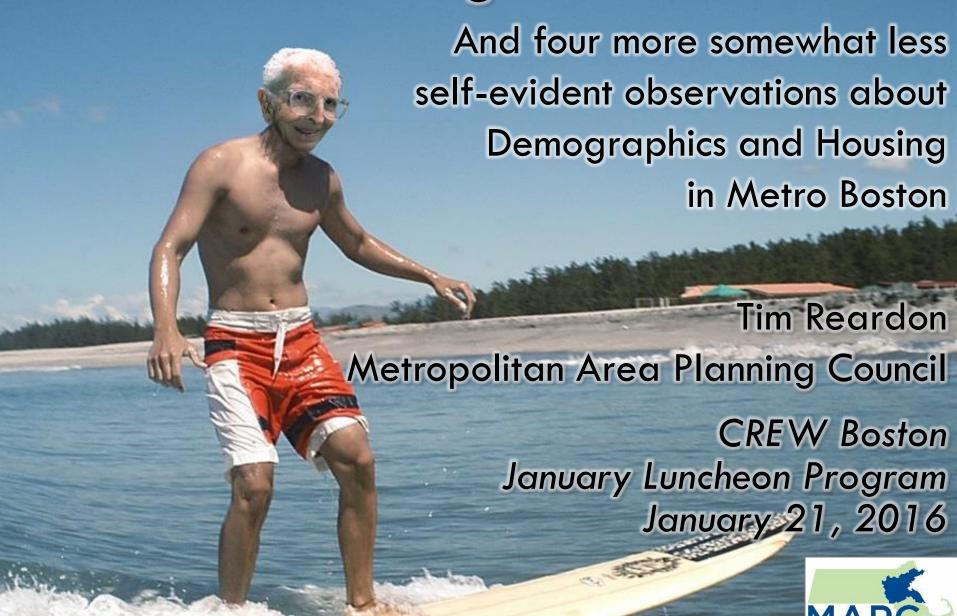
### We're Not as Young as We Used to Be



Housing demand: Population growth is only half the equation (or less)



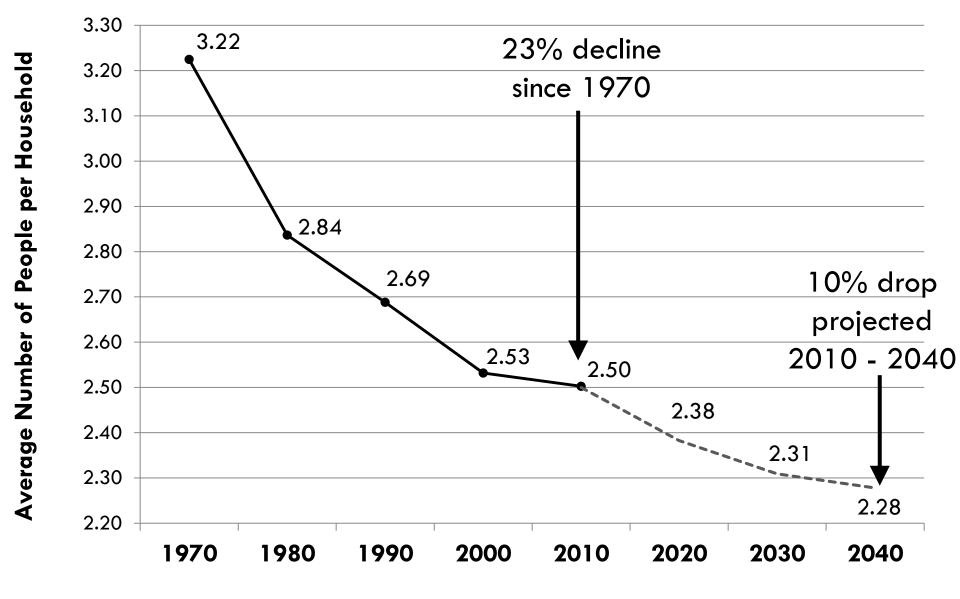
### Mary's Household 2000 - 2040



2000, age 45 2010, age 55

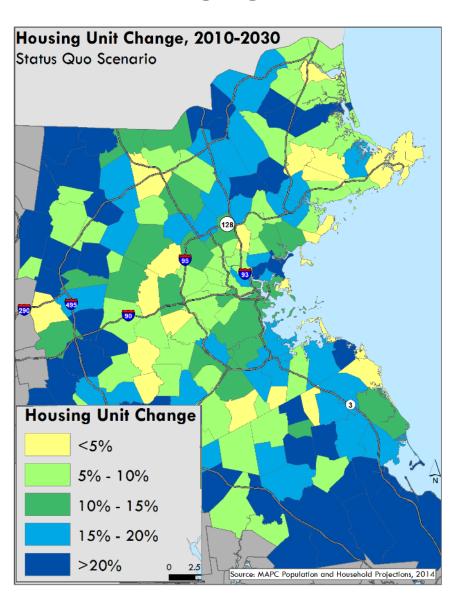
2020, age 65 2040, age 85

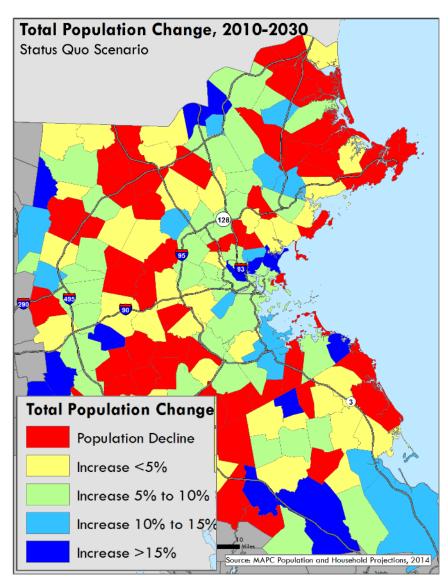
#### Average Household Size, Metro Boston, 1970 - 2040

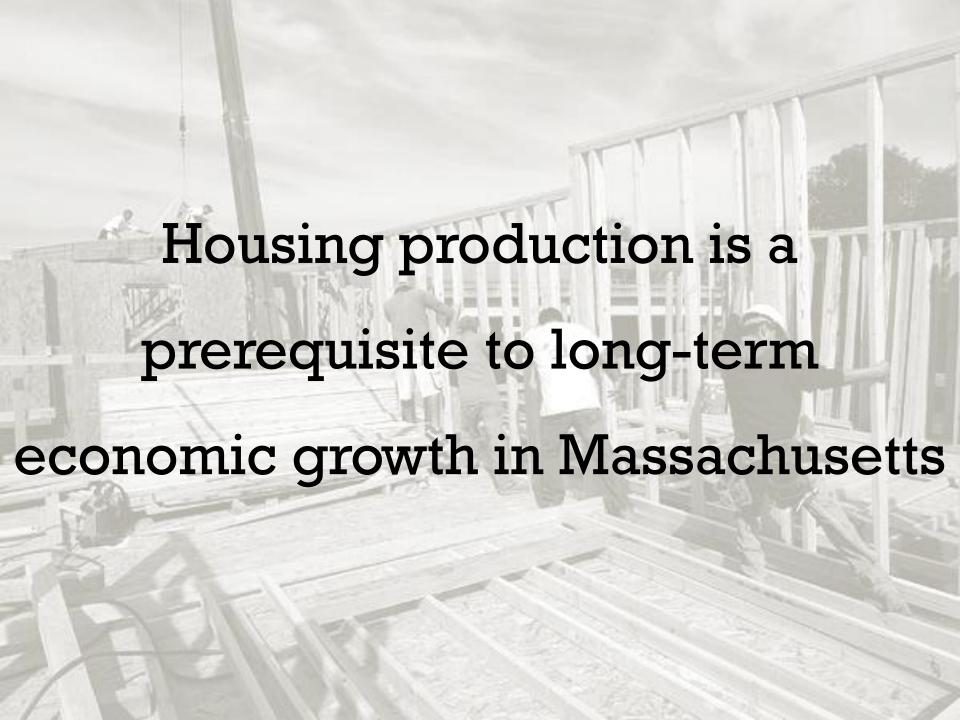




## Dozens of communities may see housing growth + population decline



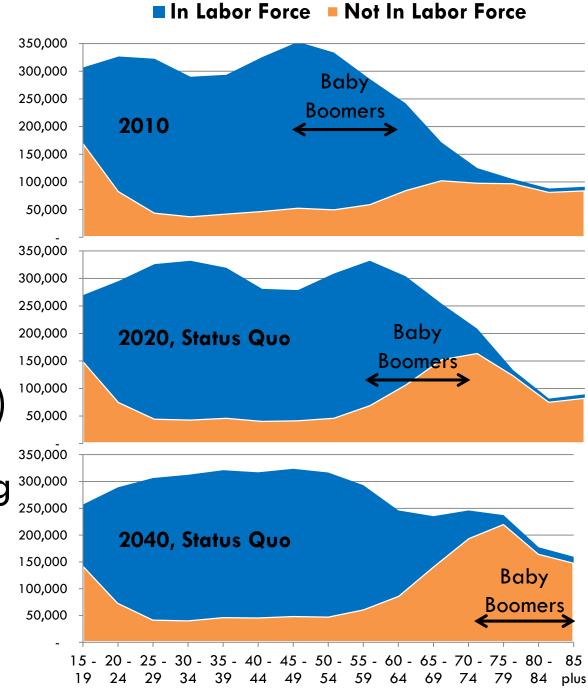




Baby Boomers comprise 49% of labor force

One million workers born before 1970 will retire by 2030 (39% of labor force)

State is not producing or importing enough young workers to fill vacant positions



### A Stronger Region is Possible

Population in the Labor Force, Metro Boston, 2010 - 2040, Status Quo vs. Stronger Region

Continued outmigration will result in stagnant labor force

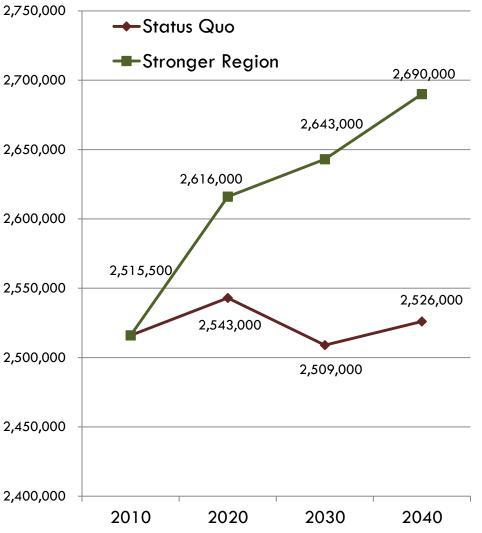
Net in-migration of

10,000 per year could 2,550,000

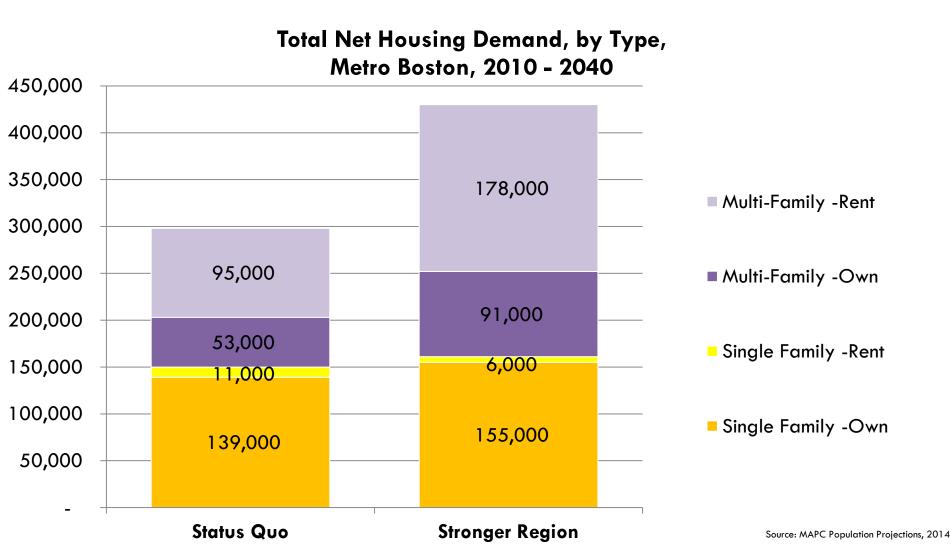
add 175,000 workers 2,500,000

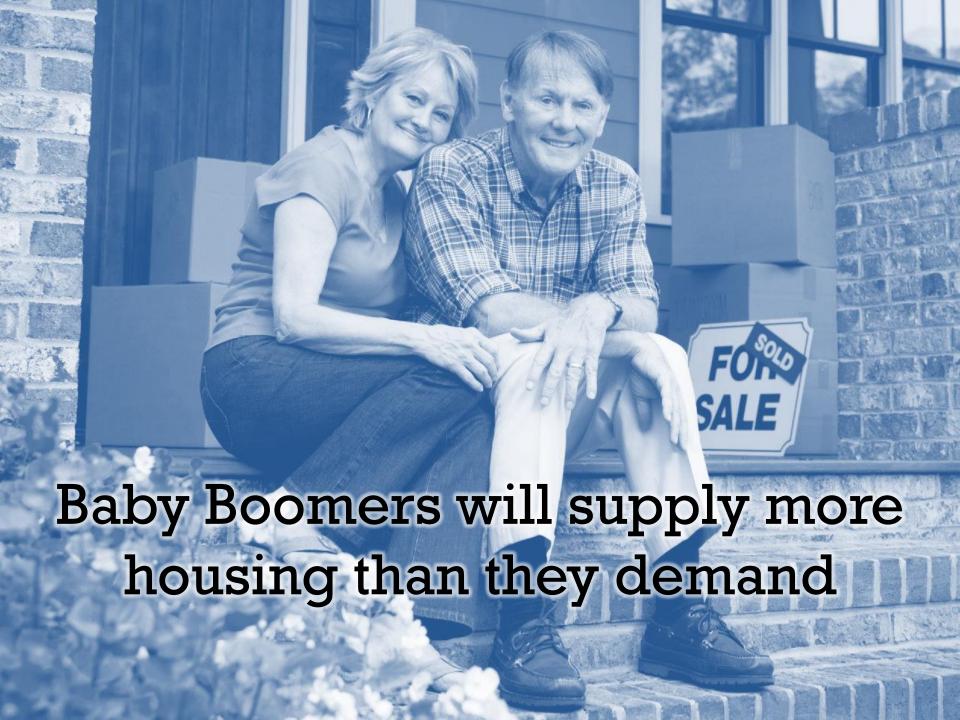
by 2040

(7% increase)

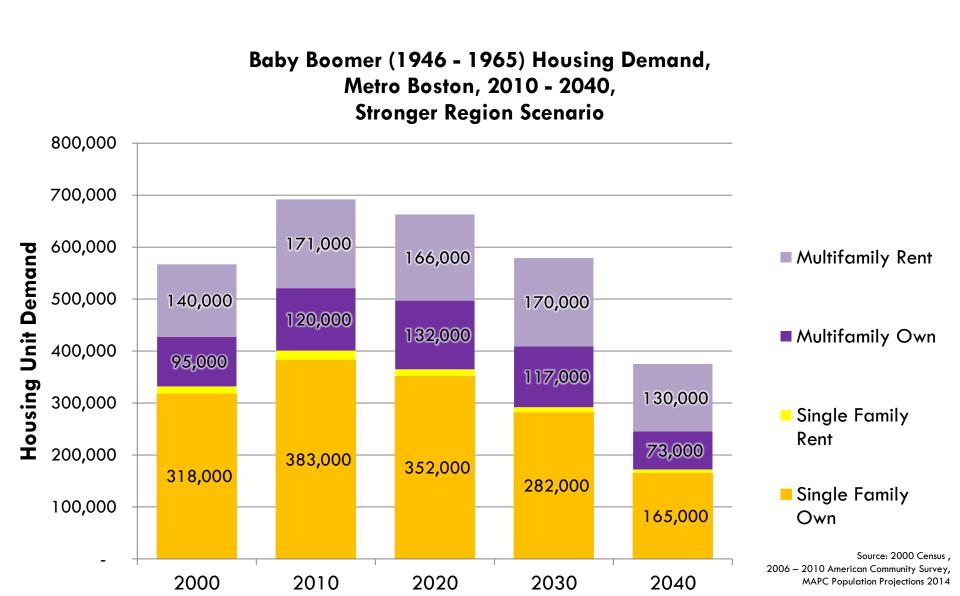


# Long-term economic growth requires 435,000 new units in Metro Boston, ~500,000 units statewide, by 2040

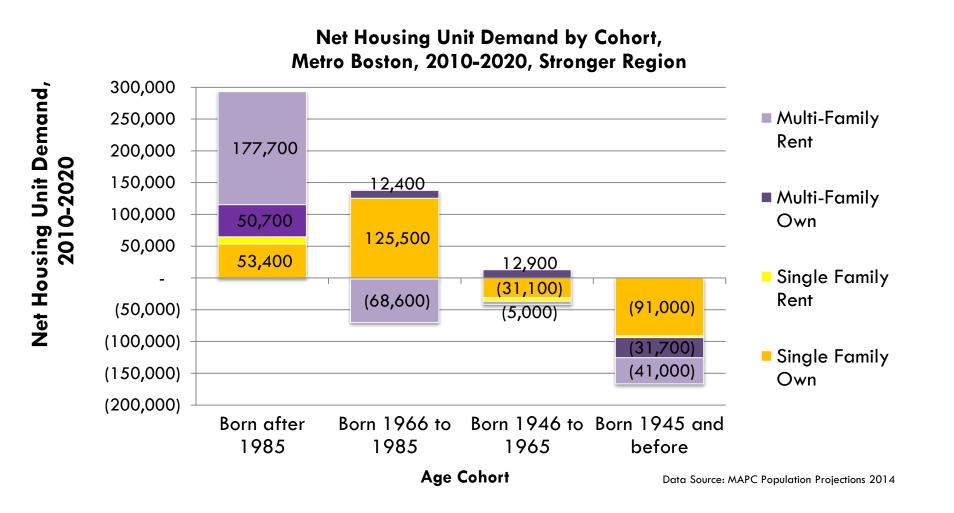




## Baby Boomers are occupying as many housing units as they ever will



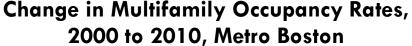
#### The coming single-family "senior sell-off"

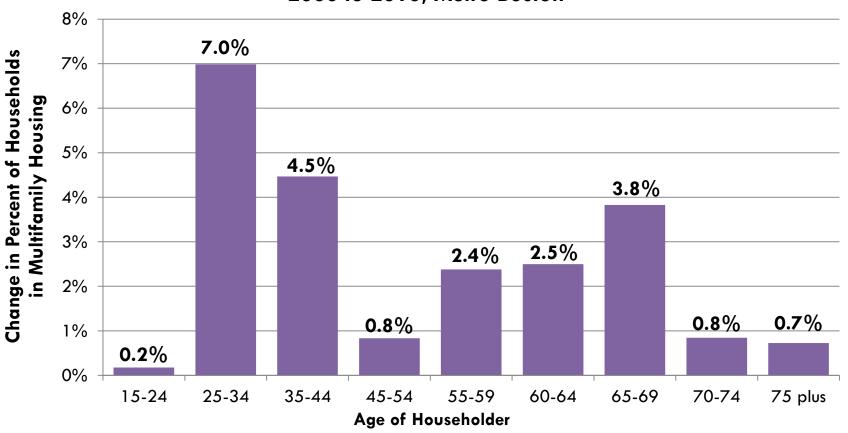


Puts 130,000 units back on the market by 2020, supplies 72% of demand for younger households



### Multifamily Occupancy is Growing



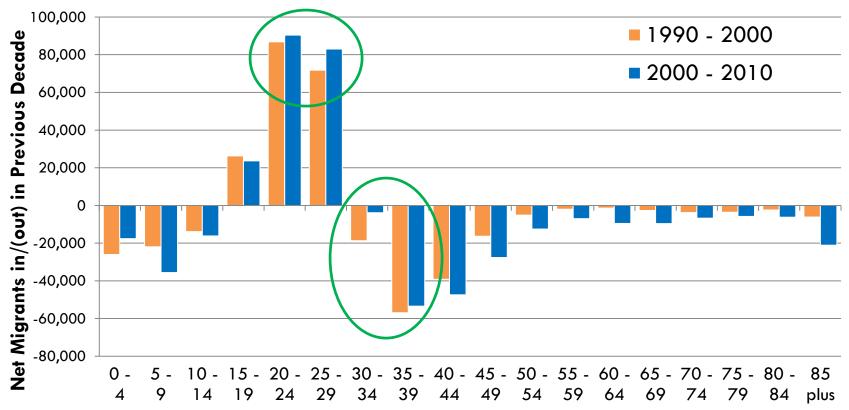


Multifamily occupancy increased for all age groups
Steepest increases among Millennials and Baby Boomers

### An Urban Resurgence is Underway

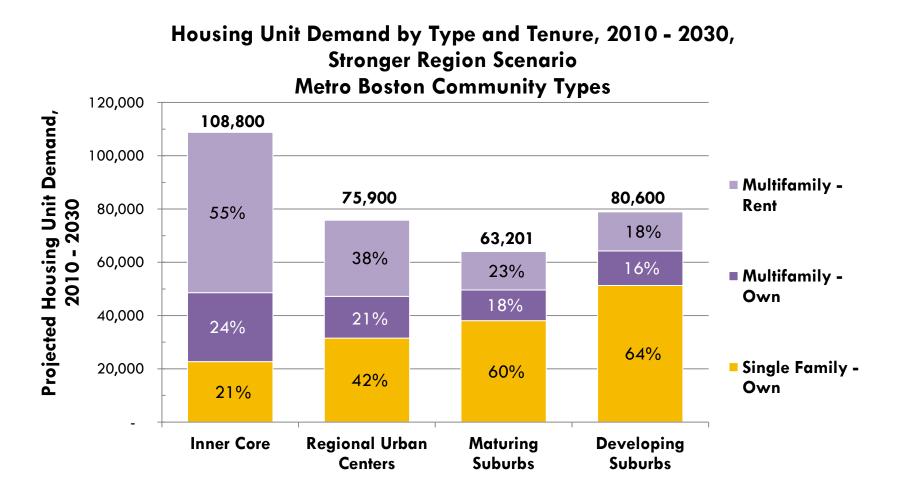
Urban municipalities attracted/retained 30,000 additional residents as compared to the 1990s





### A New Paradigm of Housing Demand

Metro Boston will need 435,000 new units by 2040 Most housing demand will be in urban communities Two-thirds of demand will be for multifamily



The calculus for assessing the impacts of housing production is changing radically and rapidly

Communities with declining working-age population will be at competitive disadvantage

Boomer downsizing satisfies only a portion of demand created by younger households

Long-term trends will drive continued demand for urban & multifamily housing

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www.housing.ma

