
Appendices One and Two

TARGET MARKET TABLES

A HOUSING MARKET ANALYSIS And ACQUISITION STRATEGY

The Anacostia Study Area
City of Washington, District of Columbia

March, 2011

On Behalf of the
NATIONAL COMMUNITY REINVESTMENT COALITION
DC DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

Conducted by
ZIMMERMAN/VOLK ASSOCIATES, INC.
P.O. Box 4907
Clinton, New Jersey 08809



Appendix One Tables



Gross Annual Household In-Migration*City of Washington, District of Columbia***2003, 2004, 2005, 2006, 2007**

County of Origin	..... 2003 .....		..... 2004 .....		..... 2005 .....		..... 2006 .....		..... 2007	
	Number	Share	Number	Share	Number	Share	Number	Share	Number	Share
Prince George's, MD	3,535	14.8%	3,325	13.5%	3,420	13.3%	3,515	13.6%	3,815	14.1%
Montgomery, MD	2,375	9.9%	2,195	8.9%	2,440	9.5%	2,355	9.1%	2,520	9.3%
Arlington, VA	1,430	6.0%	1,630	6.6%	1,660	6.4%	1,715	6.6%	1,885	7.0%
APO/FPO/Foreign	1,920	8.0%	2,145	8.7%	1,925	7.5%	2,095	8.1%	1,630	6.0%
Fairfax, VA	1,175	4.9%	1,155	4.7%	1,280	5.0%	1,145	4.4%	1,230	4.5%
Alexandria City, VA	660	2.8%	740	3.0%	685	2.7%	660	2.6%	685	2.5%
New York, NY	555	2.3%	590	2.4%	625	2.4%	615	2.4%	590	2.2%
Cook, IL	315	1.3%	360	1.5%	335	1.3%	405	1.6%	400	1.5%
Los Angeles, CA	340	1.4%	295	1.2%	305	1.2%	335	1.3%	360	1.3%
Baltimore City, MD	225	0.9%	205	0.8%	225	0.9%	260	1.0%	330	1.2%
Middlesex, MA	330	1.4%	330	1.3%	335	1.3%	315	1.2%	295	1.1%
Anne Arundel, MD	175	0.7%	200	0.8%	195	0.8%	205	0.8%	260	1.0%
Philadelphia, PA	180	0.8%	200	0.8%	210	0.8%	200	0.8%	225	0.8%
Kings, NY	175	0.7%	185	0.7%	185	0.7%	195	0.8%	220	0.8%
Suffolk, MA	210	0.9%	220	0.9%	215	0.8%	205	0.8%	200	0.7%
San Diego, CA	155	0.6%	170	0.7%	155	0.6%	160	0.6%	200	0.7%
Loudoun, VA	120	0.5%	130	0.5%	140	0.5%	140	0.5%	175	0.6%
Baltimore, MD	140	0.6%	140	0.6%	140	0.5%	135	0.5%	175	0.6%
San Francisco, CA	170	0.7%	180	0.7%	160	0.6%	170	0.7%	170	0.6%
Prince William, VA	155	0.6%	175	0.7%	165	0.6%	155	0.6%	165	0.6%
Allegheny, PA	110	0.5%	140	0.6%	150	0.6%	140	0.5%	155	0.6%
King, WA	140	0.6%	140	0.6%	155	0.6%	150	0.6%	155	0.6%
Fulton, GA	130	0.5%	130	0.5%	155	0.6%	145	0.6%	150	0.6%
Howard, MD	115	0.5%	145	0.6%	130	0.5%	135	0.5%	145	0.5%
Harris, TX	140	0.6%	125	0.5%	130	0.5%	125	0.5%	145	0.5%
Miami Dade, FL	115	0.5%	130	0.5%	135	0.5%	130	0.5%	140	0.5%
Charles, MD	90	0.4%	110	0.4%	105	0.4%	100	0.4%	120	0.4%
Wake, NC	80	0.3%	80	0.3%	100	0.4%	90	0.3%	110	0.4%
Orange, CA	85	0.4%	65	0.3%	80	0.3%	85	0.3%	105	0.4%
Alameda, CA	130	0.5%	105	0.4%	85	0.3%	110	0.4%	105	0.4%
Norfolk, MA	85	0.4%	100	0.4%	80	0.3%	95	0.4%	105	0.4%
New Haven, CT	100	0.4%	105	0.4%	105	0.4%	95	0.4%	105	0.4%
Hennepin, MN	85	0.4%	85	0.3%	95	0.4%	90	0.3%	105	0.4%
Dallas, TX	70	0.3%	100	0.4%	100	0.4%	70	0.3%	105	0.4%
Mecklenburg, NC	85	0.4%	75	0.3%	90	0.3%	85	0.3%	100	0.4%
All Other Counties	8,015	33.5%	8,485	34.4%	9,265	36.0%	9,230	35.7%	9,720	35.9%
Total In-Migration:	23,915	100.0%	24,690	100.0%	25,760	100.0%	25,855	100.0%	27,100	100.0%

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;
Zimmerman/Volk Associates, Inc.

Gross Annual Household Out-Migration*City of Washington, District of Columbia***2003, 2004, 2005, 2006, 2007**

Destination County	..... 2003 .....		..... 2004 .....		..... 2005 .....		..... 2006 .....		..... 2007	
	Number	Share	Number	Share	Number	Share	Number	Share	Number	Share
Prince George's, MD	5,745	23.9%	5,960	24.7%	5,705	23.6%	5,400	22.3%	5,230	20.7%
Montgomery, MD	3,025	12.6%	2,980	12.4%	2,865	11.9%	2,705	11.2%	2,760	10.9%
Arlington, VA	1,645	6.8%	1,525	6.3%	1,415	5.9%	1,550	6.4%	1,700	6.7%
APO/FPO/Foreign	850	3.5%	720	3.0%	740	3.1%	710	2.9%	695	2.8%
Fairfax, VA	1,305	5.4%	1,215	5.0%	1,115	4.6%	1,105	4.6%	1,120	4.4%
Alexandria City, VA	865	3.6%	750	3.1%	715	3.0%	695	2.9%	735	2.9%
New York, NY	685	2.8%	750	3.1%	820	3.4%	870	3.6%	960	3.8%
Cook, IL	280	1.2%	280	1.2%	325	1.3%	405	1.7%	435	1.7%
Los Angeles, CA	330	1.4%	305	1.3%	300	1.2%	345	1.4%	410	1.6%
Baltimore City, MD	225	0.9%	305	1.3%	360	1.5%	360	1.5%	345	1.4%
Middlesex, MA	185	0.8%	185	0.8%	190	0.8%	215	0.9%	235	0.9%
Anne Arundel, MD	240	1.0%	255	1.1%	250	1.0%	215	0.9%	240	0.9%
Philadelphia, PA	185	0.8%	185	0.8%	195	0.8%	225	0.9%	250	1.0%
Kings, NY	195	0.8%	230	1.0%	280	1.2%	315	1.3%	315	1.2%
Suffolk, MA	145	0.6%	160	0.7%	145	0.6%	155	0.6%	185	0.7%
San Diego, CA	135	0.6%	140	0.6%	135	0.6%	145	0.6%	165	0.7%
Loudoun, VA	240	1.0%	205	0.8%	160	0.7%	170	0.7%	195	0.8%
Baltimore, MD	110	0.5%	125	0.5%	130	0.5%	130	0.5%	120	0.5%
San Francisco, CA	175	0.7%	210	0.9%	280	1.2%	240	1.0%	260	1.0%
Prince William, VA	180	0.7%	175	0.7%	195	0.8%	200	0.8%	190	0.8%
Allegheny, PA	80	0.3%	80	0.3%	65	0.3%	70	0.3%	95	0.4%
King, WA	135	0.6%	125	0.5%	155	0.6%	140	0.6%	185	0.7%
Fulton, GA	90	0.4%	120	0.5%	105	0.4%	145	0.6%	160	0.6%
Howard, MD	110	0.5%	105	0.4%	130	0.5%	145	0.6%	125	0.5%
Harris, TX	75	0.3%	95	0.4%	75	0.3%	70	0.3%	115	0.5%
Miami Dade, FL	140	0.6%	135	0.6%	110	0.5%	135	0.6%	145	0.6%
Charles, MD	235	1.0%	190	0.8%	195	0.8%	220	0.9%	195	0.8%
Wake, NC	50	0.2%	55	0.2%	65	0.3%	80	0.3%	85	0.3%
Orange, CA	50	0.2%	50	0.2%	50	0.2%	75	0.3%	45	0.2%
Alameda, CA	75	0.3%	95	0.4%	105	0.4%	105	0.4%	125	0.5%
Norfolk, MA	40	0.2%	50	0.2%	45	0.2%	50	0.2%	60	0.2%
New Haven, CT	55	0.2%	60	0.2%	55	0.2%	60	0.2%	75	0.3%
Hennepin, MN	45	0.2%	50	0.2%	65	0.3%	65	0.3%	80	0.3%
Dallas, TX	60	0.2%	45	0.2%	75	0.3%	70	0.3%	90	0.4%
Mecklenburg, NC	75	0.3%	65	0.3%	80	0.3%	95	0.4%	95	0.4%
All Other Counties	6,015	25.0%	6,145	25.5%	6,480	26.8%	6,575	27.1%	7,050	27.9%
Total Out-Migration:	24,075	100.0%	24,125	100.0%	24,175	100.0%	24,255	100.0%	25,270	100.0%

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;
Zimmerman/Volk Associates, Inc.

Net Annual Household Migration*City of Washington, District of Columbia***2003, 2004, 2005, 2006, 2007**

County	..... 2003 .....	..... 2004 .....	..... 2005 .....	..... 2006 .....	..... 2007
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Prince George's, MD	-2,210	-2,635	-2,285	-1,885	-1,415
Montgomery, MD	-650	-785	-425	-350	-240
Arlington, VA	-215	105	245	165	185
APO/FPO/Foreign	1,070	1,425	1,185	1,385	935
Fairfax, VA	-130	-60	165	40	110
Alexandria City, VA	-205	-10	-30	-35	-50
New York, NY	-130	-160	-195	-255	-370
Cook, IL	35	80	10	0	-35
Los Angeles, CA	10	-10	5	-10	-50
Baltimore City, MD	0	-100	-135	-100	-15
Middlesex, MA	145	145	145	100	60
Anne Arundel, MD	-65	-55	-55	-10	20
Philadelphia, PA	-5	15	15	-25	-25
Kings, NY	-20	-45	-95	-120	-95
Suffolk, MA	65	60	70	50	15
San Diego, CA	20	30	20	15	35
Loudoun, VA	-120	-75	-20	-30	-20
Baltimore, MD	30	15	10	5	55
San Francisco, CA	-5	-30	-120	-70	-90
Prince William, VA	-25	0	-30	-45	-25
Allegheny, PA	30	60	85	70	60
King, WA	5	15	0	10	-30
Fulton, GA	40	10	50	0	-10
Howard, MD	5	40	0	-10	20
Harris, TX	65	30	55	55	30
Miami Dade, FL	-25	-5	25	-5	-5
Charles, MD	-145	-80	-90	-120	-75
Wake, NC	30	25	35	10	25
Orange, CA	35	15	30	10	60
Alameda, CA	55	10	-20	5	-20
Norfolk, MA	45	50	35	45	45
New Haven, CT	45	45	50	35	30
Hennepin, MN	40	35	30	25	25
Dallas, TX	10	55	25	0	15
Mecklenburg, NC	10	10	10	-10	5
All Other Counties	2,000	2,340	2,785	2,655	2,670
Total Net Migration:	-160	565	1,585	1,600	1,830

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;
Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
The Anacostia Study Area, City of Washington, District of Columbia

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
Empty Nesters & Retirees	1,470	41.6%
<i>Metropolitan Cities</i>	1,470	41.6%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	1,830	51.8%
<i>Metropolitan Cities</i>	1,830	51.8%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	235	6.6%
<i>Metropolitan Cities</i>	235	6.6%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Total Study Area Households:	3,535	100.0%
Estimated Median Income:	\$40,100	
Estimated District Median Income:	\$58,100	
Estimated National Median Income:	\$51,400	
Estimated Median Home Value:	\$245,200	
Estimated District Median Home Value:	\$379,000	
Estimated National Median Home Value:	\$172,400	

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
The Anacostia Study Area, City of Washington, District of Columbia

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Empty Nesters & Retirees	1,470	41.6%		
<i>Metropolitan Cities</i>				
Urban Establishment	30	0.8%	\$100,700	\$489,000
Cosmopolitan Couples	235	6.6%	\$64,100	\$327,400
Multi-Ethnic Retirees	530	15.0%	\$49,700	\$185,300
Downtown Retirees	340	9.6%	\$31,000	\$180,100
Multi-Ethnic Seniors	335	9.5%	\$27,100	\$175,600
<i>Subtotal:</i>	<u>1,470</u>	<u>41.6%</u>		
<i>Small Cities/Satellite Cities</i>				
Cosmopolitan Elite	0	0.0%		
Middle-Class Move-Downs	0	0.0%		
Blue-Collar Retirees	0	0.0%		
Hometown Retirees	0	0.0%		
Second City Seniors	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Metropolitan Suburbs</i>				
Old Money	0	0.0%		
Affluent Empty Nesters	0	0.0%		
Suburban Establishment	0	0.0%		
Mainstream Retirees	0	0.0%		
Middle-American Retirees	0	0.0%		
Suburban Retirees	0	0.0%		
Suburban Seniors	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Town & Country/Exurbs</i>				
Small-Town Establishment	0	0.0%		
New Empty Nesters	0	0.0%		
RV Retirees	0	0.0%		
Blue-Collar Empty Nesters	0	0.0%		
Heartland Empty Nesters	0	0.0%		
Small-Town Seniors	0	0.0%		
Back Country Seniors	0	0.0%		
Rural Seniors	0	0.0%		
Struggling Retirees	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		

SOURCE: Nielsen Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
The Anacostia Study Area, City of Washington, District of Columbia

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Traditional & Non-Traditional Families	1,830	51.8%		
<i>Metropolitan Cities</i>				
Full-Nest Urbanites	170	4.8%	\$73,700	\$366,900
Multi-Cultural Families	310	8.8%	\$48,000	\$241,900
Inner-City Families	570	16.1%	\$33,200	\$186,600
Single-Parent Families	780	22.1%	\$25,400	\$172,300
<i>Subtotal:</i>	<u>1,830</u>	<u>51.8%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0.0%		
Multi-Ethnic Families	0	0.0%		
In-Town Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Metropolitan Suburbs</i>				
The Social Register	0	0.0%		
Nouveau Money	0	0.0%		
Late-Nest Suburbanites	0	0.0%		
Full-Nest Suburbanites	0	0.0%		
Blue-Collar Button-Downs	0	0.0%		
Working-Class Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	0	0.0%		
Full-Nest Exurbanites	0	0.0%		
New-Town Families	0	0.0%		
Small-Town Families	0	0.0%		
Kids 'r' Us	0	0.0%		
Rustic Families	0	0.0%		
Subsistence Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		

SOURCE: Nielsen Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
The Anacostia Study Area, City of Washington, District of Columbia

	<u>Estimated Number</u>	<u>Estimated Share</u>	<u>Estimated Median Income</u>	<u>Estimated Median Home Value</u>
Younger Single & Couples	235	6.6%		
<i>Metropolitan Cities</i>				
e-Types	10	0.3%	\$100,000	\$438,900
New Bohemians	105	3.0%	\$73,500	\$298,000
Urban Achievers	120	3.4%	\$48,800	\$245,600
Soul City Singles	0	0.0%		
<i>Subtotal:</i>	<u>235</u>	<u>6.6%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0.0%		
Twentysomethings	0	0.0%		
Small-City Singles	0	0.0%		
Blue-Collar Singles	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Metropolitan Suburbs</i>				
The Entrepreneurs	0	0.0%		
Fast-Track Professionals	0	0.0%		
Upscale Suburban Couples	0	0.0%		
No-Nest Suburbanites	0	0.0%		
Suburban Achievers	0	0.0%		
Working-Class Singles	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Town & Country/Exurbs</i>				
Ex-Urban Power Couples	0	0.0%		
Cross-Training Couples	0	0.0%		
Exurban Suburbanites	0	0.0%		
Country Couples	0	0.0%		
Small-Town Singles	0	0.0%		
Rural Singles	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
City of Washington, District of Columbia

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
Empty Nesters & Retirees	94,835	36.1%
<i>Metropolitan Cities</i>	86,825	33.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	8,010	3.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	68,345	26.0%
<i>Metropolitan Cities</i>	67,610	25.7%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	735	0.3%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	99,800	37.9%
<i>Metropolitan Cities</i>	93,060	35.4%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	6,740	2.6%
<i>Town & Country/Exurbs</i>	0	0.0%
Total District Households:	262,980	100.0%
Estimated Median Income:	\$58,100	
Estimated National Median Income:	\$51,400	
Estimated Median Home Value:	\$379,000	
Estimated National Median Home Value:	\$172,400	

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
City of Washington, District of Columbia

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Empty Nesters & Retirees	94,835	36.1%		
<i>Metropolitan Cities</i>				
Urban Establishment	32,470	12.3%	\$101,200	\$509,000
Cosmopolitan Couples	16,825	6.4%	\$64,800	\$368,200
Multi-Ethnic Retirees	11,990	4.6%	\$49,800	\$189,500
Downtown Retirees	6,955	2.6%	\$32,300	\$186,400
Multi-Ethnic Seniors	18,585	7.1%	\$28,100	\$181,000
<i>Subtotal:</i>	<i>86,825</i>	<i>33.0%</i>		
<i>Small Cities/Satellite Cities</i>				
Cosmopolitan Elite	0	0.0%		
Middle-Class Move-Downs	0	0.0%		
Blue-Collar Retirees	0	0.0%		
Hometown Retirees	0	0.0%		
Second City Seniors	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		
<i>Metropolitan Suburbs</i>				
Old Money	4,375	1.7%	\$256,400	\$778,800
Affluent Empty Nesters	445	0.2%	\$82,600	\$369,300
Suburban Establishment	470	0.2%	\$82,500	\$368,400
Mainstream Retirees	285	0.1%	\$60,500	\$253,300
Middle-American Retirees	1,305	0.5%	\$56,900	\$190,700
Suburban Retirees	50	0.0%	\$40,400	\$134,200
Suburban Seniors	1,080	0.4%	\$36,300	\$137,900
<i>Subtotal:</i>	<i>8,010</i>	<i>3.0%</i>		
<i>Town & Country/Exurbs</i>				
Small-Town Establishment	0	0.0%		
New Empty Nesters	0	0.0%		
RV Retirees	0	0.0%		
Blue-Collar Empty Nesters	0	0.0%		
Heartland Empty Nesters	0	0.0%		
Small-Town Seniors	0	0.0%		
Back Country Seniors	0	0.0%		
Rural Seniors	0	0.0%		
Struggling Retirees	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		

SOURCE: Nielsen Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
City of Washington, District of Columbia

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Traditional & Non-Traditional Families	68,345	26.0%		
<i>Metropolitan Cities</i>				
Full-Nest Urbanites	22,085	8.4%	\$75,100	\$466,500
Multi-Cultural Families	11,180	4.3%	\$49,200	\$243,200
Inner-City Families	15,550	5.9%	\$35,900	\$192,100
Single-Parent Families	18,795	7.1%	\$27,700	\$176,100
<i>Subtotal:</i>	<u>67,610</u>	<u>25.7%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0.0%		
Multi-Ethnic Families	0	0.0%		
In-Town Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Metropolitan Suburbs</i>				
The Social Register	235	0.1%	\$137,800	\$622,700
Nouveau Money	100	0.0%	\$122,100	\$487,200
Late-Nest Suburbanites	115	0.0%	\$85,900	\$378,400
Full-Nest Suburbanites	0	0.0%		
Blue-Collar Button-Downs	140	0.1%	\$83,100	\$333,000
Working-Class Families	145	0.1%	\$58,400	\$190,700
<i>Subtotal:</i>	<u>735</u>	<u>0.3%</u>		
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	0	0.0%		
Full-Nest Exurbanites	0	0.0%		
New-Town Families	0	0.0%		
Small-Town Families	0	0.0%		
Kids 'r' Us	0	0.0%		
Rustic Families	0	0.0%		
Subsistence Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		

SOURCE: Nielsen Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

2010 Household Classification by Market Groups
City of Washington, District of Columbia

	<u>Estimated Number</u>	<u>Estimated Share</u>	<u>Estimated Median Income</u>	<u>Estimated Median Home Value</u>
Younger Single & Couples	99,800	37.9%		
<i>Metropolitan Cities</i>				
e-Types	42,430	16.1%	\$101,700	\$578,900
New Bohemians	32,335	12.3%	\$73,700	\$394,700
Urban Achievers	18,295	7.0%	\$49,700	\$292,400
Soul City Singles	0	0.0%		
Subtotal:	93,060	35.4%		
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0.0%		
Twentysomethings	0	0.0%		
Small-City Singles	0	0.0%		
Blue-Collar Singles	0	0.0%		
Subtotal:	0	0.0%		
<i>Metropolitan Suburbs</i>				
The Entrepreneurs	4,010	1.5%	\$118,200	\$576,000
Fast-Track Professionals	870	0.3%	\$85,200	\$380,700
Upscale Suburban Couples	260	0.1%	\$77,900	\$281,200
No-Nest Suburbanites	235	0.1%	\$58,400	\$190,700
Suburban Achievers	395	0.2%	\$56,500	\$240,200
Working-Class Singles	970	0.4%	\$36,700	\$169,200
Subtotal:	6,740	2.6%		
<i>Town & Country/Exurbs</i>				
Ex-Urban Power Couples	0	0.0%		
Cross-Training Couples	0	0.0%		
Exurban Suburbanites	0	0.0%		
Country Couples	0	0.0%		
Small-Town Singles	0	0.0%		
Rural Singles	0	0.0%		
Subtotal:	0	0.0%		

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within The Anacostia Study Area Over The Next Five Years**

The Anacostia Study Area, City of Washington, District of Columbia

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,470	50	13.5%
<i>Metropolitan Cities</i>	1,470	50	13.5%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	1,830	270	73.0%
<i>Metropolitan Cities</i>	1,830	270	73.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	235	50	13.5%
<i>Metropolitan Cities</i>	235	50	13.5%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	3,535	370	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within The Anacostia Study Area Over The Next Five Years**

The Anacostia Study Area, City of Washington, District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,470	50	13.5%
<i>Metropolitan Cities</i>			
Urban Establishment	30	0	0.0%
Cosmopolitan Couples	235	10	2.7%
Multi-Ethnic Retirees	530	10	2.7%
Downtown Retirees	340	10	2.7%
Multi-Ethnic Seniors	335	20	5.4%
<i>Subtotal:</i>	<u>1,470</u>	<u>50</u>	<u>13.5%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Retirees	0	0	0.0%
Middle-American Retirees	0	0	0.0%
Suburban Retirees	0	0	0.0%
Suburban Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	0	0	0.0%
New Empty Nesters	0	0	0.0%
RV Retirees	0	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Heartland Empty Nesters	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within The Anacostia Study Area Over The Next Five Years**

The Anacostia Study Area, City of Washington, District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	1,830	270	73.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	170	10	2.7%
Multi-Cultural Families	310	20	5.4%
Inner-City Families	570	110	29.7%
Single-Parent Families	780	130	35.1%
<i>Subtotal:</i>	<u>1,830</u>	<u>270</u>	<u>73.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
In-Town Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	0	0	0.0%
Nouveau Money	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Blue-Collar Button-Downs	0	0	0.0%
Working-Class Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
New-Town Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within The Anacostia Study Area Over The Next Five Years**

The Anacostia Study Area, City of Washington, District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	235	50	13.5%
<i>Metropolitan Cities</i>			
e-Types	10	0	0.0%
New Bohemians	105	20	5.4%
Urban Achievers	120	30	8.1%
Soul City Singles	0	0	0.0%
<i>Subtotal:</i>	<u>235</u>	<u>50</u>	<u>13.5%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Twentysomethings	0	0	0.0%
Small-City Singles	0	0	0.0%
Blue-Collar Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	0	0	0.0%
Fast-Track Professionals	0	0	0.0%
Upscale Suburban Couples	0	0	0.0%
No-Nest Suburbanites	0	0	0.0%
Suburban Achievers	0	0	0.0%
Working-Class Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	0	0	0.0%
Cross-Training Couples	0	0	0.0%
Exurban Suburbanites	0	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	0	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households
With The Potential To Move To The Anacostia Study Area
From The Balance Of The District Of Columbia Over The Next Five Years**
Balance of the District of Columbia

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	93,365	110	10.6%
<i>Metropolitan Cities</i>	85,355	110	10.6%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	8,010	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	66,515	280	26.9%
<i>Metropolitan Cities</i>	65,780	280	26.9%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	735	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	99,565	650	62.5%
<i>Metropolitan Cities</i>	92,825	610	58.7%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	6,740	40	3.8%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Balance of the District Total:	259,445	1,040	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households
With The Potential To Move To The Anacostia Study Area
From The Balance Of The District Of Columbia Over The Next Five Years**

Balance of the District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	93,365	110	10.6%
<i>Metropolitan Cities</i>			
Urban Establishment	32,440	60	5.8%
Cosmopolitan Couples	16,590	10	1.0%
Multi-Ethnic Retirees	11,460	0	0.0%
Downtown Retirees	6,615	0	0.0%
Multi-Ethnic Seniors	18,250	40	3.8%
<i>Subtotal:</i>	<u>85,355</u>	<u>110</u>	<u>10.6%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	4,375	0	0.0%
Affluent Empty Nesters	445	0	0.0%
Suburban Establishment	470	0	0.0%
Mainstream Retirees	285	0	0.0%
Middle-American Retirees	1,305	0	0.0%
Suburban Retirees	50	0	0.0%
Suburban Seniors	1,080	0	0.0%
<i>Subtotal:</i>	<u>8,010</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	0	0	0.0%
New Empty Nesters	0	0	0.0%
RV Retirees	0	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Heartland Empty Nesters	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households
With The Potential To Move To The Anacostia Study Area
From The Balance Of The District Of Columbia Over The Next Five Years**

Balance of the District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	66,515	280	26.9%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	21,915	50	4.8%
Multi-Cultural Families	10,870	20	1.9%
Inner-City Families	14,980	100	9.6%
Single-Parent Families	18,015	110	10.6%
<i>Subtotal:</i>	<u>65,780</u>	<u>280</u>	<u>26.9%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
In-Town Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	235	0	0.0%
Nouveau Money	100	0	0.0%
Late-Nest Suburbanites	115	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Blue-Collar Button-Downs	140	0	0.0%
Working-Class Families	145	0	0.0%
<i>Subtotal:</i>	<u>735</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
New-Town Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households
With The Potential To Move To The Anacostia Study Area
From The Balance Of The District Of Columbia Over The Next Five Years**
Balance of the District of Columbia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	99,565	650	62.5%
<i>Metropolitan Cities</i>			
e-Types	42,420	240	23.1%
New Bohemians	32,230	210	20.2%
Urban Achievers	18,175	160	15.4%
Soul City Singles	0	0	0.0%
<i>Subtotal:</i>	<u>92,825</u>	<u>610</u>	<u>58.7%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Twentysomethings	0	0	0.0%
Small-City Singles	0	0	0.0%
Blue-Collar Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	4,010	20	1.9%
Fast-Track Professionals	870	10	1.0%
Upscale Suburban Couples	260	0	0.0%
No-Nest Suburbanites	235	0	0.0%
Suburban Achievers	395	0	0.0%
Working-Class Singles	970	10	1.0%
<i>Subtotal:</i>	<u>6,740</u>	<u>40</u>	<u>3.8%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	0	0	0.0%
Cross-Training Couples	0	0	0.0%
Exurban Suburbanites	0	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	0	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 5
Prince George's and Montgomery Counties, Maryland;
Arlington and Fairfax Counties and City of Alexandria, Virginia

<u>Household Type/ Geographic Designation</u>	<u>Prince George's County</u>	<u>Montgomery County</u>	<u>Arlington County</u>	<u>Fairfax County</u>	<u>Alexandria City</u>	<u>Total</u>
Empty Nesters & Retirees	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Traditional & Non-Traditional Families	50	10	0	0	0	60
<i>Metropolitan Cities</i>	10	0	0	0	0	10
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	40	0	0	0	0	40
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Younger Singles & Couples	90	90	70	50	30	330
<i>Metropolitan Cities</i>	20	20	70	10	30	150
<i>Small Cities/Satellite Cities</i>	30	40	0	10	0	80
<i>Metropolitan Suburbs</i>	40	30	0	30	0	100
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	140	100	70	50	30	390
Percent:	35.9%	25.6%	17.9%	12.8%	7.7%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 5

Prince George's and Montgomery Counties, Maryland;

Arlington and Fairfax Counties and City of Alexandria, Virginia

	<u>Prince George's County</u>	<u>Montgomery County</u>	<u>Arlington County</u>	<u>Fairfax County</u>	<u>Alexandria City</u>	<u>Total</u>
Empty Nesters & Retirees	0	0	0	0	0	0
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	0	0
Cosmopolitan Couples	0	0	0	0	0	0
Multi-Ethnic Retirees	0	0	0	0	0	0
Downtown Retirees	0	0	0	0	0	0
Multi-Ethnic Seniors	0	0	0	0	0	0
Subtotal:	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>						
Cosmopolitan Elite	0	0	0	0	0	0
Middle-Class Move-Downs	0	0	0	0	0	0
Blue-Collar Retirees	0	0	0	0	0	0
Hometown Retirees	0	0	0	0	0	0
Second City Seniors	0	0	0	0	0	0
Subtotal:	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>						
Old Money	0	0	0	0	0	0
Affluent Empty Nesters	0	0	0	0	0	0
Suburban Establishment	0	0	0	0	0	0
Mainstream Retirees	0	0	0	0	0	0
Middle-American Retirees	0	0	0	0	0	0
Suburban Retirees	0	0	0	0	0	0
Suburban Seniors	0	0	0	0	0	0
Subtotal:	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>						
Small-Town Establishment	0	0	0	0	0	0
New Empty Nesters	0	0	0	0	0	0
RV Retirees	0	0	0	0	0	0
Blue-Collar Empty Nesters	0	0	0	0	0	0
Heartland Empty Nesters	0	0	0	0	0	0
Small-Town Seniors	0	0	0	0	0	0
Back Country Seniors	0	0	0	0	0	0
Rural Seniors	0	0	0	0	0	0
Struggling Retirees	0	0	0	0	0	0
Subtotal:	0	0	0	0	0	0

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 5

Prince George's and Montgomery Counties, Maryland;

Arlington and Fairfax Counties and City of Alexandria, Virginia

	<u>Prince George's County</u>	<u>Montgomery County</u>	<u>Arlington County</u>	<u>Fairfax County</u>	<u>Alexandria City</u>	<u>Total</u>
Traditional & Non-Traditional Families	50	10	0	0	0	60
<i>Metropolitan Cities</i>						
Full-Nest Urbanites	0	0	0	0	0	0
Multi-Cultural Families	0	0	0	0	0	0
Inner-City Families	10	0	0	0	0	10
Single-Parent Families	0	0	0	0	0	0
<i>Subtotal:</i>	<u>10</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	10	0	0	0	10
Multi-Ethnic Families	0	0	0	0	0	0
In-Town Families	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>
<i>Metropolitan Suburbs</i>						
The Social Register	0	0	0	0	0	0
Nouveau Money	0	0	0	0	0	0
Late-Nest Suburbanites	10	0	0	0	0	10
Full-Nest Suburbanites	10	0	0	0	0	10
Blue-Collar Button-Downs	20	0	0	0	0	20
Working-Class Families	0	0	0	0	0	0
<i>Subtotal:</i>	<u>40</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40</u>
<i>Town & Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	0	0
Full-Nest Exurbanites	0	0	0	0	0	0
New-Town Families	0	0	0	0	0	0
Small-Town Families	0	0	0	0	0	0
Kids 'r' Us	0	0	0	0	0	0
Rustic Families	0	0	0	0	0	0
Subsistence Families	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 5

Prince George's and Montgomery Counties, Maryland;

Arlington and Fairfax Counties and City of Alexandria, Virginia

	<u>Prince George's County</u>	<u>Montgomery County</u>	<u>Arlington County</u>	<u>Fairfax County</u>	<u>Alexandria City</u>	<u>Total</u>
Younger Singles & Couples	90	90	70	50	30	330
<i>Metropolitan Cities</i>						
e-Types	0	0	30	0	10	40
New Bohemians	10	10	30	10	10	70
Urban Achievers	10	10	10	0	10	40
Soul City Singles	0	0	0	0	0	0
<i>Subtotal:</i>	<u>20</u>	<u>20</u>	<u>70</u>	<u>10</u>	<u>30</u>	<u>150</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	10	20	0	0	0	30
Twentysomethings	10	20	0	10	0	40
Small-City Singles	10	0	0	0	0	10
Blue-Collar Singles	0	0	0	0	0	0
<i>Subtotal:</i>	<u>30</u>	<u>40</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>80</u>
<i>Metropolitan Suburbs</i>						
The Entrepreneurs	10	20	0	10	0	40
Fast-Track Professionals	0	10	0	10	0	20
Upscale Suburban Couples	0	0	0	0	0	0
No-Nest Suburbanites	0	0	0	0	0	0
Suburban Achievers	0	0	0	0	0	0
Working-Class Singles	30	0	0	10	0	40
<i>Subtotal:</i>	<u>40</u>	<u>30</u>	<u>0</u>	<u>30</u>	<u>0</u>	<u>100</u>
<i>Town & Country/Exurbs</i>						
Ex-Urban Power Couples	0	0	0	0	0	0
Cross-Training Couples	0	0	0	0	0	0
Exurban Suburbanites	0	0	0	0	0	0
Country Couples	0	0	0	0	0	0
Small-Town Singles	0	0	0	0	0	0
Rural Singles	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	60	11.3%
<i>Metropolitan Cities</i>	20	3.8%
<i>Small Cities/Satellite Cities</i>	40	7.5%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	70	13.2%
<i>Metropolitan Cities</i>	70	13.2%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	400	75.5%
<i>Metropolitan Cities</i>	130	24.5%
<i>Small Cities/Satellite Cities</i>	130	24.5%
<i>Metropolitan Suburbs</i>	140	26.4%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	530	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Balance of the United States

	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	60	11.3%
<i>Metropolitan Cities</i>		
Urban Establishment	10	1.9%
Cosmopolitan Couples	0	0.0%
Multi-Ethnic Retirees	0	0.0%
Downtown Retirees	0	0.0%
Multi-Ethnic Seniors	10	1.9%
<i>Subtotal:</i>	<u>20</u>	<u>3.8%</u>
<i>Small Cities/Satellite Cities</i>		
Cosmopolitan Elite	0	0.0%
Middle-Class Move-Downs	10	1.9%
Blue-Collar Retirees	10	1.9%
Hometown Retirees	0	0.0%
Second City Seniors	20	3.8%
<i>Subtotal:</i>	<u>40</u>	<u>7.5%</u>
<i>Metropolitan Suburbs</i>		
Old Money	0	0.0%
Affluent Empty Nesters	0	0.0%
Suburban Establishment	0	0.0%
Mainstream Retirees	0	0.0%
Middle-American Retirees	0	0.0%
Suburban Retirees	0	0.0%
Suburban Seniors	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>		
Small-Town Establishment	0	0.0%
New Empty Nesters	0	0.0%
RV Retirees	0	0.0%
Blue-Collar Empty Nesters	0	0.0%
Heartland Empty Nesters	0	0.0%
Small-Town Seniors	0	0.0%
Back Country Seniors	0	0.0%
Rural Seniors	0	0.0%
Struggling Retirees	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Balance of the United States

	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	70	13.2%
<i>Metropolitan Cities</i>		
Full-Nest Urbanites	20	3.8%
Multi-Cultural Families	10	1.9%
Inner-City Families	20	3.8%
Single-Parent Families	20	3.8%
Subtotal:	<u>70</u>	<u>13.2%</u>
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	0	0.0%
Multi-Ethnic Families	0	0.0%
In-Town Families	0	0.0%
Subtotal:	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>		
The Social Register	0	0.0%
Nouveau Money	0	0.0%
Late-Nest Suburbanites	0	0.0%
Full-Nest Suburbanites	0	0.0%
Blue-Collar Button-Downs	0	0.0%
Working-Class Families	0	0.0%
Subtotal:	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>		
Ex-Urban Elite	0	0.0%
Full-Nest Exurbanites	0	0.0%
New-Town Families	0	0.0%
Small-Town Families	0	0.0%
Kids 'r' Us	0	0.0%
Rustic Families	0	0.0%
Subsistence Families	0	0.0%
Subtotal:	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Balance of the United States

	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	400	75.5%
<i>Metropolitan Cities</i>		
e-Types	20	3.8%
New Bohemians	30	5.7%
Urban Achievers	40	7.5%
Soul City Singles	40	7.5%
<i>Subtotal:</i>	<u>130</u>	<u>24.5%</u>
<i>Small Cities/Satellite Cities</i>		
The VIPs	20	3.8%
Twentysomethings	30	5.7%
Small-City Singles	40	7.5%
Blue-Collar Singles	40	7.5%
<i>Subtotal:</i>	<u>130</u>	<u>24.5%</u>
<i>Metropolitan Suburbs</i>		
The Entrepreneurs	20	3.8%
Fast-Track Professionals	0	0.0%
Upscale Suburban Couples	20	3.8%
No-Nest Suburbanites	10	1.9%
Suburban Achievers	50	9.4%
Working-Class Singles	40	7.5%
<i>Subtotal:</i>	<u>140</u>	<u>26.4%</u>
<i>Town & Country/Exurbs</i>		
Ex-Urban Power Couples	0	0.0%
Cross-Training Couples	0	0.0%
Exurban Suburbanites	0	0.0%
Country Couples	0	0.0%
Small-Town Singles	0	0.0%
Rural Singles	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years**

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

<u>Household Type/ Geographic Designation</u>	<u>Anacostia Study Area</u>	<u>Balance of the District</u>	<u>Regional Draw Area</u>	<u>Balance of the U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	50	110	0	60	220
<i>Metropolitan Cities</i>	50	110	0	20	180
<i>Small Cities/Satellite Cities</i>	0	0	0	40	40
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Traditional & Non-Traditional Families	270	280	60	70	680
<i>Metropolitan Cities</i>	270	280	10	70	630
<i>Small Cities/Satellite Cities</i>	0	0	10	0	10
<i>Metropolitan Suburbs</i>	0	0	40	0	40
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Younger Singles & Couples	50	650	330	400	1,430
<i>Metropolitan Cities</i>	50	610	150	130	940
<i>Small Cities/Satellite Cities</i>	0	0	80	130	210
<i>Metropolitan Suburbs</i>	0	40	100	140	280
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Total:	370	1,040	390	530	2,330
Percent:	16.0%	44.6%	16.7%	22.7%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years**

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

	<u>Anacostia Study Area</u>	<u>Balance of the District</u>	<u>Regional Draw Area</u>	<u>Balance of the U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	50	110	0	60	220
<i>Metropolitan Cities</i>					
Urban Establishment	0	60	0	10	70
Cosmopolitan Couples	10	10	0	0	20
Multi-Ethnic Retirees	10	0	0	0	10
Downtown Retirees	10	0	0	0	10
Multi-Ethnic Seniors	20	40	0	10	70
<i>Subtotal:</i>	<u>50</u>	<u>110</u>	<u>0</u>	<u>20</u>	<u>180</u>
<i>Small Cities/Satellite Cities</i>					
Middle-Class Move-Downs	0	0	0	10	10
Blue-Collar Retirees	0	0	0	10	10
Second City Seniors	0	0	0	20	20
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40</u>	<u>40</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years**

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

	<u>Anacostia Study Area</u>	<u>Balance of the District</u>	<u>Regional Draw Area</u>	<u>Balance of the U.S.</u>	<u>Total</u>
Traditional & Non-Traditional Families	270	280	60	70	680
<i>Metropolitan Cities</i>					
Full-Nest Urbanites	10	50	0	20	80
Multi-Cultural Families	20	20	0	10	50
Inner-City Families	110	100	10	20	240
Single-Parent Families	130	110	0	20	260
<i>Subtotal:</i>	<u>270</u>	<u>280</u>	<u>10</u>	<u>70</u>	<u>630</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	0	10	0	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>10</u>
<i>Metropolitan Suburbs</i>					
Late-Nest Suburbanites	0	0	10	0	10
Full-Nest Suburbanites	0	0	10	0	10
Blue-Collar Button-Downs	0	0	20	0	20
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>40</u>	<u>0</u>	<u>40</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years**

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

	<i>Anacostia Study Area</i>	<i>Balance of the District</i>	<i>Regional Draw Area</i>	<i>Balance of the U.S.</i>	<i>Total</i>
Younger Singles & Couples	50	650	330	400	1,430
<i>Metropolitan Cities</i>					
e-Types	0	240	40	20	300
New Bohemians	20	210	70	30	330
Urban Achievers	30	160	40	40	270
Soul City Singles	0	0	0	40	40
<i>Subtotal:</i>	<u>50</u>	<u>610</u>	<u>150</u>	<u>130</u>	<u>940</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	0	0	30	20	50
Twentysomethings	0	0	40	30	70
Small-City Singles	0	0	10	40	50
Blue-Collar Singles	0	0	0	40	40
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>80</u>	<u>130</u>	<u>210</u>
<i>Metropolitan Suburbs</i>					
The Entrepreneurs	0	20	40	20	80
Fast-Track Professionals	0	10	20	0	30
Upscale Suburban Couples	0	0	0	20	20
No-Nest Suburbanites	0	0	0	10	10
Suburban Achievers	0	0	0	50	50
Working-Class Singles	0	10	40	40	90
<i>Subtotal:</i>	<u>0</u>	<u>40</u>	<u>100</u>	<u>140</u>	<u>280</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	..... Rental			Ownership			Total
	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	
Empty Nesters & Retirees	50	30	10	10	40	80	220
<i>Metropolitan Cities</i>	40	20	10	10	30	70	180
<i>Small Cities/Satellite Cities</i>	10	10	0	0	10	10	40
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0
Traditional & Non-Traditional Families	360	90	50	50	50	80	680
<i>Metropolitan Cities</i>	360	80	50	50	40	50	630
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	10	10
<i>Metropolitan Suburbs</i>	0	10	0	0	10	20	40
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0
Younger Singles & Couples	250	120	260	250	170	380	1,430
<i>Metropolitan Cities</i>	160	70	190	170	130	220	940
<i>Small Cities/Satellite Cities</i>	40	30	20	30	30	60	210
<i>Metropolitan Suburbs</i>	50	20	50	50	10	100	280
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0
Total:	660	240	320	310	260	540	2,330
Percent:	28.3%	10.3%	13.7%	13.3%	11.2%	23.2%	100.0%

NOTE: For fiscal year 2010, DC MSA Median Family Income for a family of four is \$103,500.

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years
*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Empty Nesters & Retirees	<i>Rental</i>			<i>Ownership</i>			Total
	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	
<i>Metropolitan Cities</i>							
Urban Establishment	0	0	0	0	10	60	70
Cosmopolitan Couples	0	0	0	0	10	10	20
Multi-Ethnic Retirees	0	0	0	0	10	0	10
Downtown Retirees	0	0	0	10	0	0	10
Multi-Ethnic Seniors	40	20	10	0	0	0	70
<i>Subtotal:</i>	40	20	10	10	30	70	180
<i>Small Cities/Satellite Cities</i>							
Middle-Class Move-Downs	0	0	0	0	0	10	10
Blue-Collar Retirees	0	0	0	0	10	0	10
Second City Seniors	10	10	0	0	0	0	20
<i>Subtotal:</i>	10	10	0	0	10	10	40
Total:	50	30	10	10	40	80	220
Percent:	22.7%	13.6%	4.5%	4.5%	18.2%	36.4%	100.0%

NOTE: For fiscal year 2010, DC MSA Median Family Income for a family of four is \$103,500.

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Traditional & Non-Traditional Families	<i>Rental</i>			<i>Ownership</i>			Total
	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	
Metropolitan Cities							
Full-Nest Urbanites	0	0	0	20	30	30	80
Multi-Cultural Families	0	0	0	20	10	20	50
Inner-City Families	160	40	30	10	0	0	240
Single-Parent Families	200	40	20	0	0	0	260
<i>Subtotal:</i>	<u>360</u>	<u>80</u>	<u>50</u>	<u>50</u>	<u>40</u>	<u>50</u>	<u>630</u>
Small Cities/Satellite Cities							
Unibox Transferees	0	0	0	0	0	10	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
Metropolitan Suburbs							
Late-Nest Suburbanites	0	0	0	0	0	10	10
Full-Nest Suburbanites	0	0	0	0	0	10	10
Blue-Collar Button-Downs	0	10	0	0	10	0	20
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>40</u>
Total:	360	90	50	50	50	80	680
Percent:	52.9%	13.2%	7.4%	7.4%	7.4%	11.8%	100.0%

NOTE: For fiscal year 2010, DC MSA Median Family Income for a family of four is \$103,500.

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	<i>Rental</i>			<i>Ownership</i>			Total
	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	<i>Below 50% AMI</i>	<i>50% to 80% AMI</i>	<i>Above 80% AMI</i>	
Metropolitan Cities							
e-Types	10	10	50	40	50	140	300
New Bohemians	60	30	90	50	40	60	330
Urban Achievers	70	30	40	70	40	20	270
Soul City Singles	20	0	10	10	0	0	40
<i>Subtotal:</i>	<u>160</u>	<u>70</u>	<u>190</u>	<u>170</u>	<u>130</u>	<u>220</u>	<u>940</u>
Small Cities/Satellite Cities							
The VIPs	0	0	0	0	10	40	50
Twentysomethings	10	10	10	10	10	20	70
Small-City Singles	10	10	10	10	10	0	50
Blue-Collar Singles	20	10	0	10	0	0	40
<i>Subtotal:</i>	<u>40</u>	<u>30</u>	<u>20</u>	<u>30</u>	<u>30</u>	<u>60</u>	<u>210</u>
Metropolitan Suburbs							
The Entrepreneurs	0	0	0	10	10	60	80
Fast-Track Professionals	0	0	0	10	0	20	30
Upscale Suburban Couples	0	0	10	0	0	10	20
No-Nest Suburbanites	0	0	0	0	0	10	10
Suburban Achievers	10	10	20	10	0	0	50
Working-Class Singles	40	10	20	20	0	0	90
<i>Subtotal:</i>	<u>50</u>	<u>20</u>	<u>50</u>	<u>50</u>	<u>10</u>	<u>100</u>	<u>280</u>
Total:	250	120	260	250	170	380	1,430
Percent:	17.5%	8.4%	18.2%	17.5%	11.9%	26.6%	100.0%

NOTE: For fiscal year 2010, DC MSA Median Family Income for a family of four is \$103,500.

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Renter Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	Income Bands				
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>
Empty Nesters & Retirees	20	30	30	10	0
<i>Metropolitan Cities</i>	20	20	20	10	0
<i>Small Cities/Satellite Cities</i>	0	10	10	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Traditional & Non-Traditional Families	180	180	90	40	10
<i>Metropolitan Cities</i>	180	180	80	40	10
<i>Small Cities/Satellite Cities</i>	0	0	10	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Younger Singles & Couples	70	180	120	200	60
<i>Metropolitan Cities</i>	50	110	70	140	50
<i>Small Cities/Satellite Cities</i>	10	30	30	20	0
<i>Metropolitan Suburbs</i>	10	40	20	40	10
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Total:	270	390	240	250	70
Percent:	22.1%	32.0%	19.7%	20.5%	5.7%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Renter Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Empty Nesters & Retirees	..... Income Bands				
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>
<i>Metropolitan Cities</i>					
Multi-Ethnic Seniors	20	20	20	10	0
<i>Subtotal:</i>	20	20	20	10	0
<i>Small Cities/Satellite Cities</i>					
Second-City Seniors	0	10	10	0	0
<i>Subtotal:</i>	0	10	10	0	0
Total:	20	30	30	10	0
Percent:	22.2%	33.3%	33.3%	11.1%	0.0%

Renter Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Traditional & Non-Traditional Families	..... Income Bands				
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>
Metropolitan Cities					
Inner-City Families	70	90	40	20	10
Single-Parent Families	110	90	40	20	0
<i>Subtotal:</i>	180	180	80	40	10
Metropolitan Suburbs					
Blue-Collar Button-Downs	0	0	10	0	0
<i>Subtotal:</i>	0	0	10	0	0
Total:	180	180	90	40	10
Percent:	36.0%	36.0%	18.0%	8.0%	2.0%

Renter Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	<i>Income Bands</i>				
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>
Metropolitan Cities					
e-Types	0	10	10	30	20
New Bohemians	10	50	30	70	20
Urban Achievers	30	40	30	30	10
Soul City Singles	10	10	0	10	0
<i>Subtotal:</i>	<u>50</u>	<u>110</u>	<u>70</u>	<u>140</u>	<u>50</u>
Small Cities/Satellite Cities					
Twentysomethings	0	10	10	10	0
Small-City Singles	0	10	10	10	0
Blue-Collar Singles	10	10	10	0	0
<i>Subtotal:</i>	<u>10</u>	<u>30</u>	<u>30</u>	<u>20</u>	<u>0</u>
Metropolitan Suburbs					
Upscale Suburban Couples	0	0	0	10	0
Suburban Achievers	0	10	10	10	10
Working-Class Singles	10	30	10	20	0
	<u>10</u>	<u>40</u>	<u>20</u>	<u>40</u>	<u>10</u>
Total:	70	180	120	200	60
Percent:	11.1%	28.6%	19.0%	31.7%	9.5%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	.....Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Empty Nesters & Retirees	0	10	40	50	30	130
<i>Metropolitan Cities</i>	0	10	30	40	30	110
<i>Small Cities/Satellite Cities</i>	0	0	10	10	0	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Traditional & Non-Traditional Families	0	40	50	50	30	170
<i>Metropolitan Cities</i>	0	40	40	50	0	130
<i>Small Cities/Satellite Cities</i>	0	0	0	0	10	10
<i>Metropolitan Suburbs</i>	0	0	10	0	20	30
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Younger Singles & Couples	10	250	170	240	140	810
<i>Metropolitan Cities</i>	10	170	130	140	80	530
<i>Small Cities/Satellite Cities</i>	0	30	30	40	20	120
<i>Metropolitan Suburbs</i>	0	50	10	60	40	160
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	10	300	260	340	200	1,110
Percent:	0.9%	27.0%	23.4%	30.7%	18.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Empty Nesters & Retirees	.....Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	10	30	30	70
Cosmopolitan Couples	0	0	10	10	0	20
Multi-Ethnic Retirees	0	0	10	0	0	10
Downtown Retirees	0	10	0	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>30</u>	<u>40</u>	<u>30</u>	<u>110</u>
<i>Small Cities/Satellite Cities</i>						
Middle-Class Move-Downs	0	0	0	10	0	10
Blue-Collar Retirees	0	0	10	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>	<u>0</u>	<u>20</u>
Total:	0	10	40	50	30	130
Percent:	0.0%	7.7%	30.8%	38.5%	23.1%	100.0%

Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Traditional & Non-Traditional Families	.....Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities						
Full-Nest Urbanites	0	20	30	30	0	80
Multi-Cultural Families	0	10	10	20	0	40
Inner-City Families	0	10	0	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>40</u>	<u>40</u>	<u>50</u>	<u>0</u>	<u>130</u>
Small Cities/Satellite Cities						
Unibox Transferees	0	0	0	0	10	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
Metropolitan Suburbs						
Late-Nest Suburbanites	0	0	0	0	10	10
Full-Nest Suburbanites	0	0	0	0	10	10
Blue-Collar Button-Downs	0	0	10	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>20</u>	<u>30</u>
Total:	0	40	50	50	30	170
Percent:	0.0%	23.5%	29.4%	29.4%	17.6%	100.0%

Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	.....Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities						
e-Types	0	40	50	70	70	230
New Bohemians	0	50	40	50	10	150
Urban Achievers	10	70	40	20	0	140
Soul City Singles	0	10	0	0	0	10
<i>Subtotal:</i>	<u>10</u>	<u>170</u>	<u>130</u>	<u>140</u>	<u>80</u>	<u>530</u>
Small Cities/Satellite Cities						
The VIPs	0	0	10	20	20	50
Twentysomethings	0	10	10	20	0	40
Small-City Singles	0	10	10	0	0	20
Blue-Collar Singles	0	10	0	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>30</u>	<u>30</u>	<u>40</u>	<u>20</u>	<u>120</u>
Metropolitan Suburbs						
The Entrepreneurs	0	10	10	30	30	80
Fast-Track Professionals	0	10	0	10	10	30
Upscale Suburban Couples	0	0	0	10	0	10
No-Nest Suburbanites	0	0	0	10	0	10
Suburban Achievers	0	10	0	0	0	10
Working-Class Singles	0	20	0	0	0	20
<i>Subtotal:</i>	<u>0</u>	<u>50</u>	<u>10</u>	<u>60</u>	<u>40</u>	<u>160</u>
Total:	10	250	170	240	140	810
Percent:	1.2%	30.9%	21.0%	29.6%	17.3%	98.8%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Multi-Family Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	.....Multi-Family Ownership Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Empty Nesters & Retirees	0	10	0	20	20	50
<i>Metropolitan Cities</i>	0	10	0	20	20	50
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Traditional & Non-Traditional Families	0	10	10	20	0	40
<i>Metropolitan Cities</i>	0	10	10	20	0	40
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Younger Singles & Couples	10	200	100	120	90	520
<i>Metropolitan Cities</i>	10	130	100	90	50	380
<i>Small Cities/Satellite Cities</i>	0	30	0	20	10	60
<i>Metropolitan Suburbs</i>	0	40	0	10	30	80
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	10	220	110	160	110	610
Percent:	1.6%	36.2%	18.0%	26.2%	18.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Multi-Family Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Empty Nesters & Retirees	.....Multi-Family Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	10	20	30
Cosmopolitan Couples	0	0	0	10	0	10
Downtown Retirees	0	10	0	0	0	10
<i>Subtotal:</i>	0	10	0	20	20	50
<i>Small Cities/Satellite Cities</i>						
Middle-Class Move-Downs	0	0	0	0	0	0
<i>Subtotal:</i>	0	0	0	0	0	0
Total:	0	10	0	20	20	50
Percent:	0.0%	20.0%	0.0%	40.0%	40.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Multi-Family Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Traditional & Non-Traditional Families	<i>.....Multi-Family Ownership Income Bands</i>					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>						
Full-Nest Urbanites	0	10	10	10	0	30
Multi-Cultural Families	0	0	0	10	0	10
Inner-City Families	0	0	0	0	0	0
Single-Parent Families	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>10</u>	<u>20</u>	<u>0</u>	<u>40</u>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	0	0
Full-Nest Suburbanites	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total:	0	10	10	20	0	40
Percent:	0.0%	25.0%	25.0%	50.0%	0.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Multi-Family Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;
Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;
City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	<i>.....Multi-Family Ownership Income Bands.....</i>					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities						
e-Types	0	30	40	40	40	150
New Bohemians	0	40	30	30	10	110
Urban Achievers	10	50	30	20	0	110
Soul City Singles	0	10	0	0	0	10
<i>Subtotal:</i>	<u>10</u>	<u>130</u>	<u>100</u>	<u>90</u>	<u>50</u>	<u>380</u>
Small Cities/Satellite Cities						
The VIPs	0	0	0	10	10	20
Twentysomethings	0	10	0	10	0	20
Small-City Singles	0	10	0	0	0	10
Blue-Collar Singles	0	10	0	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>30</u>	<u>0</u>	<u>20</u>	<u>10</u>	<u>60</u>
Metropolitan Suburbs						
The Entrepreneurs	0	10	0	10	20	40
Fast-Track Professionals	0	10	0	0	10	20
Upscale Suburban Couples	0	0	0	0	0	0
No-Nest Suburbanites	0	0	0	0	0	0
Suburban Achievers	0	10	0	0	0	10
Working-Class Singles	0	10	0	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>40</u>	<u>0</u>	<u>10</u>	<u>30</u>	<u>80</u>
Total:	10	200	100	120	90	520
Percent:	1.9%	38.5%	19.2%	23.1%	17.3%	98.1%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;**Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;**City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	..... Single-Family Attached Income Bands				Total
	30% to 50% AMI	50% to 80% AMI	80% to 120% AMI	Above 120% AMI	
Empty Nesters & Retirees	0	30	10	10	50
<i>Metropolitan Cities</i>	0	30	10	10	50
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Traditional & Non-Traditional Families	30	20	20	0	70
<i>Metropolitan Cities</i>	30	20	20	0	70
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Younger Singles & Couples	40	50	120	50	260
<i>Metropolitan Cities</i>	30	30	50	30	140
<i>Small Cities/Satellite Cities</i>	0	20	20	10	50
<i>Metropolitan Suburbs</i>	10	0	50	10	70
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Total:	70	100	150	60	380
Percent:	18.4%	26.3%	39.5%	15.8%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Empty Nesters & Retirees	..... Single-Family Attached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>					
Urban Establishment	0	10	10	10	30
Cosmopolitan Couples	0	10	0	0	10
Multi-Ethnic Retirees	0	10	0	0	10
<i>Subtotal:</i>	0	30	10	10	50
<i>Small Cities/Satellite Cities</i>					
Middle-Class Move-Downs	0	0	0	0	0
<i>Subtotal:</i>	0	0	0	0	0
Total:	0	30	10	10	50
Percent:	0.0%	60.0%	20.0%	20.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential
To Move Within/ To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Traditional & Non-Traditional Families	..... Single-Family Attached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities					
Full-Nest Urbanites	10	10	10	0	30
Multi-Cultural Families	10	10	10	0	30
Inner-City Families	10	0	0	0	10
Single-Parent Families	0	0	0	0	0
<i>Subtotal:</i>	<u>30</u>	<u>20</u>	<u>20</u>	<u>0</u>	<u>70</u>
Small Cities/Satellite Cities					
Unibox Transferees	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Metropolitan Suburbs					
Late-Nest Suburbanites	0	0	0	0	0
Full-Nest Suburbanites	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total:	30	20	20	0	70
Percent:	42.9%	28.6%	28.6%	0.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;**Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;**City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	..... Single-Family Attached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities					
e-Types	10	10	30	30	80
New Bohemians	10	10	20	0	40
Urban Achievers	10	10	0	0	20
Soul City Singles	0	0	0	0	0
<i>Subtotal:</i>	<u>30</u>	<u>30</u>	<u>50</u>	<u>30</u>	<u>140</u>
Small Cities/Satellite Cities					
The VIPs	0	10	10	10	30
Twentysomethings	0	0	10	0	10
Small-City Singles	0	10	0	0	10
Blue-Collar Singles	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>20</u>	<u>20</u>	<u>10</u>	<u>50</u>
Metropolitan Suburbs					
The Entrepreneurs	0	0	20	10	30
Fast-Track Professionals	0	0	10	0	10
Upscale Suburban Couples	0	0	10	0	10
No-Nest Suburbanites	0	0	10	0	10
Suburban Achievers	0	0	0	0	0
Working-Class Singles	10	0	0	0	10
<i>Subtotal:</i>	<u>10</u>	<u>0</u>	<u>50</u>	<u>10</u>	<u>70</u>
Total:	40	50	120	50	260
Percent:	15.4%	19.2%	46.2%	19.2%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;**Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;**City of Alexandria, Virginia; Balance of the U.S.*

Household Type/ Geographic Designation	..... Single-Family Detached Income Bands				Total
	30% to 50% AMI	50% to 80% AMI	80% to 120% AMI	Above 120% AMI	
Empty Nesters & Retirees	0	10	20	0	30
<i>Metropolitan Cities</i>	0	0	10	0	10
<i>Small Cities/Satellite Cities</i>	0	10	10	0	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Traditional & Non-Traditional Families	0	20	10	30	60
<i>Metropolitan Cities</i>	0	10	10	0	20
<i>Small Cities/Satellite Cities</i>	0	0	0	10	10
<i>Metropolitan Suburbs</i>	0	10	0	20	30
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Younger Singles & Couples	10	20	0	0	30
<i>Metropolitan Cities</i>	10	0	0	0	10
<i>Small Cities/Satellite Cities</i>	0	10	0	0	10
<i>Metropolitan Suburbs</i>	0	10	0	0	10
<i>Town & Country/Exurbs</i>	0	0	0	0	0
Total:	10	50	30	30	120
Percent:	8.3%	41.7%	25.0%	25.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Empty Nesters & Retirees	..... Single-Family Detached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>					
Urban Establishment	0	0	10	0	10
Cosmopolitan Couples	0	0	0	0	0
Multi-Ethnic Retirees	0	0	0	0	0
<i>Subtotal:</i>	0	0	10	0	10
<i>Small Cities/Satellite Cities</i>					
Middle-Class Move-Downs	0	0	10	0	10
Blue-Collar Retirees	0	10	0	0	10
<i>Subtotal:</i>	0	10	10	0	20
Total:	0	10	20	0	30
Percent:	0.0%	33.3%	66.7%	0.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

The Anacostia Study Area; Balance of the District of Columbia;

Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;

City of Alexandria, Virginia; Balance of the U.S.

Traditional & Non-Traditional Families	..... Single-Family Detached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
<i>Metropolitan Cities</i>					
Full-Nest Urbanites	0	10	10	0	20
Multi-Cultural Families	0	0	0	0	0
Inner-City Families	0	0	0	0	0
Single-Parent Families	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>10</u>	<u>0</u>	<u>20</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	0	0	10	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
<i>Metropolitan Suburbs</i>					
Late-Nest Suburbanites	0	0	0	10	10
Full-Nest Suburbanites	0	0	0	10	10
Blue-Collar Button-Downs	0	10	0	0	10
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>20</u>	<u>30</u>
Total:	0	20	10	30	60
Percent:	0.0%	33.3%	16.7%	50.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/ To The Anacostia Study Area Over The Next Five Years

*The Anacostia Study Area; Balance of the District of Columbia;**Prince George's and Montgomery Counties, Maryland; Arlington and Fairfax Counties, Virginia;**City of Alexandria, Virginia; Balance of the U.S.*

Younger Singles & Couples	..... Single-Family Detached Income Bands				Total
	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 120% AMI</i>	<i>Above 120% AMI</i>	
Metropolitan Cities					
e-Types	0	0	0	0	0
New Bohemians	0	0	0	0	0
Urban Achievers	10	0	0	0	10
Soul City Singles	0	0	0	0	0
<i>Subtotal:</i>	<u>10</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>
Small Cities/Satellite Cities					
The VIPs	0	0	0	0	0
Twentysomethings	0	10	0	0	10
Small-City Singles	0	0	0	0	0
Blue-Collar Singles	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>0</u>	<u>10</u>
Metropolitan Suburbs					
The Entrepreneurs	0	10	0	0	10
Fast-Track Professionals	0	0	0	0	0
Upscale Suburban Couples	0	0	0	0	0
No-Nest Suburbanites	0	0	0	0	0
Suburban Achievers	0	0	0	0	0
Working-Class Singles	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>0</u>	<u>10</u>
Total:	10	20	0	0	30
Percent:	33.3%	66.7%	0.0%	0.0%	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Appendix Two Tables



**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Prince George's County, Maryland

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	70,710	0	0.0%
<i>Metropolitan Cities</i>	10,990	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,140	0	0.0%
<i>Metropolitan Suburbs</i>	43,360	0	0.0%
<i>Town & Country/Exurbs</i>	9,220	0	0.0%
Traditional & Non-Traditional Families	102,010	50	35.7%
<i>Metropolitan Cities</i>	15,650	10	7.1%
<i>Small Cities/Satellite Cities</i>	8,210	0	0.0%
<i>Metropolitan Suburbs</i>	66,370	40	28.6%
<i>Town & Country/Exurbs</i>	11,780	0	0.0%
Younger Singles & Couples	120,370	90	64.3%
<i>Metropolitan Cities</i>	15,350	20	14.3%
<i>Small Cities/Satellite Cities</i>	15,760	30	21.4%
<i>Metropolitan Suburbs</i>	79,150	40	28.6%
<i>Town & Country/Exurbs</i>	10,110	0	0.0%
Total:	293,090	140	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Prince George's County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	70,710	0	0.0%
<i>Metropolitan Cities</i>			
Urban Establishment	2,520	0	0.0%
Cosmopolitan Couples	4,520	0	0.0%
Multi-Ethnic Retirees	1,810	0	0.0%
Downtown Retirees	310	0	0.0%
Multi-Ethnic Seniors	1,830	0	0.0%
Subtotal:	10,990	0	0.0%
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	3,180	0	0.0%
Middle-Class Move-Downs	2,500	0	0.0%
Blue-Collar Retirees	590	0	0.0%
Hometown Retirees	30	0	0.0%
Second City Seniors	840	0	0.0%
Subtotal:	7,140	0	0.0%
<i>Metropolitan Suburbs</i>			
Old Money	11,130	0	0.0%
Affluent Empty Nesters	7,410	0	0.0%
Suburban Establishment	10,760	0	0.0%
Mainstream Retirees	2,480	0	0.0%
Middle-American Retirees	7,890	0	0.0%
Suburban Retirees	810	0	0.0%
Suburban Seniors	2,880	0	0.0%
Subtotal:	43,360	0	0.0%
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	3,760	0	0.0%
New Empty Nesters	4,130	0	0.0%
RV Retirees	920	0	0.0%
Blue-Collar Empty Nesters	90	0	0.0%
Heartland Empty Nesters	40	0	0.0%
Small-Town Seniors	80	0	0.0%
Back Country Seniors	150	0	0.0%
Rural Seniors	40	0	0.0%
Struggling Retirees	10	0	0.0%
Subtotal:	9,220	0	0.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Prince George's County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	102,010	50	35.7%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	6,830	0	0.0%
Multi-Cultural Families	1,650	0	0.0%
Inner-City Families	4,500	10	7.1%
Single-Parent Families	2,670	0	0.0%
<i>Subtotal:</i>	<u>15,650</u>	<u>10</u>	<u>7.1%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	3,760	0	0.0%
Multi-Ethnic Families	2,080	0	0.0%
In-Town Families	2,370	0	0.0%
<i>Subtotal:</i>	<u>8,210</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	12,330	0	0.0%
Nouveau Money	8,470	0	0.0%
Late-Nest Suburbanites	16,160	10	7.1%
Full-Nest Suburbanites	12,990	10	7.1%
Blue-Collar Button-Downs	14,750	20	14.3%
Working-Class Families	1,670	0	0.0%
<i>Subtotal:</i>	<u>66,370</u>	<u>40</u>	<u>28.6%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	9,190	0	0.0%
Full-Nest Exurbanites	1,370	0	0.0%
New-Town Families	1,030	0	0.0%
Small-Town Families	160	0	0.0%
Kids 'r' Us	20	0	0.0%
Rustic Families	10	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>11,780</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Prince George's County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	120,370	90	64.3%
<i>Metropolitan Cities</i>			
e-Types	850	0	0.0%
New Bohemians	5,570	10	7.1%
Urban Achievers	7,710	10	7.1%
Soul City Singles	1,220	0	0.0%
<i>Subtotal:</i>	<u>15,350</u>	<u>20</u>	<u>14.3%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	8,260	10	7.1%
Twentysomethings	3,520	10	7.1%
Small-City Singles	3,920	10	7.1%
Blue-Collar Singles	60	0	0.0%
<i>Subtotal:</i>	<u>15,760</u>	<u>30</u>	<u>21.4%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	17,800	10	7.1%
Fast-Track Professionals	3,180	0	0.0%
Upscale Suburban Couples	23,310	0	0.0%
No-Nest Suburbanites	7,220	0	0.0%
Suburban Achievers	14,180	0	0.0%
Working-Class Singles	13,460	30	21.4%
<i>Subtotal:</i>	<u>79,150</u>	<u>40</u>	<u>28.6%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	8,870	0	0.0%
Cross-Training Couples	1,180	0	0.0%
Exurban Suburbanites	30	0	0.0%
Country Couples	10	0	0.0%
Small-Town Singles	10	0	0.0%
Rural Singles	10	0	0.0%
<i>Subtotal:</i>	<u>10,110</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Montgomery County, Maryland

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	113,310	0	0.0%
<i>Metropolitan Cities</i>	13,670	0	0.0%
<i>Small Cities/Satellite Cities</i>	41,010	0	0.0%
<i>Metropolitan Suburbs</i>	53,110	0	0.0%
<i>Town & Country/Exurbs</i>	5,520	0	0.0%
Traditional & Non-Traditional Families	96,350	10	10.0%
<i>Metropolitan Cities</i>	5,020	0	0.0%
<i>Small Cities/Satellite Cities</i>	26,820	10	10.0%
<i>Metropolitan Suburbs</i>	50,930	0	0.0%
<i>Town & Country/Exurbs</i>	13,580	0	0.0%
Younger Singles & Couples	146,410	90	90.0%
<i>Metropolitan Cities</i>	19,870	20	20.0%
<i>Small Cities/Satellite Cities</i>	52,780	40	40.0%
<i>Metropolitan Suburbs</i>	68,110	30	30.0%
<i>Town & Country/Exurbs</i>	5,650	0	0.0%
Total:	356,070	100	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Montgomery County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	113,310	0	0.0%
<i>Metropolitan Cities</i>			
Urban Establishment	9,410	0	0.0%
Cosmopolitan Couples	2,030	0	0.0%
Multi-Ethnic Retirees	790	0	0.0%
Downtown Retirees	90	0	0.0%
Multi-Ethnic Seniors	1,350	0	0.0%
<i>Subtotal:</i>	<u>13,670</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	19,970	0	0.0%
Middle-Class Move-Downs	12,430	0	0.0%
Blue-Collar Retirees	4,040	0	0.0%
Hometown Retirees	1,140	0	0.0%
Second City Seniors	3,430	0	0.0%
<i>Subtotal:</i>	<u>41,010</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	41,930	0	0.0%
Affluent Empty Nesters	4,500	0	0.0%
Suburban Establishment	4,530	0	0.0%
Mainstream Retirees	1,850	0	0.0%
Middle-American Retirees	60	0	0.0%
Suburban Retirees	60	0	0.0%
Suburban Seniors	180	0	0.0%
<i>Subtotal:</i>	<u>53,110</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	4,990	0	0.0%
New Empty Nesters	260	0	0.0%
RV Retirees	220	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Heartland Empty Nesters	30	0	0.0%
Small-Town Seniors	20	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>5,520</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Montgomery County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	96,350	10	10.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	3,050	0	0.0%
Multi-Cultural Families	470	0	0.0%
Inner-City Families	670	0	0.0%
Single-Parent Families	830	0	0.0%
<i>Subtotal:</i>	<u>5,020</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	19,970	10	10.0%
Multi-Ethnic Families	4,970	0	0.0%
In-Town Families	1,880	0	0.0%
<i>Subtotal:</i>	<u>26,820</u>	<u>10</u>	<u>10.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	27,040	0	0.0%
Nouveau Money	10,350	0	0.0%
Late-Nest Suburbanites	3,090	0	0.0%
Full-Nest Suburbanites	7,310	0	0.0%
Blue-Collar Button-Downs	2,990	0	0.0%
Working-Class Families	150	0	0.0%
<i>Subtotal:</i>	<u>50,930</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	12,220	0	0.0%
Full-Nest Exurbanites	550	0	0.0%
New-Town Families	480	0	0.0%
Small-Town Families	30	0	0.0%
Kids 'r' Us	300	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>13,580</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Montgomery County, Maryland

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	146,410	90	90.0%
<i>Metropolitan Cities</i>			
e-Types	3,530	0	0.0%
New Bohemians	6,850	10	10.0%
Urban Achievers	7,240	10	10.0%
Soul City Singles	2,250	0	0.0%
<i>Subtotal:</i>	<u>19,870</u>	<u>20</u>	<u>20.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	33,440	20	20.0%
Twentysomethings	14,310	20	20.0%
Small-City Singles	4,300	0	0.0%
Blue-Collar Singles	730	0	0.0%
<i>Subtotal:</i>	<u>52,780</u>	<u>40</u>	<u>40.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	35,940	20	20.0%
Fast-Track Professionals	13,500	10	10.0%
Upscale Suburban Couples	8,170	0	0.0%
No-Nest Suburbanites	2,880	0	0.0%
Suburban Achievers	5,100	0	0.0%
Working-Class Singles	2,520	0	0.0%
<i>Subtotal:</i>	<u>68,110</u>	<u>30</u>	<u>30.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	5,060	0	0.0%
Cross-Training Couples	410	0	0.0%
Exurban Suburbanites	130	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	50	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>5,650</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Arlington County, Virginia

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	30,740	0	0.0%
<i>Metropolitan Cities</i>	25,730	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5,010	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	7,350	0	0.0%
<i>Metropolitan Cities</i>	5,720	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	1,630	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	57,810	70	100.0%
<i>Metropolitan Cities</i>	53,480	70	100.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	4,330	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	95,900	70	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Arlington County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	30,740	0	0.0%
<i>Metropolitan Cities</i>			
Urban Establishment	22,490	0	0.0%
Cosmopolitan Couples	1,870	0	0.0%
Multi-Ethnic Retirees	560	0	0.0%
Downtown Retirees	70	0	0.0%
Multi-Ethnic Seniors	740	0	0.0%
<i>Subtotal:</i>	<u>25,730</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	4,970	0	0.0%
Affluent Empty Nesters	30	0	0.0%
Suburban Establishment	10	0	0.0%
Mainstream Retirees	0	0	0.0%
Middle-American Retirees	0	0	0.0%
Suburban Retirees	0	0	0.0%
Suburban Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>5,010</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	0	0	0.0%
New Empty Nesters	0	0	0.0%
RV Retirees	0	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Heartland Empty Nesters	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Arlington County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	7,350	0	0.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	4,490	0	0.0%
Multi-Cultural Families	780	0	0.0%
Inner-City Families	450	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>5,720</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
In-Town Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	1,220	0	0.0%
Nouveau Money	390	0	0.0%
Late-Nest Suburbanites	20	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Blue-Collar Button-Downs	0	0	0.0%
Working-Class Families	0	0	0.0%
<i>Subtotal:</i>	<u>1,630</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
New-Town Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Arlington County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	57,810	70	100.0%
<i>Metropolitan Cities</i>			
e-Types	31,070	30	42.9%
New Bohemians	18,940	30	42.9%
Urban Achievers	3,470	10	14.3%
Soul City Singles	0	0	0.0%
<i>Subtotal:</i>	<u>53,480</u>	<u>70</u>	<u>100.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Twentysomethings	0	0	0.0%
Small-City Singles	0	0	0.0%
Blue-Collar Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	4,310	0	0.0%
Fast-Track Professionals	20	0	0.0%
Upscale Suburban Couples	0	0	0.0%
No-Nest Suburbanites	0	0	0.0%
Suburban Achievers	0	0	0.0%
Working-Class Singles	0	0	0.0%
<i>Subtotal:</i>	<u>4,330</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	0	0	0.0%
Cross-Training Couples	0	0	0.0%
Exurban Suburbanites	0	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	0	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Fairfax County, Virginia

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	102,160	0	0.0%
<i>Metropolitan Cities</i>	6,270	0	0.0%
<i>Small Cities/Satellite Cities</i>	13,330	0	0.0%
<i>Metropolitan Suburbs</i>	78,270	0	0.0%
<i>Town & Country/Exurbs</i>	4,290	0	0.0%
Traditional & Non-Traditional Families	105,400	0	0.0%
<i>Metropolitan Cities</i>	3,970	0	0.0%
<i>Small Cities/Satellite Cities</i>	25,070	0	0.0%
<i>Metropolitan Suburbs</i>	68,820	0	0.0%
<i>Town & Country/Exurbs</i>	7,540	0	0.0%
Younger Singles & Couples	165,460	50	100.0%
<i>Metropolitan Cities</i>	6,770	10	20.0%
<i>Small Cities/Satellite Cities</i>	42,880	10	20.0%
<i>Metropolitan Suburbs</i>	113,430	30	60.0%
<i>Town & Country/Exurbs</i>	2,380	0	0.0%
Total:	373,020	50	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Fairfax County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	102,160	0	0.0%
<i>Metropolitan Cities</i>			
Urban Establishment	3,510	0	0.0%
Cosmopolitan Couples	1,740	0	0.0%
Multi-Ethnic Retirees	280	0	0.0%
Downtown Retirees	220	0	0.0%
Multi-Ethnic Seniors	520	0	0.0%
<i>Subtotal:</i>	<u>6,270</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	9,410	0	0.0%
Middle-Class Move-Downs	3,570	0	0.0%
Blue-Collar Retirees	220	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	130	0	0.0%
<i>Subtotal:</i>	<u>13,330</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	53,400	0	0.0%
Affluent Empty Nesters	7,810	0	0.0%
Suburban Establishment	10,230	0	0.0%
Mainstream Retirees	3,330	0	0.0%
Middle-American Retirees	1,210	0	0.0%
Suburban Retirees	630	0	0.0%
Suburban Seniors	1,660	0	0.0%
<i>Subtotal:</i>	<u>78,270</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	3,830	0	0.0%
New Empty Nesters	190	0	0.0%
RV Retirees	40	0	0.0%
Blue-Collar Empty Nesters	50	0	0.0%
Heartland Empty Nesters	100	0	0.0%
Small-Town Seniors	70	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	10	0	0.0%
<i>Subtotal:</i>	<u>4,290</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Fairfax County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	105,440	0	0.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	1,510	0	0.0%
Multi-Cultural Families	780	0	0.0%
Inner-City Families	1,680	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>3,970</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	22,820	0	0.0%
Multi-Ethnic Families	1,980	0	0.0%
In-Town Families	270	0	0.0%
<i>Subtotal:</i>	<u>25,070</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	41,230	0	0.0%
Nouveau Money	11,940	0	0.0%
Late-Nest Suburbanites	5,000	0	0.0%
Full-Nest Suburbanites	6,100	0	0.0%
Blue-Collar Button-Downs	2,560	0	0.0%
Working-Class Families	1,990	0	0.0%
<i>Subtotal:</i>	<u>68,820</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	5,540	0	0.0%
Full-Nest Exurbanites	530	0	0.0%
New-Town Families	650	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	780	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	40	0	0.0%
<i>Subtotal:</i>	<u>7,540</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

Fairfax County, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	165,460	50	100.0%
<i>Metropolitan Cities</i>			
e-Types	2,430	0	0.0%
New Bohemians	2,890	10	20.0%
Urban Achievers	1,440	0	0.0%
Soul City Singles	10	0	0.0%
<i>Subtotal:</i>	<u>6,770</u>	<u>10</u>	<u>20.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	35,410	0	0.0%
Twentysomethings	6,760	10	20.0%
Small-City Singles	690	0	0.0%
Blue-Collar Singles	20	0	0.0%
<i>Subtotal:</i>	<u>42,880</u>	<u>10</u>	<u>20.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	52,470	10	20.0%
Fast-Track Professionals	19,070	10	20.0%
Upscale Suburban Couples	20,190	0	0.0%
No-Nest Suburbanites	4,870	0	0.0%
Suburban Achievers	14,000	0	0.0%
Working-Class Singles	2,830	10	20.0%
<i>Subtotal:</i>	<u>113,430</u>	<u>30</u>	<u>60.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	1,970	0	0.0%
Cross-Training Couples	170	0	0.0%
Exurban Suburbanites	70	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	170	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>2,380</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

City of Alexandria, Virginia

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	19,930	0	0.0%
<i>Metropolitan Cities</i>	17,010	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	2,920	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	8,410	0	0.0%
<i>Metropolitan Cities</i>	8,070	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	340	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	38,770	30	100.0%
<i>Metropolitan Cities</i>	33,470	30	100.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5,300	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	67,110	30	100.0%

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

City of Alexandria, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	19,930	0	0.0%
<i>Metropolitan Cities</i>			
Urban Establishment	12,890	0	0.0%
Cosmopolitan Couples	2,290	0	0.0%
Multi-Ethnic Retirees	780	0	0.0%
Downtown Retirees	30	0	0.0%
Multi-Ethnic Seniors	1,020	0	0.0%
<i>Subtotal:</i>	<u>17,010</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	2,430	0	0.0%
Affluent Empty Nesters	230	0	0.0%
Suburban Establishment	210	0	0.0%
Mainstream Retirees	30	0	0.0%
Middle-American Retirees	0	0	0.0%
Suburban Retirees	0	0	0.0%
Suburban Seniors	20	0	0.0%
<i>Subtotal:</i>	<u>2,920</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	0	0	0.0%
New Empty Nesters	0	0	0.0%
RV Retirees	0	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Heartland Empty Nesters	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

City of Alexandria, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	8,410	0	0.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	6,530	0	0.0%
Multi-Cultural Families	890	0	0.0%
Inner-City Families	230	0	0.0%
Single-Parent Families	420	0	0.0%
<i>Subtotal:</i>	<u>8,070</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
In-Town Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	230	0	0.0%
Nouveau Money	40	0	0.0%
Late-Nest Suburbanites	30	0	0.0%
Full-Nest Suburbanites	40	0	0.0%
Blue-Collar Button-Downs	0	0	0.0%
Working-Class Families	0	0	0.0%
<i>Subtotal:</i>	<u>340</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
New-Town Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To The Anacostia Study Area Over The Next Five Years**

City of Alexandria, Virginia

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	38,770	30	100.0%
<i>Metropolitan Cities</i>			
e-Types	14,760	10	33.3%
New Bohemians	11,950	10	33.3%
Urban Achievers	6,760	10	33.3%
Soul City Singles	0	0	0.0%
<i>Subtotal:</i>	<u>33,470</u>	<u>30</u>	<u>100.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Twentysomethings	0	0	0.0%
Small-City Singles	0	0	0.0%
Blue-Collar Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	2,700	0	0.0%
Fast-Track Professionals	1,200	0	0.0%
Upscale Suburban Couples	980	0	0.0%
No-Nest Suburbanites	10	0	0.0%
Suburban Achievers	240	0	0.0%
Working-Class Singles	170	0	0.0%
<i>Subtotal:</i>	<u>5,300</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	0	0	0.0%
Cross-Training Couples	0	0	0.0%
Exurban Suburbanites	0	0	0.0%
Country Couples	0	0	0.0%
Small-Town Singles	0	0	0.0%
Rural Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: Nielsen Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

ZIMMERMAN/VOLK ASSOCIATES, INC.

P.O. Box 4907
Clinton, New Jersey 08809

908-735-6336
info@ZVA.cc • www.ZVA.cc

Research & Strategic Analysis

ASSUMPTIONS AND LIMITATIONS—

Every effort has been made to insure the accuracy of the data contained within this analysis. Demographic and economic estimates and projections have been obtained from government agencies at the national, state, and county levels. Market information has been obtained from sources presumed to be reliable, including developers, owners, and/or sales agents. However, this information cannot be warranted by Zimmerman/Volk Associates, Inc. While the methodology employed in this analysis allows for a margin of error in base data, it is assumed that the market data and government estimates and projections are substantially accurate.

Absorption scenarios are based upon the assumption that a normal economic environment will prevail in a relatively steady state during development of the subject property. Absorption paces are likely to be slower during recessionary periods and faster during periods of recovery and high growth. Absorption scenarios are also predicated on the assumption that the product recommendations will be implemented generally as outlined in this report and that the developer will apply high-caliber design, construction, marketing, and management techniques to the development of the property.

Recommendations are subject to compliance with all applicable regulations. Relevant accounting, tax, and legal matters should be substantiated by appropriate counsel.



ZIMMERMAN/VOLK ASSOCIATES, INC.

P.O. Box 4907
Clinton, New Jersey 08809

908 735-6336
www.ZVA.cc • info@ZVA.cc

Research & Strategic Analysis

RIGHTS AND STUDY OWNERSHIP—

Zimmerman/Volk Associates, Inc. retains all rights, title and interest in the methodology and target market descriptions contained within this study. The specific findings of the analysis are the property of the client and can be distributed at the client's discretion.

