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**NATIONWIDE VALUATION AND MARKET FEASIBILITY EXPERTS**

*Promises Kept. Deadlines Met.*



# GILL GROUP

**Need and Demand Analysis For  
Sussex Trace Apartments  
7144 Leneave Lane  
Waverly, Virginia 23890**

**Prepared For  
TM Associates Management, Inc.  
1375 Piccard Drive #150  
Rockville, Maryland 20850**

**Effective Date  
February 21, 2020**

**Date of Report  
March 6, 2020**



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March 6, 2020

Mr. Adam Stockmaster  
TM Associates Management, Inc.  
1375 Piccard Drive #150  
Rockville, Maryland 20850

Dear Mr. Stockmaster:

Following is a market study which was completed for TM Associates Management, Inc., under the guidelines set forth by the Virginia Housing Development Authority. The subject is located at 7144 Leneave Lane in Waverly, Virginia, and is an existing Rural Development and Low Income Housing Tax Credit family development. The subject consists of eight two-story townhome buildings containing 50 units and an accessory building containing a laundry facility, office and maintenance area. The buildings have brick and siding exterior and asphalt shingle roofs. Unit amenities include a refrigerator, range/oven, garbage disposal, washer hook-up (2BR), washer/dryer hook-ups (3BR), blinds, patio and extra storage. Upon completion of renovation, the units will also contain a dishwasher. Project amenities include a picnic area, playground, tot lot, basketball court, laundry facility, on-site management, on-site maintenance, video surveillance and asphalt parking areas with approximately 90 parking spaces. Upon completion of renovation, the accessory building will offer free Wi-Fi.

The purpose of the following market study is to determine if the community has a need for the subject units. To do so, the analyst, Todd Douglas Poer, utilized data from the U.S. Census Bureau, ESRI Business Information Solutions and various other demographic resources. Community information and opinion was also utilized. This information was collected during a field survey conducted by Todd Douglas Poer while visiting the site on February 21, 2020. An attempt was made to survey 100 percent of all housing in the area.

I certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, engineer, attorney, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing Development Authority and written consent to such identity of interest by Virginia Housing Development Authority. All recommendations and conclusions are based solely on the professional opinion and best efforts of the analyst. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

Handwritten signature of Samuel T. Gill in black ink.

Samuel T. Gill  
Market Analyst

Handwritten signature of Janice F. Gill in black ink.

Janice F. Gill, MAI  
Market Analyst



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CERTIFICATION

This is to certify that a field visit was made by the market analyst or one of his associates and information was obtained from publications of federal, state and local agencies. Interviews were held with apartment owners or managers, local officials and others as appropriate who may be knowledgeable of the housing market in Waverly.

In accordance with Virginia Housing Development Authority, I hereby certify that the information provided in this Market Study was written according to Virginia Housing Development Authority's market study requirements and is truthful and accurate to the best of my knowledge and belief. The estimates of demand for family housing made by this report are based on the assumption of a free market situation, unencumbered by local mores, affirmative fair housing marketing or prejudice toward the site location.

This is to affirm that I will receive no fees which are contingent upon approval of the project by Virginia Housing Development Authority, before or after the fact, and that I will have no interest in the housing project.

Samuel T. Gill  
Market Analyst  
Tax ID Number: 43-1352932

Janice F. Gill, MAI  
Market Analyst

March 6, 2020



## IDENTITY OF INTEREST

I understand and agree that Virginia Housing Development Authority will consider an identity of interest to exist between the loan applicant as the party of the first part and general contractors, architects, engineers, attorneys, interim lenders, subcontractors, material suppliers or equipment lessors as parties of the second part under any of the following conditions:

1. When there is any financial interest of the party of the first part in the party of the second part;
2. When one or more of the officers, directors, stockholders or partners of the party of the first part is also an officer, director, stockholder or partner of the party of the second part;
3. When any officer, director, stockholder or partner of the party of the first part has any financial interest whatsoever in the party of the second part;
4. When the party of the second part advances any funds to the party of the first part other than an interim lender advancing funds to enable the applicant to pay for construction and other authorized and legally eligible expenses during the construction period;
5. When the party of the second part provides and pays on behalf of the party of the first part the cost of any legal services, architectural services or interim financing other than those of the survey, general superintendent or engineer employed by a general contractor in connection with obligations under the construction contract;
6. When the party of the second part takes stock or any interest in the party of the first part as part of the consideration to be paid them; and
7. When there exists or comes into being any side deals, agreements, contracts or undertakings entered into thereby altering, amending or canceling any of the required closing documents or approval conditions as approved by Virginia Housing Development Authority.

I certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing Development Authority and written consent to such identity of interest by Virginia Housing Development Authority. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

There is no identity of interest between the loan applicant and the Market Analyst or Gill Group.

Samuel T. Gill  
Market Analyst

Janice F. Gill, MAI  
Market Analyst

March 6, 2020





NCHMA MEMBER CERTIFICATION



Formerly known as  
National Council of Affordable  
Housing Market Analysts

This market study has been prepared by Gill Group, Inc., a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms Used in Market Studies*, and *Model Content Standards for the Content of Market Studies*. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Gill Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Gill Group, Inc. is an independent market analyst. No principal or employee of Gill Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

Samuel T. Gill  
Market Analyst

Janice F. Gill, MAI  
Market Analyst

Gill Group

March 6, 2020

## EXECUTIVE SUMMARY



### Executive Summary

It is the opinion of the analyst that a market exists for the proposed construction of a 50-unit development designed for families and that there is no need for alterations of any kind. This recommendation is made based on the information included in this report and assuming that the project is completed as detailed in this report. Any changes to the subject could alter the findings in this report.

### Project Description

The subject, Sussex Trace Apartments, is an existing Section 8 multifamily development that contains 50 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 40, 50 and 60 percent of the area median income, or between \$26,674 and \$60,180, annually.

Sussex Trace Apartments is comprised of eight two-story townhome buildings containing 50 units and an accessory building containing a laundry facility, office and maintenance area. The buildings are of frame construction with brick and siding exterior and asphalt shingle roofs.

The following chart lists the subject's current unit mix:

Unit Type	# of Units	Square Footage	Total Square Footage
2/1	30	876	26,280
3/1.5	17	1,086	18,462
3/1.5 HC	3	1,086	3,258
	<b>50</b>		<b>48,000</b>

Upon completion of its rehabilitation, the subject will consist of the following unit mix:

Unit Type	# of Units	Square Footage	Total Square Footage
2/1	27	876	23,652
3/1.5	14	1,086	15,204
3/1.5 HC	3	1,086	3,258
4/2	6	1,315	7,890
	<b>50</b>		<b>50,004</b>

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
2/1	2	876	40%	\$778	\$911	\$111	\$800
2/1	11	876	50%	\$972	\$911	\$111	\$800
2/1	14	876	60%	\$1,167	\$911	\$111	\$800
3/1.5 HC	2	1,086	40%	\$899	\$1,003	\$128	\$875
3/1.5 HC	1	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	6	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	8	1,086	60%	\$1,348	\$1,003	\$128	\$875
4/2	1	1,315	40%	\$1,003	\$1,015	\$140	\$875
4/2	2	1,315	50%	\$1,253	\$1,015	\$140	\$875
4/2	3	1,315	60%	\$1,504	\$1,015	\$140	\$875

\*The maximum rents at 40 percent of the area median income exceed the maximum gross rent. However, all of the subject's 50 units receive subsidies through the Section 8 HAP Contract. Therefore, these tenants will not be required to pay more than 30 percent of their income or the maximum LIHTC rent.



**Income Averaging**

The developer is not electing to use the income-average minimum set-aside option.

**Housing Profile**

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 13.0 percent. The current vacancy rate in surveyed market-rate apartment complexes is 2.7 percent.

The development does not have an adverse impact on the market area. There were three income-restricted developments confirmed in the market area. Birch Island Apartments is the most similar to the subject in unit mix. Waverly Village Apartments is also similar to the subject since it has rents at 40 and 60 percent AMI. However, this property does not contain three-bedroom units. In addition, the majority of the comparables contain a waiting list. Therefore, the market area is not saturated.

**Market Feasibility**

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY				
	All Units @ 40% (\$0 - \$40,120)	1BR Units @ 50% (\$0 - \$50,150)	All Units @ 60% (\$0 - \$60,180)	Project Total (\$0 - \$60,180)
<b>Income Restrictions:</b>				
All Units at Subject	1.2%	4.3%	5.1%	9.8%
Vacant Units at Subject	0.0%	0.0%	3.3%	3.1%

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY				
	All Units @ 40% (\$26,674 - \$40,120)	All Units @ 50% (\$31,234 - \$50,150)	All Units @ 60% (\$31,234 - \$60,180)	Project Total (\$26,674 - \$60,180)
<b>Income Restrictions:</b>				
All Units at Subject	5.7%	24.6%	23.2%	29.7%
Vacant Units at Subject	0.0%	0.0%	14.9%	9.5%

Overall the market shows a net demand of 508 units for all units when considering subsidies. The subject is an existing development that contains 50 units. The overall capture rate for all units is 9.8 percent. However, as the property is existing and the tenants are likely to remain after rehabilitation, the capture rate including only the vacant units is 3.1 percent.

When only the vacant units are considered, the overall capture rate for the property, is 3.1 percent, which is considered acceptable. Therefore, it is the opinion of the analyst that a market exists for the rehabilitation of a 50-unit development.

After researching the vacancy rates of the existing units in the area, it is firmly believed that the development will satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.



### Evaluation of Project

The subject is located at 7144 Leneave Lane. Therefore, the subject has average visibility and easy access. The subject's site plan and project design are similar to competing apartment developments. The subject's unit mix of two-, three- and four-bedroom units is suitable in the market. The subject's unit and project amenities are competitive with the surveyed comparables. The subject's rents will provide a good value to prospective tenants.

### Positive/Negative Attributes

**Strengths:** The subject's location is comparable to other developments in the market area. Its in-unit and common area amenities are competitive with the other developments in the market area. When these factors are taken into consideration, the subject's proposed units provide a good value to prospective tenants.

**Weaknesses:** There are no apparent weaknesses.

### Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities are competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Sussex Trace Apartments is an existing 50-unit Low Income Housing Tax Credit complex. The development is currently 68 percent occupied due to the property anticipating an upcoming renovation. An absorption period was established as if the development were a vacant Low Income Housing Tax Credit Development. After researching the vacancy rates of the existing units in the area, it is firmly believed that the development will satisfy a portion of the continued demand for the units within the market. It is estimated that a 95+ percent occupancy level can be achieved in six to nine months. Our interviews with apartment managers substantiate the absorption rate. It is believed that the subject will absorb five to seven units per month; therefore, reaching a stable occupancy level within six to nine months. However, it has 16 vacant units. Therefore, the effective absorption rate is between two and three months.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the existing development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

## INTRODUCTION AND SCOPE OF WORK



## Introduction and Scope of Work

The Scope of Work Rule requires us to gather and analyze information about those assignment elements that are necessary to properly identify the problem to be solved. According to the Standards Rule 1-2, identification of the problem to be solved requires us to identify the following assignment elements.

- Client and any other intended users: The client and developer for this market study assignment is TM Associates Management, Inc. The intended users of the report are TM Associates Management, Inc. and Virginia Housing Development Authority. No other users are intended.
- Intended use of the analyst's opinions and conclusions: The intended use of this market study is to apply for Low Income Housing Tax Credits through Virginia Housing Development Authority.
- Effective date of the analyst's opinions and conclusions: The effective date of the rental estimate is February 21, 2020.
- Subject of the assignment and its relevant characteristics: The subject property is an existing 50-unit apartment complex to be known as Sussex Trace Apartments. It is located on Leneave Lane, which is located east of State Highway 40. Its physical address is 7144 Leneave Lane.
- Assignment conditions: Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work. The following assumptions are used in this market study assignment:
  - An environmental audit was not provided. I am not qualified to complete an environmental audit. The stated opinion of rental rates is predicated on the assumption that no hazardous substances or conditions materially affect the subject property.
  - The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific compliance survey or analysis of the identified property has been made to determine whether it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property will not comply with one or more of the requirements of the Act. If so, this fact could have an adverse impact upon the value of the property. Since there is no direct evidence relating to this issue, it is assumed that no substantial immediate outlays will be mandated by governing authorities to meet ADA requirements.
- The building improvements meet all governing codes, unless otherwise noted in this report.



An **extraordinary assumption**<sup>1</sup> is defined as:

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis.

An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The analyst has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.<sup>2</sup>

The following extraordinary assumptions are used in this market study consultation assignment: *The market study was written under the extraordinary assumption that the property will be rehabilitated as indicated in the Scope of Work.*

A **hypothetical condition**<sup>3</sup> is defined as:

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market condition or trends; or about the integrity of data used in an analysis.

A hypothetical condition may be used in an assignment only if:

- Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;
- Use of the hypothetical condition results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for hypothetical conditions.<sup>4</sup>

The following hypothetical condition are used in this market study consultation assignment: *The market rents in the need and demand analysis were determined under the hypothetical condition that the subject will be unrestricted or conventional and not subject to any rent restrictions.*

<sup>1</sup> Uniform Standards of Professional Appraisal Practice, *2020-2021 Edition* (The Appraisal Foundation, 2020), pg. 4

<sup>2</sup> Uniform Standards of Professional Appraisal Practice, *2020-2021 Edition* (The Appraisal Foundation, 2020), pg. 14

<sup>3</sup> Uniform Standards of Professional Appraisal Practice, *2020-2021 Edition* (The Appraisal Foundation, 2020), pg. 4

<sup>4</sup> Uniform Standards of Professional Appraisal Practice, *2020-2021 Edition* (The Appraisal Foundation, 2020), pg. 14





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This market study was completed in accordance with the requirements set forth in Virginia Housing Development Authority's 2020 Market Study Guidelines.

Janice F. Gill, MAI, a State Certified General Real Estate Appraiser, oversaw and supervised all data collection and analysis and performed the research. The following actions were taken to complete this appraisal.

- On February 21, 2020, Todd Douglas Poer, Market Analyst, conducted an interior and exterior inspection of the subject property to determine the property's physical and functional characteristics. Todd Douglas Poer inspected common areas, mechanical rooms, exterior grounds and the following units: Unit 2951, Unit 7137, Unit 7145, Unit 7165, Unit 7177, Unit 29245 and Unit 29253. He measured the units and/or viewed the plans to verify unit sizes. He interviewed Michael Severe to determine the rental rates, services and amenities offered to the tenants of the subject property.
- The purpose of this market study is to determine if the community has a need for the subject units. To do so, the analysts utilize data from the U.S. Census Bureau, Nielsen Claritas and Ribbon Demographics and various other demographic resources. Community information and opinion was also utilized. The research retrieved data from several of the following: internet sites, local newspapers and rental publications, town records, owners and managers of local apartment properties, local real estate brokers, fellow analysts and the analyst's office files.
- During the week of February 21, 2020, Todd Douglas Poer inspected the exterior of each comparable property used in the analysis. When available, Todd Douglas Poer inspected the interiors of the comparable properties. Unit sizes were measured when an interior inspection was available, or from floor plans (excluding balconies/patios and mechanical areas) if available.
- During the verification process, Todd Douglas Poer, or one of his associates, talked with the managers or leasing agents of the comparable properties, to confirm all data and to collect additional information about each comparable, including size, age, amenities, occupancy rates and general market information. Whenever possible, floor plans and brochures were obtained, which describe the comparable properties unit size, feature and amenities.

**PROPERTY DESCRIPTION**



### Property Description

Project Name: Sussex Trace Apartments  
Location: 7144 Leneave Lane  
Waverly, Virginia  
Project Type: Family  
Construction Type: Acquisition/Rehabilitation  
Developer: TM Associates Management, Inc.  
Area Median Family Income: \$86,400

The subject, Sussex Trace Apartments, is a proposed Section 8 multifamily development that contains 50 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 40, 50 and 60 percent of the area median income, or between \$26,674 and \$60,180, annually. The developer is not electing to use the income-average minimum set-aside option.

### Project Design

Sussex Trace Apartments is comprised of eight two-story townhome buildings containing 50 units and an accessory building containing a laundry facility, office and maintenance area. The buildings are of frame construction with brick and siding exterior and asphalt shingle roofs. The property is not a scattered site development.

### Unit Features

Each unit contains the following amenities: refrigerator, range/oven, garbage disposal, washer hook-up (2BR), washer/dryer hook-ups (3BR), blinds, patio and extra storage. Upon completion of renovation, the units will also contain a dishwasher.

### Common Amenities and Services

The property will provide the following project amenities: picnic area, playground, tot lot, basketball court, laundry facility, on-site management, on-site maintenance, video surveillance and asphalt parking areas with approximately 90 parking spaces. Upon completion of renovation, the accessory building will offer free Wi-Fi.

### Parking

The complex contains open asphalt parking areas with approximately 90 parking spaces. This parking ratio is slightly lower than two spaces per unit.



**Utilities**

The following table describes the project's current utility combination.

UTILITY SCHEDULE		
Utility	Type	Who Pays
Heat	Central Electric	Tenant
Air Conditioning	Central Electric	Tenant
Hot Water	Electric	Tenant
Cooking	Electric	Tenant
Other Electric	Electric	Tenant
Cold Water/Sewer	N/A	Landlord
Trash Collection	N/A	Landlord
Cable/Satellite	N/A	Tenant
Internet	N/A	Tenant

The following table describes the project's proposed utility combination.

UTILITY SCHEDULE		
Utility	Type	Who Pays
Heat	Central Electric	Tenant
Air Conditioning	Central Electric	Tenant
Hot Water	Electric	Tenant
Cooking	Electric	Tenant
Other Electric	Electric	Tenant
Cold Water/Sewer	N/A	Landlord
Trash Collection	N/A	Landlord
Cable/Satellite	N/A	Tenant
Internet	Common Area Wi-Fi	Landlord

**Unit Mix, Size and Rent Structure**

The following chart lists the subject's existing unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Footage	Contract Rent	Utility Allowance
2/1	30	876	\$707	\$111
3/1.5	17	1,086	\$786	\$124
3/1.5 HC	3	1,086	\$812	\$128
	<b>50</b>			



The following chart lists the subject's proposed unit distribution by unit type, size and rent structure. Upon completion of its rehabilitation, the subject's unit mix will be slightly changed.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
2/1	2	876	40%	\$778	\$911	\$111	\$800
2/1	11	876	50%	\$972	\$911	\$111	\$800
2/1	14	876	60%	\$1,167	\$911	\$111	\$800
3/1.5 HC	2	1,086	40%	\$899	\$1,003	\$128	\$875
3/1.5 HC	1	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	6	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	8	1,086	60%	\$1,348	\$1,003	\$128	\$875
4/2	1	1,315	40%	\$1,003	\$1,015	\$140	\$875
4/2	2	1,315	50%	\$1,253	\$1,015	\$140	\$875
4/2	3	1,315	60%	\$1,504	\$1,015	\$140	\$875

\*The maximum rents at 40 percent of the area median income exceed the maximum gross rent. However, all of the subject's 50 units receive subsidies through the Section 8 HAP Contract. Therefore, these tenants will not be required to pay more than 30 percent of their income or the maximum LIHTC rent.

The subject property will attract residents with incomes between \$26,674 and \$60,180, annually.

LIHTC INCOME LIMITS			
Person in Households	40%	50%	60%
1	\$24,200	\$30,250	\$36,300
2	\$27,680	\$34,600	\$41,520
3	\$31,120	\$38,900	\$46,680
4	\$34,560	\$43,200	\$51,840
5	\$37,360	\$46,700	\$56,040
6	\$40,120	\$50,150	\$60,180

Source: HUD

### Tenant Services

The subject will not offer any tenant services.

### Scope of Rehabilitation

The property will undergo a substantial rehabilitation and will be in good condition. The proposed scope of work is comprehensive and includes replacement of appliances, kitchen cabinets, bath vanities and medicine cabinets, windows, interior and exterior doors, hot water heaters, air conditioning units, toilets and baths, flooring and structural elements such as exterior brick and wall supports, roofing and re-grading and striping of the parking lots. In addition, a dishwasher will be added to each unit, and common area Wi-Fi will be added to the accessory building. The total estimated cost of rehabilitation is \$3,363,963, or \$67,279 per unit. The rehabilitation is anticipated to begin in March 2021 and end in December 2021.



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### Location/Site Characteristics

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The property site contains approximately 203,991 square feet, or 4.683 acres. According to town officials, the subject is zoned R-1, General Residential District. The subject is a legal, conforming use. The subject is located on one single site, and it is not a scattered site development. The subject is located in Census Tract #8703.00.

The neighborhood is primarily of vacant land. Vacant land and single-family residences is located north of the site. Vacant land is located south of the site. Vacant land is located east of the subject. Vacant land and single-family residences is located west of the subject. The neighborhood is 60 percent built up. Approximately 35 percent of the land use is made up of single-family residences. About 40 percent is comprised of single-family residences. Another 15 percent of the land use is made up of commercial properties. The remaining five percent is multifamily dwellings. The area is mostly rural. The subject is located along Leneave Lane. Therefore, the subject has average visibility and easy access.

## SITE EVALUATION



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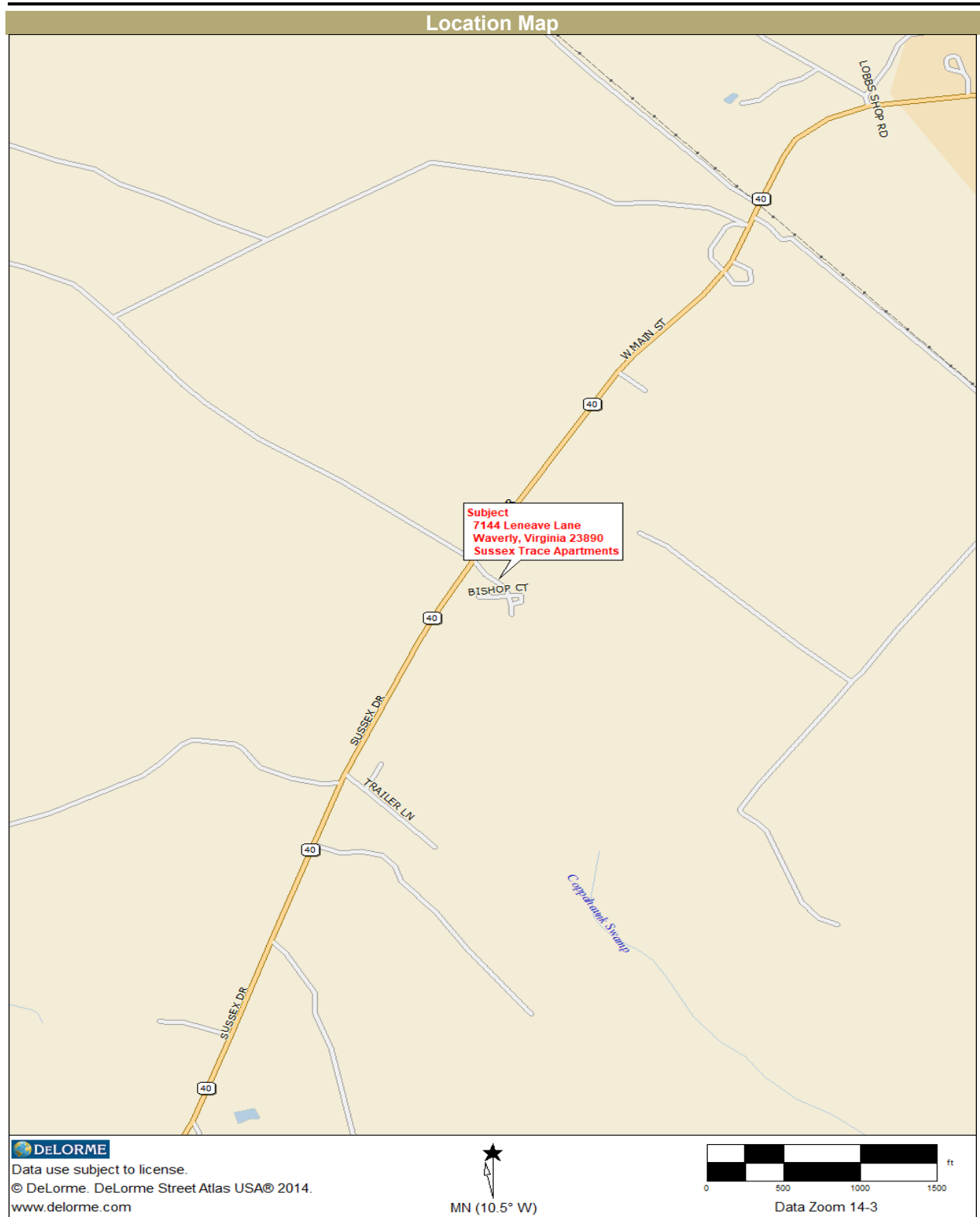
### Project Location

The existing development contains 50 family units in Waverly, Virginia. Waverly is located in the southern portion of the State of Virginia. Nearby cities include the following: Henderson, North Carolina; Roanoke Rapids; North Carolina; Petersburg, Virginia; Colonial Heights, Virginia; Wake Forest, North Carolina and Rocky Mount, North Carolina.

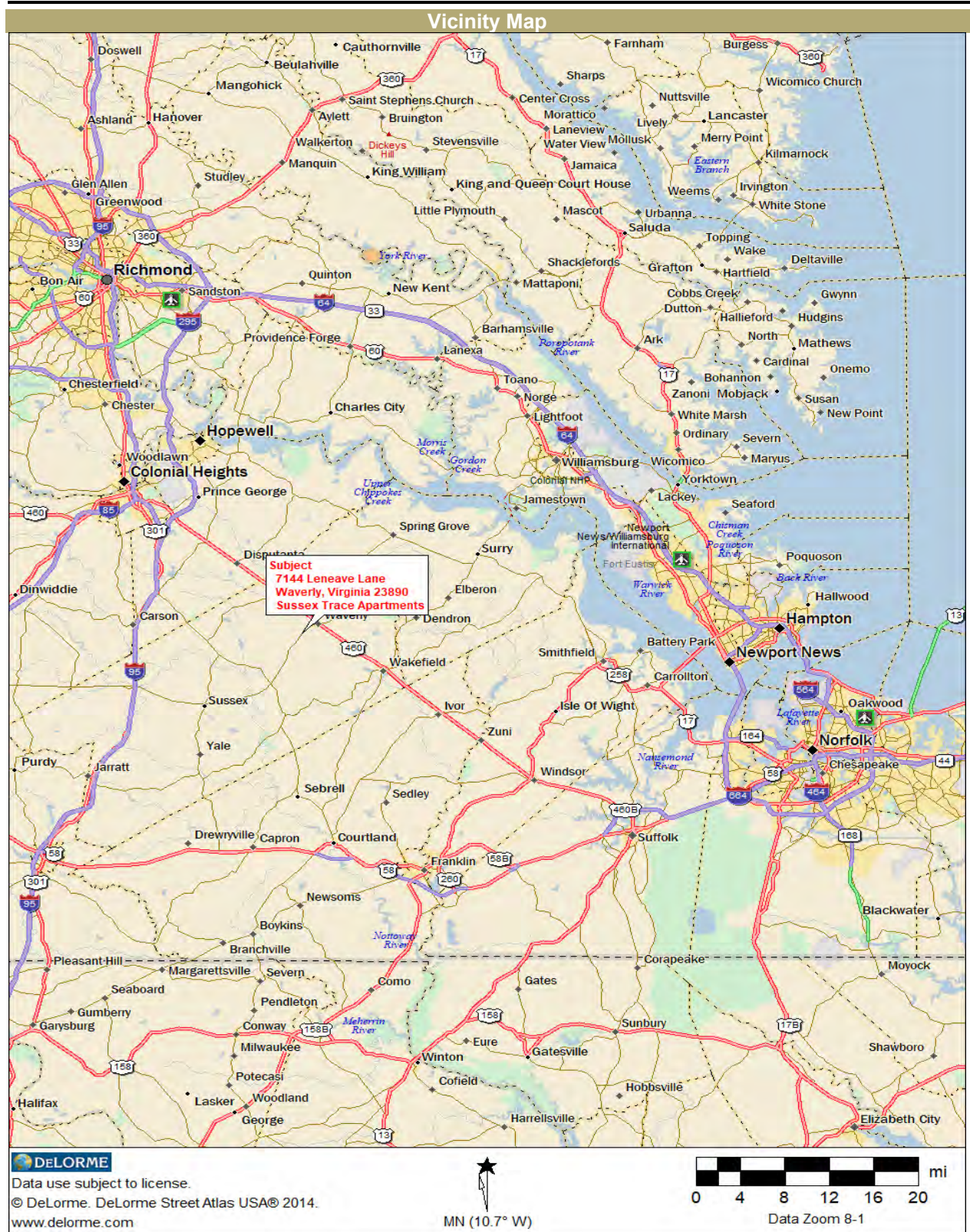
The primary market area consists of the following census tracts in Sussex County: 8702.01, 8702.02, 8703.00 and 8704.00; the following census tracts in Isle of Wight County: 2802.00, 2803.00 and 2804.00; the following census tract in Southampton County: 2001.00; and the following census tract in Surry County: 8602.00. The market area has the following boundaries: North – Colonial Trail West, Colonial Trail East, State Highway 626/Jones Drive, State Highway 621/Mill Swamp Road, State Highway 680/Stallings Creek Drive, State Highway 680/Magnet Drive, State Highway 709/Waterworks Road, U.S. Highway 258/Courthouse Highway, State Highway 620/Scotts Factory Road, State Highway 620/Muddy Cross Drive, State Highway 620/Tan Road and Brewers Creek; South – Raccoon Creek, Nottoway River, Carys Bridge Road, State Highway 35/Plank Road, State Highway 628/Wakefield Road, State Highway 728/Guy Place Road, State Highway 616/Ivor Road, Nottoway Swamp, State Highway 642/Maple Avenue, Cypress Swamp, State Highway 635/Black Creek Road, State Highway 619/Burdette Road and Franklin City limits; East – Suffolk City; and to the West – Nottoway River and Prince George County. This is the area from which the subject would normally draw its applicants.

Waverly is served by U.S. Highway 460 and State Highways 35, 40, 602, 622, 631, 645 and 655. The subject is southwest of the town. The subject is located along Leneave Lane.





Sussex Trace Apartments  
7144 Leneave Lane  
Waverly, Virginia 23890





## Community and Site Information

### Site Characteristics

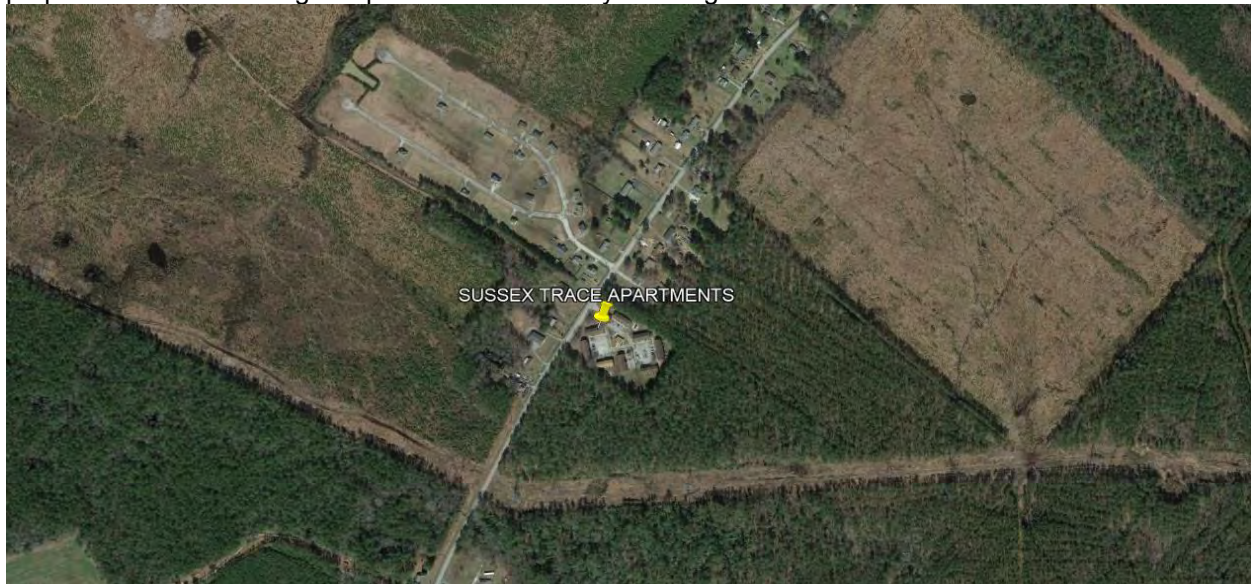
The site is in a primarily residential neighborhood southwest of Waverly. The subject is located along Leneave Lane.

The property is easily accessed via Leneave Lane which is located east of State Highway 40, one of the major thoroughfares through the town. State Highway 40 connects to U.S. Highway 460.

The property site contains approximately 203,991 square feet, or 4.683 acres. According to town officials, the subject is zoned R-1, General Residential District. The subject is a legal, conforming use. The subject is located on one single site, and it is not a scattered site development. The subject is located in Census Tract #8703.00.

### Surrounding Land Uses

The neighborhood is primarily of vacant land. Vacant land and single-family residences is located north of the site. Vacant land is located south of the site. Vacant land is located east of the subject. Vacant land and single-family residences is located west of the subject. The neighborhood is 60 percent built up. Approximately 35 percent of the land use is made up of single-family residences. About 40 percent is comprised of single-family residences. Another 15 percent of the land use is made up of commercial properties. The remaining five percent is multifamily dwellings.





Subject Photos



View of Sign



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Accessory Building



View of Office



View of Laundry Facility



View of Laundry Facility





View of Playground



View of Tot Lot



View of Mail Center



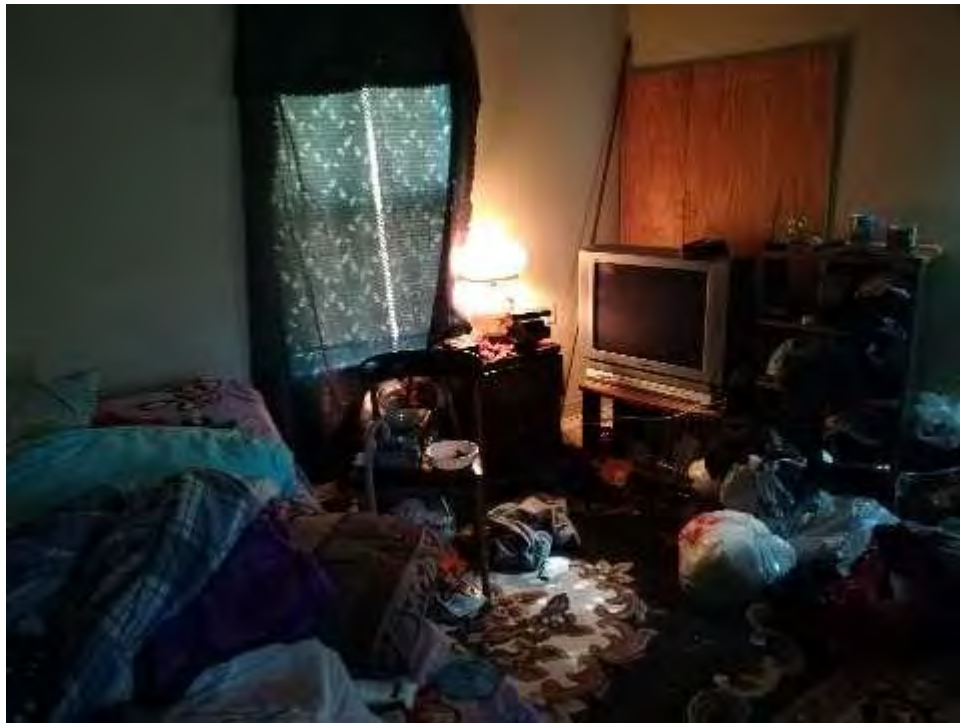
View of Maintenance Area



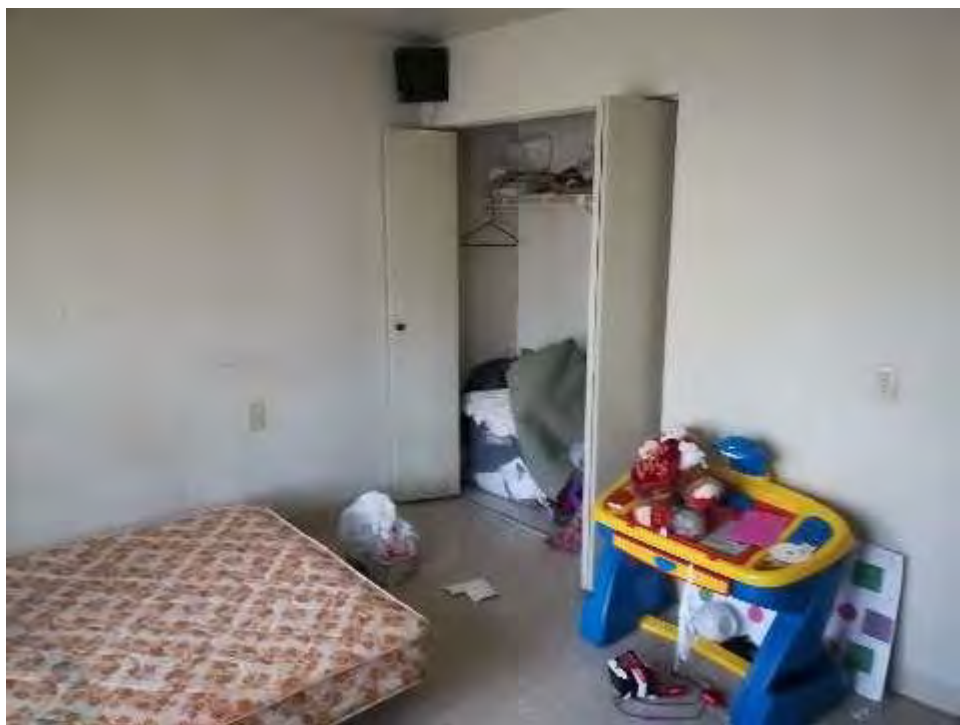
View of Typical Living Area



View of Typical Kitchen



View of Typical Bedroom



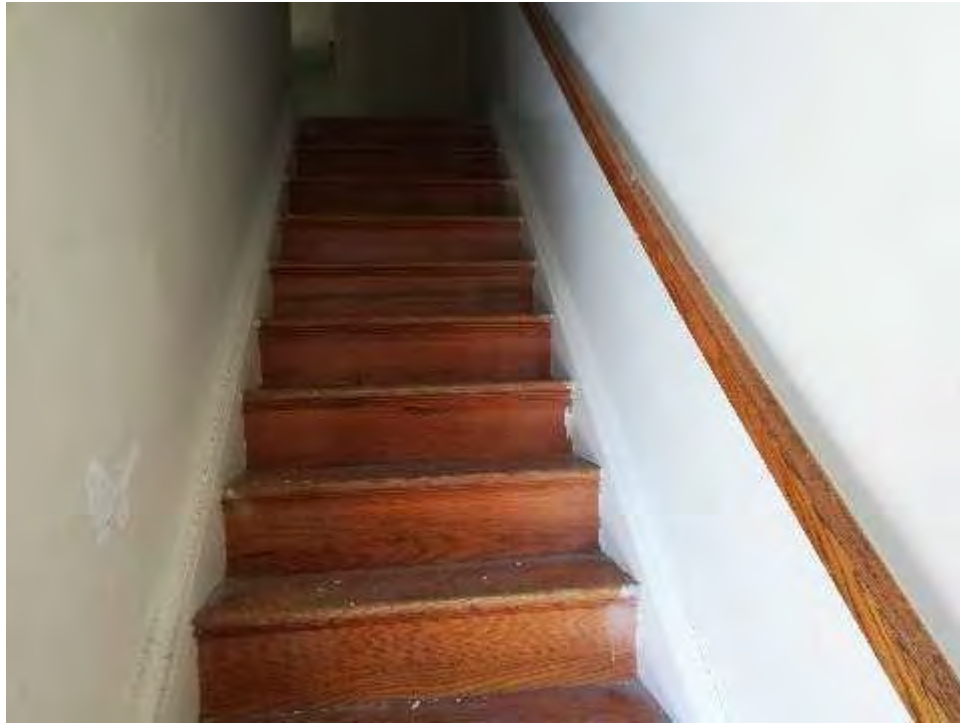
View of Typical Bedroom



View of Typical Bath



View of Typical Bath



View of Typical Stairway



View of Typical Patio



View of Parking Lot



View of Parking Lot



View of Street



View of Street





View to the North



View to the South



## Nearby Employment Opportunities

Most market area tenants have blue collar occupations. According to the U.S. Census Bureau, approximately 74 percent of the market area works in the service and laborer industries.

## Regional and Area Data

### Parks and Recreational Opportunities

Recreational facilities and areas in Sussex County and the surrounding areas include but are not limited to the following: Stony Creek Park, Southeast 4-H Educational Center, Miles B. Carpenter Folk Art Museum, Wakefield Foundation Center for the Arts, Surry County Historical Society & Museums, Bacon's Castle Museum, Prince George Golf Course, Chippokes Plantation State Park, Rawls Museum of the Arts, Southampton Agriculture & Forestry Museum & Heritage Village, Isle of Wight Museum, Mansion House & Antiques Gallery, Smithfield Little Theatre, Cypress Creek Swim Club, and Cypress Creek Golf Course.

### Government/Public Safety

The Town of Waverly operates under a Council-Mayor form of government; one mayor and a five-member Town Council. The Town is served by Waverly Police Department and the Sussex County Sheriff's Office. The Waverly Police Department has five police officer. In addition, the town is served by the Waverly Volunteer Fire Department which has 30 volunteers.

### Utilities

The Town of Waverly provides water and sewer services to the residents of the town. Electricity is provided by Dominion Power or Prince George Electric. Natural gas is provided by Columbia Gas of Virginia. Basic telephone services are provided by Verizon and AT&T.

### Health Care

Healthcare facilities in Sussex County include Stony Creek Community Health, Waverly Health & Rehabilitation Center and Greensville Health Department. There are several medical and healthcare facilities located in Richmond, 44 miles northeast of Waverly.

### Transportation

Major highways in Sussex County include Interstate 95; U.S. Highway 460; and State Highways 35, 40, 602, 622, 631, 645 and 655. The nearest major airport is Richmond International Airport in Richmond, Virginia, 44 miles north of Waverly. Interstate and intrastate bus services are provided by Greyhound, with a bus stop 34 miles north in Williamsburg. Amtrak provides commuter rail services to the area via a station also located in Williamsburg. Sussex County Skylands Ride offers public transportation to the area.

## Crime

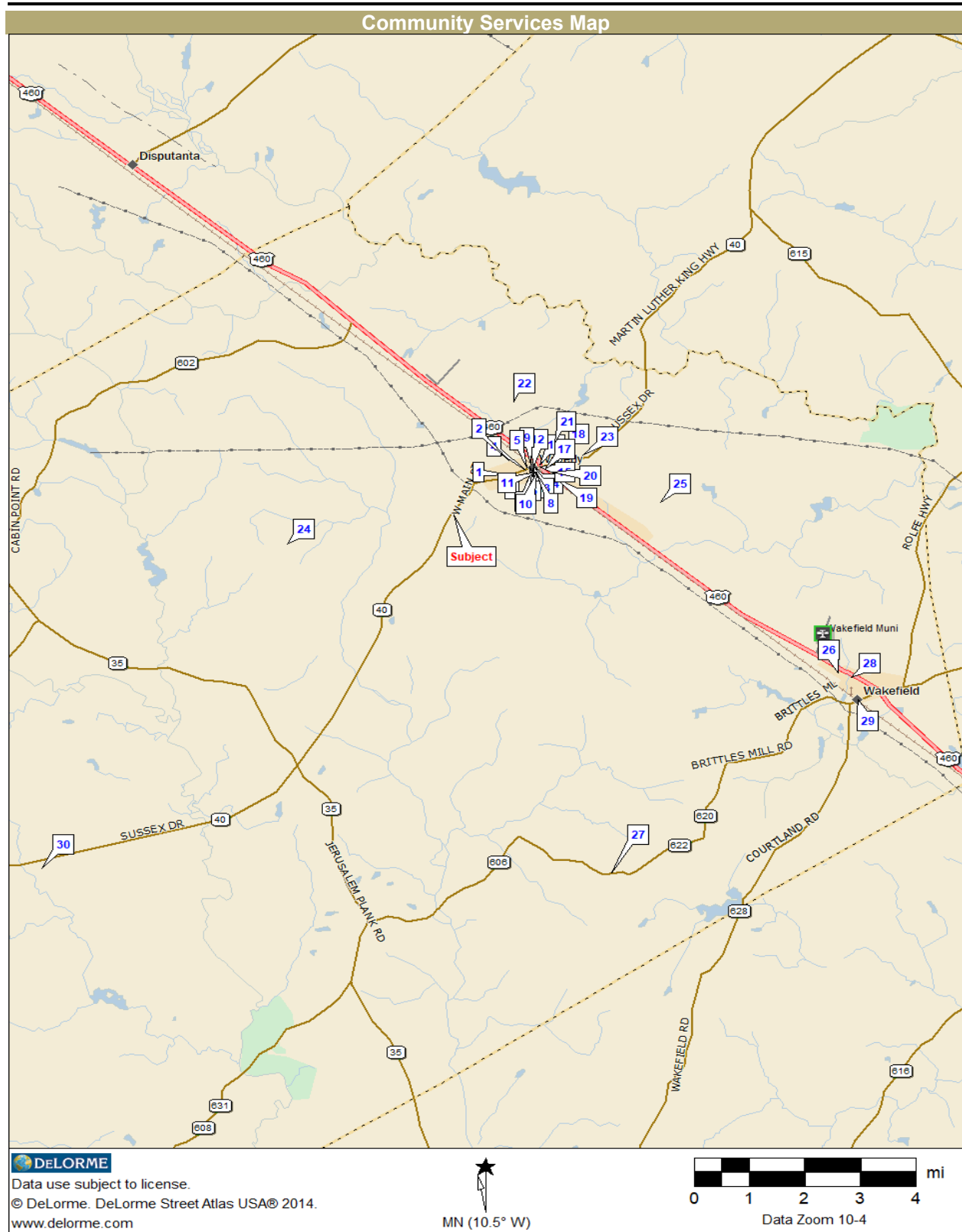
According to AreaVibes, approximately 455 per 100,000 residents are victims of a violent crime annually, and approximately 1,619 per 100,000 residents are victims of a property crime each year. There has been a total of 41 crimes in the town within the past year, 9 of which are violent crimes and 32 of which are property crimes. The crime rate for Waverly is 11.2 percent higher than for the state. The total number of crimes in the town has increased 7.0 percent within the past year, according to AreaVibes. There is a 1 in 220 chance of being the victim of a violent crime and a 1 in 62 chance of being the victim of a property crime. The life cycle is generally in the stability stage. The subject contains video surveillance which helps to provide protection from crime. Therefore, there are no major adverse influences or hazards observed or known by the appraiser in the immediate surrounding area.

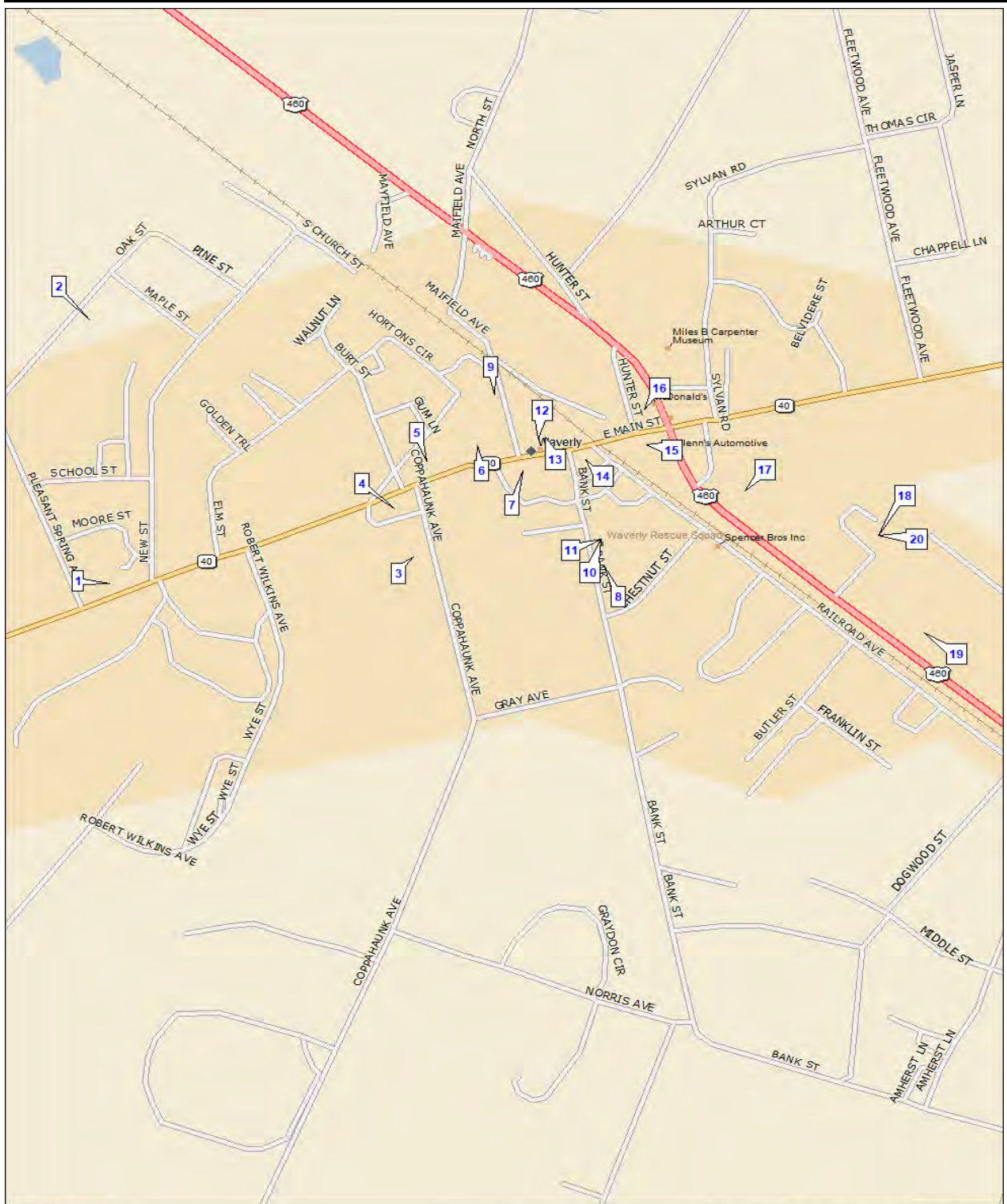


<b>Community Services Legend</b>		
<b>BANKING SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
14	Sonabank	1.76
<b>GROCERY SUPERMARKET AND BAKERY SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
18	Family Dollar	1.97
28	Wakefield Great Valu	7.86
<b>PHARMACY SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
29	Wakefield Pharmacy Inc	8.16
<b>RESTAURANT, MEAL DELIVERY AND TAKEAWAY SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
12	Pino's Pizza #2	1.73
15	China Kitchen	1.82
16	McDonald's	1.84
19	Hardee's	1.97
<b>CLOTHING, SHOE, DEPARTMENT STORES AND MALL SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
13	Ann's Dress Shoppe	1.74
20	Family Dollar	1.97
<b>SALON/BARBER FLORIST AND JEWELRY STORE SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
5	Powder Puff Beauty Shop	1.62
9	Hair Gallery	1.72
<b>HOSPITAL, DENTIST, DOCTOR, SPA, SOCIAL AND GYM SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
1	Phoenix N Peace Adult Care	1.29
3	Sussex Co Young Men's Athletic	1.55
4	New Beginnings	1.57
6	Waverly Medical Center	1.67
23	Waverly Health & Rehabilitation Center	2.61
<b>LIBRARY, MUSEUM, ZOO, AND AQUARIUM SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
8	Waverly Public Library	1.71
<b>PARK AND AMUSEMENT PARK SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
27	Big Woods Wildlife Management Area	7.75



<b>POST OFFICE SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
7	United States Postal Service	1.70
<b>CONVENIENCE STORE GAS STATION SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
17	7-Eleven	1.88
<b>CHURCH, SYNAGOGUE, TEMPLE, AND MOSQUE SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
2	Lily of the Valley Deliverance	1.47
21	Waverly Congregational Church	2.31
22	Zion Hill Holiness Church	2.52
24	Newville Baptist Church	3.05
25	Faith Baptist Church	3.72
<b>POLICE, CITY HALL, AND COURTHOUSE SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
10	Waverly Police Department	1.72
<b>FIRE STATION SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
11	Waverly Fire Department	1.72
<b>SCHOOL SERVICES</b>		
<b>Legend</b>	<b>Service</b>	<b>Distance From Site</b>
26	Ellen W. Chambliss Elementary School	7.59
30	Sussex Central High School	10.28

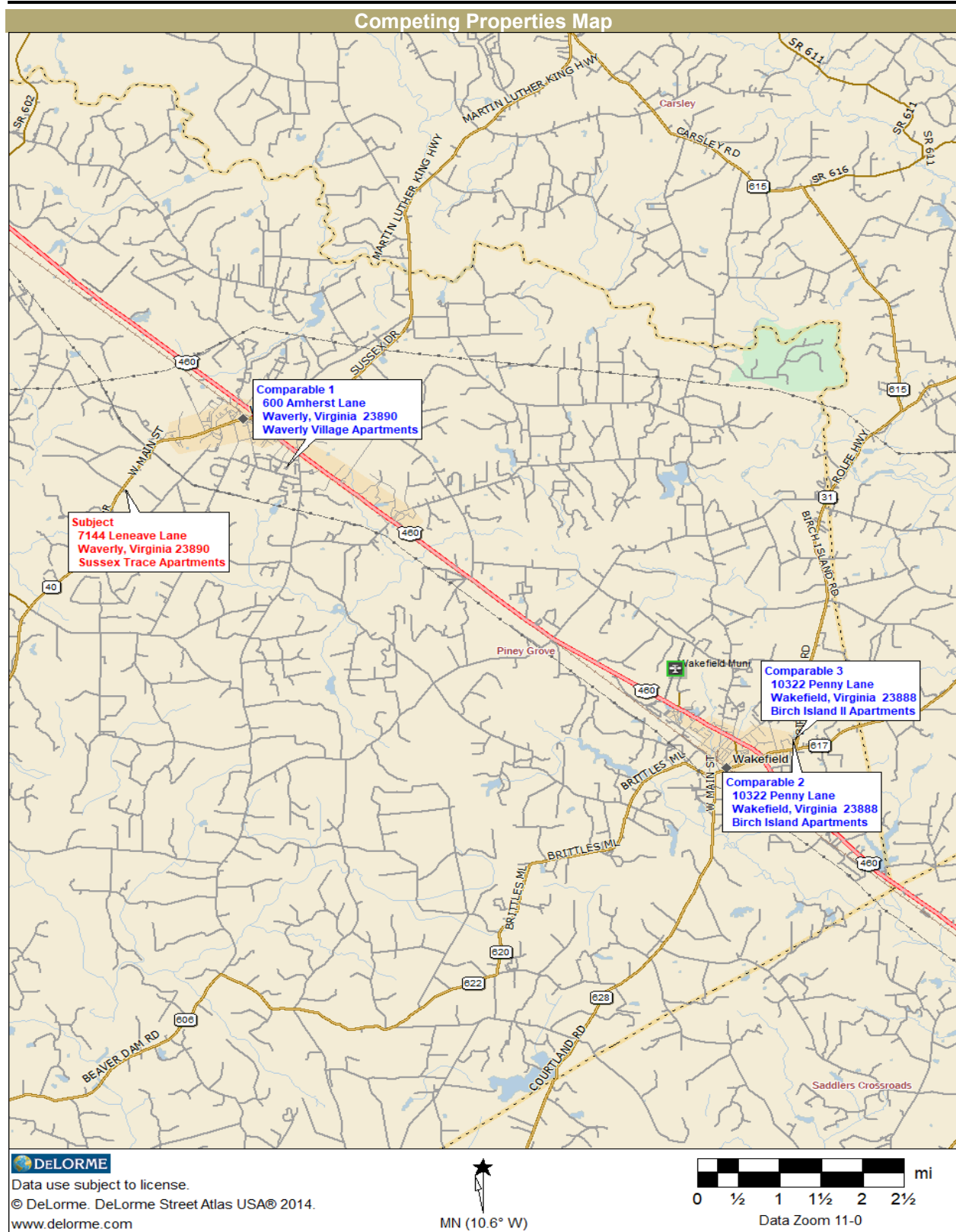




DeLORME  
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www.delorme.com

★  
MN (10.5° W)

0 200 400 600 800 1000 1200 1400 ft  
Data Zoom 14-5



\*All of the comparables will directly compete with the subject's units.



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### Summary of Site Strengths and Weaknesses

Strengths – The site has average visibility and access. The site is close to employment centers, health care services, government and public services.

Weaknesses – The site has no apparent weaknesses.



PRIMARY MARKET AREA



## Delineation of Market Area

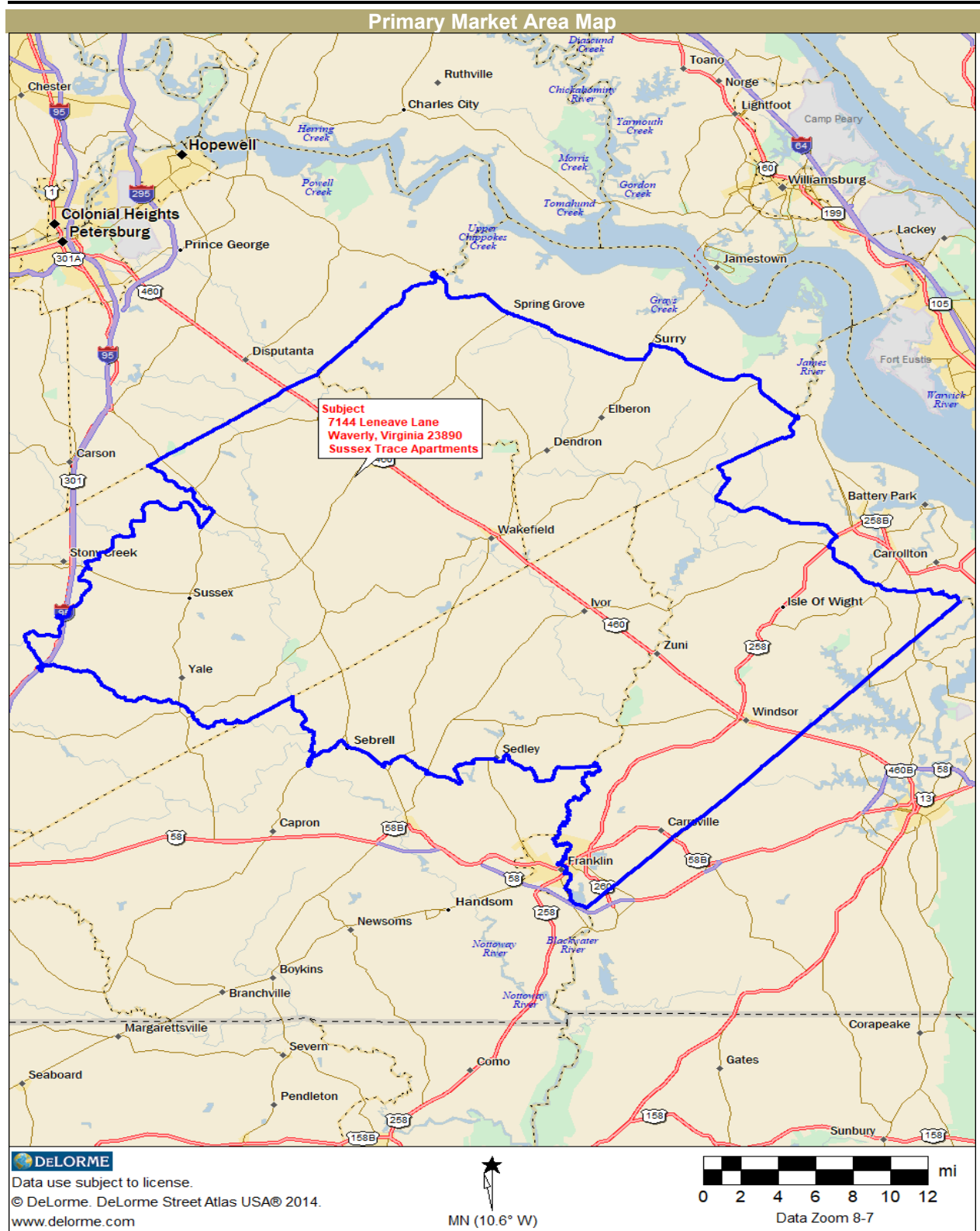
Following is a list of considerations used when determining the market area:

- **Population and Households Counts:** The number of households in a market area is directly proportionate to its geographic size within an individual market. Total householders residing in a market area can greatly influence demand calculations.
- **General Demographics:** The socio-economic composition of a market area including income, household size and tenure can be largely influenced by the erroneous inclusion or exclusions of non-comparable areas.
- **Demand:** Too large of a market may result in overstating demand for a proposed development. Conversely, too conservative of a market area may discount the demand for new product, especially if a lack of quality housing currently exists.
- **Supply Analysis:** While a larger market area generally includes higher household totals, it likewise may include a higher number of directly comparable units. If using demand methodologies that net out recently constructed and comparable rental units from the demand estimate, the increase in the number of comparable units can outweigh the increase in demand.
- **Competitive Stock:** The existing rental stock surveyed for a market study is dependent on the number of rental properties in a given market and therefore the boundaries of a primary market area. If existing developments are going to be used as “comparables”, they should be located in the primary market area, if possible.
- **Attainable Rents:** If the market area includes non-comparable areas, the analysis may use comparables projects that suggest that a project can achieve rents that area significantly higher or lower than the rents its micro location will support.
- **Location of Competitive Properties:** A primary consideration in defining a market area is identifying those locations that offer alternative opportunities to a potential renter for a subject site. The managers of existing comparable properties near the site are excellent sources in determining those competitive locations.
- **Accessibility:** Available transportation linkages including both traffic arteries and mass transit options can influence the size of the market. Mass transit can have a significant impact on projects addressing very low income households for which transportation options may be limited.
- **Natural Boundaries:** Natural boundaries including rivers and mountains can restrict the movement within a market due to a lack of accessibility.
- **Housing Project Characteristics:** The availability of a unique structure type such as a high rise may alter the typical draw of a potential project.
- **Market Perceptions:** Whether grounded in reality or not, market perceptions can be a significant determinant of market area boundaries. Social stigmas often exist within sub-markets, with residents from one side of a submarket may not move to a close by neighborhood, regardless of housing opportunities. The construction of a new, attractive rental community may not necessarily relieve this perception.
- **Commuting Patterns:** The time spent commuting and employment destination could often reveal distinct patterns. High percentages of workers with long commutes or working in neighboring counties are often indicators of a lack of affordable housing options near employment centers.
- **Target Market:** Proposed developments targeting a special needs population such as seniors generally draw from a larger geographic region. Given the smaller pool of qualified householders, the location and quantity of comparable stock is of additional importance. An acceptable market area for a family oriented rental community will often be too conservative for a rental community targeting senior rental householders.
- **Jurisdictional Boundaries:** Differences in the quality and services provided by school districts, municipalities, or counties often influence consumer location choices.
- **Local Agency Service Boundaries:** The geographic areas covered by local agencies, such as housing authorities, senior citizen centers, community-based organizations, or churches can be a strong indicator of market area boundaries, especially when the project has a community-based sponsor or co-sponsor.



- 
- Non-Geographic Factors: Employees who might be expected to reside in a development as a result of planned or existing job opportunities and special needs households who are served by a multi-jurisdictional agency that covers communities that are clearly distinct market areas.

The determination of the market area is based on the boundaries between governmental units. In such a method, county, division or town boundaries become the boundaries of the market area. The primary market area for the subject consists of Sussex County. The primary market area consists of the following census tracts in Sussex County: 8702.01, 8702.02, 8703.00 and 8704.00; the following census tracts in Isle of Wight County: 2802.00, 2803.00 and 2804.00; the following census tract in Southhampton County: 2001.00; and the following census tract in Surry County: 8602.00. The market area has the following boundaries: North – Colonial Trail West, Colonial Trail East, State Highway 626/Jones Drive, State Highway 621/Mill Swamp Road, State Highway 680/Stallings Creek Drive, State Highway 680/Magnet Drive, State Highway 709/Waterworks Road, U.S. Highway 258/Courthouse Highway, State Highway 620/Scotts Factory Road, State Highway 620/Muddy Cross Drive, State Highway 620/Tan Road and Brewers Creek; South – Raccoon Creek, Nottoway River, Carys Bridge Road, State Highway 35/Plank Road, State Highway 628/Wakefield Road, State Highway 728/Guy Place Road, State Highway 616/Ivor Road, Nottoway Swamp, State Highway 642/Maple Avenue, Cypress Swamp, State Highway 635/Black Creek Road, State Highway 619/Burdette Road and Franklin City limits; East – Suffolk City; and to the West – Nottoway River and Prince George County. This is the area from which the subject would normally draw its applicants.



## MARKET AREA EMPLOYMENT TRENDS



## Employment and Economy

The economy of Waverly is based on agriculture, forestry, fisheries and mining; retail trade; transportation, communication and utilities; professional and related services; and educational, health and social services sectors. Each of these categories has experienced reasonable growth within the past few years.

Unemployment in the county reached a high of 11.4 percent in 2010 and was at its lowest in 2006 and 2007 with 4.5 percent. The rate for Sussex County in December 2019 was 4.0 percent. The number employed has decreased 0.9 percent per year since 2005.

LABOR FORCE AND EMPLOYMENT TRENDS FOR SUSSEX COUNTY					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2005	4,408	4,148	94.1%	260	5.9%
2006	4,476	4,273	95.5%	203	4.5%
2007	4,464	4,264	95.5%	200	4.5%
2008	4,503	4,241	94.2%	262	5.8%
2009	4,441	3,991	89.9%	450	10.1%
2010	4,281	3,792	88.6%	489	11.4%
2011	4,381	3,922	89.5%	459	10.5%
2012	4,277	3,861	90.3%	416	9.7%
2013	4,185	3,797	90.7%	388	9.3%
2014	4,108	3,787	92.2%	321	7.8%
2015	4,073	3,794	93.2%	279	6.8%
2016	3,943	3,693	93.7%	250	6.3%
2017	3,817	3,590	94.1%	227	5.9%
2018	3,822	3,635	95.1%	187	4.9%
2019**	4,026	3,863	96.0%	163	4.0%

\* Data based on place of residence.

\*\*Preliminary - based on monthly data through December 2019

Source: U.S. Bureau of Labor Statistics

The State of Virginia reached a high of 7.2 percent in 2010 and was at its lowest point in 2007 and 2018 with 3.0 percent. The rate for the State of Virginia in December 2019 was 2.5 percent. The number employed has increased 0.7 percent per year since 2005.

LABOR FORCE AND EMPLOYMENT TRENDS FOR VIRGINIA					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2005	3,897,060	3,757,606	96.4%	139,454	3.6%
2006	3,978,654	3,855,644	96.9%	123,010	3.1%
2007	4,036,854	3,914,094	97.0%	122,760	3.0%
2008	4,133,464	3,970,441	96.1%	163,023	3.9%
2009	4,118,183	3,842,524	93.3%	275,659	6.7%
2010	4,157,667	3,860,390	92.8%	297,277	7.2%
2011	4,211,815	3,934,333	93.4%	277,482	6.6%
2012	4,223,850	3,967,988	93.9%	255,862	6.1%
2013	4,237,294	3,995,194	94.3%	242,100	5.7%
2014	4,244,126	4,022,169	94.8%	221,957	5.2%
2015	4,216,990	4,029,055	95.5%	187,935	4.5%
2016	4,242,674	4,069,450	95.9%	173,224	4.1%
2017	4,309,588	4,150,132	96.3%	159,456	3.7%
2018	4,331,380	4,202,801	97.0%	128,579	3.0%
2019**	4,447,462	4,338,219	97.5%	109,243	2.5%

\* Data based on place of residence.

\*\*Preliminary - based on monthly data through December 2019

Source: U.S. Bureau of Labor Statistics



According to the U.S. Bureau of Labor Statistics, unemployment trends for Sussex County are slightly higher than the unemployment trends for the State of Virginia.

CHANGE IN TOTAL EMPLOYMENT FOR SUSSEX COUNTY				
PERIOD	NUMBER		PERCENT	
	TOTAL	ANNUAL	TOTAL	ANNUAL
2005-2010	(356)	(71)	-8.6%	-1.7%
2010-2015	2	0	0.1%	0.0%

Source: U.S. Bureau of Labor Statistics

The changes in employment since 2005 by time period are listed in the above table. The data shows that the number of persons employed in Sussex County decreased an average of 0.9 percent per year between 2005 and 2015.

RECENT CHANGES IN EMPLOYMENT FOR SUSSEX COUNTY			
YEAR	NUMBER EMPLOYED	ANNUAL CHANGE	% OF LABOR FORCE UNEMPLOYED
2010	3,792	(199)	11.4%
2011	3,922	130	10.5%
2012	3,861	(61)	9.7%
2013	3,797	(64)	9.3%
2014	3,787	(10)	7.8%
2015	3,794	7	6.8%
2016	3,693	(101)	6.3%
2017	3,590	(103)	5.9%
2018	3,635	45	4.9%

Source: U.S. Bureau of Labor Statistics

The previous tables show the changes in employment and percent unemployed for the past nine years. The unemployment rate for Sussex County has fluctuated from 4.9 percent to 11.4 percent. The fluctuations for Waverly are slightly higher than the unemployment trends for State of Virginia.

### Major Employers

Major employers for the county are shown in the following table:

MAJOR EMPLOYERS			
Name	Location	Product/Service	Total Employees
Virginia Department of Corrections	Sussex	Prison	600-999
Murphy Brown	Waverly	Pork	100-299
Virginia Diner	Wakefield	Food/Catalog Sales	100-299
Sussex County School Board	Sussex	Education	262
Davis Oil	Stony Creek	Oil	125
Sussex County Government	Sussex	Government	100
Airfield	Sussex	Youth Development	41
Hardee's	Waverly	Fast Food	27
McDonald's	Waverly	Fast Food	27
McGill	Waverly	Landscaping/Compost	20-49
Isle of Wight Products	Wakefield	Lumber	20

Source: Sussex County, Virginia



**Place of Work Employment**

PLACE OF WORK EMPLOYMENT DATA						
INDUSTRY	SUSSEX COUNTY		MARKET AREA		WAVERLY	
	TOTAL	%	TOTAL	%	TOTAL	%
Agriculture, Forestry, Fisheries & Mining	154	4.6%	403	3.1%	76	11.3%
Construction	237	7.1%	1,093	8.5%	57	8.5%
Manufacturing	362	10.8%	1,759	13.6%	58	8.7%
Wholesale Trade	113	3.4%	216	1.7%	20	3.0%
Retail Trade	448	13.4%	1,334	10.3%	65	9.7%
Transportation, Communication & Utilities	331	9.9%	982	7.6%	71	10.6%
Information	15	0.4%	103	0.8%	0	0.0%
Finance, Insurance & Real Estate	76	2.3%	552	4.3%	10	1.5%
Professional & Related Services	313	9.4%	1,122	8.7%	74	11.0%
Educational, Health & Social Services	702	21.0%	2,674	20.7%	136	20.3%
Entertainment & Recreation Services	135	4.0%	797	6.2%	39	5.8%
Other	157	4.7%	871	6.8%	27	4.0%
Public Administration	303	9.1%	995	7.7%	37	5.5%

Source: Nielsen Claritas and Ribbon Demographics

The above chart shows the number of people employed in different sectors of Sussex County, primary market area and Waverly economy in 2020. According to interviews conducted by the analyst, employers in the area indicate that the area economy should remain stable in the next two to five years.

**Future Employment Trends**

According to Anne Monahan, with the Sussex County Economic Development, there has not been any major businesses open or close in the past few years. Therefore, the economy has remained stable. There is a need for additional housing in the area, particularly two- and three-bedroom units. The phone number for the Sussex County Economic Development is 757-899-2361. Therefore, it is the analyst's opinion that the area will remain stable for the next three to five years.

**Wages**

The average annual wage of employees in Sussex County was \$35,934 in 2018. Wages have been increasing 0.7 percent per year. Wages in the construction; manufacturing; wholesale trade; education and health services; professional and business services; financial services; other services; and public administration sectors are within the proposed income limits for the subject's units.

AVERAGE ANNUAL WAGE BY SECTOR			
INDUSTRY	2017	2018	ANNUAL
Agriculture, Forestry, and Fisheries	N/A*	N/A*	N/A*
Mining	N/A*	N/A*	N/A*
Construction	\$45,135	\$40,417	-10.5%
Manufacturing	\$40,470	\$44,248	9.3%
Transportation and Warehousing	N/A*	N/A*	N/A*
Utilities	N/A*	N/A*	N/A*
Wholesale Trade	\$34,407	\$34,785	1.1%
Retail Trade	\$26,486	\$26,320	-0.6%
Leisure and Hospitality	\$14,900	\$15,610	4.8%
Education and Health Services	\$32,743	\$33,724	3.0%
Professional and Business Services	\$51,805	\$53,868	4.0%
Financial Activities	\$40,484	\$38,385	-5.2%
Information	N/A*	N/A*	N/A*
Other Services	\$30,103	\$32,872	9.2%
Public Administration (Local Government)	\$40,058	\$39,112	-2.4%

Source: U.S. Bureau of Labor Statistics

\*Data was not available.





**Employment Outside the County**

For residents employed in the primary market area in 2020, the travel time to work from the site is less than 44 minutes. For the majority of those employed in other parts of the county, the travel time would be within 59 minutes. According to the chart below, 19.0 percent have a travel time of less than 15 minutes; 29.7 percent have a travel time of 15 to 29 minutes; and 51.3 percent have a travel time of over 30 minutes. This relatively low travel time indicates that the subject site is in an area in close proximity to employment centers.

ESTIMATED TRAVEL TIME TO WORK FOR MARKET AREA RESIDENTS		
TRAVEL TIME IN MINUTES	NUMBER OF COMMUTERS	PERCENT
Less than 15	2,347	19.0%
15-29	3,678	29.7%
30-44	2,561	20.7%
45-59	1,905	15.4%
60+	1,888	15.3%
Total Commuters	12,379	

Source: Nielsen Claritas, Ribbon Demographics

**Summary of Employment Trends in Market Area**

Households who have between one and five persons and annual incomes between \$26,674 and \$60,180 are potential tenants for the units at the subject property. Major employers shown on Page 54 are included in the manufacturing; education and health services; and leisure and hospitality services sectors. The available employment is well-suited to the targeted population of the existing development.

**MARKET AREA DEMOGRAPHIC DATA**



**Population and Households Trends and Analysis**

The housing market area for the proposed apartments is an area in which people could locate their residences and have fairly equal access to the same job market, community services and amenities and be in the socio-economic community they choose.

The primary market area consists of The primary market area for the subject consists of Sussex County. The primary market area consists of the following census tracts in Sussex County: 8702.01, 8702.02, 8703.00 and 8704.00; the following census tracts in Isle of Wight County: 2802.00, 2803.00 and 2804.00; the following census tract in Southampton County: 2001.00; and the following census tract in Surry County: 8602.00. The market area has the following boundaries: North – Colonial Trail West, Colonial Trail East, State Highway 626/Jones Drive, State Highway 621/Mill Swamp Road, State Highway 680/Stallings Creek Drive, State Highway 680/Magnet Drive, State Highway 709/Waterworks Road, U.S. Highway 258/Courthouse Highway, State Highway 620/Scotts Factory Road, State Highway 620/Muddy Cross Drive, State Highway 620/Tan Road and Brewers Creek; South – Raccoon Creek, Nottoway River, Carys Bridge Road, State Highway 35/Plank Road, State Highway 628/Wakefield Road, State Highway 728/Guy Place Road, State Highway 616/Ivor Road, Nottoway Swamp, State Highway 642/Maple Avenue, Cypress Swamp, State Highway 635/Black Creek Road, State Highway 619/Burdette Road and Franklin City limits; East – Suffolk City; and to the West – Nottoway River and Prince George County. This is the area from which the subject would normally draw its applicants.

In 2000 this geographic primary market area contained an estimated population of 29,442. By 2010, population in this primary market area had increased by 4.0 percent to 30,612. In 2020, the population in this market area decreased by 3.1 percent to 29,663. It is projected that between 2020 and 2025, population in the market area is not expected to statistically change.

CHANGE IN TOTAL POPULATION						
SUBJECT	YEAR	POPULATION	TOTAL		ANNUAL	
			CHANGE	PERCENT	CHANGE	PERCENT
<b>SUSSEX COUNTY</b>	2000	12,504				
Estimated Projected	2010	12,087	(417)	-3.3%	(42)	-0.3%
	2020	11,172	(915)	-7.6%	(102)	-0.8%
	2025	10,993	(179)	-1.6%	(36)	-0.3%
<b>MARKET AREA</b>	2000	29,442				
Estimated Projected	2010	30,612	1,170	4.0%	117	0.4%
	2020	29,663	(949)	-3.1%	(105)	-0.3%
	2025	29,655	(8)	0.0%	(2)	0.0%
<b>WAVERLY</b>	2000	2,309				
Estimated Projected	2010	2,149	(160)	-6.9%	(16)	-0.7%
	2020	1,794	(355)	-16.5%	(39)	-1.8%
	2025	1,753	(41)	-2.3%	(8)	-0.5%

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



CHANGE IN POPULATION BY AGE GROUPS						
SUSSEX COUNTY						
AGE	2010	2020	CHANGE	2020	2025	CHANGE
0-4	524	481	-8.2%	481	477	-0.8%
5-9	554	474	-14.4%	474	466	-1.7%
10-14	556	468	-15.8%	468	460	-1.7%
15-17	394	300	-23.9%	300	296	-1.3%
18-20	411	354	-13.9%	354	343	-3.1%
21-24	736	696	-5.4%	696	681	-2.2%
25-34	1,937	2,077	7.2%	2,077	2,043	-1.6%
35-44	1,719	1,375	-20.0%	1,375	1,404	2.1%
45-54	1,915	1,434	-25.1%	1,434	1,187	-17.2%
55-64	1,589	1,532	-3.6%	1,532	1,498	-2.2%
65-74	973	1,168	20.0%	1,168	1,314	12.5%
75-84	581	578	-0.5%	578	581	0.5%
85+	198	235	18.7%	235	243	3.4%
Total Population	12,087	11,172	-7.6%	11,172	10,993	-1.6%
Elderly % Population	27.6%	31.4%	8.7%	31.4%	33.1%	1.6%
MARKET AREA						
AGE	2010	2020	CHANGE	2020	2025	CHANGE
0-4	1,446	1,338	-7.5%	1,338	1,339	0.1%
5-9	1,661	1,389	-16.4%	1,389	1,338	-3.7%
10-14	1,751	1,486	-15.1%	1,486	1,384	-6.9%
15-17	1,284	977	-23.9%	977	937	-4.1%
18-20	1,039	956	-8.0%	956	949	-0.7%
21-24	1,490	1,487	-0.2%	1,487	1,555	4.6%
25-34	3,695	4,152	12.4%	4,152	4,093	-1.4%
35-44	4,063	3,423	-15.8%	3,423	3,471	1.4%
45-54	5,542	3,935	-29.0%	3,935	3,341	-15.1%
55-64	4,249	4,815	13.3%	4,815	4,826	0.2%
65-74	2,544	3,464	36.2%	3,464	4,063	17.3%
75-84	1,369	1,603	17.1%	1,603	1,684	5.1%
85+	479	638	33.2%	638	675	5.8%
Total Population	30,612	29,663	-3.1%	29,663	29,655	0.0%
Elderly % Population	28.2%	35.5%	10.0%	35.5%	37.9%	2.5%
WAVERLY						
AGE	2010	2020	CHANGE	2020	2025	CHANGE
0-4	128	103	-19.5%	103	106	2.9%
5-9	130	102	-21.5%	102	101	-1.0%
10-14	127	100	-21.3%	100	99	-1.0%
15-17	92	61	-33.7%	61	61	0.0%
18-20	97	56	-42.3%	56	56	0.0%
21-24	97	83	-14.4%	83	79	-4.8%
25-34	199	219	10.1%	219	205	-6.4%
35-44	261	164	-37.2%	164	186	13.4%
45-54	351	237	-32.5%	237	171	-27.8%
55-64	285	278	-2.5%	278	276	-0.7%
65-74	205	215	4.9%	215	237	10.2%
75-84	129	119	-7.8%	119	119	0.0%
85+	48	57	18.8%	57	57	0.0%
Total Population	2,149	1,794	-16.5%	1,794	1,753	-2.3%
Elderly % Population	31.0%	37.3%	11.6%	37.3%	39.3%	2.0%

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



### Housing Market

The demand for additional housing in a market area is a function of population growth, household formations and, also, a replacement of units lost through demolition and extreme obsolescence. Also, within the overall demand are segments of the market asking for more or less expense (related to income) and for ownership or rental.

Some of the demand has been, or will be, satisfied by units which have been built, or will be built, by the time the project is renting. The difference between demand and supply, the residual, is the total market of which the project's market will be a share.

The "tenure" of existing housing will be examined first as a guide to the future proportion of ownership and rentals; then characteristics of the housing stock will be noted.

The most important analysis is that of demand, supply and residual demand which follows. Its product is the number of type rental units which will be demanded.

### Tenure

The percentage of renters in Sussex County in 2020 was 31.3 percent and is not expected to statistically change in 2025. For the primary market area, the percentage for 2020 was 22.2 percent and expected decrease slightly to 22.1 percent in 2025. For the Town of Waverly, the percentage for 2020 was 32.0 percent and expected decrease slightly to 31.3 percent in 2025.

HOUSEHOLDS BY TENURE							
SUBJECT	YEAR	TOTAL HOUSEHOLD	OWNER		RENTER		
			NO.	%	NO.	%	
<b>SUSSEX COUNTY</b>	2000	4,124	2,833	68.7%	1,291	31.3%	
	2010	3,994	2,743	68.7%	1,251	31.3%	
Estimated Projected	2020	3,641	2,501	68.7%	1,140	31.3%	
	2025	3,574	2,454	68.7%	1,120	31.3%	
<b>MARKET AREA</b>	2000	10,369	7,945	76.6%	2,424	23.4%	
	2010	11,081	8,589	77.5%	2,492	22.5%	
Estimated Projected	2020	10,908	8,487	77.8%	2,421	22.2%	
	2025	10,972	8,545	77.9%	2,427	22.1%	
<b>WAVERLY</b>	2000	869	583	67.1%	286	32.9%	
	2010	824	524	63.6%	300	36.4%	
Estimated Projected	2020	704	436	61.9%	268	38.1%	
	2025	691	436	63.1%	255	36.9%	

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



TENURE BY AGE				
SUBJECT	AGE	OWNER	RENTER	TOTAL
<b>SUSSEX COUNTY</b>	25-34	160	229	389
	35-44	350	229	579
	45-54	600	253	853
	55-64	691	210	901
	65-74	472	146	618
	75+	439	95	534
<b>MARKET AREA</b>	25-34	616	427	1,043
	35-44	1,236	492	1,728
	45-54	2,262	545	2,807
	55-64	2,004	394	2,398
	65-74	1,366	264	1,630
	75+	1,021	216	1,237
<b>WAVERLY</b>	25-34	24	56	80
	35-44	70	52	122
	45-54	117	66	183
	55-64	129	46	175
	65-74	101	35	136
	75+	78	27	105

Source: U.S. Census Bureau

The breakdown of family households according to size and type in 2020 is shown in the first table below. Renter household size for the market area is shown on the following page.

HOUSEHOLDS BY SIZE AND TYPE			
OWNER-OCCUPIED	SUSSEX COUNTY	MARKET AREA	WAVERLY
1 person	719	1,916	132
2 persons	960	3,294	155
3 persons	391	1,578	67
4 persons	259	1,055	49
5 persons	105	423	19
6 or more persons	67	221	14
<b>RENTER-OCCUPIED</b>			
1 person	385	843	79
2 persons	307	679	83
3 persons	197	342	55
4 persons	147	316	27
5 persons	87	186	17
6 or more persons	17	55	7

Source: Nielsen Claritas; Ribbon Demographics



According to the U.S. Census Bureau, in 2020 there were 3.07 persons per household in Sussex County and 2.36 in Waverly. The primary market area indicated 2.73 persons per household in 2020. The subject's units are most suitable for households with two and six persons, who account for 65.2 percent of the primary market area family renter households.

RENTER HOUSEHOLD SIZE IN THE MARKET AREA		
RENTER-OCCUPIED	NUMBER	PERCENT
1 person	843	34.8%
2 persons	679	28.0%
3 persons	342	14.1%
4 persons	316	13.1%
5 persons	186	7.7%
6 or more persons	55	2.3%
<b>TOTAL</b>	<b>2,421</b>	<b>100.0%</b>

Source: Nielsen Claritas; Ribbon Demographics



The following table shows significant characteristics of the market area housing stock in 2010. In 2010 there were 8,241 single-family housing units, 410 multifamily housing units and 2,060 mobile homes in the market area. Of the 2,060 mobile homes in the market area, 704 were rental mobile homes. The data in the following table also shows that there were 132 rental units lacking complete plumbing and 66 rental units that are overcrowded. There were 451 units built prior to 1939. According to the U.S. Census Bureau, there were 68 rental units built since 2000.

<b>CHARACTERISTICS OF THE MARKET AREA HOUSING STOCK</b>			
	<b>SUSSEX COUNTY</b>	<b>MARKET AREA</b>	<b>WAVERLY</b>
<b>TOTAL HOUSING UNITS</b>	4,696	12,310	936
<b>OCCUPANCY AND TENURE</b>			
Occupied Housing Units	3,994	11,081	824
Owner-Occupied	2,743	8,589	524
Percent Owner-Occupied	68.7%	77.5%	63.6%
Renter-Occupied	1,251	2,492	300
<b>VACANT HOUSING UNITS</b>			
For seasonal, recreational, etc.	114	179	14
Persons per owner-occupied unit	2.37	2.01	2.47
Persons per renter-occupied unit	2.4	1.95	2.41
<b>TENURE BY YEAR STRUCTURE BUILT</b>			
<b>RENTER-OCCUPIED</b>			
2005 or later	5	5	0
2000-2004	35	63	0
1990-1999	93	307	71
1980-1989	203	522	32
1970-1979	397	522	99
1960-1969	129	313	28
1950-1959	202	236	85
1940-1949	35	123	1
1939 or earlier	153	451	35
<b>PERSONS PER ROOM: RENTER</b>			
0.50 or less	848	1,801	252
0.51-1.00	339	675	99
1.01-1.50	19	51	0
1.51-2.00	46	15	0
2.01 or more	0	0	0
<b>PLUMBING FACILITIES - PERSON/ROOM: RENTER-OCCUPIED</b>			
Lacking Complete Plumbing Facilities:			
1.00 or less	27	132	0
1.01-1.50	0	0	0
1.51 or more	0	0	0

Source: U.S. Census Bureau





ADDITIONAL HOUSING STOCK CHARACTERISTICS				
HOUSING UNITS IN STRUCTURE	OWNER-OCCUPIED		RENTER-OCCUPIED	
SUSSEX COUNTY	NUMBER	PERCENT	NUMBER	PERCENT
1, Detached	1,967	77.3%	590	47.1%
1, Attached	20	0.8%	22	1.8%
2	7	0.3%	84	6.7%
3 to 4	0	0.0%	46	3.7%
5 to 9	0	0.0%	77	6.2%
10 to 19	0	0.0%	82	6.5%
20 to 49	0	0.0%	8	0.6%
50 or more	0	0.0%	0	0.0%
Mobile Home, Trailer, Other	550	21.6%	343	27.4%
<b>TOTAL</b>	<b>2,544</b>	<b>100.0%</b>	<b>1,252</b>	<b>100.0%</b>
MARKET AREA				
1, Detached	6,758	82.7%	1,355	53.3%
1, Attached	40	0.5%	88	3.5%
2	7	0.1%	81	3.2%
3 to 4	8	0.1%	130	5.1%
5 to 9	0	0.0%	103	4.1%
10 to 19	0	0.0%	76	3.0%
20 to 49	0	0.0%	5	0.2%
50 or more	0	0.0%	0	0.0%
Mobile Home, Trailer, Other	1,356	16.6%	704	27.7%
<b>TOTAL</b>	<b>8,169</b>	<b>100.0%</b>	<b>2,542</b>	<b>100.0%</b>
WAVERLY				
1, Detached	462	77.0%	168	47.9%
1, Attached	5	0.8%	6	1.7%
2	0	0.0%	75	21.4%
3 to 4	0	0.0%	27	7.7%
5 to 9	0	0.0%	26	7.4%
10 to 19	0	0.0%	25	7.1%
20 to 49	0	0.0%	0	0.0%
50 or more	0	0.0%	0	0.0%
Mobile Home, Trailer, Other	133	22.2%	24	6.8%
<b>TOTAL</b>	<b>600</b>	<b>100.0%</b>	<b>351</b>	<b>100.0%</b>

Source: U.S. Census Bureau

**DEVELOPMENT-SPECIFIC DEMAND ANALYSIS**



**Household Income Trends and Analysis**

Income is a key characteristic in analyzing housing markets. The table on Page 65 shows household incomes for the market area for all households. However, we are primarily concerned with incomes of renters within the target incomes below \$60,180, or 72.6 percent, of income eligible households and for the units receiving Rental Assistance. For the units without Rental Assistance, we are primarily concerned with incomes of renters between \$26,674 and \$60,180 of income eligible households. There is a total of 1,062 renters, or 31.7 percent, within the target income range. Target incomes for the different unit types are derived by the analyst. For the low end of the range, the maximum allowable LIHTC rent for an income limit (i.e. 60% AMI) for each bedroom type is divided by 35 percent as required by VHDA for family units. The resulting number is then multiplied by 12 to derive an annual income (\$778 / 35% = \$2,222.86 x 12 = \$26,674). This process is based on the premise that a tenant should not pay more than 35 percent of his annual income on rent. The units receiving subsidies, no minimum income is required. For the high end of the range, the analyst consults the income limits set by the state housing authority. For example, if the largest unit in an income limit (i.e. 60% AMI) is a two-bedroom unit, the analyst multiplies this number by 1.5 (this is due to the LIHTC program being based on the premise that 1.5 persons per bedroom will occupy rental units) to find how many people could reside in that unit. The analyst then consults the state income limits to set the high end of the range (2 bedroom x 1.5 = 3 people/unit; therefore, the 60% 3-person maximum income would be used).

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$778	\$0	\$60,180	72.6%	1,759
All Unit Types (40%)	\$778	\$0	\$40,120	57.2%	1,384
All Unit Types (50%)	\$911	\$0	\$50,150	66.1%	1,600
All Unit Types (60%)	\$911	\$0	\$60,180	72.6%	1,759
2 BR (40%)	\$778	\$0	\$31,120	41.6%	424
2 BR (50%)	\$911	\$0	\$38,900	54.1%	553
2 BR (60%)	\$911	\$0	\$46,680	59.8%	610
3 BR (40%)	\$899	\$0	\$37,360	45.9%	413
3 BR (50%)	\$1,003	\$0	\$46,700	54.9%	494
3 BR (60%)	\$1,003	\$0	\$56,040	62.6%	563
4 BR (40%)	\$1,003	\$0	\$40,120	40.7%	227
4 BR (50%)	\$1,015	\$0	\$50,150	54.8%	305
4 BR (60%)	\$1,015	\$0	\$60,180	60.8%	338

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$778	\$26,674	\$60,180	31.7%	769
All Unit Types (40%)	\$778	\$26,674	\$40,120	16.2%	393
All Unit Types (50%)	\$911	\$31,234	\$50,150	19.2%	465
All Unit Types (60%)	\$911	\$31,234	\$60,180	25.7%	623
2 BR (40%)	\$778	\$26,674	\$31,120	6.1%	63
2 BR (50%)	\$911	\$31,234	\$38,900	12.2%	126
2 BR (60%)	\$911	\$31,234	\$46,680	17.8%	184
3 BR (40%)	\$899	\$30,823	\$37,360	5.8%	52
3 BR (50%)	\$1,003	\$34,389	\$46,700	11.6%	105
3 BR (60%)	\$1,003	\$34,389	\$56,040	19.3%	174
4 BR (40%)	\$1,003	\$34,389	\$40,120	4.8%	27
4 BR (50%)	\$1,015	\$34,800	\$50,150	18.6%	103
4 BR (60%)	\$1,015	\$34,800	\$60,180	24.5%	136



<b>Renter Households</b>							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	137	45	48	25	26	8	<b>289</b>
\$10,000-20,000	240	113	67	9	35	15	<b>479</b>
\$20,000-30,000	138	74	59	37	18	7	<b>333</b>
\$30,000-40,000	69	131	34	20	19	7	<b>280</b>
\$40,000-50,000	79	49	10	54	19	6	<b>217</b>
\$50,000-60,000	31	62	33	20	13	0	<b>159</b>
\$60,000-75,000	33	58	18	32	9	0	<b>150</b>
\$75,000-100,000	32	101	40	58	13	3	<b>247</b>
\$100,000-125,000	13	3	17	31	6	0	<b>70</b>
\$125,000-150,000	36	29	14	26	13	3	<b>121</b>
\$150,000-200,000	23	10	0	2	8	2	<b>45</b>
\$200,000+	<u>12</u>	<u>4</u>	<u>2</u>	<u>2</u>	<u>7</u>	<u>4</u>	<b><u>31</u></b>
<b>Total</b>	<b>843</b>	<b>679</b>	<b>342</b>	<b>316</b>	<b>186</b>	<b>55</b>	<b>2,421</b>

<b>Owner Households</b>							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	189	90	21	35	4	0	<b>339</b>
\$10,000-20,000	316	161	52	21	5	3	<b>558</b>
\$20,000-30,000	339	167	69	40	8	3	<b>626</b>
\$30,000-40,000	248	364	123	37	17	10	<b>799</b>
\$40,000-50,000	165	331	76	42	35	19	<b>668</b>
\$50,000-60,000	172	376	37	59	27	13	<b>684</b>
\$60,000-75,000	153	528	195	109	35	15	<b>1,035</b>
\$75,000-100,000	96	360	420	195	68	34	<b>1,173</b>
\$100,000-125,000	74	393	200	304	55	28	<b>1,054</b>
\$125,000-150,000	85	267	200	61	60	38	<b>711</b>
\$150,000-200,000	43	174	108	129	50	24	<b>528</b>
\$200,000+	<u>36</u>	<u>83</u>	<u>77</u>	<u>23</u>	<u>59</u>	<u>34</u>	<b><u>312</u></b>
<b>Total</b>	<b>1,916</b>	<b>3,294</b>	<b>1,578</b>	<b>1,055</b>	<b>423</b>	<b>221</b>	<b>8,487</b>



HOUSEHOLD INCOME BY GROSS RENT AS A PERCENTAGE			
INCOME	SUSSEX COUNTY	MARKET AREA	WAVERLY
<b>Less than \$10,000</b>			
Less than 20%	0	0	0
20-24%	0	10	0
25-29%	0	13	0
30-34%	0	0	0
35%+	193	180	30
Not Computed	98	89	0
<b>\$10,000 - \$19,999</b>			
Less than 20%	4	61	4
20-24%	16	45	16
25-29%	59	64	10
30-34%	3	53	0
35%+	116	247	34
Not Computed	22	120	0
<b>\$20,000 - \$34,999</b>			
Less than 20%	0	53	0
20-24%	83	90	59
25-29%	20	53	0
30-34%	31	84	0
35%+	85	189	22
Not Computed	18	47	0
<b>\$35,000 - \$49,999</b>			
Less than 20%	128	104	76
20-24%	30	54	30
25-29%	2	72	2
30-34%	25	87	0
35%+	6	26	0
Not Computed	61	56	5
<b>\$50,000 - \$74,999</b>			
Less than 20%	40	276	14
20-24%	33	46	0
25-29%	32	78	0
30-34%	0	0	0
35%+	46	46	7
Not Computed	36	87	13
<b>\$75,000 or more</b>			
Less than 20%	42	171	29
20-24%	0	0	0
25-29%	0	0	0
30-34%	0	0	0
35%+	0	0	0
Not Computed	23	41	0
<b>TOTAL</b>	<b>1,252</b>	<b>2,542</b>	<b>351</b>

Source: U.S. Census Bureau



The importance of analyzing the annual income of households is that this data indicates the economic welfare of the primary market area. As a rule of thumb, households with similar incomes will also have similar assets.

HOUSEHOLDS BY INCOME GROUP BY AGE									
INCOME	2010			2020			2025		
	25-44	45-64	65+	25-44	45-64	65+	25-44	45-64	65+
<b>SUSSEX COUNTY</b>									
Less than \$15,000	89	263	377	130	138	244	111	104	229
\$15,000 - \$24,999	103	145	229	52	153	147	47	129	149
\$25,000 - \$34,999	157	142	119	71	119	215	56	81	191
\$35,000 - \$49,999	241	344	100	62	196	207	66	173	243
\$50,000 - \$74,999	215	391	124	177	294	208	154	236	230
\$75,000 - \$99,999	74	259	54	121	174	143	116	154	166
\$100,000 - \$149,999	46	93	27	121	298	81	135	292	110
\$150,000 - \$199,999	14	13	11	76	38	12	119	54	21
\$200,000+	10	0	5	1	55	7	2	92	15
<b>TOTAL</b>	<b>3,645</b>			<b>3,540</b>			<b>3,475</b>		
<b>MARKET AREA</b>									
Less than \$15,000	141	517	604	252	359	543	211	286	543
\$15,000 - \$24,999	321	320	585	189	377	429	168	326	445
\$25,000 - \$34,999	245	400	344	169	242	477	150	185	470
\$35,000 - \$49,999	467	837	356	342	434	634	316	365	689
\$50,000 - \$74,999	860	1,093	472	429	889	676	405	731	751
\$75,000 - \$99,999	417	759	135	451	621	348	442	566	425
\$100,000 - \$149,999	322	678	166	508	1,085	337	533	1,047	421
\$150,000 - \$199,999	48	130	52	144	311	117	213	373	191
\$200,000+	26	136	0	51	246	46	74	351	90
<b>TOTAL</b>	<b>10,431</b>			<b>10,706</b>			<b>10,767</b>		
<b>WAVERLY</b>									
Less than \$15,000	10	85	61	46	22	39	37	16	37
\$15,000 - \$24,999	42	20	75	10	28	32	9	27	32
\$25,000 - \$34,999	17	76	33	17	17	31	14	6	29
\$35,000 - \$49,999	78	53	50	23	38	60	18	29	64
\$50,000 - \$74,999	44	82	0	25	69	34	28	59	38
\$75,000 - \$99,999	2	69	10	16	41	9	20	40	15
\$100,000 - \$149,999	27	22	20	22	55	15	25	46	20
\$150,000 - \$199,999	3	0	0	13	7	2	24	13	3
\$200,000+	0	0	0	0	11	2	0	19	2
<b>TOTAL</b>	<b>879</b>			<b>684</b>			<b>670</b>		

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



### Sources of Demand

The potential tenants for the development include households who now live within the market area. It will appeal to potential tenants who have adequate incomes to pay the proposed rents and find the development more attractive in terms of price, unit features and project amenities than other available rental units. It also will attract households that the market area gains between now and when the development is ready for occupancy.

### Required Unit Mix

The LIHTC program is based on the premise that 1.5 persons per bedroom will occupy rental units. We expect that five percent (5%) of one-person households will occupy efficiency units. Ninety-five percent (95%) of one-person households and 25 percent of two-person households will occupy one-bedroom units. We expect that 75 percent of two-person household and 50 percent of three-person households will occupy two-bedroom units. We expect that 50 percent of three-person households, 90 percent of four-person households and 90 percent of five-person households will occupy three-bedroom units. We expect that 10 percent of four-person households, 10 percent of five-person households and 100 percent of six-person households will occupy four-bedroom units.

The following table illustrates the ratio of units required by each household size. These occupancy patterns suggest that efficiency units should account for 1.7 percent of the renter housing demand; one-bedroom units should account for 40.1 percent; two-bedroom units should account for 28.1 percent; three-bedroom units should account for 25.7 percent, and units with four or more bedrooms should account for 4.3 percent of the renter housing demand in the market area.

RENTAL HOUSING DEMAND BY NUMBER OF BEDROOMS						
HOUSEHOLD SIZE	0 BR	1 BR	2 BR	3 BR	4 BR	TOTAL
1 Person	42	801	0	0	0	843
2 Persons	0	170	509	0	0	679
3 Persons	0	0	171	171	0	342
4 Persons	0	0	0	284	32	316
5 Persons	0	0	0	167	19	186
6 or More Persons	0	0	0	0	55	55
<b>TOTAL</b>	<b>42</b>	<b>971</b>	<b>680</b>	<b>623</b>	<b>105</b>	<b>2,421</b>
<b>PERCENT</b>	<b>1.7%</b>	<b>40.1%</b>	<b>28.1%</b>	<b>25.7%</b>	<b>4.3%</b>	<b>100.0%</b>

### Eligible Households

Landlords evaluate a potential tenant's income and credit to decide if applicant can pay the required rents. Commercial underwriters and owners of conventional market rate developments generally require that the monthly contract rent should not exceed one-third of a tenant's income. This is increased to 35 percent for multifamily tenants in the LIHTC program.



The following table uses the tax credit income limits to determine the upper range of eligibility for each LIHTC unit.

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$778	\$0	\$60,180	72.6%	1,759
All Unit Types (40%)	\$778	\$0	\$40,120	57.2%	1,384
All Unit Types (50%)	\$911	\$0	\$50,150	66.1%	1,600
All Unit Types (60%)	\$911	\$0	\$60,180	72.6%	1,759
2 BR (40%)	\$778	\$0	\$31,120	41.6%	424
2 BR (50%)	\$911	\$0	\$38,900	54.1%	553
2 BR (60%)	\$911	\$0	\$46,680	59.8%	610
3 BR (40%)	\$899	\$0	\$37,360	45.9%	413
3 BR (50%)	\$1,003	\$0	\$46,700	54.9%	494
3 BR (60%)	\$1,003	\$0	\$56,040	62.6%	563
4 BR (40%)	\$1,003	\$0	\$40,120	40.7%	227
4 BR (50%)	\$1,015	\$0	\$50,150	54.8%	305
4 BR (60%)	\$1,015	\$0	\$60,180	60.8%	338

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$778	\$26,674	\$60,180	31.7%	769
All Unit Types (40%)	\$778	\$26,674	\$40,120	16.2%	393
All Unit Types (50%)	\$911	\$31,234	\$50,150	19.2%	465
All Unit Types (60%)	\$911	\$31,234	\$60,180	25.7%	623
2 BR (40%)	\$778	\$26,674	\$31,120	6.1%	63
2 BR (50%)	\$911	\$31,234	\$38,900	12.2%	126
2 BR (60%)	\$911	\$31,234	\$46,680	17.8%	184
3 BR (40%)	\$899	\$30,823	\$37,360	5.8%	52
3 BR (50%)	\$1,003	\$34,389	\$46,700	11.6%	105
3 BR (60%)	\$1,003	\$34,389	\$56,040	19.3%	174
4 BR (40%)	\$1,003	\$34,389	\$40,120	4.8%	27
4 BR (50%)	\$1,015	\$34,800	\$50,150	18.6%	103
4 BR (60%)	\$1,015	\$34,800	\$60,180	24.5%	136





**Penetration Rate**

There are no planned or under construction developments that will directly compete with the subject. There were four vacant LIHTC units in the market area. The subject is an existing Section 8 property that contains 50 units; 16 of which are vacant. Therefore, the total affordable inventory would be 20 units. The chart below indicates a penetration rate of 1.1 percent for the market area, when considering the subject's subsidies.

<b>REQUIRED PENETRATION RATE - WITH SUBSIDY</b>	
Income Eligible Renter Households	1,759
Existing Vacant LIHTC Units	4
LIHTC Units Planned	0
Vacant Units in Subject	16
Total Inventory	20
Penetration Rate	1.1%

The chart below indicates a penetration rate of 2.6 percent for the market area, without considering the subject's subsidies.

<b>REQUIRED PENETRATION RATE - WITHOUT SUBSIDY</b>	
Income Eligible Renter Households	769
Existing Vacant LIHTC Units	4
LIHTC Units Planned	0
Vacant Units in Subject	16
Total Inventory	20
Penetration Rate	2.6%



**Demand Analysis**

The following table contains the summary demand estimates for the units receiving subsidies.

<b>REQUIRED NET DEMAND - WITH SUBSIDY</b>				
	<b>All Units @ 40% (\$0 - \$40,120)</b>	<b>1BR Units @ 50% (\$0 - \$50,150)</b>	<b>All Units @ 60% (\$0 - \$60,180)</b>	<b>Project Total (\$0 - \$60,180)</b>
<b>Income Restrictions:</b>				
<b>Demand from New Household Growth</b>				
<b>New Rental Households</b>	2	2	2	2
<b>PLUS</b>				
<b>Existing Households - Rent Overburdened</b>	357	367	378	378
<b>PLUS</b>				
<b>Existing Households - Substandard Housing</b>	65	75	82	82
<b>PLUS</b>				
<b>Existing Qualifying Tenants Likely to Remain After Renovation</b>	5	20	25	50
<b>EQUALS</b>				
<b>Total Demand</b>	<b>429</b>	<b>464</b>	<b>487</b>	<b>512</b>
<b>MINUS</b>				
<b>Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)</b>	1	3	0	4
<b>EQUALS</b>				
<b>NET DEMAND</b>	<b>428</b>	<b>461</b>	<b>487</b>	<b>508</b>
<b>ABSORPTION PERIOD</b>				
	<b>1 Month</b>	<b>2-3 Months</b>	<b>3-5 Months</b>	<b>6-9 Months</b>

\*See Page 75 for absorption period explanation.



The following table contains the summary demand estimates for the units not receiving subsidies.

<b>REQUIRED NET DEMAND - WITHOUT SUBSIDY</b>				
	<b>All Units @ 40% (\$26,674 - \$40,120)</b>	<b>All Units @ 50% (\$31,234 - \$50,150)</b>	<b>All Units @ 60% (\$31,234 - \$60,180)</b>	<b>Project Total (\$26,674 - \$60,180)</b>
<b>Income Restrictions:</b>				
<b>Demand from New Household Growth</b>				
<b>New Rental Households</b>	0	1	1	1
<b>PLUS</b>				
<b>Existing Households - Rent Overburdened</b>	65	42	53	86
<b>PLUS</b>				
<b>Existing Households - Substandard Housing</b>	18	22	29	36
<b>PLUS</b>				
<b>Existing Qualifying Tenants Likely to Remain After Renovation</b>	5	20	25	50
<b>EQUALS</b>				
<b>Total Demand</b>	<b>89</b>	<b>84</b>	<b>108</b>	<b>172</b>
<b>MINUS</b>				
<b>Supply</b> (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	1	3	0	4
<b>EQUALS</b>				
<b>NET DEMAND</b>	<b>88</b>	<b>81</b>	<b>108</b>	<b>168</b>
<b>ABSORPTION PERIOD</b>				
	<b>1 Month</b>	<b>2-3 Months</b>	<b>3-5 Months</b>	<b>6-9 Months</b>

\*See Page 75 for absorption period explanation.



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## Demand Analysis Summary

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Overall the market shows a net demand of 508 units for the units. The subject is an existing development that contains 50 units. The overall capture rate for all units at or below 60 percent is 5.9 percent. However, as the property is existing and the tenants are likely to remain after rehabilitation, the capture rate including only the vacant units is 1.9 percent.

**New Rental Households:** The demand from new household growth is calculated by taking the new rental households projected between 2020 and 2025 divided by five years as the subject is an existing property. The new household growth number of 13 was then multiplied by the percent of income qualified tenants in the market area and percent plan to rent ( $13 \times 31.7\% \times 22.2\% = 1$ ). The subject will attract tenants with incomes between \$26,674 and \$60,180. The percent of income qualified can be seen on Page 71. The demand from new household growth is 1 for all units.

**Existing Households – Rent Overburdened:** The total number of rent overburdened households is 150 for all units. The appropriate household size percentage was applied this number to derive the existing households – rent overburdened shown on the demand chart on the previous page.

**Existing Households – Substandard Housing:** The total number of substandard households in the market area was 198. The appropriate household size percentage was applied and the resulting number of substandard households as shown on the demand chart on the previous page.

**Existing Qualifying Tenants Likely to Remain After Renovation:** The property is currently a Section 8 property. As complete, the property will remain a Section 8 property as well be a tax credit property at 40, 50 and 60 percent of the area median income. Since the current rents are below market, the tenants should remain income qualified and could remain after renovations. As the subject currently contains three vacant units, a total of 50 was added as shown on the demand chart on the previous page.

**Supply:** There were four vacant units in the comparable properties in the primary market area. However, there are no planned or recently completed comparable properties in the primary market area.

**Total Net Demand:** Overall the market shows a net demand of 508 units for all units. The subject is an existing development that contains 50 units and is currently 68 percent occupied. The overall capture rate for all units is 9.8 percent. As the property is existing and the tenants are likely to remain after rehabilitation, the capture rate including only the vacant units is 3.1 percent. Based on the occupancy rates of apartment complexes in the market area, the existing waiting lists, the projected population and household growth and the economic factors, it is believed that property will continue to be viable within the market area.

**Absorption Period:** Sussex Trace Apartments is an existing 50-unit Low Income Housing Tax Credit complex. The development is currently 68 percent occupied due to the property anticipating an upcoming renovation. An absorption period was established as if the development were a vacant Low Income Housing Tax Credit Development. After researching the vacancy rates of the existing units in the area, it is firmly believed that the development will satisfy a portion of the continued demand for the units within the market. It is estimated that a 95+ percent occupancy level can be achieved in six to nine months. Our interviews with apartment managers substantiate the absorption rate. It is believed that the subject will absorb five to seven units per month; therefore, reaching a stable occupancy level within six to nine months. However, it has 16 vacant units. Therefore, the effective absorption rate is between two and three months.



**Capture Rate Analysis**

The following tables contain the capture rates for the entire property as well as for the vacant units only at the property.

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY				
	All Units @ 40% (\$0 - \$40,120)	1BR Units @ 50% (\$0 - \$50,150)	All Units @ 60% (\$0 - \$60,180)	Project Total (\$0 - \$60,180)
<b>Income Restrictions:</b>				
All Units at Subject	1.2%	4.3%	5.1%	9.8%
Vacant Units at Subject	0.0%	0.0%	3.3%	3.1%

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY				
	All Units @ 40% (\$26,674 - \$40,120)	All Units @ 50% (\$31,234 - \$50,150)	All Units @ 60% (\$31,234 - \$60,180)	Project Total (\$26,674 - \$60,180)
<b>Income Restrictions:</b>				
All Units at Subject	5.7%	24.6%	23.2%	29.7%
Vacant Units at Subject	0.0%	0.0%	14.9%	9.5%

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY	
	Project Total (\$0 - \$60,180)
<b>Income Restrictions:</b>	
Project Wide Capture Rate - LIHTC Units	9.8%
project Wide Capture Rate - Market Units	---
Project Wide Capture Rate - All Units	9.8%
Project Wide Absorption Rate	6-9 Months

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY	
	Project Total (\$26,674 - \$60,180)
<b>Income Restrictions:</b>	
Project Wide Capture Rate - LIHTC Units	29.7%
project Wide Capture Rate - Market Units	---
Project Wide Capture Rate - All Units	29.7%
Project Wide Absorption Rate	6-9 Months

## SUPPLY ANALYSIS



**Housing Profile**

**Market Area Overview**

The rental housing stock in the market area is comprised of single-family homes as well as market-rate and restricted apartment complexes. The majority of the housing stock was built in the 1980s.

**Housing Inventory**

From 2005 through December 2019, permit issuing jurisdictions in Sussex County estimated 541 single-family and multifamily dwelling permits. Multifamily units were estimated at 0.0 percent of the planned construction activity.

<b>BUILDING PERMITS ISSUED</b>			
<b>YEAR</b>	<b>SINGLE-FAMILY</b>	<b>MULTIFAMILY</b>	<b>TOTAL</b>
2005	35	0	35
2006	91	0	91
2007	90	0	90
2008	45	0	45
2009	27	0	27
2010	15	0	15
2011	15	0	15
2012	26	0	26
2013	29	0	29
2014	20	0	20
2015	18	0	18
2016	24	0	24
2017	33	0	33
2018	33	0	33
2019*	40	0	40
<b>TOTAL</b>	<b>541</b>	<b>0</b>	<b>541</b>

*\*Preliminary Numbers through January 2017*

*Source: SOCDs*

**Projects under Construction**

According to Sussex County and the Virginia Housing Development Authority, there are no units under construction located within the subject's primary market area.

**Planned Projects**

According to Sussex County and the Virginia Housing Development Authority, there are no units in the planning stages located within the subject's primary market area.

**Unit Condition**

The market area's rental housing stock is in varying condition. Overall the developments are well maintained.



### Unit Types

Single-family homes comprise 56.8 percent of the rental units, while multifamily units comprise 15.5 percent of the rental units.

RENTER HOUSING UNITS BY UNIT TYPE		
TYPE	NUMBER	PERCENT
Single-Family	1,443	56.8%
Multifamily	395	15.5%
Mobile Homes & Other	704	27.7%
<b>TOTAL</b>	<b>2,542</b>	<b>100.0%</b>

Source: U.S. Census Bureau

### Age of Rental Units

Rental housing construction in the market area increased in the 1970s and then began declining again in the 1990s. It significantly declined by the 2000s.

AGE OF RENTAL UNITS		
YEAR BUILT	NUMBER	PERCENT
2005 or later	5	0.2%
2000-2004	63	2.5%
1990-1999	307	12.1%
1980-1989	522	20.5%
1970-1979	522	20.5%
1960-1969	313	12.3%
1950-1959	236	9.3%
1940-1949	123	4.8%
1939 or earlier	451	17.7%
<b>TOTAL</b>	<b>2,542</b>	<b>100.0%</b>

Source: U.S. Census Bureau

### Unit Size

The average size of the units in the surveyed developments is 913 square feet for two-bedroom units, and 1,128 for the three-bedroom units. None of the comparables contain four-bedroom units; therefore, no unit size analysis was able to be completed. The subject's unit sizes are smaller than the average unit size; however, they are within the comparable range. Therefore, it is believed the smaller unit sizes do not have a negative impact on the subject's marketability.

AVERAGE APARTMENT SIZE OF COMPARABLE APARTMENTS					
Unit Type	COMPARABLES			Subject (SF)	Subject's Advantage
	Minimum (SF)	Maximum (SF)	Average (SF)		
2 BR	734	1,040	913	876	-4.0%
3 BR	960	1,250	1,128	1,086	-3.7%
4 BR	---	---	---	1,315	---

Source: Gill Group Field Survey





### Rental Vacancy Rates

According to the U.S. Census Bureau, the national vacancy rates in the fourth quarter 2019 were 6.4 percent for rental housing and 1.4 percent for homeowner housing. The rental vacancy rate of 6.4 percent was not statistically different from the rate in the fourth quarter 2018 (6.6 percent), but 0.4 percentage points lower than the rate in the third quarter 2019 (6.8 percent). The homeowner vacancy rate of 1.4 percent was not statistically different from the rate in the fourth quarter 2018 (1.5 percent) and virtually unchanged from the rate in the third quarter 2019.

The fourth quarter 2019 rental vacancy outside Metropolitan Statistical Areas (7.4 percent) was higher than the rate in the suburbs (5.9 percent), but not statistically different from the rate in principal cities (6.7 percent). The rental vacancy rates in principal cities, in the suburbs, and outside MSAs were not statistically different from the fourth quarter 2018 rates.

The fourth quarter 2019 rental vacancy rate was highest in the South (8.2 percent) followed by the Midwest (6.8 percent), the Northeast (5.2 percent), and the West (4.4 percent). The rental vacancy rates in each region were not statistically different from the fourth quarter 2018 rates.

RESIDENTIAL VACANCY RATES				
QUARTER	4th Quarter 2019	4th Quarter 2018	% of 2019 Rate	% of Difference
United States	6.4%	6.6%	0.2%	0.3%
Inside MSAs	6.3%	6.4%	0.3%	0.4%
Outside MSAs	7.4%	8.2%	0.8%	1.0%
In Principal Cities	6.7%	6.9%	0.4%	0.5%
Not In Principal Cities	5.9%	5.9%	0.4%	0.5%
4th QUARTER 2019 VACANCY RATES BY REGION				
NORTHEAST	MIDWEST	SOUTH	WEST	
5.2%	6.8%	8.2%	4.4%	

Source: U.S. Census Bureau

### Vacancy Analysis

The vacancy rate for affordable housing units in the market area is 13.0 percent. The following table shows the vacancy rates for the affordable housing verified in the market area:

AFFORDABLE HOUSING VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Sussex Trace Apartments	50	16	32.0%
Birch Island Apartments	48	3	6.0%
Birch Island II Apartments	16	1	6.0%
Waverly Village Apartments	40	0	0.0%
<b>Totals</b>	<b>154</b>	<b>20</b>	<b>13.0%</b>



The current vacancy rate in surveyed market-rate apartment complexes is 2.7 percent. Due to the lack of conventional properties located in the market area, our search was expanded to neighboring areas. The following table shows the vacancy rates for each property verified in the area.

MARKET VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Meadowridge Apartments	96	5	5.0%
Morris Creek Landing Apartments	87	0	0.0%
Patriots Landing Apartments	15	0	0.0%
Eagle Harbor Phase I	240	6	2.5%
Eagle Harbor Phase II	144	5	3.5%
<b>Totals</b>	<b>582</b>	<b>16</b>	<b>2.7%</b>

#### Lease Terms and Concessions

The typical lease is twelve months. At the time of the writing of this report, two properties were offering rent concessions that effect the rental rates. Eagle Harbor Phases I and II were each offering a rent concession on select units: move In By February 22, 2020 and the remaining rent for February is rent free. In addition, receive \$500 off March rent.

#### Turnover Rates

The comparables indicated a range of 7.0 percent to 25.0 percent, with an average of 16.6 percent. Apartment managers in the market area reported that the turnover rates were stable throughout the year. Therefore, the analyst selected the annual turnover rate of 16.6 percent.

TURNOVER RATES	
Property Name	Avg. Annual Turnover Rate
Birch Island Apartments	20.0%
Birch Island II Apartments	25.0%
Waverly Village Apartments	12.0%
Meadowridge Apartments	16.0%
Patriots Landing Apartments	7.0%
Eagle Harbor Phase I	15.0%
Eagle Harbor Phase II	21.0%
<b>Average Annual Turnover</b>	<b>16.6%</b>

#### Likely Impact of Existing Development on Rental Occupancy Rates

The existing development will not have an adverse impact on the market area. Its two-, three- and four-bedroom units are suitable in the market. Additionally, all facilities in the market area have stabilized occupancy rates. Therefore, it is believed the existing development does not have an adverse impact on the market area.



**Existing Comparables**

The following table summarizes the existing affordable housing complexes within the primary market area and the immediate vicinity. Additional information for the all restricted properties can be found on Page 83.

<b>Sussex Trace Apartments</b>	<b>Type</b>	<b>Existing/ Planned</b>	<b>Population Served</b>	<b>Number of Units of Each Type</b>	<b>Unit Size/Rent/ Number Vacant</b>	<b>Amenities</b>
Birch Island Apartments 10322 Penny Lane Wakefield, Virginia 757-899-4803	RD/ LIHTC	Existing	Family	1/1 - 16 2/1 - 24 3/1 - 4 3/1 - 4	560 SF - \$569 - 0 734 SF - \$632 - 2 960 SF - \$722 - 1 1,009 SF - \$722 - 0	Refrigerator, Range/Oven, Carpet, Vinyl, Blinds, Walk-In Closet (Select), Coat Closet, Meeting Room, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Video Surveillance
Birch Island II Apartments 10322 Penny Lane Wakefield, Virginia 757-899-4803	RD/ LIHTC	Existing	Family	1/1 - 8 2/1 - 8	601 SF - \$597 - 1 780 SF - \$648 - 0	Refrigerator, Range/Oven, Dishwasher, Carpet, Wood Composite, Blinds, Ceiling Fans, Coat Closet, Meeting Room, Playground, Laundry Facility, Video Surveillance
Waverly Village Apartments 600 Amherst Lane Waverly, Virginia 804-834-3012	LIHTC	Existing	Family	1/1 - 2 1/1 - 14 2/1 - 2 2/1 - 11 2/1 - 11	582 SF - \$596 - 0 582 SF - \$596 - 0 734 SF - \$642 - 0 734 SF - \$642 - 0 734 SF - \$834 - 0	Refrigerator, Range/Oven, Carpet, Vinyl, Blinds, Meeting Room, Exercise Room, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Video Surveillance



**Comparable Profile Pages**

**COMPARABLE APARTMENT RENTAL NO. 1**



Property Type: LIHTC/Walk-Up  
 Property Name: Waverly Village Apartments  
 Address: 600 Amherst Lane  
 Waverly, VA 23890  
 Verification: Janet, 804-834-3012  
 February 20, 2020, By Telephone  
 Distance From Subject: 2.95 Miles

**Year Opening/Significant Renovation Amenities**

1988/2004  
 Refrigerator, Range/Oven, Carpet, Vinyl, Blinds, Meeting Room, Exercise Room, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Video Surveillance

**Utilities (Type/Responsibility)**

Heat - Electric - Tenant  
 Air Conditioning - Electric - Tenant  
 Cooking - Electric - Tenant  
 Hot Water - Electric - Tenant  
 Cold Water - Landlord  
 Sewer - Landlord  
 Trash - Landlord

**Unit Mix**

<b>Unit Type</b>	<b>No. of Units</b>	<b>No. Vacant</b>	<b>Size SF</b>	<b>Collected Rent/Mo.</b>	<b>Utility Allowance</b>	<b>Gross Rent</b>
1/1 (40%)	2	0	582	\$596	\$58	\$654
1/1 (60%)	14	0	582	\$596	\$58	\$654
2/1 (40%)	2	0	734	\$642	\$91	\$733
2/1 (60%)	11	0	734	\$642	\$91	\$733
2/1 (60%)	11	0	734	\$834	\$91	\$733

**Occupancy** 100%  
**Total Units** 40  
**No. of Buildings** 6  
**Construction Type** Siding  
**HVAC** Central Elec/Central Elec  
**Stories** 2  
**Waiting List** 37 Applicants  
**Turnover Rate** 12%  
**Absorption Rate** N/A

**Remarks**

There are 37 applicants on the waiting list, and the annual turnover rate is approximately 12 percent. The utility allowance for the units is as follows: \$58 for one-bedroom units and \$91 for two-bedroom units. The rents are set at 40 and 60 percent of the area median income.



**COMPARABLE APARTMENT RENTAL NO. 2**



Property Type: RD/LIHTC/Walk-Up  
 Property Name: Birch Island Apartments  
 Address: 10322 Penny Lane  
 Wakefield, VA 23888  
 Verification: Patrice Holloway, 757-899-4803  
 February 20, 2020, By Telephone  
 Distance From Subject: 10.30 Miles

**Year Opening/Significant Renovation Amenities**

1984  
 Refrigerator, Range/Oven, Carpet, Vinyl, Blinds, Walk-In Closet (Select), Coat Closet, Meeting Room, Playground, Laundry Facility, On-Site Management, On-Site Maintenance, Video Surveillance

**Utilities (Type/Responsibility)**

Heat - Electric - Tenant  
 Air Conditioning - Electric - Tenant  
 Cooking - Electric - Tenant  
 Hot Water - Electric - Tenant  
 Cold Water - Landlord  
 Sewer - Landlord  
 Trash - Landlord

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Unit Mix</u>		<u>Utility Allowance</u>	<u>Gross Rent</u>
				<u>Collected</u>	<u>Rent/Mo.</u>		
1/1	16	0	560	\$569	\$106	\$675	
2/1	24	2	734	\$632	\$125	\$757	
3/1	4	1	960	\$722	\$141	\$863	
3/1	4	0	1,009	\$722	\$141	\$863	

**Occupancy** 94%  
**Total Units** 48  
**No. of Buildings** 6  
**Construction Type** Siding  
**HVAC** Baseboard Elec/Central Elec  
**Stories** 2  
**Waiting List** 6 Applicants  
**Turnover Rate** 20%  
**Absorption Rate** N/A

**Remarks**

There are six applicants on the waiting list: two for one-bedroom units, three for two-bedroom units and one for three-bedroom units. The annual turnover rate is approximately 20 percent. The utility allowance for the units is as follows: \$106 for one-bedroom units, \$125 for two-bedroom units and \$141 for three-bedroom units. Of the total units, 32 units receive Rental Assistance. The LIHTC rents are set at 50 percent of the area median income.



**COMPARABLE APARTMENT RENTAL NO. 3**



Property Type: RD/LIHTC/Walk-Up  
 Property Name: Birch Island II Apartments  
 Address: 10322 Penny Lane  
 Wakefield, VA 23888  
 Verification: Patrice Holloway, 757-899-4803  
 February 20, 2020, By Telephone  
 Distance From Subject: 10.30 Miles

**Year Opening/Significant Renovation Amenities**

1984/2009  
 Refrigerator, Range/Oven, Dishwasher, Carpet, Wood Composite, Blinds, Ceiling Fans, Coat Closet, Meeting Room, Playground, Laundry Facility, Video Surveillance

**Utilities (Type/Responsibility)**

Heat - Electric - Tenant  
 Air Conditioning - Electric - Tenant  
 Cooking - Electric - Tenant  
 Hot Water - Electric - Tenant  
 Cold Water - Landlord  
 Sewer - Landlord  
 Trash - Landlord

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Unit Mix</u>		<u>Utility Allowance</u>	<u>Gross Rent</u>
			<u>Size SF</u>	<u>Collected Rent/Mo.</u>		
1/1	8	1	601	\$597	\$72	\$669
2/1	8	0	780	\$648	\$91	\$739

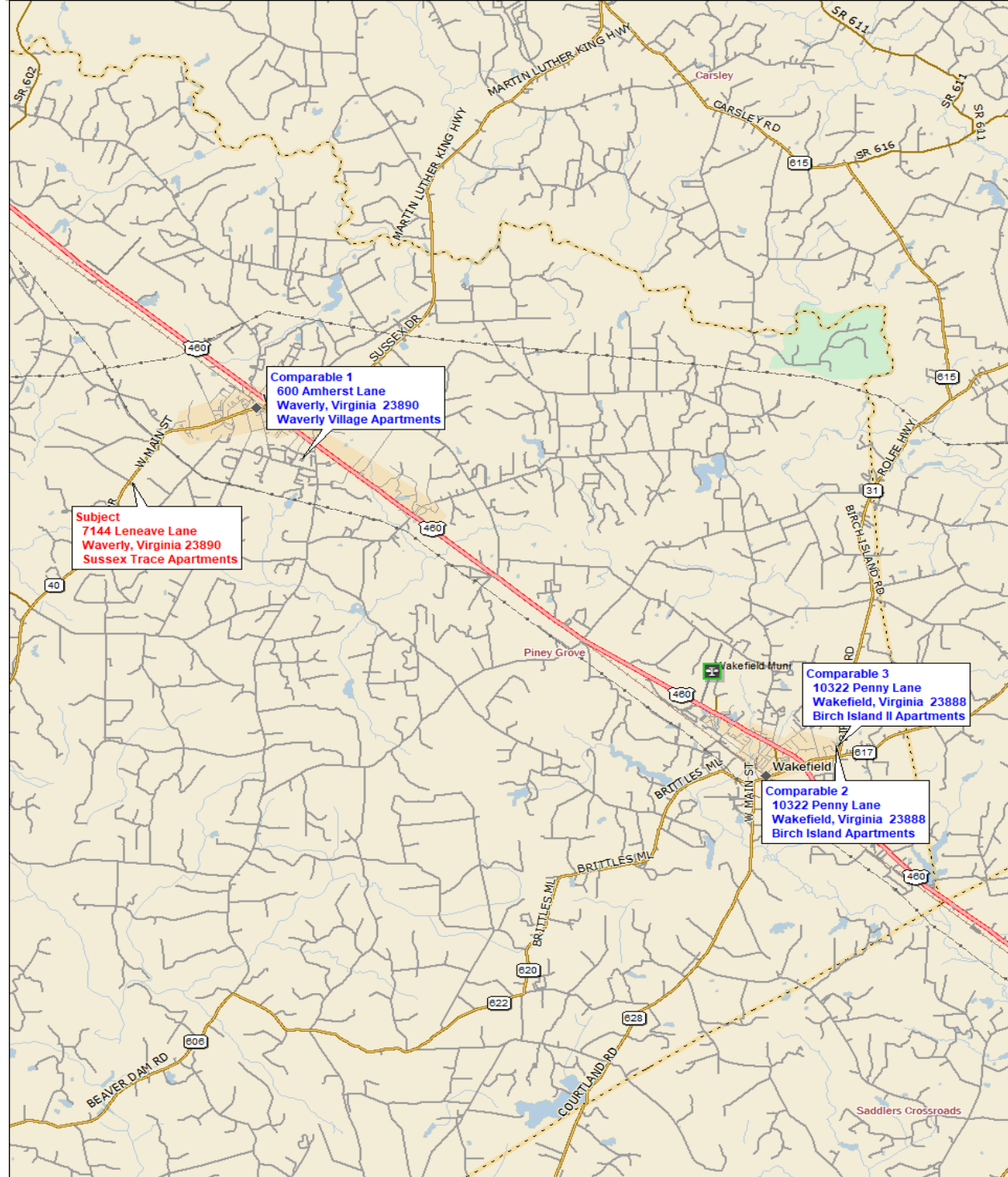
**Occupancy** 94%  
**Total Units** 16  
**No. of Buildings** 2  
**Construction Type** Siding  
**HVAC** Central Elec/Central Elec  
**Stories** 2  
**Waiting List** 7 Applicants  
**Turnover Rate** 25%  
**Absorption Rate** N/A

**Remarks**

There are seven applicants on the waiting list: three for one-bedroom units and four for two-bedroom units. The annual turnover rate is approximately 25 percent. The utility allowance for the units is as follows: \$72 for one-bedroom units and \$91 for two-bedroom units. Of the total units, six units receive Rental Assistance. The LIHTC rents are set at 40 and 50 percent of the area median income.



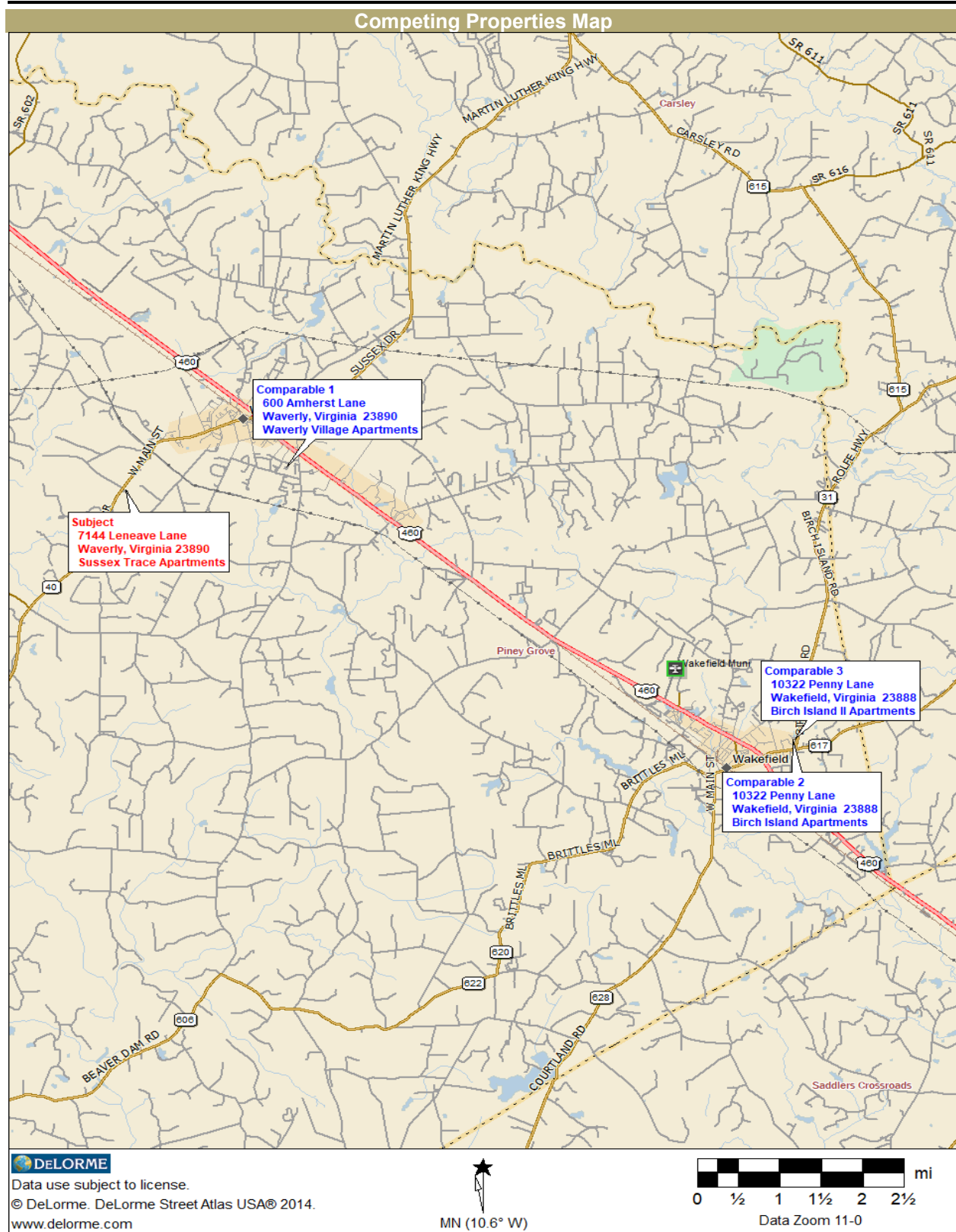
Existing Comparables Map



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★  
MN (10.6° W)

0 1/2 1 1 1/2 2 2 1/2 mi  
Data Zoom 11-0



\*All of the comparables will directly compete with the subject's units.





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#### Additional Developments

The market area also includes additional developments that were excluded from the analysis due to non-competitiveness or inability to verify information. The developments located in the market area that were excluded from the survey are noted as follows:

Covington Court Apartments - Waverly, VA - Elderly  
Springdale I Apartments - Franklin, VA - Elderly  
Springdale II Apartments - Franklin, VA - Elderly  
Windsor Court Apartments - Chase City, VA - Unconfirmed

#### **Market-Rate Properties (Not Comparable in Restrictions or Tenant Base)**

Meadowridge Apartments - Franklin, VA  
Morris Creek Landing Apartments - Smithfield, VA  
Patriots Landing Apartments - Smithfield, VA  
Eagle Harbor Phase I - Carrollton, VA  
Eagle Harbor Phase II - Carrollton, VA



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### Market Rent Analysis

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The market analyst researched rental housing in the market area and identified several apartment communities in and around the market area of the subject. The analyst identified the market-rate communities in the area that would directly compete with the subject. These comparables were then compared to the subject and adjusted for differences in amenities. These differences include, but are not limited to, location, structure, condition, unit size, number of bedrooms, number of baths, unit amenities (range/oven, refrigerator, microwave, dishwasher, etc.), project amenities (parking, storage, clubhouse, meeting room, pool, recreation area, etc.) and utilities provided. The adjustments made were based on the experience of the analyst, interviews with local officials, apartment managers and residents and information received from third-party sources (rent-to-own facilities, utility providers and housing authorities.) Additional adjustments were also determined using paired rental analysis. The paired rental analysis ranges are determined by comparing comparables with different numbers of bedrooms and factoring out any other differences (amenities, utilities provided, etc.) The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected.



**HUD Forms 92273-S8 and Explanations – As Complete**  
**Two-Bedroom Units (876 SF) – As Complete**

OMB Approval # 2502-0507 (exp. 04/30/2021)

<i>Rent Comparability Grid</i>		Unit Type →	Two-Bedroom		Subject's FHA #:	N/A					
<i>Subject</i>		<i>Comparable 1</i>		<i>Comparable 2</i>		<i>Comparable 3</i>		<i>Comparable 4</i>		<i>Comparable 5</i>	
Sussex Trace Apartments 7144 Leneave Lane Waverly Sussex		Meadowridge Apartments 340 North College Drive Franklin Franklin City		Morris Creek Landing Apartments 982 John Rolfe Drive Smithfield Isle of Wight		Patriots Landing Apartments 513 Cedar Street Smithfield Isle of Wight		Eagle Harbor Phase I 220 Marsh Landing Drive Carrollton Isle of Wight		Eagle Harbor Phase II 220 Marsh Landing Drive Carrollton Isle of Wight	
<i>Data</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>	
A. Rents Charged											
1 \$ Last Rent / Restricted?	on	\$850		\$929		\$950		\$1,199		\$1,249	
2 Date Last Leased (mo/yr)		Feb-20		Feb-20		Feb-20		Feb-20		Feb-20	
3 Rent Concessions		N		N		N		Y	(\$66)	Y	(\$67)
4 Occupancy for Unit Type		95%		100%		100%		97%		97%	
5 Effective Rent & Rent/ sq. ft		\$850	\$0.96	\$929	\$1.03	\$950	\$0.95	\$1,133	\$1.13	\$1,182	\$1.18
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition											
6 Structure / Stories	T/2	WU/2		WU/2		WU/2		WU/3		WU/3	
7 Yr. Built/Yr. Renovated	1981/2022	1991/2015		1988/2004		2010		2005		2011	
8 Condition / Street Appeal	G	G	(\$20)	A	\$80	A	\$80	G	(\$20)	G	(\$20)
9 Neighborhood	A	G	(\$45)	G	(\$140)	G	(\$145)	G	(\$180)	G	(\$185)
10 Same Market? Miles to Subj		N/32.4		N/34.6		N/32.9		N/40.7		N/40.7	
C. Unit Equipment/ Amenities											
11 # Bedrooms	2	2		2		2		2		2	
12 # Baths	1	1		2	(\$25)	1		2	(\$25)	2	(\$25)
13 Unit Interior Sq. Ft.	876	890		898		1,000	(\$30)	1,000	(\$30)	1,000	(\$30)
14 Balcony/ Patio	Y	Y		N	\$5	Y		Y		Y	
15 AC: Central/ Wall	C	C		C		C		C		C	
16 Range/ Refrigerator	RF	RF		RF		RF		RF		RF	
17 Microwave/ Dishwasher	D	D		D		MD	(\$5)	MD	(\$5)	MD	(\$5)
18 Washer/Dryer	L, W	L		L		WD	(\$25)	WD	(\$25)	WD	(\$25)
19 Floor Coverings	V	C		C		C		C		C	
20 Window Coverings	B	B		B		B		B		B	
21 Cable/ Satellite/Internet	I	N	\$10	N	\$10	N	\$10	CI	(\$30)	CI	(\$30)
22 Special Features	N	N		N		N		CM	(\$10)	CM	(\$10)
23											
D. Site Equipment/ Amenities											
24 Parking ( \$ Fee)	L/0	L/0		L/0		L/0		L/0, G/125		L/0, G/125	
25 Extra Storage	Y/0	N	\$5	N	\$5	N	\$5	N	\$5	N	\$5
26 Security	Y	N	\$5	N	\$5	Y		Y	(\$5)	N	\$5
27 Clubhouse/ Meeting Rooms	N	N		N		N		N		N	
28 Pool/ Recreation Areas	R	R	\$10	PR		N	\$20	PR	(\$10)	PR	(\$10)
29 Business Ctr / Nhd Netwk	N	N		N		N		N		N	
30 Service Coordination	N	N		N		N		N		N	
31 Non-shelter Services	N	N		N		N		N		N	
32 Neighborhood Networks	N	N		N		N		N		N	
33											
E. Utilities											
33 Heat (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/ Sewer	Y	N	\$64	Y		Y		N	\$64	N	\$64
39 Trash /Recycling	Y	Y		Y		Y		N	\$11	N	\$11
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		4	2	5	2	4	4	1	10	2	9
41 Sum Adjustments B to D		\$30	(\$65)	\$105	(\$165)	\$115	(\$205)	\$5	(\$340)	\$10	(\$340)
42 Sum Utility Adjustments		\$64	\$0	\$0	\$0	\$0	\$0	\$75	\$0	\$75	\$0
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		\$29	\$159	(\$60)	\$270	(\$90)	\$320	(\$260)	\$420	(\$255)	\$425
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$879		\$869		\$860		\$873		\$927	
45 Adj Rent/Last rent			103%		94%		91%		77%		78%
46 Estimated Market Rent	\$865	\$0.99		Estimated Market Rent/ Sq. Ft							

*James J. Hill*  
2/21/2020  
Appraiser's Signature Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared:  Manually  Using HUD's Excel form form HUD-92273-S8 (04/2002)



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**Sussex Trace Apartments**  
**Primary Unit Type – Two-Bedroom Units (876 SF)**

**Please note:** Minor adjustments in the \$5 to \$10 range are based on the appraiser's evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: "For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent."

A rent comparability grid was prepared for the primary unit type with 876 square feet. Comparable apartments used include the following: Meadowridge Apartments (Comparable 1), Morris Creek Landing Apartments (Comparable 2), Patriots Landing Apartments (Comparable 3), Eagle Harbor Phase I (Comparable 4) and Eagle Harbor Phase II (Comparable 5).

**\$ Last Rent/Restricted** – All of the units are currently rented at the rates shown on the grid. Rents range from \$850 to \$1,182. No unit used in this analysis has any rent restrictions.

**Date Last Leased** – The grid shows the effective date of the leases most recently signed. Effective dates are all February 2020. No adjustments were necessary.

**Rent Concessions** – The subject is not currently offering concessions. None of the comparables except Comparables 4 and 5 are currently offering concessions. Comparables 4 and 5 are each offering the following concession: move In By February 22, 2020 and the remaining rent for February is rent free. In addition, receive \$500 off March rent. Therefore, Comparable 4's two-bedroom unit type was adjusted downward \$66 ( $\$1,199 / 29 \text{ days} = \$41.34 * 7 \text{ days} = \$289 + \$500 = \$789 / 12 \text{ months} = \$66$ ). Comparable 5 was adjusted downward \$67 using the same methodology.

**Occupancy for Unit Type** – The subject's current occupancy rate is 68 percent. The comparables' occupancy rates range from 95 to 100 percent. No adjustments were needed.

**Structure/Stories** – The subject is located in two-story townhome buildings. All comparables are located in two- or three-story walk-up buildings. No complex in the market area shows a rent difference based on this particular item. No adjustment was needed.

**Year Built/Year Renovated** – The subject was built in 1981. Comparable 1 was constructed in 1991 and renovated in 2015. Comparable 2 was built in 1988 and renovated in 2004. Comparable 3 was built in 2010. Comparable 4 was constructed in 2005. Comparable 5 was built in 2011. As year built/year renovated numbers play a large part in the condition of the subject, any adjustment needed for year built/year renovated were incorporated into the condition/street appeal adjustment.

**Condition/Street Appeal** – The subject has brick and siding construction. The landscaping consists of grass, trees and shrubs. The subject will be rehabilitated and will be in good condition. As complete, Comparables 1, 4 and 5 will be superior to the subject, and Comparables 2 and 3 will be inferior. An \$80 difference between "as is" and "as rehabbed" rents is typical in this market. Therefore, all comparables were adjusted upward \$80 from their "as is" adjustments.

**Neighborhood** – The subject's neighborhood is rated average, with easy access to all services available within the town limits. In order to determine if adjustments were needed for differences in location between the subject and the comparables, eleven factors were compared. Those factors include livability, amenities available, cost of living, crime factors, employment factors, housing factors, schools in the area, walkscore, population counts, median rent levels and median income levels. The comparison between the subject and comparables is shown in the following table:



Location Characteristics				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	59	66	71	72
<b>Amenities</b>	F	B	B	D
<b>Cost of Living</b>	B	C	D	F
<b>Crime</b>	A	F	B	A
<b>Employment</b>	F	F	D	B
<b>Housing</b>	F	D	F	F
<b>Schools</b>	F	A	A	A
<b>Walkscore</b>	45	37	49	13
<b>Population</b>	1,496	8,413	8,304	5,481
<b>Median Rent</b>	\$826	\$850	\$933	\$1,453
<b>Median Income</b>	\$36,100	\$38,333	\$65,907	\$88,193

The data shown in the table was verified through [www.areavibes.com](http://www.areavibes.com) and [www.walkscore.com](http://www.walkscore.com). Each category was given a rating of 1 to 5, with 1 being the worst and 5 being the best. The ratings for each category were added together for each comparable, and the total sum was compared to the combined sum for the subject and a percent difference from the subject was determined. The results are shown in the following table:

Location Weighting Table				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	3	4	4	4
<b>Amenities</b>	1	4	4	2
<b>Cost of Living</b>	4	3	2	1
<b>Crime</b>	5	1	4	5
<b>Employment</b>	1	1	2	4
<b>Housing</b>	1	2	1	1
<b>Schools</b>	1	5	5	5
<b>Walkscore</b>	2	2	2	1
<b>Population</b>	1	1	1	1
<b>Median Rent</b>	4	4	4	5
<b>Median Income</b>	2	2	4	5
<b>Total</b>	<b>26</b>	<b>30</b>	<b>34</b>	<b>35</b>
<b>% Different</b>	---	<b>-15.4%</b>	<b>-30.8%</b>	<b>-34.6%</b>
<b>50% Difference</b>	---	-7.7%	-15.4%	-17.3%

Despite adjusting for the differences between the comparables, it is not always possible to fully account for the differences in rent between comparables as some is due to renter perception or management practices and is not due solely to differences in location. Therefore, it is not appropriate to adjust the full percentage amount determined in the previous analysis, and an adjustment factor of 50 percent was applied to the percentages determined in this analysis. The result is shown in the previous table. The percentage was applied to the unadjusted rent level of the comparables. The result was applied to the comparables for differences in location. The following table shows the calculation for each comparable requiring an adjustment:

Comparable #	Unadjusted Rent	% Difference	Adjustment
1	\$850	-5.0%	-\$43
2	\$929	-15.0%	-\$139
3	\$950	-15.0%	-\$143
4	\$1,199	-15.0%	-\$180
5	\$1,249	-15.0%	-\$187

The comparables were adjusted as indicated in the previous table (rounded to the nearest \$5).

**Same Market/Miles to Subject** – Due to the lack of conventional apartments within the primary market area, it was necessary to go outside the market area for all comparables. Where possible, adjustments for neighborhood are separated from market area, and adjustments are applied on each line item.



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However, it is often difficult to distinguish between these two line items as quality and appearance of a neighborhood and market area often factor in the same items. In this market area, it was difficult to distinguish rent differences between neighborhood and market area. In order to avoid double-dipping, I elected to adjust in the neighborhood line item my collective thoughts on neighborhood and market issues rather than adjusting in the two separate lines. Separating the two would require making assumptions about one or the other and would not change my rent adjustment for these factors. In order to avoid making arbitrary assumptions, the differences in neighborhood and market area were adjusted on the neighborhood line item. Therefore, no adjustment was needed.

**# of Bedrooms** – The subject contains two-bedroom units. All comparables are similar. No adjustments were needed.

**# of Baths** – The subject contains one bath in the two-bedroom units. The majority of the difference in number of baths is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional baths. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. There was insufficient market data available for a paired analysis as the majority of properties in this market contain a similar number of baths. Therefore, a \$25 full bath per month adjustment was selected.

**Unit Interior Square Footage** – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the “marketing” unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparables’ dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate. The 25 percent was used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the units is \$0.26. The result was rounded to the nearest \$5. No adjustments were made to comparables within 25 square feet of the subject because there is no difference in perceived unit function with 25 square feet. The adjustments are reflected on the HUD-Form 92273-S8, which is attached.

**Balcony/Patio** – The subject contains patios. All of the comparables except Comparable 2 are similar to the subject. Comparable 2 was adjusted upward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.



**AC: Central/Wall** – The subject contains central air conditioning as do all comparables. No adjustments were needed.

**Range/Refrigerator** – The subject and all comparables contain both amenities. No adjustments were needed.

**Microwave/Dishwasher** – As complete, the subject will contain dishwashers in the units. All comparables contain dishwashers. In addition, Comparables 3, 4 and 5 also contain microwaves in the units. Microwaves are a relatively inexpensive item and are unlikely to be a deciding factor when a tenant decides which unit to lease. However, because the included amenity is considered an enhancement to the unit, it was considered appropriate to adjust a nominal \$5 per month for microwaves.

**Washer/Dryer** – The subject contains a laundry facility as well as a washer hook-up in the units. Comparables 1 and 2 each contain a laundry facility. Comparables 3, 4 and 5 each contain a washer and dryer in the unit. Units with these amenities provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Although there is little market data available concerning units with these features versus those without these features, the amenities are an enhancement to the unit. Since the subject only contains a hook-up for a washer, Comparables 1 and 2 were not adjusted. Comparables 3, 4 and 5 were adjusted downward \$25 per month.

**Floor Coverings** – The subject contains vinyl floor coverings. All comparables have carpet floor coverings. The market did not indicate a rent differential based on floor coverings. Therefore, no adjustments were needed.

**Window Coverings** – The subject and all comparables contain window coverings. No adjustment was needed.

**Cable/Satellite/Internet** – The subject does not provide more than access to cable, satellite or internet services to the units. As complete, the subject will provide free Wi-Fi in the common areas. Comparables 1, 2 and 3 do not provide more than access to cable, satellite or internet services. Comparables 4 and 5 provide cable and Internet to the units. In order to determine an appropriate adjustment for these services, cable/Internet fees for local cable providers were researched. The following table shows the cable providers contacted and the fees for each provider. Common area Wi-Fi is a convenience to the property. This feature is valuable to residents as it allows access to the Internet without having to deplete data from personal accounts which are typically accompanied by data caps and limits. There is no data for these features that could be extracted from the market area. However, an adjustment was needed for the convenience of the on-site amenity. Therefore, an adjustment of \$10 was selected for Comparables 1, 2 and 3. Comparables 4 and 5 were adjusted downward \$30 per month, or the difference between the average cost for cable and the adjustment for common area Wi-Fi (\$40 per month for cable - \$10 for common area Wi-Fi = \$30).

Provider	Fee
Spectrum	\$50
Verizon	\$40

**Special Features** – The subject does not contain special features. None of the comparables except Comparables 4 and 5 contain special features. Comparables 4 and 5 contain crown molding. Crown molding contributes to the appeal of the units and are considered an enhancement. No complex in the market area shows a rent differential based on this particular item; however, a nominal adjustment was considered appropriate. Therefore, a \$10 adjustment was selected for crown molding.



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**Parking** – The subject and all comparables contain parking lots with no additional fee. Comparables 4 and 5 each contain garage parking for an additional \$125 per month. Since these properties also contain parking that is similar to the subject, no adjustment is needed.

**Extra Storage** – The subject contains extra storage for no additional fee. None of the comparables contain storage. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, extra storage was given a nominal \$5 adjustment per month.

**Security** – The subject contains video surveillance. None of the comparables except Comparables 3 and 4 contain security features. Comparable 3 contains video surveillance, and Comparable 4 contains security alarms. No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex. Video surveillance and security patrol provide added protection for residents at the properties. Therefore, properties with these features were adjusted \$5 per feature when compared to properties with no security. If properties contain both features, they are adjusted \$10 total when compared to properties with no security. Comparable 3 was considered to be similar to the subject and was not adjusted. Comparable 4 was adjusted downward \$5 per month.

**Clubhouse/Meeting Rooms/Dining Room** – The subject does not have any of these amenities. All of the comparables are similar to the subject. No adjustment was needed.

**Pool/Exercise Room/Recreation Areas** – The subject contains a picnic area, playground, tot lot and basketball court. Comparable 1 contains a picnic area and playground. Comparable 2 contains a swimming pool, picnic area and playground. Comparable 3 does not contain any of these amenities. Comparables 4 and 5 each have access to a swimming pool, picnic area, playground, volleyball court and dog park. Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. Comparable 1 was adjusted upward \$10 per month (\$5 for picnic area + \$5 for playground - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10). Comparable 2 was deemed similar to the subject and was not adjusted. Comparable 3 was adjusted upward \$20 per month for the subject's picnic area, playground, tot lot and basketball court. Comparables 4 and 5 were adjusted downward \$10 per month (\$10 for swimming pool + \$5 for picnic area + \$5 for volleyball court + \$5 for dog park - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10).

**Business Center** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Service Coordination** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Non-Shelter Services** – The subject does not contain these features. None of the comparables contain these features. No adjustment was needed.

**Neighborhood Network** – The subject does not contain this feature. None of the comparables contain this feature. No adjustment was needed.

**Heat** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.





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**Cooling** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cooking** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Hot Water** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Other Electric** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cold Water/Sewer** – The subject provides cold water and sewer. Comparables 2 and 3 are similar to the subject. Therefore, the comparables without these utilities provided were adjusted upward \$64 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amounts were substantiated through local utility providers.

**Trash/Recycling** – The subject provides this utility. Comparables 1, 2 and 3 similar to the subject. Therefore, the comparables without this utility provided were adjusted upward \$11 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amount was substantiated through local utility providers.

**Conclusion of Market Rent**

The adjusted rents range from \$860 to \$927. Market rent was selected giving greater consideration Comparables 2 and 3 since they are the most similar to the subject in utilities provided. The remaining comparables were also given consideration. The appraiser concluded the market rent for the units as follows:

- **876 SF Two-Bedroom Units - \$865, or \$0.99 per square foot**



Three-Bedroom Units (1,086 SF) – As Complete

OMB Approval # 2502-0507 (exp. 04/30/2021)

Rent Comparability Grid		Unit Type →	Three-Bedroom		Subject's FHA #:		N/A		
Subject	Data	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5			
Sussex Trace Apartments	7144 Leneave Lane	Meadowridge Apartments	Morris Creek Landing Apartments	Patriots Landing Apartments	Eagle Harbor Phase I	Eagle Harbor Phase II			
Waverly Sussex	on	340 North College Drive	982 John Rolfe Drive	513 Cedar Street	220 Marsh Landing Drive	220 Marsh Landing Drive			
	Subject	Franklin Franklin City	Smithfield Isle of Wight	Smithfield Isle of Wight	Carrollton Isle of Wight	Carrollton Isle of Wight			
<b>A. Rents Charged</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1 \$ Last Rent / Restricted?		\$1,080		\$929		\$1,295		\$1,450	
2 Date Last Leased (mo/yr)		Feb-20		Feb-20		Feb-20		Feb-20	
3 Rent Concessions		N		N		N		Y (\$71)	
4 Occupancy for Unit Type		95%		100%		100%		97%	
5 Effective Rent & Rent/ sq ft		\$1,080	\$0.99	\$929	\$1.03	\$1,295	\$1.04	\$1,379	\$1.10
								\$1,340	\$1.07
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>									
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6 Structure / Stories	T/2	WU/2		WU/2		WU/2		WU/3	
7 Yr. Built/Yr. Renovated	1981/2022	1991/2015		1988/2004		2010		2005	
8 Condition /Street Appeal	G	G (\$20)		A \$80		A \$80		G (\$20)	
9 Neighborhood	A	G (\$55)		G (\$140)		G (\$195)		G (\$220)	
10 Same Market? Miles to Subj		N/32.4		N/34.6		N/32.9		N/40.7	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11 # Bedrooms	3	3		2	\$100	3		3	
12 # Baths	1.5	2 (\$15)		2 (\$15)		2 (\$15)		2 (\$15)	
13 Unit Interior Sq. Ft.	1,086	1,090		898 \$50		1,250 (\$45)		1,250 (\$45)	
14 Balcony/ Patio	Y	Y		N \$5		Y		Y	
15 AC: Central/ Wall	C	C		C		C		C	
16 Range/ Refrigerator	RF	RF		RF		RF		RF	
17 Microwave/ Dishwasher	D	D		D		MD (\$5)		MD (\$5)	
18 Washer/Dryer	L/HU	L \$5		L \$5		WD (\$20)		WD (\$20)	
19 Floor Coverings	V	C		C		C		C	
20 Window Coverings	B	B		B		B		B	
21 Cable/ Satellite/Internet	I	N \$10		N \$10		N \$10		CI (\$30)	
22 Special Features	N	N		N		N		CM (\$10)	
23									
<b>D Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24 Parking ( \$ Fee)	L/0	L/0		L/0		L/0		L/0, G/125	
25 Extra Storage	Y/0	N \$5		N \$5		N \$5		N \$5	
26 Security	Y	N \$5		N \$5		Y		Y (\$5)	
27 Clubhouse/ Meeting Rooms	N	N		N		N		N	
28 Pool/ Recreation Areas	R	R \$10		PR		N \$20		PR (\$10)	
29 Business Ctr / Nhd Netwk	N	N		N		N		N	
30 Service Coordination	N	N		N		N		N	
31 Non-shelter Services	N	N		N		N		N	
32 Neighborhood Networks	N	N		N		N		N	
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33 Heat (in rent?/ type)	N/E	N/E		N/G		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/G		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/G		N/E		N/E	
37 Other Electric	N	N		N		N		N	
38 Cold Water/ Sewer	Y	N \$78		Y		Y		N \$78	
39 Trash/Recycling	Y	Y		Y		Y		N \$11	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40 # Adjustments B to D		5	3	8	2	4	5	1	10
41 Sum Adjustments B to D		\$55	(\$90)	\$260	(\$155)	\$115	(\$280)	\$5	(\$380)
42 Sum Utility Adjustments		\$78	\$0	\$0	\$0	\$0	\$0	\$89	\$0
43 Net/ Gross Adjmts B to E		\$23	\$203	\$105	\$415	(\$165)	\$395	(\$286)	\$474
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44 Adjusted Rent (5+ 43)		\$1,103		\$1,034		\$1,130		\$1,093	
45 Adj Rent/Last rent			102%		111%		87%		79%
46 Estimated Market Rent	\$1,075	\$0.99		Estimated Market Rent/ Sq. Ft					

*Janice A. Bill*

2/21/2020

Appraiser's Signature

Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared:

Manually

Using HUD's Excel form

form HUD-92273-SR (04/2002)



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**Sussex Trace Apartments**  
**Primary Unit Type – Three-Bedroom Units (1,086 SF)**

**Please note:** Minor adjustments in the \$5 to \$10 range are based on the appraiser's evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: "For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent."

A rent comparability grid was prepared for the primary unit type with 1,086 square feet. Comparable apartments used include the following: Meadowridge Apartments (Comparable 1), Morris Creek Landing Apartments (Comparable 2), Patriots Landing Apartments (Comparable 3), Eagle Harbor Phase I (Comparable 4) and Eagle Harbor Phase II (Comparable 5).

**\$ Last Rent/Restricted** – All of the units are currently rented at the rates shown on the grid. Rents range from \$929 to \$1379. No unit used in this analysis has any rent restrictions.

**Date Last Leased** – The grid shows the effective date of the leases most recently signed. Effective dates are all February 2020. No adjustments were necessary.

**Rent Concessions** – The subject is not currently offering concessions. None of the comparables except Comparables 4 and 5 are currently offering concessions. Comparables 4 and 5 are each offering the following concession: move In By February 22, 2020 and the remaining rent for February is rent free. In addition, receive \$500 off March rent. Therefore, Comparable 4's three-bedroom unit type was adjusted downward \$71 ( $\$1,450 / 29 \text{ days} = \$50.00 * 7 \text{ days} = \$350 + \$500 = \$850 / 12 \text{ months} = \$71$ ). Comparable 5 was adjusted downward \$70 using the same methodology.

**Occupancy for Unit Type** – The subject's current occupancy rate is 68 percent. The comparables' occupancy rates range from 95 to 100 percent. No adjustments were needed.

**Structure/Stories** – The subject is located in two-story townhome buildings. All comparables are located in two- or three-story walk-up buildings. No complex in the market area shows a rent difference based on this particular item. No adjustment was needed.

**Year Built/Year Renovated** – The subject was built in 1981. Comparable 1 was constructed in 1991 and renovated in 2015. Comparable 2 was built in 1988 and renovated in 2004. Comparable 3 was built in 2010. Comparable 4 was constructed in 2005. Comparable 5 was built in 2011. As year built/year renovated numbers play a large part in the condition of the subject, any adjustment needed for year built/year renovated were incorporated into the condition/street appeal adjustment.

**Condition/Street Appeal** – The subject has brick and siding construction. The landscaping consists of grass, trees and shrubs. The subject will be rehabilitated and will be in good condition. As complete, Comparables 1, 4 and 5 will be superior to the subject, and Comparables 2 and 3 will be inferior. An \$80 difference between "as is" and "as rehabbed" rents is typical in this market. Therefore, all comparables were adjusted upward \$80 from their "as is" adjustments.

**Neighborhood** – The subject's neighborhood is rated average, with easy access to all services available within the town limits. In order to determine if adjustments were needed for differences in location between the subject and the comparables, eleven factors were compared. Those factors include livability, amenities available, cost of living, crime factors, employment factors, housing factors, schools in the area, walkscore, population counts, median rent levels and median income levels. The comparison between the subject and comparables is shown in the following table:



Location Characteristics				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	59	66	71	72
<b>Amenities</b>	F	B	B	D
<b>Cost of Living</b>	B	C	D	F
<b>Crime</b>	A	F	B	A
<b>Employment</b>	F	F	D	B
<b>Housing</b>	F	D	F	F
<b>Schools</b>	F	A	A	A
<b>Walkscore</b>	45	37	49	13
<b>Population</b>	1,496	8,413	8,304	5,481
<b>Median Rent</b>	\$826	\$850	\$933	\$1,453
<b>Median Income</b>	\$36,100	\$38,333	\$65,907	\$88,193

The data shown in the table was verified through [www.areavibes.com](http://www.areavibes.com) and [www.walkscore.com](http://www.walkscore.com). Each category was given a rating of 1 to 5, with 1 being the worst and 5 being the best. The ratings for each category were added together for each comparable, and the total sum was compared to the combined sum for the subject and a percent difference from the subject was determined. The results are shown in the following table:

Location Weighting Table				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	3	4	4	4
<b>Amenities</b>	1	4	4	2
<b>Cost of Living</b>	4	3	2	1
<b>Crime</b>	5	1	4	5
<b>Employment</b>	1	1	2	4
<b>Housing</b>	1	2	1	1
<b>Schools</b>	1	5	5	5
<b>Walkscore</b>	2	2	2	1
<b>Population</b>	1	1	1	1
<b>Median Rent</b>	4	4	4	5
<b>Median Income</b>	2	2	4	5
<b>Total</b>	<b>26</b>	<b>30</b>	<b>34</b>	<b>35</b>
<b>% Different</b>	---	<b>-15.4%</b>	<b>-30.8%</b>	<b>-34.6%</b>
<b>50% Difference</b>	---	<b>-7.7%</b>	<b>-15.4%</b>	<b>-17.3%</b>

Despite adjusting for the differences between the comparables, it is not always possible to fully account for the differences in rent between comparables as some is due to renter perception or management practices and is not due solely to differences in location. Therefore, it is not appropriate to adjust the full percentage amount determined in the previous analysis, and an adjustment factor of 50 percent was applied to the percentages determined in this analysis. The result is shown in the previous table. The percentage was applied to the unadjusted rent level of the comparables. The result was applied to the comparables for differences in location. The following table shows the calculation for each comparable requiring an adjustment:

Comparable #	Unadjusted Rent	% Difference	Adjustment
1	\$1,080	-5.0%	-\$54
2	\$929	-15.0%	-\$139
3	\$1,295	-15.0%	-\$194
4	\$1,450	-15.0%	-\$218
5	\$1,410	-15.0%	-\$212

The comparables were adjusted as indicated in the previous table (rounded to the nearest \$5).

**Same Market/Miles to Subject** – Due to the lack of conventional apartments within the primary market area, it was necessary to go outside the market area for all comparables. Where possible, adjustments for neighborhood are separated from market area, and adjustments are applied on each line item.



However, it is often difficult to distinguish between these two line items as quality and appearance of a neighborhood and market area often factor in the same items. In this market area, it was difficult to distinguish rent differences between neighborhood and market area. In order to avoid double-dipping, I elected to adjust in the neighborhood line item my collective thoughts on neighborhood and market issues rather than adjusting in the two separate lines. Separating the two would require making assumptions about one or the other and would not change my rent adjustment for these factors. In order to avoid making arbitrary assumptions, the differences in neighborhood and market area were adjusted on the neighborhood line item. Therefore, no adjustment was needed.

**# of Bedrooms** – The subject contains two- and three-bedroom units. Due to the lack of conventional three-bedroom units in the area, one two-bedroom apartment was used to compare to the subject’s three-bedroom units. Each comparable with a differing number of bedrooms than the subject was adjusted \$100 per bedroom per month. The majority of the difference in number of bedrooms is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional bedrooms. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. The amount selected was chosen after a paired rental analysis was used to determine a range of \$54 to \$255, with an average of \$148 per month. The paired rental analysis ranges are determined by comparing bedroom types within the same comparable and factoring out any other differences (amenities, utilities provided, etc.) if necessary. The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected. As there was no majority for this paired analysis, a \$100 adjustment was determined for bedroom.

	Meadowridge	Patriots Landing	Eagle Harbor Phase I	Eagle Harbor Phase II
<b>2 BR Rent</b>	\$995	\$975	\$1,199	\$1,249
<b>2 BR Size</b>	970	1,000	1,000	1,000
<b>3 BR Rent</b>	\$1,080	\$1,295	\$1,450	\$1,410
<b>3 BR Size</b>	1,090	1,250	1,250	1,250
<b>Size Adj Factor</b>	\$0.26	\$0.26	\$0.26	\$0.26
<b>Size Difference</b>	120	250	250	250
<b>Indicated Size Adj.</b>	\$31	\$65	\$65	\$65
<b>Adjusted 3 BR Rent</b>	\$1,049	\$1,230	\$1,385	\$1,345
<b>Indicated BR Adj.</b>	<b>\$54</b>	<b>\$255</b>	<b>\$186</b>	<b>\$96</b>

**# of Baths** – The subject contains one-and-one-half-bath in the three-bedroom units. The majority of the difference in number of baths is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional baths. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. There was insufficient market data available for a paired analysis as the majority of properties in this market contain a similar number of baths. Therefore, a \$15 half-bath per month adjustment was selected.

**Unit Interior Square Footage** – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In



addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the “marketing” unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparables’ dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate. The 25 percent was used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the units is \$0.26. The result was rounded to the nearest \$5. No adjustments were made to comparables within 25 square feet of the subject because there is no difference in perceived unit function with 25 square feet. The adjustments are reflected on the HUD-Form 92273-S8, which is attached.

**Balcony/Patio** – The subject contains patios. All of the comparables except Comparable 2 are similar to the subject. Comparable 2 was adjusted upward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

**AC: Central/Wall** – The subject contains central air conditioning as do all comparables. No adjustments were needed.

**Range/Refrigerator** – The subject and all comparables contain both amenities. No adjustments were needed.

**Microwave/Dishwasher** – As complete, the subject will contain dishwashers in the units. All comparables contain dishwashers. In addition, Comparables 3, 4 and 5 also contain microwaves in the units. Microwaves are a relatively inexpensive item and are unlikely to be a deciding factor when a tenant decides which unit to lease. However, because the included amenity is considered an enhancement to the unit, it was considered appropriate to adjust a nominal \$5 per month for microwaves.

**Washer/Dryer** – The subject contains a laundry facility as well as washer/dryer hook-ups in the three-bedroom units. Comparables 1 and 2 each contain a laundry facility. Comparables 3, 4 and 5 each contain a washer and dryer in the unit. Units with these amenities provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Although there is little market data available concerning units with these features versus those without these features, the amenities are an enhancement to the unit. Comparables 1 and 2 were adjusted upward \$5 per month, and Comparables 3, 4 and 5 were adjusted downward \$25 per month.

**Floor Coverings** – The subject contains vinyl floor coverings. All comparables have carpet floor coverings. The market did not indicate a rent differential based on floor coverings. Therefore, no adjustments were needed.

**Window Coverings** – The subject and all comparables contain window coverings. No adjustment was needed.

**Cable/Satellite/Internet** – The subject does not provide more than access to cable, satellite or internet services to the units. As complete, the subject will provide free Wi-Fi in the common areas. Comparables 1, 2 and 3 do not provide more than access to cable, satellite or internet services. Comparables 4 and 5 provide cable and Internet to the units. In order to determine an appropriate adjustment for these services, cable/Internet fees for local cable providers were researched. The following table shows the



cable providers contacted and the fees for each provider. Common area Wi-Fi is a convenience to the property. This feature is valuable to residents as it allows access to the Internet without having to deplete data from personal accounts which are typically accompanied by data caps and limits. There is no data for these features that could be extracted from the market area. However, an adjustment was needed for the convenience of the on-site amenity. Therefore, an adjustment of \$10 was selected for Comparables 1, 2 and 3. Comparables 4 and 5 were adjusted downward \$30 per month, or the difference between the average cost for cable and the adjustment for common area Wi-Fi (\$40 per month for cable - \$10 for common area Wi-Fi = \$30).

Provider	Fee
Spectrum	\$50
Verizon	\$40

**Special Features** – The subject does not contain special features. None of the comparables except Comparables 4 and 5 contain special features. Comparables 4 and 5 contain crown molding. Crown molding contributes to the appeal of the units and are considered an enhancement. No complex in the market area shows a rent differential based on this particular item; however, a nominal adjustment was considered appropriate. Therefore, a \$10 adjustment was selected for crown molding.

**Parking** – The subject and all comparables contain parking lots with no additional fee. Comparables 4 and 5 each contain garage parking for an additional \$125 per month. Since these properties also contain parking that is similar to the subject, no adjustment is needed.

**Extra Storage** – The subject contains extra storage for no additional fee. None of the comparables contain storage. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, extra storage was given a nominal \$5 adjustment per month.

**Security** – The subject contains video surveillance. None of the comparables except Comparables 3 and 4 contain security features. Comparable 3 contains video surveillance, and Comparable 4 contains security alarms. No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex. Video surveillance and security patrol provide added protection for residents at the properties. Therefore, properties with these features were adjusted \$5 per feature when compared to properties with no security. If properties contain both features, they are adjusted \$10 total when compared to properties with no security. Comparable 3 was considered to be similar to the subject and was not adjusted. Comparable 4 was adjusted downward \$5 per month.

**Clubhouse/Meeting Rooms/Dining Room** – The subject does not have any of these amenities. All of the comparables are similar to the subject. No adjustment was needed.

**Pool/Exercise Room/Recreation Areas** – The subject contains a picnic area, playground, tot lot and basketball court. Comparable 1 contains a picnic area and playground. Comparable 2 contains a swimming pool, picnic area and playground. Comparable 3 does not contain any of these amenities. Comparables 4 and 5 each have access to a swimming pool, picnic area, playground, volleyball court and dog park. Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. Comparable 1 was adjusted upward \$10 per month (\$5 for picnic area + \$5 for playground - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10). Comparable 2 was deemed similar to the subject and was not adjusted. Comparable 3 was adjusted upward \$20 per month for the subject's picnic area, playground, tot lot and basketball court. Comparables 4 and 5 were adjusted



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downward \$10 per month (\$10 for swimming pool + \$5 for picnic area + \$5 for volleyball court + \$5 for dog park - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10).

**Business Center** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Service Coordination** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Non-Shelter Services** – The subject does not contain these features. None of the comparables contain these features. No adjustment was needed.

**Neighborhood Network** – The subject does not contain this feature. None of the comparables contain this feature. No adjustment was needed.

**Heat** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cooling** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cooking** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Hot Water** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Other Electric** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cold Water/Sewer** – The subject provides cold water and sewer. Comparables 2 and 3 are similar to the subject. Therefore, the comparables without these utilities provided were adjusted upward \$78 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amounts were substantiated through local utility providers.

**Trash/Recycling** – The subject provides this utility. Comparables 1, 2 and 3 similar to the subject. Therefore, the comparables without this utility provided were adjusted upward \$11 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amount was substantiated through local utility providers.

**Conclusion of Market Rent**

The adjusted rents range from \$1,034 to \$1,130. Market rent was selected giving greater consideration Comparables 2 and 3 since they are the most similar to the subject in utilities provided. The remaining comparables were also given consideration. The appraiser concluded the market rent for the units as follows:

- **1,086 SF Three-Bedroom Units - \$1,075, or \$0.99 per square foot**





**Four-Bedroom Units (1,315 SF) – As Complete**

OMB Approval # 2502-0507 (exp. 04/30/2021)

Rent Comparability Grid		Unit Type →	Four-Bedroom		Subject's FHA #:		N/A				
Subject	Data	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5					
Sussex Trace Apartments 7144 Leneave Lane Waverly Sussex	on Subject	Meadowridge Apartments 340 North College Drive Franklin Franklin City	Morris Creek Landing Apartments 982 John Rolfe Drive Smithfield Isle of Wight	Patriots Landing Apartments 513 Cedar Street Smithfield Isle of Wight	Eagle Harbor Phase I 220 Marsh Landing Drive Carrollton Isle of Wight	Eagle Harbor Phase II 220 Marsh Landing Drive Carrollton Isle of Wight					
<b>A. Rents Charged</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1 Last Rent / Restricted?		\$1,080		\$929		\$1,295		\$1,450		\$1,410	
2 Date Last Leased (mo/yr)		Feb-20		Feb-20		Feb-20		Feb-20		Feb-20	
3 Rent Concessions		N		N		N		Y	(\$71)	Y	(\$70)
4 Occupancy for Unit Type		95%		100%		100%		97%		97%	
5 Effective Rent & Rent/ sq ft		\$1,080	\$0.99	\$929	\$1.03	\$1,295	\$1.04	\$1,379	\$1.10	\$1,340	\$1.07
In Parts B thru E, adjust only for differences the subject's market values.											
<b>B. Design, Location, Condition</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6 Structure / Stories	T/2	WU/2		WU/2		WU/2		WU/3		WU/3	
7 Yr. Built/Yr. Renovated	1981/2022	1991/2015		1988/2004		2010		2005		2011	
8 Condition / Street Appeal	G	G	(\$20)	A	\$80	A	\$80	G	(\$20)	G	(\$20)
9 Neighborhood	A	G	(\$55)	G	(\$140)	G	(\$195)	G	(\$220)	G	(\$210)
10 Same Market? Miles to Subj		N/32.4		N/34.6		N/32.9		N/40.7		N/40.7	
<b>C. Unit Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11 # Bedrooms	4	3	\$100	2	\$200	3	\$100	3	\$100	3	\$100
12 # Baths	2	2		2		2		2		2	
13 Unit Interior Sq. Ft.	1,315	1,090	\$60	898	\$110	1,250	\$15	1,250	\$15	1,250	\$15
14 Balcony/ Patio	Y	Y		N	\$5	Y		Y		Y	
15 AC: Central/ Wall	C	C		C		C		C		C	
16 Range/ Refrigerator	RF	RF		RF		RF		RF		RF	
17 Microwave/ Dishwasher	D	D		D		MD	(\$5)	MD	(\$5)	MD	(\$5)
18 Washer/Dryer	L/HU	L	\$5	L	\$5	WD	(\$20)	WD	(\$20)	WD	(\$20)
19 Floor Coverings	V	C		C		C		C		C	
20 Window Coverings	B	B		B		B		B		B	
21 Cable/ Satellite/Internet	I	N	\$10	N	\$10	N	\$10	CI	(\$30)	CI	(\$30)
22 Special Features	N	N		N		N		CM	(\$10)	CM	(\$10)
23											
<b>D. Site Equipment/ Amenities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24 Parking ( \$ Fee)	L/0	L/0		L/0		L/0		L/0, G/125		L/0, G/125	
25 Extra Storage	Y/0	N	\$5	N	\$5	N	\$5	N	\$5	N	\$5
26 Security	Y	N	\$5	N	\$5	Y		Y	(\$5)	N	\$5
27 Clubhouse/ Meeting Rooms	N	N		N		N		N		N	
28 Pool/ Recreation Areas	R	R	\$10	PR		N	\$20	PR	(\$10)	PR	(\$10)
29 Business Ctr / Nhd Netwk	N	N		N		N		N		N	
30 Service Coordination	N	N		N		N		N		N	
31 Non-shelter Services	N	N		N		N		N		N	
32 Neighborhood Networks	N	N		N		N		N		N	
<b>E. Utilities</b>		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33 Heat (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/G		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/ Sewer	Y	N	\$100	Y		Y		N	\$100	N	\$100
39 Trash/Recycling	Y	Y		Y		Y		N	\$11	N	\$11
<b>F. Adjustments Recap</b>		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		7	2	8	1	6	3	3	8	4	7
41 Sum Adjustments B to D		\$195	(\$75)	\$420	(\$140)	\$230	(\$220)	\$120	(\$320)	\$125	(\$305)
42 Sum Utility Adjustments		\$100	\$0	\$0	\$0	\$0	\$0	\$111	\$0	\$111	\$0
43 Net/ Gross Adjmts B to E		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
		\$220	\$370	\$280	\$560	\$10	\$450	(\$89)	\$551	(\$69)	\$541
<b>G. Adjusted &amp; Market Rents</b>		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$1,300		\$1,209		\$1,305		\$1,290		\$1,271	
45 Adj Rent/Last rent			120%		130%		101%		94%		95%
46 Estimated Market Rent	\$1,275	\$0.97									

*Janice J. Hill*

2/21/2020

Appraiser's Signature

Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared:  Manually  Using HUD's Excel form form HUD-92273-S8 (04/2002)



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**Sussex Trace Apartments**  
**Primary Unit Type – Four-Bedroom Units (1,315 SF)**

**Please note:** Minor adjustments in the \$5 to \$10 range are based on the appraiser’s evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: “For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent.”

A rent comparability grid was prepared for the primary unit type with 1,315 square feet. Comparable apartments used include the following: Meadowridge Apartments (Comparable 1), Morris Creek Landing Apartments (Comparable 2), Patriots Landing Apartments (Comparable 3), Eagle Harbor Phase I (Comparable 4) and Eagle Harbor Phase II (Comparable 5).

**\$ Last Rent/Restricted** – All of the units are currently rented at the rates shown on the grid. Rents range from \$929 to \$1,379. No unit used in this analysis has any rent restrictions.

**Date Last Leased** – The grid shows the effective date of the leases most recently signed. Effective dates are all February 2020. No adjustments were necessary.

**Rent Concessions** – The subject is not currently offering concessions. None of the comparables except Comparables 4 and 5 are currently offering concessions. Comparables 4 and 5 are each offering the following concession: move In By February 22, 2020 and the remaining rent for February is rent free. In addition, receive \$500 off March rent. Therefore, Comparable 4’s three-bedroom unit type was adjusted downward \$71 ( $\$1,450 / 29 \text{ days} = \$50.00 * 7 \text{ days} = \$350 + \$500 = \$850 / 12 \text{ months} = \$71$ ). Comparable 5 was adjusted downward \$70 using the same methodology.

**Occupancy for Unit Type** – The subject’s current occupancy rate is 68 percent. The comparables’ occupancy rates range from 95 to 100 percent. No adjustments were needed.

**Structure/Stories** – The subject is located in two-story townhome buildings. All comparables are located in two- or three-story walk-up buildings. No complex in the market area shows a rent difference based on this particular item. No adjustment was needed.

**Year Built/Year Renovated** – The subject was built in 1981. Comparable 1 was constructed in 1991 and renovated in 2015. Comparable 2 was built in 1988 and renovated in 2004. Comparable 3 was built in 2010. Comparable 4 was constructed in 2005. Comparable 5 was built in 2011. As year built/year renovated numbers play a large part in the condition of the subject, any adjustment needed for year built/year renovated were incorporated into the condition/street appeal adjustment.

**Condition/Street Appeal** – The subject has brick and siding construction. The landscaping consists of grass, trees and shrubs. The subject will be rehabilitated and will be in good condition. As complete, Comparables 1, 4 and 5 will be superior to the subject, and Comparables 2 and 3 will be inferior. An \$80 difference between “as is” and “as rehabbed” rents is typical in this market. Therefore, all comparables were adjusted upward \$80 from their “as is” adjustments.

**Neighborhood** – The subject’s neighborhood is rated average, with easy access to all services available within the town limits. In order to determine if adjustments were needed for differences in location between the subject and the comparables, eleven factors were compared. Those factors include livability, amenities available, cost of living, crime factors, employment factors, housing factors, schools in the area, walkscore, population counts, median rent levels and median income levels. The comparison between the subject and comparables is shown in the following table:



Location Characteristics				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	59	66	71	72
<b>Amenities</b>	F	B	B	D
<b>Cost of Living</b>	B	C	D	F
<b>Crime</b>	A	F	B	A
<b>Employment</b>	F	F	D	B
<b>Housing</b>	F	D	F	F
<b>Schools</b>	F	A	A	A
<b>Walkscore</b>	45	37	49	13
<b>Population</b>	1,496	8,413	8,304	5,481
<b>Median Rent</b>	\$826	\$850	\$933	\$1,453
<b>Median Income</b>	\$36,100	\$38,333	\$65,907	\$88,193

The data shown in the table was verified through [www.areavibes.com](http://www.areavibes.com) and [www.walkscore.com](http://www.walkscore.com). Each category was given a rating of 1 to 5, with 1 being the worst and 5 being the best. The ratings for each category were added together for each comparable, and the total sum was compared to the combined sum for the subject and a percent difference from the subject was determined. The results are shown in the following table:

Location Weighting Table				
	Waverly	Franklin	Smithfield	Carrollton
<b>Livability</b>	3	4	4	4
<b>Amenities</b>	1	4	4	2
<b>Cost of Living</b>	4	3	2	1
<b>Crime</b>	5	1	4	5
<b>Employment</b>	1	1	2	4
<b>Housing</b>	1	2	1	1
<b>Schools</b>	1	5	5	5
<b>Walkscore</b>	2	2	2	1
<b>Population</b>	1	1	1	1
<b>Median Rent</b>	4	4	4	5
<b>Median Income</b>	2	2	4	5
<b>Total</b>	<b>26</b>	<b>30</b>	<b>34</b>	<b>35</b>
<b>% Different</b>	---	<b>-15.4%</b>	<b>-30.8%</b>	<b>-34.6%</b>
<b>50% Difference</b>	---	-7.7%	-15.4%	-17.3%

Despite adjusting for the differences between the comparables, it is not always possible to fully account for the differences in rent between comparables as some is due to renter perception or management practices and is not due solely to differences in location. Therefore, it is not appropriate to adjust the full percentage amount determined in the previous analysis, and an adjustment factor of 50 percent was applied to the percentages determined in this analysis. The result is shown in the previous table. The percentage was applied to the unadjusted rent level of the comparables. The result was applied to the comparables for differences in location. The following table shows the calculation for each comparable requiring an adjustment:

Comparable #	Unadjusted Rent	% Difference	Adjustment
1	\$1,080	-5.0%	-\$54
2	\$929	-15.0%	-\$139
3	\$1,295	-15.0%	-\$194
4	\$1,450	-15.0%	-\$218
5	\$1,410	-15.0%	-\$212

The comparables were adjusted as indicated in the previous table (rounded to the nearest \$5).

**Same Market/Miles to Subject** – Due to the lack of conventional apartments within the primary market area, it was necessary to go outside the market area for all comparables. Where possible, adjustments for neighborhood are separated from market area, and adjustments are applied on each line item. However, it is often difficult to distinguish between these two line items as quality and appearance of a



neighborhood and market area often factor in the same items. In this market area, it was difficult to distinguish rent differences between neighborhood and market area. In order to avoid double-dipping, I elected to adjust in the neighborhood line item my collective thoughts on neighborhood and market issues rather than adjusting in the two separate lines. Separating the two would require making assumptions about one or the other and would not change my rent adjustment for these factors. In order to avoid making arbitrary assumptions, the differences in neighborhood and market area were adjusted on the neighborhood line item. Therefore, no adjustment was needed.

**# of Bedrooms** – As complete, the subject will contain four-bedroom units. Due to the lack of conventional four-bedroom units in the area, one two-bedroom apartment and four three-bedroom apartments were used to compare to the subject’s proposed four-bedroom units. Each comparable with a differing number of bedrooms than the subject was adjusted \$100 per bedroom per month. The majority of the difference in number of bedrooms is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional bedrooms. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. The amount selected was chosen after a paired rental analysis was used to determine a range of \$54 to \$255, with an average of \$148 per month. The paired rental analysis ranges are determined by comparing bedroom types within the same comparable and factoring out any other differences (amenities, utilities provided, etc.) if necessary. The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected. As there was no majority for this paired analysis, a \$100 adjustment was determined for bedroom.

	Meadowridge	Patriots Landing	Eagle Harbor Phase I	Eagle Harbor Phase II
<b>2 BR Rent</b>	\$995	\$975	\$1,199	\$1,249
<b>2 BR Size</b>	970	1,000	1,000	1,000
<b>3 BR Rent</b>	\$1,080	\$1,295	\$1,450	\$1,410
<b>3 BR Size</b>	1,090	1,250	1,250	1,250
<b>Size Adj Factor</b>	\$0.26	\$0.26	\$0.26	\$0.26
<b>Size Difference</b>	120	250	250	250
<b>Indicated Size Adj.</b>	\$31	\$65	\$65	\$65
<b>Adjusted 3 BR Rent</b>	\$1,049	\$1,230	\$1,385	\$1,345
<b>Indicated BR Adj.</b>	<b>\$54</b>	<b>\$255</b>	<b>\$186</b>	<b>\$96</b>

**# of Baths** – The subject will contains two baths in the units. All comparables will be similar to the subject. No adjustments were needed.

**Unit Interior Square Footage** – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the “marketing” unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparables’ dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate.



The 25 percent was used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the units is \$0.26. The result was rounded to the nearest \$5. No adjustments were made to comparables within 25 square feet of the subject because there is no difference in perceived unit function with 25 square feet. The adjustments are reflected on the HUD-Form 92273-S8, which is attached.

**Balcony/Patio** – The subject contains patios. All of the comparables except Comparable 2 are similar to the subject. Comparable 2 was adjusted upward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

**AC: Central/Wall** – The subject contains central air conditioning as do all comparables. No adjustments were needed.

**Range/Refrigerator** – The subject and all comparables contain both amenities. No adjustments were needed.

**Microwave/Dishwasher** – As complete, the subject will contain dishwashers in the units. All comparables contain dishwashers. In addition, Comparables 3, 4 and 5 also contain microwaves in the units. Microwaves are a relatively inexpensive item and are unlikely to be a deciding factor when a tenant decides which unit to lease. However, because the included amenity is considered an enhancement to the unit, it was considered appropriate to adjust a nominal \$5 per month for microwaves.

**Washer/Dryer** – The subject contains a laundry facility as well as washer/dryer hook-ups in the three-bedroom units. Comparables 1 and 2 each contain a laundry facility. Comparables 3, 4 and 5 each contain a washer and dryer in the unit. Units with these amenities provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Although there is little market data available concerning units with these features versus those without these features, the amenities are an enhancement to the unit. Comparables 1 and 2 were adjusted upward \$5 per month, and Comparables 3, 4 and 5 were adjusted downward \$25 per month.

**Floor Coverings** – The subject contains vinyl floor coverings. All comparables have carpet floor coverings. The market did not indicate a rent differential based on floor coverings. Therefore, no adjustments were needed.

**Window Coverings** – The subject and all comparables contain window coverings. No adjustment was needed.

**Cable/Satellite/Internet** – The subject does not provide more than access to cable, satellite or internet services to the units. As complete, the subject will provide free Wi-Fi in the common areas. Comparables 1, 2 and 3 do not provide more than access to cable, satellite or internet services. Comparables 4 and 5 provide cable and Internet to the units. In order to determine an appropriate adjustment for these services, cable/Internet fees for local cable providers were researched. The following table shows the cable providers contacted and the fees for each provider. Common area Wi-Fi is a convenience to the property. This feature is valuable to residents as it allows access to the Internet without having to deplete data from personal accounts which are typically accompanied by data caps and limits. There is no data for these features that could be extracted from the market area. However, an adjustment was needed for the convenience of the on-site amenity. Therefore, an adjustment of \$10 was selected for Comparables 1, 2 and 3. Comparables 4 and 5 were adjusted downward \$30 per month, or the difference between the average cost for cable and the adjustment for common area Wi-Fi (\$40 per month for cable - \$10 for common area Wi-Fi = \$30).

Provider	Fee
Spectrum	\$50
Verizon	\$40



**Special Features** – The subject does not contain special features. None of the comparables except Comparables 4 and 5 contain special features. Comparables 4 and 5 contain crown molding. Crown molding contributes to the appeal of the units and are considered an enhancement. No complex in the market area shows a rent differential based on this particular item; however, a nominal adjustment was considered appropriate. Therefore, a \$10 adjustment was selected for crown molding.

**Parking** – The subject and all comparables contain parking lots with no additional fee. Comparables 4 and 5 each contain garage parking for an additional \$125 per month. Since these properties also contain parking that is similar to the subject, no adjustment is needed.

**Extra Storage** – The subject contains extra storage for no additional fee. None of the comparables contain storage. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, extra storage was given a nominal \$5 adjustment per month.

**Security** – The subject contains video surveillance. None of the comparables except Comparables 3 and 4 contain security features. Comparable 3 contains video surveillance, and Comparable 4 contains security alarms. No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex. Video surveillance and security patrol provide added protection for residents at the properties. Therefore, properties with these features were adjusted \$5 per feature when compared to properties with no security. If properties contain both features, they are adjusted \$10 total when compared to properties with no security. Comparable 3 was considered to be similar to the subject and was not adjusted. Comparable 4 was adjusted downward \$5 per month.

**Clubhouse/Meeting Rooms/Dining Room** – The subject does not have any of these amenities. All of the comparables are similar to the subject. No adjustment was needed.

**Pool/Exercise Room/Recreation Areas** – The subject contains a picnic area, playground, tot lot and basketball court. Comparable 1 contains a picnic area and playground. Comparable 2 contains a swimming pool, picnic area and playground. Comparable 3 does not contain any of these amenities. Comparables 4 and 5 each have access to a swimming pool, picnic area, playground, volleyball court and dog park. Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. Comparable 1 was adjusted upward \$10 per month (\$5 for picnic area + \$5 for playground - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10). Comparable 2 was deemed similar to the subject and was not adjusted. Comparable 3 was adjusted upward \$20 per month for the subject's picnic area, playground, tot lot and basketball court. Comparables 4 and 5 were adjusted downward \$10 per month (\$10 for swimming pool + \$5 for picnic area + \$5 for volleyball court + \$5 for dog park - \$5 for subject's picnic area - \$5 for subject's playground - \$5 for subject's tot lot - \$5 for subject's basketball court = \$10).

**Business Center** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Service Coordination** – The subject does not contain this feature. None of the comparables contain this feature. No adjustments were needed.

**Non-Shelter Services** – The subject does not contain these features. None of the comparables contain these features. No adjustment was needed.

**Neighborhood Network** – The subject does not contain this feature. None of the comparables contain this feature. No adjustment was needed.



**Heat** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cooling** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cooking** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Hot Water** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Other Electric** – The subject does not have this utility provided. None of the comparables have this utility provided. No adjustment was needed.

**Cold Water/Sewer** – The subject provides cold water and sewer. Comparables 2 and 3 are similar to the subject. Therefore, the comparables without these utilities provided were adjusted upward \$100 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amounts were substantiated through local utility providers.

**Trash/Recycling** – The subject provides this utility. Comparables 1, 2 and 3 similar to the subject. Therefore, the comparables without this utility provided were adjusted upward \$11 per month based on the Allowances for Tenant-Furnished Utilities and Other Services for Two Exposed Walls provided by Virginia Housing Development Authority. The amount was substantiated through local utility providers.

**Conclusion of Market Rent**

The adjusted rents range from \$1,209 to \$1,305. Market rent was selected giving greater consideration Comparables 2 and 3 since they are the most similar to the subject in condition/street appeal and utilities provided. The remaining comparables were also given consideration. The appraiser concluded the market rent for the units as follows:

- **1,315 SF Four-Bedroom Units - \$1,275, or \$0.97 per square foot**

The developer is proposing the affordable LIHTC rents as follows:

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
2/1	2	876	40%	\$778	\$911	\$111	\$800
2/1	11	876	50%	\$972	\$911	\$111	\$800
2/1	14	876	60%	\$1,167	\$911	\$111	\$800
3/1.5 HC	2	1,086	40%	\$899	\$1,003	\$128	\$875
3/1.5 HC	1	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	6	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	8	1,086	60%	\$1,348	\$1,003	\$128	\$875
4/2	1	1,315	40%	\$1,003	\$1,015	\$140	\$875
4/2	2	1,315	50%	\$1,253	\$1,015	\$140	\$875
4/2	3	1,315	60%	\$1,504	\$1,015	\$140	\$875

\*The maximum rents at 40 percent of the area median income exceed the maximum gross rent. However, all of the subject's 50 units receive subsidies through the Section 8 HAP Contract. Therefore, these tenants will not be required to pay more than 30 percent of their income or the maximum LIHTC rent.



## Evaluation of the Development

### Project Design

Sussex Trace Apartments is comprised of eight two-story townhome buildings containing 50 units and an accessory building containing a laundry facility, office and maintenance area. The buildings have brick and siding exterior and asphalt shingle roofs.

### Project Amenities

The property will provide the following project amenities: picnic area, playground, tot lot, basketball court, laundry facility, on-site management, on-site maintenance, video surveillance. The subject's project amenities are competitive with the comparables in the market area.

### Parking

The complex contains open asphalt parking areas with approximately 90 parking spaces. This parking ratio is slightly lower than two spaces per unit. However, the subject's occupancy rate has remained stable. Therefore, this does not appear to have a negative impact on the subject property.

### Unit Mix

The subject's unit mix of two-, three- and four-bedroom units is suitable in the market area.

### Utilities

The subject will contain central electric heating and cooling. Cooking and hot water are electric. Water, sewer and trash collection services are provided by the landlord. All remaining utilities are paid by the tenant. Common area Wi-Fi will also be available in the accessory building. This arrangement is similar to the comparables in the market area.

### Unit Amenities

Each unit contains the following amenities: refrigerator, range/oven, garbage disposal, dishwasher, washer hook-up (2BR), washer/dryer hook-ups (3BR), blinds, patio and extra storage. The unit amenities are competitive with the comparables in the market area.

### Tenant Services

The subject will not offer a service coordinator. The surveyed comparables did not offer these services. Therefore, the subject will be competitive with the comparables in the market area.

### Impact of Existing/Planned Rental Housing

The market area exhibits sufficient demand for the existing property. Based on the occupancy level of the subject and the apartment complexes in the market area, the existing waiting lists, the projected population and household growth and the economic factors, it is believed that when the rehabilitation is completed, the property will have no adverse impact on the existing and/or planned market-rate rental housing properties in the market area.





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### Summary of Developments Strength and Weaknesses

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#### **Strengths**

- The subject's site plan and design are competitive with the surveyed comparables.
- The development will be superior to most of the comparable developments in condition upon completion of its rehabilitation.
- The subject's unit and project amenities are competitive with the comparables in the market area.
- The subject's proposed LIHTC rent will provide a good value to prospective tenants.

#### **Weaknesses**

- There are no apparent weaknesses.

## LOCAL PERSPECTIVE AND INTERVIEWS



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## Local Interviews

### **Sussex County Housing Department**

Brenda H. Drew, Program Coordinator with the Sussex County Housing Department, indicated the housing authority covers the following counties: Sussex, Surry, Greensville and Emporia. Sussex County has 200 vouchers, some of which have not been allocated. There is currently a waiting list with approximately 150 applicants; however, it is currently closed. Ms. Drew indicated between one and eight households leave the program annually. She also indicated the current housing is insufficient for the needs of the county, and one-, two- and three-bedroom units are most needed. The telephone number for the Sussex County Housing Department is 804-834-1302.

### **Sussex County Planning & Zoning Department**

Lorenzo Turner, with the Sussex County Planning & Zoning Department, indicated the subject is zoned R-1, General Residential District. The subject is a legal, conforming use. The telephone number for the Sussex County Planning & Zoning Department is 434-246-1043.

### **Economic Development**

According to Anne Monahan, with the Sussex County Economic Development, there has not been any major businesses open or close in the past few years. Therefore, the economy has remained stable. There is a need for additional housing in the area, particularly two- and three-bedroom units. The phone number for the Sussex County Economic Development is 757-899-2361.

## RECOMMENDATIONS AND CONCLUSIONS



**Recommendations and Conclusions**

**Project Description**

The subject, Sussex Trace Apartments, is a proposed rehabilitation of an existing Section 8 development that contains 50 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 40, 50 and 60 percent of the area median income, between \$26,674 and \$60,180, annually.

Sussex Trace Apartments is comprised of eight two-story townhome buildings containing 50 units and an accessory building containing a laundry facility, office and maintenance area. The buildings have brick and siding exterior and asphalt shingle roofs.

The following chart lists the subject's existing unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Footage	Total Square Footage
2/1	30	876	26,280
3/1.5	17	1,086	18,462
3/1.5 HC	3	1,086	3,258
	<b>50</b>		<b>48,000</b>

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure. Upon completion of its rehabilitation, the subject's unit mix will be slightly changed.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
2/1	2	876	40%	\$778	\$911	\$111	\$800
2/1	11	876	50%	\$972	\$911	\$111	\$800
2/1	14	876	60%	\$1,167	\$911	\$111	\$800
3/1.5 HC	2	1,086	40%	\$899	\$1,003	\$128	\$875
3/1.5 HC	1	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	6	1,086	50%	\$1,123	\$1,003	\$128	\$875
3/1.5	8	1,086	60%	\$1,348	\$1,003	\$128	\$875
4/2	1	1,315	40%	\$1,003	\$1,015	\$140	\$875
4/2	2	1,315	50%	\$1,253	\$1,015	\$140	\$875
4/2	3	1,315	60%	\$1,504	\$1,015	\$140	\$875

\*The maximum rents at 40 percent of the area median income exceed the maximum gross rent. However, all of the subject's 50 units receive subsidies through the Section 8 HAP Contract. Therefore, these tenants will not be required to pay more than 30 percent of their income or the maximum LIHTC rent.

**Income Averaging**

The developer is not electing to use the income-average minimum set-aside option.



### Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 13.0 percent. The current vacancy rate in surveyed market-rate apartment complexes is 2.7 percent.

The development does not have an adverse impact on the market area. There were three income-restricted developments confirmed in the market area. Birch Island Apartments is the most similar to the subject in unit mix. Waverly Village Apartments is also similar to the subject since it has rents at 40 and 60 percent AMI. However, this property does not contain three-bedroom units. In addition, the majority of the comparables contain a waiting list. Therefore, the market area is not saturated.

### Market Feasibility

The following tables contain the capture rates for the entire property as well as for the vacant units only at the property.

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY				
Income Restrictions:	All Units @ 40% (\$0 - \$40,120)	1BR Units @ 50% (\$0 - \$50,150)	All Units @ 60% (\$0 - \$60,180)	Project Total (\$0 - \$60,180)
All Units at Subject	1.2%	4.3%	5.1%	9.8%
Vacant Units at Subject	0.0%	0.0%	3.3%	3.1%

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY				
Income Restrictions:	All Units @ 40% (\$26,674 - \$40,120)	All Units @ 50% (\$31,234 - \$50,150)	All Units @ 60% (\$31,234 - \$60,180)	Project Total (\$26,674 - \$60,180)
All Units at Subject	5.7%	24.6%	23.2%	29.7%
Vacant Units at Subject	0.0%	0.0%	14.9%	9.5%

Overall the market shows a net demand of 508 units for all units when considering subsidies. The subject is an existing development that contains 50 units. The overall capture rate for all units is 9.8 percent. However, as the property is existing and the tenants are likely to remain after rehabilitation, the capture rate including only the vacant units is 3.1 percent.

### Evaluation of Project

The subject is located at 7144 Leneave Lane. Therefore, the subject has average visibility and easy access. The subject's site plan and project design are similar to competing apartment developments. The subject's unit mix of two-, three- and four-bedroom units is suitable in the market. The subject's unit and project amenities are competitive with the surveyed comparables. The subject's rents will provide a good value to prospective tenants.

### Positive/Negative Attributes

**Strengths:** The subject's location is comparable to other developments in the market area. Its in-unit and common area amenities are competitive with the other developments in the market area. When these factors are taken into consideration, the subject's proposed units provide a good value to prospective tenants.

**Weaknesses:** There are no apparent weaknesses.



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### Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities are competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Sussex Trace Apartments is an existing 50-unit Section 8 family complex. Based on the occupancy level of existing affordable apartment complexes that were surveyed and the projected economic factors, it is believed that when the rehabilitation is completed, the subject property will meet the demand for affordable housing in the market area.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the existing development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

**MARKET STUDY ANALYST STATEMENT OF EXPERIENCE**





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### Qualifications of the Analyst

Gill Group is a nationwide marketing and real estate consulting firm specializing in market studies and real estate appraisals for low-income housing developments. For more than 30 years, Gill Group has been performing market research and appraisals on all types of properties. Primary data from field inspectors, analysts and appraisers is used. Our inspectors, analysts and appraisers personally inspect and examine every property included in the reports. Additional data is obtained from the U.S. Census Bureau, local public officials and reliable market data research companies such as ESRI Business Information Solutions. Gill Group's market studies have been used by clients in the Low Income Housing Tax Credit program and in obtaining and renewing state and federal subsidies for low-income housing developments, senior housing and multifamily rental housing. Samuel T. Gill and Janice F. Gill, MAI, have been active in the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (M.A.P.) and Mark-to-Market programs.



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#### OVERVIEW

Extensive multifamily experience over the past 25 years specializing in work for the Department of Housing and Urban Development (HUD), United States Department of Agriculture/Rural Development (USDA/RD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program including but not limited to, Section 8, Section 202, Section 236, Section 515 and Section 538 Programs. Additionally, extensive experience since inception of the Multifamily Accelerated Processing (MAP) Program of Sections 202/223(f), 232/223(f), 221(d)3, 221(d)4 and 223(f). Also, more than 20 years of experience with nursing homes, hotels and complicated commercial appraisal assignments.

#### ACCREDITATIONS

##### State Certified General Real Estate Appraiser

Alabama State License Number: G00548  
Arizona State License Number: 31453  
Colorado State License Number: CG40024048  
Connecticut State License Number: RCG.0001276  
District of Columbia License Number: GA11630  
Georgia State License Number: 258907  
Hawaii State License Number: CGA1096  
Idaho State License Number: CGA-3101  
Illinois State License Number: 153.0001384  
Indiana State License Number: CG40200270  
Iowa State License Number: CG02426  
Kansas State License Number: G-1783  
Louisiana State License Number: G1126  
Maine State License Number: CG3635  
Maryland State License Number: 32017  
Michigan State License Number: 1201068069  
Minnesota State License Number: 40186198  
Mississippi State License Number: GA-624  
Missouri State License Number: RA002563  
Montana State License Number: REA-RAG-LIC-8530  
Nebraska State License Number: CG2000046R  
New York State License Number: 46000039864  
North Carolina State License Number: A5519  
North Dakota State License Number: CG-2601  
Ohio State License Number: 448306  
Oklahoma State License Number: 12524CGA  
Oregon State License Number: C000793  
Pennsylvania State License Number: GA001813R  
South Carolina State License Number: 3976  
Tennessee State License Number: 00003478  
Texas State License Number: 1329698-G  
Utah State License Number: 5510040-CG00  
Virginia State License Number: 4001 015446  
Washington State License Number: 1101018  
West Virginia State License Number: CG358  
Wisconsin State License Number: 1078-10  
Wyoming State License Number: 479

Also received temporary licenses in the following states: Arkansas, California, Delaware, Florida, Kentucky, Massachusetts, Nevada, New Hampshire, New Jersey, New Mexico, Puerto Rico, Rhode Island, South Dakota, the U.S. Virgin Islands and Vermont.



**EXPERIENCE  
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring and has worked with HUD in this capacity since inception. Completed approximately 350 appraisals assignments under this program.

Provider of HUD MAP and TAP appraisals and market studies for multiple lenders since its inception. Completed approximately 350 appraisal assignments under this program.

Contract MAP quality control reviewer and field inspector for CohnReznick and HUD. Have completed approximately 350 reviews under this program. Have completed approximately 100 field inspections under this program.

Currently approved state reviewer for HUD Rent Comparability Studies for Section 8 Renewals in Alabama, California, Connecticut, Florida, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Minnesota, Nebraska, New Mexico, North Carolina, Oregon, Utah, Virgin Islands, Virginia, Washington, West Virginia and Wisconsin. Completed approximately 500 reviews under this program.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide. Completed approximately 400 rent comparability studies.

Provider of tax credit financing analysis and value of financing analysis. Completed approximately 300 appraisal assignments and market studies under this program.

Provider of multifamily appraisals under the RD 515 and 538 programs. Completed approximately 200 appraisal assignments under these programs.

Partial list of clients include: Colorado Housing Finance Agency, CreditVest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, CohnReznick, L.L.P., Group, Siegel Group, Signet Partners and Wachovia Securities.

**DEVELOPMENT/OWNERSHIP/  
MANAGEMENT EXPERIENCE  
(2006 TO PRESENT)**

For the past 10 years, he has owned three separate companies that develop, own and manage commercial, multifamily, residential, agricultural and vacant land properties.

In his portfolio are over 100,000 square feet of commercial space, over 1,000 units of multifamily, 200 acres of farmland, and 10 parcels of developable commercial and multifamily lots, all in the Midwest.

**EDUCATION**

**Bachelor of Arts Degree**

*Southeast Missouri State University*

**Associate of Arts Degree**

*Three Rivers Community College*



**HUD/FHA Appraiser Training**

*Arkansas State Office*

**Multifamily Accelerated Processing Valuation (MAP)**

*U.S. Department of Housing and Urban Development*

**2<sup>nd</sup> Annual Multifamily Accelerated Processing Basic and Advanced Valuation (MAP)**

*U.S. Department of Housing and Urban Development*

**FHA Appraising Today**

*McKissock, Inc.*

**Texas USDA Rural Development Multifamily Housing Appraiser Training**

*Texas Rural Development*

**Kentucky USDA Rural Development Multifamily Housing Appraiser Training**

*Kentucky Rural Development*

**Financial Analysis of Income Properties**

*National Association of Independent Fee Appraisers*

**Income Capitalization**

*McKissock, Inc.*

**Introduction to Income Property Appraising**

*National Association of Independent Fee Appraisers*

**Concepts, Terminology & Techniques**

*National Association of Independent Fee Appraisers*

**Uniform Standards of Professional Appraisal Practice**

*Central Missouri State University*

**Appraisal of Scenic, Recreational and Forest Properties**

*University of Missouri-Columbia*

**Appraiser Liability**

*McKissock, Inc.*

**Appraisal Trends**

*McKissock, Inc.*

**Sales Comparison Approach**

*Hondros College*

**Even Odder: More Oddball Appraisals**

*McKissock, Inc.*

**Mortgage Fraud: A Dangerous Business**

*Hondros College*

**Private Appraisal Assignments**

*McKissock, Inc.*

**Construction Details & Trends**

*McKissock, Inc.*

**Condemnation Appraising: Principles & Applications**

*Appraisal Institute*

**Michigan Law**

*McKissock, Inc.*

**Pennsylvania State Mandated Law**

*McKissock, Inc.*



**Valuing Real Estate in a Changing Market**

*National Association of Independent Fee Appraisers*

**Principles of Residential Real Estate Appraising**

*National Association of Independent Fee Appraisers*

**Real Estate Appraisal Methods**

*Southeast Missouri State University*

**Lead Inspector Training**

*The University of Kansas*

**Lead Inspector Refresher**

*Safety Support Services, Incorporated*

**Home Inspections: Common Defects in Homes**

*National Association of Independent Fee Appraisers*

**Heating and Air Conditioning Review**

*National Association of Independent Fee Appraisers*

**Professional Standards of Practice**

*National Association of Independent Fee Appraisers*

**Developing & Growing an Appraisal Practice - Virtual Classroom**

*McKissock, Inc.*

**The Appraiser as Expert Witness**

*McKissock, Inc.*

**Current Issues in Appraising**

*McKissock, Inc.*

**2011 ValExpo: Keynote-Valuation Visionaries**

*Van Education Center/Real Estate*

**Residential Report Writing**

*McKissock, Inc.*

**The Dirty Dozen**

*McKissock, Inc.*

**Risky Business: Ways to Minimize Your Liability**

*McKissock, Inc.*

**Introduction to Legal Descriptions**

*McKissock, Inc.*

**Introduction to the Uniform Appraisal Dataset**

*McKissock, Inc.*

**Mold Pollution and the Appraiser**

*McKissock, Inc.*

**Appraising Apartments: The Basics**

*McKissock, Inc.*

**Foundations in Sustainability: Greening the Real Estate and Appraisal Industries**

*McKissock, Inc.*

**Mortgage Fraud**

*McKissock, Inc.*

**The Nuts and Bolts of Green Building for Appraisers**

*McKissock, Inc.*

**The Cost Approach**

*McKissock, Inc.*



**Pennsylvania State Mandated Law for Appraisers**

*McKissock, Inc.*

**Michigan Appraisal Law**

*McKissock, Inc.*

**Modern Green Building Concepts**

*McKissock, Inc.*

**Residential Appraisal Review**

*McKissock, Inc.*

**Residential Report Writing: More Than Forms**

*McKissock, Inc.*

**2-4 Family Finesse**

*McKissock, Inc.*

**Appraisal Applications of Regression Analysis**

*McKissock, Inc.*

**Appraisal of Self-Storage Facilities**

*McKissock, Inc.*

**Supervisor-Trainee Course for Missouri**

*McKissock, Inc.*

**The Thermal Shell**

*McKissock, Inc.*

**Even Odder - More Oddball Appraisals**

*McKissock, Inc.*

**Online Data Verification Methods**

*Appraisal Institute*

**Online Comparative Analysis**

*Appraisal Institute*

**Advanced Hotel Appraising - Full Service Hotels**

*McKissock, Inc.*

**Appraisal of Fast Food Facilities**

*McKissock, Inc.*

**Appraisal Review for Commercial Appraisers**

*McKissock, Inc.*

**Exploring Appraiser Liability**

*McKissock, Inc.*



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<b>OVERVIEW</b>	Extensive multifamily experience specializing in work for the Department of Housing and Urban Development (HUD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program. Also, many years of experience with nursing homes and typical commercial appraisals.
<b>ACCREDITATIONS</b>	<b>MAI Designated Member of the Appraisal Institute</b>  <b>State Certified General Real Estate Appraiser</b>  Missouri State License Number: 2002024410 Virginia State License Number: 4001016982 Maryland State License Number: 32198  Also regularly receives temporary licenses in the following states: Colorado, Florida, Hawaii, Minnesota, Oklahoma and Texas.
<b>EDUCATION</b>	<b>Bachelor of Science Degree</b> <i>Southeast Missouri State University</i> <b>Associate of Arts Degree</b> <i>Three Rivers Community College</i> <b>Professional Standards of Practice</b> <i>National Association of Independent Fee Appraisers</i> <b>Introductions to Income Properties</b> <i>National Association of Independent Fee Appraisers</i> <b>Concepts, Terminology &amp; Techniques</b> <i>National Association of Independent Fee Appraisers</i> <b>Financial Analysis of Income Properties</b> <i>National Association of Independent Fee Appraisers</i> <b>1.4B Report Writing-Non Residential Real Estate Appraising</b> <i>National Association of Independent Fee Appraisers</i> <b>Principles of Residential Real Estate Appraising</b> <i>National Association of Independent Fee Appraisers</i> <b>1.4A Report Writing-Residential Real Estate Appraising</b> <i>National Association of Independent Fee Appraisers</i> <b>Economics I</b> <i>Three Rivers Community College</i> <b>1.4A Report Writing Non-Residential Real Estate Appraising</b> <i>National Association of Independent Fee Appraisers</i> <b>Advanced Highest &amp; Best Use and Market Analysis</b> <i>Appraisal Institute</i> <b>Advanced Sales Comparison &amp; Cost Approaches</b> <i>Appraisal Institute</i> <b>Advanced Income Capitalization</b> <i>Appraisal Institute</i>



**Report Writing & Valuation Analysis**

*Appraisal Institute*

**National USPA Update**

*McKissock*

**EXPERIENCE  
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring. Have worked with HUD in this capacity for several years.

Contract appraiser for Kentucky Housing Corporation for the eastern half of the State of Kentucky.

Provider of nursing home appraisals and hotel appraisals as well as typical commercial appraisals nationwide.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide.

Partial list of clients include: Boston Capital, Colorado Housing Finance Agency, CreditVest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, Reznick Group, Siegel Group, Signet Partners and Wachovia Securities.





## Certificate of Membership

**Gill Group, Inc.**  
Is a Member Firm in Good Standing of



Formerly known as  
NCAHMA

National Council of Housing Market Analysts  
1400 16<sup>th</sup> St. NW  
Suite 420  
Washington, DC 20036  
202-939-1750

**Membership Term**  
2/1/2020 to 1/31/2021



Thomas Amdur  
President, NCHMA



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I affirm that I have made a physical inspection of the site and market area. I also affirm that the appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentations in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by the Virginia Housing Development Authority. I also affirm that neither I nor anyone at my firm has any interest in the existing development or relationship with the ownership entity. In addition, I affirm that neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communication to others that my firm is representing VHDA or in any way acting for, at the request of, or on behalf of VHDA. Finally, I affirm that compensation for my services is not contingent upon this development receiving a reservation or allocation of tax credits.

*Samuel J. Seif*

March 6, 2020

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Market Analyst

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Date

**ADDENDUM A – DATA SOURCES**

2000 U.S Census

2010 U.S. Census

American Community Survey

Nielsen Claritas (A nationally recognized demographics forecaster)

Ribbon Demographics (A nationally recognized demographics forecaster)

U.S. Bureau of Labor Statistics

*Income Expense Analysis: Conventional Apartments and Income/Expense Analysis: Federally Assisted Apartments* published by Institute of Real Estate Management

Information used in the market study was obtained from various sources including: the U.S. Census Bureau, Nielsen Claritas, Ribbon Demographics, U.S. Bureau of Labor Statistics, interviews with local area and government officials and interview with local property owners or managers.

**ADDENDUM B – MARKET STUDY TERMINOLOGY**

**Absorption Period**

The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of Occupancy. The Absorption Period begins when the first temporary or permanent certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is expected to begin should accompany all absorption estimates.

**Absorption Rate**

The average number of units rented each month during the Absorption Period.

**Acceptable Rent Burden**

The rent-to-income ratio used to qualify tenants for both income restricted and non-income restricted units. The Acceptable Rent Burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

**Affordable Housing**

Housing where the tenant household pays no more than 30 percent of its annual income on Gross Rent.

**Amenity**

Tangible or intangible benefits offered to a tenant at no fee (with the exception of day care), typically on-site recreational facilities or planned programs, services and activities.

**Annual Demand**

The total estimated demand present in the market in any one year for the type of units proposed. Annual demand estimates factor in tenure, tenant age, income restrictions, family size and turnover.

**Area Median Income (AMI)**

One-hundred percent of the gross median household income for a specific metropolitan statistical area, county or non-metropolitan area established annually by HUD.

**Assisted Housing**

Housing where the monthly costs to the tenants are subsidized by federal, state or other programs.

**Attached Housing**

Two or more dwelling units connected with party walls (e.g., townhouses or flats).

**Basic Rent**

The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223 (d)(3) Below Market Interest Rate Program. The Basic Rent is calculated on the rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

**Below Market Interest Rate Program (BMIR)**

Program targeted to renters with income not exceeding 80 percent of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

**Capture Rate**

The percentage of age, size, and income qualified renter households in the Primary Market Area that the property must capture to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the Primary Market Area. See Penetration Rate for rate for entire market area.

**Census Tract**

A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

**Central Business District (CBD)**

The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

**Community Development Corporation (CDC)**

Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

**Comparable Property**

A market-rate or Affordable Housing property that is representative of the rental housing choices of the subject's Primary Market Area and that is similar in construction, size, amenities, or age. These Comparables and Competitives are generally used to derive market rent.

**Competitive Property**

A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

**Concession**

Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specified lease term or for free amenities which are normally charged separately (i.e., washer/dryer, parking).

**Condominium**

A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

**Contract Rent**

1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenants, to the owner, inclusive of all terms of the lease (HUD & RD).
2. The monthly rent agreed to between a tenant and a landlord (Census).

**Demand**

An estimate of the total number of market households that have both the desire and the ability to obtain the product and/or services offered. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

**Difficult Development Area (DDA)**

An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

**Detached Housing**

A freestanding dwelling unit, typically single-family, situated on its own lot.

**Effective Rents**

Market Rents less concessions.

**Elderly or Senior Housing**

Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80 percent of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

**Extremely Low Income**

Person or household with income below 30 percent of Area Median Income adjusted for household size.

**Fair Market Rent (FMR)**

The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40 percent of the rental units have rents below the FMR. In rental markets with a shortage of lower-priced rental units, HUD may approve the use of Fair Market Rents that are as high as the 50<sup>th</sup> percentile of rents.

**Family**

A family consists of a householder (i.e., one who occupies or owns a house/head of a household) and one or more other persons living in the same household who are related to the householder by birth, marriage or adoption. Not all households contain families since a household may comprise a group of unrelated persons or one person living alone. (Source: U.S. Census)

**Garden Apartments**

Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around the buildings, and on-site parking.

**Gross Rent**

The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

**High-rise**

A residential building having more than ten stories.

**Household**

All the persons who occupy a housing unit as their usual place of residence. The occupants may be a single family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements. (Source: U.S. Census)

**Household Trends**

Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g., at marriage or separation) and decreasing average household size.

**Housing Unit**

House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

**Housing Choice Voucher (Section 8 Program)**

Federal rent subsidy program under Section 8 of the U.S. Housing Act which issues rent vouchers to eligible households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30 percent of adjusted income (or 10 percent of gross income, whichever is greater). In cases where 30 percent of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.



**Housing Finance Agency (HFA)**

State or local agencies responsible for financing housing and administering Assisted Housing programs.

**HUD Section 8 Program**

Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenant's adjusted income.

**HUD Section 202 Program**

Federal program which provides direct capital assistance (i.e., grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30 percent of tenant income.

**HUD Section 811 Program**

Federal program which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

**HUD Section 236 Program**

Federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80 percent of area median income who pay rent equal to the greater of Basic Rent of 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

**Income Band**

The range of incomes of households that can pay a specific rent but do not have more income than is allowed by the Income Limits of a particular housing program. The minimum household income typically is based on a defined Acceptable Rent Burden percentage and the maximum typically is pre-defined by specific programmatic requirements or by general market parameters.

**Income Limits**

Maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30, 50, 60 or 80 percent of AMI. HUD publishes Income Limits each year for 30 percent median, Very Low Income (50%), and Low-Income (80%), for households with one through eight people.

**Infrastructure**

Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

**Low Income**

Person or household with gross household income below 80 percent of Area Median Income adjusted for household size.

**Low Income Housing Tax Credit**

A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60 percent or less of Area Median Income, and that the rents on these units be restricted accordingly.

**Low Rise Building**

A building with one to three stories.

**Market Advantage**

The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property.

**Market Analysis**

A study of real estate market conditions for a specific type of property.

**Market Area**

A geographic area from which a property is expected to draw the majority of its residents.

**Market Area, Primary (PMA)**

The most likely geographic area from which a property would draw its support.

**Market Area, Secondary (SMA)**

The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.

**Market Demand**

The number of units required in a defined market area to accommodate demand (i.e., households that desire to improve the quality of their housing without significantly increasing their economic burden). Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining demand.

**Market Feasibility Analysis**

An analysis that determines whether a proposed development can attain its target rents, taking into account the development's characteristics (location, size, unit mix, design and amenities), the depth of its target market, and the strength of its appeal in comparison to other existing and planned options available to potential consumers.

**Market Rent**

The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the open market considering its location, features, amenities. Market rent should be adjusted for concessions and owner paid utilities included in the rent.

**Market Study**

A comprehensive review of the housing market in a defined market area. A market study can be used to determine the demand for specific proposed development or to examine the overall condition of an area's housing market. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. At a minimum, market studies include a review of location, economic conditions, demographics, and existing and proposed housing stock.

**Marketability**

The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

**Market Vacancy Rate – Physical**

Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same Market Area, excluding units in properties which are in the lease-up stage.

**Market Vacancy Rate – Economic**

Percentage of rent loss due to concessions and vacancies.

**Metropolitan Statistical Area (MSA)**

A geographic entity defined by the federal Office of Management and Budget, for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

**Mid-rise**

A building with four to ten stories.

**Mixed Income Property**

An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more Income Limits (i.e., Low Income Tax Credit property with income limits of 30, 50 and 60 percent).

**Mobility**

The ease with which people move from one location to another.

**Moderate Income**

Person or household with gross household income between 80 and 120 percent of Area Median Income adjusted for household size.

**Move-Up Demand**

An estimate of how many consumers are able and willing to relocate to more expensive or desirable units, such as tenants who move up from Class C properties to Class B; and Class B tenants that move up to Class A properties; and tenants that move from Class C and B properties to a new superior Low Income Tax Credit property. For purposes of demonstrating move-up demand both changes in Class Construction Type and changes in Quality Classification of five or more may be considered (Reference the Virginia State Board of Equalization Assessor's Handbook Section 531, January 2003, pages 4-5 for definitions of Class and Quality Classifications.)

**Multifamily**

Structures that contain two or more housing units.

**Neighborhood**

An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

**Net Rent (also referred to as Contract or Lease Rent)**

Gross Rent less Tenant Paid Utilities.

**Penetration Rate**

The percentage of age and income qualified renter households in the Primary Market Area that live in all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. See Capture Rate for property specific rate.

**Pent-up Demand**

A market in which there is a scarcity of supply and vacancy rates are very low.

**Population Trends**

Changes in population levels for a particular area over a specific period of time – which is a function of the levels of births, deaths, and net migration.

**Primary Market Area**

See Market Area

**Programmatic Rents**

The proposed rents for a Tax Credit or other income restricted property relative to comparable market rate properties and rents being achieved at another Low Income Housing Tax Credit or other income restricted properties in the market. Can be no greater than maximum rents permitted by the Low Income Housing Tax Credit or other program regulations.

**Project Based Rent Assistance**

Rental assistance from a federal, state or local program that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

**Public Housing or Low Income Conventional Public Housing**

HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.

**Qualified Census Tract (QCT)**

Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50 percent of households have an income less than 60 percent of Area Median Income or where the poverty rate is at least 25 percent. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

**Redevelopment**

The redesign or rehabilitation of existing properties.

**Rent Burden**

Contract Rent plus Tenant Paid Utilities divided by the gross monthly household income.

**Rent Burdened Households**

Households with rent burden above the level determined by the lender, investor or public program to be an acceptable rent-to-income ratio.

**Restricted Rent**

The maximum allowable rent under the restrictions of a specific housing program or subsidy.

**Rural Development (RD) Market Rent**

A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD property.

**Rural Development (RD) Program**

Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

**Saturation**

The point at which there is no longer demand to support additional units.

**Secondary Market Area**

The portion of a market area that supplies additional support to an apartment property beyond that provided by the Primary Market Area.

**Single-Family Housing**

A dwelling unit, either attached or detached, designed for use by one household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

**Special Needs Population**

Specific market niche that is typically not catered to in a conventional apartment property. This population should exhibit certain criteria, which can be well defined, in order, for example, to assess the need and demand from this source. Examples of special needs populations include substance abusers, visually impaired person or persons with mobility limitations.

**Stabilized Level of Occupancy**

The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units. For TCAC projects these percentages are equal to a physical occupancy rate that will generate 90 percent of aggregate restricted rents for SRO and Special Needs units and generate 95 percent of aggregate restricted rents for all other types of units.

**State Data Center (SDC)**

A state agency or university facility identified by the governor of each state to participate in the U.S. Census Bureau's cooperative network for the dissemination of the census data.

**Subsidy**

Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's Contract Rent and the amount paid by the tenant toward rent.

**Substandard Conditions**

Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

**Target Income Band**

The estimated Income Band from which the subject will likely draw tenants.

**Target Population**

Market niche a development will appeal or cater to. State agencies often use Target Population to refer to various income set asides, elderly v. family, etc.

**Tenant**

One who rents real property from another.

**Tenant Paid Utilities**

The cost of utilities necessary for the habitation of a dwelling unit, which are paid by the tenant. Tenant Paid Utilities do not include costs for telephone or cable service.

**Tenure**

The distinction between owner-occupied and renter-occupied housing units.

**Townhouse (or Row House)**

Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.

**Turnover**

An estimate of the number of housing units in a Market Area as a percentage of total housing units in the Market Area that will likely change occupants in any one year. Only turnover in the primary market area rental market (i.e., number of rental housing units as a percentage of total rental housing units that will likely change occupants) shall be considered for purposes of constructing demand estimates. See Vacancy Period.

**Unmet Housing Need**

New units required in the Market Area to accommodate household growth, homeless households, and housing in substandard conditions.

**Unrestricted Rents**

The recommended rents for the market rate units at a Mixed-Income Property.

**Vacancy Period**

The amount of time that an apartment remains vacant and available for rent.

**Vacancy Rate – Economic**

Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The economic vacancy rate should be used exclusively for project rent proformas, and not for reporting the vacancy rate of rent comparables.

**Vacancy Rate – Physical**

The number of total habitable units that are vacant divided by the total number of units in the property. The physical vacancy rate shall be used when reporting comparable vacancy rates.

**Very Low Income**

Person or household whose gross household income does not exceed 50 percent of Area Median Income adjusted for household size.

**Zoning**

Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

**ADDENDUM C – NCHMA INDEX**

## NCHMA Market Study Index

**Introduction:** Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

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### NCHMA Market Study Index

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**ADDENDUM D – SUBJECT DATA**

Parcel 1

All that certain tract or parcel of land lying situate and being in the corporate limits of the Town of Waverly, Sussex County, Virginia, and shown to contain 0.313 acre on that certain map or plat entitled "PLAT SHOWING PROPERTY SURVEY FOR BUSH CONSTRUCTION CORP.", made December 3, 1981, by S. V. Camp, III and Associates, C.L.S., said property being more particularly described in accordance with said plat as follows: BEGINNING at a concrete monument 248.1 feet south of Lot "D" now or formerly owned by Gray Lumber Co. and also lying on the east side of Va. Route 40; thence S 51° 00' E 545.0 feet to a concrete monument, a corner for the within described property and other property now or formerly owned by Gray Lumber Co.; thence S 39° 00' W 25.0 feet to a point, a corner for the within described property and other property now or formerly owned by Gray Lumber Co.; thence within the corporate limits for the Town of Waverly, Virginia, N 51° 00' W 545.0 feet to a concrete monument located on the right of way of Va. Route 40; thence N 39° 00' E 25.0 feet with the right of way line of Va. Route 40 to the point of beginning. Said parcel of land is bounded by Va. Route 40 on the west, and land now or formerly owned by Gray Lumber Co. on the north, east and south.

Parcel 2

All that certain tract or parcel of land lying situate and being in Waverly Magisterial District, Sussex County, Virginia, and shown to contain 4.683 acres on that certain map or plat entitled "PLAT SHOWING PROPERTY SURVEY FOR BUSH CONSTRUCTION CORP.", made December 3, 1981, by S. V. Camp, III and Associates, C.L.S., said property being more particularly described in accordance with said plat as follows: BEGINNING at a concrete monument 273.1 feet south of Lot "D" now or formerly owned by Gray Lumber Co. and also being further described as being located at the intersection of the southern corporate limits of the Town of Waverly with Va. Route 40; thence S 51° 00' E 545.0 feet to a point, a corner for property now or formerly owned by Gray Lumber Co. and the within described property; thence S 39° 00' W 375.0 feet to a concrete monument, a corner for property now or formerly owned by Gray Lumber Co. and the within described property; thence N 51° 00' W 541.1 feet to a concrete monument located on the eastern edge of Va. Route 40; thence with the right of way of Va. Route 40 N 37° 32' E 100' to a concrete monument; thence N 38° 44' E 275.0 feet with the right of way of Va. Route 40 to the point of beginning. Said parcel of land is bounded by Va. Route 40 on the west and by land now or formerly belonging to Gray Lumber Co. on the north, east and south.

As of 11/08/2019  
Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Sub-journals - ALL; Exclude Formers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Add; details

Unit	Floorplan	unit designation	SCFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep balance On Hand	
A 101	2B-1	Affordable	963	Occupied	PARKER, ELIZABETH	04/23/2020 - 04/23/2021	04/23/2020	04/23/2021	707.00	RESIDENT UTAL	RESIDENT UTAL	0.00	(49.00)	0.00	3583.00	0.00
										RESIDENT UTALWASH		0.00	48.00			
										SUBSIDY SUBR		707.00	0.00	(766.00)	0.00	0.00
										SUBSIDY UTAC		0.00	48.00			
										HUDBACK		0.00	0.00			(20.00)
A 102	2B-1	Affordable	963	Vacant	VACANT				707.00			0.00	0.00			0.00
A 103	3B-1.5	Affordable	1211	Occupied	SHAFFER, JACQUELINE	05/31/2019 - 05/31/2020	05/31/2019	05/31/2020	786.00	RESIDENT UTAL	RESIDENT UTAL	0.00	(61.00)	0.00	67.00	0.00
										RESIDENT UTALWASH		0.00	61.00			0.00
										SUBSIDY SUBR		786.00	0.00	(847.00)	0.00	0.00
										SUBSIDY UTAC		0.00	61.00			0.00
A 104	2B-1	Affordable	963	Occupied	MACK, DOMINIQUE	04/15/2016 - 05/31/2016	04/15/2016	05/31/2016	737.00	RESIDENT RENT	RESIDENT RENT	540.00	0.00	540.00	208.00	642.00
										SUBSIDY SUBR		167.00	0.00	(167.00)	0.00	0.00
A 106	2B-1	Affordable	963	Vacant	VACANT				707.00			0.00	0.00			0.00
A 106	3B-2H	Affordable	1177	Occupied	WINFIELD, JANETTE	01/09/2005 - 10/31/2006	11/01/2005	10/31/2006	812.00	RESIDENT RENT	RESIDENT RENT	11.00	0.00	11.00	398.00	0.00
										SUBSIDY SUBR		707.00	0.00	(707.00)	0.00	0.00
B 207	2B-1	Affordable	963	Occupied	SEYMOUR, MEGAN	10/09/2018 - 10/31/2019	10/09/2018	10/31/2019	737.00	RESIDENT UTAL	RESIDENT UTAL	0.00	(69.00)	0.00	50.00	0.00
										RESIDENT UTALWASH		0.00	69.00			0.00
										SUBSIDY SUBR		707.00	0.00	(776.00)	0.00	0.00
										SUBSIDY UTAC		0.00	69.00			0.00
B 208	2B-1	Affordable	963	Vacant	VACANT				707.00			0.00	0.00			(1.98)
B 208	3B-1.5	Affordable	1211	Occupied	GRAY, CHYNA	08/07/2017 - 08/07/2018	08/07/2017	08/07/2018	796.00	RESIDENT UTAL	RESIDENT UTAL	0.00	(73.00)	0.00	78.00	0.00
										RESIDENT UTALWASH		0.00	73.00			0.00
										SUBSIDY SUBR		786.00	0.00	(859.00)	0.00	0.00
										SUBSIDY UTAC		0.00	73.00			0.00
B 210	2B-1	Affordable	963	Occupied	WILLIAMS, ANGELA	02/26/2017 - 02/26/2018	02/26/2017	02/26/2018	707.00	RESIDENT RENT	RESIDENT RENT	69.00	0.00	69.00	61.00	0.00
										SUBSIDY SUBR		619.00	0.00	(619.00)	0.00	0.00
B 211	2B-1	Affordable	963	Vacant	VACANT				707.00			0.00	0.00			0.00
B 212	3B-2H	Affordable	1177	Vacant	VACANT				812.00			0.00	0.00			0.00
C 313	2B-1	Affordable	963	Occupied	TURNER, TIFFANY	06/27/2016 - 06/30/2018	06/27/2016	06/30/2018	707.00	RESIDENT RENT	RESIDENT RENT	142.00	0.00	142.00	324.30	0.00
										SUBSIDY SUBR		556.00	0.00	(556.00)	0.00	0.00

\* indicates amounts not included in detail totals

WHH Trice and Company - Sussex Trace  
RENT ROLL DETAIL

As of 11/06/2019  
Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Formers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Addl. details

Unit	Floorplan	unit designation	sqft	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Market + Adtl.	Sub Journal Code	Trans	Lease Rent	Other Charges/ Credits	Total Billing	Dep balance On Hand
C-314	3B-1.5	Affordable	1211	Occupied	LENEXY, RENTA	07/29/2016 07/29/2019	07/29/2019	07/31/2020	786.00	RESIDENT RENT		122.00	0.00	122.00	295.00 0.00
C-315	3B-1.5	Affordable	1211	Occupied	GOODWIN, YASHICA	02/10/2012 02/28/2013	07/10/2012	02/28/2013	783.00	SUBSIDY SUBR RESIDENT UTAL		564.00 0.00	0.00 (69.00)	564.00 0.00	0.00 72.00 0.00
C-316	2B-1	Affordable	963	Occupied	SKAGGS, LARRY	10/29/2010 10/29/2011	10/29/2010	10/27/2011	707.00	RESIDENT RENT		110.00	0.00	110.00	202.00 0.00
C-317	3B-1.5	Affordable	1211	Occupied	CLARK, CRYSTAL	12/28/2017 12/31/2017	12/29/2017	12/31/2017	786.00	SUBSIDY SUBR RESIDENT RENT		687.00 110.00	0.00 0.00	687.00 110.00	0.00 247.00 0.00
C-318	3B-1.5	Affordable	1211	Vacant	VACANT				786.00	SUBSIDY SUBR		0.00	0.00 *	0.00	0.00 0.00
C-319	2B-1	Affordable	963	Occupied	HINTON, KENYONDA	01/24/2019 01/24/2020	01/24/2019	01/21/2020	707.00	RESIDENT RENT		217.00	0.00	217.00	328.00 0.00
D-420	2B-1	Affordable	863	Occupied	EVANS, DIAMOND	06/03/2019 06/30/2020	06/03/2019	06/30/2020	707.00	SUBSIDY SUBR RESIDENT UTAL		490.00 0.00	0.00 (66.00)	490.00 0.00	0.00 30.00 0.00
D-421	2B-1	Affordable	853	Occupied	FALTZ, DESHAUNDA	06/10/2019 06/30/2020	06/10/2019	06/30/2020	707.00	RESIDENT UTALWASH SUBSIDY SUBR SUBSIDY UTAC RESIDENT UTAL		0.00 707.00 0.00 0.00	88.00 0.00 66.00 (32.00)	0.00 793.00 0.00 0.00	0.00 0.00 0.00 0.00
D-422	3D-1.5	Affordable	1211	Occupied	HERNANDEZ, DANIELLE	09/12/2016 09/30/2017	09/12/2016	09/30/2017	786.00	RESIDENT UTALWASH SUBSIDY SUBR SUBSIDY UTAC RESIDENT RENT		0.00 707.00 0.00 162.00	32.00 0.00 32.00 0.00	0.00 799.00 0.00 166.00	0.00 0.00 0.00 132.00 (4.00)
D-423	2B-1	Affordable	963	Vacant	VACANT				707.00	SUBSIDY SUBR		0.00	0.00 *	0.00	0.00 0.00
D-424	2B-1	Affordable	963	Occupied	ANDERSON, YANIQUE	04/09/2018 04/30/2019	04/09/2018	04/30/2019	707.00	RESIDENT UTAL RESIDENT UTALWASH SUBSIDY SUBR SUBSIDY UTAC		0.00 0.00 707.00 0.00	(88.00) 88.00 0.00 0.00	0.00 0.00 793.00 0.00	235.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

\* Indicates amounts not included in detail totals

WHH Trice and Company - Sussex Trace  
RENT ROLL DETAIL

Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Formers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Addl; details

As of 11/08/2019

Unit	Floorplan	unit designation	unit SQFT	Unit/Lease Status	Name	Move-In/Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal Code	Trans	Lease Rent	Other Charges/ Credits	Total Billing	Dep balance On Hand
D 425	3B-1.5	Affordable	1211	Occupied	COLBERT, STACY	12/18/2008	12/19/2008	12/31/2010	786.00	RESIDENT RENT	RENT	331.00	0.00	331.00	64.00
E 526	2B-1	Affordable	953	Occupied	HARRIS, SHEILA	08/22/2019	08/22/2019	03/31/2020	707.00	SUBSIDY SUBR	SUBR	455.00	0.00	455.00	3.00
E 527	2B-1	Affordable	953	Occupied	BROWN, AJUDILL	04/09/2019	04/09/2019	04/30/2020	707.00	SUBSIDY SUBR	SUBR	369.00	0.00	369.00	0.00
E 528	3B-1.5	Affordable	1211	Occupied	DIVENS, SHERELLE	01/13/2016	01/13/2016	01/31/2017	785.00	RESIDENT UTAL	UTAL	0.00	(41.00)	0.00	197.00
E 529	2B-1	Affordable	953	Occupied	LANGEFORD, BRITTNEY	04/23/2014	04/23/2014	04/23/2015	707.00	RESIDENT UTAL	UTAL	0.00	(86.00)	0.00	184.00
E 530	2B-1	Affordable	953	Vacant	VACANT				707.00	SUBSIDY SUBR	SUBR	0.00	0.00	0.00	0.00
E 531	3B-1.5	Affordable	1211	Occupied	TURNER, SHANEKA	03/25/2015	03/25/2015	03/31/2015	785.00	RESIDENT UTAL	UTAL	0.00	(103.00)	0.00	50.00
F 532	2B-1	Affordable	953	Occupied	WRIGHT, JENNIFER	07/31/2019	07/31/2019	07/31/2020	707.00	SUBSIDY SUBR	SUBR	575.00	0.00	575.00	0.00
F 533	2B-1	Affordable	953	Vacant	VACANT				707.00	SUBSIDY SUBR	SUBR	0.00	0.00	0.00	0.00
F 534	3B-1.5	Affordable	1211	Occupied	WATSON, SHERRY	10/05/2016	10/05/2016	10/31/2016	766.00	RESIDENT UTAL	UTAL	0.00	(70.00)	0.00	50.00

\* Indicates amounts not included in total totals

As of 11/03/2019

Parameters: Property - ALL, Show All Unit Designations or Filter by - ALL, Subjournals - ALL, Exclude Formers? - Yes, Sort by - Unit, Report Type - Details + Summary, Show Unit, Rent as - Market + Addl., details

Unit	Floorplan	unit designation	SCPT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal	Trans Code	Lease Rent	Other Charges/Credits	Total Billing	Dep Balances On Hand
F 535	2B-1	Affordable	963	Occupied	KING, MICHELLE	06/27/2019	03/31/2020	707.00	RESIDENT RENT			259.00	0.00	259.00	50.00
F 536	2B-1	Affordable	963	Vacant	VACANT			707.00	SUBSIDY SUBR			418.00	0.00	418.00	0.00
F 537	2B-2H	Affordable	1177	Vacant	VACANT			0.00				0.00	0.00	0.00	0.00
G 739	2B-1	Affordable	963	Vacant	VACANT			0.00				0.00	0.00	0.00	0.00
G 739	3B-1.5	Affordable	1211	Occupied	VERNON, PAMELA	03/03/2016	03/31/2017	796.00	RESIDENT RENT			243.00	0.00	243.00	50.00
G 740	3B-1.5	Affordable	1211	Occupied	ELLISS, DIPYOMIA	12/19/2017	12/31/2018	796.00	RESIDENT UTAL			0.00	(103.00)	0.00	50.00
G 741	2B-1	Affordable	963	Occupied	GOLDSMITH, GARY	05/12/2015	05/31/2018	707.00	RESIDENT RENT			136.00	0.00	136.00	250.00
G 742	3B-1.5	Affordable	1211	Occupied	SHAW, RAVEN	03/28/2016	04/30/2018	796.00	RESIDENT RENT			310.00	0.00	310.00	50.00
G 743	3B-1.5	Affordable	1211	Occupied	RICKS, LATONYA	02/20/2011	09/31/2012	706.00	RESIDENT UTAL			0.00	(103.00)	0.00	64.00
G 744	2B-1	Affordable	963	Occupied	BECKETT, BARBARA	07/27/2017	07/31/2018	707.00	RESIDENT RENT			271.00	0.00	271.00	55.00
H 846	2B-1	Affordable	963	Vacant	VACANT			707.00	SUBSIDY SUBR			0.00	3.30	0.00	0.00
H 846	2B-1	Affordable	963	Vacant	VACANT			707.00	SUBSIDY UTAC			0.00	3.30	0.00	0.00
H 847	3B-1.5	Affordable	1211	Occupied	SICPPARD, JAMAYA	03/25/2016	03/31/2020	765.00	RESIDENT UTAL			0.00	(103.00)	0.00	50.00
H 848	2B-1	Affordable	963	Vacant	VACANT			707.00	SUBSIDY SUBR			0.00	103.00	0.00	0.00
H 849	2B-1	Affordable	963	Occupied	WYATT, MARY	09/27/1967	09/01/2005	707.00	RESIDENT RENT			116.00	0.00	116.00	85.00

\* indicates amounts not included in detail totals

RENT ROLL DETAIL

As of 11/09/2018

Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Formers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Addl; details

Unit	Floorplan	unit designation	SOFT	Unit/Lease Status	Name	Move-In Move-Out	Lease Start	Lease End	Market + Addl.	Sub Journal	Trans Code	Lease Rent	Other Charges/ Credits	Total Billing	Dep balance On Hand
H 850	3D-4.5	Affordable	1511	Occupied	RICKS, KEISHA	06/19/2018	03/02/2018	04/03/2018	786.00	SUBSIDY	SUBR	987.00	0.00	481.00	0.00
										RESIDENT	RENT	420.00	0.00	420.00	50.00 (636.00)
										SUBSIDY	SUBR	336.00	0.00	336.00	0.00 679.00
<b>Totals:</b>												28,114.00	1,166.00	37,270.00	5,165.00

\* Indicates amounts not included in total totals



RENT ROLL DETAIL

As of 11/08/2019  
Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Farmers? - Yes; Sort by - Unit; Report Type - Details + Summary; Show Unit Rent as - Market + Addl.  
Amt / SQFT: Market = 53,008 SQFT; Leased = 37,887 SQFT;

Floorplan	# Units	Average SQFT	Market + Addl. Amt./SQFT	Average Leased	Leased Amt./SQFT	Units Occupied	Occupancy %	Units Available
2B-1	30	683	707.00	707.00	0.73	18	60.00	12
3B-1.5	17	1,211	786.00	786.00	0.65	16	94.12	1
3B-2H	3	1,177	812.00	812.00	0.69	1	33.33	2
<b>Totals / averages:</b>	<b>50</b>	<b>1,060</b>	<b>740.18</b>	<b>746.11</b>	<b>0.70</b>	<b>35</b>	<b>70.00</b>	<b>15</b>

occupancy and rents summary for current date

unit status	Market + Addl.	# units	potential rent
Occupied, no NTV	26,114.00	35	26,114.00
Occupied, NTV		0	
Occupied NTV Leased		0	
Vacant Leased		0	
Admin/Down		0	
Vacant Not Leased	10,894.00	15	10,894.00
<b>total:</b>	<b>37,008.00</b>	<b>50</b>	<b>37,008.00</b>

summary billing by sub journal for current date

sub journal	amount
RESIDENT	4,182.00
SUBSIDY	23,066.00
<b>total:</b>	<b>27,270.00</b>

summary billing by transaction code for current date

code	amount
RENT	4,182.00
SUBR	21,632.00
UTAC	1,156.00
UTAL	(1,156.00)
UTALWASH	1,156.00

WHH Trice and Company - Sussex Trace  
**RENT ROLL DETAIL**

As of 1/09/2019  
Parameters: Properties - ALL; Show All Unit Designations or Filter by - ALL; Subjournals - ALL; Exclude Formers? - Yes; Sort by - Unit; Repot Type - Details + Summary; Show Unit Rent as - Market + Addi;  
Total: 27,270.00

# Rent Schedule Low Rent Housing

U.S. Department of Housing  
and Urban Development  
Office of Housing  
Federal Housing Commissioner

OMB Approval No. 2502-0012  
(exp. 07/31/2017)

See page 3 for instructions, Public Burden Statement and Privacy Act requirements.

Project Name Sussex Trace - VA36H027226	FHA Project Number N/A	Date Rents Will Be Effective (mm/dd/yyyy) 8/2/2017
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### Part A - Apartment Rents

Show the actual rents you intend to charge, even if the total of these rents is less than the Maximum Allowable Monthly Rent Potential.

Col. 1 Unit Type (Include Non-revenue Producing Units)	Col. 2 Number of Units	Contract Rents		Col. 5 Utility Allowances (Effective Date (mm/dd/yyyy) 08 / 02 / 2017)	Col. 8 Gross Rent (Col. 3 + Col. 5)	Market Rents (Sec. 236 Projects Only)	
		Col. 3 Rent Per Unit	Col. 4 Monthly Contract Rent Potential (Col. 2 x Col. 3)			Col. 7 Rent Per Unit	Col. 8 Monthly Market Rent Potential (Col. 2 x Col. 7)
2 Bedroom, Family	30	\$675	\$20,250	\$107	\$782	\$0	\$0
3 Bedroom, Family	17	\$750	\$12,750	\$131	\$881	\$0	\$0
3 Bedroom, Handicapped	3	\$775	\$2,325	\$148	\$923	\$0	\$0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
<b>Total Units</b>	<b>50</b>	Monthly Contract Rent Potential (Add Col. 4)* \$35,325				Monthly Market Rent Potential (Add Col. 8)* \$0	
		Yearly Contract Rent Potential (Col. 4 Sum x 12)* \$423,900				Yearly Market Rent Potential (Col. 8 Sum x 12)* \$0	

\* These amounts may not exceed the Maximum Allowable Monthly Rent Potential approved on the last Rent Computation Worksheet or requested on the Worksheet you are now submitting. Market Rent Potential applies only to Section 236 Projects.

### Part B - Items Included in Rent

Equipment/Furnishings in Unit (Check those included in rent.)

- |   |                                     |                                |
|---|-------------------------------------|--------------------------------|
| <input checked="" type="checkbox"/> Range           | <input type="checkbox"/> Dishwasher | <input type="checkbox"/> _____ |
| <input checked="" type="checkbox"/> Refrigerator    | <input type="checkbox"/> Carpet     | <input type="checkbox"/> _____ |
| <input checked="" type="checkbox"/> Air Conditioner | <input type="checkbox"/> Drapes     | <input type="checkbox"/> _____ |
| <input checked="" type="checkbox"/> Disposal        | <input type="checkbox"/> _____      | <input type="checkbox"/> _____ |

Utilities (Check those included in rent. For each item, (even those not included in rent), enter E, F, or G on line beside that item)  
E=electric; G=gas; F=fuel oil or coal.

- |                                  |          |                                    |          |                                       |          |
|----------------------------------|----------|------------------------------------|----------|---------------------------------------|----------|
| <input type="checkbox"/> Heating | <u>E</u> | <input type="checkbox"/> Hot Water | <u>E</u> | <input type="checkbox"/> Lights, etc. | <u>E</u> |
| <input type="checkbox"/> Cooling | <u>E</u> | <input type="checkbox"/> Cooking   | <u>E</u> |                                       |          |

Services/Facilities (check those included in rent)

- |   |                                |   |
|---|--------------------------------|---|
| <input checked="" type="checkbox"/> Parking | <input type="checkbox"/> _____ | <input type="checkbox"/> Nursing Care       |
| <input checked="" type="checkbox"/> Laundry | <input type="checkbox"/> _____ | <input type="checkbox"/> Linen/Maid Service |
| <input type="checkbox"/> Swimming Pool      | <input type="checkbox"/> _____ |   |
| <input type="checkbox"/> Tennis Courts      | <input type="checkbox"/> _____ |   |

### Part C - Charges in Addition to Rent (e.g., parking, cable TV, meals)

Purpose	Monthly Charge
NONE	\$ 0.00
	\$
	\$
	\$
	\$
	\$ 0.00

### Part D - Non-Revenue Producing Space

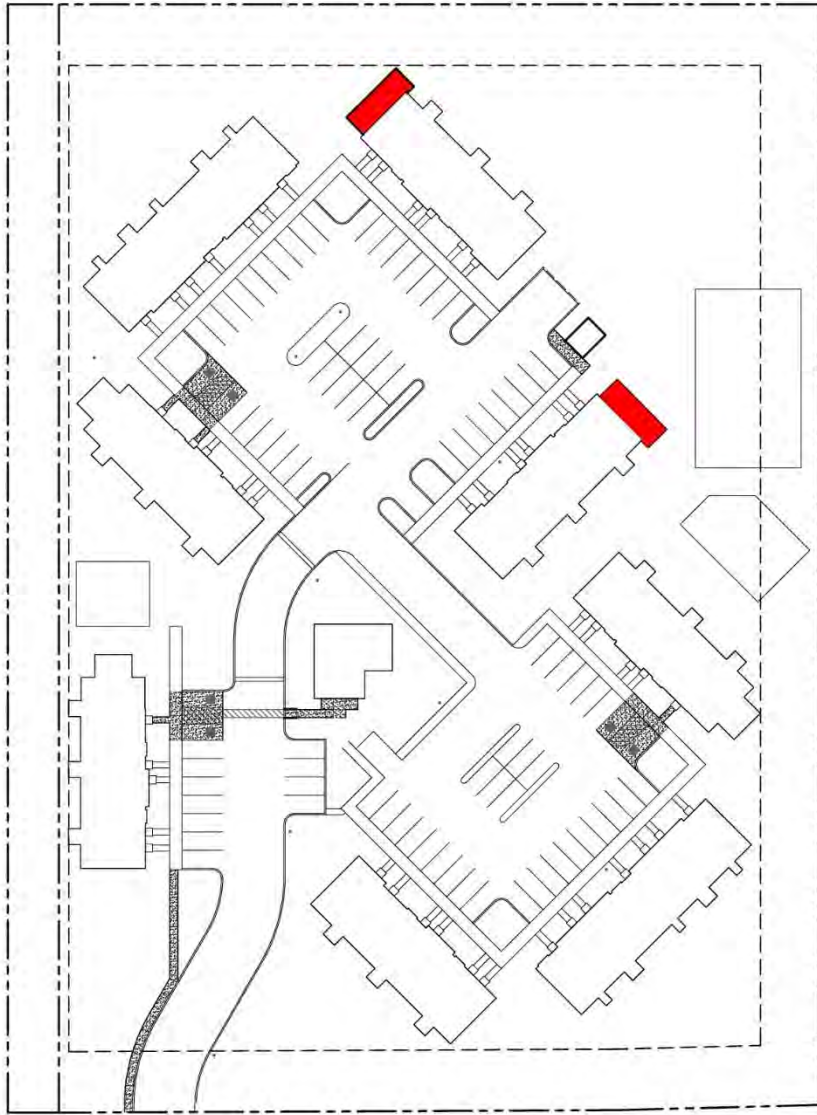
Col. 1 Use	Col. 2 Unit Type	Col. 3 Contract Rent
NONE		\$0
Total Rent Loss Due to Non-Revenue Units		\$ \$0

### Part E - Commercial Space (retail, offices, garages, etc.)

Col. 1 Use	Col. 2 Monthly Rent Potential	Col. 3 Square Footage	Col. 4 Rental Rate Per Sq. Ft. (Col. 2 divided by Col. 3)
NONE	\$0	0	0
Total Commercial Rent Potential		\$	\$0

### Part F - Maximum Allowable Rent Potential

Enter Maximum Allowable Monthly Rent Potential From Rent Computation Worksheet (to be completed by HUD or lender)	\$ 35,325
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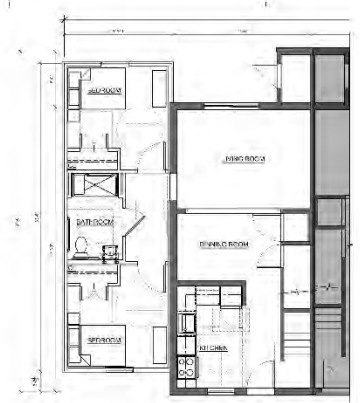




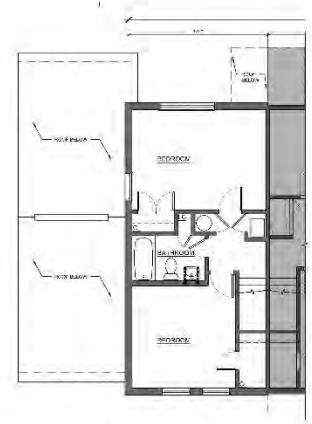
1 EXISTING /DEMOLITION  
PLAN - FIRST FLOOR  
SCALE: 1/8" = 1'-0"



2 EXISTING /DEMOLITION  
PLAN - SECOND FLOOR  
SCALE: 1/8" = 1'-0"



3 NEW CONSTRUCTION PLAN - FIRST FLOOR  
SCALE: 1/8" = 1'-0" (11.7 FOOT TO SIDE)  
SCALE: 1/8" = 1'-0" (11.7 FOOT TO SIDE)



4 NEW CONSTRUCTION PLAN - SECOND FLOOR  
SCALE: 1/8" = 1'-0" (11.7 FOOT TO SIDE)  
SCALE: 1/8" = 1'-0" (11.7 FOOT TO SIDE)



5 SCOPE OF WORK  
NOT TO SCALE

**MINER FEINSTEIN  
ARCHITECTS**  
2500 - 45th Street, Suite 100  
Fairfax, VA 22031  
703.261.1000  
www.minerfeinstein.com

Architect's Project Number: 2006  
VA Lic. No. 26018363 04/02/2021

Sussex Trace  
Apartments  
7144 Lennovo Lane,  
Waverly, VA 23090

**NOT FOR  
CONSTRUCTION**

NOV 2021  
16 Apartments 1110  
300 - 2021 of 3000 100  
3/4/2021 10:00:00

Enlarged Plans -  
Unit Type E - BF  
**A2.2.4**

Prepared By: Larry B. Canterbury, Jr., President/Owner  
 Canterbury Construction, Inc.  
 118 East Main Street  
 Oak Hill, West Virginia 25901

February 20, 2020  
 SUSSEX TRACE TH  
 1st Generation Quest Water

UNIT INSPECTION REPORT  
 30-2BRTH, 17-3BRTH, 3-3BRTHUFAS = 50 UNITS

7144 Leneave Lane  
 Waverly, VA 23890

DESCRIPTION OF WORK	REPAIR OR NEW	AMOUNT OR NO.	UNIT COST	TOTAL COST	COMMENTS
<b>LIVING/DINING AREA:</b>					
17 SEER, 9.0 HSPF HVAC Unit	New	50 EA	\$7,100.00	\$355,000	Var. Spd and Dehumidifier
Ultra Aire Dehumidifiers	New	50 EA	\$1,500.00	\$75,000	
Transfer Grilles at each Bedroom	New	120 EA	\$40.00	\$4,800	
Carpet & Pad,	New	50 UN	\$2,450.00	\$122,500	
Plank @ DR, Kit., Clo. & Entry	New	50 UN	\$1,450.00	\$72,500	
Ceiling Light/Fan	New	50 EA	\$275.00	\$13,750	
Drywall Repairs	New	50 UN	\$1,000.00	\$50,000	
Painting	New	50 UN	\$1,650.00	\$82,500	
Wood Base	New	50 UN	\$800.00	\$40,000	
Frame/Drywall for Double Doors	New	100 UN	\$200.00	\$20,000	
Interior Solid Core Doors	New	513 EA	\$345.00	\$176,985	
Framing	New	45 UN	\$850.00	\$38,250	
<b>KITCHEN:</b>					
Kitchen Cabinetry	New	50 UN	\$2,500.00	\$125,000	
Multiple Height Work Surface	New	5 UN	\$385.00	\$1,925	
Countertops	New	50 UN	\$425.00	\$21,250	
Sink Faucet	New	50 EA	\$137.00	\$6,850	
S.S. Single Bowl Sink	New	45 EA	\$84.00	\$3,780	
S.S. Single Bowl Rear Drain Sinks	New	5 EA	\$380.00	\$1,900	
Kitchen LED Light Fixture	New	50 EA	\$164.00	\$8,200	
G.F.C.I.'S	New	150 EA	\$47.25	\$7,088	
Add New GFCI	New	50 EA	\$105.00	\$5,250	
Emergency Call Stations	New	5 EA	\$450.00	\$2,250	
Rangehoods	New	50 EA	\$227.00	\$11,350	
Rangehood Switches at UFAS	New	5 EA	\$110.00	\$550	
Duct Rangehoods in Hard Metal	New	50 EA	\$250.00	\$12,500	
Refrigerator	New	28 EA	\$650.00	\$18,200	
Refrigerator @ 3BR	New	17 EA	\$693.00	\$11,781	
Side-By-Side Refrigerator	New	5 EA	\$1,280.00	\$6,300	
Dishwashers	New	45 EA	\$368.00	\$16,560	
Dishwasher Circuit	New	50 EA	\$150.00	\$7,500	
H.C. 24" Dishwashers	New	5 EA	\$475.00	\$2,375	
Self Cleaning Rainages	New	5 EA	\$609.00	\$3,045	
30" Ranges	New	45 EA	\$436.00	\$19,620	
Range Splash Guards	New	50 EA	\$83.00	\$4,150	
Sink Drains - Wrap	New	5 EA	\$200.00	\$1,000	
<b>HALLWAY &amp; STAIRS:</b>					
.95 Efficient Water Heater & Pan	New		\$682.00	\$0	
Mechanical Closet Enlargement	New	30 EA	\$300.00	\$9,000	
Smoke Detector	New	50 EA	\$116.00	\$5,800	
Smoke Detector at Top of Stairs	New	50 EA	\$116.00	\$5,800	
First Floor Smoke Detector @ TH	New	50 EA	\$116.00	\$5,800	
H.C. Smoke Detector	New	5 EA	\$220.00	\$1,100	
Light Fixture at Hall	New	50 EA	\$120.00	\$6,000	
Light Fixture @ Stairway	New	50 EA	\$120.00	\$6,000	
<b>BATHROOM:</b>					
Vanity and Marble Tops	New	45 EA	\$278.00	\$12,510	
Lavatory Faucet	New	50 EA	\$95.00	\$4,750	
Water Closets	New	45 EA	\$236.00	\$10,620	
H.C. Water Closets	New	5 EA	\$263.00	\$1,315	
Wall Hung Lavatory	New	5 EA	\$330.00	\$1,650	
Lav Supply & Drain Wrap	New	5 EA	\$200.00	\$1,000	
GFCI	New	50 EA	\$47.25	\$2,363	
Medicine Cabinet	New	45 EA	\$126.00	\$5,670	
Cabinet over Water Closet @ HC	New	5 EA	\$150.00	\$750	
Med. Cabinet Light Fixture	New	50 EA	\$210.00	\$10,500	
Exhaust Fan (wire into light fixture)	New	50 EA	\$152.00	\$7,600	
Diverters, Controls, Shower Head	New	50 EA	\$383.00	\$19,150	
Replace Tubs & Surrounds	New	45 EA	\$1,450.00	\$65,250	
Hand Held Shower	New	5 EA	\$157.00	\$785	
Roll-in Showers	New	5 EA	\$6,825.00	\$34,125	Ceramic Floors and tub wall
Grab Bars	New	5 EA	\$165.00	\$825	

**Prepared By: Larry B. Canterbury, Jr., President/Owner**  
**Canterbury Construction, Inc.**  
**118 East Main Street**  
**Oak Hill, West Virginia 25901**

Toilet Accessories	<u>New</u>	<u>50</u>	EA	<u>\$105.00</u>	<u>\$5,250</u>	_____
Mirrors	<u>New</u>	<u>5</u>	EA	<u>\$35.00</u>	<u>\$175</u>	_____
<b>MASTER BEDROOM</b>						
Smoke Detectors	<u>New</u>	<u>45</u>	EA	<u>\$116.00</u>	<u>\$5,220</u>	_____
H.C. Smoke Detector	<u>New</u>	<u>5</u>	EA	<u>\$220.00</u>	<u>\$1,100</u>	_____
Attic Hatches	<u>New</u>	<u>50</u>	EA	<u>\$275.00</u>	<u>\$13,750</u>	_____
Adjustable Closet Shelving @ HC	<u>New</u>	<u>5</u>	EA	<u>\$150.00</u>	<u>\$750</u>	_____

February 20, 2020  
SUSSEX TRACE TH

<u>DESCRIPTION OF WORK</u>	<u>REPAIR OR NEW</u>	<u>AMOUNT OR NO.</u>		<u>UNIT COST</u>	<u>TOTAL COST</u>	<u>COMMENTS</u>
<b>BEDROOM #2</b>						
Smoke Detectors	<u>New</u>	<u>45</u>	EA	<u>\$116.00</u>	<u>\$5,220</u>	_____
H.C. Smoke Detector	<u>New</u>	<u>5</u>	EA	<u>\$220.00</u>	<u>\$1,100</u>	_____
Adjustable Closet Shelving @ HC	<u>New</u>	<u>5</u>	EA	<u>\$150.00</u>	<u>\$750</u>	_____
<b>BEDROOM #3</b>						
Smoke Detectors	<u>New</u>	<u>15</u>	EA	<u>\$105.00</u>	<u>\$1,575</u>	_____
Adjustable Closet Shelving @ HC	<u>New</u>	<u>2</u>	EA	<u>\$150.00</u>	<u>\$300</u>	_____
<b>BEDROOM #4</b>						
HC Smoke Detectors	<u>New</u>	<u>2</u>	EA	<u>\$220.00</u>	<u>\$440</u>	_____
Adjustable Closet Shelving @ HC	<u>New</u>	<u>2</u>	EA	<u>\$150.00</u>	<u>\$300</u>	_____
<b>HALF BATH @ 3 BRTH</b>						
Exhaust Fan (wire into light fixture)	<u>New</u>	<u>20</u>	EA	<u>\$152.00</u>	<u>\$3,040</u>	_____
Vanity and Marble Top	<u>New</u>	<u>17</u>	EA	<u>\$278.00</u>	<u>\$4,726</u>	_____
Lavatory Faucet	<u>New</u>	<u>20</u>	EA	<u>\$95.00</u>	<u>\$1,900</u>	_____
GFCI	<u>New</u>	<u>20</u>	EA	<u>\$47.25</u>	<u>\$945</u>	_____
Medicine Cabinet	<u>New</u>	<u>17</u>	EA	<u>\$126.00</u>	<u>\$2,142</u>	_____
Light over Medicine Cabinet	<u>New</u>	<u>20</u>	EA	<u>\$210.00</u>	<u>\$4,200</u>	_____
Water Closet	<u>New</u>	<u>17</u>	EA	<u>\$236.00</u>	<u>\$4,012</u>	_____
Handicapped Water Closet	<u>New</u>	<u>3</u>	EA	<u>\$263.00</u>	<u>\$789</u>	_____
Toilet Accessories	<u>New</u>	<u>20</u>	EA	<u>\$105.00</u>	<u>\$2,100</u>	_____

**Prepared By: Larry B. Canterbury, Jr., President/Owner**  
**Canterbury Construction, Inc.**  
**118 East Main Street**  
**Oak Hill, West Virginia 25901**

**SITE INSPECTION REPORT**

<u>DESCRIPTION OF WORK</u>	<u>REPAIR OR NEW</u>	<u>AMOUNT OR NO.</u>	<u>UNIT COST</u>	<u>TOTAL COST</u>	<u>COMMENTS</u>
Overlay Asphalt Paving	New	46580	SF \$1.75	\$81,515	SWAG
Striping	New	1	LS \$2,700.00	\$2,700	
Trim Trees	New	1	LS \$3,500.00	\$3,500	
Project Signage	New	1	EA \$3,500.00	\$3,500	
Lighting at Project Signage	New	1	LS \$1,600.00	\$1,600	
Exterior Lighting Allowance	New	1	LS \$45,000.00	\$45,000	
Handicap Pking Signs/Post	New	7	EA \$150.00	\$1,050	
Handicapped Curb Cuts	New	7	EA \$1,800.00	\$12,600	
CBU Mailboxes	New	4	EA \$1,800.00	\$7,200	
Remove/Repour Concrete	New	2000	SF \$12.00	\$24,000	ALLOWANCE
Concrete Patios (for accessibility)	New	5	EA \$960.00	\$4,800	RAISE ACCESSIBILITY
Dumpster Pads	New	2	EA \$2,850.00	\$5,700	
Dumpster Screening	New	2	EA \$2,250.00	\$4,500	
Landscaping/Seeding	New	1	LS \$35,000.00	\$35,000	
Playground Area Allowance	New	1	LS \$6,500.00	\$6,500	BORDER & MULCH ONLY
Drainage	New	1	LS \$4,500.00	\$4,500	
Grading & Topsoil	New	1	LS \$5,000.00	\$5,000	
Concrete Condenser Pads	New	25	EA \$175.00	\$4,375	
Hydro Flush & Camera SS	New	50	UN \$125.00	\$6,250	
Pipe Handrails @ Ramps					NOT IN ESTIMATE

**BUILDING INSPECTION REPORT**

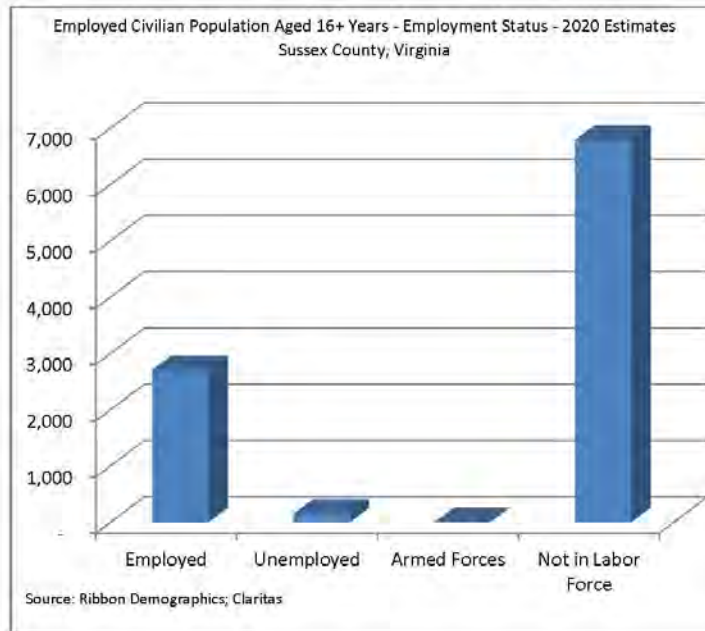
<u>DESCRIPTION OF WORK</u>	<u>REPAIR OR NEW</u>	<u>AMOUNT OR NO.</u>	<u>UNIT COST</u>	<u>TOTAL COST</u>	<u>COMMENTS</u>
Shingles	New	420	SQ \$302.00	\$126,840	
1/2" OSB @ Roofs - Allowance	New	100	SH \$45.00	\$4,500	
Vinyl Soffit & Aluminum Fascia	New	2920	LF \$6.80	\$19,856	
Gutter & Downspouts	New	2000	LF \$4.50	\$9,000	SWAG
Brick Point-Up & Cleaning	New	1	LS \$5,000.00	\$5,000	
Vinyl Siding	New	240	SQ \$305.00	\$73,200	
R-3.0 Siding Sheathing	New	750	PC \$26.80	\$19,950	
Remove Existing Sheathing	New	50	UN \$150.00	\$7,500	
Attic Insulation and Air Seal	New	1	LS \$50,000.00	\$50,000	AWAITING PRICING
E-Star Windows	New	1	LS \$80,000.00	\$80,000	AWAITING PRICING
Convert Units to ADA	New	5	EA \$8,500.00	\$42,500	
Fiberglass Exterior Doors	New	50	EA \$604.00	\$30,200	
Door Knockers/Viewers	New	50	EA \$25.00	\$1,250	
Fiberglass Storage Doors	New	50	EA \$604.00	\$30,200	2868
Sliding Glass Doors E-Star	New	45	EA \$977.00	\$43,965	
French Door @ UFAS/UD Units	New	5	EA \$1,581.00	\$7,905	
Unit Entry Lights	New	100	EA \$115.00	\$11,500	
Paint Exterior Doors	New	100	EA \$75.00	\$7,500	
Unit Numbers	New	50	EA \$38.00	\$1,900	
Building Numbers					NONE EXISTING
Entry Lockset and Deadbolt	New	45	EA \$158.00	\$7,110	
Storage Door Locksets	New	50	EA \$100.00	\$5,000	
Lever Entry Locksets	New	5	EA \$173.50	\$868	
Replace Interior Door Hardware	New	610	EA \$45.00	\$27,450	
New receptacles & switches	New	50	UN \$620.00	\$31,000	
Cable TV to all Bedrooms	New	124	EA \$125.00	\$15,500	
Mini Blinds	New	234	EA \$47.25	\$11,057	
Vertical Blinds @ Sliding Glass Drs	New	50	EA \$115.00	\$5,750	
Community Building/Laundry	New	1110	SF \$65.00	\$72,150	SWAG
Water Submeters	New	50	EA \$265.00	\$13,250	
Wi-Fi Allowance	New	1	LS \$25,000.00	\$25,000	
USB Ports	New	272	EA \$25.00	\$6,800	
Add BR to 3BR UFAS Unit	New	3	EA \$15,000.00	\$45,000	SWAG
Add 2BR & UFAS Bath	New	2	EA \$35,000.00	\$70,000	SWAG
Replace Quest Plumbing	New	50	EA \$3,100.00	\$155,000	SWAG
<b>SUBTOTAL</b>				<b>\$2,950,845</b>	
<b>GENERAL REQUIREMENTS</b>				<b>\$177,051</b>	
<b>GENERAL OVERHEAD</b>				<b>\$59,017</b>	
<b>BUILDER'S PROFIT</b>				<b>\$177,051</b>	
<b>TOTAL HARD COSTS</b>				<b>\$3,363,963</b>	<b>COST PER UNIT \$67,279.27</b>



**ADDENDUM E – DEMOGRAPHICS DATA**

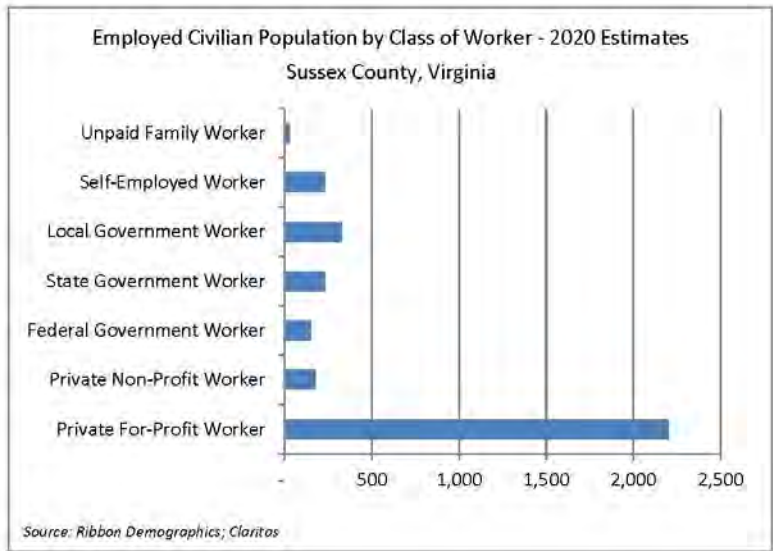
Employed Civilian Population Aged 16+ Years	
Employment Status	
<i>Current Year Estimates - 2020</i>	
Sussex County, Virginia	
Status	Number
Employed	2,705
Unemployed	150
Armed Forces	5
Not in Labor Force	6,791
Unemployed	5.25%

*Source: Ribbon Demographics; Claritas*



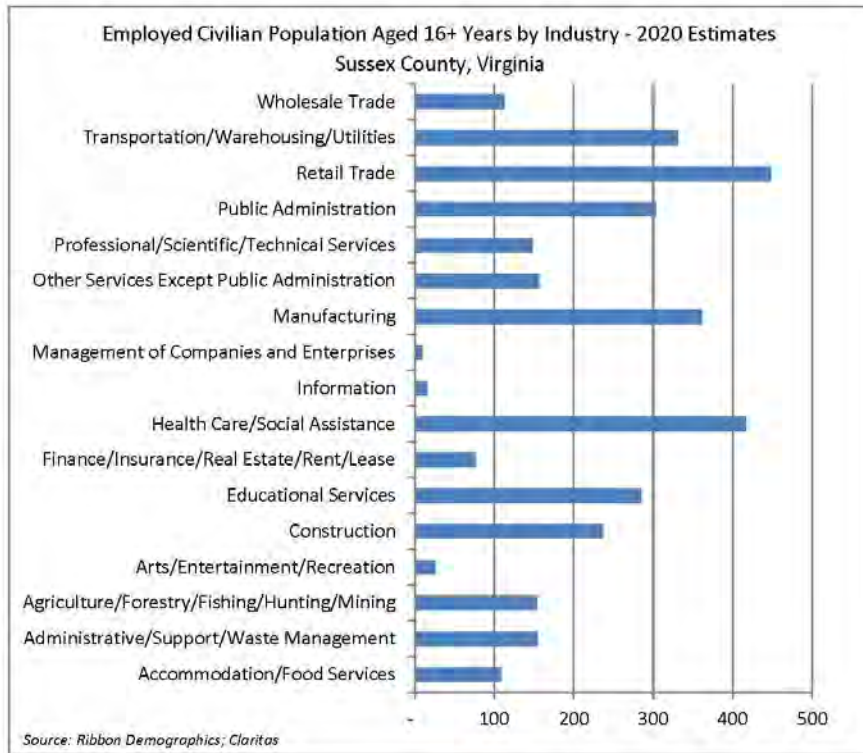
Employed Civilian Population by Class of Worker		
Current Year Estimates - 2020		
Sussex County, Virginia		
Industry	Number Employed	Percent Employed
Private For-Profit Worker	2,203	65.8%
Private Non-Profit Worker	174	5.2%
Federal Government Worker	149	4.5%
State Government Worker	231	6.9%
Local Government Worker	329	9.8%
Self-Employed Worker	232	6.9%
Unpaid Family Worker	28	0.8%
<b>Total:</b>	<b>3,346</b>	<b>100.0%</b>

*Source: Ribbon Demographics; Claritas*



Employed Civilian Population Aged 16+ Years by Industry		
<i>Current Year Estimates - 2020</i>		
Sussex County, Virginia		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	109	3.3%
Administrative/Support/Waste Management	155	4.6%
Agriculture/Forestry/Fishing/Hunting/Mining	154	4.6%
Arts/Entertainment/Recreation	26	0.8%
Construction	237	7.1%
Educational Services	285	8.5%
Finance/Insurance/Real Estate/Rent/Lease	76	2.3%
Health Care/Social Assistance	417	12.5%
Information	15	0.4%
Management of Companies and Enterprises	10	0.3%
Manufacturing	362	10.8%
Other Services Except Public Administration	157	4.7%
Professional/Scientific/Technical Services	148	4.4%
Public Administration	303	9.1%
Retail Trade	448	13.4%
Transportation/Warehousing/Utilities	331	9.9%
Wholesale Trade	113	3.4%
<b>Total:</b>	<b>3,346</b>	<b>100.0%</b>

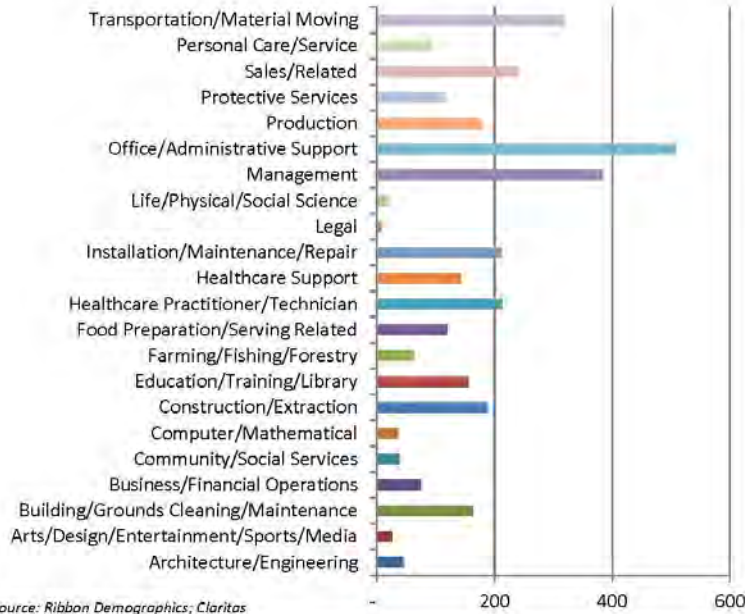
Source: Ribbon Demographics; Claritas



Employed Civilian Population Aged 16+ Years by Occupation		
Current Year Estimates - 2020		
Sussex County, Virginia		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	45	1.3%
Arts/Design/Entertainment/Sports/Media	26	0.8%
Building/Grounds Cleaning/Maintenance	164	4.9%
Business/Financial Operations	75	2.2%
Community/Social Services	39	1.2%
Computer/Mathematical	36	1.1%
Construction/Extraction	188	5.6%
Education/Training/Library	156	4.7%
Farming/Fishing/Forestry	63	1.9%
Food Preparation/Serving Related	120	3.6%
Healthcare Practitioner/Technician	213	6.4%
Healthcare Support	143	4.3%
Installation/Maintenance/Repair	212	6.3%
Legal	7	0.2%
Life/Physical/Social Science	19	0.6%
Management	384	11.5%
Office/Administrative Support	509	15.2%
Production	178	5.3%
Protective Services	117	3.5%
Sales/Related	239	7.1%
Personal Care/Service	95	2.8%
Transportation/Material Moving	318	9.5%
<b>Total:</b>	<b>3,346</b>	<b>100.0%</b>
White Collar	1,748	52.2%
Blue Collar	896	26.8%
Service and Farming	702	21.0%
<b>Total:</b>	<b>3,346</b>	<b>100.0%</b>

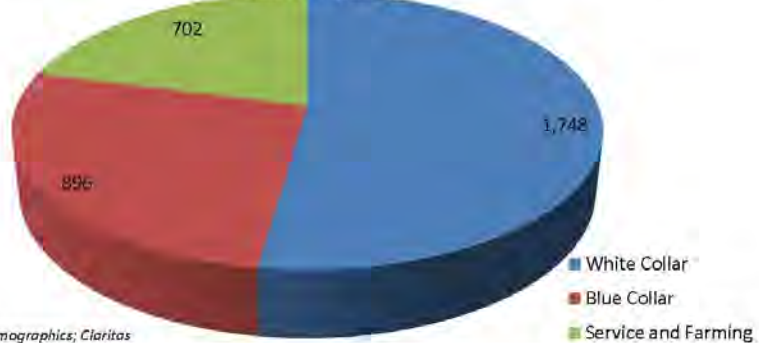
Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates  
Sussex County, Virginia



Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates  
Sussex County, Virginia



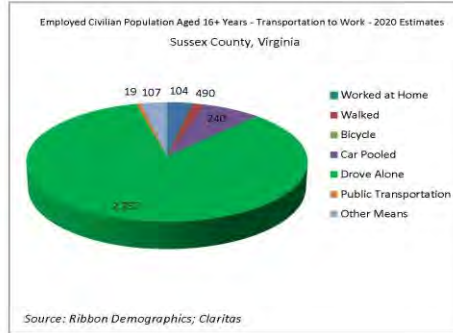
Source: Ribbon Demographics; Claritas

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Employed Civilian Population Aged 16+ Years Transportation to Work Current Year Estimates - 2020 Sussex County, Virginia		
Transportation Mode	Number	Percent
Worked at Home	104	3.2%
Walked	49	1.5%
Bicycle	0	0.0%
Car Pooled	240	7.3%
Drove Alone	2,757	84.2%
Public Transportation	19	0.6%
Other Means	107	3.3%
<b>Total:</b>	<b>3,276</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

Claritas

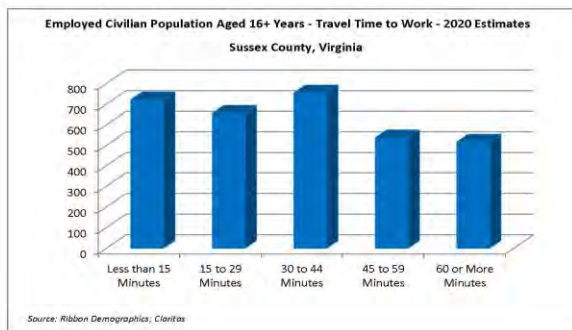


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Employed Civilian Population Aged 16+ Years Travel Time to Work Current Year Estimates - 2020 Sussex County, Virginia		
Travel Time	Number	Percent
Less than 15 Minutes	721	22.6%
15 to 29 Minutes	656	20.6%
30 to 44 Minutes	754	23.7%
45 to 59 Minutes	537	16.9%
60 or More Minutes	516	16.2%
<b>Total:</b>	<b>3,184</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

Claritas





HOUSEHOLD DATA

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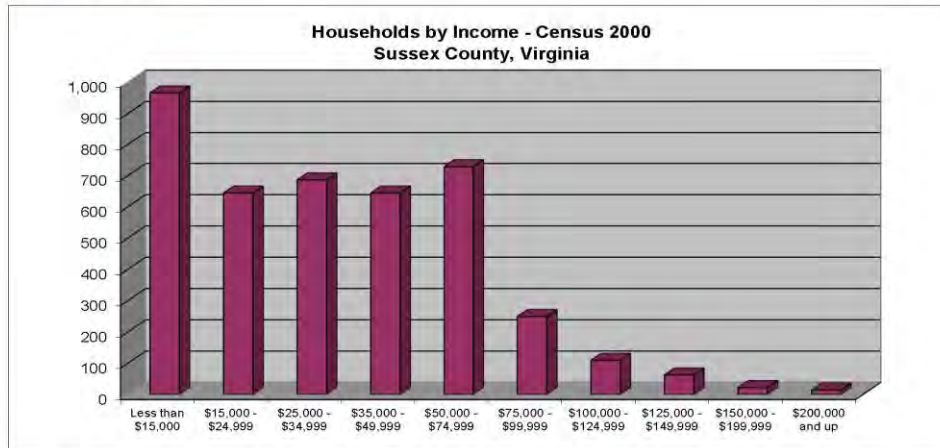
Households by Income and Age Sussex County, Virginia Census Data - 2000										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	43	84	116	131	112	216	192	72	966	23.4%
\$15,000 - \$24,999	23	86	128	109	94	99	84	21	644	15.6%
\$25,000 - \$34,999	40	167	143	87	104	88	47	10	686	16.6%
\$35,000 - \$49,999	8	96	150	167	106	53	55	9	644	15.6%
\$50,000 - \$74,999	8	91	153	196	153	67	50	10	728	17.7%
\$75,000 - \$99,999	0	3	82	88	30	29	15	2	249	6.0%
\$100,000 - \$124,999	0	0	18	37	26	22	5	1	109	2.6%
\$125,000 - \$149,999	0	7	0	29	13	13	0	0	62	1.5%
\$150,000 - \$199,999	0	0	0	6	12	0	4	0	22	0.5%
\$200,000 and up	0	0	0	1	3	3	6	1	14	0.3%
<b>Total</b>	<b>122</b>	<b>534</b>	<b>790</b>	<b>851</b>	<b>653</b>	<b>590</b>	<b>458</b>	<b>126</b>	<b>4,124</b>	<b>100.0%</b>
<b>Percent</b>	<b>3.0%</b>	<b>12.9%</b>	<b>19.2%</b>	<b>20.6%</b>	<b>15.8%</b>	<b>14.3%</b>	<b>11.1%</b>	<b>3.1%</b>	<b>100.0%</b>	

Source: Claritas; Ribbon Demographics

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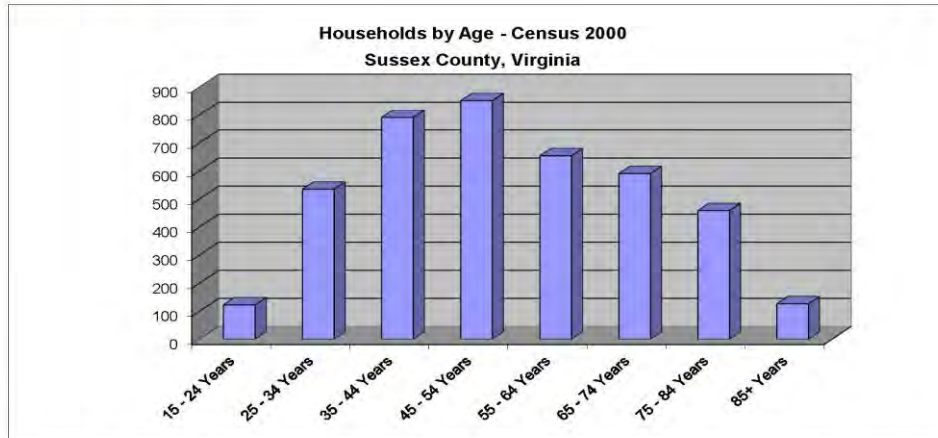


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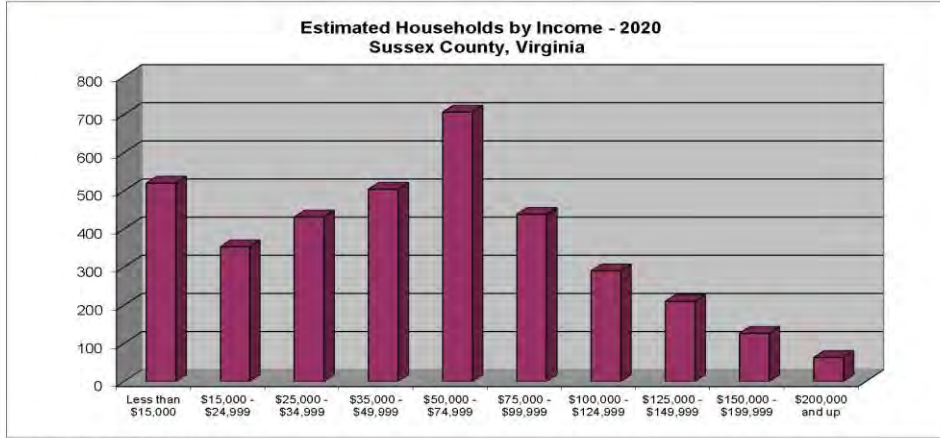
Households by Income and Age										
Sussex County, Virginia										
Current Year Estimates - 2020										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	8	66	64	49	89	123	84	37	520	14.3%
\$15,000 - \$24,999	1	26	26	53	100	68	52	27	353	9.7%
\$25,000 - \$34,999	26	40	31	49	70	108	78	29	431	11.8%
\$35,000 - \$49,999	39	33	29	78	118	121	67	19	504	13.8%
\$50,000 - \$74,999	27	96	81	130	164	130	63	15	706	19.4%
\$75,000 - \$99,999	0	59	62	77	97	97	35	11	438	12.0%
\$100,000 - \$124,999	0	29	38	75	81	50	17	0	290	8.0%
\$125,000 - \$149,999	0	23	31	67	75	9	3	2	210	5.8%
\$150,000 - \$199,999	0	28	48	18	20	10	2	0	126	3.5%
\$200,000 and up	0	0	1	25	30	5	1	1	63	1.7%
<b>Total</b>	<b>101</b>	<b>400</b>	<b>411</b>	<b>621</b>	<b>844</b>	<b>721</b>	<b>402</b>	<b>141</b>	<b>3,641</b>	<b>100.0%</b>
<b>Percent</b>	<b>2.8%</b>	<b>11.0%</b>	<b>11.3%</b>	<b>17.1%</b>	<b>23.2%</b>	<b>19.8%</b>	<b>11.0%</b>	<b>3.9%</b>		

Source: Claritas, Ribbon Demographics

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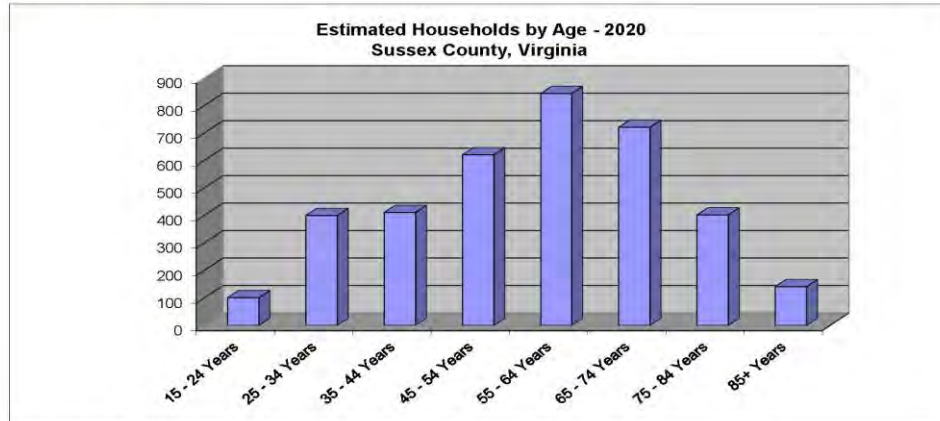


Source: Claritas, Ribbon Demographics

HOUSEHOLD DATA

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Source: Claritas, Ribbon Demographics

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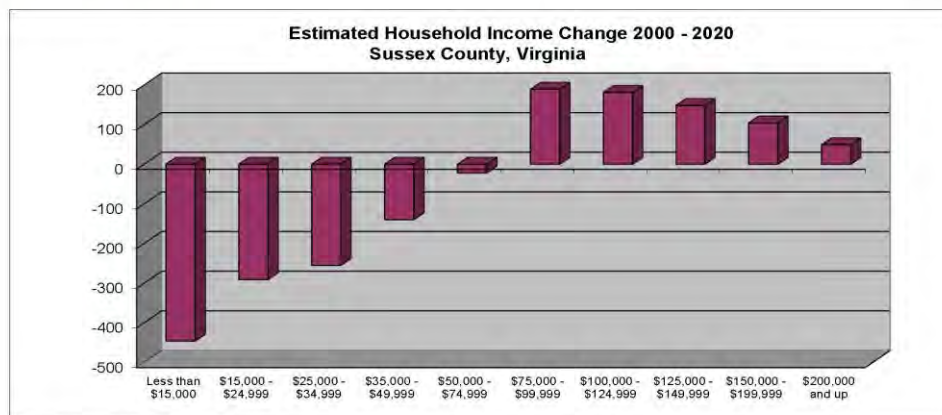
Households by Income and Age Sussex County, Virginia Estimated Change - 2000 to 2020										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent Change
Less than \$15,000	-35	-18	-52	-82	-23	-93	-108	-35	-446	-46.2%
\$15,000 - \$24,999	-22	-60	-102	-56	6	-31	-32	6	-291	-45.2%
\$25,000 - \$34,999	-14	-127	-112	-38	-34	20	31	19	-285	-37.2%
\$35,000 - \$49,999	31	-63	-121	-89	12	68	12	10	-140	-21.7%
\$50,000 - \$74,999	19	5	-72	-66	11	63	13	5	-22	-3.0%
\$75,000 - \$99,999	0	56	-20	-11	67	68	-20	9	189	75.9%
\$100,000 - \$124,999	0	29	20	38	55	28	12	-1	181	166.1%
\$125,000 - \$149,999	0	16	31	38	62	-4	3	2	148	238.7%
\$150,000 - \$199,999	0	28	48	12	8	10	-2	0	104	472.7%
\$200,000 and up	0	0	1	24	27	2	-5	0	49	350.0%
<b>Total</b>	<b>-21</b>	<b>-134</b>	<b>-379</b>	<b>-230</b>	<b>191</b>	<b>131</b>	<b>-56</b>	<b>15</b>	<b>-483</b>	<b>-11.7%</b>
<b>Percent Change</b>	<b>-17.2%</b>	<b>-25.1%</b>	<b>-48.0%</b>	<b>-27.0%</b>	<b>29.2%</b>	<b>22.2%</b>	<b>-12.2%</b>	<b>11.9%</b>	<b>-11.7%</b>	

Source: Claritas, Ribbon Demographics

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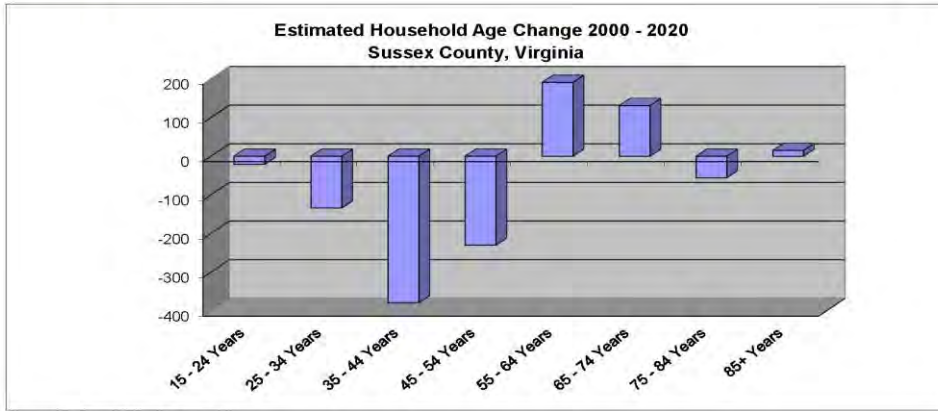


Source: Claritas, Ribbon Demographics

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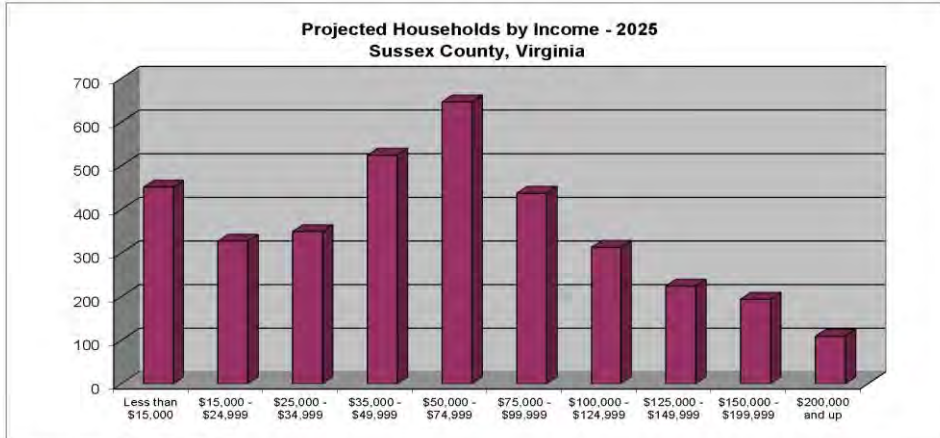
Households by Income and Age Sussex County, Virginia Five Year Projections - 2025										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	7	55	56	33	71	119	75	35	451	12.6%
\$15,000 - \$24,999	2	21	26	41	88	72	47	30	327	9.1%
\$25,000 - \$34,999	21	31	25	30	51	99	69	23	349	9.8%
\$35,000 - \$49,999	42	37	29	62	111	146	77	20	524	14.7%
\$50,000 - \$74,999	26	85	69	91	145	148	66	16	646	18.1%
\$75,000 - \$99,999	1	58	58	59	95	114	38	14	437	12.2%
\$100,000 - \$124,999	0	32	43	61	86	68	22	1	313	8.8%
\$125,000 - \$149,999	0	26	34	60	85	12	3	4	224	6.3%
\$150,000 - \$199,999	0	44	75	23	31	17	4	0	194	5.4%
\$200,000 and up	0	0	2	34	58	11	2	2	109	3.0%
<b>Total</b>	<b>99</b>	<b>389</b>	<b>417</b>	<b>494</b>	<b>821</b>	<b>806</b>	<b>403</b>	<b>145</b>	<b>3,574</b>	<b>100.0%</b>
<b>Percent</b>	<b>2.8%</b>	<b>10.9%</b>	<b>11.7%</b>	<b>13.8%</b>	<b>23.0%</b>	<b>22.6%</b>	<b>11.3%</b>	<b>4.1%</b>		

Source: Claritas, Ribbon Demographics

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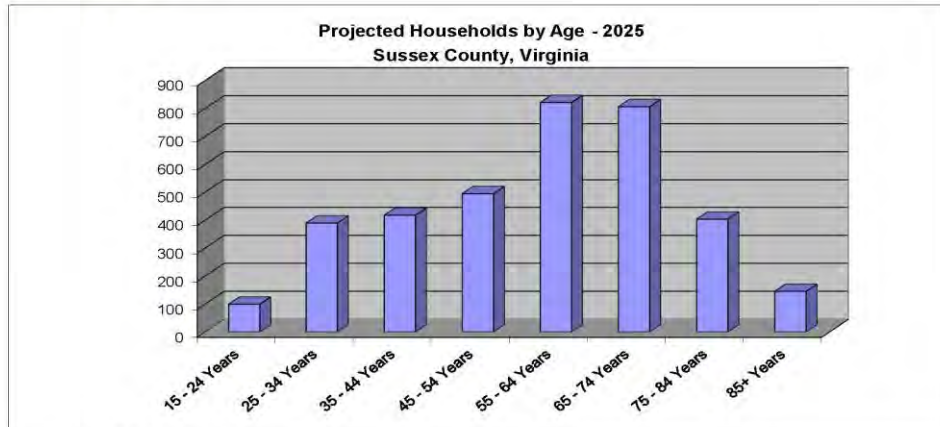


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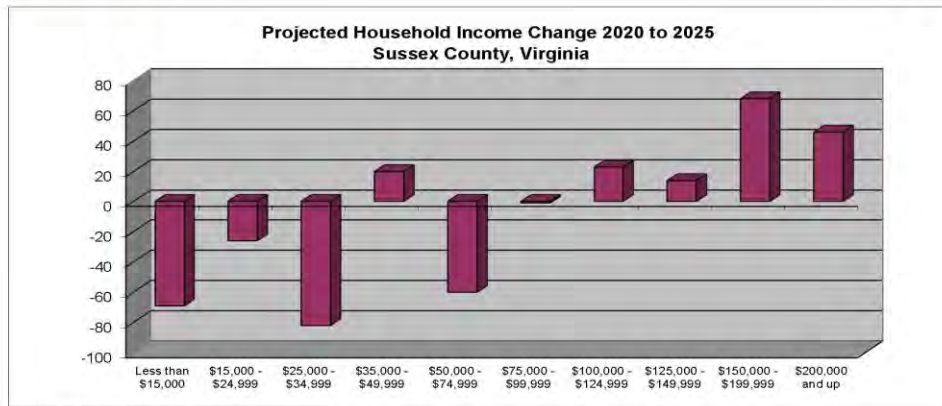
Households by Income and Age Sussex County, Virginia Projected Change - 2020 to 2025										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent Change
Less than \$15,000	-1	-11	-8	-16	-18	-4	-9	-2	-69	-13.3%
\$15,000 - \$24,999	1	-5	0	-12	-12	4	-5	3	-26	-7.4%
\$25,000 - \$34,999	-5	-9	-6	-19	-19	-9	-9	-6	-82	-19.0%
\$35,000 - \$49,999	3	4	0	-16	-7	25	10	1	20	4.0%
\$50,000 - \$74,999	-1	-11	-12	-39	-19	18	3	1	-60	-8.5%
\$75,000 - \$99,999	1	-1	-4	-18	-2	17	3	3	-1	-0.2%
\$100,000 - \$124,999	0	3	5	-14	5	18	5	1	23	7.9%
\$125,000 - \$149,999	0	3	3	-7	10	3	0	2	14	6.7%
\$150,000 - \$199,999	0	16	27	5	11	7	2	0	68	54.0%
\$200,000 and up	0	0	1	2	28	6	1	1	46	73.0%
<b>Total</b>	<b>-2</b>	<b>-11</b>	<b>6</b>	<b>-127</b>	<b>-23</b>	<b>85</b>	<b>1</b>	<b>4</b>	<b>-67</b>	<b>-1.8%</b>
<b>Percent Change</b>	<b>-2.0%</b>	<b>-2.8%</b>	<b>1.5%</b>	<b>-20.5%</b>	<b>-2.7%</b>	<b>11.8%</b>	<b>0.2%</b>	<b>2.8%</b>	<b>-1.8%</b>	

Source: Claritas; Ribbon Demographics

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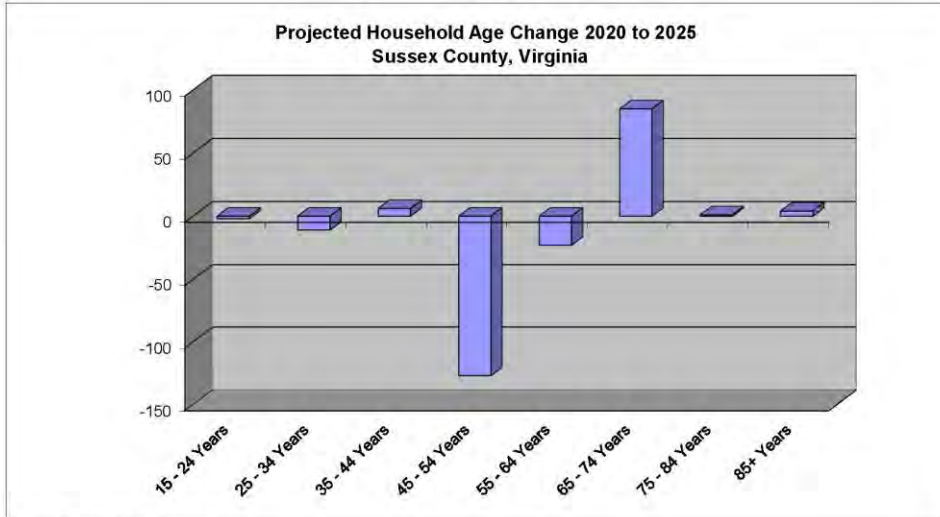


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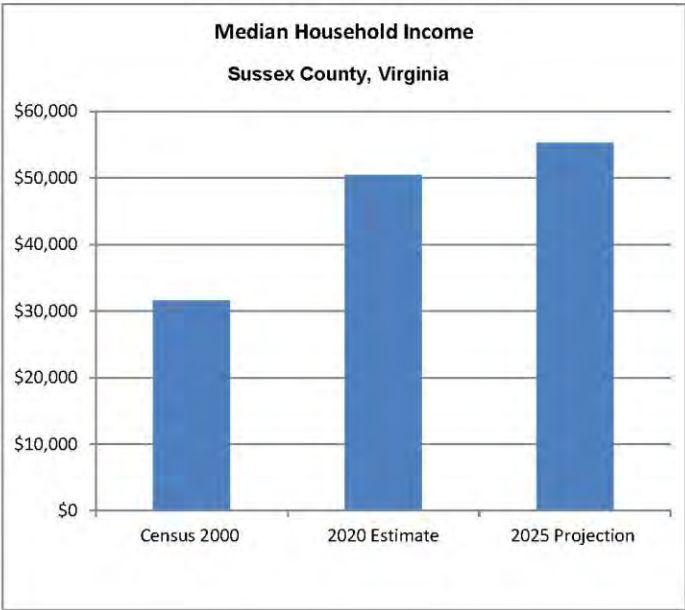


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Median Household Income Sussex County, Virginia		
Census 2000	2020 Estimate	2025 Projection
\$31,589	\$50,443	\$55,263



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Median Household Income by Area			
Sussex County, Virginia			
Geography ID	Census 2000	2020 Estimate	2025 Projection
51183	\$31,589	\$50,443	\$55,263

**HISTA 2.2 Summary Data    Sussex County, Virginia**

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Renter Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	59	3	26	6	10	5	109
\$10,000-20,000	53	27	28	2	8	3	121
\$20,000-30,000	11	26	18	9	22	13	99
\$30,000-40,000	27	30	11	0	4	0	72
\$40,000-50,000	0	21	27	32	0	0	80
\$50,000-60,000	0	29	7	23	1	0	60
\$60,000-75,000	4	43	3	0	2	0	52
\$75,000-100,000	0	7	8	38	0	0	53
\$100,000-125,000	0	7	6	0	0	0	13
\$125,000-150,000	0	0	3	2	0	0	5
\$150,000-200,000	0	0	1	0	0	0	1
\$200,000+	0	0	0	1	0	0	1
<b>Total</b>	<b>154</b>	<b>193</b>	<b>138</b>	<b>113</b>	<b>47</b>	<b>21</b>	<b>666</b>

Renter Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	49	6	4	3	2	0	64
\$10,000-20,000	30	29	1	0	3	0	63
\$20,000-30,000	35	21	9	8	4	0	77
\$30,000-40,000	16	1	3	3	3	1	27
\$40,000-50,000	10	5	2	0	3	2	22
\$50,000-60,000	1	17	7	1	0	0	26
\$60,000-75,000	3	9	3	5	2	0	22
\$75,000-100,000	1	4	3	1	2	0	11
\$100,000-125,000	1	0	1	1	1	0	4
\$125,000-150,000	0	0	1	0	1	0	2
\$150,000-200,000	0	3	0	1	1	0	5
\$200,000+	0	1	0	0	1	0	2
<b>Total</b>	<b>146</b>	<b>96</b>	<b>34</b>	<b>23</b>	<b>23</b>	<b>3</b>	<b>325</b>

Renter Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	32	4	3	0	2	0	41
\$10,000-20,000	21	7	1	0	3	0	32
\$20,000-30,000	27	13	9	0	4	0	53
\$30,000-40,000	13	1	2	0	0	0	16
\$40,000-50,000	10	3	2	0	3	2	20
\$50,000-60,000	1	14	7	1	0	0	23
\$60,000-75,000	2	0	3	1	2	0	8
\$75,000-100,000	1	4	1	1	2	0	9
\$100,000-125,000	1	0	1	1	1	0	4
\$125,000-150,000	0	0	0	0	1	0	1
\$150,000-200,000	0	1	0	0	1	0	2
\$200,000+	0	0	0	0	1	0	1
<b>Total</b>	<b>108</b>	<b>47</b>	<b>29</b>	<b>4</b>	<b>20</b>	<b>2</b>	<b>210</b>

Renter Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	108	9	30	9	12	5	173
\$10,000-20,000	83	56	29	2	11	3	184
\$20,000-30,000	46	47	27	17	26	13	176
\$30,000-40,000	43	31	14	3	7	1	99
\$40,000-50,000	10	26	29	32	3	2	102
\$50,000-60,000	1	46	14	24	1	0	86
\$60,000-75,000	7	52	6	5	4	0	74
\$75,000-100,000	1	11	11	39	2	0	64
\$100,000-125,000	1	7	7	1	1	0	17
\$125,000-150,000	0	0	4	2	1	0	7
\$150,000-200,000	0	3	1	1	1	0	6
\$200,000+	0	1	0	1	1	0	3
<b>Total</b>	<b>300</b>	<b>289</b>	<b>172</b>	<b>136</b>	<b>70</b>	<b>24</b>	<b>991</b>

\* Estimates based on household size ratios; not cross tabulated data

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Percent Renter Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	8.9%	0.5%	3.9%	0.9%	1.5%	0.8%	<b>16.4%</b>
\$10,000-20,000	8.0%	4.1%	4.2%	0.3%	1.2%	0.5%	<b>18.2%</b>
\$20,000-30,000	1.7%	3.9%	2.7%	1.4%	3.3%	2.0%	<b>14.9%</b>
\$30,000-40,000	4.1%	4.5%	1.7%	0.0%	0.6%	0.0%	<b>10.8%</b>
\$40,000-50,000	0.0%	3.2%	4.1%	4.8%	0.0%	0.0%	<b>12.0%</b>
\$50,000-60,000	0.0%	4.4%	1.1%	3.5%	0.2%	0.0%	<b>9.0%</b>
\$60,000-75,000	0.6%	6.5%	0.5%	0.0%	0.3%	0.0%	<b>7.8%</b>
\$75,000-100,000	0.0%	1.1%	1.2%	5.7%	0.0%	0.0%	<b>8.0%</b>
\$100,000-125,000	0.0%	1.1%	0.9%	0.0%	0.0%	0.0%	<b>2.0%</b>
\$125,000-150,000	0.0%	0.0%	0.5%	0.3%	0.0%	0.0%	<b>0.8%</b>
\$150,000-200,000	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	<b>0.2%</b>
\$200,000+	0.0%	0.0%	0.0%	0.2%	0.0%	0.0%	<b>0.2%</b>
<b>Total</b>	<b>23.1%</b>	<b>29.0%</b>	<b>20.7%</b>	<b>17.0%</b>	<b>7.1%</b>	<b>3.2%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	15.1%	1.8%	1.2%	0.9%	0.6%	0.0%	<b>19.7%</b>
\$10,000-20,000	9.2%	8.9%	0.5%	0.0%	0.9%	0.0%	<b>19.4%</b>
\$20,000-30,000	10.8%	6.5%	2.8%	2.5%	1.2%	0.0%	<b>23.7%</b>
\$30,000-40,000	4.9%	0.3%	0.9%	0.9%	0.9%	0.3%	<b>8.3%</b>
\$40,000-50,000	3.1%	1.5%	0.6%	0.0%	0.9%	0.6%	<b>6.8%</b>
\$50,000-60,000	0.3%	5.2%	2.2%	0.3%	0.0%	0.0%	<b>8.0%</b>
\$60,000-75,000	0.9%	2.8%	0.9%	1.5%	0.6%	0.0%	<b>6.8%</b>
\$75,000-100,000	0.3%	1.2%	0.9%	0.3%	0.6%	0.0%	<b>3.4%</b>
\$100,000-125,000	0.3%	0.0%	0.3%	0.3%	0.3%	0.0%	<b>1.2%</b>
\$125,000-150,000	0.0%	0.0%	0.3%	0.0%	0.3%	0.0%	<b>0.6%</b>
\$150,000-200,000	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%	<b>1.5%</b>
\$200,000+	0.0%	0.3%	0.0%	0.0%	0.3%	0.0%	<b>0.6%</b>
<b>Total</b>	<b>44.9%</b>	<b>29.5%</b>	<b>10.5%</b>	<b>7.1%</b>	<b>7.1%</b>	<b>0.9%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	15.2%	1.9%	1.4%	0.0%	1.0%	0.0%	<b>19.5%</b>
\$10,000-20,000	10.0%	3.3%	0.5%	0.0%	1.4%	0.0%	<b>15.2%</b>
\$20,000-30,000	12.9%	6.2%	4.3%	0.0%	1.9%	0.0%	<b>25.2%</b>
\$30,000-40,000	6.2%	0.5%	1.0%	0.0%	0.0%	0.0%	<b>7.6%</b>
\$40,000-50,000	4.8%	1.4%	1.0%	0.0%	1.4%	1.0%	<b>9.5%</b>
\$50,000-60,000	0.5%	6.7%	3.3%	0.5%	0.0%	0.0%	<b>11.0%</b>
\$60,000-75,000	1.0%	0.0%	1.4%	0.5%	1.0%	0.0%	<b>3.8%</b>
\$75,000-100,000	0.5%	1.9%	0.5%	0.5%	1.0%	0.0%	<b>4.3%</b>
\$100,000-125,000	0.5%	0.0%	0.5%	0.5%	0.5%	0.0%	<b>1.9%</b>
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.5%	0.0%	<b>0.5%</b>
\$150,000-200,000	0.0%	0.5%	0.0%	0.0%	0.5%	0.0%	<b>1.0%</b>
\$200,000+	0.0%	0.0%	0.0%	0.0%	0.5%	0.0%	<b>0.5%</b>
<b>Total</b>	<b>51.4%</b>	<b>22.4%</b>	<b>13.8%</b>	<b>1.9%</b>	<b>9.5%</b>	<b>1.0%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	10.9%	0.9%	3.0%	0.9%	1.2%	0.5%	<b>17.5%</b>
\$10,000-20,000	8.4%	5.7%	2.9%	0.2%	1.1%	0.3%	<b>18.6%</b>
\$20,000-30,000	4.6%	4.7%	2.7%	1.7%	2.6%	1.3%	<b>17.8%</b>
\$30,000-40,000	4.3%	3.1%	1.4%	0.3%	0.7%	0.1%	<b>10.0%</b>
\$40,000-50,000	1.0%	2.6%	2.9%	3.2%	0.3%	0.2%	<b>10.3%</b>
\$50,000-60,000	0.1%	4.6%	1.4%	2.4%	0.1%	0.0%	<b>8.7%</b>
\$60,000-75,000	0.7%	5.2%	0.6%	0.5%	0.4%	0.0%	<b>7.5%</b>
\$75,000-100,000	0.1%	1.1%	1.1%	3.9%	0.2%	0.0%	<b>6.5%</b>
\$100,000-125,000	0.1%	0.7%	0.7%	0.1%	0.1%	0.0%	<b>1.7%</b>
\$125,000-150,000	0.0%	0.0%	0.4%	0.2%	0.1%	0.0%	<b>0.7%</b>
\$150,000-200,000	0.0%	0.3%	0.1%	0.1%	0.1%	0.0%	<b>0.6%</b>
\$200,000+	0.0%	0.1%	0.0%	0.1%	0.1%	0.0%	<b>0.3%</b>
<b>Total</b>	<b>30.3%</b>	<b>29.2%</b>	<b>17.4%</b>	<b>13.7%</b>	<b>7.1%</b>	<b>2.4%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	26	0	0	3	4	34
\$10,000-20,000	15	4	4	18	0	41
\$20,000-30,000	25	5	21	13	5	71
\$30,000-40,000	56	0	11	7	4	84
\$40,000-50,000	16	23	17	5	1	62
\$50,000-60,000	0	39	11	14	4	74
\$60,000-75,000	2	49	32	15	3	102
\$75,000-100,000	9	44	49	37	3	148
\$100,000-125,000	3	38	6	80	3	130
\$125,000-150,000	0	10	1	8	10	35
\$150,000-200,000	0	16	25	0	1	43
\$200,000+	2	0	1	2	4	15
<b>Total</b>	<b>154</b>	<b>228</b>	<b>178</b>	<b>202</b>	<b>51</b>	<b>839</b>

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	49	27	1	3	1	82
\$10,000-20,000	143	51	19	1	0	215
\$20,000-30,000	82	57	1	2	0	144
\$30,000-40,000	30	99	8	0	0	139
\$40,000-50,000	53	88	9	3	9	168
\$50,000-60,000	28	49	3	6	0	89
\$60,000-75,000	35	83	32	3	2	155
\$75,000-100,000	22	68	57	7	22	188
\$100,000-125,000	22	38	13	2	6	84
\$125,000-150,000	4	7	11	0	0	23
\$150,000-200,000	1	10	2	0	1	15
\$200,000+	0	10	0	0	0	17
<b>Total</b>	<b>475</b>	<b>587</b>	<b>156</b>	<b>27</b>	<b>51</b>	<b>1,319</b>

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	33	21	1	3	0	58
\$10,000-20,000	124	34	19	1	0	178
\$20,000-30,000	68	52	1	2	0	125
\$30,000-40,000	26	75	7	0	0	110
\$40,000-50,000	31	84	8	2	4	131
\$50,000-60,000	12	35	1	6	0	56
\$60,000-75,000	17	77	20	3	1	118
\$75,000-100,000	22	37	36	7	4	114
\$100,000-125,000	7	26	0	2	0	37
\$125,000-150,000	3	2	2	0	0	8
\$150,000-200,000	0	1	1	0	1	4
\$200,000+	2	0	0	0	0	8
<b>Total</b>	<b>345</b>	<b>450</b>	<b>96</b>	<b>26</b>	<b>7</b>	<b>947</b>

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	75	27	1	6	2	116
\$10,000-20,000	158	55	23	19	1	256
\$20,000-30,000	107	62	22	15	2	215
\$30,000-40,000	86	99	19	7	8	223
\$40,000-50,000	69	111	26	8	6	230
\$50,000-60,000	28	88	14	20	9	163
\$60,000-75,000	37	132	64	18	5	257
\$75,000-100,000	31	112	106	44	28	336
\$100,000-125,000	25	76	19	82	9	214
\$125,000-150,000	4	17	12	8	11	58
\$150,000-200,000	1	26	27	0	2	58
\$200,000+	8	10	1	2	4	32
<b>Total</b>	<b>629</b>	<b>815</b>	<b>334</b>	<b>229</b>	<b>49</b>	<b>2,158</b>

\* Estimates based on household size ratios; not cross tabulated data

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Percent Owner Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	3.1%	0.0%	0.0%	0.4%	0.5%	0.1%	<b>4.1%</b>
\$10,000-20,000	1.8%	0.5%	0.5%	2.1%	0.0%	0.0%	<b>4.9%</b>
\$20,000-30,000	3.0%	0.6%	2.5%	1.5%	0.6%	0.2%	<b>8.5%</b>
\$30,000-40,000	6.7%	0.0%	1.3%	0.8%	0.7%	0.5%	<b>10.0%</b>
\$40,000-50,000	1.9%	2.7%	2.0%	0.6%	0.1%	0.0%	<b>7.4%</b>
\$50,000-60,000	0.0%	4.6%	1.3%	1.7%	0.7%	0.5%	<b>8.8%</b>
\$60,000-75,000	0.2%	5.8%	3.8%	1.8%	0.4%	0.1%	<b>12.2%</b>
\$75,000-100,000	1.1%	5.2%	5.8%	4.4%	0.7%	0.4%	<b>17.6%</b>
\$100,000-125,000	0.4%	4.5%	0.7%	9.5%	0.4%	0.0%	<b>15.5%</b>
\$125,000-150,000	0.0%	1.2%	0.1%	1.0%	1.2%	0.7%	<b>4.2%</b>
\$150,000-200,000	0.0%	1.9%	3.0%	0.0%	0.1%	0.1%	<b>5.1%</b>
\$200,000+	0.2%	0.0%	0.1%	0.2%	0.7%	0.5%	<b>1.8%</b>
<b>Total</b>	<b>18.4%</b>	<b>27.2%</b>	<b>21.2%</b>	<b>24.1%</b>	<b>6.1%</b>	<b>3.1%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	3.7%	2.0%	0.1%	0.2%	0.1%	0.1%	<b>6.2%</b>
\$10,000-20,000	10.8%	3.9%	1.4%	0.1%	0.1%	0.0%	<b>16.3%</b>
\$20,000-30,000	6.2%	4.3%	0.1%	0.2%	0.2%	0.0%	<b>10.9%</b>
\$30,000-40,000	2.3%	7.5%	0.6%	0.0%	0.2%	0.0%	<b>10.5%</b>
\$40,000-50,000	4.0%	6.7%	0.7%	0.2%	0.7%	0.5%	<b>12.7%</b>
\$50,000-60,000	2.1%	3.7%	0.2%	0.5%	0.2%	0.0%	<b>6.7%</b>
\$60,000-75,000	2.7%	6.3%	2.4%	0.2%	0.2%	0.0%	<b>11.8%</b>
\$75,000-100,000	1.7%	5.2%	4.3%	0.5%	1.7%	0.9%	<b>14.3%</b>
\$100,000-125,000	1.7%	2.9%	1.0%	0.2%	0.5%	0.2%	<b>6.4%</b>
\$125,000-150,000	0.3%	0.5%	0.8%	0.0%	0.1%	0.0%	<b>1.7%</b>
\$150,000-200,000	0.1%	0.8%	0.2%	0.0%	0.1%	0.1%	<b>1.1%</b>
\$200,000+	0.5%	0.8%	0.0%	0.0%	0.1%	0.0%	<b>1.3%</b>
<b>Total</b>	<b>36.0%</b>	<b>44.5%</b>	<b>11.8%</b>	<b>2.0%</b>	<b>3.9%</b>	<b>1.7%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	3.5%	2.2%	0.1%	0.3%	0.0%	0.0%	<b>6.1%</b>
\$10,000-20,000	13.1%	3.6%	2.0%	0.1%	0.0%	0.0%	<b>18.8%</b>
\$20,000-30,000	7.2%	5.5%	0.1%	0.2%	0.2%	0.0%	<b>13.2%</b>
\$30,000-40,000	2.7%	7.9%	0.7%	0.0%	0.2%	0.0%	<b>11.6%</b>
\$40,000-50,000	3.3%	8.9%	0.8%	0.2%	0.4%	0.2%	<b>13.8%</b>
\$50,000-60,000	1.3%	3.7%	0.1%	0.6%	0.2%	0.0%	<b>5.9%</b>
\$60,000-75,000	1.8%	8.1%	2.1%	0.3%	0.1%	0.0%	<b>12.5%</b>
\$75,000-100,000	2.3%	3.9%	3.8%	0.7%	0.8%	0.4%	<b>12.0%</b>
\$100,000-125,000	0.7%	2.7%	0.0%	0.2%	0.2%	0.0%	<b>3.9%</b>
\$125,000-150,000	0.3%	0.2%	0.2%	0.0%	0.1%	0.0%	<b>0.8%</b>
\$150,000-200,000	0.0%	0.1%	0.1%	0.0%	0.1%	0.1%	<b>0.4%</b>
\$200,000+	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%	<b>0.8%</b>
<b>Total</b>	<b>36.4%</b>	<b>47.5%</b>	<b>10.1%</b>	<b>2.7%</b>	<b>2.4%</b>	<b>0.7%</b>	<b>100.0%</b>

Percent Owner Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	3.5%	1.3%	0.0%	0.3%	0.2%	0.1%	<b>5.4%</b>
\$10,000-20,000	7.3%	2.5%	1.1%	0.9%	0.0%	0.0%	<b>11.9%</b>
\$20,000-30,000	5.0%	2.9%	1.0%	0.7%	0.3%	0.1%	<b>10.0%</b>
\$30,000-40,000	4.0%	4.6%	0.9%	0.3%	0.4%	0.2%	<b>10.3%</b>
\$40,000-50,000	3.2%	5.1%	1.2%	0.4%	0.5%	0.3%	<b>10.7%</b>
\$50,000-60,000	1.3%	4.1%	0.6%	0.9%	0.4%	0.2%	<b>7.6%</b>
\$60,000-75,000	1.7%	6.1%	3.0%	0.8%	0.2%	0.0%	<b>11.9%</b>
\$75,000-100,000	1.4%	5.2%	4.9%	2.0%	1.3%	0.7%	<b>15.6%</b>
\$100,000-125,000	1.2%	3.5%	0.9%	3.8%	0.4%	0.1%	<b>9.9%</b>
\$125,000-150,000	0.2%	0.8%	0.6%	0.4%	0.5%	0.3%	<b>2.7%</b>
\$150,000-200,000	0.0%	1.2%	1.3%	0.0%	0.1%	0.1%	<b>2.7%</b>
\$200,000+	0.4%	0.5%	0.0%	0.1%	0.3%	0.2%	<b>1.5%</b>
<b>Total</b>	<b>29.1%</b>	<b>37.8%</b>	<b>15.5%</b>	<b>10.6%</b>	<b>4.7%</b>	<b>2.3%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

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Renter Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	48	5	20	7	4	1	85
\$10,000-20,000	21	27	33	0	13	5	99
\$20,000-30,000	17	21	21	7	6	4	76
\$30,000-40,000	33	32	13	1	6	2	87
\$40,000-50,000	1	12	16	22	0	0	51
\$50,000-60,000	4	24	14	42	3	0	87
\$60,000-75,000	6	35	4	0	3	0	48
\$75,000-100,000	0	11	9	25	1	0	46
\$100,000-125,000	1	4	5	3	1	0	14
\$125,000-150,000	6	12	11	6	6	0	41
\$150,000-200,000	1	1	10	1	2	1	16
\$200,000+	1	1	1	0	0	0	3
<b>Total</b>	<b>139</b>	<b>185</b>	<b>157</b>	<b>114</b>	<b>45</b>	<b>13</b>	<b>653</b>

Renter Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	64	4	5	4	6	0	83
\$10,000-20,000	39	22	3	2	3	0	69
\$20,000-30,000	60	21	12	8	5	0	106
\$30,000-40,000	36	0	3	2	4	1	46
\$40,000-50,000	23	6	2	2	6	2	41
\$50,000-60,000	3	25	3	4	1	0	36
\$60,000-75,000	7	22	3	3	6	0	41
\$75,000-100,000	2	5	2	3	4	0	16
\$100,000-125,000	5	0	6	2	3	0	16
\$125,000-150,000	4	6	1	1	2	0	14
\$150,000-200,000	2	6	0	0	1	0	9
\$200,000+	1	5	0	2	1	1	10
<b>Total</b>	<b>246</b>	<b>122</b>	<b>40</b>	<b>33</b>	<b>42</b>	<b>4</b>	<b>487</b>

Renter Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	46	2	5	1	5	0	59
\$10,000-20,000	30	9	3	1	3	0	46
\$20,000-30,000	46	10	12	2	5	0	75
\$30,000-40,000	22	0	3	2	1	0	28
\$40,000-50,000	23	3	1	2	4	2	35
\$50,000-60,000	3	15	3	2	1	0	24
\$60,000-75,000	5	1	3	1	6	0	16
\$75,000-100,000	2	5	1	3	4	0	15
\$100,000-125,000	3	0	4	1	2	0	10
\$125,000-150,000	0	1	1	1	2	0	5
\$150,000-200,000	0	2	0	0	1	0	3
\$200,000+	0	0	0	1	1	1	3
<b>Total</b>	<b>180</b>	<b>48</b>	<b>36</b>	<b>17</b>	<b>35</b>	<b>3</b>	<b>319</b>

Renter Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	112	9	25	11	10	1	168
\$10,000-20,000	60	49	36	2	16	5	168
\$20,000-30,000	77	42	33	15	11	4	182
\$30,000-40,000	69	32	16	3	10	3	133
\$40,000-50,000	24	18	18	24	6	2	92
\$50,000-60,000	7	49	17	46	4	0	123
\$60,000-75,000	13	57	7	3	9	0	89
\$75,000-100,000	2	16	11	28	5	0	62
\$100,000-125,000	6	4	11	5	4	0	30
\$125,000-150,000	10	18	12	7	8	0	55
\$150,000-200,000	3	7	10	1	3	1	25
\$200,000+	2	6	1	2	1	1	13
<b>Total</b>	<b>385</b>	<b>307</b>	<b>197</b>	<b>147</b>	<b>87</b>	<b>17</b>	<b>1,140</b>

\* Estimates based on household size ratios; not cross tabulated data

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Percent Renter Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	7.4%	0.8%	3.1%	1.1%	0.6%	0.2%	13.0%
\$10,000-20,000	3.2%	4.1%	5.1%	0.0%	2.0%	0.8%	15.2%
\$20,000-30,000	2.6%	3.2%	3.2%	1.1%	0.9%	0.6%	11.6%
\$30,000-40,000	5.1%	4.9%	2.0%	0.2%	0.9%	0.3%	13.3%
\$40,000-50,000	0.2%	1.8%	2.5%	3.4%	0.0%	0.0%	7.8%
\$50,000-60,000	0.6%	3.7%	2.1%	6.4%	0.5%	0.0%	13.3%
\$60,000-75,000	0.9%	5.4%	0.6%	0.0%	0.5%	0.0%	7.4%
\$75,000-100,000	0.0%	1.7%	1.4%	3.8%	0.2%	0.0%	7.0%
\$100,000-125,000	0.2%	0.6%	0.8%	0.5%	0.2%	0.0%	2.1%
\$125,000-150,000	0.9%	1.8%	1.7%	0.9%	0.9%	0.0%	6.3%
\$150,000-200,000	0.2%	0.2%	1.5%	0.2%	0.3%	0.2%	2.5%
\$200,000+	0.2%	0.2%	0.2%	0.0%	0.0%	0.0%	0.5%
<b>Total</b>	<b>21.3%</b>	<b>28.3%</b>	<b>24.0%</b>	<b>17.5%</b>	<b>6.9%</b>	<b>2.0%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	13.1%	0.8%	1.0%	0.8%	1.2%	0.0%	17.0%
\$10,000-20,000	8.0%	4.5%	0.6%	0.4%	0.6%	0.0%	14.2%
\$20,000-30,000	12.3%	4.3%	2.5%	1.6%	1.0%	0.0%	21.8%
\$30,000-40,000	7.4%	0.0%	0.6%	0.4%	0.8%	0.2%	9.4%
\$40,000-50,000	4.7%	1.2%	0.4%	0.4%	1.2%	0.4%	8.4%
\$50,000-60,000	0.6%	5.1%	0.6%	0.8%	0.2%	0.0%	7.4%
\$60,000-75,000	1.4%	4.5%	0.6%	0.6%	1.2%	0.0%	8.4%
\$75,000-100,000	0.4%	1.0%	0.4%	0.6%	0.8%	0.0%	3.3%
\$100,000-125,000	1.0%	0.0%	1.2%	0.4%	0.6%	0.0%	3.3%
\$125,000-150,000	0.8%	1.2%	0.2%	0.2%	0.4%	0.0%	2.9%
\$150,000-200,000	0.4%	1.2%	0.0%	0.0%	0.2%	0.0%	1.8%
\$200,000+	0.2%	1.0%	0.0%	0.4%	0.2%	0.2%	2.1%
<b>Total</b>	<b>50.5%</b>	<b>25.1%</b>	<b>8.2%</b>	<b>6.8%</b>	<b>8.6%</b>	<b>0.8%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	14.4%	0.6%	1.6%	0.3%	1.6%	0.0%	18.5%
\$10,000-20,000	9.4%	2.8%	0.8%	0.3%	0.9%	0.0%	14.4%
\$20,000-30,000	14.4%	3.1%	3.8%	0.6%	1.6%	0.0%	23.5%
\$30,000-40,000	6.9%	0.0%	0.9%	0.6%	0.3%	0.0%	8.8%
\$40,000-50,000	7.2%	0.9%	0.3%	0.6%	1.3%	0.6%	11.0%
\$50,000-60,000	0.9%	4.7%	0.9%	0.6%	0.3%	0.0%	7.5%
\$60,000-75,000	1.6%	0.3%	0.9%	0.3%	1.9%	0.0%	5.0%
\$75,000-100,000	0.6%	1.6%	0.3%	0.9%	1.3%	0.0%	4.7%
\$100,000-125,000	0.9%	0.0%	1.3%	0.3%	0.6%	0.0%	3.1%
\$125,000-150,000	0.0%	0.3%	0.3%	0.3%	0.6%	0.0%	1.6%
\$150,000-200,000	0.0%	0.6%	0.0%	0.0%	0.3%	0.0%	0.9%
\$200,000+	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.9%
<b>Total</b>	<b>56.4%</b>	<b>15.0%</b>	<b>11.3%</b>	<b>5.3%</b>	<b>11.0%</b>	<b>0.9%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	9.8%	0.8%	2.2%	1.0%	0.9%	0.1%	14.7%
\$10,000-20,000	5.3%	4.3%	3.2%	0.2%	1.4%	0.4%	14.7%
\$20,000-30,000	6.8%	3.7%	2.9%	1.3%	1.0%	0.4%	16.0%
\$30,000-40,000	6.1%	2.8%	1.4%	0.3%	0.9%	0.3%	11.7%
\$40,000-50,000	2.1%	1.6%	1.6%	2.1%	0.5%	0.2%	8.1%
\$50,000-60,000	0.6%	4.3%	1.5%	4.0%	0.4%	0.0%	10.8%
\$60,000-75,000	1.1%	5.0%	0.6%	0.3%	0.8%	0.0%	7.8%
\$75,000-100,000	0.2%	1.4%	1.0%	2.5%	0.4%	0.0%	5.4%
\$100,000-125,000	0.5%	0.4%	1.0%	0.4%	0.4%	0.0%	2.6%
\$125,000-150,000	0.9%	1.6%	1.1%	0.6%	0.7%	0.0%	4.8%
\$150,000-200,000	0.3%	0.6%	0.9%	0.1%	0.3%	0.1%	2.2%
\$200,000+	0.2%	0.5%	0.1%	0.2%	0.1%	0.1%	1.1%
<b>Total</b>	<b>33.8%</b>	<b>26.9%</b>	<b>17.3%</b>	<b>12.9%</b>	<b>7.6%</b>	<b>1.5%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data



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Owner Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	19	1	0	8	2	0	30
\$10,000-20,000	10	0	6	0	0	0	16
\$20,000-30,000	10	4	12	11	3	3	43
\$30,000-40,000	70	0	13	11	4	3	101
\$40,000-50,000	7	12	7	3	1	0	30
\$50,000-60,000	0	49	22	10	8	6	95
\$60,000-75,000	1	50	23	28	2	0	104
\$75,000-100,000	14	36	45	50	5	2	152
\$100,000-125,000	3	36	3	86	0	0	128
\$125,000-150,000	4	12	6	15	25	18	80
\$150,000-200,000	1	27	46	0	2	2	78
\$200,000+	0	0	8	5	6	4	23
<b>Total</b>	<b>139</b>	<b>227</b>	<b>191</b>	<b>227</b>	<b>58</b>	<b>38</b>	<b>880</b>

Owner Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	74	33	1	4	0	0	112
\$10,000-20,000	148	38	26	0	0	0	212
\$20,000-30,000	87	50	3	2	0	0	142
\$30,000-40,000	37	135	8	0	2	1	183
\$40,000-50,000	72	97	8	1	11	7	196
\$50,000-60,000	44	66	5	8	0	0	123
\$60,000-75,000	36	108	24	3	1	0	172
\$75,000-100,000	27	93	67	8	18	11	224
\$100,000-125,000	20	69	24	4	9	6	132
\$125,000-150,000	15	26	27	1	4	2	75
\$150,000-200,000	5	12	6	0	0	0	23
\$200,000+	15	6	1	1	2	2	27
<b>Total</b>	<b>580</b>	<b>733</b>	<b>200</b>	<b>32</b>	<b>47</b>	<b>29</b>	<b>1,621</b>

Owner Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	60	27	1	4	0	0	92
\$10,000-20,000	136	30	26	0	0	0	192
\$20,000-30,000	73	42	1	2	0	0	118
\$30,000-40,000	32	95	7	0	2	1	137
\$40,000-50,000	41	92	8	1	5	3	150
\$50,000-60,000	21	48	3	8	0	0	80
\$60,000-75,000	18	99	15	3	1	0	136
\$75,000-100,000	26	58	49	8	8	5	154
\$100,000-125,000	8	59	6	4	1	0	78
\$125,000-150,000	11	7	2	1	4	2	27
\$150,000-200,000	5	3	5	0	0	0	13
\$200,000+	6	3	0	0	1	1	11
<b>Total</b>	<b>437</b>	<b>563</b>	<b>123</b>	<b>31</b>	<b>22</b>	<b>12</b>	<b>1,188</b>

Owner Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	93	34	1	12	2	0	142
\$10,000-20,000	158	38	32	0	0	0	228
\$20,000-30,000	97	54	15	13	3	3	185
\$30,000-40,000	107	135	21	11	6	4	284
\$40,000-50,000	79	109	15	4	12	7	226
\$50,000-60,000	44	115	27	18	8	6	218
\$60,000-75,000	37	158	47	31	3	0	276
\$75,000-100,000	41	129	112	58	23	13	376
\$100,000-125,000	23	105	27	90	9	6	260
\$125,000-150,000	19	38	33	16	29	20	155
\$150,000-200,000	6	39	52	0	2	2	101
\$200,000+	15	6	9	6	8	6	50
<b>Total</b>	<b>719</b>	<b>960</b>	<b>391</b>	<b>259</b>	<b>105</b>	<b>67</b>	<b>2,501</b>

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Percent Owner Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	2.2%	0.1%	0.0%	0.9%	0.2%	0.0%	3.4%
\$10,000-20,000	1.1%	0.0%	0.7%	0.0%	0.0%	0.0%	1.8%
\$20,000-30,000	1.1%	0.5%	1.4%	1.3%	0.3%	0.3%	4.9%
\$30,000-40,000	8.0%	0.0%	1.5%	1.3%	0.5%	0.3%	11.5%
\$40,000-50,000	0.8%	1.4%	0.8%	0.3%	0.1%	0.0%	3.4%
\$50,000-60,000	0.0%	5.6%	2.5%	1.1%	0.9%	0.7%	10.8%
\$60,000-75,000	0.1%	5.7%	2.6%	3.2%	0.2%	0.0%	11.8%
\$75,000-100,000	1.6%	4.1%	5.1%	5.7%	0.6%	0.2%	17.3%
\$100,000-125,000	0.3%	4.1%	0.3%	9.8%	0.0%	0.0%	14.5%
\$125,000-150,000	0.5%	1.4%	0.7%	1.7%	2.8%	2.0%	9.1%
\$150,000-200,000	0.1%	3.1%	5.2%	0.0%	0.2%	0.2%	8.9%
\$200,000+	0.0%	0.0%	0.9%	0.6%	0.7%	0.5%	2.6%
<b>Total</b>	<b>15.8%</b>	<b>25.8%</b>	<b>21.7%</b>	<b>25.8%</b>	<b>6.6%</b>	<b>4.3%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	4.6%	2.0%	0.1%	0.2%	0.0%	0.0%	6.9%
\$10,000-20,000	9.1%	2.3%	1.6%	0.0%	0.0%	0.0%	13.1%
\$20,000-30,000	5.4%	3.1%	0.2%	0.1%	0.0%	0.0%	8.8%
\$30,000-40,000	2.3%	8.3%	0.5%	0.0%	0.1%	0.1%	11.3%
\$40,000-50,000	4.4%	6.0%	0.5%	0.1%	0.7%	0.4%	12.1%
\$50,000-60,000	2.7%	4.1%	0.3%	0.5%	0.0%	0.0%	7.6%
\$60,000-75,000	2.2%	6.7%	1.5%	0.2%	0.1%	0.0%	10.6%
\$75,000-100,000	1.7%	5.7%	4.1%	0.5%	1.1%	0.7%	13.8%
\$100,000-125,000	1.2%	4.3%	1.5%	0.2%	0.6%	0.4%	8.1%
\$125,000-150,000	0.9%	1.6%	1.7%	0.1%	0.2%	0.1%	4.6%
\$150,000-200,000	0.3%	0.7%	0.4%	0.0%	0.0%	0.0%	1.4%
\$200,000+	0.9%	0.4%	0.1%	0.1%	0.1%	0.1%	1.7%
<b>Total</b>	<b>35.8%</b>	<b>45.2%</b>	<b>12.3%</b>	<b>2.0%</b>	<b>2.9%</b>	<b>1.8%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	5.1%	2.3%	0.1%	0.3%	0.0%	0.0%	7.7%
\$10,000-20,000	11.4%	2.5%	2.2%	0.0%	0.0%	0.0%	16.2%
\$20,000-30,000	6.1%	3.5%	0.1%	0.2%	0.0%	0.0%	9.9%
\$30,000-40,000	2.7%	8.0%	0.6%	0.0%	0.2%	0.1%	11.5%
\$40,000-50,000	3.5%	7.7%	0.7%	0.1%	0.4%	0.3%	12.6%
\$50,000-60,000	1.8%	4.0%	0.3%	0.7%	0.0%	0.0%	6.7%
\$60,000-75,000	1.5%	8.3%	1.3%	0.3%	0.1%	0.0%	11.4%
\$75,000-100,000	2.2%	4.9%	4.1%	0.7%	0.7%	0.4%	13.0%
\$100,000-125,000	0.7%	5.0%	0.5%	0.3%	0.1%	0.0%	6.6%
\$125,000-150,000	0.9%	0.6%	0.2%	0.1%	0.3%	0.2%	2.3%
\$150,000-200,000	0.4%	0.3%	0.4%	0.0%	0.0%	0.0%	1.1%
\$200,000+	0.5%	0.3%	0.0%	0.0%	0.1%	0.1%	0.9%
<b>Total</b>	<b>36.8%</b>	<b>47.4%</b>	<b>10.4%</b>	<b>2.6%</b>	<b>1.9%</b>	<b>1.0%</b>	<b>100.0%</b>

Percent Owner Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	3.7%	1.4%	0.0%	0.5%	0.1%	0.0%	5.7%
\$10,000-20,000	6.3%	1.5%	1.3%	0.0%	0.0%	0.0%	9.1%
\$20,000-30,000	3.9%	2.2%	0.6%	0.5%	0.1%	0.1%	7.4%
\$30,000-40,000	4.3%	5.4%	0.8%	0.4%	0.2%	0.2%	11.4%
\$40,000-50,000	3.2%	4.4%	0.6%	0.2%	0.5%	0.3%	9.0%
\$50,000-60,000	1.8%	4.6%	1.1%	0.7%	0.3%	0.2%	8.7%
\$60,000-75,000	1.5%	6.3%	1.9%	1.2%	0.1%	0.0%	11.0%
\$75,000-100,000	1.6%	5.2%	4.5%	2.3%	0.9%	0.5%	15.0%
\$100,000-125,000	0.9%	4.2%	1.1%	3.6%	0.4%	0.2%	10.4%
\$125,000-150,000	0.8%	1.5%	1.3%	0.6%	1.2%	0.8%	6.2%
\$150,000-200,000	0.2%	1.6%	2.1%	0.0%	0.1%	0.1%	4.0%
\$200,000+	0.6%	0.2%	0.4%	0.2%	0.3%	0.2%	2.0%
<b>Total</b>	<b>28.7%</b>	<b>38.4%</b>	<b>15.6%</b>	<b>10.4%</b>	<b>4.2%</b>	<b>2.7%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

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Renter Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	40	4	20	6	2	1	73
\$10,000-20,000	13	14	25	1	11	6	70
\$20,000-30,000	18	17	16	7	8	4	70
\$30,000-40,000	31	34	12	3	3	3	86
\$40,000-50,000	0	13	16	16	1	0	46
\$50,000-60,000	3	23	12	35	3	0	76
\$60,000-75,000	10	27	2	0	2	0	41
\$75,000-100,000	1	7	12	34	0	0	54
\$100,000-125,000	0	6	8	1	3	1	19
\$125,000-150,000	6	6	13	7	6	2	40
\$150,000-200,000	2	0	10	1	2	2	17
\$200,000+	1	2	2	1	0	0	6
<b>Total</b>	<b>125</b>	<b>153</b>	<b>148</b>	<b>112</b>	<b>41</b>	<b>19</b>	<b>598</b>

Renter Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	60	4	5	5	5	1	80
\$10,000-20,000	38	20	3	4	1	0	66
\$20,000-30,000	62	21	12	3	6	0	104
\$30,000-40,000	42	3	3	1	4	1	54
\$40,000-50,000	28	6	2	1	6	1	44
\$50,000-60,000	2	23	4	1	4	0	34
\$60,000-75,000	4	22	5	3	5	0	39
\$75,000-100,000	3	6	3	5	3	0	20
\$100,000-125,000	8	1	7	2	3	0	21
\$125,000-150,000	7	10	0	4	2	0	23
\$150,000-200,000	2	5	0	1	2	0	10
\$200,000+	8	15	0	2	2	0	27
<b>Total</b>	<b>264</b>	<b>136</b>	<b>44</b>	<b>32</b>	<b>43</b>	<b>3</b>	<b>522</b>

Renter Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	46	3	5	1	2	0	57
\$10,000-20,000	28	10	3	4	1	0	46
\$20,000-30,000	46	12	12	1	5	0	76
\$30,000-40,000	27	3	3	1	2	0	36
\$40,000-50,000	28	3	1	0	5	1	38
\$50,000-60,000	2	17	4	0	4	0	27
\$60,000-75,000	2	1	5	2	5	0	15
\$75,000-100,000	2	5	2	5	3	0	17
\$100,000-125,000	7	0	5	1	2	0	15
\$125,000-150,000	0	3	0	4	2	0	9
\$150,000-200,000	2	0	0	1	2	0	5
\$200,000+	2	1	0	0	1	0	5
<b>Total</b>	<b>193</b>	<b>58</b>	<b>40</b>	<b>20</b>	<b>34</b>	<b>1</b>	<b>346</b>

Renter Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	100	8	25	11	7	2	153
\$10,000-20,000	51	34	28	5	12	6	136
\$20,000-30,000	80	38	28	10	14	4	174
\$30,000-40,000	73	37	15	4	7	4	140
\$40,000-50,000	28	19	18	17	7	1	90
\$50,000-60,000	5	46	16	36	7	0	110
\$60,000-75,000	14	49	7	3	7	0	80
\$75,000-100,000	4	13	15	39	3	0	74
\$100,000-125,000	8	7	15	3	6	1	40
\$125,000-150,000	13	16	13	11	8	2	63
\$150,000-200,000	4	5	10	2	4	2	27
\$200,000+	9	17	2	3	2	0	33
<b>Total</b>	<b>389</b>	<b>289</b>	<b>192</b>	<b>144</b>	<b>84</b>	<b>22</b>	<b>1,120</b>

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Percent Renter Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	6.7%	0.7%	3.3%	1.0%	0.3%	0.2%	12.2%
\$10,000-20,000	2.2%	2.3%	4.2%	0.2%	1.8%	1.0%	11.7%
\$20,000-30,000	3.0%	2.8%	2.7%	1.2%	1.3%	0.7%	11.7%
\$30,000-40,000	5.2%	5.7%	2.0%	0.5%	0.5%	0.5%	14.4%
\$40,000-50,000	0.0%	2.2%	2.7%	2.7%	0.2%	0.0%	7.7%
\$50,000-60,000	0.5%	3.8%	2.0%	5.9%	0.3%	0.0%	12.7%
\$60,000-75,000	1.7%	4.5%	0.3%	0.0%	0.3%	0.0%	6.9%
\$75,000-100,000	0.2%	1.2%	2.0%	5.7%	0.0%	0.0%	9.0%
\$100,000-125,000	0.0%	1.0%	1.3%	0.2%	0.5%	0.2%	3.2%
\$125,000-150,000	1.0%	1.0%	2.2%	1.2%	1.0%	0.3%	6.7%
\$150,000-200,000	0.3%	0.0%	1.7%	0.2%	0.3%	0.3%	2.8%
\$200,000+	0.2%	0.3%	0.3%	0.2%	0.0%	0.0%	1.0%
<b>Total</b>	<b>20.9%</b>	<b>25.6%</b>	<b>24.7%</b>	<b>18.7%</b>	<b>6.9%</b>	<b>3.2%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	11.5%	0.8%	1.0%	1.0%	1.0%	0.2%	15.3%
\$10,000-20,000	7.3%	3.8%	0.6%	0.8%	0.2%	0.0%	12.6%
\$20,000-30,000	11.9%	4.0%	2.3%	0.6%	1.1%	0.0%	19.9%
\$30,000-40,000	8.0%	0.6%	0.6%	0.2%	0.8%	0.2%	10.3%
\$40,000-50,000	5.4%	1.1%	0.4%	0.2%	1.1%	0.2%	8.4%
\$50,000-60,000	0.4%	4.4%	0.8%	0.2%	0.8%	0.0%	6.5%
\$60,000-75,000	0.8%	4.2%	1.0%	0.6%	1.0%	0.0%	7.5%
\$75,000-100,000	0.6%	1.1%	0.6%	1.0%	0.6%	0.0%	3.8%
\$100,000-125,000	1.5%	0.2%	1.3%	0.4%	0.6%	0.0%	4.0%
\$125,000-150,000	1.3%	1.9%	0.0%	0.8%	0.4%	0.0%	4.4%
\$150,000-200,000	0.4%	1.0%	0.0%	0.2%	0.4%	0.0%	1.9%
\$200,000+	1.5%	2.9%	0.0%	0.4%	0.4%	0.0%	5.2%
<b>Total</b>	<b>50.6%</b>	<b>26.1%</b>	<b>8.4%</b>	<b>6.1%</b>	<b>8.2%</b>	<b>0.6%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	13.3%	0.9%	1.4%	0.3%	0.6%	0.0%	16.5%
\$10,000-20,000	8.1%	2.9%	0.9%	1.2%	0.3%	0.0%	13.3%
\$20,000-30,000	13.3%	3.5%	3.5%	0.3%	1.4%	0.0%	22.0%
\$30,000-40,000	7.8%	0.9%	0.9%	0.3%	0.6%	0.0%	10.4%
\$40,000-50,000	8.1%	0.9%	0.3%	0.0%	1.4%	0.3%	11.0%
\$50,000-60,000	0.6%	4.9%	1.2%	0.0%	1.2%	0.0%	7.8%
\$60,000-75,000	0.6%	0.3%	1.4%	0.6%	1.4%	0.0%	4.3%
\$75,000-100,000	0.6%	1.4%	0.6%	1.4%	0.9%	0.0%	4.9%
\$100,000-125,000	2.0%	0.0%	1.4%	0.3%	0.6%	0.0%	4.3%
\$125,000-150,000	0.0%	0.9%	0.0%	1.2%	0.6%	0.0%	2.6%
\$150,000-200,000	0.6%	0.0%	0.0%	0.3%	0.6%	0.0%	1.4%
\$200,000+	0.9%	0.3%	0.0%	0.0%	0.3%	0.0%	1.4%
<b>Total</b>	<b>55.8%</b>	<b>16.8%</b>	<b>11.6%</b>	<b>5.8%</b>	<b>9.8%</b>	<b>0.3%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	8.9%	0.7%	2.2%	1.0%	0.6%	0.2%	13.7%
\$10,000-20,000	4.6%	3.0%	2.5%	0.4%	1.1%	0.5%	12.1%
\$20,000-30,000	7.1%	3.4%	2.5%	0.9%	1.3%	0.4%	15.5%
\$30,000-40,000	6.5%	3.3%	1.3%	0.4%	0.6%	0.4%	12.5%
\$40,000-50,000	2.5%	1.7%	1.6%	1.5%	0.6%	0.1%	8.0%
\$50,000-60,000	0.4%	4.1%	1.4%	3.2%	0.6%	0.0%	9.8%
\$60,000-75,000	1.3%	4.4%	0.6%	0.3%	0.6%	0.0%	7.1%
\$75,000-100,000	0.4%	1.2%	1.3%	3.5%	0.3%	0.0%	6.6%
\$100,000-125,000	0.7%	0.6%	1.3%	0.3%	0.5%	0.1%	3.6%
\$125,000-150,000	1.2%	1.4%	1.2%	1.0%	0.7%	0.2%	5.6%
\$150,000-200,000	0.4%	0.4%	0.9%	0.2%	0.4%	0.2%	2.4%
\$200,000+	0.8%	1.5%	0.2%	0.3%	0.2%	0.0%	2.9%
<b>Total</b>	<b>34.7%</b>	<b>25.8%</b>	<b>17.1%</b>	<b>12.9%</b>	<b>7.5%</b>	<b>2.0%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

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Owner Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	
						Total	
\$0-10,000	14	0	0	7	1	0	22
\$10,000-20,000	13	0	4	5	0	0	22
\$20,000-30,000	12	2	1	7	3	1	26
\$30,000-40,000	49	0	14	9	3	2	77
\$40,000-50,000	6	13	5	2	0	0	26
\$50,000-60,000	0	29	11	7	6	4	57
\$60,000-75,000	5	37	27	27	1	0	97
\$75,000-100,000	13	29	28	50	2	0	122
\$100,000-125,000	3	32	2	80	0	0	117
\$125,000-150,000	0	14	3	15	29	19	80
\$150,000-200,000	0	48	74	0	3	0	125
\$200,000+	0	0	12	6	3	4	30
<b>Total</b>	<b>115</b>	<b>204</b>	<b>181</b>	<b>215</b>	<b>56</b>	<b>30</b>	<b>801</b>

Owner Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	
						Total	
\$0-10,000	68	29	0	3	0	0	100
\$10,000-20,000	134	32	23	0	1	0	190
\$20,000-30,000	71	42	1	3	0	0	117
\$30,000-40,000	35	121	8	0	1	0	165
\$40,000-50,000	82	107	7	1	11	5	213
\$50,000-60,000	37	53	3	7	0	0	100
\$60,000-75,000	44	123	32	3	0	0	202
\$75,000-100,000	35	89	70	13	22	12	241
\$100,000-125,000	28	85	24	3	10	6	156
\$125,000-150,000	21	32	21	2	3	2	81
\$150,000-200,000	12	21	9	0	0	0	42
\$200,000+	21	12	7	0	2	1	46
<b>Total</b>	<b>588</b>	<b>746</b>	<b>205</b>	<b>35</b>	<b>53</b>	<b>26</b>	<b>1,653</b>

Owner Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	
						Total	
\$0-10,000	58	25	0	3	0	0	86
\$10,000-20,000	125	26	23	0	1	0	175
\$20,000-30,000	60	37	1	2	0	0	100
\$30,000-40,000	35	85	7	0	1	0	128
\$40,000-50,000	53	103	7	1	5	3	172
\$50,000-60,000	17	41	2	7	0	0	67
\$60,000-75,000	23	116	23	3	0	0	165
\$75,000-100,000	35	61	51	13	10	6	176
\$100,000-125,000	15	72	7	3	1	0	98
\$125,000-150,000	15	9	0	2	3	2	31
\$150,000-200,000	10	5	8	0	0	0	23
\$200,000+	11	6	2	0	4	1	24
<b>Total</b>	<b>457</b>	<b>586</b>	<b>131</b>	<b>34</b>	<b>25</b>	<b>12</b>	<b>1,245</b>

Owner Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	
						Total	
\$0-10,000	82	29	0	10	1	0	122
\$10,000-20,000	147	32	27	5	1	0	212
\$20,000-30,000	83	44	2	10	3	1	143
\$30,000-40,000	84	121	22	9	4	2	242
\$40,000-50,000	88	120	12	3	11	5	239
\$50,000-60,000	37	82	14	14	6	4	157
\$60,000-75,000	49	160	59	30	1	0	299
\$75,000-100,000	48	118	98	63	24	12	363
\$100,000-125,000	31	117	26	83	10	6	273
\$125,000-150,000	21	46	24	17	32	21	161
\$150,000-200,000	12	69	83	0	3	0	167
\$200,000+	21	12	19	6	13	5	76
<b>Total</b>	<b>703</b>	<b>950</b>	<b>386</b>	<b>250</b>	<b>109</b>	<b>56</b>	<b>2,454</b>

\* Estimates based on household size ratios; not cross tabulated data

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Percent Owner Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	1.7%	0.0%	0.0%	0.9%	0.1%	0.0%	2.7%
\$10,000-20,000	1.6%	0.0%	0.5%	0.6%	0.0%	0.0%	2.7%
\$20,000-30,000	1.5%	0.2%	0.1%	0.9%	0.4%	0.1%	3.2%
\$30,000-40,000	6.1%	0.0%	1.7%	1.1%	0.4%	0.2%	9.6%
\$40,000-50,000	0.7%	1.6%	0.6%	0.2%	0.0%	0.0%	3.2%
\$50,000-60,000	0.0%	3.6%	1.4%	0.9%	0.7%	0.5%	7.1%
\$60,000-75,000	0.6%	4.6%	3.4%	3.4%	0.1%	0.0%	12.1%
\$75,000-100,000	1.6%	3.6%	3.5%	6.2%	0.2%	0.0%	15.2%
\$100,000-125,000	0.4%	4.0%	0.2%	10.0%	0.0%	0.0%	14.6%
\$125,000-150,000	0.0%	1.7%	0.4%	1.9%	3.6%	2.4%	10.0%
\$150,000-200,000	0.0%	6.0%	9.2%	0.0%	0.4%	0.0%	15.6%
\$200,000+	0.0%	0.0%	1.5%	0.7%	1.0%	0.5%	3.7%
<b>Total</b>	<b>14.4%</b>	<b>25.5%</b>	<b>22.6%</b>	<b>26.8%</b>	<b>7.0%</b>	<b>3.7%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	4.1%	1.8%	0.0%	0.2%	0.0%	0.0%	6.0%
\$10,000-20,000	8.1%	1.9%	1.4%	0.0%	0.1%	0.0%	11.5%
\$20,000-30,000	4.3%	2.5%	0.1%	0.2%	0.0%	0.0%	7.1%
\$30,000-40,000	2.1%	7.3%	0.5%	0.0%	0.1%	0.0%	10.0%
\$40,000-50,000	5.0%	6.5%	0.4%	0.1%	0.7%	0.3%	12.9%
\$50,000-60,000	2.2%	3.2%	0.2%	0.4%	0.0%	0.0%	6.0%
\$60,000-75,000	2.7%	7.4%	1.9%	0.2%	0.0%	0.0%	12.2%
\$75,000-100,000	2.1%	5.4%	4.2%	0.8%	1.3%	0.7%	14.6%
\$100,000-125,000	1.7%	5.1%	1.5%	0.2%	0.6%	0.4%	9.4%
\$125,000-150,000	1.3%	1.9%	1.3%	0.1%	0.2%	0.1%	4.9%
\$150,000-200,000	0.7%	1.3%	0.5%	0.0%	0.0%	0.0%	2.5%
\$200,000+	1.3%	0.7%	0.4%	0.0%	0.3%	0.1%	2.8%
<b>Total</b>	<b>35.6%</b>	<b>45.1%</b>	<b>12.4%</b>	<b>2.1%</b>	<b>3.2%</b>	<b>1.6%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	4.7%	2.0%	0.0%	0.2%	0.0%	0.0%	6.9%
\$10,000-20,000	10.0%	2.1%	1.8%	0.0%	0.1%	0.0%	14.1%
\$20,000-30,000	4.8%	3.0%	0.1%	0.2%	0.0%	0.0%	8.0%
\$30,000-40,000	2.8%	6.8%	0.6%	0.0%	0.1%	0.0%	10.3%
\$40,000-50,000	4.3%	8.3%	0.6%	0.1%	0.4%	0.2%	13.8%
\$50,000-60,000	1.4%	3.3%	0.2%	0.6%	0.0%	0.0%	5.4%
\$60,000-75,000	1.8%	9.3%	1.8%	0.2%	0.0%	0.0%	13.3%
\$75,000-100,000	2.8%	4.9%	4.1%	1.0%	0.8%	0.5%	14.1%
\$100,000-125,000	1.2%	5.8%	0.6%	0.2%	0.1%	0.0%	7.9%
\$125,000-150,000	1.2%	0.7%	0.0%	0.2%	0.2%	0.2%	2.5%
\$150,000-200,000	0.8%	0.4%	0.6%	0.0%	0.0%	0.0%	1.8%
\$200,000+	0.9%	0.5%	0.2%	0.0%	0.3%	0.1%	1.9%
<b>Total</b>	<b>36.7%</b>	<b>47.1%</b>	<b>10.5%</b>	<b>2.7%</b>	<b>2.0%</b>	<b>1.0%</b>	<b>100.0%</b>

Percent Owner Households							
All Age Groups							
Year 2025 Projections							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	3.3%	1.2%	0.0%	0.4%	0.0%	0.0%	5.0%
\$10,000-20,000	6.0%	1.3%	1.1%	0.2%	0.0%	0.0%	8.6%
\$20,000-30,000	3.4%	1.8%	0.1%	0.4%	0.1%	0.0%	5.8%
\$30,000-40,000	3.4%	4.9%	0.9%	0.4%	0.2%	0.1%	9.9%
\$40,000-50,000	3.6%	4.9%	0.5%	0.1%	0.4%	0.2%	9.7%
\$50,000-60,000	1.5%	3.3%	0.6%	0.6%	0.2%	0.2%	6.4%
\$60,000-75,000	2.0%	6.5%	2.4%	1.2%	0.0%	0.0%	12.2%
\$75,000-100,000	2.0%	4.8%	4.0%	2.6%	1.0%	0.5%	14.8%
\$100,000-125,000	1.3%	4.8%	1.1%	3.4%	0.4%	0.2%	11.1%
\$125,000-150,000	0.9%	1.9%	1.0%	0.7%	1.3%	0.9%	6.6%
\$150,000-200,000	0.5%	2.8%	3.4%	0.0%	0.1%	0.0%	6.8%
\$200,000+	0.9%	0.5%	0.8%	0.2%	0.5%	0.2%	3.1%
<b>Total</b>	<b>28.6%</b>	<b>38.7%</b>	<b>15.7%</b>	<b>10.2%</b>	<b>4.4%</b>	<b>2.3%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

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Population by Age & Sex Sussex County, Virginia												
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	264	260	<b>524</b>	0 to 4 Years	240	241	<b>481</b>	0 to 4 Years	243	234	<b>477</b>	
5 to 9 Years	276	278	<b>554</b>	5 to 9 Years	237	237	<b>474</b>	5 to 9 Years	232	234	<b>466</b>	
10 to 14 Years	293	263	<b>556</b>	10 to 14 Years	237	231	<b>468</b>	10 to 14 Years	230	230	<b>460</b>	
15 to 17 Years	205	189	<b>394</b>	15 to 17 Years	161	139	<b>300</b>	15 to 17 Years	153	143	<b>296</b>	
18 to 20 Years	259	152	<b>411</b>	18 to 20 Years	224	130	<b>354</b>	18 to 20 Years	217	126	<b>343</b>	
21 to 24 Years	529	207	<b>736</b>	21 to 24 Years	515	181	<b>696</b>	21 to 24 Years	504	177	<b>681</b>	
25 to 34 Years	1,466	471	<b>1,937</b>	25 to 34 Years	1,588	489	<b>2,077</b>	25 to 34 Years	1,586	457	<b>2,043</b>	
35 to 44 Years	1,091	628	<b>1,719</b>	35 to 44 Years	961	414	<b>1,375</b>	35 to 44 Years	964	440	<b>1,404</b>	
45 to 54 Years	1,136	779	<b>1,915</b>	45 to 54 Years	871	563	<b>1,434</b>	45 to 54 Years	759	428	<b>1,187</b>	
55 to 64 Years	823	766	<b>1,589</b>	55 to 64 Years	804	728	<b>1,532</b>	55 to 64 Years	790	708	<b>1,498</b>	
65 to 74 Years	443	530	<b>973</b>	65 to 74 Years	573	595	<b>1,168</b>	65 to 74 Years	642	672	<b>1,314</b>	
75 to 84 Years	235	346	<b>581</b>	75 to 84 Years	233	345	<b>578</b>	75 to 84 Years	236	345	<b>581</b>	
85 Years and Up	63	135	<b>198</b>	85 Years and Up	85	150	<b>235</b>	85 Years and Up	89	154	<b>243</b>	
<b>Total</b>	<b>7,083</b>	<b>5,004</b>	<b>12,087</b>	<b>Total</b>	<b>6,729</b>	<b>4,443</b>	<b>11,172</b>	<b>Total</b>	<b>6,645</b>	<b>4,348</b>	<b>10,993</b>	
62+ Years	n/a	n/a	2,161	62+ Years	n/a	n/a	2,425	62+ Years	n/a	n/a	2,602	
<b>Median Age:</b>			<b>40.4</b>	<b>Median Age:</b>			<b>40.4</b>	<b>Median Age:</b>			<b>40.2</b>	

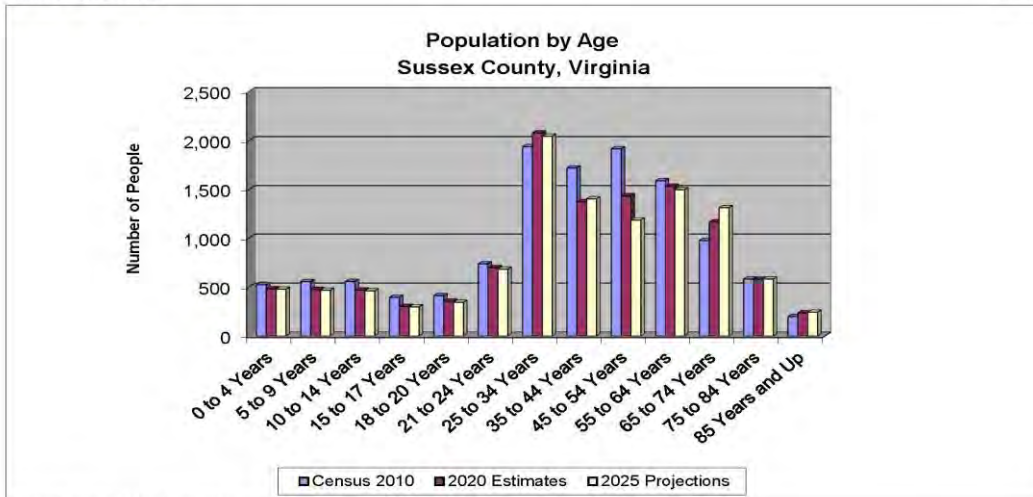
Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
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Percent Population by Age & Sex Sussex County, Virginia												
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	2.2%	2.2%	<b>4.3%</b>	0 to 4 Years	2.1%	2.2%	<b>4.3%</b>	0 to 4 Years	2.2%	2.1%	<b>4.3%</b>	
5 to 9 Years	2.3%	2.3%	<b>4.6%</b>	5 to 9 Years	2.1%	2.1%	<b>4.2%</b>	5 to 9 Years	2.1%	2.1%	<b>4.2%</b>	
10 to 14 Years	2.4%	2.2%	<b>4.6%</b>	10 to 14 Years	2.1%	2.1%	<b>4.2%</b>	10 to 14 Years	2.1%	2.1%	<b>4.2%</b>	
15 to 17 Years	1.7%	1.6%	<b>3.3%</b>	15 to 17 Years	1.4%	1.2%	<b>2.7%</b>	15 to 17 Years	1.4%	1.3%	<b>2.7%</b>	
18 to 20 Years	2.1%	1.3%	<b>3.4%</b>	18 to 20 Years	2.0%	1.2%	<b>3.2%</b>	18 to 20 Years	2.0%	1.1%	<b>3.1%</b>	
21 to 24 Years	4.4%	1.7%	<b>6.1%</b>	21 to 24 Years	4.6%	1.6%	<b>6.2%</b>	21 to 24 Years	4.6%	1.6%	<b>6.2%</b>	
25 to 34 Years	12.1%	3.9%	<b>16.0%</b>	25 to 34 Years	14.2%	4.4%	<b>18.6%</b>	25 to 34 Years	14.4%	4.2%	<b>18.6%</b>	
35 to 44 Years	9.0%	5.2%	<b>14.2%</b>	35 to 44 Years	8.6%	3.7%	<b>12.3%</b>	35 to 44 Years	8.8%	4.0%	<b>12.8%</b>	
45 to 54 Years	9.4%	6.4%	<b>15.8%</b>	45 to 54 Years	7.8%	5.0%	<b>12.8%</b>	45 to 54 Years	6.9%	3.9%	<b>10.8%</b>	
55 to 64 Years	6.8%	6.3%	<b>13.1%</b>	55 to 64 Years	7.2%	6.5%	<b>13.7%</b>	55 to 64 Years	7.2%	6.4%	<b>13.6%</b>	
65 to 74 Years	3.7%	4.4%	<b>8.0%</b>	65 to 74 Years	5.1%	5.3%	<b>10.5%</b>	65 to 74 Years	5.8%	6.1%	<b>12.0%</b>	
75 to 84 Years	1.9%	2.9%	<b>4.8%</b>	75 to 84 Years	2.1%	3.1%	<b>5.2%</b>	75 to 84 Years	2.1%	3.1%	<b>5.3%</b>	
85 Years and Up	0.5%	1.1%	<b>1.6%</b>	85 Years and Up	0.8%	1.3%	<b>2.1%</b>	85 Years and Up	0.8%	1.4%	<b>2.2%</b>	
<b>Total</b>	<b>58.6%</b>	<b>41.4%</b>	<b>100.0%</b>	<b>Total</b>	<b>60.2%</b>	<b>39.8%</b>	<b>100.0%</b>	<b>Total</b>	<b>60.4%</b>	<b>39.6%</b>	<b>100.0%</b>	
62+ Years	n/a	n/a	17.9%	62+ Years	n/a	n/a	21.7%	62+ Years	n/a	n/a	23.7%	

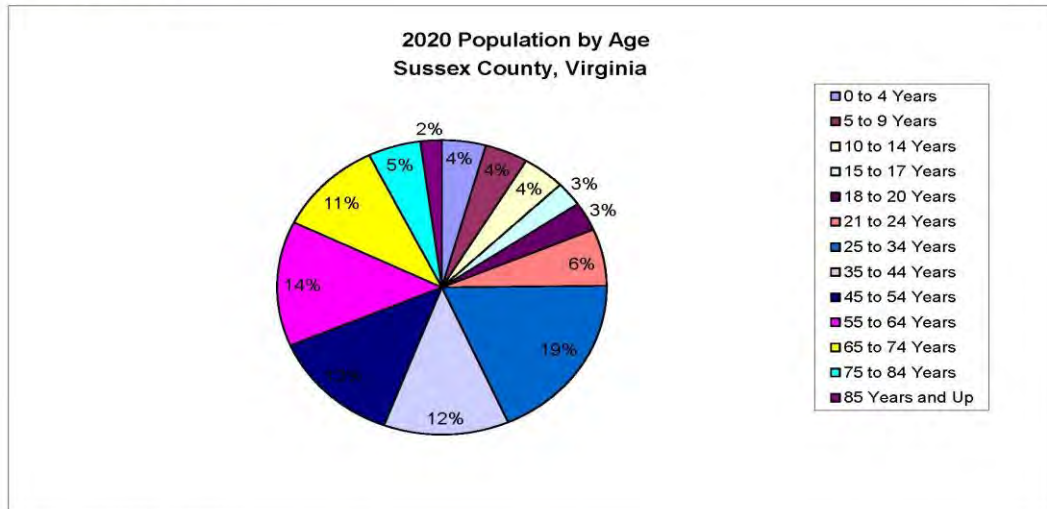
Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
[www.ribbondata.com](http://www.ribbondata.com)  
 Tel: 916-880-1644

**POPULATION DATA**

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Changes in Population by Age & Sex									
Sussex County, Virginia									
Estimated Change - 2010 to 2020					Projected Change - 2020 to 2025				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	-24	-19	<b>-43</b>	<b>-8.2%</b>	0 to 4 Years	3	-7	<b>-4</b>	<b>-0.8%</b>
5 to 9 Years	-39	-41	<b>-80</b>	<b>-14.4%</b>	5 to 9 Years	-5	-3	<b>-8</b>	<b>-1.7%</b>
10 to 14 Years	-56	-32	<b>-88</b>	<b>-15.8%</b>	10 to 14 Years	-7	-1	<b>-8</b>	<b>-1.7%</b>
15 to 17 Years	-44	-50	<b>-94</b>	<b>-23.9%</b>	15 to 17 Years	-8	4	<b>-4</b>	<b>-1.3%</b>
18 to 20 Years	-35	-22	<b>-57</b>	<b>-13.9%</b>	18 to 20 Years	-7	-4	<b>-11</b>	<b>-3.1%</b>
21 to 24 Years	-14	-26	<b>-40</b>	<b>-5.4%</b>	21 to 24 Years	-11	-4	<b>-15</b>	<b>-2.2%</b>
25 to 34 Years	122	18	<b>140</b>	<b>7.2%</b>	25 to 34 Years	-2	-32	<b>-34</b>	<b>-1.6%</b>
35 to 44 Years	-130	-214	<b>-344</b>	<b>-20.0%</b>	35 to 44 Years	3	26	<b>29</b>	<b>2.1%</b>
45 to 54 Years	-265	-216	<b>-481</b>	<b>-25.1%</b>	45 to 54 Years	-112	-135	<b>-247</b>	<b>-17.2%</b>
55 to 64 Years	-19	-38	<b>-57</b>	<b>-3.6%</b>	55 to 64 Years	-14	-20	<b>-34</b>	<b>-2.2%</b>
65 to 74 Years	130	65	<b>195</b>	<b>20.0%</b>	65 to 74 Years	69	77	<b>146</b>	<b>12.5%</b>
75 to 84 Years	-2	-1	<b>-3</b>	<b>-0.5%</b>	75 to 84 Years	3	0	<b>3</b>	<b>0.5%</b>
85 Years and Up	22	15	<b>37</b>	<b>18.7%</b>	85 Years and Up	4	4	<b>8</b>	<b>3.4%</b>
<b>Total</b>	<b>-354</b>	<b>-561</b>	<b>-915</b>	<b>-7.6%</b>	<b>Total</b>	<b>-84</b>	<b>-95</b>	<b>-179</b>	<b>-1.6%</b>
62+ Years	n/a	n/a	264	<b>12.2%</b>	62+ Years	n/a	n/a	177	<b>7.3%</b>

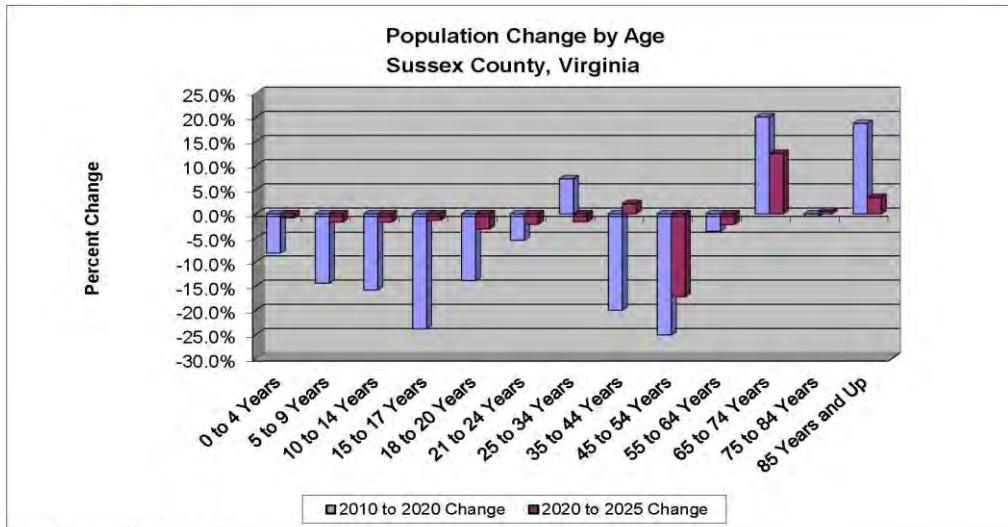
Source: Claritas; Ribbon Demographics

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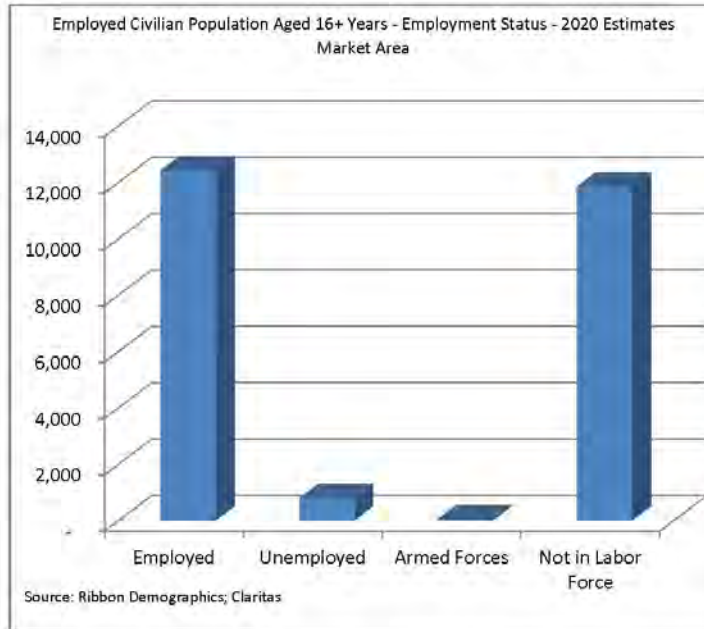


Source: Claritas; Ribbon Demographics

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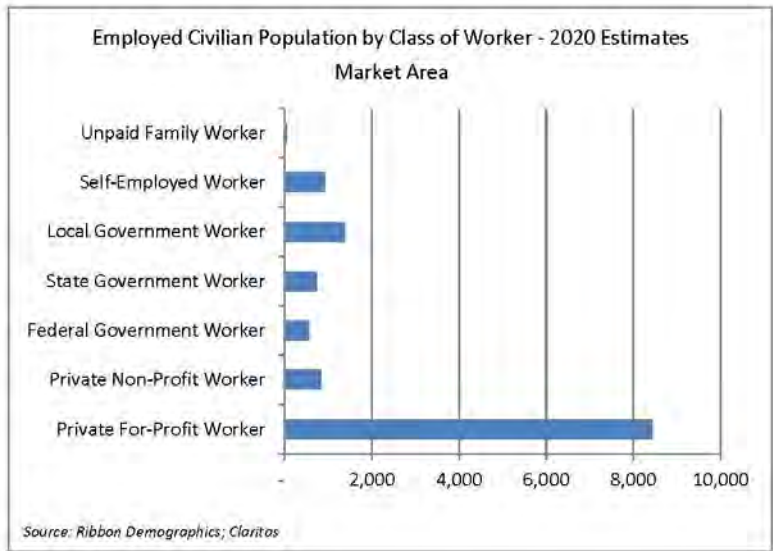
Employed Civilian Population Aged 16+ Years	
Employment Status	
Current Year Estimates - 2020	
Market Area	
Status	Number
Employed	12,423
Unemployed	804
Armed Forces	54
Not in Labor Force	11,849
Unemployed	6.08%

*Source: Ribbon Demographics; Claritas*



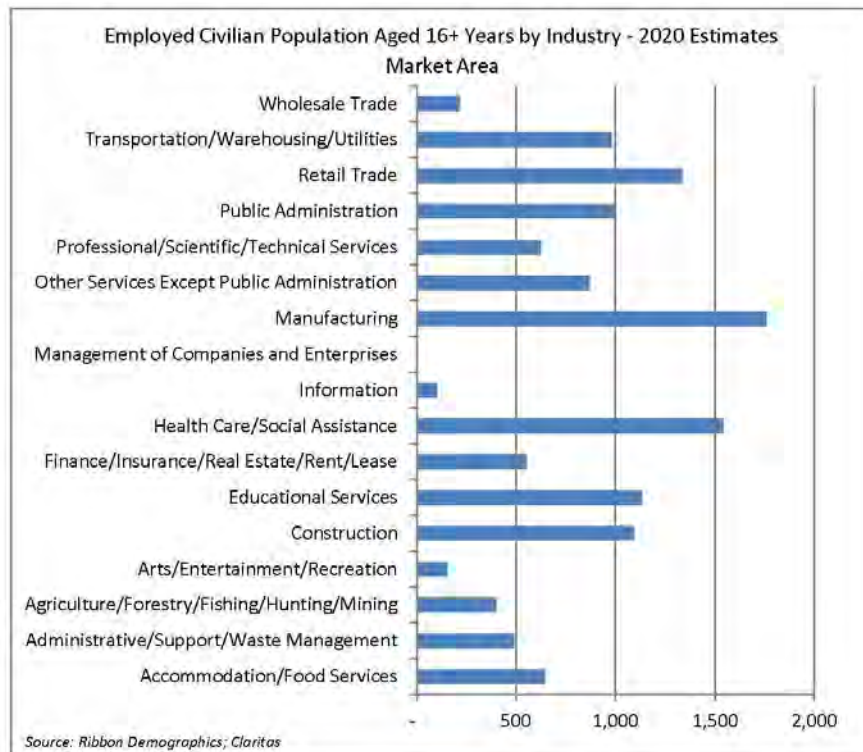
Employed Civilian Population by Class of Worker		
Current Year Estimates - 2020		
Market Area		
Industry	Number Employed	Percent Employed
Private For-Profit Worker	8,436	65.4%
Private Non-Profit Worker	831	6.4%
Federal Government Worker	549	4.3%
State Government Worker	731	5.7%
Local Government Worker	1,385	10.7%
Self-Employed Worker	926	7.2%
Unpaid Family Worker	43	0.3%
<b>Total:</b>	<b>12,901</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas



Employed Civilian Population Aged 16+ Years by Industry		
Current Year Estimates - 2020		
Market Area		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	644	5.0%
Administrative/Support/Waste Management	491	3.8%
Agriculture/Forestry/Fishing/Hunting/Mining	403	3.1%
Arts/Entertainment/Recreation	153	1.2%
Construction	1,093	8.5%
Educational Services	1,133	8.8%
Finance/Insurance/Real Estate/Rent/Lease	552	4.3%
Health Care/Social Assistance	1,541	11.9%
Information	103	0.8%
Management of Companies and Enterprises	7	0.1%
Manufacturing	1,759	13.6%
Other Services Except Public Administration	871	6.8%
Professional/Scientific/Technical Services	624	4.8%
Public Administration	995	7.7%
Retail Trade	1,334	10.3%
Transportation/Warehousing/Utilities	982	7.6%
Wholesale Trade	216	1.7%
<b>Total:</b>	<b>12,901</b>	<b>100.0%</b>

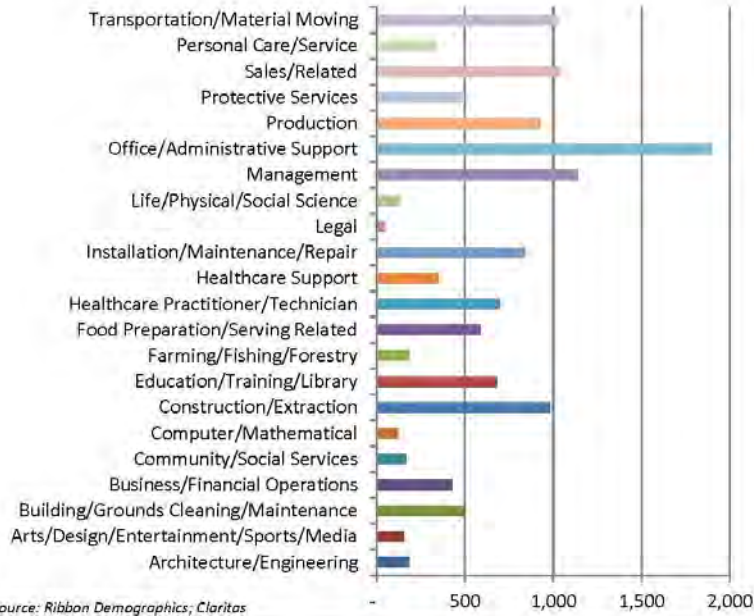
Source: Ribbon Demographics; Claritas



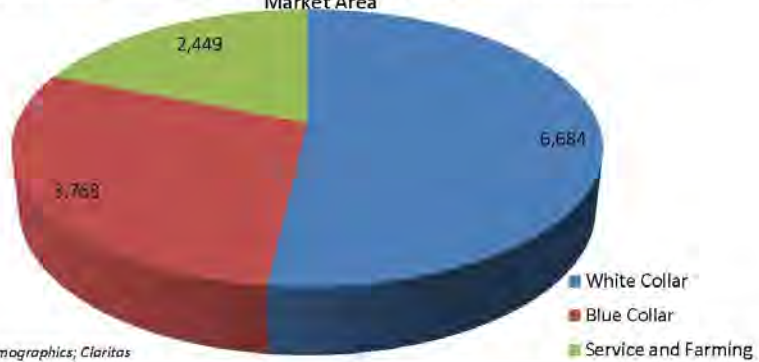
Employed Civilian Population Aged 16+ Years by Occupation		
Current Year Estimates - 2020		
Market Area		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	183	1.4%
Arts/Design/Entertainment/Sports/Media	156	1.2%
Building/Grounds Cleaning/Maintenance	500	3.9%
Business/Financial Operations	427	3.3%
Community/Social Services	168	1.3%
Computer/Mathematical	120	0.9%
Construction/Extraction	983	7.6%
Education/Training/Library	683	5.3%
Farming/Fishing/Forestry	183	1.4%
Food Preparation/Serving Related	587	4.6%
Healthcare Practitioner/Technician	697	5.4%
Healthcare Support	350	2.7%
Installation/Maintenance/Repair	839	6.5%
Legal	46	0.4%
Life/Physical/Social Science	128	1.0%
Management	1,137	8.8%
Office/Administrative Support	1,899	14.7%
Production	925	7.2%
Protective Services	488	3.8%
Sales/Related	1,040	8.1%
Personal Care/Service	341	2.6%
Transportation/Material Moving	1,021	7.9%
<b>Total:</b>	<b>12,901</b>	<b>100.0%</b>
White Collar	6,684	51.8%
Blue Collar	3,768	29.2%
Service and Farming	2,449	19.0%
<b>Total:</b>	<b>12,901</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates  
Market Area



Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates  
Market Area

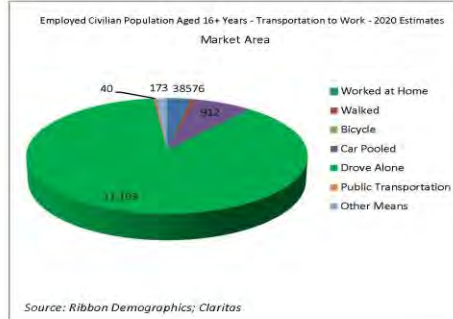


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Employed Civilian Population Aged 16+ Years Transportation to Work Current Year Estimates - 2020 Market Area		
Transportation Mode	Number	Percent
Worked at Home	385	3.0%
Walked	78	0.6%
Bicycle	8	0.0%
Car Pooled	912	7.2%
Drove Alone	11,108	87.5%
Public Transportation	40	0.3%
Other Means	173	1.4%
<b>Total:</b>	<b>12,700</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

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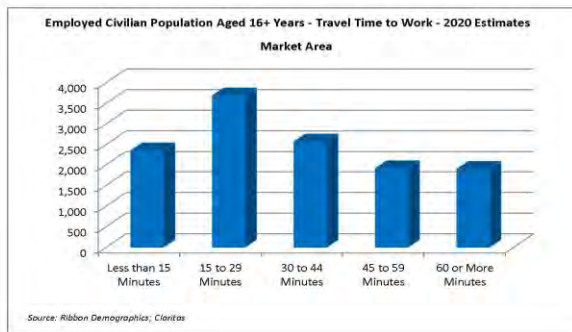


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Employed Civilian Population Aged 16+ Years Travel Time to Work Current Year Estimates - 2020 Market Area		
Travel Time	Number	Percent
Less than 15 Minutes	2,347	19.0%
15 to 29 Minutes	3,678	29.7%
30 to 44 Minutes	2,561	20.7%
45 to 59 Minutes	1,905	15.4%
60 or More Minutes	1,888	15.3%
<b>Total:</b>	<b>12,379</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

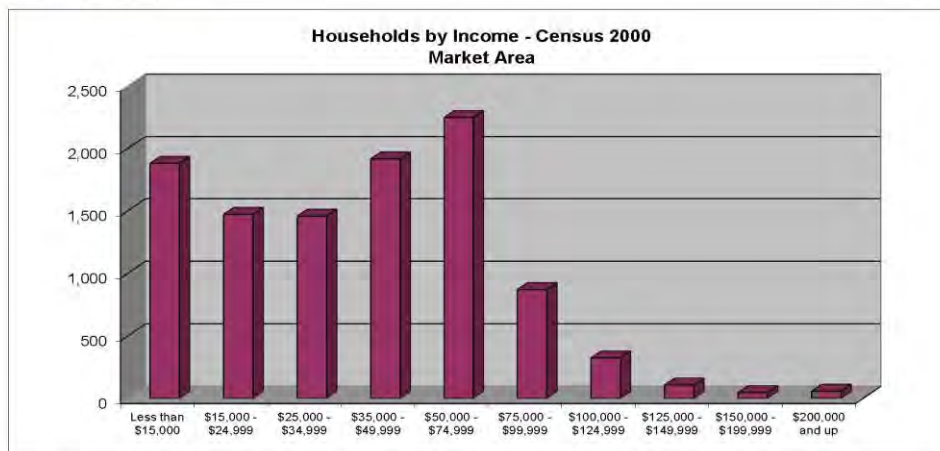
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Households by Income and Age Market Area										
Census Data - 2000										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	76	140	222	242	253	430	379	137	<b>1,879</b>	<b>18.1%</b>
\$15,000 - \$24,999	62	141	338	248	279	181	177	45	<b>1,471</b>	<b>14.2%</b>
\$25,000 - \$34,999	35	229	426	220	215	197	111	23	<b>1,456</b>	<b>14.0%</b>
\$35,000 - \$49,999	53	285	564	392	332	204	72	12	<b>1,914</b>	<b>18.5%</b>
\$50,000 - \$74,999	41	280	690	517	401	197	103	20	<b>2,249</b>	<b>21.7%</b>
\$75,000 - \$99,999	12	50	270	260	191	43	38	5	<b>869</b>	<b>8.4%</b>
\$100,000 - \$124,999	0	0	91	112	79	33	7	1	<b>323</b>	<b>3.1%</b>
\$125,000 - \$149,999	0	15	21	22	33	13	2	0	<b>106</b>	<b>1.0%</b>
\$150,000 - \$199,999	0	2	0	14	23	0	5	1	<b>45</b>	<b>0.4%</b>
\$200,000 and up	0	5	0	12	14	18	7	1	<b>57</b>	<b>0.5%</b>
<b>Total</b>	<b>279</b>	<b>1,147</b>	<b>2,622</b>	<b>2,039</b>	<b>1,820</b>	<b>1,316</b>	<b>901</b>	<b>245</b>	<b>10,369</b>	<b>100.0%</b>
<b>Percent</b>	<b>2.7%</b>	<b>11.1%</b>	<b>25.3%</b>	<b>19.7%</b>	<b>17.6%</b>	<b>12.7%</b>	<b>8.7%</b>	<b>2.4%</b>		

Source: Claritas, Ribbon Demographics

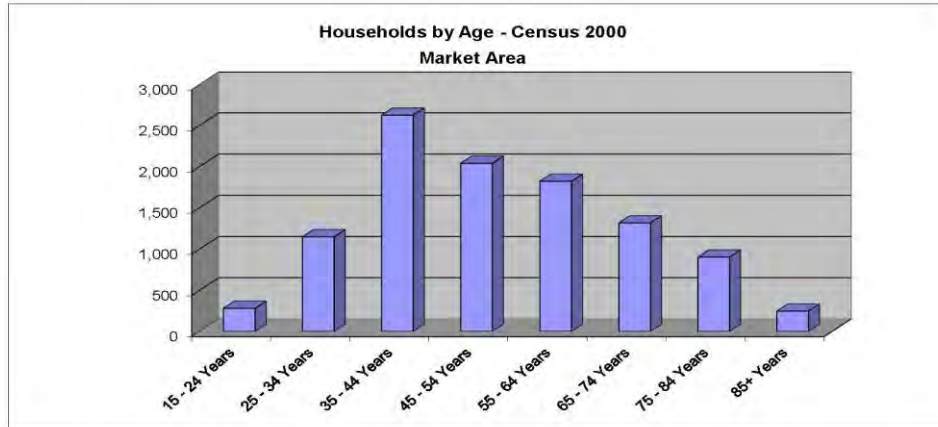


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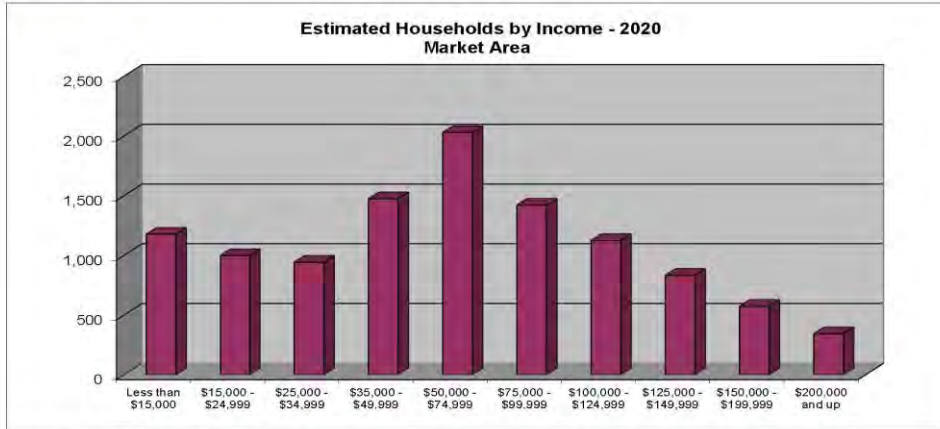
Households by Income and Age										
Market Area										
Current Year Estimates - 2020										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	22	118	134	115	244	282	182	79	1,176	10.8%
\$15,000 - \$24,999	2	86	103	132	245	204	152	73	997	9.1%
\$25,000 - \$34,999	54	92	77	103	139	242	170	65	942	8.6%
\$35,000 - \$49,999	63	169	173	174	260	377	191	66	1,473	13.5%
\$50,000 - \$74,999	34	220	209	381	508	430	196	50	2,028	18.6%
\$75,000 - \$99,999	0	205	246	268	353	246	79	23	1,420	13.0%
\$100,000 - \$124,999	23	130	205	248	285	170	55	8	1,124	10.3%
\$125,000 - \$149,999	3	70	103	251	301	72	26	6	832	7.6%
\$150,000 - \$199,999	1	48	96	146	165	90	22	5	573	5.3%
\$200,000 and up	0	11	40	112	134	38	6	2	343	3.1%
<b>Total</b>	<b>202</b>	<b>1,149</b>	<b>1,386</b>	<b>1,930</b>	<b>2,634</b>	<b>2,151</b>	<b>1,079</b>	<b>377</b>	<b>10,908</b>	<b>100.0%</b>
<b>Percent</b>	<b>1.9%</b>	<b>10.5%</b>	<b>12.7%</b>	<b>17.7%</b>	<b>24.1%</b>	<b>19.7%</b>	<b>9.9%</b>	<b>3.5%</b>		

Source: Claritas; Ribbon Demographics

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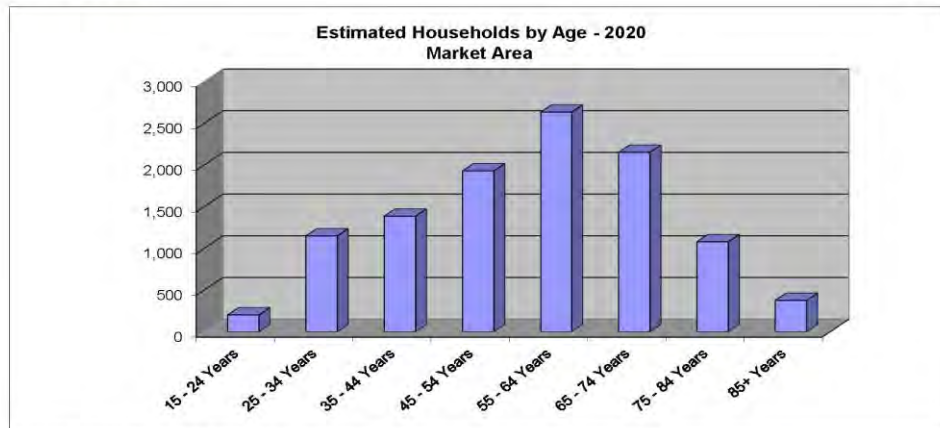


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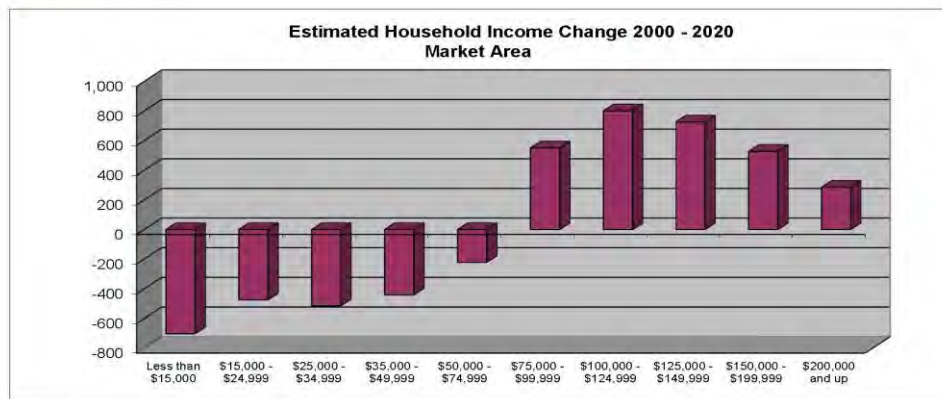
Households by Income and Age										
Market Area										
Estimated Change - 2000 to 2020										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent Change
Less than \$15,000	-54	-22	-88	-127	-9	-148	-197	-58	-703	-37.4%
\$15,000 - \$24,999	-60	-55	-235	-116	-34	23	-25	28	-474	-32.2%
\$25,000 - \$34,999	19	-137	-349	-117	-76	45	59	42	-514	-35.3%
\$35,000 - \$49,999	10	-116	-391	-218	-72	173	119	54	-441	-23.0%
\$50,000 - \$74,999	-7	-60	-481	-136	107	233	93	30	-221	-9.8%
\$75,000 - \$99,999	-12	155	-24	8	162	203	41	18	551	63.4%
\$100,000 - \$124,999	23	130	114	136	206	137	48	7	801	248.0%
\$125,000 - \$149,999	3	55	82	229	268	59	24	6	726	684.9%
\$150,000 - \$199,999	1	46	96	132	142	90	17	4	528	1173.3%
\$200,000 and up	0	6	40	100	120	20	-1	1	286	501.8%
<b>Total</b>	<b>-77</b>	<b>2</b>	<b>-1,236</b>	<b>-109</b>	<b>814</b>	<b>835</b>	<b>178</b>	<b>132</b>	<b>539</b>	<b>5.2%</b>
<b>Percent Change</b>	<b>-27.6%</b>	<b>0.2%</b>	<b>-47.1%</b>	<b>-5.3%</b>	<b>44.7%</b>	<b>63.4%</b>	<b>19.8%</b>	<b>53.9%</b>		<b>5.2%</b>

Source: Claritas, Ribbon Demographics

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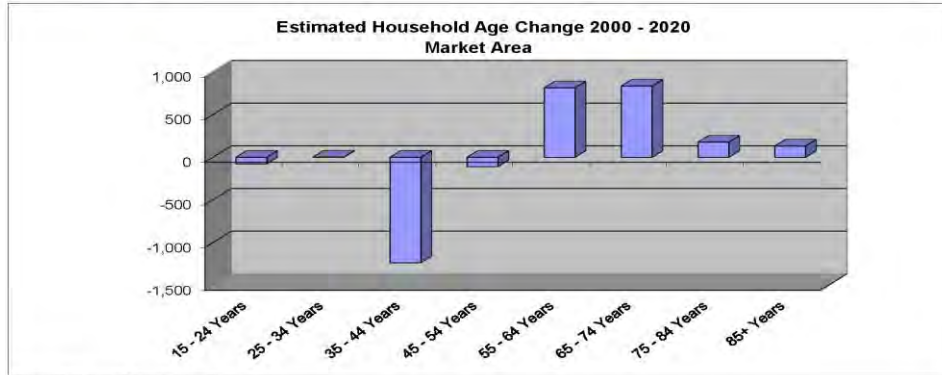


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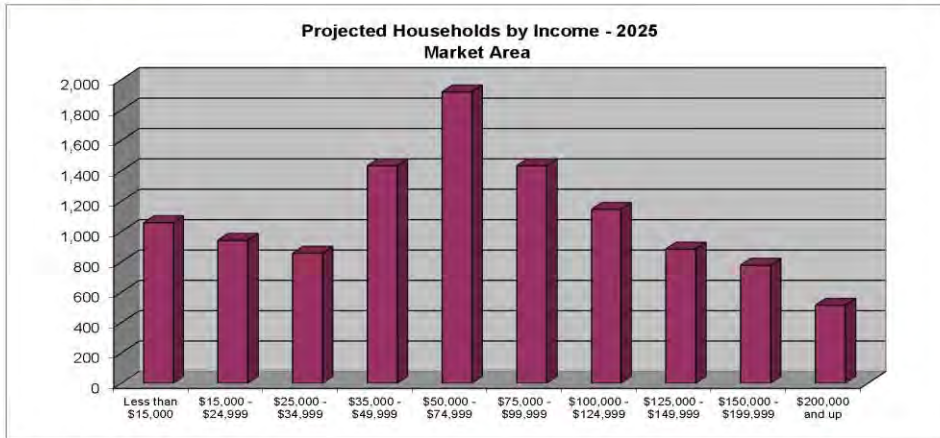
Households by Income and Age										
Market Area										
Five Year Projections - 2025										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent
Less than \$15,000	19	97	114	81	205	293	174	76	1,059	9.7%
\$15,000 - \$24,999	4	77	91	103	223	217	150	78	943	8.6%
\$25,000 - \$34,999	53	77	73	72	113	244	165	61	858	7.8%
\$35,000 - \$49,999	63	161	155	128	237	425	197	67	1,433	13.1%
\$50,000 - \$74,999	32	209	196	274	457	488	208	55	1,919	17.5%
\$75,000 - \$99,999	1	203	239	214	352	309	89	27	1,434	13.1%
\$100,000 - \$124,999	27	136	211	203	285	212	63	10	1,147	10.5%
\$125,000 - \$149,999	4	76	110	231	328	93	35	8	885	8.1%
\$150,000 - \$199,999	2	71	142	162	211	147	35	9	779	7.1%
\$200,000 and up	0	16	58	144	207	75	9	6	515	4.7%
<b>Total</b>	<b>205</b>	<b>1,123</b>	<b>1,389</b>	<b>1,612</b>	<b>2,618</b>	<b>2,503</b>	<b>1,125</b>	<b>397</b>	<b>10,972</b>	<b>100.0%</b>
<b>Percent</b>	<b>1.9%</b>	<b>10.2%</b>	<b>12.7%</b>	<b>14.7%</b>	<b>23.9%</b>	<b>22.8%</b>	<b>10.3%</b>	<b>3.6%</b>		

Source: Claritas, Ribbon Demographics

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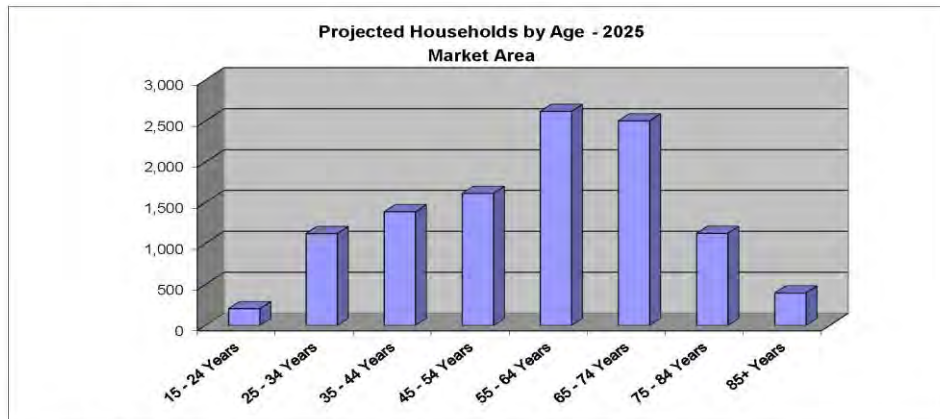


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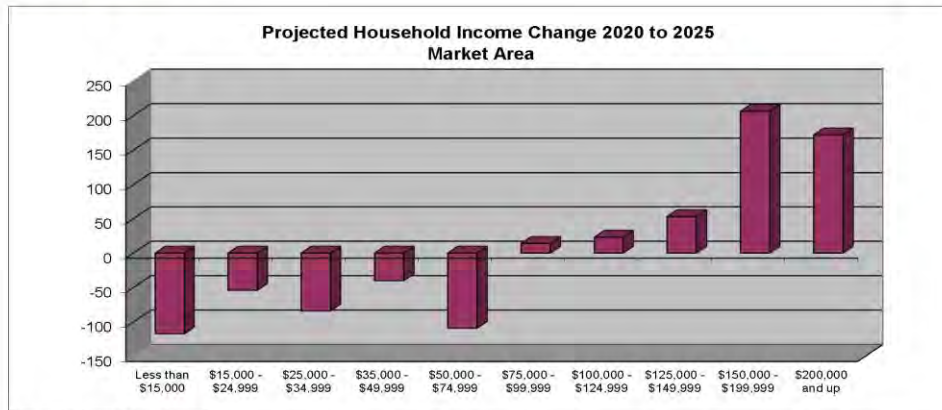
Households by Income and Age										
Market Area										
Projected Change - 2020 to 2025										
Income	Age 15 - 24 Years	Age 25 - 34 Years	Age 35 - 44 Years	Age 45 - 54 Years	Age 55 - 64 Years	Age 65 - 74 Years	Age 75 - 84 Years	Age 85+ Years	Total	Percent Change
Less than \$15,000	-3	-21	-20	-34	-39	11	-8	-3	-117	-9.9%
\$15,000 - \$24,999	2	-9	-12	-29	-22	13	-2	5	-54	-5.4%
\$25,000 - \$34,999	-1	-15	-4	-31	-26	2	-5	-4	-84	-8.9%
\$35,000 - \$49,999	0	-8	-18	-46	-23	48	6	1	-40	-2.7%
\$50,000 - \$74,999	-2	-11	-13	-107	-51	58	12	5	-109	-5.4%
\$75,000 - \$99,999	1	-2	-7	-54	-1	63	10	4	14	1.0%
\$100,000 - \$124,999	4	6	6	-45	0	42	8	2	23	2.0%
\$125,000 - \$149,999	1	6	7	-20	27	21	9	2	53	6.4%
\$150,000 - \$199,999	1	23	46	16	46	57	13	4	206	36.0%
\$200,000 and up	0	5	18	32	73	37	3	4	172	50.1%
<b>Total</b>	<b>3</b>	<b>-26</b>	<b>3</b>	<b>-318</b>	<b>-16</b>	<b>352</b>	<b>46</b>	<b>20</b>	<b>64</b>	<b>0.6%</b>
<b>Percent Change</b>	<b>1.5%</b>	<b>-2.3%</b>	<b>0.2%</b>	<b>-16.5%</b>	<b>-0.6%</b>	<b>16.4%</b>	<b>4.3%</b>	<b>5.3%</b>	<b>0.6%</b>	

Source: Claritas, Ribbon Demographics

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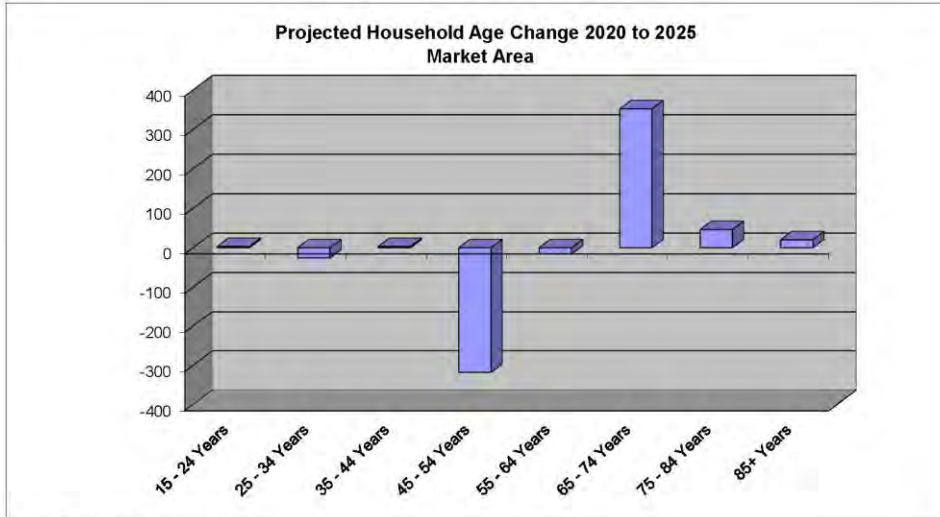


Source: Claritas, Ribbon Demographics

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Source: Claritas; Ribbon Demographics

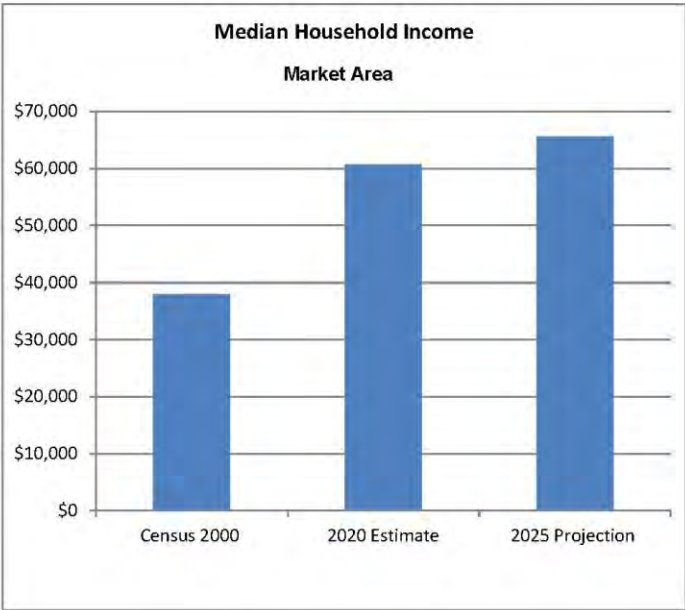


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Median Household Income Market Area		
Census 2000	2020 Estimate	2025 Projection
\$37,966	\$60,676	\$65,542



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Median Household Income by Area			
Market Area			
Geography ID	Census 2000	2020 Estimate	2025 Projection
51093280200	\$46,873	\$79,061	\$84,185
51093280300	\$41,725	\$59,688	\$64,487
51093280400	\$38,646	\$57,888	\$61,528
51175200100	\$34,454	\$65,870	\$71,769
51181860200	\$38,448	\$61,488	\$65,055
51183870201	\$34,863	\$64,148	\$68,864
51183870202			
51183870300	\$32,396	\$47,602	\$53,391
51183870400	\$27,546	\$41,281	\$44,949

**HISTA 2.2 Summary Data**

**Market Area**

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Renter Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	88	0	62	31	23	11	215
\$10,000-20,000	85	118	69	8	17	10	307
\$20,000-30,000	96	50	35	28	20	10	239
\$30,000-40,000	30	111	19	16	4	0	180
\$40,000-50,000	29	32	3	61	17	7	149
\$50,000-60,000	4	40	22	13	6	1	86
\$60,000-75,000	14	59	16	32	1	0	122
\$75,000-100,000	5	61	12	46	3	0	127
\$100,000-125,000	0	1	9	20	2	0	32
\$125,000-150,000	4	0	3	19	0	0	26
\$150,000-200,000	0	0	1	2	0	0	3
\$200,000+	1	0	0	2	0	0	3
<b>Total</b>	<b>356</b>	<b>472</b>	<b>251</b>	<b>278</b>	<b>93</b>	<b>39</b>	<b>1,489</b>

Renter Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	79	52	5	0	4	0	140
\$10,000-20,000	143	40	13	4	15	5	220
\$20,000-30,000	39	25	10	10	14	5	103
\$30,000-40,000	14	11	15	7	14	6	67
\$40,000-50,000	23	18	10	4	2	0	57
\$50,000-60,000	9	22	10	2	1	0	44
\$60,000-75,000	9	8	5	9	1	0	32
\$75,000-100,000	9	17	14	5	3	0	48
\$100,000-125,000	7	2	1	5	1	0	16
\$125,000-150,000	5	6	1	1	8	2	23
\$150,000-200,000	4	5	0	2	2	1	14
\$200,000+	3	1	1	0	1	0	9
<b>Total</b>	<b>344</b>	<b>207</b>	<b>88</b>	<b>49</b>	<b>66</b>	<b>19</b>	<b>773</b>

Renter Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	54	16	3	0	3	0	76
\$10,000-20,000	101	30	2	4	5	0	142
\$20,000-30,000	30	20	10	1	4	0	65
\$30,000-40,000	9	8	13	3	1	0	34
\$40,000-50,000	21	4	2	2	2	0	31
\$50,000-60,000	8	17	10	2	1	0	38
\$60,000-75,000	7	1	5	4	1	0	18
\$75,000-100,000	8	17	12	4	3	0	44
\$100,000-125,000	6	2	1	4	1	0	14
\$125,000-150,000	3	5	0	1	2	0	11
\$150,000-200,000	3	4	0	1	1	0	9
\$200,000+	2	0	2	0	1	0	6
<b>Total</b>	<b>252</b>	<b>124</b>	<b>61</b>	<b>26</b>	<b>25</b>	<b>0</b>	<b>488</b>

Renter Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	167	52	67	31	27	11	355
\$10,000-20,000	228	158	82	12	32	15	527
\$20,000-30,000	135	75	45	38	34	15	342
\$30,000-40,000	44	122	34	23	18	6	247
\$40,000-50,000	52	50	13	65	19	7	206
\$50,000-60,000	13	62	32	15	7	1	130
\$60,000-75,000	23	67	21	41	2	0	154
\$75,000-100,000	14	78	26	51	6	0	175
\$100,000-125,000	7	3	10	25	3	0	48
\$125,000-150,000	9	6	4	20	8	2	49
\$150,000-200,000	4	5	1	4	2	1	17
\$200,000+	4	1	4	2	1	0	12
<b>Total</b>	<b>700</b>	<b>679</b>	<b>339</b>	<b>327</b>	<b>159</b>	<b>58</b>	<b>2,262</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

**Market Area**

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Percent Renter Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	5.9%	0.0%	4.2%	2.1%	1.5%	0.7%	<b>14.4%</b>
\$10,000-20,000	5.7%	7.9%	4.6%	0.5%	1.1%	0.7%	<b>20.6%</b>
\$20,000-30,000	6.4%	3.4%	2.4%	1.9%	1.3%	0.7%	<b>16.1%</b>
\$30,000-40,000	2.0%	7.5%	1.3%	1.1%	0.3%	0.0%	<b>12.1%</b>
\$40,000-50,000	1.9%	2.1%	0.2%	4.1%	1.1%	0.5%	<b>10.0%</b>
\$50,000-60,000	0.3%	2.7%	1.5%	0.9%	0.4%	0.1%	<b>5.8%</b>
\$60,000-75,000	0.9%	4.0%	1.1%	2.1%	0.1%	0.0%	<b>8.2%</b>
\$75,000-100,000	0.3%	4.1%	0.8%	3.1%	0.2%	0.0%	<b>8.5%</b>
\$100,000-125,000	0.0%	0.1%	0.0%	1.3%	0.1%	0.0%	<b>2.1%</b>
\$125,000-150,000	0.3%	0.0%	0.2%	1.3%	0.0%	0.0%	<b>1.7%</b>
\$150,000-200,000	0.0%	0.0%	0.1%	0.1%	0.0%	0.0%	<b>0.2%</b>
\$200,000+	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	<b>0.2%</b>
<b>Total</b>	<b>23.9%</b>	<b>31.7%</b>	<b>16.9%</b>	<b>18.7%</b>	<b>6.2%</b>	<b>2.6%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	10.2%	6.7%	0.6%	0.0%	0.5%	0.0%	<b>18.1%</b>
\$10,000-20,000	18.5%	5.2%	1.7%	0.5%	1.9%	0.6%	<b>28.5%</b>
\$20,000-30,000	5.0%	3.2%	1.3%	1.3%	1.8%	0.6%	<b>13.3%</b>
\$30,000-40,000	1.8%	1.4%	1.9%	0.9%	1.8%	0.8%	<b>8.7%</b>
\$40,000-50,000	3.0%	2.3%	1.3%	0.5%	0.3%	0.0%	<b>7.4%</b>
\$50,000-60,000	1.2%	2.8%	1.3%	0.3%	0.1%	0.0%	<b>5.7%</b>
\$60,000-75,000	1.2%	1.0%	0.6%	1.2%	0.1%	0.0%	<b>4.1%</b>
\$75,000-100,000	1.2%	2.2%	1.8%	0.6%	0.4%	0.0%	<b>6.2%</b>
\$100,000-125,000	0.9%	0.3%	0.1%	0.6%	0.1%	0.0%	<b>2.1%</b>
\$125,000-150,000	0.6%	0.8%	0.1%	0.1%	1.0%	0.3%	<b>3.0%</b>
\$150,000-200,000	0.5%	0.6%	0.0%	0.3%	0.3%	0.1%	<b>1.8%</b>
\$200,000+	0.4%	0.1%	0.5%	0.0%	0.1%	0.0%	<b>1.2%</b>
<b>Total</b>	<b>44.5%</b>	<b>26.8%</b>	<b>11.4%</b>	<b>6.3%</b>	<b>8.5%</b>	<b>2.5%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	11.1%	3.3%	0.6%	0.0%	0.6%	0.0%	<b>15.6%</b>
\$10,000-20,000	20.7%	6.1%	0.4%	0.8%	1.0%	0.0%	<b>29.1%</b>
\$20,000-30,000	6.1%	4.1%	2.0%	0.2%	0.8%	0.0%	<b>13.3%</b>
\$30,000-40,000	1.8%	1.6%	2.7%	0.6%	0.2%	0.0%	<b>7.0%</b>
\$40,000-50,000	4.3%	0.8%	0.4%	0.4%	0.4%	0.0%	<b>6.4%</b>
\$50,000-60,000	1.6%	3.5%	2.0%	0.4%	0.2%	0.0%	<b>7.8%</b>
\$60,000-75,000	1.4%	0.2%	1.0%	0.8%	0.2%	0.0%	<b>3.7%</b>
\$75,000-100,000	1.6%	3.5%	2.5%	0.8%	0.6%	0.0%	<b>9.0%</b>
\$100,000-125,000	1.2%	0.4%	0.2%	0.8%	0.2%	0.0%	<b>2.9%</b>
\$125,000-150,000	0.6%	1.0%	0.0%	0.2%	0.4%	0.0%	<b>2.3%</b>
\$150,000-200,000	0.6%	0.8%	0.0%	0.2%	0.2%	0.0%	<b>1.8%</b>
\$200,000+	0.4%	0.0%	0.6%	0.0%	0.2%	0.0%	<b>1.2%</b>
<b>Total</b>	<b>51.6%</b>	<b>25.4%</b>	<b>12.5%</b>	<b>5.3%</b>	<b>5.1%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	7.4%	2.3%	3.0%	1.4%	1.2%	0.5%	<b>15.7%</b>
\$10,000-20,000	10.1%	7.0%	3.6%	0.5%	1.4%	0.7%	<b>23.3%</b>
\$20,000-30,000	6.0%	3.3%	2.0%	1.7%	1.5%	0.7%	<b>15.1%</b>
\$30,000-40,000	1.9%	5.4%	1.5%	1.0%	0.8%	0.3%	<b>10.9%</b>
\$40,000-50,000	2.3%	2.2%	0.6%	2.9%	0.8%	0.3%	<b>9.1%</b>
\$50,000-60,000	0.6%	2.7%	1.4%	0.7%	0.3%	0.0%	<b>5.7%</b>
\$60,000-75,000	1.0%	3.0%	0.9%	1.8%	0.1%	0.0%	<b>6.8%</b>
\$75,000-100,000	0.6%	3.4%	1.1%	2.3%	0.3%	0.0%	<b>7.7%</b>
\$100,000-125,000	0.3%	0.1%	0.4%	1.1%	0.1%	0.0%	<b>2.1%</b>
\$125,000-150,000	0.4%	0.3%	0.2%	0.9%	0.4%	0.1%	<b>2.2%</b>
\$150,000-200,000	0.2%	0.2%	0.0%	0.2%	0.1%	0.0%	<b>0.8%</b>
\$200,000+	0.2%	0.0%	0.2%	0.1%	0.0%	0.0%	<b>0.5%</b>
<b>Total</b>	<b>30.9%</b>	<b>30.0%</b>	<b>15.0%</b>	<b>14.5%</b>	<b>7.0%</b>	<b>2.6%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

HISTA 2.2 Summary Data

Market Area

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Owner Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	39	50	2	32	5	1	129
\$10,000-20,000	48	26	31	20	3	1	129
\$20,000-30,000	33	36	8	61	13	6	157
\$30,000-40,000	72	102	43	37	16	13	283
\$40,000-50,000	49	57	87	67	23	12	295
\$50,000-60,000	91	110	19	71	34	18	343
\$60,000-75,000	35	209	148	90	36	21	539
\$75,000-100,000	17	119	239	123	34	16	548
\$100,000-125,000	18	109	138	324	46	26	661
\$125,000-150,000	27	77	86	33	25	14	262
\$150,000-200,000	4	38	43	65	27	14	191
\$200,000+	2	15	22	13	14	10	76
<b>Total</b>	<b>435</b>	<b>948</b>	<b>866</b>	<b>936</b>	<b>276</b>	<b>152</b>	<b>3,613</b>

Owner Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	138	46	28	4	2	1	219
\$10,000-20,000	310	195	35	2	8	4	554
\$20,000-30,000	281	151	56	2	4	0	494
\$30,000-40,000	124	240	65	0	5	2	436
\$40,000-50,000	119	278	18	7	23	13	458
\$50,000-60,000	101	287	28	7	9	3	435
\$60,000-75,000	104	303	84	15	9	5	520
\$75,000-100,000	59	202	161	36	40	20	518
\$100,000-125,000	42	247	53	7	37	16	402
\$125,000-150,000	15	95	58	6	11	6	191
\$150,000-200,000	8	56	14	11	11	5	105
\$200,000+	18	42	6	0	15	7	95
<b>Total</b>	<b>1,319</b>	<b>2,149</b>	<b>606</b>	<b>97</b>	<b>174</b>	<b>82</b>	<b>4,427</b>

Owner Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	112	35	8	3	1	0	159
\$10,000-20,000	271	150	11	2	6	4	444
\$20,000-30,000	218	121	45	2	4	0	390
\$30,000-40,000	110	193	32	0	4	1	340
\$40,000-50,000	80	223	17	6	7	3	336
\$50,000-60,000	72	203	19	7	3	0	304
\$60,000-75,000	59	218	20	12	3	2	314
\$75,000-100,000	59	99	78	16	26	12	290
\$100,000-125,000	19	127	14	3	13	5	181
\$125,000-150,000	9	45	8	2	9	5	78
\$150,000-200,000	5	23	5	0	7	4	44
\$200,000+	6	34	3	0	4	3	50
<b>Total</b>	<b>1,020</b>	<b>1,471</b>	<b>260</b>	<b>53</b>	<b>87</b>	<b>39</b>	<b>2,930</b>

Owner Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	177	96	30	36	7	2	348
\$10,000-20,000	358	221	66	22	11	5	683
\$20,000-30,000	314	187	64	63	17	6	651
\$30,000-40,000	196	342	108	37	21	15	719
\$40,000-50,000	168	335	105	74	46	25	753
\$50,000-60,000	192	397	47	78	43	21	778
\$60,000-75,000	139	512	232	105	45	26	1,059
\$75,000-100,000	76	321	400	159	74	36	1,066
\$100,000-125,000	60	356	191	331	83	42	1,063
\$125,000-150,000	42	172	144	39	36	20	453
\$150,000-200,000	12	94	57	76	38	19	296
\$200,000+	20	64	28	13	29	17	171
<b>Total</b>	<b>1,754</b>	<b>3,097</b>	<b>1,472</b>	<b>1,033</b>	<b>450</b>	<b>234</b>	<b>8,040</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

**Market Area**

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Percent Owner Households							
Age 15 to 54 Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	1.1%	1.4%	0.1%	0.9%	0.1%	0.0%	3.6%
\$10,000-20,000	1.3%	0.7%	0.9%	0.6%	0.1%	0.0%	3.6%
\$20,000-30,000	0.9%	1.0%	0.2%	1.7%	0.4%	0.2%	4.3%
\$30,000-40,000	2.0%	2.8%	1.2%	1.0%	0.4%	0.4%	7.8%
\$40,000-50,000	1.4%	1.6%	2.4%	1.9%	0.6%	0.3%	8.2%
\$50,000-60,000	2.5%	3.0%	0.5%	2.0%	0.9%	0.5%	9.5%
\$60,000-75,000	1.0%	5.8%	4.1%	2.5%	1.0%	0.6%	14.9%
\$75,000-100,000	0.5%	3.3%	6.6%	3.4%	0.9%	0.4%	15.2%
\$100,000-125,000	0.5%	3.0%	3.8%	9.0%	1.3%	0.7%	18.3%
\$125,000-150,000	0.7%	2.1%	2.4%	0.9%	0.7%	0.4%	7.3%
\$150,000-200,000	0.1%	1.1%	1.2%	1.8%	0.7%	0.4%	5.3%
\$200,000+	0.1%	0.4%	0.6%	0.4%	0.4%	0.3%	2.1%
<b>Total</b>	<b>12.0%</b>	<b>26.2%</b>	<b>24.0%</b>	<b>25.9%</b>	<b>7.6%</b>	<b>4.2%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	3.1%	1.0%	0.6%	0.1%	0.0%	0.0%	4.9%
\$10,000-20,000	7.0%	4.4%	0.8%	0.0%	0.2%	0.1%	12.5%
\$20,000-30,000	6.3%	3.4%	1.3%	0.0%	0.1%	0.0%	11.2%
\$30,000-40,000	2.8%	5.4%	1.5%	0.0%	0.1%	0.0%	9.8%
\$40,000-50,000	2.7%	6.3%	0.4%	0.2%	0.5%	0.3%	10.3%
\$50,000-60,000	2.3%	6.5%	0.6%	0.2%	0.2%	0.1%	9.8%
\$60,000-75,000	2.3%	6.8%	1.9%	0.3%	0.2%	0.1%	11.7%
\$75,000-100,000	1.3%	4.6%	3.6%	0.8%	0.9%	0.5%	11.7%
\$100,000-125,000	0.9%	5.6%	1.2%	0.2%	0.8%	0.4%	9.1%
\$125,000-150,000	0.3%	2.1%	1.3%	0.1%	0.2%	0.1%	4.3%
\$150,000-200,000	0.2%	1.3%	0.3%	0.2%	0.2%	0.1%	2.4%
\$200,000+	0.4%	1.1%	0.1%	0.0%	0.3%	0.2%	2.1%
<b>Total</b>	<b>29.8%</b>	<b>48.5%</b>	<b>13.7%</b>	<b>2.2%</b>	<b>3.9%</b>	<b>1.9%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	3.8%	1.2%	0.3%	0.1%	0.0%	0.0%	5.4%
\$10,000-20,000	9.2%	5.1%	0.4%	0.1%	0.2%	0.1%	15.2%
\$20,000-30,000	7.4%	4.1%	1.5%	0.1%	0.1%	0.0%	13.3%
\$30,000-40,000	3.8%	6.6%	1.1%	0.0%	0.1%	0.0%	11.6%
\$40,000-50,000	2.7%	7.6%	0.6%	0.2%	0.2%	0.1%	11.5%
\$50,000-60,000	2.5%	6.9%	0.6%	0.2%	0.1%	0.0%	10.4%
\$60,000-75,000	2.0%	7.4%	0.7%	0.4%	0.1%	0.1%	10.7%
\$75,000-100,000	2.0%	3.4%	2.7%	0.5%	0.9%	0.4%	9.9%
\$100,000-125,000	0.6%	4.3%	0.5%	0.1%	0.4%	0.2%	6.2%
\$125,000-150,000	0.3%	1.5%	0.3%	0.1%	0.3%	0.2%	2.7%
\$150,000-200,000	0.2%	0.8%	0.2%	0.0%	0.2%	0.1%	1.5%
\$200,000+	0.2%	1.2%	0.1%	0.0%	0.1%	0.1%	1.7%
<b>Total</b>	<b>34.8%</b>	<b>50.2%</b>	<b>8.9%</b>	<b>1.8%</b>	<b>3.0%</b>	<b>1.3%</b>	<b>100.0%</b>

Percent Owner Households							
All Age Groups							
Base Year: 2011 - 2015 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	2.2%	1.2%	0.4%	0.4%	0.1%	0.0%	4.3%
\$10,000-20,000	4.5%	2.7%	0.8%	0.3%	0.1%	0.1%	8.5%
\$20,000-30,000	3.9%	2.3%	0.8%	0.8%	0.2%	0.1%	8.1%
\$30,000-40,000	2.4%	4.3%	1.3%	0.5%	0.3%	0.2%	8.9%
\$40,000-50,000	2.1%	4.2%	1.3%	0.9%	0.6%	0.3%	9.4%
\$50,000-60,000	2.4%	4.9%	0.6%	1.0%	0.5%	0.3%	9.7%
\$60,000-75,000	1.7%	6.4%	2.9%	1.3%	0.6%	0.3%	13.2%
\$75,000-100,000	0.9%	4.0%	5.0%	2.0%	0.9%	0.4%	13.3%
\$100,000-125,000	0.7%	4.4%	2.4%	4.1%	1.0%	0.5%	13.2%
\$125,000-150,000	0.5%	2.1%	1.8%	0.5%	0.4%	0.2%	5.6%
\$150,000-200,000	0.1%	1.2%	0.7%	0.9%	0.5%	0.2%	3.7%
\$200,000+	0.2%	0.8%	0.3%	0.2%	0.4%	0.2%	2.1%
<b>Total</b>	<b>21.8%</b>	<b>38.5%</b>	<b>18.3%</b>	<b>12.8%</b>	<b>5.6%</b>	<b>2.9%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

HISTA 2.2 Summary Data

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Renter Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	38	3	43	20	18	8	130
\$10,000-20,000	56	87	57	5	18	9	232
\$20,000-30,000	72	47	47	26	1	0	193
\$30,000-40,000	37	122	24	15	7	2	207
\$40,000-50,000	33	23	2	48	15	6	127
\$50,000-60,000	11	31	29	14	9	0	94
\$60,000-75,000	12	39	15	23	4	0	93
\$75,000-100,000	13	81	17	50	7	3	171
\$100,000-125,000	3	1	10	27	1	0	42
\$125,000-150,000	11	12	11	21	6	0	61
\$150,000-200,000	5	1	0	1	3	1	11
\$200,000+	2	1	1	1	0	0	5
<b>Total</b>	<b>293</b>	<b>448</b>	<b>256</b>	<b>251</b>	<b>89</b>	<b>29</b>	<b>1,366</b>

Renter Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	99	42	5	5	8	0	159
\$10,000-20,000	184	26	10	4	17	6	247
\$20,000-30,000	66	27	12	11	17	7	140
\$30,000-40,000	32	9	10	5	12	5	73
\$40,000-50,000	46	26	8	6	4	0	90
\$50,000-60,000	20	31	4	6	4	0	65
\$60,000-75,000	21	19	3	9	5	0	57
\$75,000-100,000	19	20	23	8	6	0	76
\$100,000-125,000	10	2	7	4	5	0	28
\$125,000-150,000	25	17	3	5	7	3	60
\$150,000-200,000	18	9	0	1	5	1	34
\$200,000+	10	3	1	1	2	4	26
<b>Total</b>	<b>550</b>	<b>231</b>	<b>86</b>	<b>65</b>	<b>97</b>	<b>26</b>	<b>1,055</b>

Renter Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	70	15	5	5	7	0	102
\$10,000-20,000	156	22	3	3	4	0	188
\$20,000-30,000	52	20	12	5	5	0	94
\$30,000-40,000	15	8	10	5	3	2	43
\$40,000-50,000	45	3	1	5	2	0	56
\$50,000-60,000	19	19	4	3	4	0	49
\$60,000-75,000	18	3	3	5	5	0	34
\$75,000-100,000	18	20	22	7	5	0	72
\$100,000-125,000	7	2	4	2	4	0	19
\$125,000-150,000	10	8	2	4	2	0	26
\$150,000-200,000	15	7	0	1	2	0	25
\$200,000+	2	1	1	1	1	1	12
<b>Total</b>	<b>432</b>	<b>128</b>	<b>67</b>	<b>46</b>	<b>44</b>	<b>3</b>	<b>720</b>

Renter Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	137	45	48	25	26	8	289
\$10,000-20,000	240	113	67	9	35	15	479
\$20,000-30,000	138	74	59	37	18	7	333
\$30,000-40,000	69	131	34	20	19	7	280
\$40,000-50,000	79	49	10	54	19	6	217
\$50,000-60,000	31	62	33	20	13	0	159
\$60,000-75,000	33	58	18	32	9	0	150
\$75,000-100,000	32	101	40	58	13	3	247
\$100,000-125,000	13	3	17	31	6	0	70
\$125,000-150,000	36	29	14	26	13	3	121
\$150,000-200,000	23	10	0	2	8	2	45
\$200,000+	12	4	2	2	2	4	31
<b>Total</b>	<b>843</b>	<b>679</b>	<b>342</b>	<b>316</b>	<b>186</b>	<b>55</b>	<b>2,421</b>

\* Estimates based on household size ratios; not cross tabulated data

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Percent Renter Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	2.8%	0.2%	3.1%	1.5%	1.3%	0.6%	<b>9.5%</b>
\$10,000-20,000	4.1%	6.4%	4.2%	0.4%	1.3%	0.7%	<b>17.0%</b>
\$20,000-30,000	5.3%	3.4%	3.4%	1.9%	0.1%	0.0%	<b>14.1%</b>
\$30,000-40,000	2.7%	8.9%	1.8%	1.1%	0.5%	0.1%	<b>15.2%</b>
\$40,000-50,000	2.4%	1.7%	0.1%	3.5%	1.1%	0.4%	<b>9.3%</b>
\$50,000-60,000	0.8%	2.3%	2.1%	1.0%	0.7%	0.0%	<b>6.9%</b>
\$60,000-75,000	0.9%	2.9%	1.1%	1.7%	0.3%	0.0%	<b>6.8%</b>
\$75,000-100,000	1.0%	5.9%	1.2%	3.7%	0.5%	0.2%	<b>12.5%</b>
\$100,000-125,000	0.2%	0.1%	0.7%	2.0%	0.1%	0.0%	<b>3.1%</b>
\$125,000-150,000	0.8%	0.9%	0.8%	1.5%	0.4%	0.0%	<b>4.5%</b>
\$150,000-200,000	0.4%	0.1%	0.0%	0.1%	0.2%	0.1%	<b>0.8%</b>
\$200,000+	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	<b>0.4%</b>
<b>Total</b>	<b>21.4%</b>	<b>32.8%</b>	<b>18.7%</b>	<b>18.4%</b>	<b>6.5%</b>	<b>2.1%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	9.4%	4.0%	0.5%	0.5%	0.8%	0.0%	<b>15.1%</b>
\$10,000-20,000	17.4%	2.5%	0.9%	0.4%	1.6%	0.6%	<b>23.4%</b>
\$20,000-30,000	6.3%	2.6%	1.1%	1.0%	1.6%	0.7%	<b>13.3%</b>
\$30,000-40,000	3.0%	0.9%	0.9%	0.5%	1.1%	0.5%	<b>6.9%</b>
\$40,000-50,000	4.4%	2.5%	0.8%	0.6%	0.4%	0.0%	<b>8.5%</b>
\$50,000-60,000	1.9%	2.9%	0.4%	0.6%	0.4%	0.0%	<b>6.2%</b>
\$60,000-75,000	2.0%	1.8%	0.3%	0.9%	0.5%	0.0%	<b>5.4%</b>
\$75,000-100,000	1.8%	1.9%	2.2%	0.8%	0.6%	0.0%	<b>7.2%</b>
\$100,000-125,000	0.9%	0.2%	0.7%	0.4%	0.5%	0.0%	<b>2.7%</b>
\$125,000-150,000	2.4%	1.6%	0.3%	0.5%	0.7%	0.3%	<b>5.7%</b>
\$150,000-200,000	1.7%	0.9%	0.0%	0.1%	0.5%	0.1%	<b>3.2%</b>
\$200,000+	0.9%	0.3%	0.1%	0.1%	0.7%	0.4%	<b>2.5%</b>
<b>Total</b>	<b>52.1%</b>	<b>21.9%</b>	<b>8.2%</b>	<b>6.2%</b>	<b>9.2%</b>	<b>2.5%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	9.7%	2.1%	0.7%	0.7%	1.0%	0.0%	<b>14.2%</b>
\$10,000-20,000	21.7%	3.1%	0.4%	0.4%	0.6%	0.0%	<b>26.1%</b>
\$20,000-30,000	7.2%	2.8%	1.7%	0.7%	0.7%	0.0%	<b>13.1%</b>
\$30,000-40,000	2.1%	1.1%	1.4%	0.7%	0.4%	0.3%	<b>6.0%</b>
\$40,000-50,000	6.3%	0.4%	0.1%	0.7%	0.3%	0.0%	<b>7.8%</b>
\$50,000-60,000	2.6%	2.6%	0.6%	0.4%	0.6%	0.0%	<b>6.8%</b>
\$60,000-75,000	2.5%	0.4%	0.4%	0.7%	0.7%	0.0%	<b>4.7%</b>
\$75,000-100,000	2.5%	2.8%	3.1%	1.0%	0.7%	0.0%	<b>10.0%</b>
\$100,000-125,000	1.0%	0.3%	0.6%	0.3%	0.6%	0.0%	<b>2.6%</b>
\$125,000-150,000	1.4%	1.1%	0.3%	0.6%	0.3%	0.0%	<b>3.6%</b>
\$150,000-200,000	2.1%	1.0%	0.0%	0.1%	0.3%	0.0%	<b>3.5%</b>
\$200,000+	1.0%	0.1%	0.1%	0.1%	0.1%	0.1%	<b>1.7%</b>
<b>Total</b>	<b>60.0%</b>	<b>17.8%</b>	<b>9.3%</b>	<b>6.4%</b>	<b>6.1%</b>	<b>0.4%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	5.7%	1.9%	2.0%	1.0%	1.1%	0.3%	<b>11.9%</b>
\$10,000-20,000	9.9%	4.7%	2.8%	0.4%	1.4%	0.6%	<b>19.8%</b>
\$20,000-30,000	5.7%	3.1%	2.4%	1.5%	0.7%	0.3%	<b>13.8%</b>
\$30,000-40,000	2.9%	5.4%	1.4%	0.8%	0.8%	0.3%	<b>11.6%</b>
\$40,000-50,000	3.3%	2.0%	0.4%	2.2%	0.8%	0.2%	<b>9.0%</b>
\$50,000-60,000	1.3%	2.6%	1.4%	0.8%	0.5%	0.0%	<b>6.6%</b>
\$60,000-75,000	1.4%	2.4%	0.7%	1.3%	0.4%	0.0%	<b>6.2%</b>
\$75,000-100,000	1.3%	4.2%	1.7%	2.4%	0.5%	0.1%	<b>10.2%</b>
\$100,000-125,000	0.5%	0.1%	0.7%	1.3%	0.2%	0.0%	<b>2.9%</b>
\$125,000-150,000	1.5%	1.2%	0.6%	1.1%	0.5%	0.1%	<b>5.0%</b>
\$150,000-200,000	1.0%	0.4%	0.0%	0.1%	0.3%	0.1%	<b>1.9%</b>
\$200,000+	0.5%	0.2%	0.1%	0.1%	0.3%	0.2%	<b>1.3%</b>
<b>Total</b>	<b>34.8%</b>	<b>28.0%</b>	<b>14.1%</b>	<b>13.1%</b>	<b>7.7%</b>	<b>2.3%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data



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Owner Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	30	34	1	30	2	0	97
\$10,000-20,000	26	14	19	20	0	0	79
\$20,000-30,000	24	28	9	37	8	3	109
\$30,000-40,000	80	78	53	36	13	9	269
\$40,000-50,000	32	29	55	36	15	7	174
\$50,000-60,000	60	85	13	50	24	11	243
\$60,000-75,000	40	143	126	71	25	9	414
\$75,000-100,000	21	101	238	150	25	13	548
\$100,000-125,000	19	94	119	293	26	13	564
\$125,000-150,000	43	99	104	54	37	29	366
\$150,000-200,000	11	54	72	105	25	13	280
\$200,000+	0	19	70	20	20	20	158
<b>Total</b>	<b>386</b>	<b>778</b>	<b>879</b>	<b>902</b>	<b>229</b>	<b>127</b>	<b>3,301</b>

Owner Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	159	56	20	5	2	0	242
\$10,000-20,000	290	147	33	1	5	3	479
\$20,000-30,000	315	139	60	3	0	0	517
\$30,000-40,000	168	286	70	1	4	1	530
\$40,000-50,000	133	302	21	6	20	12	494
\$50,000-60,000	112	291	24	9	3	2	441
\$60,000-75,000	113	385	69	38	10	6	621
\$75,000-100,000	75	259	182	45	43	21	625
\$100,000-125,000	55	299	81	11	29	15	490
\$125,000-150,000	42	168	96	7	23	9	345
\$150,000-200,000	32	120	36	24	25	11	248
\$200,000+	36	64	7	3	30	14	154
<b>Total</b>	<b>1,530</b>	<b>2,516</b>	<b>699</b>	<b>153</b>	<b>194</b>	<b>94</b>	<b>5,186</b>

Owner Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	140	47	6	4	1	0	198
\$10,000-20,000	250	119	12	1	4	3	389
\$20,000-30,000	261	121	52	2	0	0	436
\$30,000-40,000	158	259	42	1	4	1	465
\$40,000-50,000	95	262	20	6	6	3	392
\$50,000-60,000	76	202	16	9	1	1	305
\$60,000-75,000	72	305	26	30	3	2	438
\$75,000-100,000	74	145	84	23	33	15	374
\$100,000-125,000	37	192	37	8	11	4	289
\$125,000-150,000	30	81	10	2	21	9	153
\$150,000-200,000	28	69	5	0	20	9	131
\$200,000+	10	42	4	0	7	4	67
<b>Total</b>	<b>1,231</b>	<b>1,844</b>	<b>314</b>	<b>86</b>	<b>111</b>	<b>51</b>	<b>3,637</b>

Owner Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	189	90	21	35	4	0	339
\$10,000-20,000	316	161	52	21	5	3	558
\$20,000-30,000	339	167	69	40	8	3	626
\$30,000-40,000	248	364	123	37	17	10	799
\$40,000-50,000	165	331	76	42	35	19	668
\$50,000-60,000	172	376	37	59	27	13	684
\$60,000-75,000	153	528	195	109	35	15	1,035
\$75,000-100,000	96	360	420	195	68	34	1,173
\$100,000-125,000	74	393	200	304	55	28	1,054
\$125,000-150,000	85	267	200	61	60	38	711
\$150,000-200,000	43	174	108	129	50	24	528
\$200,000+	36	83	77	23	50	34	312
<b>Total</b>	<b>1,916</b>	<b>3,294</b>	<b>1,578</b>	<b>1,055</b>	<b>423</b>	<b>221</b>	<b>8,487</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

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Percent Owner Households							
Age 15 to 54 Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	0.9%	1.0%	0.0%	0.9%	0.1%	0.0%	<b>2.9%</b>
\$10,000-20,000	0.8%	0.4%	0.6%	0.6%	0.0%	0.0%	<b>2.4%</b>
\$20,000-30,000	0.7%	0.8%	0.3%	1.1%	0.2%	0.1%	<b>3.3%</b>
\$30,000-40,000	2.4%	2.4%	1.6%	1.1%	0.4%	0.3%	<b>8.1%</b>
\$40,000-50,000	1.0%	0.9%	1.7%	1.1%	0.5%	0.2%	<b>5.3%</b>
\$50,000-60,000	1.8%	2.6%	0.4%	1.5%	0.7%	0.3%	<b>7.4%</b>
\$60,000-75,000	1.2%	4.3%	3.8%	2.2%	0.8%	0.3%	<b>12.5%</b>
\$75,000-100,000	0.6%	3.1%	7.2%	4.5%	0.8%	0.4%	<b>16.6%</b>
\$100,000-125,000	0.6%	2.8%	3.6%	8.9%	0.8%	0.4%	<b>17.1%</b>
\$125,000-150,000	1.3%	3.0%	3.2%	1.6%	1.1%	0.9%	<b>11.1%</b>
\$150,000-200,000	0.3%	1.6%	2.2%	3.2%	0.8%	0.4%	<b>8.5%</b>
\$200,000+	0.0%	0.6%	2.1%	0.6%	0.9%	0.6%	<b>4.8%</b>
<b>Total</b>	<b>11.7%</b>	<b>23.6%</b>	<b>26.6%</b>	<b>27.3%</b>	<b>6.9%</b>	<b>3.8%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	3.1%	1.1%	0.4%	0.1%	0.0%	0.0%	<b>4.7%</b>
\$10,000-20,000	5.6%	2.8%	0.6%	0.0%	0.1%	0.1%	<b>9.2%</b>
\$20,000-30,000	6.1%	2.7%	1.2%	0.1%	0.0%	0.0%	<b>10.0%</b>
\$30,000-40,000	3.2%	5.5%	1.3%	0.0%	0.1%	0.0%	<b>10.2%</b>
\$40,000-50,000	2.6%	5.8%	0.4%	0.1%	0.4%	0.2%	<b>9.5%</b>
\$50,000-60,000	2.2%	5.6%	0.5%	0.2%	0.1%	0.0%	<b>8.5%</b>
\$60,000-75,000	2.2%	7.4%	1.3%	0.7%	0.2%	0.1%	<b>12.0%</b>
\$75,000-100,000	1.4%	5.0%	3.5%	0.9%	0.8%	0.4%	<b>12.1%</b>
\$100,000-125,000	1.1%	5.8%	1.6%	0.2%	0.6%	0.3%	<b>9.4%</b>
\$125,000-150,000	0.8%	3.2%	1.9%	0.1%	0.4%	0.2%	<b>6.7%</b>
\$150,000-200,000	0.6%	2.3%	0.7%	0.5%	0.5%	0.2%	<b>4.8%</b>
\$200,000+	0.7%	1.2%	0.1%	0.1%	0.6%	0.3%	<b>3.0%</b>
<b>Total</b>	<b>29.5%</b>	<b>48.5%</b>	<b>13.5%</b>	<b>3.0%</b>	<b>3.7%</b>	<b>1.8%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	3.8%	1.3%	0.2%	0.1%	0.0%	0.0%	<b>5.4%</b>
\$10,000-20,000	6.9%	3.3%	0.3%	0.0%	0.1%	0.1%	<b>10.7%</b>
\$20,000-30,000	7.2%	3.3%	1.4%	0.1%	0.0%	0.0%	<b>12.0%</b>
\$30,000-40,000	4.3%	7.1%	1.2%	0.0%	0.1%	0.0%	<b>12.8%</b>
\$40,000-50,000	2.6%	7.2%	0.5%	0.2%	0.2%	0.1%	<b>10.8%</b>
\$50,000-60,000	2.1%	5.6%	0.4%	0.2%	0.0%	0.0%	<b>8.4%</b>
\$60,000-75,000	2.0%	8.4%	0.7%	0.8%	0.1%	0.1%	<b>12.0%</b>
\$75,000-100,000	2.0%	4.0%	2.3%	0.6%	0.9%	0.4%	<b>10.3%</b>
\$100,000-125,000	1.0%	5.3%	1.0%	0.2%	0.3%	0.1%	<b>7.9%</b>
\$125,000-150,000	0.8%	2.2%	0.3%	0.1%	0.6%	0.2%	<b>4.2%</b>
\$150,000-200,000	0.8%	1.9%	0.1%	0.0%	0.5%	0.2%	<b>3.6%</b>
\$200,000+	0.3%	1.2%	0.1%	0.0%	0.2%	0.1%	<b>1.8%</b>
<b>Total</b>	<b>33.8%</b>	<b>50.7%</b>	<b>8.6%</b>	<b>2.4%</b>	<b>3.1%</b>	<b>1.4%</b>	<b>100.0%</b>

Percent Owner Households							
All Age Groups							
Year 2020 Estimates							
	1-Pers HH	2-Pers HH	3-Pers HH	4-Pers HH	5-Pers Estimates*	6+-Pers Estimates*	Total
\$0-10,000	2.2%	1.1%	0.2%	0.4%	0.0%	0.0%	<b>4.0%</b>
\$10,000-20,000	3.7%	1.9%	0.6%	0.2%	0.1%	0.0%	<b>6.6%</b>
\$20,000-30,000	4.0%	2.0%	0.8%	0.5%	0.1%	0.0%	<b>7.4%</b>
\$30,000-40,000	2.9%	4.3%	1.4%	0.4%	0.2%	0.1%	<b>9.4%</b>
\$40,000-50,000	1.9%	3.9%	0.9%	0.5%	0.4%	0.2%	<b>7.9%</b>
\$50,000-60,000	2.0%	4.4%	0.4%	0.7%	0.3%	0.2%	<b>8.1%</b>
\$60,000-75,000	1.8%	6.2%	2.3%	1.3%	0.4%	0.2%	<b>12.2%</b>
\$75,000-100,000	1.1%	4.2%	4.9%	2.3%	0.8%	0.4%	<b>13.8%</b>
\$100,000-125,000	0.9%	4.6%	2.4%	3.6%	0.6%	0.3%	<b>12.4%</b>
\$125,000-150,000	1.0%	3.1%	2.4%	0.7%	0.7%	0.4%	<b>8.4%</b>
\$150,000-200,000	0.5%	2.1%	1.3%	1.5%	0.6%	0.3%	<b>6.2%</b>
\$200,000+	0.4%	1.0%	0.9%	0.3%	0.7%	0.4%	<b>3.7%</b>
<b>Total</b>	<b>22.6%</b>	<b>38.8%</b>	<b>18.6%</b>	<b>12.4%</b>	<b>5.0%</b>	<b>2.6%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

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Renter Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	33	1	41	21	14	7	117
\$10,000-20,000	43	57	46	8	16	8	178
\$20,000-30,000	64	48	43	24	2	0	181
\$30,000-40,000	36	116	20	16	4	3	195
\$40,000-50,000	30	26	4	45	17	6	128
\$50,000-60,000	11	30	24	15	7	1	88
\$60,000-75,000	17	35	14	16	4	1	87
\$75,000-100,000	12	82	21	58	5	5	183
\$100,000-125,000	3	1	17	22	3	1	47
\$125,000-150,000	10	7	13	23	7	2	62
\$150,000-200,000	6	1	0	3	2	2	14
\$200,000+	3	2	2	2	1	0	10
<b>Total</b>	<b>268</b>	<b>406</b>	<b>245</b>	<b>253</b>	<b>82</b>	<b>36</b>	<b>1,290</b>

Renter Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	96	42	5	3	8	1	155
\$10,000-20,000	191	25	11	7	17	6	257
\$20,000-30,000	69	26	12	7	18	6	138
\$30,000-40,000	31	13	11	4	14	2	75
\$40,000-50,000	52	28	8	4	5	0	97
\$50,000-60,000	20	32	4	3	4	0	63
\$60,000-75,000	17	20	5	8	4	0	54
\$75,000-100,000	23	24	27	10	5	0	89
\$100,000-125,000	12	4	7	4	5	0	32
\$125,000-150,000	37	26	3	4	8	3	81
\$150,000-200,000	24	8	0	3	6	1	42
\$200,000+	25	11	0	4	10	4	54
<b>Total</b>	<b>597</b>	<b>259</b>	<b>93</b>	<b>61</b>	<b>104</b>	<b>23</b>	<b>1,137</b>

Renter Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	73	17	5	2	5	0	102
\$10,000-20,000	168	22	4	7	2	0	203
\$20,000-30,000	53	21	12	4	4	0	94
\$30,000-40,000	14	13	11	4	9	0	51
\$40,000-50,000	51	4	1	2	4	0	62
\$50,000-60,000	19	22	4	2	3	0	50
\$60,000-75,000	14	4	5	5	4	0	32
\$75,000-100,000	21	23	26	9	5	0	84
\$100,000-125,000	10	3	5	2	4	0	24
\$125,000-150,000	16	12	2	4	3	0	37
\$150,000-200,000	23	6	0	3	3	0	35
\$200,000+	18	3	0	3	1	0	25
<b>Total</b>	<b>480</b>	<b>150</b>	<b>75</b>	<b>47</b>	<b>47</b>	<b>0</b>	<b>799</b>

Renter Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	129	43	46	24	22	8	272
\$10,000-20,000	234	82	57	15	33	14	435
\$20,000-30,000	133	74	55	31	20	6	319
\$30,000-40,000	67	129	31	20	18	5	270
\$40,000-50,000	82	54	12	49	22	6	225
\$50,000-60,000	31	62	28	18	11	1	151
\$60,000-75,000	34	55	19	24	8	1	141
\$75,000-100,000	35	106	48	68	10	5	272
\$100,000-125,000	15	5	24	26	8	1	79
\$125,000-150,000	47	33	16	27	15	5	143
\$150,000-200,000	30	9	0	6	8	3	56
\$200,000+	28	13	2	6	11	4	64
<b>Total</b>	<b>865</b>	<b>665</b>	<b>338</b>	<b>314</b>	<b>186</b>	<b>59</b>	<b>2,427</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

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Percent Renter Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	2.6%	0.1%	3.2%	1.6%	1.1%	0.5%	<b>9.1%</b>
\$10,000-20,000	3.3%	4.4%	3.6%	0.6%	1.2%	0.6%	<b>13.8%</b>
\$20,000-30,000	5.0%	3.7%	3.3%	1.9%	0.2%	0.0%	<b>14.0%</b>
\$30,000-40,000	2.8%	9.0%	1.6%	1.2%	0.3%	0.2%	<b>15.1%</b>
\$40,000-50,000	2.3%	2.0%	0.3%	3.5%	1.3%	0.5%	<b>9.9%</b>
\$50,000-60,000	0.9%	2.3%	1.9%	1.2%	0.5%	0.1%	<b>6.8%</b>
\$60,000-75,000	1.3%	2.7%	1.1%	1.2%	0.3%	0.1%	<b>6.7%</b>
\$75,000-100,000	0.9%	6.4%	1.6%	4.5%	0.4%	0.4%	<b>14.2%</b>
\$100,000-125,000	0.2%	0.1%	1.3%	1.7%	0.2%	0.1%	<b>3.6%</b>
\$125,000-150,000	0.8%	0.5%	1.0%	1.8%	0.5%	0.2%	<b>4.8%</b>
\$150,000-200,000	0.5%	0.1%	0.0%	0.2%	0.2%	0.2%	<b>1.1%</b>
\$200,000+	0.2%	0.2%	0.2%	0.2%	0.1%	0.0%	<b>0.8%</b>
<b>Total</b>	<b>20.8%</b>	<b>31.5%</b>	<b>19.0%</b>	<b>19.6%</b>	<b>6.4%</b>	<b>2.8%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	8.4%	3.7%	0.4%	0.3%	0.7%	0.1%	<b>13.6%</b>
\$10,000-20,000	16.8%	2.2%	1.0%	0.6%	1.5%	0.5%	<b>22.6%</b>
\$20,000-30,000	6.1%	2.3%	1.1%	0.6%	1.6%	0.5%	<b>12.1%</b>
\$30,000-40,000	2.7%	1.1%	1.0%	0.4%	1.2%	0.2%	<b>6.6%</b>
\$40,000-50,000	4.6%	2.5%	0.7%	0.4%	0.4%	0.0%	<b>8.5%</b>
\$50,000-60,000	1.8%	2.8%	0.4%	0.3%	0.4%	0.0%	<b>5.5%</b>
\$60,000-75,000	1.5%	1.8%	0.4%	0.7%	0.4%	0.0%	<b>4.7%</b>
\$75,000-100,000	2.0%	2.1%	2.4%	0.9%	0.4%	0.0%	<b>7.8%</b>
\$100,000-125,000	1.1%	0.4%	0.6%	0.4%	0.4%	0.0%	<b>2.8%</b>
\$125,000-150,000	3.3%	2.3%	0.3%	0.4%	0.7%	0.3%	<b>7.1%</b>
\$150,000-200,000	2.1%	0.7%	0.0%	0.3%	0.5%	0.1%	<b>3.7%</b>
\$200,000+	2.2%	1.0%	0.0%	0.4%	0.9%	0.4%	<b>4.7%</b>
<b>Total</b>	<b>52.5%</b>	<b>22.8%</b>	<b>8.2%</b>	<b>5.4%</b>	<b>9.1%</b>	<b>2.0%</b>	<b>100.0%</b>

Percent Renter Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	9.1%	2.1%	0.6%	0.3%	0.6%	0.0%	<b>12.8%</b>
\$10,000-20,000	21.0%	2.8%	0.5%	0.9%	0.3%	0.0%	<b>25.4%</b>
\$20,000-30,000	6.6%	2.6%	1.5%	0.5%	0.5%	0.0%	<b>11.8%</b>
\$30,000-40,000	1.8%	1.6%	1.4%	0.5%	1.1%	0.0%	<b>6.4%</b>
\$40,000-50,000	6.4%	0.5%	0.1%	0.3%	0.5%	0.0%	<b>7.8%</b>
\$50,000-60,000	2.4%	2.8%	0.5%	0.3%	0.4%	0.0%	<b>6.3%</b>
\$60,000-75,000	1.8%	0.5%	0.6%	0.6%	0.5%	0.0%	<b>4.0%</b>
\$75,000-100,000	2.6%	2.9%	3.3%	1.1%	0.6%	0.0%	<b>10.5%</b>
\$100,000-125,000	1.3%	0.4%	0.6%	0.3%	0.5%	0.0%	<b>3.0%</b>
\$125,000-150,000	2.0%	1.5%	0.3%	0.5%	0.4%	0.0%	<b>4.6%</b>
\$150,000-200,000	2.9%	0.8%	0.0%	0.4%	0.4%	0.0%	<b>4.4%</b>
\$200,000+	2.3%	0.4%	0.0%	0.4%	0.1%	0.0%	<b>3.1%</b>
<b>Total</b>	<b>60.1%</b>	<b>18.8%</b>	<b>9.4%</b>	<b>5.9%</b>	<b>5.9%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Renter Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	5.3%	1.8%	1.9%	1.0%	0.9%	0.3%	<b>11.2%</b>
\$10,000-20,000	9.6%	3.4%	2.3%	0.6%	1.4%	0.6%	<b>17.9%</b>
\$20,000-30,000	5.5%	3.0%	2.3%	1.3%	0.8%	0.2%	<b>13.1%</b>
\$30,000-40,000	2.8%	5.3%	1.3%	0.8%	0.7%	0.2%	<b>11.1%</b>
\$40,000-50,000	3.4%	2.2%	0.5%	2.0%	0.9%	0.2%	<b>9.3%</b>
\$50,000-60,000	1.3%	2.6%	1.2%	0.7%	0.5%	0.0%	<b>6.2%</b>
\$60,000-75,000	1.4%	2.3%	0.8%	1.0%	0.3%	0.0%	<b>5.8%</b>
\$75,000-100,000	1.4%	4.4%	2.0%	2.8%	0.4%	0.2%	<b>11.2%</b>
\$100,000-125,000	0.6%	0.2%	1.0%	1.1%	0.3%	0.0%	<b>3.3%</b>
\$125,000-150,000	1.9%	1.4%	0.7%	1.1%	0.6%	0.2%	<b>5.9%</b>
\$150,000-200,000	1.2%	0.4%	0.0%	0.2%	0.3%	0.1%	<b>2.3%</b>
\$200,000+	1.2%	0.5%	0.1%	0.2%	0.5%	0.2%	<b>2.6%</b>
<b>Total</b>	<b>35.6%</b>	<b>27.4%</b>	<b>13.9%</b>	<b>12.9%</b>	<b>7.7%</b>	<b>2.4%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

**Market Area**

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Owner Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	21	24	1	22	2	0	<b>70</b>
\$10,000-20,000	32	11	13	19	0	0	<b>75</b>
\$20,000-30,000	24	24	1	27	5	3	<b>84</b>
\$30,000-40,000	62	47	46	26	6	4	<b>191</b>
\$40,000-50,000	30	27	46	31	10	5	<b>149</b>
\$50,000-60,000	59	58	11	45	13	7	<b>193</b>
\$60,000-75,000	40	106	107	62	19	9	<b>343</b>
\$75,000-100,000	18	92	200	135	19	10	<b>474</b>
\$100,000-125,000	19	80	115	283	22	11	<b>530</b>
\$125,000-150,000	41	89	111	55	37	26	<b>359</b>
\$150,000-200,000	17	80	104	130	23	9	<b>363</b>
\$200,000+	1	25	101	24	33	24	<b>208</b>
<b>Total</b>	<b>364</b>	<b>663</b>	<b>856</b>	<b>859</b>	<b>189</b>	<b>108</b>	<b>3,039</b>

Owner Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	160	53	17	5	1	0	<b>236</b>
\$10,000-20,000	272	127	34	0	6	2	<b>441</b>
\$20,000-30,000	308	133	62	5	0	0	<b>508</b>
\$30,000-40,000	147	249	50	1	3	0	<b>450</b>
\$40,000-50,000	150	352	21	14	21	10	<b>568</b>
\$50,000-60,000	115	287	26	10	2	2	<b>442</b>
\$60,000-75,000	119	403	74	37	11	5	<b>649</b>
\$75,000-100,000	95	270	190	59	50	24	<b>688</b>
\$100,000-125,000	67	331	89	12	27	12	<b>538</b>
\$125,000-150,000	53	190	96	10	22	12	<b>383</b>
\$150,000-200,000	49	162	62	29	41	17	<b>360</b>
\$200,000+	53	111	14	2	45	18	<b>243</b>
<b>Total</b>	<b>1,588</b>	<b>2,668</b>	<b>735</b>	<b>184</b>	<b>229</b>	<b>102</b>	<b>5,506</b>

Owner Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	144	46	5	4	1	0	<b>200</b>
\$10,000-20,000	241	105	14	0	5	2	<b>367</b>
\$20,000-30,000	263	119	54	4	0	0	<b>440</b>
\$30,000-40,000	143	227	33	0	2	0	<b>405</b>
\$40,000-50,000	114	311	21	14	6	3	<b>469</b>
\$50,000-60,000	85	206	18	10	1	1	<b>321</b>
\$60,000-75,000	81	331	34	32	4	2	<b>484</b>
\$75,000-100,000	95	160	95	34	37	18	<b>439</b>
\$100,000-125,000	46	224	44	7	11	3	<b>335</b>
\$125,000-150,000	38	98	10	4	20	11	<b>181</b>
\$150,000-200,000	42	96	19	0	35	14	<b>206</b>
\$200,000+	15	75	5	0	14	6	<b>115</b>
<b>Total</b>	<b>1,307</b>	<b>1,998</b>	<b>352</b>	<b>109</b>	<b>136</b>	<b>60</b>	<b>3,962</b>

Owner Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	
	HH	HH	HH	HH	Estimates*	Estimates*	Total
\$0-10,000	181	77	18	27	3	0	<b>306</b>
\$10,000-20,000	304	138	47	19	6	2	<b>516</b>
\$20,000-30,000	332	157	63	32	5	3	<b>592</b>
\$30,000-40,000	209	296	96	27	9	4	<b>641</b>
\$40,000-50,000	180	379	67	45	31	15	<b>717</b>
\$50,000-60,000	174	345	37	55	15	9	<b>635</b>
\$60,000-75,000	159	509	181	99	30	14	<b>992</b>
\$75,000-100,000	113	362	390	194	69	34	<b>1,162</b>
\$100,000-125,000	86	411	204	295	49	23	<b>1,068</b>
\$125,000-150,000	94	279	207	65	59	38	<b>742</b>
\$150,000-200,000	66	242	166	159	64	26	<b>723</b>
\$200,000+	54	136	115	26	78	42	<b>451</b>
<b>Total</b>	<b>1,952</b>	<b>3,331</b>	<b>1,591</b>	<b>1,043</b>	<b>418</b>	<b>210</b>	<b>8,545</b>

\* Estimates based on household size ratios; not cross tabulated data

**HISTA 2.2 Summary Data**

**Market Area**

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Percent Owner Households							
Age 15 to 54 Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	0.7%	0.8%	0.0%	0.7%	0.1%	0.0%	2.3%
\$10,000-20,000	1.1%	0.4%	0.4%	0.6%	0.0%	0.0%	2.5%
\$20,000-30,000	0.8%	0.8%	0.0%	0.9%	0.2%	0.1%	2.8%
\$30,000-40,000	2.0%	1.5%	1.5%	0.9%	0.2%	0.1%	6.3%
\$40,000-50,000	1.0%	0.9%	1.5%	1.0%	0.3%	0.2%	4.9%
\$50,000-60,000	1.9%	1.9%	0.4%	1.5%	0.4%	0.2%	6.4%
\$60,000-75,000	1.3%	3.5%	3.5%	2.0%	0.6%	0.3%	11.3%
\$75,000-100,000	0.6%	3.0%	6.6%	4.4%	0.6%	0.3%	15.6%
\$100,000-125,000	0.6%	2.6%	3.8%	9.3%	0.7%	0.4%	17.4%
\$125,000-150,000	1.3%	2.9%	3.7%	1.8%	1.2%	0.9%	11.8%
\$150,000-200,000	0.6%	2.6%	3.4%	4.3%	0.8%	0.3%	11.9%
\$200,000+	0.0%	0.8%	3.3%	0.8%	1.1%	0.8%	6.8%
<b>Total</b>	<b>12.0%</b>	<b>21.8%</b>	<b>28.2%</b>	<b>28.3%</b>	<b>6.2%</b>	<b>3.6%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 55+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	2.9%	1.0%	0.3%	0.1%	0.0%	0.0%	4.3%
\$10,000-20,000	4.9%	2.3%	0.6%	0.0%	0.1%	0.0%	8.0%
\$20,000-30,000	5.6%	2.4%	1.1%	0.1%	0.0%	0.0%	9.2%
\$30,000-40,000	2.7%	4.5%	0.9%	0.0%	0.1%	0.0%	8.2%
\$40,000-50,000	2.7%	6.4%	0.4%	0.3%	0.4%	0.2%	10.3%
\$50,000-60,000	2.1%	5.2%	0.5%	0.2%	0.0%	0.0%	8.0%
\$60,000-75,000	2.2%	7.3%	1.3%	0.7%	0.2%	0.1%	11.8%
\$75,000-100,000	1.7%	4.9%	3.5%	1.1%	0.9%	0.4%	12.5%
\$100,000-125,000	1.2%	6.0%	1.6%	0.2%	0.5%	0.2%	9.8%
\$125,000-150,000	1.0%	3.5%	1.7%	0.2%	0.4%	0.2%	7.0%
\$150,000-200,000	0.9%	2.9%	1.1%	0.5%	0.7%	0.3%	6.5%
\$200,000+	1.0%	2.0%	0.3%	0.0%	0.8%	0.3%	4.4%
<b>Total</b>	<b>28.8%</b>	<b>48.5%</b>	<b>13.3%</b>	<b>3.3%</b>	<b>4.2%</b>	<b>1.9%</b>	<b>100.0%</b>

Percent Owner Households							
Aged 62+ Years							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	3.6%	1.2%	0.1%	0.1%	0.0%	0.0%	5.0%
\$10,000-20,000	6.1%	2.7%	0.4%	0.0%	0.1%	0.1%	9.3%
\$20,000-30,000	6.6%	3.0%	1.4%	0.1%	0.0%	0.0%	11.1%
\$30,000-40,000	3.6%	5.7%	0.8%	0.0%	0.1%	0.0%	10.2%
\$40,000-50,000	2.9%	7.8%	0.5%	0.4%	0.2%	0.1%	11.8%
\$50,000-60,000	2.1%	5.2%	0.5%	0.3%	0.0%	0.0%	8.1%
\$60,000-75,000	2.0%	8.4%	0.9%	0.8%	0.1%	0.1%	12.2%
\$75,000-100,000	2.4%	4.0%	2.4%	0.9%	0.9%	0.5%	11.1%
\$100,000-125,000	1.2%	5.7%	1.1%	0.2%	0.3%	0.1%	8.5%
\$125,000-150,000	1.0%	2.5%	0.3%	0.1%	0.5%	0.3%	4.6%
\$150,000-200,000	1.1%	2.4%	0.5%	0.0%	0.9%	0.4%	5.2%
\$200,000+	0.4%	1.9%	0.1%	0.0%	0.4%	0.2%	2.9%
<b>Total</b>	<b>33.0%</b>	<b>50.4%</b>	<b>8.9%</b>	<b>2.8%</b>	<b>3.4%</b>	<b>1.5%</b>	<b>100.0%</b>

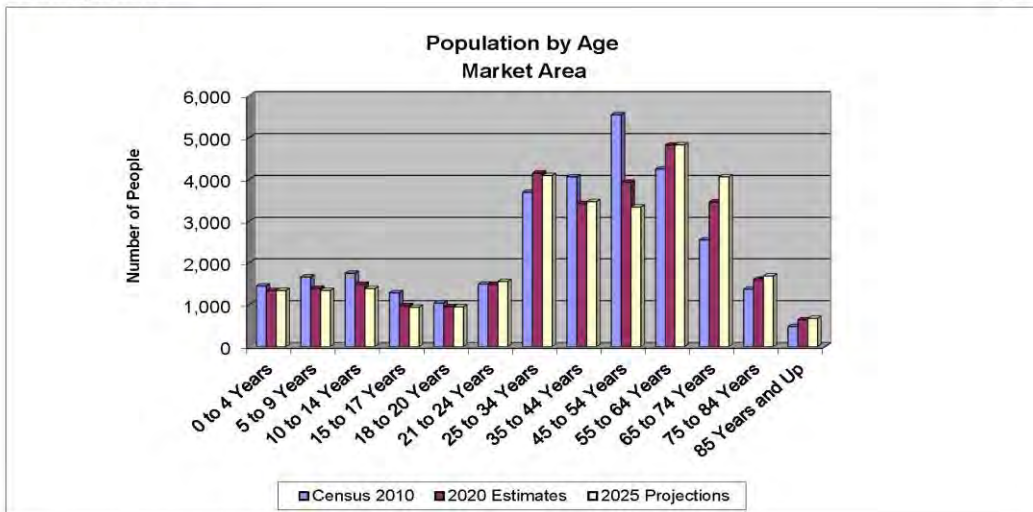
Percent Owner Households							
All Age Groups							
Year 2025 Projections							
	1-Pers	2-Pers	3-Pers	4-Pers	5-Pers	6+-Pers	Total
	HH	HH	HH	HH	Estimates*	Estimates*	
\$0-10,000	2.1%	0.9%	0.2%	0.3%	0.0%	0.0%	3.6%
\$10,000-20,000	3.6%	1.6%	0.6%	0.2%	0.1%	0.0%	6.0%
\$20,000-30,000	3.9%	1.8%	0.7%	0.4%	0.1%	0.0%	6.9%
\$30,000-40,000	2.4%	3.5%	1.1%	0.3%	0.1%	0.0%	7.5%
\$40,000-50,000	2.1%	4.4%	0.8%	0.5%	0.4%	0.2%	8.4%
\$50,000-60,000	2.0%	4.0%	0.4%	0.6%	0.2%	0.1%	7.4%
\$60,000-75,000	1.9%	6.0%	2.1%	1.2%	0.4%	0.2%	11.6%
\$75,000-100,000	1.3%	4.2%	4.6%	2.3%	0.8%	0.4%	13.6%
\$100,000-125,000	1.0%	4.8%	2.4%	3.5%	0.6%	0.3%	12.5%
\$125,000-150,000	1.1%	3.3%	2.4%	0.8%	0.7%	0.4%	8.7%
\$150,000-200,000	0.8%	2.8%	1.9%	1.9%	0.7%	0.3%	8.5%
\$200,000+	0.6%	1.6%	1.3%	0.3%	0.9%	0.5%	5.3%
<b>Total</b>	<b>22.8%</b>	<b>39.0%</b>	<b>18.6%</b>	<b>12.2%</b>	<b>4.9%</b>	<b>2.5%</b>	<b>100.0%</b>

\* Estimates based on household size ratios; not cross tabulated data

Population by Age & Sex Market Area												
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	743	703	<b>1,446</b>	0 to 4 Years	682	656	<b>1,338</b>	0 to 4 Years	684	655	<b>1,339</b>	
5 to 9 Years	832	829	<b>1,661</b>	5 to 9 Years	713	676	<b>1,389</b>	5 to 9 Years	683	655	<b>1,338</b>	
10 to 14 Years	891	860	<b>1,751</b>	10 to 14 Years	740	746	<b>1,486</b>	10 to 14 Years	710	674	<b>1,384</b>	
15 to 17 Years	658	626	<b>1,284</b>	15 to 17 Years	497	480	<b>977</b>	15 to 17 Years	470	467	<b>937</b>	
18 to 20 Years	615	424	<b>1,039</b>	18 to 20 Years	527	429	<b>956</b>	18 to 20 Years	518	431	<b>949</b>	
21 to 24 Years	929	561	<b>1,490</b>	21 to 24 Years	916	571	<b>1,487</b>	21 to 24 Years	939	616	<b>1,555</b>	
25 to 34 Years	2,311	1,384	<b>3,695</b>	25 to 34 Years	2,652	1,500	<b>4,152</b>	25 to 34 Years	2,630	1,463	<b>4,093</b>	
35 to 44 Years	2,197	1,866	<b>4,063</b>	35 to 44 Years	1,970	1,453	<b>3,423</b>	35 to 44 Years	2,009	1,462	<b>3,471</b>	
45 to 54 Years	2,978	2,564	<b>5,542</b>	45 to 54 Years	2,104	1,831	<b>3,935</b>	45 to 54 Years	1,805	1,536	<b>3,341</b>	
55 to 64 Years	2,153	2,096	<b>4,249</b>	55 to 64 Years	2,466	2,349	<b>4,815</b>	55 to 64 Years	2,490	2,336	<b>4,826</b>	
65 to 74 Years	1,221	1,323	<b>2,544</b>	65 to 74 Years	1,683	1,781	<b>3,464</b>	65 to 74 Years	1,962	2,101	<b>4,063</b>	
75 to 84 Years	564	805	<b>1,369</b>	75 to 84 Years	705	898	<b>1,603</b>	75 to 84 Years	744	940	<b>1,684</b>	
85 Years and Up	148	331	<b>479</b>	85 Years and Up	214	424	<b>638</b>	85 Years and Up	234	441	<b>675</b>	
<b>Total</b>	<b>16,240</b>	<b>14,372</b>	<b>30,612</b>	<b>Total</b>	<b>15,869</b>	<b>13,794</b>	<b>29,663</b>	<b>Total</b>	<b>15,878</b>	<b>13,777</b>	<b>29,655</b>	
62+ Years	n/a	n/a	5,529	62+ Years	n/a	n/a	7,053	62+ Years	n/a	n/a	7,859	
<b>Median Age:</b>			<b>42.2</b>	<b>Median Age:</b>			<b>43.9</b>	<b>Median Age:</b>			<b>44.3</b>	

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
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Tel: 916-880-1644



Source: Claritas; Ribbon Demographics

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Percent Population by Age & Sex Market Area											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2.4%	2.3%	4.7%	0 to 4 Years	2.3%	2.2%	4.5%	0 to 4 Years	2.3%	2.2%	4.5%
5 to 9 Years	2.7%	2.7%	5.4%	5 to 9 Years	2.4%	2.3%	4.7%	5 to 9 Years	2.3%	2.2%	4.5%
10 to 14 Years	2.9%	2.8%	5.7%	10 to 14 Years	2.5%	2.5%	5.0%	10 to 14 Years	2.4%	2.3%	4.7%
15 to 17 Years	2.1%	2.0%	4.2%	15 to 17 Years	1.7%	1.6%	3.3%	15 to 17 Years	1.6%	1.6%	3.2%
18 to 20 Years	2.0%	1.4%	3.4%	18 to 20 Years	1.8%	1.4%	3.2%	18 to 20 Years	1.7%	1.5%	3.2%
21 to 24 Years	3.0%	1.8%	4.9%	21 to 24 Years	3.1%	1.9%	5.0%	21 to 24 Years	3.2%	2.1%	5.2%
25 to 34 Years	7.5%	4.5%	12.1%	25 to 34 Years	8.9%	5.1%	14.0%	25 to 34 Years	8.9%	4.9%	13.8%
35 to 44 Years	7.2%	6.1%	13.3%	35 to 44 Years	6.6%	4.9%	11.5%	35 to 44 Years	6.8%	4.9%	11.7%
45 to 54 Years	9.7%	8.4%	18.1%	45 to 54 Years	7.1%	6.2%	13.3%	45 to 54 Years	6.1%	5.2%	11.3%
55 to 64 Years	7.0%	6.8%	13.9%	55 to 64 Years	8.3%	7.9%	16.2%	55 to 64 Years	8.4%	7.9%	16.3%
65 to 74 Years	4.0%	4.3%	8.3%	65 to 74 Years	5.7%	6.0%	11.7%	65 to 74 Years	6.6%	7.1%	13.7%
75 to 84 Years	1.8%	2.6%	4.5%	75 to 84 Years	2.4%	3.0%	5.4%	75 to 84 Years	2.5%	3.2%	5.7%
85 Years and Up	0.5%	1.1%	1.6%	85 Years and Up	0.7%	1.4%	2.2%	85 Years and Up	0.8%	1.5%	2.3%
<b>Total</b>	<b>53.1%</b>	<b>46.9%</b>	<b>100.0%</b>	<b>Total</b>	<b>53.5%</b>	<b>46.5%</b>	<b>100.0%</b>	<b>Total</b>	<b>53.5%</b>	<b>46.5%</b>	<b>100.0%</b>
62+ Years	n/a	n/a	18.1%	62+ Years	n/a	n/a	23.8%	62+ Years	n/a	n/a	26.5%

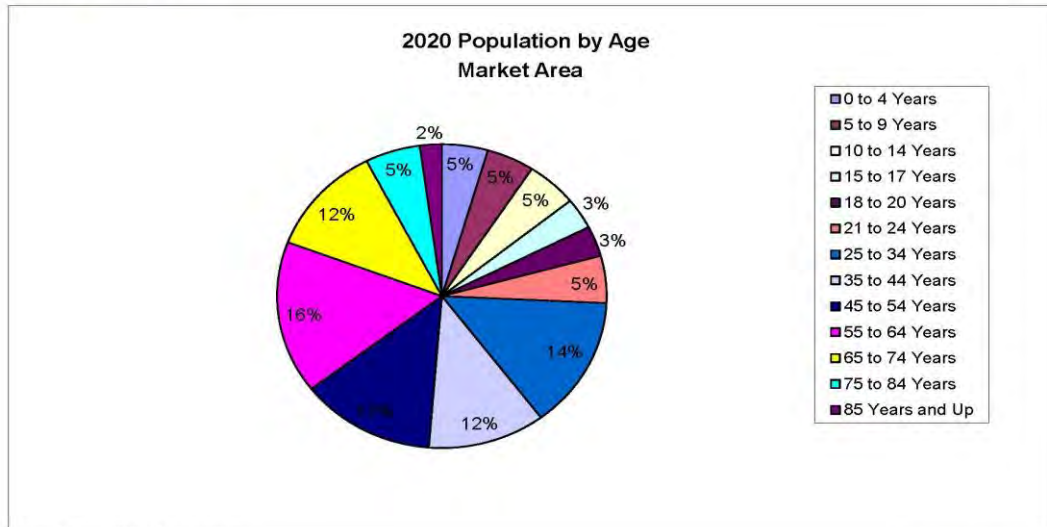
Source: Claritas; Ribbon Demographics

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Changes in Population by Age & Sex									
Market Area									
Estimated Change - 2010 to 2020					Projected Change - 2020 to 2025				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	-61	-47	<b>-108</b>	<b>-7.5%</b>	0 to 4 Years	2	-1	<b>1</b>	<b>0.1%</b>
5 to 9 Years	-119	-153	<b>-272</b>	<b>-16.4%</b>	5 to 9 Years	-30	-21	<b>-51</b>	<b>-3.7%</b>
10 to 14 Years	-151	-114	<b>-265</b>	<b>-15.1%</b>	10 to 14 Years	-30	-72	<b>-102</b>	<b>-6.9%</b>
15 to 17 Years	-161	-146	<b>-307</b>	<b>-23.9%</b>	15 to 17 Years	-27	-13	<b>-40</b>	<b>-4.1%</b>
18 to 20 Years	-88	5	<b>-83</b>	<b>-8.0%</b>	18 to 20 Years	-9	2	<b>-7</b>	<b>-0.7%</b>
21 to 24 Years	-13	10	<b>-3</b>	<b>-0.2%</b>	21 to 24 Years	23	45	<b>68</b>	<b>4.6%</b>
25 to 34 Years	341	116	<b>457</b>	<b>12.4%</b>	25 to 34 Years	-22	-37	<b>-59</b>	<b>-1.4%</b>
35 to 44 Years	-227	-413	<b>-640</b>	<b>-15.8%</b>	35 to 44 Years	39	9	<b>48</b>	<b>1.4%</b>
45 to 54 Years	-874	-733	<b>-1,607</b>	<b>-29.0%</b>	45 to 54 Years	-299	-295	<b>-594</b>	<b>-15.1%</b>
55 to 64 Years	313	253	<b>566</b>	<b>13.3%</b>	55 to 64 Years	24	-13	<b>11</b>	<b>0.2%</b>
65 to 74 Years	462	458	<b>920</b>	<b>36.2%</b>	65 to 74 Years	279	320	<b>599</b>	<b>17.3%</b>
75 to 84 Years	141	93	<b>234</b>	<b>17.1%</b>	75 to 84 Years	39	42	<b>81</b>	<b>5.1%</b>
85 Years and Up	66	93	<b>159</b>	<b>33.2%</b>	85 Years and Up	20	17	<b>37</b>	<b>5.8%</b>
<b>Total</b>	<b>-371</b>	<b>-578</b>	<b>-949</b>	<b>-3.1%</b>	<b>Total</b>	<b>9</b>	<b>-17</b>	<b>-8</b>	<b>0.0%</b>
62+ Years	n/a	n/a	1,524	27.6%	62+ Years	n/a	n/a	806	11.4%

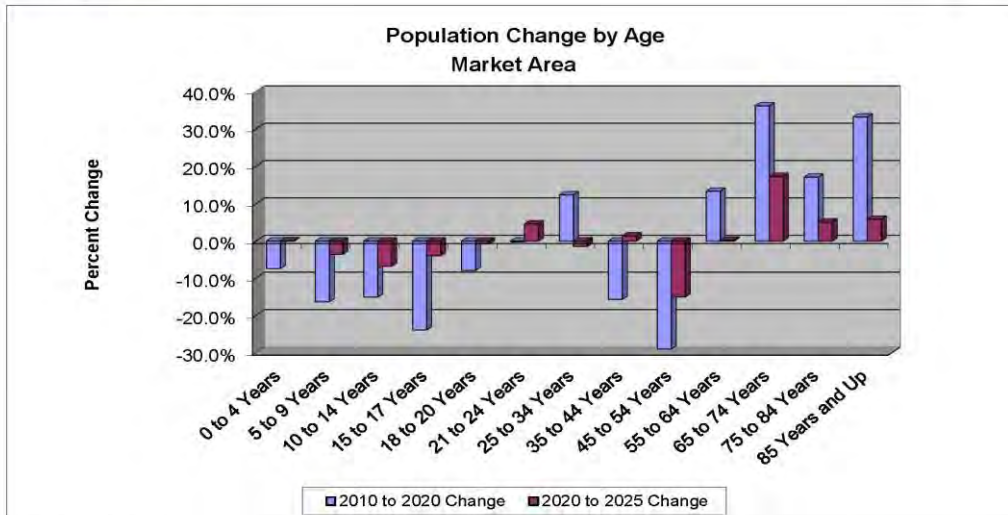
Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
 www.ribbondata.com  
 Tel: 916-880-1644

**POPULATION DATA**

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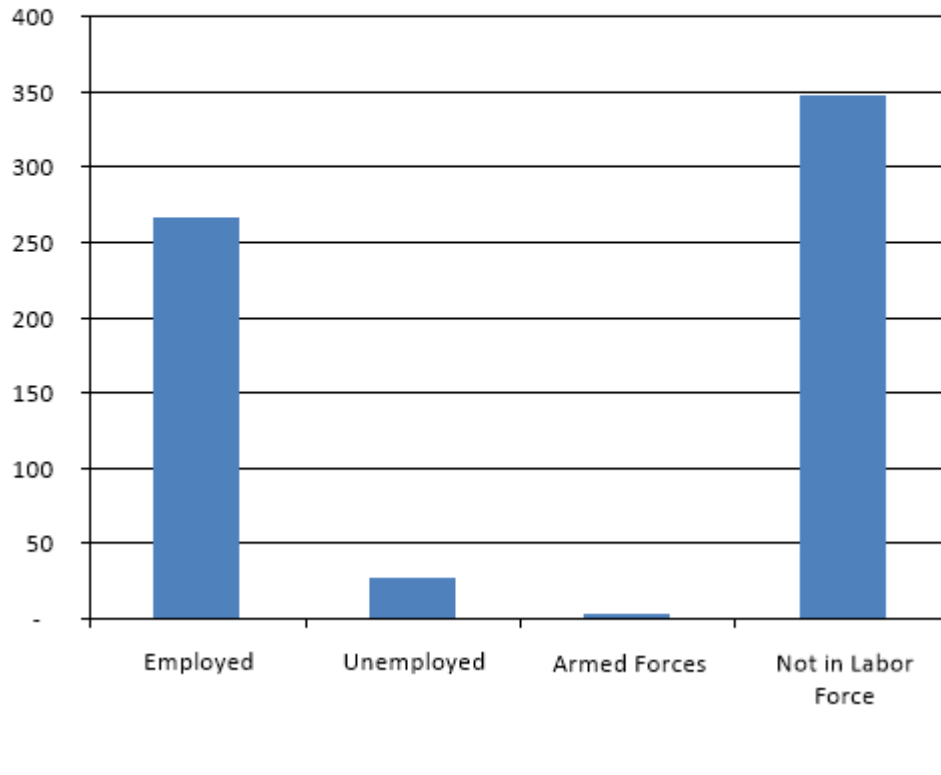
Claritas



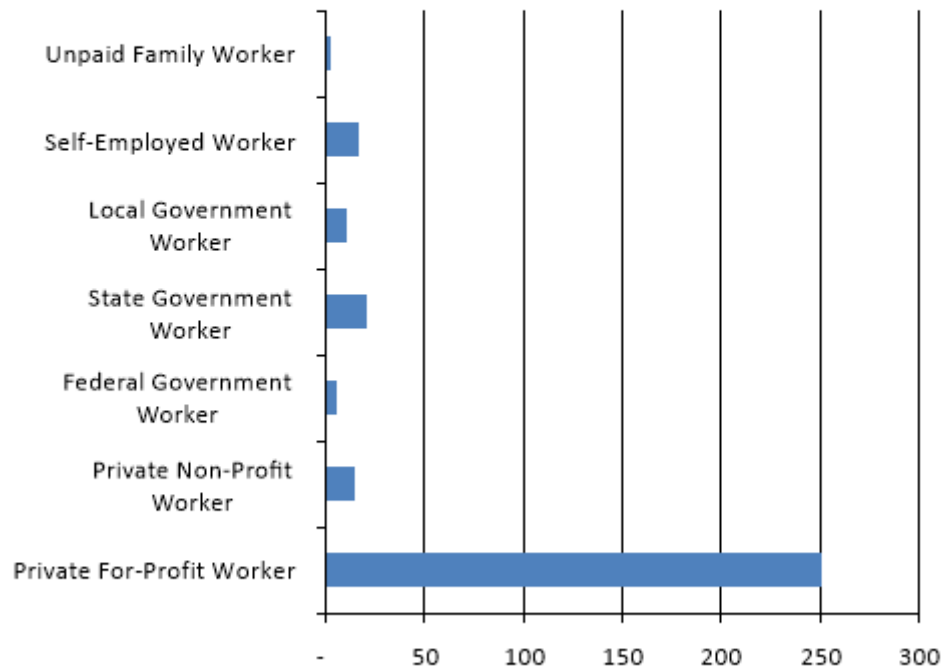
Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
 www.ribbondata.com  
 Tel: 916-880-1644

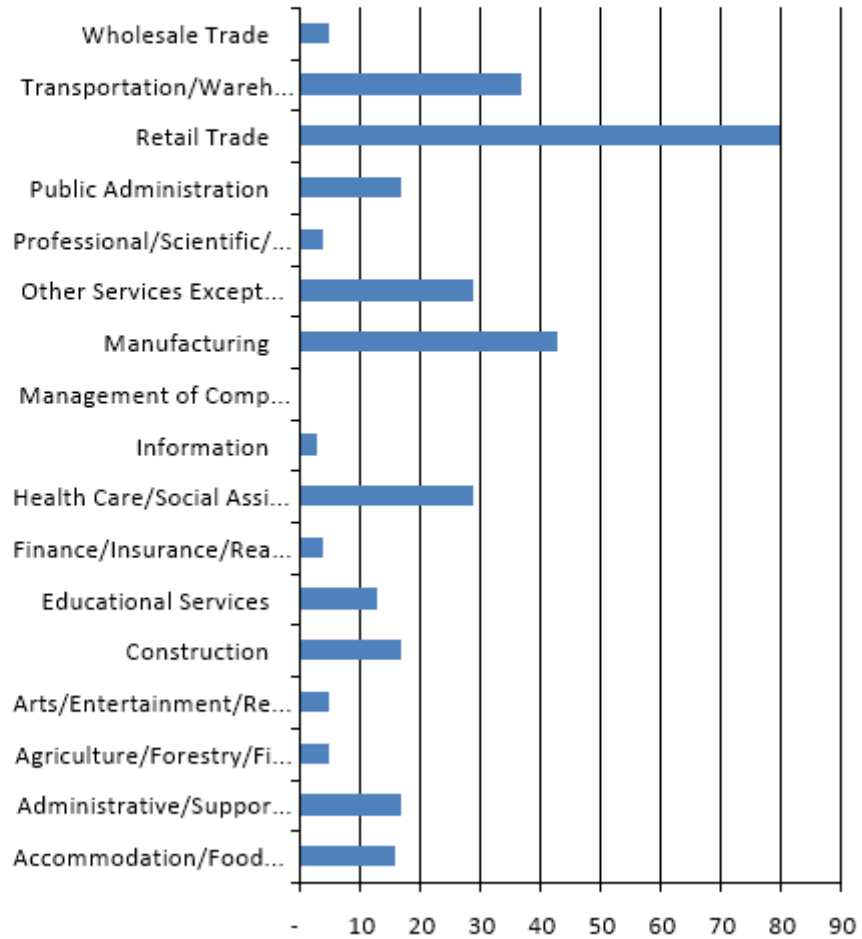
**Employed Civilian Population Aged  
16+ Years - Employment Status -  
2019 Estimates  
Wakefield town, Virginia**



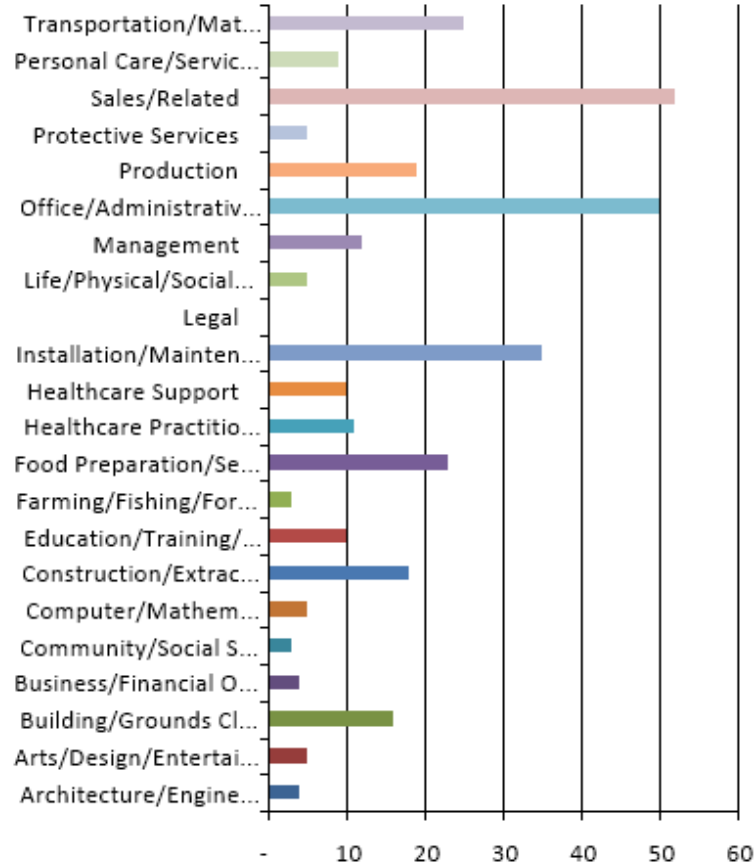
## Employed Civilian Population by Class of Worker - 2019 Estimates Wakefield town, Virginia



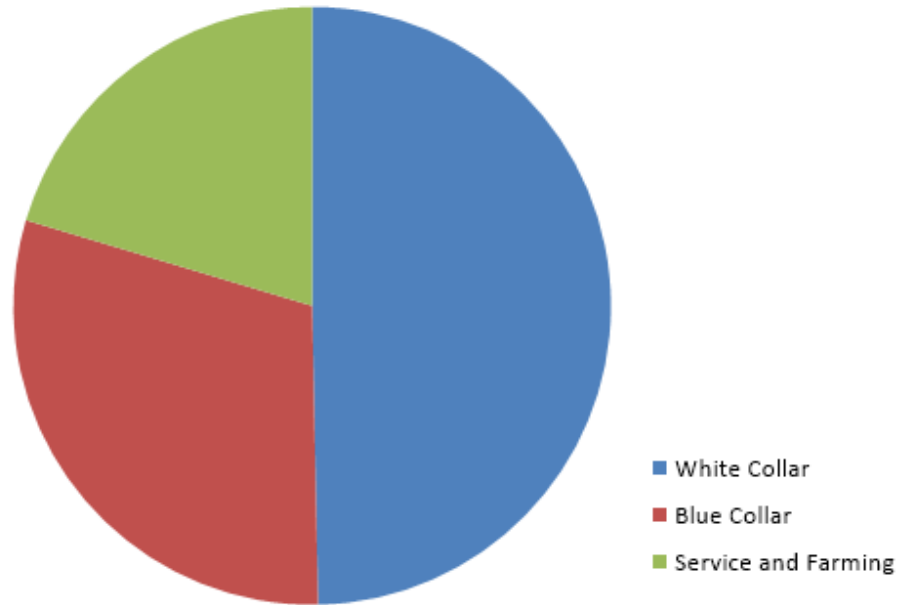
# Employed Civilian Population Aged 16+ Years by Industry - 2019 Estimates Wakefield town, Virginia



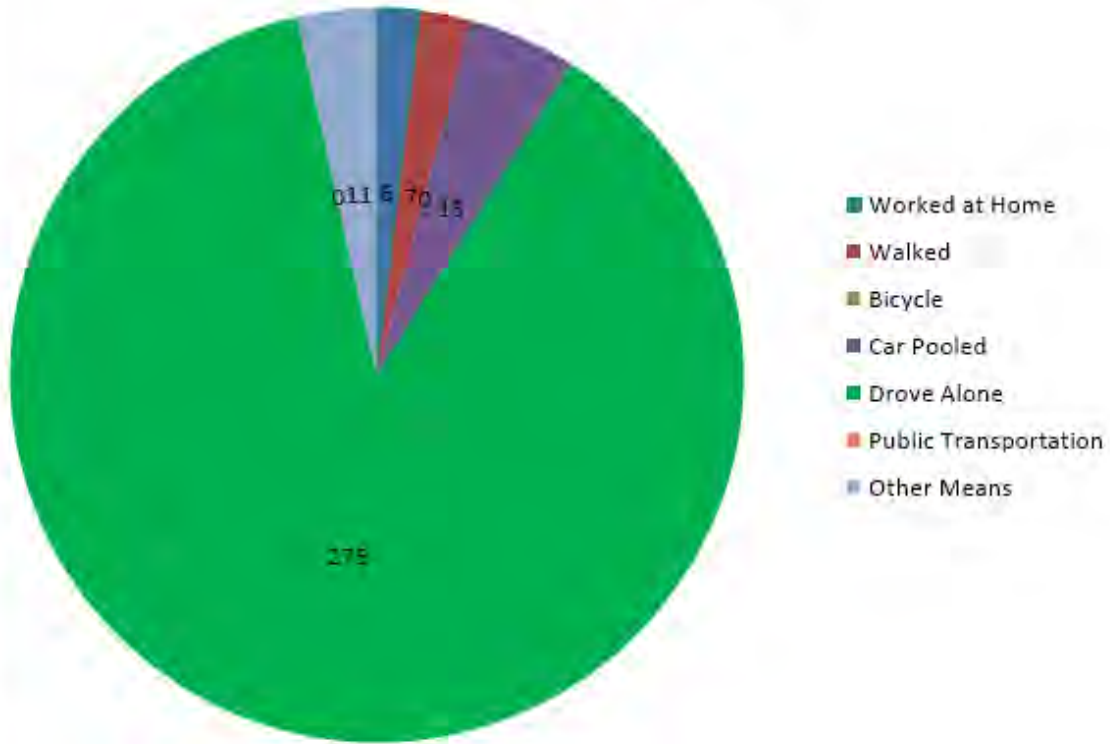
## Employed Civilian Population Aged 16+ Years by Occupation - 2019 Estimates Wakefield town, Virginia



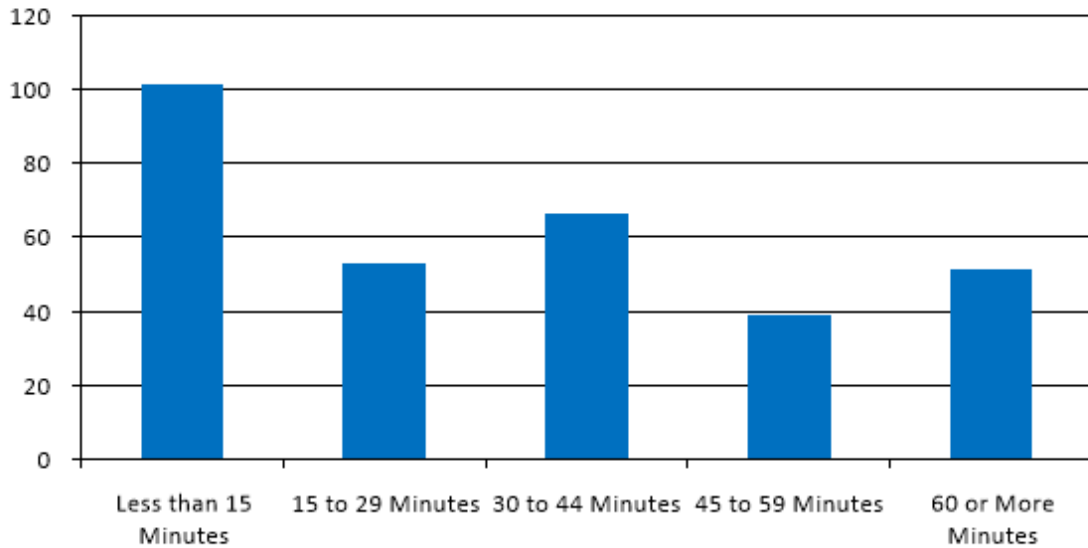
**Employed Civilian Population Aged 16+ Years by  
Occupation - 2019 Estimates  
Wakefield town, Virginia**



**Employed Civilian Population Aged 16+ Years  
Transportation to Work - 2019 Estimates  
Wakefield town, Virginia**



## Employed Civilian Population Aged 16+ Years Transportation to Work - 2019 Estimates Wakefield town, Virginia



Source: Ribbon Demographics; Claritas

  
 ribbon demographics

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Employed Civilian Population Aged 16+ Years	
Employment Status	
Current Year Estimates - 2019	
Wakefield town, Virginia	
Status	Number
Employed	266
Unemployed	27
Armed Forces	3
Not in Labor Force	347
Unemployed	9.22%

Source: Ribbon Demographics; Claritas



<b>Employed Civilian Population by Class of Worker</b> <b>Current Year Estimates - 2019</b> Wakefield town, Virginia		
Industry	Number Employed	Percent Employed
Private For-Profit Worker	251	77.5%
Private Non-Profit Worker	15	4.6%
Federal Government Worker	6	1.9%
State Government Worker	21	6.5%
Local Government Worker	11	3.4%
Self-Employed Worker	17	5.2%
Unpaid Family Worker	3	0.9%
<b>Total:</b>	<b>324</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

<b>Employed Civilian Population Aged 16+ Years by Industry</b> <b>Current Year Estimates - 2019</b> Wakefield town, Virginia		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	16	4.9%
Administrative/Support/Waste Management	17	5.2%
Agriculture/Forestry/Fishing/Hunting/Mining	5	1.5%
Arts/Entertainment/Recreation	5	1.5%
Construction	17	5.2%
Educational Services	13	4.0%
Finance/Insurance/Real Estate/Rent/Lease	4	1.2%
Health Care/Social Assistance	29	9.0%
Information	3	0.9%
Management of Companies and Enterprises	-	0.0%
Manufacturing	43	13.3%
Other Services Except Public Administration	29	9.0%
Professional/Scientific/Technical Services	4	1.2%
Public Administration	17	5.2%
Retail Trade	80	24.7%
Transportation/Warehousing/Utilities	37	11.4%
Wholesale Trade	5	1.5%
<b>Total:</b>	<b>324</b>	<b>100.0%</b>

Source: Ribbon Demographics; Claritas

<b>Employed Civilian Population Aged 16+ Years by Occupation</b> <b>Current Year Estimates - 2019</b> Wakefield town, Virginia		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	4	1.2%
Arts/Design/Entertainment/Sports/Media	5	1.5%
Building/Grounds Cleaning/Maintenance	16	4.9%
Business/Financial Operations	4	1.2%
Community/Social Services	3	0.9%
Computer/Mathematical	5	1.5%
Construction/Extraction	18	5.6%
Education/Training/Library	10	3.1%
Farming/Fishing/Forestry	3	0.9%
Food Preparation/Serving Related	23	7.1%
Healthcare Practitioner/Technician	11	3.4%
Healthcare Support	10	3.1%
Installation/Maintenance/Repair	35	10.8%
Legal	-	0.0%
Life/Physical/Social Science	5	1.5%
Management	12	3.7%
Office/Administrative Support	50	15.4%
Production	19	5.9%
Protective Services	5	1.5%
Sales/Related	52	16.0%
Personal Care/Service	9	2.8%
Transportation/Material Moving	25	7.7%
<b>Total:</b>	<b>324</b>	<b>100.0%</b>
White Collar	161	49.7%
Blue Collar	97	29.9%
Service and Farming	66	20.4%
<b>Total:</b>	<b>324</b>	<b>100.0%</b>

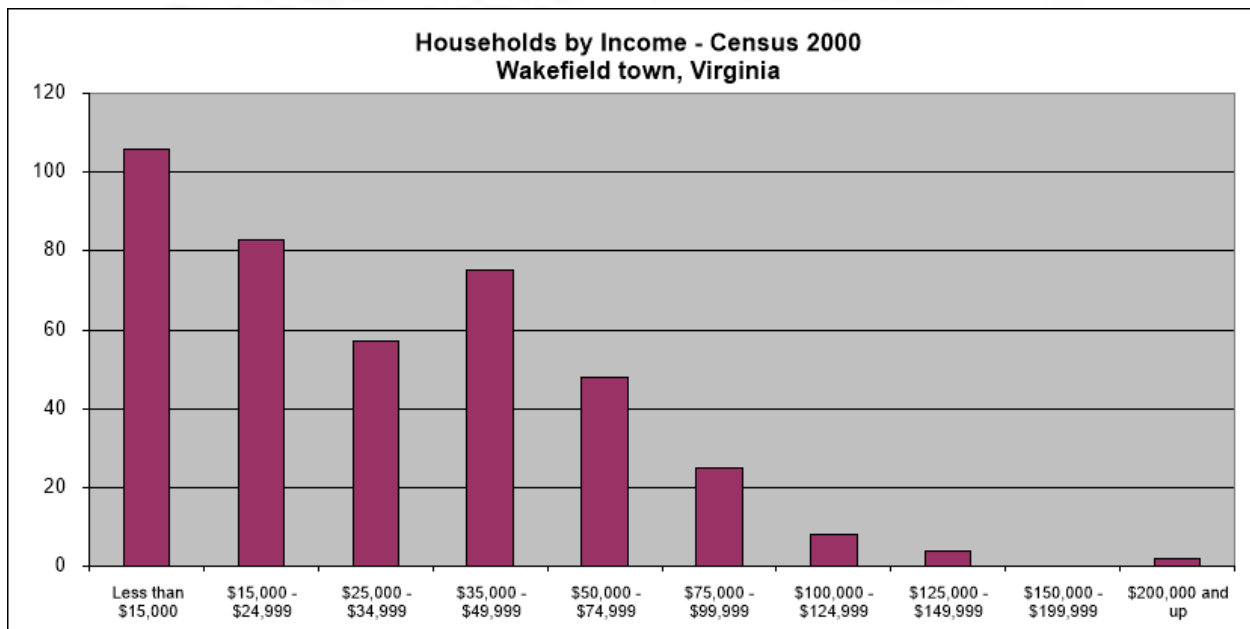
Source: Ribbon Demographics; Claritas

<b>Employed Civilian Population Aged 16+ Years</b> <b>Transportation to Work</b> <i>Current Year Estimates - 2019</i> <b>Wakefield town, Virginia</b>		
Transportation Mode	Number	Percent
Worked at Home	6	1.9%
Walked	7	2.2%
Bicycle	0	0.0%
Car Pooled	15	4.8%
Drove Alone	275	87.6%
Public Transportation	0	0.0%
Other Means	<u>11</u>	<u>3.5%</u>
<b>Total:</b>	<b>314</b>	<b>100.0%</b>

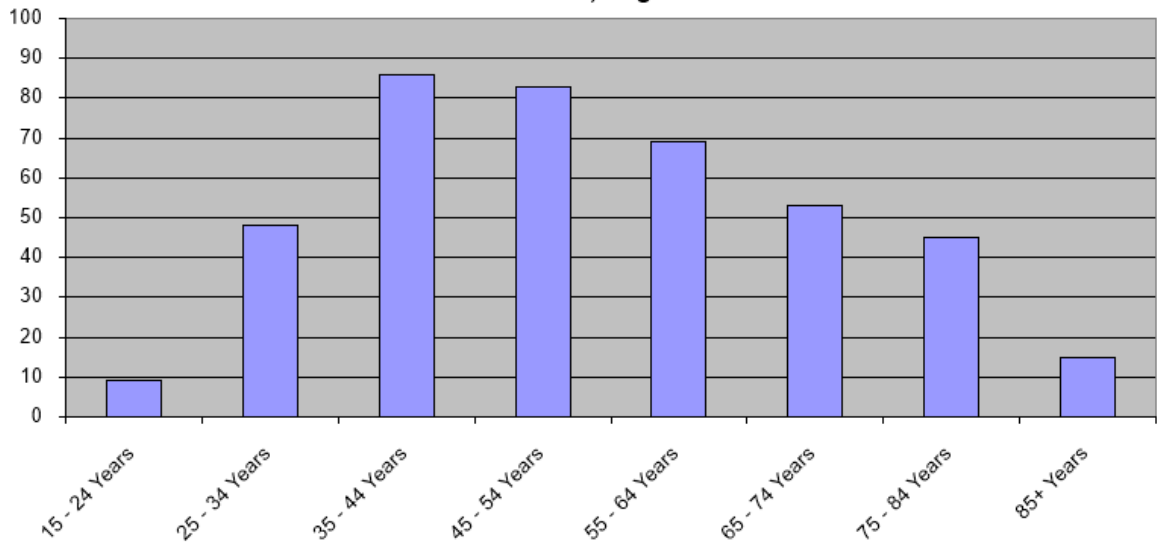
*Source: Ribbon Demographics; Claritas*

<b>Employed Civilian Population Aged 16+ Years</b> <b>Travel Time to Work</b> <i>Current Year Estimates - 2019</i> <b>Wakefield town, Virginia</b>		
Travel Time	Number	Percent
Less than 15 Minutes	101	32.6%
15 to 29 Minutes	53	17.1%
30 to 44 Minutes	66	21.3%
45 to 59 Minutes	39	12.6%
60 or More Minutes	51	16.5%
<b>Total:</b>	<b>310</b>	<b>100.0%</b>

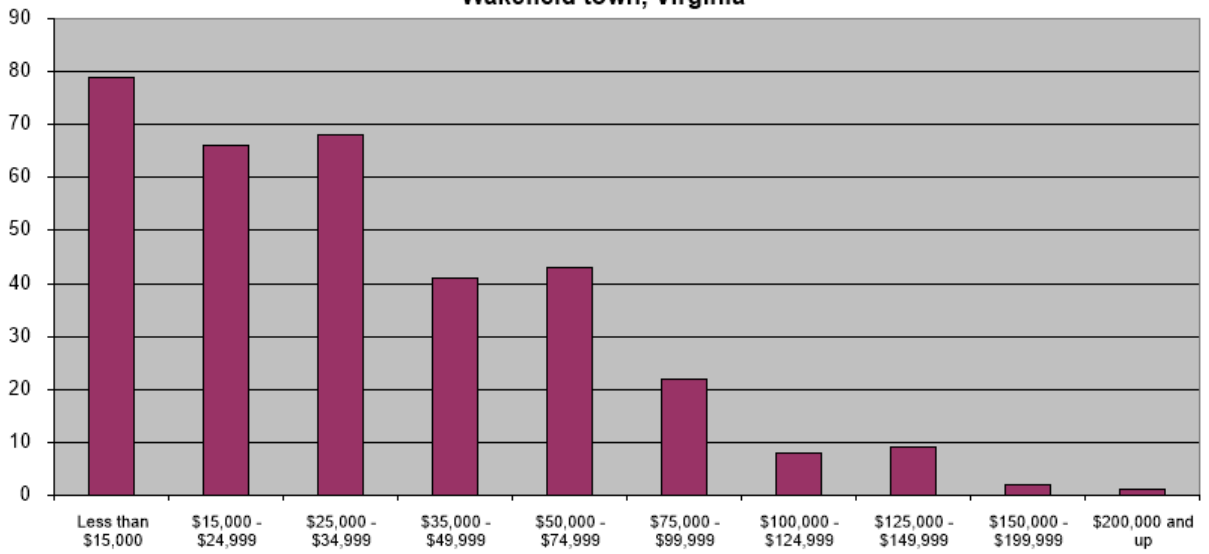
*Source: Ribbon Demographics; Clartas*



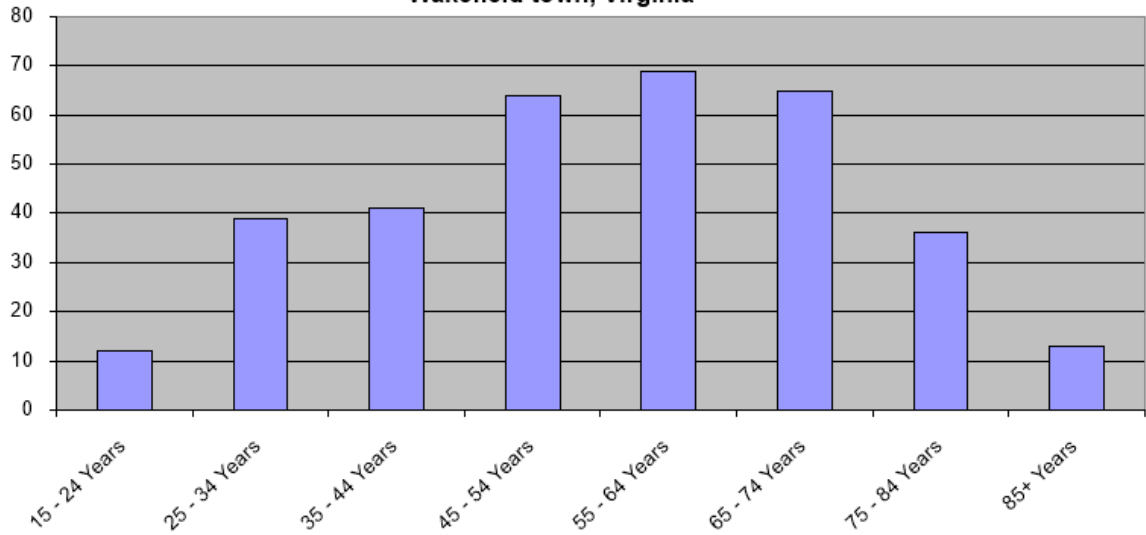
**Households by Age - Census 2000  
Wakefield town, Virginia**



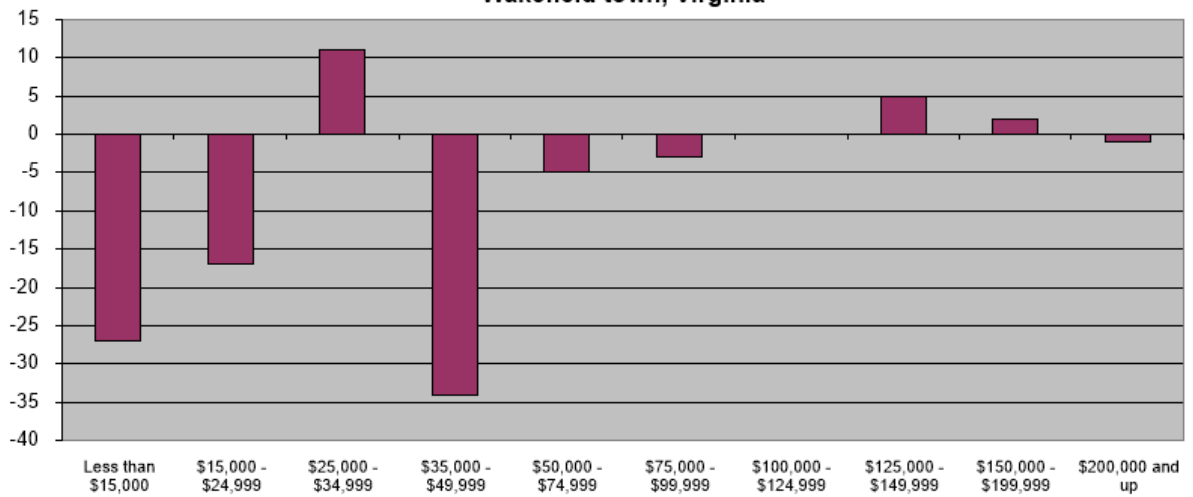
**Estimated Households by Income - 2019  
Wakefield town, Virginia**



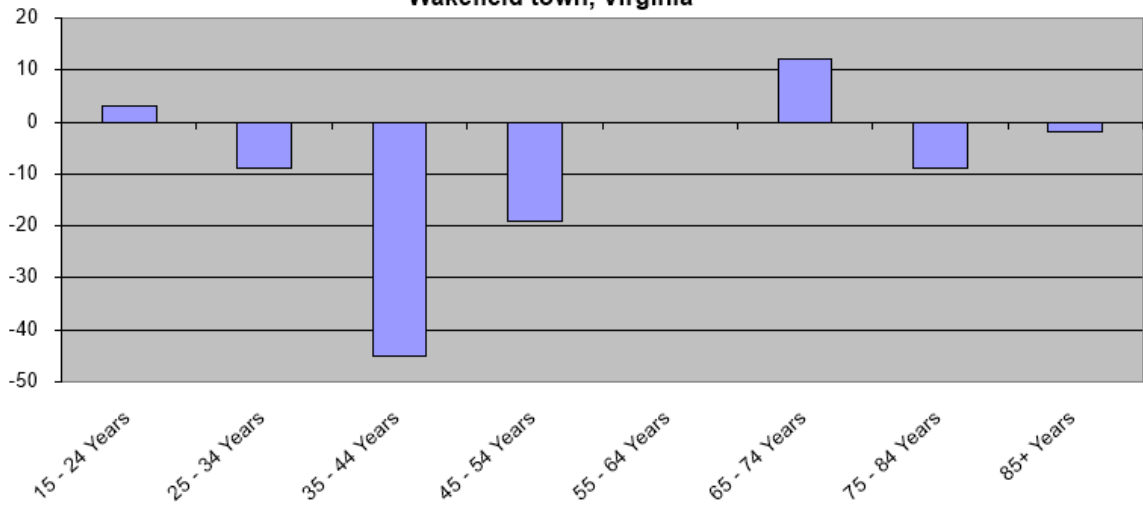
**Estimated Households by Age - 2019**  
Wakefield town, Virginia



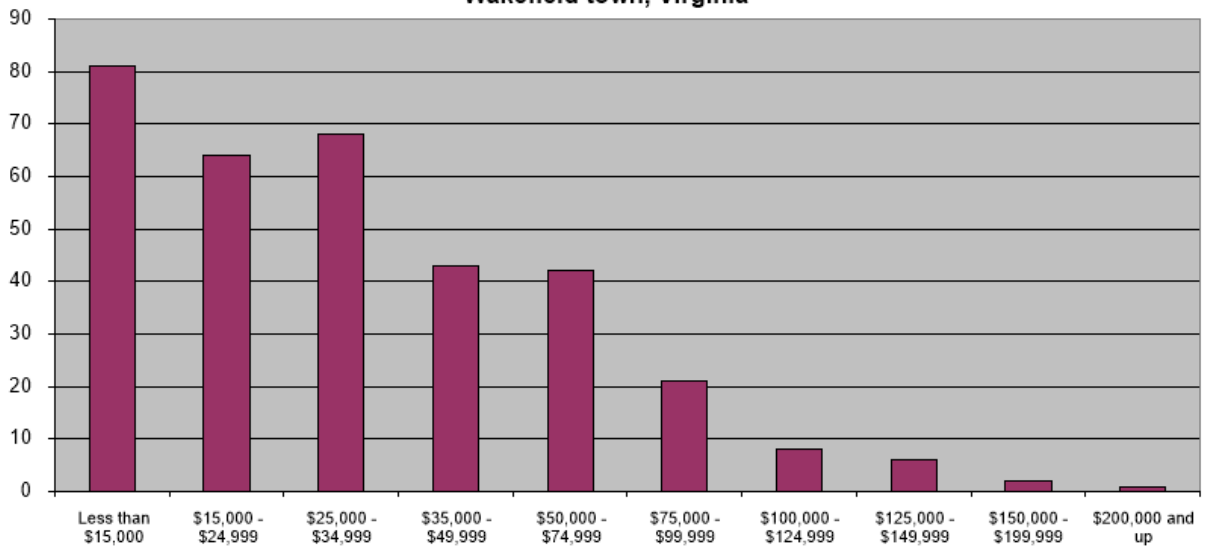
**Estimated Household Income Change 2000 - 2019**  
Wakefield town, Virginia



**Estimated Household Age Change 2000 - 2019**  
Wakefield town, Virginia

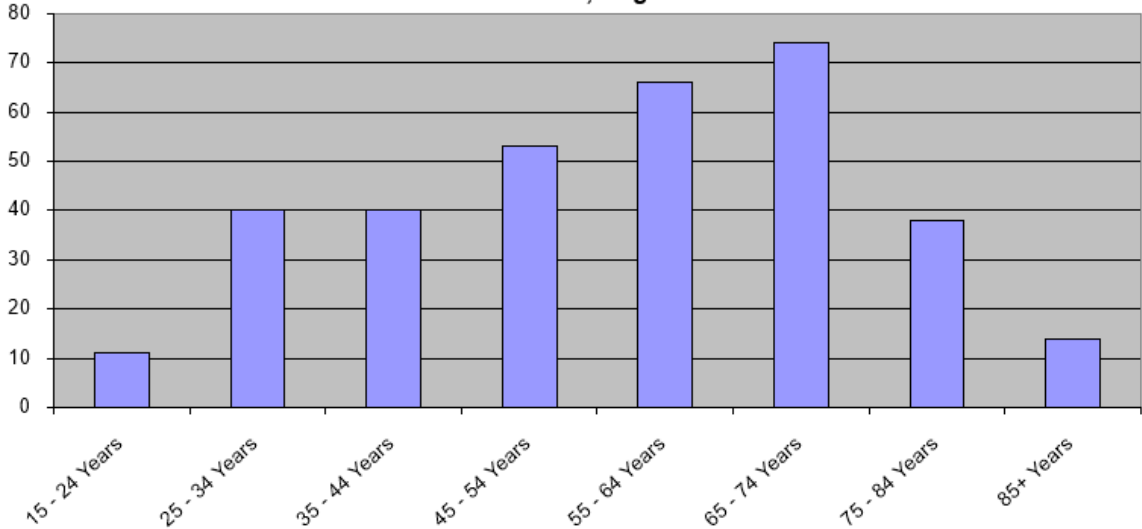


**Projected Households by Income - 2024**  
Wakefield town, Virginia

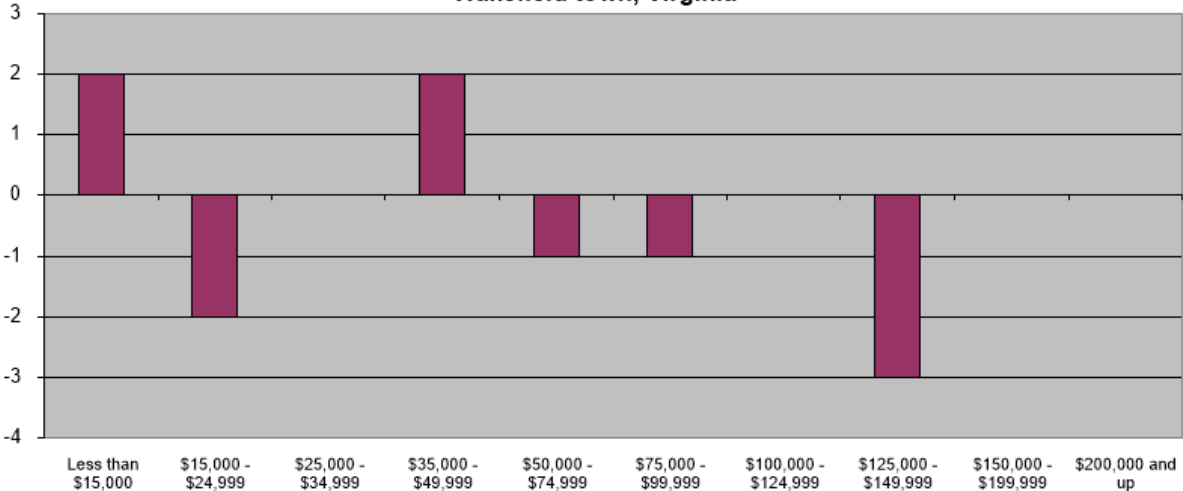


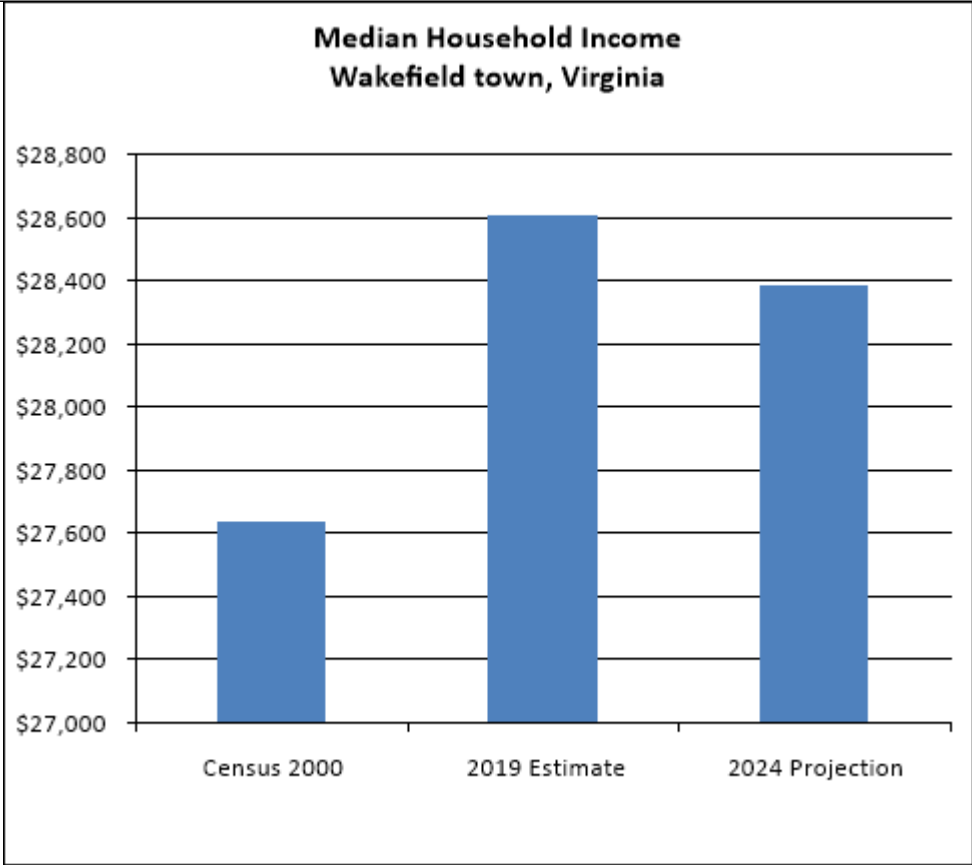
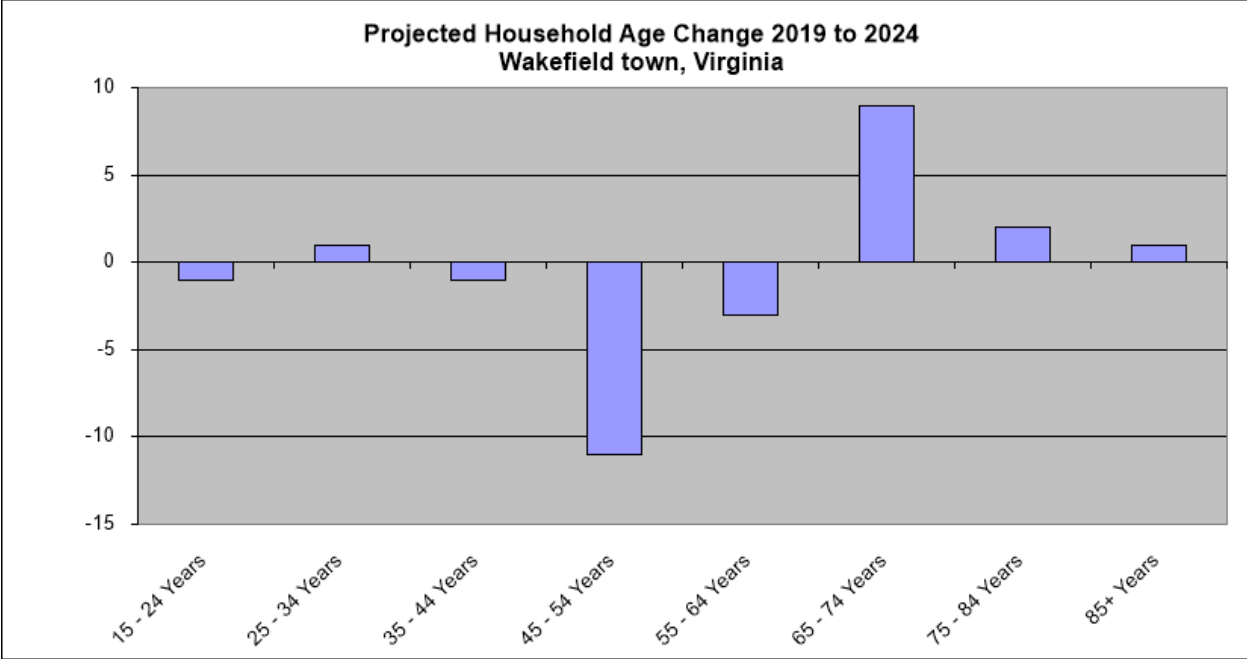


**Projected Households by Age - 2024  
Wakefield town, Virginia**



**Projected Household Income Change 2019 to 2024  
Wakefield town, Virginia**





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Households by Income and Age										
Wakefield town, Virginia										
Census Data - 2000										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	3	10	23	6	16	21	20	7	106	26.0%
\$15,000 - \$24,999	2	7	20	21	11	8	10	4	83	20.3%
\$25,000 - \$34,999	3	8	13	12	9	9	2	1	57	14.0%
\$35,000 - \$49,999	1	17	24	13	12	3	4	1	75	18.4%
\$50,000 - \$74,999	0	5	5	15	13	4	5	1	48	11.8%
\$75,000 - \$99,999	0	0	1	10	5	4	4	1	25	6.1%
\$100,000 - \$124,999	0	0	0	5	1	2	0	0	8	2.0%
\$125,000 - \$149,999	0	1	0	1	2	0	0	0	4	1.0%
\$150,000 - \$199,999	0	0	0	0	0	0	0	0	0	0.0%
\$200,000 and up	0	0	0	0	0	2	0	0	2	0.5%
<b>Total</b>	<b>9</b>	<b>48</b>	<b>86</b>	<b>83</b>	<b>69</b>	<b>53</b>	<b>45</b>	<b>15</b>	<b>408</b>	<b>100.0%</b>
<b>Percent</b>	<b>2.2%</b>	<b>11.8%</b>	<b>21.1%</b>	<b>20.3%</b>	<b>16.9%</b>	<b>13.0%</b>	<b>11.0%</b>	<b>3.7%</b>	<b>100.0%</b>	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Wakefield town, Virginia										
Current Year Estimates - 2019										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	0	11	11	13	15	16	8	5	79	23.3%
\$15,000 - \$24,999	0	11	12	9	11	12	8	3	66	19.5%
\$25,000 - \$34,999	4	6	7	10	11	17	10	3	68	20.1%
\$35,000 - \$49,999	6	5	5	5	6	8	5	1	41	12.1%
\$50,000 - \$74,999	2	2	3	13	14	6	2	1	43	12.7%
\$75,000 - \$99,999	0	1	1	7	6	5	2	0	22	6.5%
\$100,000 - \$124,999	0	1	1	3	2	1	0	0	8	2.4%
\$125,000 - \$149,999	0	2	1	3	3	0	0	0	9	2.7%
\$150,000 - \$199,999	0	0	0	1	1	0	0	0	2	0.6%
\$200,000 and up	0	0	0	0	0	0	1	0	1	0.3%
<b>Total</b>	<b>12</b>	<b>39</b>	<b>41</b>	<b>64</b>	<b>69</b>	<b>65</b>	<b>36</b>	<b>13</b>	<b>339</b>	<b>100.0%</b>
<b>Percent</b>	<b>3.5%</b>	<b>11.5%</b>	<b>12.1%</b>	<b>18.9%</b>	<b>20.4%</b>	<b>19.2%</b>	<b>10.6%</b>	<b>3.8%</b>	<b>100.0%</b>	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Wakefield town, Virginia										
Estimated Change - 2000 to 2019										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent Change
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	-3	1	-12	7	-1	-5	-12	-2	-27	-25.5%
\$15,000 - \$24,999	-2	4	-8	-12	0	4	-2	-1	-17	-20.5%
\$25,000 - \$34,999	1	-2	-6	-2	2	8	8	2	11	19.3%
\$35,000 - \$49,999	5	-12	-19	-8	-6	5	1	0	-34	-45.3%
\$50,000 - \$74,999	2	-3	-2	-2	1	2	-3	0	-5	-10.4%
\$75,000 - \$99,999	0	1	0	-3	1	1	-2	-1	-3	-12.0%
\$100,000 - \$124,999	0	1	1	-2	1	-1	0	0	0	0.0%
\$125,000 - \$149,999	0	1	1	2	1	0	0	0	5	125.0%
\$150,000 - \$199,999	0	0	0	1	1	0	0	0	2	#DIV/0!
\$200,000 and up	0	0	0	0	0	-2	1	0	-1	-50.0%
<b>Total</b>	<b>3</b>	<b>-9</b>	<b>-45</b>	<b>-19</b>	<b>0</b>	<b>12</b>	<b>-9</b>	<b>-2</b>	<b>-69</b>	<b>-16.9%</b>
<b>Percent Change</b>	<b>33.3%</b>	<b>-18.8%</b>	<b>-52.3%</b>	<b>-22.9%</b>	<b>0.0%</b>	<b>22.6%</b>	<b>-20.0%</b>	<b>-13.3%</b>	<b>-16.9%</b>	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Wakefield town, Virginia										
Five Year Projections - 2024										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	0	12	12	11	15	18	9	4	81	24.1%
\$15,000 - \$24,999	0	11	12	8	10	13	7	3	64	19.0%
\$25,000 - \$34,999	3	5	5	8	12	19	12	4	68	20.2%
\$35,000 - \$49,999	6	5	5	5	6	10	5	1	43	12.8%
\$50,000 - \$74,999	2	3	3	11	13	7	2	1	42	12.5%
\$75,000 - \$99,999	0	1	2	5	5	6	2	0	21	6.3%
\$100,000 - \$124,999	0	1	1	2	3	1	0	0	8	2.4%
\$125,000 - \$149,999	0	2	0	2	2	0	0	0	6	1.8%
\$150,000 - \$199,999	0	0	0	1	0	0	0	1	2	0.6%
\$200,000 and up	0	0	0	0	0	0	1	0	1	0.3%
<b>Total</b>	<b>11</b>	<b>40</b>	<b>40</b>	<b>53</b>	<b>66</b>	<b>74</b>	<b>38</b>	<b>14</b>	<b>336</b>	<b>100.0%</b>
<b>Percent</b>	<b>3.3%</b>	<b>11.9%</b>	<b>11.9%</b>	<b>15.8%</b>	<b>19.6%</b>	<b>22.0%</b>	<b>11.3%</b>	<b>4.2%</b>	<b>100.0%</b>	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Wakefield town, Virginia										
Projected Change - 2019 to 2024										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	0	1	1	-2	0	2	1	-1	2	2.5%
\$15,000 - \$24,999	0	0	0	-1	-1	1	-1	0	-2	-3.0%
\$25,000 - \$34,999	-1	-1	-2	-2	1	2	2	1	0	0.0%
\$35,000 - \$49,999	0	0	0	0	0	2	0	0	2	4.9%
\$50,000 - \$74,999	0	1	0	-2	-1	1	0	0	-1	-2.3%
\$75,000 - \$99,999	0	0	1	-2	-1	1	0	0	-1	-4.5%
\$100,000 - \$124,999	0	0	0	-1	1	0	0	0	0	0.0%
\$125,000 - \$149,999	0	0	-1	-1	-1	0	0	0	-3	-33.3%
\$150,000 - \$199,999	0	0	0	0	-1	0	0	1	0	0.0%
\$200,000 and up	0	0	0	0	0	0	0	0	0	0.0%
<b>Total</b>	<b>-1</b>	<b>1</b>	<b>-1</b>	<b>-11</b>	<b>-3</b>	<b>9</b>	<b>2</b>	<b>1</b>	<b>-3</b>	<b>-0.9%</b>
<b>Percent Change</b>	<b>-8.3%</b>	<b>2.6%</b>	<b>-2.4%</b>	<b>-17.2%</b>	<b>-4.3%</b>	<b>13.8%</b>	<b>5.6%</b>	<b>7.7%</b>	<b>-0.9%</b>	

Source: Claritas; Ribbon Demographics

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Median Household Income		
Wakefield town, Virginia		
Census 2000	2019 Estimate	2024 Projection
\$27,632	\$28,603	\$28,382

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Median Household Income by Area			
Wakefield town, Virginia			
Geography ID	Census 2000	2010 Estimate	2014 Projections
5182384	\$27,652	\$28,603	\$28,382

HISTA 2.2 Summary Data Wakefield town, Virginia

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Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	0	0	8	0	0	8
\$10,000-20,000	1	0	2	3	15	21
\$20,000-30,000	8	0	4	0	0	12
\$30,000-40,000	0	0	0	10	0	10
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	20	0	0	0	20
\$60,000-75,000	0	0	1	0	0	1
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	1	0	0	0	0	1
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	10	0	0	0	0	10
<b>Total</b>	<b>20</b>	<b>20</b>	<b>15</b>	<b>13</b>	<b>15</b>	<b>83</b>

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3	2	0	0	0	5
\$10,000-20,000	5	0	1	4	0	10
\$20,000-30,000	0	0	0	2	0	2
\$30,000-40,000	2	2	0	0	0	4
\$40,000-50,000	0	1	3	0	0	4
\$50,000-60,000	0	0	0	3	0	3
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	1	0	0	1
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	1	0	1
\$200,000+	3	1	0	0	1	5
<b>Total</b>	<b>13</b>	<b>6</b>	<b>5</b>	<b>10</b>	<b>1</b>	<b>35</b>

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3	2	0	0	0	5
\$10,000-20,000	5	0	1	0	0	6
\$20,000-30,000	0	0	0	0	0	0
\$30,000-40,000	2	0	0	0	0	2
\$40,000-50,000	0	1	3	0	0	4
\$50,000-60,000	0	0	0	0	0	0
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	1	0	0	1
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	1	0	0	0	1	2
<b>Total</b>	<b>13</b>	<b>3</b>	<b>5</b>	<b>0</b>	<b>1</b>	<b>22</b>

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3	2	8	0	0	13
\$10,000-20,000	6	0	3	7	15	31
\$20,000-30,000	8	0	4	2	0	14
\$30,000-40,000	2	2	0	10	0	14
\$40,000-50,000	0	1	3	0	0	4
\$50,000-60,000	0	20	0	3	0	23
\$60,000-75,000	0	0	1	0	0	1
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	1	0	1	0	0	2
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	1	0	1
\$200,000+	13	1	0	0	1	15
<b>Total</b>	<b>33</b>	<b>26</b>	<b>20</b>	<b>23</b>	<b>16</b>	<b>118</b>

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Percent Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	0.0%	0.0%	9.6%	0.0%	0.0%	9.6%
\$10,000-20,000	1.2%	0.0%	2.4%	3.6%	18.1%	25.3%
\$20,000-30,000	9.6%	0.0%	4.8%	0.0%	0.0%	14.5%
\$30,000-40,000	0.0%	0.0%	0.0%	12.0%	0.0%	12.0%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	24.1%	0.0%	0.0%	0.0%	24.1%
\$60,000-75,000	0.0%	0.0%	1.2%	0.0%	0.0%	1.2%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	1.2%	0.0%	0.0%	0.0%	0.0%	1.2%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	12.0%	0.0%	0.0%	0.0%	0.0%	12.0%
<b>Total</b>	<b>24.1%</b>	<b>24.1%</b>	<b>18.1%</b>	<b>15.7%</b>	<b>18.1%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	8.6%	5.7%	0.0%	0.0%	0.0%	14.3%
\$10,000-20,000	14.3%	0.0%	2.9%	11.4%	0.0%	28.6%
\$20,000-30,000	0.0%	0.0%	0.0%	5.7%	0.0%	5.7%
\$30,000-40,000	5.7%	5.7%	0.0%	0.0%	0.0%	11.4%
\$40,000-50,000	0.0%	2.9%	8.6%	0.0%	0.0%	11.4%
\$50,000-60,000	0.0%	0.0%	0.0%	8.6%	0.0%	8.6%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	2.9%	0.0%	0.0%	2.9%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	2.9%	0.0%	2.9%
\$200,000+	8.6%	2.9%	0.0%	0.0%	2.9%	14.3%
<b>Total</b>	<b>37.1%</b>	<b>17.1%</b>	<b>14.3%</b>	<b>28.6%</b>	<b>2.9%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	13.6%	9.1%	0.0%	0.0%	0.0%	22.7%
\$10,000-20,000	22.7%	0.0%	4.5%	0.0%	0.0%	27.3%
\$20,000-30,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$30,000-40,000	9.1%	0.0%	0.0%	0.0%	0.0%	9.1%
\$40,000-50,000	0.0%	4.5%	13.6%	0.0%	0.0%	18.2%
\$50,000-60,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	4.5%	0.0%	0.0%	4.5%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	13.6%	0.0%	0.0%	0.0%	4.5%	18.2%
<b>Total</b>	<b>59.1%</b>	<b>13.6%</b>	<b>22.7%</b>	<b>0.0%</b>	<b>4.5%</b>	<b>100.0%</b>

Percent Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	2.5%	1.7%	6.8%	0.0%	0.0%	11.0%
\$10,000-20,000	5.1%	0.0%	2.5%	5.9%	12.7%	26.3%
\$20,000-30,000	6.8%	0.0%	3.4%	1.7%	0.0%	11.9%
\$30,000-40,000	1.7%	1.7%	0.0%	8.5%	0.0%	11.9%
\$40,000-50,000	0.0%	0.8%	2.5%	0.0%	0.0%	3.4%
\$50,000-60,000	0.0%	16.9%	0.0%	2.5%	0.0%	19.5%
\$60,000-75,000	0.0%	0.0%	0.8%	0.0%	0.0%	0.8%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.8%	0.0%	0.8%	0.0%	0.0%	1.7%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.8%	0.0%	0.8%
\$200,000+	11.0%	0.8%	0.0%	0.0%	0.8%	12.7%
<b>Total</b>	<b>28.0%</b>	<b>22.0%</b>	<b>16.9%</b>	<b>19.5%</b>	<b>13.6%</b>	<b>100.0%</b>



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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	2	0	0	0	0	2
\$10,000-20,000	0	0	0	0	0	0
\$20,000-30,000	0	0	5	0	0	5
\$30,000-40,000	0	0	0	0	0	0
\$40,000-50,000	0	18	0	4	0	22
\$50,000-60,000	0	5	0	0	0	5
\$60,000-75,000	0	7	3	5	0	15
\$75,000-100,000	0	0	2	11	0	13
\$100,000-125,000	0	1	0	3	0	4
\$125,000-150,000	0	0	2	0	0	2
\$150,000-200,000	1	0	0	0	0	1
\$200,000+	0	1	0	0	0	1
<b>Total</b>	<b>12</b>	<b>32</b>	<b>12</b>	<b>23</b>	<b>0</b>	<b>79</b>

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	18	6	0	0	0	24
\$10,000-20,000	4	0	0	0	1	5
\$20,000-30,000	2	8	2	0	0	12
\$30,000-40,000	4	3	0	0	0	7
\$40,000-50,000	2	9	2	0	0	13
\$50,000-60,000	3	9	1	0	0	13
\$60,000-75,000	3	2	8	0	5	18
\$75,000-100,000	2	5	1	0	1	9
\$100,000-125,000	0	0	2	0	0	2
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	2	2	0	0	11	15
<b>Total</b>	<b>43</b>	<b>45</b>	<b>16</b>	<b>1</b>	<b>18</b>	<b>123</b>

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	12	6	0	0	0	18
\$10,000-20,000	4	0	0	0	1	5
\$20,000-30,000	2	7	2	0	0	11
\$30,000-40,000	3	3	0	0	0	6
\$40,000-50,000	0	7	0	0	0	7
\$50,000-60,000	2	7	0	0	0	9
\$60,000-75,000	3	2	0	0	5	10
\$75,000-100,000	2	0	1	0	1	4
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	2	2	0	0	10	14
<b>Total</b>	<b>33</b>	<b>35</b>	<b>3</b>	<b>0</b>	<b>17</b>	<b>88</b>

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	20	6	0	0	0	26
\$10,000-20,000	4	0	0	0	1	5
\$20,000-30,000	2	8	7	0	0	17
\$30,000-40,000	4	3	0	0	0	7
\$40,000-50,000	2	27	2	4	0	35
\$50,000-60,000	3	14	1	0	0	18
\$60,000-75,000	3	9	11	5	5	33
\$75,000-100,000	2	5	3	11	1	22
\$100,000-125,000	0	1	2	3	0	6
\$125,000-150,000	0	0	2	1	0	3
\$150,000-200,000	1	1	0	0	0	2
\$200,000+	14	3	0	0	11	28
<b>Total</b>	<b>55</b>	<b>77</b>	<b>28</b>	<b>24</b>	<b>18</b>	<b>202</b>

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Percent Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	2.5%	0.0%	0.0%	0.0%	0.0%	2.5%
\$10,000-20,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$20,000-30,000	0.0%	0.0%	6.3%	0.0%	0.0%	6.3%
\$30,000-40,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$40,000-50,000	0.0%	22.8%	0.0%	5.1%	0.0%	27.8%
\$50,000-60,000	0.0%	6.3%	0.0%	0.0%	0.0%	6.3%
\$60,000-75,000	0.0%	8.9%	3.8%	6.3%	0.0%	19.0%
\$75,000-100,000	0.0%	0.0%	2.5%	13.9%	0.0%	16.5%
\$100,000-125,000	0.0%	1.3%	0.0%	3.8%	0.0%	5.1%
\$125,000-150,000	0.0%	0.0%	2.5%	0.0%	0.0%	2.5%
\$150,000-200,000	1.3%	0.0%	0.0%	0.0%	0.0%	1.3%
\$200,000+	11.4%	1.3%	0.0%	0.0%	0.0%	12.7%
<b>Total</b>	<b>15.2%</b>	<b>40.5%</b>	<b>15.2%</b>	<b>29.1%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	14.6%	4.9%	0.0%	0.0%	0.0%	19.5%
\$10,000-20,000	3.3%	0.0%	0.0%	0.0%	0.8%	4.1%
\$20,000-30,000	1.6%	6.3%	1.6%	0.0%	0.0%	9.8%
\$30,000-40,000	3.3%	2.4%	0.0%	0.0%	0.0%	5.7%
\$40,000-50,000	1.6%	7.3%	1.6%	0.0%	0.0%	10.6%
\$50,000-60,000	2.4%	7.3%	0.8%	0.0%	0.0%	10.6%
\$60,000-75,000	2.4%	1.6%	6.3%	0.0%	4.1%	14.6%
\$75,000-100,000	1.6%	4.1%	0.8%	0.0%	0.8%	7.3%
\$100,000-125,000	0.0%	0.0%	1.6%	0.0%	0.0%	1.6%
\$125,000-150,000	0.0%	0.0%	0.0%	0.8%	0.0%	0.8%
\$150,000-200,000	0.0%	0.8%	0.0%	0.0%	0.0%	0.8%
\$200,000+	4.1%	1.6%	0.0%	0.0%	8.9%	14.6%
<b>Total</b>	<b>35.0%</b>	<b>36.6%</b>	<b>13.0%</b>	<b>0.8%</b>	<b>14.6%</b>	<b>100.0%</b>

Percent Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	13.6%	6.8%	0.0%	0.0%	0.0%	20.5%
\$10,000-20,000	4.5%	0.0%	0.0%	0.0%	1.1%	5.7%
\$20,000-30,000	2.3%	8.0%	2.3%	0.0%	0.0%	12.5%
\$30,000-40,000	3.4%	3.4%	0.0%	0.0%	0.0%	6.8%
\$40,000-50,000	0.0%	8.0%	0.0%	0.0%	0.0%	8.0%
\$50,000-60,000	2.3%	8.0%	0.0%	0.0%	0.0%	10.2%
\$60,000-75,000	3.4%	2.3%	0.0%	0.0%	5.7%	11.4%
\$75,000-100,000	2.3%	0.0%	1.1%	0.0%	1.1%	4.5%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	1.1%	0.0%	0.0%	0.0%	1.1%
\$200,000+	5.7%	2.3%	0.0%	0.0%	11.4%	19.3%
<b>Total</b>	<b>37.5%</b>	<b>39.8%</b>	<b>3.4%</b>	<b>0.0%</b>	<b>19.3%</b>	<b>100.0%</b>

Percent Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	9.9%	3.0%	0.0%	0.0%	0.0%	12.9%
\$10,000-20,000	2.0%	0.0%	0.0%	0.0%	0.5%	2.5%
\$20,000-30,000	1.0%	4.0%	3.5%	0.0%	0.0%	8.4%
\$30,000-40,000	2.0%	1.5%	0.0%	0.0%	0.0%	3.5%
\$40,000-50,000	1.0%	13.4%	1.0%	2.0%	0.0%	17.3%
\$50,000-60,000	1.5%	6.9%	0.5%	0.0%	0.0%	8.9%
\$60,000-75,000	1.5%	4.5%	5.4%	2.5%	2.5%	16.3%
\$75,000-100,000	1.0%	2.5%	1.5%	5.4%	0.5%	10.9%
\$100,000-125,000	0.0%	0.5%	1.0%	1.5%	0.0%	3.0%
\$125,000-150,000	0.0%	0.0%	1.0%	0.5%	0.0%	1.5%
\$150,000-200,000	0.5%	0.5%	0.0%	0.0%	0.0%	1.0%
\$200,000+	6.9%	1.5%	0.0%	0.0%	5.4%	13.9%
<b>Total</b>	<b>27.2%</b>	<b>38.1%</b>	<b>13.9%</b>	<b>11.9%</b>	<b>8.9%</b>	<b>100.0%</b>

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Renter Households						
Age 15 to 54 Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1	5	12	0	0	18
\$10,000-20,000	7	0	5	8	12	32
\$20,000-30,000	6	0	2	0	0	8
\$30,000-40,000	0	0	0	5	0	5
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	8	0	0	1	9
\$60,000-75,000	0	1	0	0	0	1
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	1	1
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	10	0	0	0	0	10
<b>Total</b>	<b>24</b>	<b>14</b>	<b>19</b>	<b>13</b>	<b>14</b>	<b>84</b>

Renter Households						
Aged 55+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3	8	0	0	0	11
\$10,000-20,000	13	0	0	3	0	16
\$20,000-30,000	0	0	0	0	0	0
\$30,000-40,000	2	2	0	0	0	4
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	0	0	0	0	0
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	1	0	0	1	0	2
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	3	0	0	0	0	3
<b>Total</b>	<b>22</b>	<b>10</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>36</b>

Renter Households						
Aged 62+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3	8	0	0	0	11
\$10,000-20,000	13	0	0	0	0	13
\$20,000-30,000	0	0	0	0	0	0
\$30,000-40,000	2	0	0	0	0	2
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	0	0	0	0	0
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	1	0	0	1	0	2
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	3	0	0	0	0	3
<b>Total</b>	<b>22</b>	<b>8</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>31</b>

Renter Households						
All Age Groups						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	4	13	12	0	0	29
\$10,000-20,000	20	0	5	11	12	48
\$20,000-30,000	6	0	2	0	0	8
\$30,000-40,000	2	2	0	5	0	9
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	8	0	0	1	9
\$60,000-75,000	0	1	0	0	0	1
\$75,000-100,000	1	0	0	1	0	2
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	1	1
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	13	0	0	0	0	13
<b>Total</b>	<b>46</b>	<b>24</b>	<b>19</b>	<b>17</b>	<b>14</b>	<b>120</b>

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Percent Renter Households						
Age 15 to 54 Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	1.2%	6.0%	14.3%	0.0%	0.0%	21.4%
\$10,000-20,000	8.3%	0.0%	6.0%	9.5%	14.3%	38.1%
\$20,000-30,000	7.1%	0.0%	2.4%	0.0%	0.0%	9.5%
\$30,000-40,000	0.0%	0.0%	0.0%	6.0%	0.0%	6.0%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	9.5%	0.0%	0.0%	1.2%	10.7%
\$60,000-75,000	0.0%	0.0%	1.2%	0.0%	0.0%	1.2%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	1.2%	1.2%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	11.9%	0.0%	0.0%	0.0%	0.0%	11.9%
<b>Total</b>	<b>28.6%</b>	<b>16.7%</b>	<b>22.6%</b>	<b>15.5%</b>	<b>16.7%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 55+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	8.3%	22.2%	0.0%	0.0%	0.0%	30.6%
\$10,000-20,000	36.1%	0.0%	0.0%	8.3%	0.0%	44.4%
\$20,000-30,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$30,000-40,000	5.6%	5.6%	0.0%	0.0%	0.0%	11.1%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	2.8%	0.0%	0.0%	2.8%	0.0%	5.6%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	8.3%	0.0%	0.0%	0.0%	0.0%	8.3%
<b>Total</b>	<b>61.1%</b>	<b>27.8%</b>	<b>0.0%</b>	<b>11.1%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 62+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	9.7%	25.8%	0.0%	0.0%	0.0%	35.5%
\$10,000-20,000	41.9%	0.0%	0.0%	0.0%	0.0%	41.9%
\$20,000-30,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$30,000-40,000	6.5%	0.0%	0.0%	0.0%	0.0%	6.5%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	3.2%	0.0%	0.0%	3.2%	0.0%	6.5%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	9.7%	0.0%	0.0%	0.0%	0.0%	9.7%
<b>Total</b>	<b>71.0%</b>	<b>25.8%</b>	<b>0.0%</b>	<b>3.2%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Renter Households						
All Age Groups						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3.3%	10.8%	10.0%	0.0%	0.0%	24.2%
\$10,000-20,000	16.7%	0.0%	4.2%	9.2%	10.0%	40.0%
\$20,000-30,000	5.0%	0.0%	1.7%	0.0%	0.0%	6.7%
\$30,000-40,000	1.7%	1.7%	0.0%	4.2%	0.0%	7.5%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	6.7%	0.0%	0.0%	0.8%	7.5%
\$60,000-75,000	0.0%	0.8%	0.0%	0.0%	0.0%	0.8%
\$75,000-100,000	0.8%	0.0%	0.0%	0.8%	0.0%	1.7%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.8%	0.8%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	10.8%	0.0%	0.0%	0.0%	0.0%	10.8%
<b>Total</b>	<b>38.3%</b>	<b>20.0%</b>	<b>15.8%</b>	<b>14.2%</b>	<b>11.7%</b>	<b>100.0%</b>

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Owner Households						
Age 15 to 54 Years						
Year 2019 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	3	0	6	0	0	9
\$10,000-20,000	1	0	2	0	0	3
\$20,000-30,000	0	0	8	6	0	14
\$30,000-40,000	0	2	2	0	0	4
\$40,000-50,000	0	7	0	3	0	10
\$50,000-60,000	0	1	0	0	0	1
\$60,000-75,000	0	4	1	3	0	8
\$75,000-100,000	0	0	1	4	0	5
\$100,000-125,000	0	0	0	6	0	6
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	8	3	0	7	0	18
<b>Total</b>	<b>12</b>	<b>17</b>	<b>20</b>	<b>29</b>	<b>0</b>	<b>78</b>

Owner Households						
Aged 55+ Years						
Year 2019 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	19	14	0	0	0	33
\$10,000-20,000	12	6	0	0	0	18
\$20,000-30,000	0	16	5	0	0	21
\$30,000-40,000	1	9	1	0	1	12
\$40,000-50,000	1	8	2	0	0	11
\$50,000-60,000	0	11	0	1	0	12
\$60,000-75,000	2	2	4	0	5	13
\$75,000-100,000	0	1	0	0	0	1
\$100,000-125,000	1	0	2	0	0	3
\$125,000-150,000	0	1	0	0	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	9	6	0	0	9	24
<b>Total</b>	<b>45</b>	<b>75</b>	<b>14</b>	<b>1</b>	<b>15</b>	<b>150</b>

Owner Households						
Aged 62+ Years						
Year 2019 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	9	14	0	0	0	23
\$10,000-20,000	12	3	0	0	0	15
\$20,000-30,000	0	12	5	0	0	17
\$30,000-40,000	1	9	1	0	0	11
\$40,000-50,000	1	4	0	0	0	5
\$50,000-60,000	0	7	0	1	0	8
\$60,000-75,000	2	2	0	0	5	9
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	1	0	0	0	0	1
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	9	4	0	0	9	22
<b>Total</b>	<b>35</b>	<b>56</b>	<b>6</b>	<b>1</b>	<b>14</b>	<b>112</b>

Owner Households						
All Age Groups						
Year 2019 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	22	14	6	0	0	42
\$10,000-20,000	13	6	2	0	0	21
\$20,000-30,000	0	16	13	6	0	35
\$30,000-40,000	1	11	3	0	1	16
\$40,000-50,000	1	15	2	3	0	21
\$50,000-60,000	0	12	0	1	0	13
\$60,000-75,000	2	6	5	3	5	21
\$75,000-100,000	0	1	1	4	0	6
\$100,000-125,000	1	0	2	6	0	9
\$125,000-150,000	0	1	0	0	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	17	9	0	7	9	42
<b>Total</b>	<b>57</b>	<b>92</b>	<b>34</b>	<b>30</b>	<b>15</b>	<b>228</b>

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Percent Owner Households						
Age 15 to 54 Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	3.8%	0.0%	7.7%	0.0%	0.0%	11.5%
\$10,000-20,000	1.3%	0.0%	2.6%	0.0%	0.0%	3.8%
\$20,000-30,000	0.0%	0.0%	10.3%	7.7%	0.0%	17.9%
\$30,000-40,000	0.0%	2.6%	2.6%	0.0%	0.0%	5.1%
\$40,000-50,000	0.0%	9.0%	0.0%	3.8%	0.0%	12.8%
\$50,000-60,000	0.0%	1.3%	0.0%	0.0%	0.0%	1.3%
\$60,000-75,000	0.0%	5.1%	1.3%	3.8%	0.0%	10.3%
\$75,000-100,000	0.0%	0.0%	1.3%	5.1%	0.0%	6.4%
\$100,000-125,000	0.0%	0.0%	0.0%	7.7%	0.0%	7.7%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	10.3%	3.8%	0.0%	9.0%	0.0%	23.1%
<b>Total</b>	<b>15.4%</b>	<b>21.8%</b>	<b>25.6%</b>	<b>37.2%</b>	<b>0.0%</b>	<b>100.0%</b>

Percent Owner Households						
Aged 55+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	12.7%	9.3%	0.0%	0.0%	0.0%	22.0%
\$10,000-20,000	8.0%	4.0%	0.0%	0.0%	0.0%	12.0%
\$20,000-30,000	0.0%	10.7%	3.3%	0.0%	0.0%	14.0%
\$30,000-40,000	0.7%	6.0%	0.7%	0.0%	0.7%	8.0%
\$40,000-50,000	0.7%	5.3%	1.3%	0.0%	0.0%	7.3%
\$50,000-60,000	0.0%	7.3%	0.0%	0.7%	0.0%	8.0%
\$60,000-75,000	1.3%	1.3%	2.7%	0.0%	3.3%	8.7%
\$75,000-100,000	0.0%	0.7%	0.0%	0.0%	0.0%	0.7%
\$100,000-125,000	0.7%	0.0%	1.3%	0.0%	0.0%	2.0%
\$125,000-150,000	0.0%	0.7%	0.0%	0.0%	0.0%	0.7%
\$150,000-200,000	0.0%	0.7%	0.0%	0.0%	0.0%	0.7%
\$200,000+	6.0%	4.0%	0.0%	0.0%	6.0%	16.0%
<b>Total</b>	<b>30.0%</b>	<b>50.0%</b>	<b>9.3%</b>	<b>0.7%</b>	<b>10.0%</b>	<b>100.0%</b>

Percent Owner Households						
Aged 62+ Years						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	8.0%	12.5%	0.0%	0.0%	0.0%	20.5%
\$10,000-20,000	10.7%	2.7%	0.0%	0.0%	0.0%	13.4%
\$20,000-30,000	0.0%	10.7%	4.3%	0.0%	0.0%	15.2%
\$30,000-40,000	0.9%	8.0%	0.9%	0.0%	0.0%	9.8%
\$40,000-50,000	0.9%	3.6%	0.0%	0.0%	0.0%	4.5%
\$50,000-60,000	0.0%	6.3%	0.0%	0.9%	0.0%	7.1%
\$60,000-75,000	1.8%	1.8%	0.0%	0.0%	4.5%	8.0%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.9%	0.0%	0.0%	0.0%	0.0%	0.9%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.9%	0.0%	0.0%	0.0%	0.9%
\$200,000+	8.0%	3.6%	0.0%	0.0%	8.0%	19.6%
<b>Total</b>	<b>31.3%</b>	<b>50.0%</b>	<b>5.4%</b>	<b>0.9%</b>	<b>12.5%</b>	<b>100.0%</b>

Percent Owner Households						
All Age Groups						
Year 2019 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	9.6%	6.1%	2.6%	0.0%	0.0%	18.4%
\$10,000-20,000	5.7%	2.6%	0.9%	0.0%	0.0%	9.2%
\$20,000-30,000	0.0%	7.0%	5.7%	2.6%	0.0%	15.4%
\$30,000-40,000	0.4%	4.8%	1.3%	0.0%	0.4%	7.0%
\$40,000-50,000	0.4%	6.6%	0.9%	1.3%	0.0%	9.2%
\$50,000-60,000	0.0%	5.3%	0.0%	0.4%	0.0%	5.7%
\$60,000-75,000	0.9%	2.6%	2.2%	1.3%	2.2%	9.2%
\$75,000-100,000	0.0%	0.4%	0.4%	1.8%	0.0%	2.6%
\$100,000-125,000	0.4%	0.0%	0.9%	2.6%	0.0%	3.9%
\$125,000-150,000	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%
\$150,000-200,000	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%
\$200,000+	7.3%	3.9%	0.0%	3.1%	3.9%	18.4%
<b>Total</b>	<b>25.0%</b>	<b>40.4%</b>	<b>14.9%</b>	<b>13.2%</b>	<b>6.6%</b>	<b>100.0%</b>

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Renter Households						
Age 15 to 54 Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1	5	14	0	0	20
\$10,000-20,000	3	1	3	11	13	31
\$20,000-30,000	5	0	0	0	0	5
\$30,000-40,000	0	0	0	1	0	1
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	7	0	0	0	7
\$60,000-75,000	0	0	1	0	0	1
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	8	0	0	0	0	8
<b>Total</b>	<b>17</b>	<b>13</b>	<b>18</b>	<b>13</b>	<b>13</b>	<b>74</b>

Renter Households						
Aged 55+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3	8	0	0	0	11
\$10,000-20,000	16	0	0	4	0	20
\$20,000-30,000	0	0	0	0	0	0
\$30,000-40,000	2	3	0	0	0	5
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	2	0	0	1	3
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	3	0	0	0	0	3
<b>Total</b>	<b>24</b>	<b>13</b>	<b>0</b>	<b>4</b>	<b>1</b>	<b>42</b>

Renter Households						
Aged 62+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3	8	0	0	0	11
\$10,000-20,000	16	0	0	0	0	16
\$20,000-30,000	0	0	0	0	0	0
\$30,000-40,000	2	0	0	0	0	2
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	2	0	0	1	3
\$60,000-75,000	0	0	0	0	0	0
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	3	0	0	0	0	3
<b>Total</b>	<b>24</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>35</b>

Renter Households						
All Age Groups						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	4	13	14	0	0	31
\$10,000-20,000	19	1	3	15	13	51
\$20,000-30,000	5	0	0	0	0	5
\$30,000-40,000	2	3	0	1	0	6
\$40,000-50,000	0	0	0	0	0	0
\$50,000-60,000	0	9	0	0	1	10
\$60,000-75,000	0	0	1	0	0	1
\$75,000-100,000	0	0	0	0	0	0
\$100,000-125,000	0	0	0	0	0	0
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	11	0	0	0	0	11
<b>Total</b>	<b>41</b>	<b>26</b>	<b>18</b>	<b>17</b>	<b>14</b>	<b>116</b>

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Percent Renter Households						
Age 15 to 54 Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.4%	6.8%	18.9%	0.0%	0.0%	27.0%
\$10,000-20,000	4.1%	1.4%	4.1%	14.9%	17.6%	41.9%
\$20,000-30,000	6.8%	0.0%	0.0%	0.0%	0.0%	6.8%
\$30,000-40,000	0.0%	0.0%	0.0%	1.4%	0.0%	1.4%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	9.5%	0.0%	0.0%	0.0%	9.5%
\$60,000-75,000	0.0%	0.0%	1.4%	0.0%	0.0%	1.4%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	1.4%	0.0%	1.4%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	10.8%	0.0%	0.0%	0.0%	0.0%	10.8%
<b>Total</b>	<b>23.0%</b>	<b>17.6%</b>	<b>24.3%</b>	<b>17.6%</b>	<b>17.6%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 55+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	7.1%	19.0%	0.0%	0.0%	0.0%	26.2%
\$10,000-20,000	38.1%	0.0%	0.0%	9.5%	0.0%	47.6%
\$20,000-30,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$30,000-40,000	4.8%	7.1%	0.0%	0.0%	0.0%	11.9%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	4.8%	0.0%	0.0%	2.4%	7.1%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	7.1%	0.0%	0.0%	0.0%	0.0%	7.1%
<b>Total</b>	<b>57.1%</b>	<b>31.0%</b>	<b>0.0%</b>	<b>9.5%</b>	<b>2.4%</b>	<b>100.0%</b>

Percent Renter Households						
Aged 62+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	8.6%	22.9%	0.0%	0.0%	0.0%	31.4%
\$10,000-20,000	45.7%	0.0%	0.0%	0.0%	0.0%	45.7%
\$20,000-30,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$30,000-40,000	5.7%	0.0%	0.0%	0.0%	0.0%	5.7%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	5.7%	0.0%	0.0%	2.9%	8.6%
\$60,000-75,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	8.6%	0.0%	0.0%	0.0%	0.0%	8.6%
<b>Total</b>	<b>68.6%</b>	<b>28.6%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>2.9%</b>	<b>100.0%</b>

Percent Renter Households						
All Age Groups						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3.4%	11.2%	12.1%	0.0%	0.0%	26.7%
\$10,000-20,000	16.4%	0.9%	2.6%	12.9%	11.2%	44.0%
\$20,000-30,000	4.3%	0.0%	0.0%	0.0%	0.0%	4.3%
\$30,000-40,000	1.7%	2.6%	0.0%	0.9%	0.0%	5.2%
\$40,000-50,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$50,000-60,000	0.0%	7.8%	0.0%	0.0%	0.9%	8.6%
\$60,000-75,000	0.0%	0.0%	0.9%	0.0%	0.0%	0.9%
\$75,000-100,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000-125,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$125,000-150,000	0.0%	0.0%	0.0%	0.9%	0.0%	0.9%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	9.5%	0.0%	0.0%	0.0%	0.0%	9.5%
<b>Total</b>	<b>35.3%</b>	<b>22.4%</b>	<b>15.5%</b>	<b>14.7%</b>	<b>12.1%</b>	<b>100.0%</b>



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Owner Households						
Age 15 to 54 Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1	0	4	0	0	5
\$10,000-20,000	0	0	1	0	0	1
\$20,000-30,000	0	0	8	6	0	14
\$30,000-40,000	0	4	4	0	0	8
\$40,000-50,000	0	8	0	3	0	11
\$50,000-60,000	0	1	0	0	0	1
\$60,000-75,000	0	4	1	2	0	7
\$75,000-100,000	0	0	0	4	0	4
\$100,000-125,000	0	0	0	4	0	4
\$125,000-150,000	0	0	0	0	0	0
\$150,000-200,000	0	0	0	0	0	0
\$200,000+	6	2	0	10	2	20
<b>Total</b>	<b>7</b>	<b>19</b>	<b>18</b>	<b>29</b>	<b>2</b>	<b>75</b>

Owner Households						
Aged 55+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	21	14	0	0	0	35
\$10,000-20,000	12	5	0	0	0	17
\$20,000-30,000	0	19	4	0	0	23
\$30,000-40,000	2	9	2	0	0	13
\$40,000-50,000	1	8	1	0	0	10
\$50,000-60,000	0	8	2	0	0	10
\$60,000-75,000	2	1	4	0	6	13
\$75,000-100,000	1	3	0	0	0	4
\$100,000-125,000	1	0	1	0	0	2
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	10	6	0	0	8	24
<b>Total</b>	<b>50</b>	<b>74</b>	<b>14</b>	<b>1</b>	<b>14</b>	<b>153</b>

Owner Households						
Aged 62+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	10	14	0	0	0	24
\$10,000-20,000	12	3	0	0	0	15
\$20,000-30,000	0	16	4	0	0	20
\$30,000-40,000	1	9	2	0	0	12
\$40,000-50,000	0	5	0	0	0	5
\$50,000-60,000	0	4	2	0	0	6
\$60,000-75,000	2	1	0	0	6	9
\$75,000-100,000	1	1	0	0	0	2
\$100,000-125,000	1	0	0	0	0	1
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	10	4	0	0	8	22
<b>Total</b>	<b>37</b>	<b>58</b>	<b>8</b>	<b>1</b>	<b>14</b>	<b>118</b>

Owner Households						
All Age Groups						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	22	14	4	0	0	40
\$10,000-20,000	12	5	1	0	0	18
\$20,000-30,000	0	19	12	6	0	37
\$30,000-40,000	2	13	6	0	0	21
\$40,000-50,000	1	16	1	3	0	21
\$50,000-60,000	0	9	2	0	0	11
\$60,000-75,000	2	5	5	2	6	20
\$75,000-100,000	1	3	0	4	0	8
\$100,000-125,000	1	0	1	4	0	6
\$125,000-150,000	0	0	0	1	0	1
\$150,000-200,000	0	1	0	0	0	1
\$200,000+	16	8	0	10	10	44
<b>Total</b>	<b>57</b>	<b>93</b>	<b>32</b>	<b>30</b>	<b>16</b>	<b>228</b>

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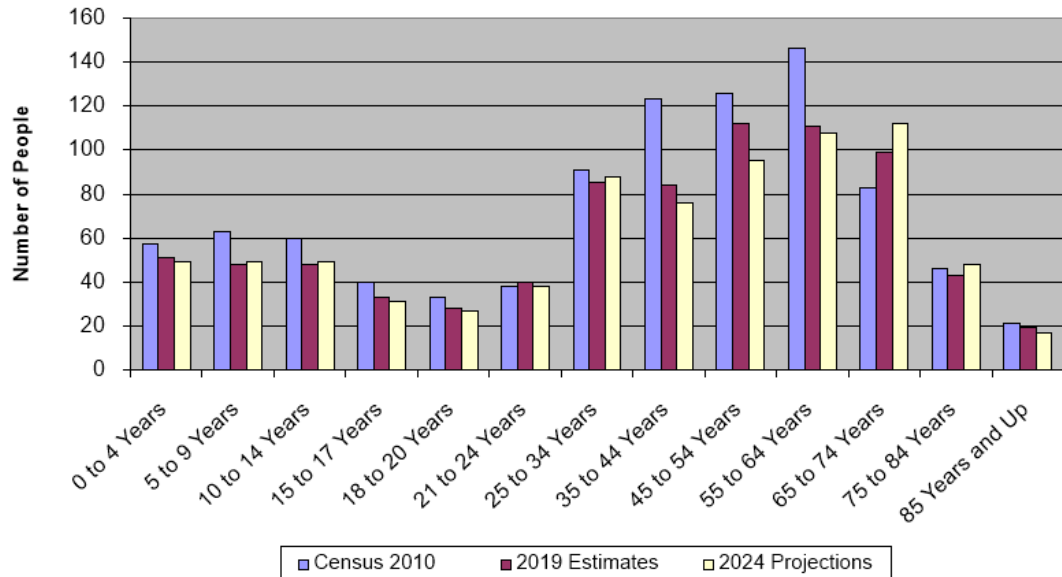
Percent Owner Households						
Age 15 to 54 Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.3%	0.0%	5.3%	0.0%	0.0%	6.7%
\$10,000-20,000	0.0%	0.0%	1.3%	0.0%	0.0%	1.3%
\$20,000-30,000	0.0%	0.0%	10.7%	8.0%	0.0%	18.7%
\$30,000-40,000	0.0%	5.3%	5.3%	0.0%	0.0%	10.7%
\$40,000-50,000	0.0%	10.7%	0.0%	4.0%	0.0%	14.7%
\$50,000-60,000	0.0%	1.3%	0.0%	0.0%	0.0%	1.3%
\$60,000-75,000	0.0%	5.3%	1.3%	2.7%	0.0%	9.3%
\$75,000-100,000	0.0%	0.0%	0.0%	5.3%	0.0%	5.3%
\$100,000-125,000	0.0%	0.0%	0.0%	5.3%	0.0%	5.3%
\$125,000-150,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$150,000-200,000	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$200,000+	8.0%	2.7%	0.0%	13.3%	2.7%	26.7%
<b>Total</b>	<b>9.3%</b>	<b>25.3%</b>	<b>24.0%</b>	<b>38.7%</b>	<b>2.7%</b>	<b>100.0%</b>

Percent Owner Households						
Aged 55+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	13.7%	9.2%	0.0%	0.0%	0.0%	22.9%
\$10,000-20,000	7.8%	3.3%	0.0%	0.0%	0.0%	11.1%
\$20,000-30,000	0.0%	12.4%	2.6%	0.0%	0.0%	15.0%
\$30,000-40,000	1.3%	5.9%	1.3%	0.0%	0.0%	8.5%
\$40,000-50,000	0.7%	5.2%	0.7%	0.0%	0.0%	6.5%
\$50,000-60,000	0.0%	5.2%	1.3%	0.0%	0.0%	6.5%
\$60,000-75,000	1.3%	0.7%	2.6%	0.0%	3.9%	8.5%
\$75,000-100,000	0.7%	2.0%	0.0%	0.0%	0.0%	2.6%
\$100,000-125,000	0.7%	0.0%	0.7%	0.0%	0.0%	1.3%
\$125,000-150,000	0.0%	0.0%	0.0%	0.7%	0.0%	0.7%
\$150,000-200,000	0.0%	0.7%	0.0%	0.0%	0.0%	0.7%
\$200,000+	6.5%	3.9%	0.0%	0.0%	5.2%	15.7%
<b>Total</b>	<b>32.7%</b>	<b>48.4%</b>	<b>9.2%</b>	<b>0.7%</b>	<b>9.2%</b>	<b>100.0%</b>

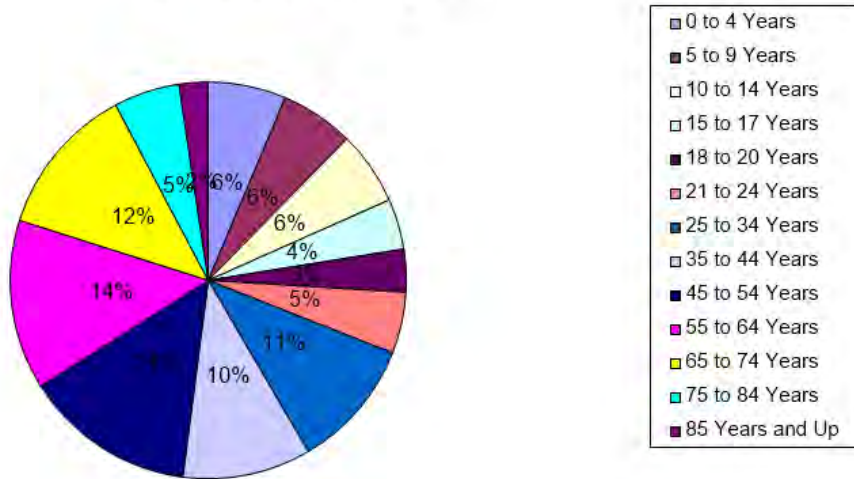
Percent Owner Households						
Aged 62+ Years						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	8.5%	11.9%	0.0%	0.0%	0.0%	20.3%
\$10,000-20,000	10.2%	2.5%	0.0%	0.0%	0.0%	12.7%
\$20,000-30,000	0.0%	13.6%	3.4%	0.0%	0.0%	16.9%
\$30,000-40,000	0.8%	7.6%	1.7%	0.0%	0.0%	10.2%
\$40,000-50,000	0.0%	4.2%	0.0%	0.0%	0.0%	4.2%
\$50,000-60,000	0.0%	3.4%	1.7%	0.0%	0.0%	5.1%
\$60,000-75,000	1.7%	0.8%	0.0%	0.0%	5.1%	7.6%
\$75,000-100,000	0.8%	0.8%	0.0%	0.0%	0.0%	1.7%
\$100,000-125,000	0.8%	0.0%	0.0%	0.0%	0.0%	0.8%
\$125,000-150,000	0.0%	0.0%	0.0%	0.8%	0.0%	0.8%
\$150,000-200,000	0.0%	0.8%	0.0%	0.0%	0.0%	0.8%
\$200,000+	8.5%	3.4%	0.0%	0.0%	6.8%	18.6%
<b>Total</b>	<b>31.4%</b>	<b>49.2%</b>	<b>6.8%</b>	<b>0.8%</b>	<b>11.9%</b>	<b>100.0%</b>

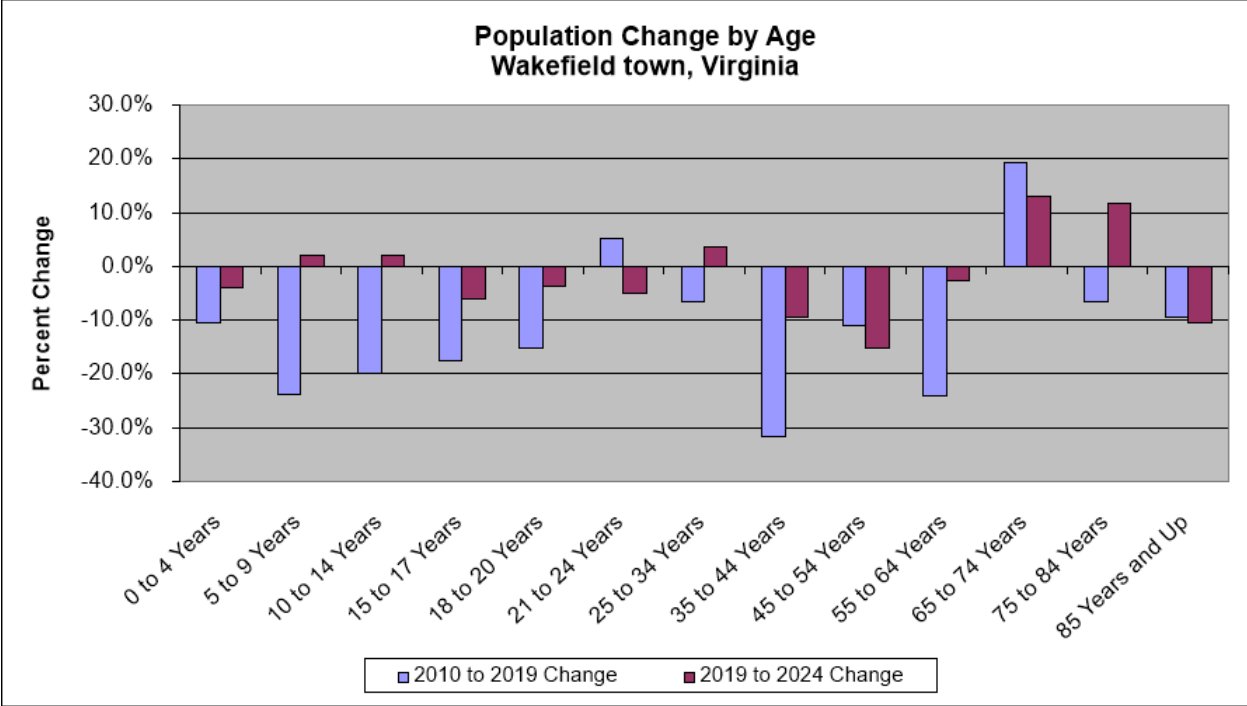
Percent Owner Households						
All Age Groups						
Year 2024 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	9.6%	6.1%	1.8%	0.0%	0.0%	17.5%
\$10,000-20,000	5.3%	2.2%	0.4%	0.0%	0.0%	7.9%
\$20,000-30,000	0.0%	8.3%	5.3%	2.6%	0.0%	16.2%
\$30,000-40,000	0.9%	5.7%	2.6%	0.0%	0.0%	9.2%
\$40,000-50,000	0.4%	7.0%	0.4%	1.3%	0.0%	9.2%
\$50,000-60,000	0.0%	3.9%	0.9%	0.0%	0.0%	4.8%
\$60,000-75,000	0.9%	2.2%	2.2%	0.9%	2.6%	8.8%
\$75,000-100,000	0.4%	1.3%	0.0%	1.8%	0.0%	3.5%
\$100,000-125,000	0.4%	0.0%	0.4%	1.8%	0.0%	2.6%
\$125,000-150,000	0.0%	0.0%	0.0%	0.4%	0.0%	0.4%
\$150,000-200,000	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%
\$200,000+	7.0%	3.5%	0.0%	4.4%	4.4%	19.3%
<b>Total</b>	<b>25.0%</b>	<b>40.8%</b>	<b>14.0%</b>	<b>13.2%</b>	<b>7.0%</b>	<b>100.0%</b>

**Population by Age  
Wakefield town, Virginia**



**2019 Population by Age  
Wakefield town, Virginia**





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### POPULATION DATA

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Population by Age & Sex Wakefield town, Virginia											
Census 2010				Current Year Estimates - 2019				Five-Year Projections - 2024			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	31	26	57	0 to 4 Years	26	25	51	0 to 4 Years	24	25	49
5 to 9 Years	31	32	63	5 to 9 Years	24	24	48	5 to 9 Years	23	26	49
10 to 14 Years	33	27	60	10 to 14 Years	26	22	48	10 to 14 Years	24	25	49
15 to 17 Years	25	15	40	15 to 17 Years	17	16	33	15 to 17 Years	16	15	31
18 to 20 Years	21	12	33	18 to 20 Years	15	13	28	18 to 20 Years	15	12	27
21 to 24 Years	14	24	38	21 to 24 Years	22	18	40	21 to 24 Years	19	19	38
25 to 34 Years	45	46	91	25 to 34 Years	42	43	85	25 to 34 Years	49	39	88
35 to 44 Years	57	66	123	35 to 44 Years	43	41	84	35 to 44 Years	35	41	76
45 to 54 Years	67	59	126	45 to 54 Years	59	53	112	45 to 54 Years	49	46	95
55 to 64 Years	67	79	146	55 to 64 Years	56	55	111	55 to 64 Years	59	49	108
65 to 74 Years	35	48	83	65 to 74 Years	43	56	99	65 to 74 Years	53	59	112
75 to 84 Years	20	26	46	75 to 84 Years	16	27	43	75 to 84 Years	18	30	48
85 Years and Up	7	14	21	85 Years and Up	8	11	19	85 Years and Up	7	10	17
<b>Total</b>	<b>453</b>	<b>474</b>	<b>927</b>	<b>Total</b>	<b>397</b>	<b>404</b>	<b>801</b>	<b>Total</b>	<b>391</b>	<b>396</b>	<b>787</b>
62+ Years	n/a	n/a	191	62+ Years	n/a	n/a	197	62+ Years	n/a	n/a	207
<b>Median Age:</b>			<b>41.6</b>	<b>Median Age:</b>			<b>43.0</b>	<b>Median Age:</b>			<b>43.2</b>

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC  
www.ribbondata.com  
Tel: 916-880-1644

POPULATION DATA

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Claritas

Percent Population by Age & Sex												
Wakefield town, Virginia												
Census 2010				Current Year Estimates - 2019				Five-Year Projections - 2024				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	3.3%	2.8%	6.1%	0 to 4 Years	3.2%	3.1%	6.4%	0 to 4 Years	3.0%	3.2%	6.2%	
5 to 9 Years	3.3%	3.5%	6.8%	5 to 9 Years	3.0%	3.0%	6.0%	5 to 9 Years	2.9%	3.3%	6.2%	
10 to 14 Years	3.6%	2.9%	6.5%	10 to 14 Years	3.2%	2.7%	6.0%	10 to 14 Years	3.0%	3.2%	6.2%	
15 to 17 Years	2.7%	1.6%	4.3%	15 to 17 Years	2.1%	2.0%	4.1%	15 to 17 Years	2.0%	1.9%	3.9%	
18 to 20 Years	2.3%	1.3%	3.6%	18 to 20 Years	1.9%	1.6%	3.5%	18 to 20 Years	1.9%	1.5%	3.4%	
21 to 24 Years	1.5%	2.6%	4.1%	21 to 24 Years	2.7%	2.2%	5.0%	21 to 24 Years	2.4%	2.4%	4.8%	
25 to 34 Years	4.9%	5.0%	9.8%	25 to 34 Years	5.2%	5.4%	10.6%	25 to 34 Years	6.2%	5.0%	11.2%	
35 to 44 Years	6.1%	7.1%	13.3%	35 to 44 Years	5.4%	5.1%	10.5%	35 to 44 Years	4.4%	5.2%	9.7%	
45 to 54 Years	7.2%	6.4%	13.6%	45 to 54 Years	7.4%	6.6%	14.0%	45 to 54 Years	6.2%	5.8%	12.1%	
55 to 64 Years	7.2%	8.5%	15.7%	55 to 64 Years	7.0%	6.9%	13.9%	55 to 64 Years	7.5%	6.2%	13.7%	
65 to 74 Years	3.8%	5.2%	9.0%	65 to 74 Years	5.4%	7.0%	12.4%	65 to 74 Years	6.7%	7.5%	14.2%	
75 to 84 Years	2.2%	2.8%	5.0%	75 to 84 Years	2.0%	3.4%	5.4%	75 to 84 Years	2.3%	3.8%	6.1%	
85 Years and Up	0.8%	1.5%	2.3%	85 Years and Up	1.0%	1.4%	2.4%	85 Years and Up	0.9%	1.3%	2.2%	
<b>Total</b>	<b>48.9%</b>	<b>51.1%</b>	<b>100.0%</b>	<b>Total</b>	<b>49.6%</b>	<b>50.4%</b>	<b>100.0%</b>	<b>Total</b>	<b>49.7%</b>	<b>50.3%</b>	<b>100.0%</b>	
62+ Years	n/a	n/a	20.6%	62+ Years	n/a	n/a	24.6%	62+ Years	n/a	n/a	26.3%	

Source: Claritas, Ribbon Demographics

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Changes in Population by Age & Sex										
Wakefield town, Virginia										
Estimated Change - 2010 to 2019					Projected Change - 2019 to 2024					
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change	
0 to 4 Years	-5	-1	-6	-10.5%	0 to 4 Years	-2	0	-2	-3.9%	
5 to 9 Years	-7	-8	-15	-23.8%	5 to 9 Years	-1	2	1	2.1%	
10 to 14 Years	-7	-5	-12	-20.0%	10 to 14 Years	-2	3	1	2.1%	
15 to 17 Years	-8	1	-7	-17.5%	15 to 17 Years	-1	-1	-2	-6.1%	
18 to 20 Years	-6	1	-5	-15.2%	18 to 20 Years	0	-1	-1	-3.6%	
21 to 24 Years	8	-6	2	5.3%	21 to 24 Years	-3	1	-2	-5.0%	
25 to 34 Years	-3	-3	-6	-6.6%	25 to 34 Years	7	-4	3	3.5%	
35 to 44 Years	-14	-25	-39	-31.7%	35 to 44 Years	-8	0	-8	-9.5%	
45 to 54 Years	-8	-6	-14	-11.1%	45 to 54 Years	-10	-7	-17	-15.2%	
55 to 64 Years	-11	-24	-35	-24.0%	55 to 64 Years	3	-6	-3	-2.7%	
65 to 74 Years	8	8	16	19.3%	65 to 74 Years	10	3	13	13.1%	
75 to 84 Years	-4	1	-3	-6.5%	75 to 84 Years	2	3	5	11.6%	
85 Years and Up	1	-3	-2	-9.5%	85 Years and Up	-1	-1	-2	-10.5%	
<b>Total</b>	<b>-56</b>	<b>-70</b>	<b>-126</b>	<b>-13.6%</b>	<b>Total</b>	<b>-6</b>	<b>-8</b>	<b>-14</b>	<b>-1.7%</b>	
62+ Years	n/a	n/a	6	3.1%	62+ Years	n/a	n/a	10	5.1%	

Source: Claritas, Ribbon Demographics

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**ADDENDUM F – FLOOD DATA**

# National Flood Hazard Layer FIRMMette



## Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

<b>SPECIAL FLOOD HAZARD AREAS</b>	Without Base Flood Elevation (BFE) Zone A, V, AP With BFE or Depth Zone AE, AO, AH, VE, AP Regulatory Floodway
<b>OTHER AREAS OF FLOOD HAZARD</b>	0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile Zone X Future Conditions 1% Annual Chance Flood Hazard Zone X Area with Reduced Flood Risk due to Levee. See Notes. Zone X Area with Flood Risk due to Levee Zone D
<b>OTHER AREAS</b>	NO SCREEN Area of Minimal Flood Hazard Zone X Effective LOMRs Area of Undetermined Flood Hazard Zone D
<b>GENERAL STRUCTURES</b>	Channel, Culvert, or Storm Sewer Levee, Dike, or Floodwall
<b>OTHER FEATURES</b>	Cross Sections with 1% Annual Chance Water Surface Elevation Coastal Transect Base Flood Elevation Line (BFE) Limit of Study Jurisdiction Boundary Coastal Transect Baseline Profile Baseline Hydrographic Feature
<b>MAP PANELS</b>	Digital Data Available No Digital Data Available Unmapped

The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 2/25/2020 at 4:42:31 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation data, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.