\$228,000	983	\$232
2011	1	\$232,200	\$232,200		972	\$239				
2012	2	\$240,000	\$240,000	\$240,000	1,079	\$222	2	\$191,000	1,012	\$189
2-bdrm										
2006	18	\$382,861	\$319,000	\$444,000	1,106	\$346				
2007	2	\$374,000	\$369,000	\$379,000	994	\$376	1	\$349,000	942	\$370
2008	2	\$340,000	\$340,000	\$340,000	1,251	\$272				
2009	1	\$295,000	\$295,000		1,101	\$268	1	\$324,000	1,211	\$268
2010	7	\$324,714	\$300,000	\$359,000	1,160	\$280	3	\$326,083	1,334	\$245
2011	1	\$300,000	\$300,000		1,045	\$287				
2012	3	\$292,971	\$283,912	\$300,000	1,142	\$257	4	\$290,250	1,125	\$258
3-bdrm										
2006	5	\$454,600	\$429,000	\$474,000	1,393	\$326				
2007	2	\$411,000	\$405,000	\$417,000						
2008							1	\$400,000	1,342	\$298
2009										
2010	2	\$328,500	\$327,000	\$330,000	1,392	\$236				
2011	1	\$312,500	\$312,500		1,441	\$217				
2012							1	\$330,000	1,447	\$228
Source: City of Quincy Vision Solutions; Warren Information Services; & RKG Associates, Inc.										

Source: City of Quincy; Vision Solutions; Warren Information Services; & RKG Associates, Inc.

Mellon Bray - This 144-unit project, developed in 1987, located at 10 Weston Street, is a few blocks north of the Wollaston Station. Resale activity over the last 5± years at this project is summarized in Table III-15, indicating that most of the sales activity occurred in 2009 as ten units transferred including nine 2-bedroom units (average price of \$217,000 or \$237/SF). Average pricing for 2-bedroom units declined by 16% in 2011, but rebounded by 23% in 2012, and the most recent sale in 2013 of a 2-bedroom unit (\$237/SF) suggests pricing has stabilized as this factor is similar to than in 2009. Similarly, pricing for 1-bedroom units in 2012 (\$228/SF) is on par with pricing in 2009.



Figure III-4 – Mellon Bray

Table III-15 – Resale Activity at Mellon Bray

Year	Unit Type	# of Sales	Range in Sale Price			Range in Units SF			Avg \$/SF
			Low	High	AVG	Low	High	AVG	
2008	Two-bdrm	3	\$210,000	\$255,000	\$238,333	820	1,062	981	\$243
2009	One-bdrm	1			\$160,000			696	\$230
	Two-bdrm	9	\$192,500	\$245,000	\$216,833	791	1,214	913	\$237
2010	Two-bdrm	3	\$195,000	\$215,000	\$201,667	865	915	897	\$225
2011	One-bdrm	1			\$153,000			525	\$291
	Two-bdrm	2	\$175,000	\$188,000	\$181,500	838	950	894	\$203
2012	One-bdrm	4	\$159,000	\$218,000	\$180,250	704	954	792	\$228
	Two-bdrm	2	\$190,000	\$257,000	\$223,500	980	1,190	1,085	\$206
2013	Two-bdrm	1			\$216,000			912	\$237

Source: Warren Information Services & RKG Associates, Inc.

Townhouses at 52 Berlin Street Condominium:

This is a four-unit townhouse condominium project developed at 46-52 Berlin Street in the Wollaston Station study area. The units had two stories above a ground level two-car garage, and consisted of 5 rooms, 2 bedrooms and 2 full bathrooms. The project was built in 2008 and three sales occurred in 2009, and one subsequently in 2010, as shown in Table III-16. Pricing ranged from \$338,000 to \$345,000 with the two-end units achieving the maximum price.



Figure III-5 – 52 Berlin Street Condominiums

The effective price per SF of finished area averaged at \$380/SF, as shown below, or \$239/SF when including the ground-level garage area.

Table III-16 – Sales Activity at 52 Berlin Street Condominium

Year	Unit Type	# of Sales	Range in Sale Price			Range in Units SF [1]			Avg \$/SF
			Low	High	AVG	Low	High	AVG	
2009	Two-bdrm	3	\$338,000	\$345,000	\$342,167	884	902	895	\$382
2010	Two-bdrm	1		\$345,000				920	\$375

[1] Excludes 530 SF +/- for garage, deck & other unfinished space

Source: City of Quincy/Vision Solutions; Warren Information Services & RKG Associates, Inc.

4. Conclusions

Conditions in the for-sale market in Quincy are improving as sales in 2012 were higher than in 2011. Median prices also appeared to have stabilized, however, they are 13% to 20% off their peak, and recovery has been modest over the last year. The number of listings of upper-end condominiums appears to be shrinking while sales activity is increasing. However, recent sales in the study area indicate pricing in the \$250/SF range, which is likely 20% to 30% below the level to support new construction.

D. Renter Household Characteristics and Trends

Key characteristics and trends in renter households are analyzed in this section.

1. Renter Age Characteristics

As shown in Table III-17, renter households in the three groups aged 35-to-64 increased by 95 households, which were offset by decreases in elderly and younger renters since 2000. A similar trend was indicated citywide; however, a greater increase in the baby-boom generation occurred there than in the study area, that offset declines in the other age cohorts. In 2010, the elderly renters in the study area and the city represented 10% of total households, while younger renter households (34 years and younger) represented 18% of total households citywide versus 13% in the study area. The baby-boom renters accounted for 13% of total households in the study area in 2010, and 14% citywide. Renters in the study area represented about 45% of total households in 2010, as compared to 52% citywide.

Table III-17 – Wollaston Station & City of Quincy: Renter Households by Age

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Household:	961	897	(64)	-6.7%	45.5%	44.7%
less than 25 yrs	99	33	(66)	-66.7%	4.7%	1.6%
25 to 34 yrs	280	233	(47)	-16.8%	13.3%	11.6%
35 to 44 yrs	159	170	11	6.9%	7.5%	8.5%
45 to 54 yrs	92	147	55	59.8%	4.4%	7.3%
55 to 64 yrs	76	105	29	38.2%	3.6%	5.2%
65 yrs +	255	209	(46)	-18.0%	12.1%	10.4%
			Change		% of Total	
QUINCY, MA			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Household:	19,802	21,161	1,359	6.9%	50.9%	52.0%
less than 25 yrs	1,342	1,339	(3)	-0.2%	3.5%	3.3%
25 to 34 yrs	6,235	6,037	(198)	-3.2%	16.0%	14.8%
35 to 44 yrs	3,757	3,791	34	0.9%	9.7%	9.3%
45 to 54 yrs	2,423	3,384	961	39.7%	6.2%	8.3%
55 to 64 yrs	1,690	2,510	820	48.5%	4.3%	6.2%
65 yrs +	4,355	4,100	(255)	-5.9%	11.2%	10.1%

Source: US Census & RKG Associates, Inc.

2. Renter Household Size and Number of Bedroom Characteristics

The average size of renter households in the Wollaston Station study area increased to 1.93 persons in 2010, and more similar to that citywide (1.95 persons) than in 2000, as shown in Table III-18. In the study area, renter households with 5-persons or more increased the most over the last decade, and accounted for 39% of the increase in 5-person renter households citywide, and was almost 10 times the study area's representation of renter households (4%).

In 2010, 5-person renters represented about 2% of total households in the study area and the city, while one and two-person renters accounted for 34.5% of total households in the study area, and 40.7% of the total in the city. In each case, a 60% to 40% distribution of one-person renter households to two-person renters was apparent (refer to data in Table III-18).

Table III-18 – Wollaston Station & Quincy: Renter Households by Size

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
1-person	507	439	(68)	-13.4%	24.0%	21.9%
2-person	283	252	(31)	-11.0%	13.4%	12.6%
3-person	93	93	0	0.0%	4.4%	4.6%
4-person	71	74	3	4.2%	3.4%	3.7%
5 + person	7	39	32	457.1%	0.3%	1.9%
AVG H'hold Size	1.68	1.93	0.3	15.1%		
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
1-person	9,394	9,951	557	5.9%	24.2%	24.5%
2-person	6,330	6,320	(10)	-0.2%	16.3%	15.5%
3-person	2,055	2,646	591	28.8%	5.3%	6.5%
4-person	1,327	1,466	139	10.5%	3.4%	3.6%
5 + person	696	778	82	11.8%	1.8%	1.9%
AVG H'hold Size	1.79	1.95	0.2	8.7%		

Source: US Census & RKG Associates, Inc.

Table III-19 – Wollaston Station & Quincy: Renters by Number of Bedrooms

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
No bedroom	141	39	(102)	-72%	6.7%	2.0%
1 bedroom	334	473	139	42%	15.8%	23.6%
2 bedrooms	319	227	(92)	-28.8%	15.1%	11.3%
3 bedrooms	160	126	(34)	-21%	7.6%	6.3%
4 + bedrooms	7	32	25	361%	0.3%	1.6%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
No bedroom	1,611	1,785	174	10.8%	4.1%	4.4%
1 bedroom	8,764	8,643	(121)	-1%	22.5%	21.3%
2 bedrooms	7,236	7,790	554	7.6%	18.6%	19.2%
3 bedrooms	1,817	2,107	290	15.9%	4.7%	5.2%
4 + bedrooms	374	836	462	123.5%	1.0%	2.1%

Source : RKG Associates, Inc., US Census Bureau and American Community Survey

According to the data in Table III-19, renter households in 1-bedroom units or less in the study area represented about 22% of total households, which is fairly similar to the percentage of one-person renter households (25%). Renters in 2-bedroom units in the study area represented 11% of total households, which is fairly similar to the percentage of two-person renters (11%). Renters occupying 3-bedroom or more units represented about 8% of total households in the study area, which is less than the 10% representation of 3-person or

larger households or larger. Similar characteristics were evident between the number of bedrooms and size of renter households for the city overall, as shown in Table III-7 and Table III-8. In short, renter households by size appear more in balance with the number of bedrooms than owner households.

3. Renter Households by Housing Type

In 2010, about 27% of all households in the Wollaston Station study area were renter households living in structures with 2-to-4 units, while another 12% of total households were renters living in structures with 20-units or more. Another 6% of households in the study area were residing in single-unit structures. This distribution was different than indicated citywide as shown in Table III-20. The statistics indicate that most of renters in study area either reside in the smaller rental properties (4 units or less) or in larger apartment buildings (20 units or more); while citywide there was greater diversity in the type of housing where renters chose to live.

Table III-20 – Wollaston Station & Quincy: Renters by Housing Type (Units in Structure)

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
Single unit	107	112	(10)	-9.3%	5.1%	5.6%
2 to 4 units	346	535	118	34%	16.4%	26.7%
5 to 9 units	19	0	(19)	-100%	0.9%	0.0%
10 to 19 units	104	0	(104)	-100%	4.9%	0.0%
20 units or more	385	250	(168)	-44%	18.2%	12.5%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
Single unit	1,527	1,442	(154)	-10.1%	3.9%	3.5%
2 to 4 units	7,747	7,732	(385)	-5.0%	19.9%	19.0%
5 to 9 units	1,613	2,339	614	38.1%	4.1%	5.8%
10 to 19 units	1,568	1,310	(321)	-20.5%	4.0%	3.2%
20 units or more	7,347	8,339	593	8.1%	18.9%	20.5%

Source: US Census; American Community Survey & RKG Associates, Inc.

4. Renter Households by Income and Monthly Rents

The median household income for renters in the Wollaston Station study area was \$43,111 in 2010 and approximately 3% less than the median renter income in the city (\$44,540) as shown in Table III-21. The percentage increase in renter median income since 2000 in the study area (16%) was less than that citywide (19%). In both cases it was less than the rate of inflation as measured by the change in the consumer price index (30%). In the study area, renters earning less than \$25,000 declined the most, followed by renters earning \$50,000 to \$74,999. Renters earning \$25,000 to \$49,999 increased the most over the last decade, and then those earning \$75,000 to \$99,999, and then renters earning \$100,000 or more. However, the gains were not sufficient to offset the declines in renter households in the study area, as they were citywide, where increases were experienced in all income levels except those earning \$25,000 to \$49,999. In 2010, renters with incomes of less than \$25,000 accounted for 8% of total households as compared to 17% citywide. Renters earning \$25,000 to \$49,999 in the study area accounted for nearly 17% of total households, as

compared to 12% citywide. Renters earning \$75,000 or more accounted for 12% of total households in the study area in 2010, as compared to 13% citywide. Renter households earning \$75,000 or more accounted for most of the gain in renter households over the last decade in the study area and in Quincy.

Table III-21 – Wollaston Station & Quincy: Renter Households by Income

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
less than \$25,000	338	165	(173)	-51.2%	16.0%	8.2%
\$25,000 to \$49,999	238	338	100	41.9%	11.3%	16.8%
\$50,000 to \$74,999	221	149	(72)	-32.7%	10.5%	7.4%
\$75,000 to \$99,999	86	135	49	56.9%	4.1%	6.7%
\$100,000 to \$149,000	72	97	25	34.5%	3.4%	4.8%
\$150,000 or more	6	14	8	130.6%	0.3%	0.7%
Median Renter Income	\$37,125	\$43,111	\$5,986	16.1%		
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
less than \$25,000	6,525	6,799	274	4.2%	16.8%	16.7%
\$25,000 to \$49,999	6,305	4,753	(1,552)	-24.6%	16.2%	11.7%
\$50,000 to \$74,999	3,745	4,284	539	14.4%	9.6%	10.5%
\$75,000 to \$99,999	1,847	2,429	582	31.5%	4.8%	6.0%
\$100,000 to \$149,000	1,036	2,219	1,183	114.2%	2.7%	5.5%
\$150,000 or more	344	676	332	96.6%	0.9%	1.7%
Median Renter Income	\$37,301	\$44,540	\$7,239	19.4%		

Source: US Census; American Community Survey & RKG Associates, Inc.

Table III-22 – Wollaston Station & Quincy: Renter Households by Monthly Rent

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	2,112	2,007	(105)	-5.0%	100%	100%
Renter Households	961	897	(64)	-6.7%	45.5%	44.7%
Renters by Gross Rent					as % of Renter	
No rent to \$499	232	166	(66)	-28%	24.1%	18.5%
\$500 to \$749	227	17	(210)	-93%	23.6%	1.9%
\$750 to \$999	283	119	(164)	-58%	29.4%	13.3%
\$1,000 to \$1,499	219	375	156	71%	22.8%	41.8%
\$1,500 and up	0	101	101	NA	0.0%	11.3%
Median Gross Rent	\$792	\$1,175	\$383	48.4%		
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Households	38,883	40,658	1,775	4.6%	100%	100%
Renter Households	19,802	21,161	1,359	6.9%	50.9%	52.0%
Renters by Gross Rent					as % of Renter	
No rent to \$499	4,313	3,369	(944)	-22%	21.8%	15.9%
\$500 to \$749	4,191	1,316	(2,875)	-69%	21.2%	6.2%
\$750 to \$999	6,749	2,918	(3,831)	-57%	34.1%	13.8%
\$1,000 to \$1,499	3,819	8,039	4,220	111%	19.3%	38.0%
\$1,500 and up	704	4,507	3,803	540%	3.6%	21.3%
Median Gross Rent	\$808	\$1,174	\$366	45.3%		

Source: US Census; American Community Survey & RKG Associates, Inc.

As shown in Table III-22, the median rent in the Wollaston Station study area, and Quincy was about \$1,175 per month, and increased by more than 45% since 2000. This increase in median rent was more than twice the increase in median renter household income, as shown in Table III-21. In the Wollaston Station study area, rental units in the \$1,000 to \$1,499 range increased by 71% and represented about 42% of rental units in 2010. Units renting for \$1,500 or more increased by over 100 units in the last decade, and in 2010 accounted for 11% of the rental supply. Units renting for less than \$1,000 per month declined over the last decade 440 units in total, and by 2010 represented 34% of the rental supply. A similar trend was shown citywide, as apartments with rents of \$1,000 or more increased at the expense of those with rents below \$1,000 per month. In 2010, apartments with rents of \$1,000 to \$1,499 represented 38% of the citywide rental supply, while apartments in the \$1,500 and up range accounted for 21% of the rental supply. Apartments with rents of less than \$1,000 decreased to 36% of the total supply in 2010, as compared to 78% in 2000.

5. Renter Households by Move in Period

Table III-23 exhibits the number of renter households in Quincy and Wollaston Station by the period they moved into their unit. These statistics are the basis for understanding turnover of renter households. As shown, approximately 42% of the renter households moved into their unit in the Wollaston Station study area in the 5 years prior to the 2010 census, and another 37% moved in during the first half of the last decade. This indicates an annual average of approximately 70 renters per year moving into a rental unit. Citywide the annual average is approximately 1,680 renters per year that moved into their unit over the last decade, and almost 2,600 per year in the last five years of the decade. In the Wollaston Station study area and the City as a whole, the annual turnover of renter households over the last decade was about 8% per year.

Table III-23 – Wollaston Station & Quincy: Renters by Move in Period

CENSUS TRACT	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Household:	2,112	2,007	(105)	-5.0%	100%	100%
Renter Househol	961	897	(64)	-6.7%	45.5%	44.7%
Renters by Move In (2010 only)			AVG/Yr		%Renter	%Total
2005 or later		372	74		41.5%	18.5%
2000 to 2004		335	67		37.4%	16.7%
1990 to 1999		71	7		7.9%	3.5%
1980 to 1989		37	4		4.1%	1.8%
prior to 1980		82			9.1%	4.1%
QUINCY, MA	2000	2010	Change		% of Total	
			#	%	2000	2010
Total Household:	38,883	40,658	1,775	4.6%	100%	100%
Renter Househol	19,802	21,161	1,359	6.9%	50.9%	52.0%
Renter by Move In (2010 only)			AVG/Yr		%Renter	%Total
2005 or later		12,906	2,581		61.0%	31.7%
2000 to 2004		3,881	776		18.3%	9.5%
1990 to 1999		2,888	289		13.6%	7.1%
1980 to 1989		881	88		4.2%	2.2%
prior to 1980		605			2.9%	1.5%

Source: US Census; American Community Survey & RKG Associates, Inc.

6. Conclusions

Similar to owner households, nearly all the growth in renter households occurred in the baby-boom generation, offsetting losses in elderly and younger households. In 2010, 10% of the households in the study area were elderly renters, as compared to 13% baby-boom renters and 12% young professionals. Renters represented 45% of total households in the study area and 52% citywide. Over the last decade, about 41% of the growth citywide was one-person households, and the remaining 59% was three-person or more households, because no growth in two-person renter households occurred. One-person renters represented 25% of total households citywide in 2010, while 16% were 2-person renters, and 12% were 3-persons or more. In comparison, 26% of total households resided in 1-bedroom or less units, while 28% in 2-bedroom units, and the 7% in 3-bedrooms or more.

The Wollaston Station study area had a higher concentration of renters living in 2-to-4 family structures than in large multi-unit structures. The reverse was indicated citywide. Median renter income (\$43,100) in the study area was 3% lower than citywide and 45% lower than the median owner income (\$78,924) in the study area. Apartment units with rents of \$1,000 or more doubled in the study area over the last decade, and 39% of this increase were units with rents of \$1,500 or more. Citywide, units with rents of \$1,000 or more almost tripled over the last decade, and 47% were units with rents of \$1,500 or more. Renter turnover in the Wollaston Station study area and the City of Quincy averaged about 8% per year over the last decade. This equated to about 1,540 renter households citywide per year, and 70 renter households per year in the study area.

E. Select Rental Apartment Activity

An inventoried sample of apartment complexes in Quincy is summarized in Table III-24:

- The average complex has 236 units, with approximately 58% as 1-bedroom units and 35% as 2-bedroom units (the remainder are typically studio apartments).
- The average one-bedroom unit is 734 SF and has an average asking monthly lease rate of \$1,750 (or \$2.38/SF), while asking rates ranged from \$1,530 to \$2,265.
- Two-bedroom units average 1,065 SF and have an average asking lease rate of \$2,070/month (\$1.95/SF), while asking rates ranged from \$1,890 to a \$2,450.
- As of March 2013 the average occupancy rate for the sampled apartments was 96.5%, ranging from 94.6% to 100% (a summary overview of each complex follows).

Table III-24 – Sampled Apartment Inventory - Unit Mix, Size, Pricing

Quincy, MA - Apt Survey	# of Units	Occ % March	Average 1 BR / 1 Bath				Average 2 BR / 2 Bath			
			SF	Lease	\$/SF	% Units	SF	Lease	\$/SF	% Units
Lincoln Heights	336	94.6%	671	\$1,530	\$2.28	64%	1,013	\$1,890	\$1.87	36%
Munroe Place	111	100.0%	820	\$1,730	\$2.11	50%	1,308	\$2,060	\$1.57	50%
Neponset Landing	280	97.5%	822	\$2,265	\$2.76	51%	1,159	\$2,450	\$2.11	49%
Quincy Commons /1	232	98.0%	660	\$1,625	\$2.46	34%	960	\$1,953	\$2.03	34%
Archstone /1	223	95.0%	695	\$1,588	\$2.28	90%	883	\$2,006	\$2.27	10%
Average	236	96.5%	734	\$1,748	\$2.38	58%	1,065	\$2,072	\$1.95	35%

Source : RKG Associates, Inc.

/1 2-bedroom units with 1 bath

Lincoln Heights – 336 units (175 Centre Street) in total with an occupancy rate of 94.6%. Unit mix is primarily 1-bedroom/1-bath at 64% with the remaining 36% as 2-bedroom/2-bath. One bedroom units range in size from 618 SF to 887 SF, while two bedrooms are 968 SF to 1,081 SF. Lincoln Heights offers free on-site parking (surface) and such amenities as a clubhouse, fitness center and pool. The complex advertises that it is in walking distance to a T-station.



Figure III-6 – Lincoln Heights

According to a representative, when vacancies occur they are generally filled within one to two months.

Munroe Place – 111 units (1250 Hancock Street) adjacent to the T-station with ground floor retail amenities. A parking garage is available at \$95/month/space. Units include 1-bedroom/1-bath (about 50%) and 2-bedroom/2-bath (50%). One bedroom units range in size from 789 SF to 1,157 SF (only two) and two-bedroom units range in size from 1,271 SF to 1,394 SF. On-site amenities include a fitness center.



Figure III-7 – Munroe Place

Neponset Landing – 280 units (2 Hancock Street) is a mix of 1-bedroom and 2-bedroom units, advertising shuttle service to the T-station. Amenities include a clubhouse, media center and movie theatre and an attached parking garage. A spot in the parking garage comes with a 2-bedroom unit, exterior surface parking comes with a one-bedroom unit. Tenants of 1-bedroom units may rent a covered garage space for \$70/month. Rental pricing varies by floor the higher the floor the higher the price, also some units come with balconies. Reported occupancy is 97.5%. Annual turnover ranges from 10% to 15%, a 60-day written notice is required for move-out.



Figure III-8 – Neponset Landing

Archstone Apartments – 223 units (95 West Squantum) advertised as in walking distance of the T-station. This complex includes a mix of studio, 1-bedroom and 2-bedroom units, with on-site assigned parking (free). A fitness center is also available on-site graphic. Reportedly the Archstone Apartments are in transition to a new owner, Avalon Bay.

Quincy Common Associates - 232 units (at 1 Canton Road) advertised as in walking distance of the T-station and amenities include fitness center, pool and assigned parking (included in the rent). This complex is a mix of studio, 1-bedroom and 2-bedroom units. Reportedly the current occupancy is at 98%.



Figure III-9 – Quincy Common

1. Conclusions

The inventoried sample of Quincy apartment complexes indicates a market with an average high occupancy rate, exceeding 95% and tending slightly more toward one-bedroom units, averaging 734 SF in area with average lease rates of nearly \$1,750 per month. Two-bedroom units from this sample average 1,065 SF in area with average monthly lease rates of \$2,070. All properties in the sample offer amenities that include fitness centers and advertised proximity to the T-station. Parking is available for all units, some surface and some garage, and in some case there is an extra monthly fee for garage parking.

By necessity, any new residential offering in the Quincy market would be required to be competitive with the existing inventory, if not supersede it with respect to layout, pricing or amenities. Considering the likely costs associated with development at the Wollaston site, which would include a parking structure, the financial feasibility of new development could be problematic at this time.

IV. OTHER MARKET INDICATORS

This chapter identifies current conditions in office sector of the real estate market and summarizes the major projects proposed in Quincy and elsewhere in the region. Also, the opportunity for additional retail development is considered noting the “new” spending power that additional households could represent.

A. Major Projects in Quincy

Street-Works in conjunction with the Beal Company has proposed a major mixed-use redevelopment of Quincy Center that would total nearly \$1.6 billion in public and private investment. The project would include approximately 3.3 million SF of new development within a nine-block area of downtown Quincy. At full build-out estimated to be in 2020, approximately, 1.1 million SF of new office space would be developed including two high-rise buildings, over 0.6 million SF of new retail, restaurant, cinema, health club and hotel space, plus over 1,400 new residential units and new public parking garages.

A portion of the first phase includes two new high-rise apartment buildings with over 300 units on each side of the iconic 1400 Hancock Street, Bank of America building. Construction is proposed to start in the spring of 2013, and completion by the summer of 2014. The remainder of first phase which includes most of the proposed retail-entertainment space, as well as 570,000 of office space, is projected to begin in the fall of 2013, and fully operational by the summer of 2016. Construction of the second phase is anticipated for the spring of 2016, and completion by the end of 2019. A majority of the residential is proposed as part of the second phase, while the new apartments in Phase 1 are anticipated to set a new benchmark in rental pricing in downtown Quincy.

The Boardwalk Residences at Marina Bay is another major project in Quincy that is under review by the Quincy Planning Board. This proposed 382-unit residential project is located of Victory Road, at Marina Bay off Squantum Point in North Quincy. This project coupled with the 1,400 units proposed by Street-Works would total over 1,780 residential units in the pipeline in Quincy. This would equate to the net increase in Quincy households over the last decade.

In addition, the 855-space parking garage at Quincy Center was recently closed by the MBTA due to structural damages, and its reuse is currently being evaluated including a possible new location for the Norfolk County Courthouse. However, this garage is constructed on air-rights over the T station which is a costly challenge for its redevelopment as well as any replacement parking. The parking utilization at this garage was around 40% at or near the time of closing, and any commuter parking demand likely shifted to other lots/garages in Quincy including Wollaston Station (550 spaces). Reportedly, the North Quincy Station (1,206 spaces) is also being considered for private TOD development, and this site could likely support much more development since its parking capacity (1,200 spaces) is more than twice that of Wollaston. The site is also in closer proximity to the large office developments in North Quincy.

B. Other Residential/Mixed-Use Projects

There are two major mixed-use projects in the South Shore region underway or proposed, namely University Station in Westwood, and Southfield in Weymouth. While neither of these projects have subway stops, they do have commuter rail service, and would provide less expensive locations primarily because of their “suburban” location, and parking would be on surface lots and not structured garages.

At University Station, over 1.3 million SF of retail/commercial space is proposed along with 1.5 million SF of office/R & D space and up to 1,000 residential units. Construction has not started, and may be resized in the future. Reportedly, a Wegman’s super-grocery store may be a lead anchor to the retail component of this project.

Southfield is the redevelopment of the former South Weymouth Naval Air Station, and according to the master plan it would consist of 2.0 million of office/R & D space, including a proposed movie studio, 200,000 SF of community and local retail, and a mix of 2,855 housing units. The US Navy transferred the remaining land to the redevelopment authority/master developer and construction is underway for 500± housing units, including apartments (225 units), a senior living facility (220 units) and single-family townhomes. A major recreational complex with an 18-hole golf course is planned Southfield.

Other competitive supply issues that would affect any proposed TOD at Wollaston Station would include the 7,000 housing units proposed, under-construction and/or in the approval pipeline in the City of Boston. Also, the former 318-unit Residences at Union Station near the Braintree T Station has been resurrected by Pulte Homes as Jonathan’s Landing, and new one-bedroom, 955 SF condominiums are being marketed in the mid-\$200,000 range (\$250/SF), while new two-bedroom, 1,470 SF units are being marketed in the mid-\$300,000 range (\$230/SF). In short, any TOD potential for the Wollaston Station will face competitive pressure from many other projects in the region and the City of Quincy. From a pricing perspective, the proposed development at some of the “suburban” projects would likely be lower than at Wollaston Station; however, the locational attributes of a subway station, and a close-proximity to a revitalized downtown as a result of the Street-Works project would likely be much more attractive from a marketing perspective and would offset premiums associated with structured parking at a “new” Wollaston Station location. Zoning may also be an issue, since 6-story buildings would not afford as great a view as 10 to 15-story buildings, and potential developers would recognize greater incentives for taller buildings.

C. Office Market Conditions

RKG reviewed a recent survey of office market conditions for Greater Boston and the Route 128 submarkets to ascertain current occupancy levels, absorption trends and rental rates. RKG also tabulated a sample of available office properties in the City of Quincy.

1. Quincy and Greater Boston Office Market

Richards Barry Joyce and Partners, LLC (RBJ&P) provided RKG with a year-end (2012) summary of office market conditions in Greater Boston and select submarkets. As shown in Table IV-1, the Greater Boston office market had 176 million SF of office space and a vacancy rate of 14.4% at the end of 2012, indicating a vacant supply of over 25 million SF. Quincy had an office supply of 4.4 million SF and a vacancy rate of 20.2% indicating a

vacant supply of 887,000 SF. The vacancy rate in Quincy was slightly higher than the Route 128 South Submarket (19.9%), and higher than the other submarkets shown in Table IV-1.

Cambridge had the lowest vacancy rate (7.8%) followed by the City of Boston (10.8%). Average pricing in these two cities ranged from \$48 to \$49/SF, more than double that in Quincy (\$20.93) which had the lowest lease rate of any submarket/region (Table IV-1). Absorption was positive in all submarkets as shown below, and for Quincy, 2012 was the first year its office market experienced positive absorption in 3 or more years. However, the amount absorbed over the last year (50,000± SF) equates to only 6% of the vacant supply.

Table IV-1 – Greater Boston Office Market Conditions (Dec-12)

Submarket/Region	Bldg (mSF)	Vacant (mSF)	Vacancy Rate	Absorption (mSF)	Average Rate	Pipeline (mSF)
Quincy	4.39	0.89	20.2%	0.05	\$20.93	0.00
128 South	12.48	2.48	19.9%	0.14	\$21.01	0.16
Route 128	60.20	9.75	16.2%	1.19	\$26.65	0.67
Boston	68.34	7.38	10.8%	1.19	\$49.41	1.13
Cambridge	10.53	0.82	7.8%	0.06	\$48.35	0.50
Greater Boston	176.73	25.45	14.4%	2.62	\$36.67	2.30

Source: Richards Barry Joyce & Partners LLC & RKG Associates, Inc.

Approximately 498,000 SF of the vacant space in Quincy, according to the RBJ&P, survey was contained in 3 buildings in North Quincy and went dark as a result of the downsizing due to the financial crisis of 2008. Removing these three buildings from the supply would reduce the vacancy rate to just over 10%. Based on more current research, only one of these buildings remained on the market in March 2013.

2. Available Office Space

RKG tabulated listings of available office space in Quincy from LoopNet.com and Show case.com in order to ascertain key pricing characteristics of the available supply. First, RKG allocated the supply to different locations within the city, and then allocated this available supply by a range in the size of space available (Table IV-2).

Table IV-2 – City of Quincy: Available Office Space by Area & Size Available

Area of Quincy	# of Listings	Total Bldg SF	Avail - able SF	Rate Available	Range in Rent/SF	
					Low	High
Wollaston	5	120,459	41,621	35%	\$12.40	\$34.42
North Quincy	12	540,649	211,510	39%	\$12.00	\$25.00
Quincy Center	29	1,191,128	288,392	24%	\$7.50	\$25.71
South	5	262,952	110,139	42%	\$21.00	\$22.50
West	12	692,985	98,545	14%	\$12.00	\$62.00
Total	63	2,808,173	750,207	27%	\$7.50	\$62.00
Range in Available SF	# of Listings	Total Bldg SF	Avail - able SF	Rate Available	Range in Rent	
					Low	High
Less than 2,000 SF	13	155,710	13,838	9%	\$10.00	\$34.32
2,000 to 4,999 SF	21	271,480	72,411	27%	\$12.00	\$21.00
5,000 to 9,999 SF	13	649,257	83,389	13%	\$12.00	\$62.00
10,000 to 24,999 SF	8	655,837	139,348	21%	\$11.08	\$25.71
25,000 SF +	8	1,075,889	441,221	41%	\$7.50	\$25.71
Total	63	2,808,173	750,207	27%	\$7.50	\$62.00

Source: LoopNet.com; Showcase.com & RKG Associates, Inc.

The sample of 63 listings indicated a total of 750,200 SF of office space available including five listings in and around the Wollaston neighborhood with 41,600 SF available indicating a rate of 35%. Most of the available space was either in Quincy Center (288,400 SF) or North Quincy (211,500 SF), and the least amount in the Wollaston neighborhood. The overall range in rent was from \$7.50/SF to \$62/SF and in Wollaston from \$12/SF to \$34/SF. As shown in Table IV-2, the available rate of office space having less than 2,000 SF was 9%, and the lowest of the five size groups, while the highest rate (41%) was at buildings that had office space in the largest size group.

3. Conclusions

In summary, the office market in the City of Quincy showed signs of improvement, but the vacancy citywide remains above 20%, and fairly similar to the vacancy rate of the Route 128 South submarket. Absorption in Quincy was positive over the last year and average rental rates were just below \$21/SF, about 56% to 57% lower than in Cambridge or Boston. Most of the vacant office space in Quincy was confined to three Class A buildings accounting for 56% of the office vacancy citywide. Removing these properties would reduce the citywide vacancy rate to about 10%. Recent research indicated that only one of these buildings is actively being marketed. Despite this finding, Quincy has a relatively large, competitive supply of available office space throughout the city, but the offerings in Wollaston appear more limited. There is also a competitive supply available across many size (SF) ranges, such that any shortage is not apparent, except for end-users that desire a specific location.

The location of the Wollaston Station makes it somewhat challenging for office reuse, since most of the available supply in Quincy was either in North Quincy or Quincy Center, as well as in the suburban office parks on the western and southern edge of the city. In addition, another 1 million SF of office space is proposed for downtown Quincy as part of the Street-Works/Beal Company redevelopment. With the exception of any specific end-user, the likelihood of office development at the Wollaston Station is weak for the near-term.

D. Retail Potential

Considering an interior location of the Wollaston T-station, and limited visibility to vehicular traffic (other than users of the T-station) the opportunities for any significant retail development on-site are considered to be limited, other than those that may be convenience oriented for commuters or residents, such as a coffee shop, or deli, and the like. Any significant retail development would require parking, which could further burden the costs of development. However, the addition of residents would equate to new consumer spending demand which in turn could translate into a demand for new retail development along Hancock Street or in close proximity. The following Table IV-3 presents the estimated average annual spending demand, per household for Massachusetts and estimates that a hypothetical 500 new households could result in an average annual spending demand of nearly \$14 million across selected merchandise lines. This spending demand in turn could support 37,650 SF of retail, noting that it is likely that much of the spending would be captured by existing merchants while some portion could support new development, particularly if a void exists in the immediate vicinity.

Table IV-3 – Consumer Spending Demand and Development Potential

Residential Retail Demand Analysis Comparative HH Demand & Sales	Demand per Household	Potential NEW Households	Potential SF Demand
Major Merchandise Line (NAICS code)	\$27,949	\$13,974,540	37,637
Furniture and Home Furnishings Stores-442	\$899	\$449,615	1,859
Furniture Stores-4421	\$498	\$249,002	830
Home Furnishing Stores-4422	\$401	\$200,613	1,029
Electronics and Appliance Stores-443	\$949	\$474,281	1,652
Household Appliances Stores-44311	\$160	\$80,108	517
Radio, Television, Electronics Stores-443112	\$534	\$266,943	763
Computer and Software Stores-44312	\$210	\$104,940	304
Camera and Photographic Equipment Stores-4	\$45	\$22,291	69
Building Material, Garden Equip Stores -444	\$3,894	\$1,947,022	5,960
Home Centers-44411	\$1,434	\$716,826	1,937
Paint and Wallpaper Stores-44412	\$87	\$43,689	236
Hardware Stores-44413	\$350	\$175,142	947
Other Building Materials Dealers-44419	\$1,014	\$507,139	1,193
Building Materials, Lumberyards-444191	\$668	\$333,813	835
Outdoor Power Equipment Stores-44421	\$32	\$16,246	77
Nursery and Garden Centers-44422	\$308	\$154,168	734
Food and Beverage Stores-445	\$5,584	\$2,791,846	6,328
Supermarkets, Grocery (Ex Conv) Stores-44511	\$4,816	\$2,407,905	5,666
Convenience Stores-44512	\$251	\$125,502	335
Specialty Food Stores-4452	\$161	\$80,424	159
Beer, Wine and Liquor Stores-4453	\$356	\$178,014	168
Health and Personal Care Stores-446	\$2,215	\$1,107,419	2,339
Pharmacies and Drug Stores-44611	\$1,900	\$949,990	1,827
Cosmetics, Beauty Supplies, Perfume Stores-4	\$78	\$38,960	89
Optical Goods Stores-44613	\$95	\$47,508	156
Other Health and Personal Care Stores-44619	\$142	\$70,962	268
Clothing and Clothing Accessories Stores-448	\$2,146	\$1,073,133	3,548
Men's Clothing Stores-44811	\$101	\$50,426	160
Women's Clothing Stores-44812	\$388	\$194,062	647
Children's, Infants Clothing Stores-44813	\$80	\$39,793	119
Family Clothing Stores-44814	\$814	\$407,020	1,732
Clothing Accessories Stores-44815	\$38	\$18,839	90
Other Clothing Stores-44819	\$102	\$50,838	192
Shoe Stores-4482	\$282	\$141,166	428
Jewelry Stores-44831	\$318	\$158,988	151
Luggage and Leather Goods Stores-44832	\$24	\$12,001	30
Sporting Goods, Hobby, Book, Music Stores-45	\$851	\$425,372	1,828
Sporting Goods Stores-45111	\$301	\$150,725	628
Hobby, Toys and Games Stores-45112	\$182	\$91,202	480
Sew/Needlework/Piece Goods Stores-45113	\$38	\$18,913	140
Musical Instrument and Supplies Stores-45114	\$55	\$27,737	126
Book Stores-451211	\$182	\$90,870	298
News Dealers and Newsstands-451212	\$9	\$4,668	9
Prerecorded Tapes, CDs, Record Stores-45122	\$83	\$41,258	147
General Merchandise Stores-452	\$5,636	\$2,818,037	6,614
Department Stores Excl Leased Depts-4521	\$2,774	\$1,387,004	2,747
All Other General Merchandise Stores-45299	\$2,862	\$1,431,033	3,868
Miscellaneous Store Retailers-453	\$1,123	\$561,282	2,418
Florists-4531	\$84	\$42,089	140
Office Supplies and Stationery Stores-45321	\$264	\$132,189	481
Gift, Novelty and Souvenir Stores-45322	\$196	\$98,059	613
Used Merchandise Stores-4533	\$101	\$50,285	190
Other Miscellaneous Store Retailers-4539	\$477	\$238,660	994
Foodservice and Drinking Places-722	\$4,653	\$2,326,533	5,091
Full-Service Restaurants-7221	\$2,106	\$1,053,185	2,421
Limited-Service Eating Places-7222	\$1,954	\$976,763	1,809
Special Foodservices-7223	\$384	\$191,766	599
Drinking Places -Alcoholic Beverages-7224	\$210	\$104,818	262

Source : Claritas and RKG Associates, Inc.

V. MARKET CONCLUSIONS

This chapter identifies annual demand for housing in Quincy based on five-year forecasts obtained from DemographicsNow and key characteristics from US Census data. The annual demand is allocated to owners and renters by age, income and pricing and includes RKG's conclusions.

A. Forecasted Annual Household Demand (2012-2017)

In estimating future demand for housing in the City of Quincy, RKG utilized DemographicNow's 5-year household forecasts coupled with turnover rates in housing and other factors derived from US Census data to formulate an annual forecast of housing demand over the next five years. As shown in Table V-1, annual demand is estimated at 2,560 households of which 12% would be new growth, and the remainder a result of turnover. Annual demand for for-sale housing is estimated at 940 units per year, and for rental housing over, 1,600 units per year. Based on trends in permit data in relationship to household growth over the last decade, RKG estimates new housing would represent about 10% of annual demand. As shown in Table V-1 that would equate to an average of about 90 owner units and 160 renter units, or a total of 250 to 260 new units per year.

Table V-1 – City of Quincy: Annual Housing Demand (2012 – 2017)

	Owner	Renter	Total
Five-year growth in H'holds	810	249	1,059
Annual AVG	162	50	212
Annual Turnover	780	1,565	2,345
Total Households	942	1,615	2,557
New Construction [1]	94	161	256
[1] 10% of households estimated for new construction			
Source: Demographics NOW; US Census & RKG Associates, Inc.			

1. Affordability of Owning and Renting

In order to quantify future demand for housing by different age and income levels, it is necessary to establish a range in home values and monthly rents that would be affordable at different income levels. Based on current financial assumptions as noted in Table V-2 a range in home values and monthly rents are estimated, which are presented next.

Table V-2 – City of Quincy: Affordability of Owning & Renting (March 2013)

Gross Income	Ownership [1]		Monthly Rent [2]
	Low Value	High Value	
\$40,000	\$160,000	\$195,000	\$1,000
\$60,000	\$245,000	\$295,000	\$1,500
\$75,000	\$305,000	\$370,000	\$1,875
\$100,000	\$410,000	\$495,000	\$2,500
\$125,000	\$510,000	\$620,000	\$3,125
\$150,000	\$615,000	\$745,000	\$3,750
[1] Financial Assumptions			
	Low Value	High Value	
Interest Rate	4.00%	3.25%	
Term	30	30	
Downpayment	5%	20%	
RE TAXES/1000	\$14.50	\$14.50	
Insurance /1000	\$4.00	\$4.00	
Cost as % of Income	30%	30%	
[2] Rental Cost factored at 30% of gross income			
Source: RKG Associates, Inc.			

2. Annual Demand for Units by Price Range and Conclusions

Table V-3 exhibits average annual owner demand for housing in Quincy over the next five years by age, income and home value. Approximately 55% of demand would be from households earning \$125,000 or more, including 51% of this group in the two cohorts age 35 to 54. About 28% of annual owner demand would come from elderly households, but only 50% of that group could afford units valued at \$305,000 or more (or earning incomes of \$75,000 or more). Assuming that 10% of owner demand would be channeled to new construction most of that would likely be targeted for households earning \$100,000 or more, and it is unlikely that any proposed development at the Wollaston Station in the near future could attain an average unit value over \$400,000, but more likely in the mid-\$200,000 to mid-\$300,000 range, since it would lack certain attributes such as water location and/or views associated with the higher value owner units in Quincy. In addition, annual demand in the \$60,000 to \$99,999 income range for new construction of perhaps 10 to 15 households citywide would not support sell-out of a major condominium project in this price range.

Table V-3 – City of Quincy: Annual Owner Demand by Age, Income & Value (2012-2015)

Income Range	< 35 years	Age 35 to 44	Age 45 to 54	Age 55 to 64	Age 65 & up	Total	% of Total	Home Value Range
Less than \$40,000	8	(11)	(10)	(7)	81	60	6%	\$160,000 or less
\$40,000 - \$59,999	5	(3)	(14)	(8)	25	5	0%	\$160,000 to \$295,000
\$60,000 - \$74,999	3	3	0	10	25	41	4%	\$245,000 to \$370,000
\$75,000 - \$99,999	8	20	9	35	21	93	10%	\$305,000 to \$495,000
\$100,000 - \$124,999	25	45	66	55	31	223	24%	\$410,000 to \$620,000
\$125,000 & up	56	133	134	116	81	520	55%	\$510,000 & up
Total	105	187	185	201	264	942	100%	
% of Total	11%	20%	20%	21%	28%	100%		

Source: Demographics NOW; US Census & RKG Associates, Inc.

Table V-4 exhibits average annual renter demand for housing in Quincy over the next five years by age, income and monthly rent. Approximately 59% of demand would come for households earning less than \$60,000 and could only afford rents of up to \$1,500 per month. Approximately 34% of annual renter demand would come from households younger than age 35, and 57% of that demand could afford rents of \$1,875 or higher.

Table V-4 – City of Quincy: Annual Renter Demand by Age, Income & Rent (2012-2015)

Income Range	< 35 years	Age 35 to 44	Age 45 to 54	Age 55 to 64	Age 65 & up	Total	% of Total	Monthly Rent Range
Less than \$40,000	109	108	97	102	232	647	40%	\$1,000 or less
\$40,000 to \$59,999	78	55	60	54	51	299	19%	\$1,000 to \$1,500
\$60,000 to \$74,999	49	28	28	11	17	134	8%	\$1,500 to \$1,875
\$75,000 to \$99,999	54	45	32	17	9	157	10%	\$1,875 to \$2,500
\$100,000 to \$124,999	144	47	24	4	11	229	14%	\$2,500 to \$3,125
\$125,000 & up	115	9	10	8	6	148	9%	\$3,125 & up
Total	548	292	252	198	325	1,615	100%	
% of Total	34%	18%	16%	12%	20%	100%		

Source: Demographics NOW; US Census & RKG Associates, Inc.

Referring to Table V-4, another one-third of demand would come from renters in the two cohorts, age 35 to 54; however, only 31% of that demand would come from households that could afford rents of \$1,875 or higher. About one-third of total annual demand comes from renters earning \$75,000 or more, and nearly 59% would be younger households (less than

age 35), and likely the target for the proposed rental projects in Quincy. In absolute terms, total demand for households earning \$75,000 or more, equals 530 households per year, any new project would have to capture 20% to 40% of this demand to ensure lease-up within a timely fashion, which would equate to 100 to 200 households per year.

As identified from the sampled inventory of existing apartment complexes in Quincy, and with proximity to the Wollaston Station, in order to remain competitive any potential new offering would include a mix of 1-bedroom and 2-bedroom units, with an average size of 735 SF for the former with average lease rates competitive to \$1,750 per month. Competitive 2-bedroom units should be 1,065 SF in area and compare with a monthly lease rate of \$2,070. All properties in the sample offer amenities that include fitness centers and advertised proximity to the T-station. Parking is available for all units, some surface and some garage, and in some case there is an extra monthly fee for garage parking.

By necessity, any new residential offering in the Quincy market would be required to be competitive with the existing inventory, if not supersede it with respect to layout, pricing or amenities. Considering the likely costs associated with development at the Wollaston site, which would include a parking structure, the financial feasibility of new development could be problematic at this time. A proposed rental project at Wollaston Station would not likely yield a premium value (assuming a mid-rise building) since the location lacks certain attributes such as views of the waterfront or the Boston skyline, nor would it be in the midst of an urban renaissance as the new project(s) proposed for Quincy Center. This in turn would affect the feasibility of an apartment project at this location in light of potential acquisition cost coupled with providing any replacement parking that the MBTA may require. Rental demand is apparent for a project at this location; however, issues associated with obtaining the site from the MBTA, such as acquisition cost and replacement parking, and zoning such as 6-story limit, may make such a project infeasible over the near term.

VI. APPENDIX

A. Additional Information

Information in this section is offered to provide the client with an understating of potential land value for the site, and construction costs. This information has been previously prepared by RKG and others for the City of Quincy.

1. Land Value Consideration

From a land valuation perspective, sales data for large sites such as the 5.5-acre Wollaston Station site were not attainable. From the MBTA's perspective, the 550-space parking lot would generate gross revenue of \$2,750 per day at full occupancy, or \$13,750 per week based on a 5-day week, or annual gross income of \$715,000. Assuming an expense ratio of 30% for collection loss, expenses, utilities, maintenance and management, the result would be net income of \$500,500. Assuming a capitalization rate of 6%, an indicated value based on this methodology would exceed \$8 million, or over \$1.5 million per acre or over \$15,000 per parking space.

2. Construction Costs

As part of RKG's work with the City of Quincy at the end of 2011 regarding reuse options for the Quincy Center parking garage, construction costs for new office, retail and residential properties obtained from Marshall Valuation Services were prepared at that time, and presented Table VI-1. As noted below, the estimates were based on a 10-story construction including structured parking; and these figures/factures were not updated for this report, but present here to provide the client an indication of what construction costs, only, maybe for a potential building at Wollaston Station. As shown, a new office building without any acquisition costs, soft-cost or lease-up expense ranges from \$280/SF to \$350/SF. A residential condominium building would potentially cost between \$300/SF and \$370/SF, while an apartment building may cost \$180/SF and \$230/SF, excluding other major cost.

Table VI-1 – Costs per Square Foot (SF) for New Building Construction (4th quarter 2011)

Class & Type by Building Use	Class A		Class B	
	Good	Average	Good	Average
Office [1]	\$351	\$287	\$341	\$278
Retail [2]	\$301	\$267	\$295	\$261
Residential Condominium [3]	\$374	\$310	\$358	\$297
Residential Apartment [4]	\$231	\$189	\$222	\$182
Note: Building costs, only; does not include any costs for acquisition, demolition or platform over rail-line				
[1] adjusted for 10 stories (3.5%); current (8%) & local multipliers (29%); plus \$75/SF for 3 parking space (@ \$25,000) per 1,000 SF; & \$15/SF for interior fit-out allowance				
[2] adjusted for current (8%) & local multipliers (29%); plus \$100/SF for 4 parking space (@ \$25,000) per 1000 SF & \$40/SF for interior fit-out allowance				
[3] adjusted for 10 stories (3.5%); current (8%) & local multipliers (29%); plus \$37.5/SF for 1.5 parking space (@ \$25,000) per 1,000 SF & \$10/SF for sprinklers, balconies, etc.				
[4] adjusted for 10 stories (3.5%); current (8%) & local multipliers (29%); plus \$25/SF for 1 parking space (@ \$25,000) per 1,000 SF & \$5/SF for sprinklers				
Source: Marshall Valuation Services & RKG Associates, Inc.				

Based on some industry standards, the construction costs for office space identified in Table VI-1 would likely require a rent of \$40/SF or more, and that rate would be twice the average rate currently in Quincy. For condominiums, a for-sale factor of around \$500/SF would likely be required in order to support construction costs shown above, which is twice the \$250/SF currently indicated around Wollaston Station. For apartments, an annual gross rent of \$27/SF may support the construction cost listing above, and for a 1,000 SF unit it would equate to a monthly rent of \$2,250, which is at the high end of the range indicated by the sample survey, and influenced by a water location. However, as noted in Table VI-1 and repeated above, this factor ***does not*** include any costs for acquisition, lease-up, interest, replacement parking and the like.

B. Case Studies

This section offers a comparative review of selected Boston area communities which have completed or are in the process of planning/considering a downtown Transit Oriented Development (TOD) area featuring mixed-use construction. There are “*a number of large scale, amenitized, transit-oriented master planned communities in progress in the Metro Boston suburbs. Three key demographic segments are driving this demand for mixed-use product in the suburbs. These groups – Baby Boomers wishing to ‘age in place’ in the area, maturing Gen-Xers loathe to sacrifice cosmopolitan amenities, and Millenials [or Generation Yers] priced out of closer-in locations – represent strong demand pools for this emerging development type.*”² The communities presented here are located in the suburbs of Boston, have direct access to the MBTA commuter rail system, and while communities and may offer some “lessons learned”.

1. Concord, MA

Concord is located 15 miles northwest of Boston, half the way along the Fitchburg MBTA commuter line. The population of Concord is approximately 17,000 with a median annual household income of around \$116,000. In the late 1980's the Town created a long term development plan intended to outline development in Concord. A parcel of particular interest to the plan was a parcel located adjacent to the Town's MBTA commuter rail station. The site, which would become the Concord Common development, was approximately 2.7 acres in size and located about one-third mile from the center of the Town.

MBTA Line	Fitchburg
Distance to Boston	15 miles
# Residential Units	20
Office	11,000 sq ft
Retail	11,000 sq ft
Developed Lot Size	2.7 acres

Table VI-2 – Concord Common TOD Development

a) Pre Development

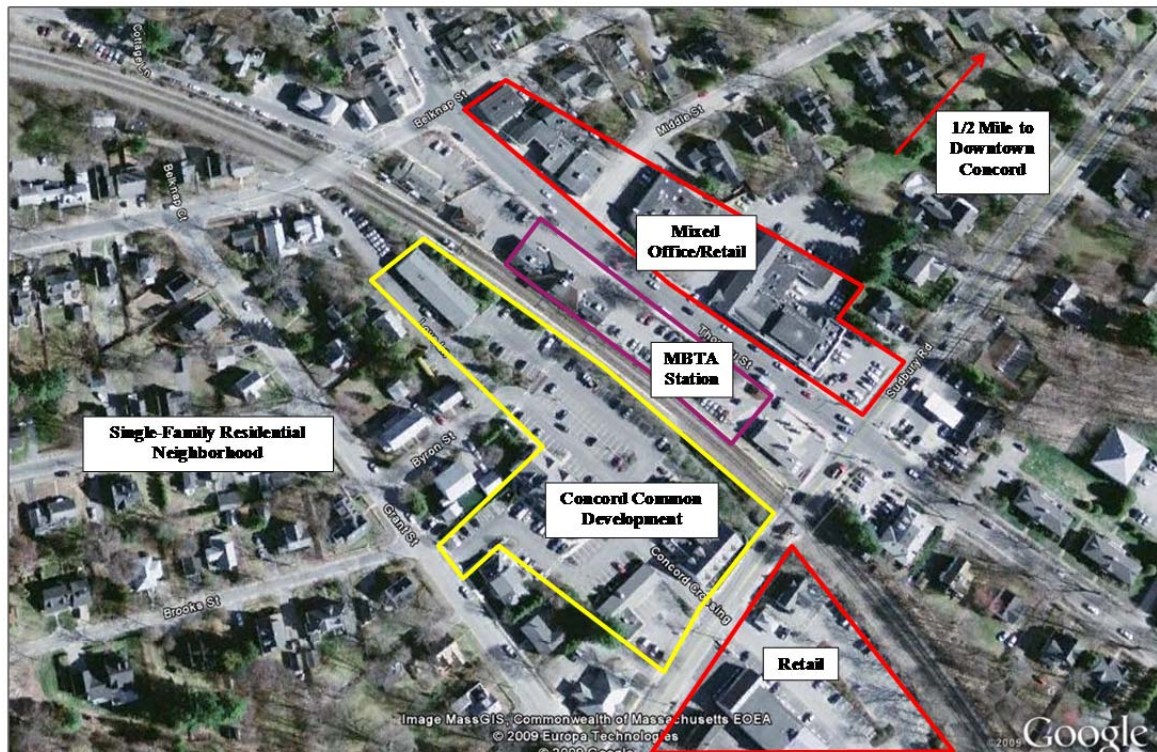
Prior to redevelopment, Concord Common was a lumberyard which ceased operation in the early 1990's. The site stood out as an excellent possibility for redevelopment due to its proximity to the commuter rail station and to the center of Concord. The area surrounding the site was for the most part a single family residential community with scattered retail

² From the *Boston Housing Market Outlook 2010*, December 2009, The Concord Group Real Estate Advisors.

locations close to the station. These retail sites included a gas station, local grocery store, and a chain restaurant.

b) Post Development

The Concord Common development consists of three mixed-used buildings with retail, office and residential space, including a 180 seat restaurant. The residential section is made up of 20 market rate apartments with adjacent parking. Initially, the Town wanted two of these units to be deemed as affordable, however, after negotiations, the developer agreed to provide four affordable units at a different location in Concord, and all of Concord Common's units are currently rented at market rates.



Map VI-1 – Concord Commons TOD and Surrounding Area

The site holds approximately 11,000 SF of office space, currently occupied by an insurance company and a non-profit educational facility, with the space along Washington Street currently vacant. There is approximately 11,000 SF of retail space with uses including a computer store, an Italian market, several restaurants and eateries. Redevelopment zoning for the site required that 146 parking spaces be constructed to support the new development, as well as provide commuter parking. The final number of spaces was negotiated down to 126, as the developer was able to show that space sharing could successfully meet the demand for parking. Approximately 15 of these spaces are dedicated to commuter parking. The area surrounding the commuter rail station and the Concord Common development remains a mostly residential community. However, there has been an increase in the amount of retail and office use within 0.2 miles since the Concord Common was completed. Some of these additional retail uses include banks, a pharmacy, gas stations, and grocery and specialty food stores. Whether this additional development is linked to the activity at the Concord Common is difficult to estimate. As part of the development, the Concord Planning Board

was also able to negotiate the inclusion of a small garden area adjacent to the development's parking area for residents to enjoy. In addition, the developer agreed to provide a landscaped pathway to the station from Sudbury Road, which runs perpendicular to the rail line.

c) Conclusions

The Concord Common redevelopment represents a small-scale transit oriented development which has met with relative success. The goals which the Town set out to achieve were met, and a vibrant, well-designed mixed-use project was constructed. The area surrounding both the station and the development has seen relatively successful growth since the completion of the project, contributing to the local economy and increasing the green space within the Town. Some key elements of the Concord Common development's success include:

- The Town's ability to lay out a well-thought out plan of what it wanted to achieve with the redevelopment.
- The selection of a developer who understood what the Town wanted, and was willing to cooperate to insure that all parties benefitted from the project.
- Along with these, the Town also demonstrated a willingness to cooperate with the developer so that the project would move forward.

2. Canton, MA

Canton is a community of approximately 22,000 located 15 miles southwest of Boston. Canton is situated one stop away from the terminus of the Stoughton branch of the Stoughton/Providence commuter line. The Town has a median annual household income of \$70,000.

MBTA Line	Stoughton
Distance to Boston	15 miles
# Residential Units	138
Office/Retail	35,000 sq ft
Developed Lot Size	13 Acres

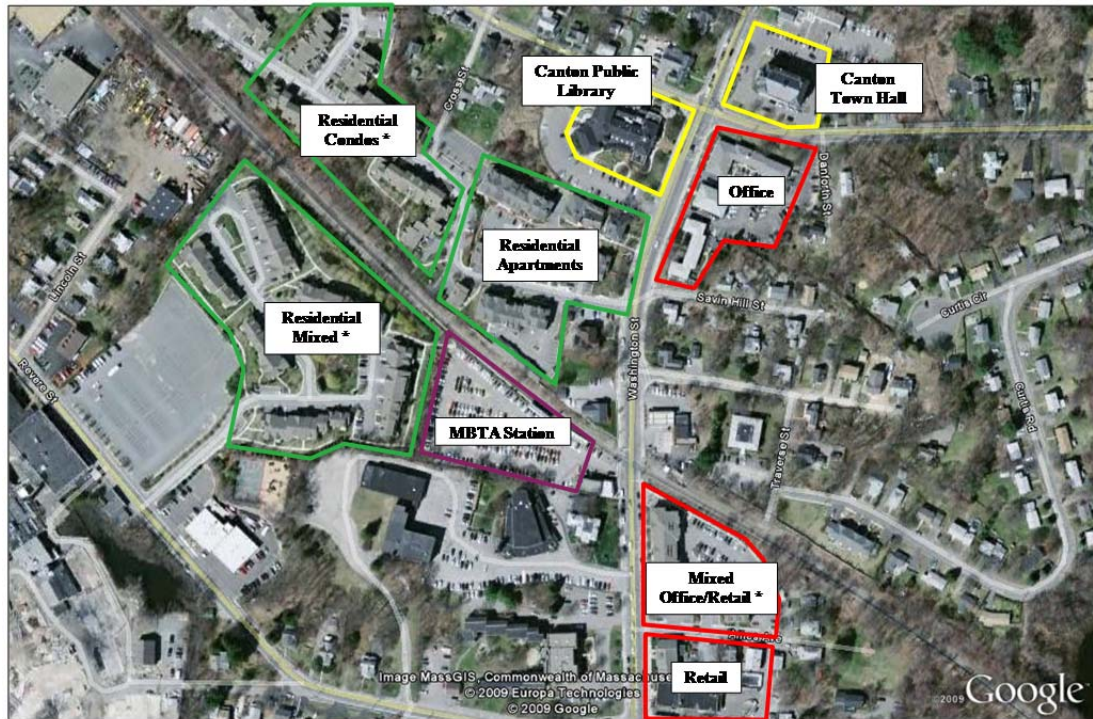
Table VI-3 - Canton, MA TOD Development

a) Pre Development

In the late 1990's, in the midst of a local economic decline, Canton saw many of its businesses close or relocate due to competition from nearby malls and office centers. Hoping to stem this economic loss and revitalize the Town's economy, Canton undertook a project to redesign the vision for the Canton Center area, which centers on the MBTA commuter rail station. The result of this effort was the Canton Center Economic Opportunity District Bylaw, a redevelopment initiative which led to significant increase in development around the Canton Center station. The new bylaw increased allowable residential unit density to one per 2,000 SF (approximately 21 units per acre) and allowed for 3,000 SF of commercial space per 10,000 SF of land area. It also encouraged mixed-use development and allowed for shared parking for two or more uses that have different peak demand times.

b) Post Development

The rezoning served as the catalyst for development in the area around the station and downtown. Since the passing of the bylaw, five new housing developments have been constructed within a five minute walk of the station, with three located directly adjacent to it with a combined 138 units, evenly split between apartments and condominiums.



Map VI-2 – Canton Center Station TOD and surrounding area

The community adjacent to the commuter parking lot is connected to the commuter station by a paved walkway granting easy access to residents. The new bylaw also led to the development of a mixed-use project along Washington Street, which runs perpendicular to the rail line. The development is approximately 35,000 SF of mixed retail/office space and includes a large adjacent parking lot. Tenants in the building include a law office, dental practice, doctor's office, a local convenience store and food pantry.

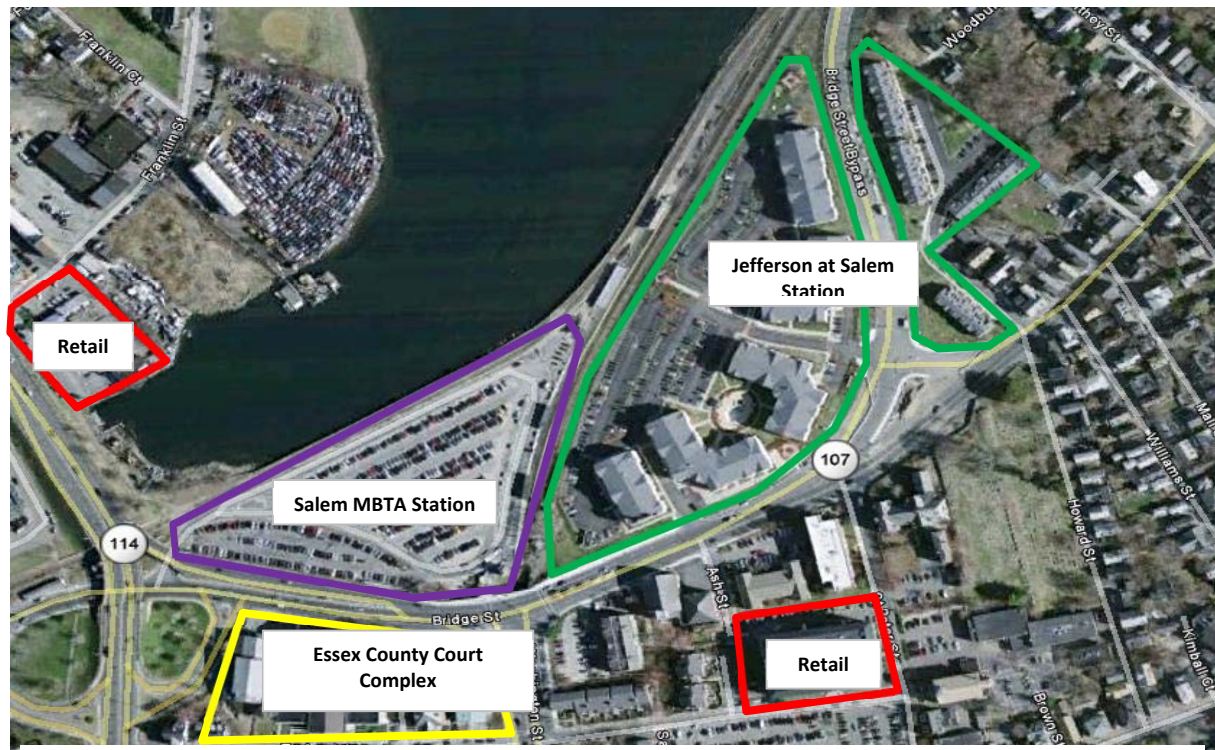
c) Conclusions

While not based directly on a single parcel like Concord, the overall redevelopment of the area around Canton Center Station is a good example of how development minded zoning reform can serve as a catalyst for economic and community growth. Through its new bylaw and a strong understanding of the value provided by its commuter rail station, the Town of Canton was able to encourage the conversion of underutilized space to modern, transit oriented development projects.

3. Salem, MA

Salem is a city of approximately 41,000 located 15 miles north of Boston. Its MBTA commuter station lies on the Newburyport/Rockport line, and services both commuters to

Boston and tourists visiting Salem’s historic sites. The station is located near the center of downtown Salem, close to retail locations and residential districts.



Map VI-3 – Salem Station, the Jefferson and Adjacent Uses

Immediately adjacent to the T-station is the Jefferson at Salem Station, a residential complex. Reportedly many of the residents utilize the T-station in order to reach jobs and destinations in and around Boston. Given its location, the Jefferson also provides residents with easy access to shops and services in downtown Salem. The Jefferson represents a successful land redevelopment project based largely on the presence of easily accessible public transit. The presence of the MBTA station contributes to the viability and value of the residential project, which in turn contributes to the growth and economic prosperity of downtown. While not a mixed-use project, it demonstrates the benefits of locating residential development adjacent to a mass transit location within a downtown environment.

4. Framingham, MA

Framingham is located about 20 miles west of Boston on the Worcester MBTA line, with a median household income of \$54,000 and a population of approximately 64,000. Framingham embarked upon an effort to identify locations around its downtown area suitable for redevelopment efforts. The study isolated two parcels immediately adjacent to the town’s MBTA commuter station as prime locations for potential TOD projects. These parcels have been identified as potential TOD sites, given their proximity to the downtown. The northern parcel is approximately 6-acres in size, while the southern parcel is approximately 5.7-acres. The northern parcel in Framingham is owned by CSX Corporation, and is currently used as an active rail-yard, suggesting that CSX would need to relocate its activities if a mixed-use TOD were to be pursued. The southern parcel is owned by various private entities, with uses ranging from parking lots to commercial retail and office uses.