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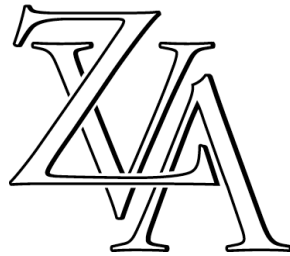
# METHODOLOGY TARGET MARKET TABLES — Appendices One and Two—

## An Analysis of Residential Market Potential

LaGrange County, Indiana

December, 2019

Conducted by  
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Residential Market Analysis Across the Urban-to-Rural Transect

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## METHODOLOGY

### AN ANALYSIS OF RESIDENTIAL MARKET POTENTIAL

LaGrange County, Indiana

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The technical analysis to determine the market potential for new housing units that could be constructed within LaGrange County included:

- Determination of the draw areas for new and existing housing units within LaGrange County, based on historical settlement patterns, the most recently available county-to-county migration data from the Internal Revenue Service, and incorporating additional data from the most recent American Community Survey for LaGrange County, as well as other market dynamics;
- The depth and breadth of the potential housing market by tenure (rental and ownership) and by type (multi-family, single-family attached and detached units);
- The composition of the potential housing market by lifestage (empty-nesters/retirees, traditional and non-traditional families, younger singles/couples); and
- The incomes and financial capabilities of the potential housing market (income distribution based on HUD's 2019 income limits for less than 30 percent AMI, between 30 and 60 percent AMI, between 60 and 80 percent AMI, between 80 and 100 percent AMI, and above 100 percent AMI).

#### **DELINEATION OF THE DRAW AREAS (MIGRATION ANALYSIS)—**

Analysis of migration, mobility, demographic and lifestyle characteristics of households currently living within defined draw areas is integral to the determination of the depth and breadth of the potential market for new housing within LaGrange County.

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Taxpayer migration data obtained from the Internal Revenue Service provide the framework for the delineation of those draw areas—the principal counties of origin for households that are likely to move to LaGrange County. These data are maintained at the county and “county equivalent” level by the Internal Revenue Service and provide a clear representation of mobility patterns. The IRS household migration data have been supplemented by population migration and mobility data for the county from the most recent American Community Survey.

Historically, American households, more than any other nation’s, have been extraordinarily mobile. In general, household mobility is higher in urban areas; a greater percentage of renters move than owners; and a greater percentage of younger households move than older households.

Nationally, one lingering consequence of the Great Recession (officially December, 2007 through June, 2009) has been a considerable reduction in national mobility. However, according to the American Community Survey, which measures population mobility, approximately 11 percent of LaGrange County’s population either moved within or to the county between 2016 and 2017—a mobility rate slightly higher than the national average of just under 10 percent.

Appendix One, Table 1.

### **Migration Trends**

Analysis of LaGrange County migration and mobility patterns from 2011 through 2015—the most recent data available from the Internal Revenue Service—shows that the largest number of households moving to the county over the five-year study period occurred in 2012, when 780 households moved in. That number fell to 580 households in 2014, the lowest total over the study period. By 2015, the in-migrating total again reached 780 households. Elkhart County, directly to the west, accounted for approximately 18.6 to just under 26 percent of LaGrange County household migration. Noble County, directly to the south, represented between 17.2 to 20.4 percent of LaGrange’s in-migration. Allen County, southwest of LaGrange, represented approximately 6.6 to 8.3 percent of in-migration. St. Joseph County, Michigan, due north of LaGrange County, made up between 7.7 and 10.5 percent of in-migrating households, and Steuben County, directly to the east, accounted for approximately 6.3 to 8.6 percent of LaGrange County household migration. No other

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county averaged more than four percent of household migration into LaGrange County. (*Reference Appendix One, Table 1.*)

The number of households moving out of LaGrange County during the study period was highest in 2011, with 845 out-migrating households. Out-migration followed the same pattern as in-migration, falling to 645 households moving out in 2014 (lowest over the study period). By the next year, out-migration again went up, to 810 households. Elkhart County represented 22.3 to 24.7 percent of households moving out of the county, followed by Noble County at 14.2 to 20.2 percent, Allen County at 5.6 to 8.6 percent, St. Joseph County, Michigan at seven to 10.8 percent, and Steuben County at seven to 8.5 percent of out-migration.

LaGrange County's net migration—the difference between households moving into the county and those moving out—showed a net loss every year of the study period, ranging from a net loss of just five households in 2012 to a net loss of 95 households the following year.

NOTE: Although net migration provides insights into a county's historical ability to attract or retain households compared to other locations, it is those households likely to move into a county (gross in-migration) that represent that county's external market potential.

Based on county migration data, then, and supplemented by American Community Survey migration and mobility data, the draw areas for LaGrange County have been determined as follows:

- The local draw area, covering households who live in LaGrange County.
- The regional draw area, covering households with the potential to move to the county from Elkhart, Noble, Allen and Steuben Counties, Indiana.
- The Michigan draw area, covering households with the potential to move to the county from St. Joseph County, Michigan.
- The national draw area, covering households with the potential to move to LaGrange County from all other U.S. cities and counties, particularly those elsewhere in Indiana's Northeast Region and the remainder of the state.

### Migration Methodology:

County-to-county migration is based on the year-to-year changes in the addresses shown on the population of returns from the Internal Revenue Service Individual Master File system. Data on migration patterns by county, or county equivalent, for the entire United States, include inflows and outflows. The data include the number of returns (which can be used to approximate the number of households), and the median and average incomes reported on the returns. American Community Survey data are also used to clarify migration and mobility patterns for geographic units smaller than the county level.

### **2019 TARGET MARKET CLASSIFICATION OF LAGRANGE COUNTY HOUSEHOLDS—**

Demographic and geo-demographic data obtained from Claritas, Inc. provide the framework for the categorization of households, not only by lifestage and demographic characteristics, but also by lifestyle preferences and socio-economic factors. An appendix containing detailed descriptions of each of these target market groups is provided along with the study.

The three main lifestages are:

- Younger singles and couples, largely one- and two-person households with the head of household typically aged between 20 and 40, comprised now mainly of the very large Millennial generation, who were born between 1977 and 1996. The housing and lifestyle choices of the Millennials have had, and will continue to have a profound effect on the nation as a whole and cities in particular. The leading edge of iGen, the next generation following the Millennials, is now 22 years old and are just beginning to have an impact on this lifestage's housing preferences.
- Families, comprising both “traditional” families (married couples with one or more children) and “non-traditional” families (a wide range of family households, from a single parent with one or more children, an adult caring for younger siblings, a grandparent with custody of grandchildren, to an unrelated, same-sex couple with children), primarily Generation X, born between 1965 and 1976. However, as the

leading edge Millennials enter their late 30s and early 40s, they have begun to have children, thus moving into the family lifestage.

- Empty nesters and retirees, largely one- and two-person households with the head of household typically aged over 50, primarily encompassing the Baby Boom generation, born between 1946 and 1964, as well as earlier generations. As with the Millennials, as it ages the Boomer generation will continue its significant impact on the nation's housing.

Appendix One, Table 2.

**Target Market Classification—**

According to Claritas, Inc., an estimated 12,230 households live in LaGrange County in 2019 (*reference* Appendix One, Table 2). Median income in the county is estimated at \$62,400, slightly higher than the national median of \$62,300. The median reported value of owner-occupied dwelling units in the county is estimated at \$198,600, approximately 11 percent below the national median of \$222,100. (The median is the midpoint at which half of the households have higher incomes or home values, and half have lower incomes or lower home values.)

As characterized by lifestage, in 2019, 56.4 percent of the county's households are traditional and non-traditional families (represented in two of Zimmerman/Volk Associates' target market groups). Approximately 30.5 percent of the county's households are characterized as empty nesters and retirees (in four market groups), and the remaining 13.1 percent are younger singles and couples (in two groups).

Residential Target Market Methodology:

The proprietary residential target market methodology, invented by Zimmerman/Volk Associates in 1988 and continually refined, is an analytical technique, using the PRIZM household clustering system, that establishes the optimum market position for residential development of any property—from a specific site to an entire political jurisdiction—through cluster analysis of households living within designated draw areas. In contrast to conventional supply/demand analysis—which is based on supply-side dynamics and baseline demographic projections—the residential target market analysis establishes the optimum market position derived from the housing and lifestyle preferences

of households in the draw area and within the framework of the local housing market context. Because it is based on detailed and location-specific household data, the residential target market methodology can establish the optimum market position even in locations where no closely-comparable properties exist.

In residential target market methodology, clusters of households (usually between 10 and 15) are grouped according to a variety of significant “predictable variables,” ranging from basic demographic characteristics, such as income qualification and age, to less-frequently considered attributes known as “behaviors,” such as mobility rates, lifestage, and lifestyle patterns.

Mobility rates detail how frequently a household moves from one dwelling unit to another.

Lifestage denotes what stage of life the household is in, from initial household formation (typically when a young person moves out of his or her parents’ household into his or her own dwelling unit), through family formation (typically, marriage and children), empty-nesting (after the last adult child has left the household), to retirement (typically, no longer employed full time).

Lifestyle patterns reflect the ways households choose to live, *e.g.*—an urban lifestyle includes residing in a dwelling unit in a city, most likely high-density, and implies the ability to walk to more activities and locations than a suburban lifestyle, which is most likely lower-density and typically requires an automobile to access non-residential locations.

Zimmerman/Volk Associates has refined the analysis of these household clusters through the correlation of more than 500 data points related to housing preferences and consumer and lifestyle characteristics.

As a result of this process, Zimmerman/Volk Associates has categorized the housing and neighborhood propensities of 68 target market groups, the most affluent of which can afford the most expensive new ownership units and the least affluent are candidates for the least expensive existing rental apartments; a sizable percentage of the latter group require some form of housing assistance.



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Once the draw areas for a property have been defined, then—through field investigation, analysis of historical migration and development trends, and employment and commutation patterns—the households within those areas are quantified using the residential target market methodology. The potential market for new dwelling units is then determined by the correlation of a number of factors—including, but not limited to: household mobility rates; incomes; lifestyle characteristics and housing preferences; the location of the study area; and the current housing market context.

**DETERMINATION OF THE AVERAGE ANNUAL POTENTIAL MARKET FOR LAGRANGE COUNTY (MOBILITY ANALYSIS)—**

The mobility tables, individually and in summaries, indicate the annual average number and type of households that have the potential to move within or to LaGrange County each year over the next five years. The total number of households with the potential to move from each county is derived from historical migration trends; the number of households from each group is calculated from each group's mobility rate. In this case, at the request of the client, the approximately 3,650 Amish households have not been included in the following calculations.

Appendix One, Table 3.

**Internal Mobility** (Households Moving within LaGrange County)—

Zimmerman/Volk Associates integrates U.S. Bureau of the Census data from the American Community Survey with data from Claritas Inc. to determine the number of households in each target market group that will move from one residence to another within a specific area or jurisdiction in a given year (internal mobility).

Based on this analysis, and excluding the approximately 3,650 Amish households, Zimmerman/Volk Associates has determined that an annual average of 445 households living in the county have the potential to move from one residence to another—rental or ownership, new or resale—within the county each year over the next five years.

Just under 52 percent of these households are likely to be traditional and non-traditional families (in two target market groups); 31.4 percent are likely to be younger singles and couples (in two market groups); and the remaining 16.9 percent are likely to be empty nesters and retirees (in four market groups).

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Appendix One, Table 4, Appendix Two, Tables 1 through 4.

**External Mobility** (Households Moving to LaGrange County from the Regional Draw Area)—

The same sources of data are used to determine the number of households in each target market group that will move from one county to another.

The analysis shows that an annual average of 405 households living in the regional draw area (Elkhart, Noble, Allen, and Steuben Counties) have the potential to move from a residence in the regional draw area to a residence in LaGrange County each year over the next five years.

A plurality of 45.7 percent of these households are likely to be traditional and non-traditional families (in 13 market groups); another 37 percent are likely to be younger singles and couples (in 12 groups); and the remaining 17.3 percent are likely to be empty nesters and retirees (in nine groups).

Appendix One, Table 5.

**External Mobility** (Households Moving to LaGrange County from St. Joseph County, Michigan)—

As noted above, the same sources of data are used to determine the number of households in each target market group that will move from one county to another.

An annual average of 65 households living in St. Joseph County, Michigan, have the potential to move from a residence in St. Joseph County to a residence in LaGrange County each year over the next five years.

Over 46 percent of these households are likely to be traditional and non-traditional families (in five market groups); another 38.5 percent are likely to younger singles and couples (in four groups); and the remaining 15.4 percent are likely to be empty nesters and retirees (in two groups).

Appendix One, Table 6.

**National Mobility** (Households Moving to LaGrange County from the Balance of the United States)—

An annual average of 270 households living elsewhere in the United States have the potential to move to a residence in LaGrange County each year over the next five years.

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A plurality of 42.6 percent of these households are likely to be younger singles and couples (in 15 market groups); another 40.7 percent are likely to be traditional and non-traditional families (in 19 market groups); and the remaining 16.7 percent are likely to be empty nesters and retirees (in nine groups).

Appendix One, Tables 7 through 13.

**Annual Average Market Potential for LaGrange County—**

Appendix One, Table 7 summarizes Appendix One, Tables 3 through 6. The numbers in the Total column on page one of this table indicate the depth and breadth of the potential market for new and existing dwelling units in LaGrange County each year over the next five years originating from households living in the designated draw areas. An annual average of 1,185 households have the potential to move within or to the county each year over the next five years.

Traditional and non-traditional families are likely to account for 46.8 percent of the annual potential market; another 36.3 percent are likely to be younger singles and couples; and 16.9 percent are likely to be empty nesters and retirees.

As derived from the migration and mobility analyses, then, the distribution of the draw areas as a percentage of the annual potential market for new and existing housing units in LaGrange County is shown on the following table:

Annual Average Market Potential by Draw Area  
*LaGrange County, Indiana*

LaGrange County:	37.5%
Regional Draw Area:	34.2%
St. Joseph County:	5.5%
Balance of the U.S.:	<u>22.8%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

The annual average 1,185 draw area households that have the potential to move within or to the county each year over the next five years have been categorized by tenure propensities to determine renter/owner ratios. Approximately 35.3 percent of these households (or 418 households) comprise the average annual potential market for new and existing rental units in the county. The remaining

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64.7 percent (or 767 households) comprise the average annual potential market for new and existing for-sale (ownership) housing units. (*Reference* Appendix One, Table 8.)

Of the 767 buyer households, 3.5 percent (or 27 households) comprise the average annual market for new and existing multi-family for-sale units (condominium apartments); another 10.8 percent (83 households) comprise the annual market for new and existing attached single-family (rowhouse/townhouse/duplex) units; and 85.7 percent (657 households) comprise the annual market for new and existing single-family detached houses. (*Reference* Appendix One, Table 9.)

The income limits in LaGrange County by household size and percent of median family income—based on the county’s median family income (AMI), which, as determined by the U.S. Department of Housing and Urban Development (HUD) in 2019, is \$63,400 for a family of four—are shown on the following table:

Fiscal Year 2019 Income Limits  
*LaGrange County, Indiana*

NUMBER OF PERSONS IN HOUSEHOLD	EXTREMELY LOW 30% OF MEDIAN*	VERY LOW 50% OF MEDIAN	LOW 80% OF MEDIAN
One	\$13,550	\$22,600	\$36,150
Two	\$16,910	\$25,800	\$41,300
Three	\$21,330	\$29,050	\$46,450
Four	\$25,750	\$32,250	\$51,600
Five	\$30,170	\$34,850	\$55,750
Six	\$34,590	\$37,450	\$59,900
Seven	\$39,010	\$40,000	\$64,000
Eight	\$42,600*	\$42,600	\$68,150

\*NOTE: The FY 2014 Consolidated Appropriations Act changed the definition of extremely low income to be the greater of 30/50ths (60 percent) of the Section 8 very low income limit or the poverty guideline as established by the Department of Health and Human Services, provided that this amount is not greater than the Section 8 50 percent very low income limits. Consequently, the extremely low income limits may equal the very low (50 percent) income limits.

SOURCE: U.S. Department of Housing and Urban Development.

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The 418 renter households have been grouped by income, using income limits derived from the preceding table, as shown on the following table (*reference* Appendix One, Table 10):

Renter Households By Income  
*LaGrange County, Indiana*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	76	18.2%
Between 30% and 60% AMI	79	18.8%
Between 60% and 80% AMI	73	17.5%
Between 80% and 100% AMI	88	21.1%
Above 100% AMI	<u>102</u>	<u>24.4%</u>
Total:	418	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

As noted above, the remaining 64.7 percent of the average annual potential market (or 767 households) comprise the market for new and existing for-sale (ownership) housing units in the county. These households have also been grouped by income, as detailed on the following table (*see* Appendix One, Table 11):

Owner Households By Income  
*LaGrange County, Indiana*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	104	13.6%
Between 30% and 60% AMI	106	13.8%
Between 60% and 80% AMI	79	10.3%
Between 80% and 100% AMI	68	8.9%
Above 100% AMI	<u>410</u>	<u>53.4%</u>
Total:	767	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

Of the 767 potential owner households, 27 households (3.5 percent) comprise the market for multi-family for-sale units (condominium/cooperative lofts/apartments) and have also been grouped by income as shown on the table following this page (*see also* Appendix One, Table 12).

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Multi-Family Owner Households By Income  
*LaGrange County, Indiana*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30 AMI	2	7.4%
Between 30% and 60% AMI	3	11.1%
Between 60% and 80% AMI	1	3.7%
Between 80% and 100% AMI	0	0.0%
Over 100% AMI	<u>21</u>	<u>77.8%</u>
Total:	27	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

Of the 767 potential owner households, 83 households (10.8 percent) comprise the market for single-family attached for-sale units (duplexes/triplexes/rowhouses/townhouses) and have also been grouped by income as shown on the following table (*see* Appendix One, Table 13):

Single-Family Attached Owner Households By Income  
*LaGrange County, Indiana*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	10	15.6%
Between 30% and 60% AMI	8	8.4%
Between 60% and 80% AMI	5	16.8%
Between 80% and 100% AMI	4	7.7%
Over 100% AMI	<u>56</u>	<u>51.5%</u>
Total:	83	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

Of the 767 potential owner households, 657 households (85.7 percent) comprise the market for single-family detached for-sale units (detached houses) and have also been grouped by income, as detailed on the table following this page (*reference* Appendix One, Table 14).

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Single-Family Detached Owner Households By Income  
*LaGrange County, Indiana*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	92	14.0%
Between 30% and 60% AMI	95	14.5%
Between 60% and 80% AMI	73	11.1%
Between 80% and 100% AMI	64	9.7%
Over 100% AMI	<u>333</u>	<u>50.7%</u>
Total:	657	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2019.

—Target Market Data—

Target market data are based on the PRIZM household clustering system developed by Claritas, Inc., and modified and augmented by Zimmerman/Volk Associates as the basis for its proprietary residential target market methodology. Target market data provides number of households by cluster aggregated into the three main demographic categories—empty nesters and retirees; traditional and non-traditional families; and younger singles and couples.

Zimmerman/Volk Associates' target market classifications are updated annually to reflect the slow, but relentless change in the composition of American households. Because of the nature of geo-demographic segmentation, a change in household classification is directly correlated with a change in geography, *i.e.*—a move from one neighborhood condition to another. However, these changes of classification can also reflect an alteration in one or more of three additional basic characteristics:

- Age;
- Household composition; and/or
- Economic status.

Age, of course, is the most predictable, and easily-defined of these changes. Household composition has also been relatively easy to define; recently, with the growth of non-traditional households, however, definitions of a family have had to be expanded and parsed into more highly-refined segments. Economic status remains clearly defined through measures of annual income and household wealth.

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A change in classification is rarely induced by a change in just one of the four basic characteristics. This is one reason that the target household categories are so highly refined: they take in multiple characteristics. Even so, there are some rough equivalents in household types as they move from one neighborhood condition to another. There is, for example, a correlation between *Full-Nest Suburbanites* and *Full-Nest Exurbanites*; if a *Full-Nest Suburbanite* household moves to the exurbs, they become a *Full-Nest Exurbanite* household, if the move is not accompanied by a significant change in socio-economic status. In contrast, if a *Full-Nest Suburbanite* household moves within the metropolitan suburbs, and also improves their socio-economic standing, that household would likely be characterized as *Nouveau Money* or *Corporate Establishment*.

#### Household Classification Methodology:

Household classifications were originally based on the PRIZM geo-demographic segmentation system that was established by Claritas in 1974 and then replaced by PRIZM NE clustering system in 2005. The PRIZM PREMIER system now in place was updated in 2016 to include 68 household groups, each ranging between one and two and a half million households. The revised household classifications are based on PRIZM which was developed through unique classification and regression trees delineating 68 specific clusters of American households. The system is now accurate to the individual household level, adding self-reported and list-based household data to geo-demographic information. The process applies hundreds of demographic variables to nearly 10,000 “behaviors.”

Over the past 31 years, Zimmerman/Volk Associates has augmented the PRIZM cluster systems for use within the company’s proprietary residential target market methodology specific to housing and neighborhood preferences, with additional algorithms, correlation with geo-coded consumer data, aggregation of clusters by broad household definition, and unique cluster names.





## Appendix One Tables



**Gross Annual Household In-Migration***La Grange County, Indiana***2011, 2012, 2013, 2014, 2015**

County of Origin	..... 2011 .....		..... 2012 .....		..... 2013 .....		..... 2014 .....		..... 2015 .....	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Elkhart	150	19.7%	145	18.6%	155	21.8%	150	25.9%	180	23.1%
Noble	155	20.4%	140	17.9%	125	17.6%	100	17.2%	135	17.3%
Allen	50	6.6%	60	7.7%	50	7.0%	45	7.8%	65	8.3%
St. Joseph, MI	80	10.5%	70	9.0%	55	7.7%	50	8.6%	65	8.3%
Steuben	65	8.6%	50	6.4%	45	6.3%	40	6.9%	60	7.7%
DeKalb	20	2.6%	30	3.8%	25	3.5%	0	0.0%	20	2.6%
All Other Counties	240	31.6%	285	36.5%	255	35.9%	195	33.6%	255	32.7%
<b>Total In-Migration:</b>	<b>760</b>	<b>100.0%</b>	<b>780</b>	<b>100.0%</b>	<b>710</b>	<b>100.0%</b>	<b>580</b>	<b>100.0%</b>	<b>780</b>	<b>100.0%</b>

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

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

**Gross Annual Household Out-Migration***La Grange County, Indiana***2011, 2012, 2013, 2014, 2015**

Destination County	..... 2011 .....		..... 2012 .....		..... 2013 .....		..... 2014 .....		..... 2015 .....	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Elkhart	205	24.3%	175	22.3%	195	24.2%	155	24.0%	200	24.7%
Noble	120	14.2%	145	18.5%	150	18.6%	130	20.2%	160	19.8%
Allen	50	5.9%	60	7.6%	45	5.6%	45	7.0%	70	8.6%
St. Joseph, MI	80	9.5%	85	10.8%	65	8.1%	45	7.0%	75	9.3%
Steuben	60	7.1%	55	7.0%	70	8.7%	55	8.5%	60	7.4%
DeKalb	15	1.8%	25	3.2%	20	2.5%	20	3.1%	25	3.1%
All Other Counties	315	37.3%	240	30.6%	260	32.3%	195	30.2%	220	27.2%
<b>Total Out-Migration:</b>	<b>845</b>	<b>100.0%</b>	<b>785</b>	<b>100.0%</b>	<b>805</b>	<b>100.0%</b>	<b>645</b>	<b>100.0%</b>	<b>810</b>	<b>100.0%</b>

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

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

**Net Annual Household Migration***La Grange County, Indiana***2011, 2012, 2013, 2014, 2015**

County	.....2011..... Number	.....2012..... Number	.....2013..... Number	.....2014..... Number	.....2015..... Number
Elkhart	-55	-30	-40	-5	-20
Noble	35	-5	-25	-30	-25
Allen	0	0	5	0	-5
St. Joseph, MI	0	-15	-10	5	-10
Steuben	5	-5	-25	-15	0
DeKalb	5	5	5	-20	-5
All Other Counties	-75	45	-5	0	35
<b>Total Net Migration:</b>	<b>-85</b>	<b>-5</b>	<b>-95</b>	<b>-65</b>	<b>-30</b>

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

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

## 2019 Household Classification by Market Groups

*LaGrange County, Indiana*

Household Type / Geographic Designation	Estimated Number	Estimated Share
<b>Empty Nesters &amp; Retirees</b>	<b>3,730</b>	<b>30.5%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	3,730	30.5%
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,900</b>	<b>56.4%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	6,900	56.4%
<b>Younger Singles &amp; Couples</b>	<b>1,600</b>	<b>13.1%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	1,600	13.1%
<b>Total:</b>	<b>12,230</b>	<b>100.0%</b>

2019 Estimated Median Income:	\$62,400
2019 Estimated National Median Income:	\$62,300
2019 Estimated Median Home Value:	\$198,600
2019 Estimated National Median Home Value:	\$222,100

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

## 2019 Household Classification by Market Groups

*LaGrange County, Indiana*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>3,730</b>	<b>30.5%</b>		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
Subtotal:	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	0	0.0%		
Blue-Collar Retirees	0	0.0%		
Middle-Class Move-Downs	0	0.0%		
Hometown Seniors	0	0.0%		
Second City Seniors	0	0.0%		
Subtotal:	0	0.0%		
<i>Metropolitan Suburbs</i>				
The One Percenters	0	0.0%		
Old Money	0	0.0%		
Affluent Empty Nesters	0	0.0%		
Suburban Establishment	0	0.0%		
Mainstream Empty Nesters	0	0.0%		
Middle-American Retirees	0	0.0%		
Subtotal:	0	0.0%		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	0	0.0%		
Pillars of the Community	0	0.0%		
New Empty Nesters	0	0.0%		
Traditional Couples	0	0.0%		
RV Retirees	1,785	14.6%	\$72,900	\$261,300
Country Couples	0	0.0%		
Hometown Retirees	750	6.1%	\$58,900	\$188,000
Heartland Retirees	455	3.7%	\$57,600	\$231,400
Village Elders	0	0.0%		
Small-Town Seniors	0	0.0%		
Back Country Seniors	740	6.1%	\$42,900	\$152,200
Subtotal:	3,730	30.5%		

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

## 2019 Household Classification by Market Groups

*LaGrange County, Indiana*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,900</b>	<b>56.4%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
Subtotal:	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0.0%		
Multi-Ethnic Families	0	0.0%		
Uptown Families	0	0.0%		
In-Town Families	0	0.0%		
New American Strivers	0	0.0%		
Subtotal:	0	0.0%		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	0	0.0%		
Nouveau Money	0	0.0%		
Button-Down Families	0	0.0%		
Fiber-Optic Families	0	0.0%		
Late-Nest Suburbanites	0	0.0%		
Full-Nest Suburbanites	0	0.0%		
Kids 'r' Us	0	0.0%		
Subtotal:	0	0.0%		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	0	0.0%		
New Town Families	0	0.0%		
Full-Nest Exurbanites	0	0.0%		
Rural Families	3,890	31.8%	\$72,600	\$237,300
Traditional Families	0	0.0%		
Small-Town Families	0	0.0%		
Four-by-Four Families	0	0.0%		
Rustic Families	3,010	24.6%	\$58,600	\$182,200
Hometown Families	0	0.0%		
Subtotal:	6,900	56.4%		

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

# 2019 Household Classification by Market Groups

LaGrange County, Indiana

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>1,600</b>	<b>13.1%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0.0%		
Small-City Singles	0	0.0%		
Twentysomethings	0	0.0%		
Second-City Strivers	0	0.0%		
Multi-Ethnic Singles	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	0	0.0%		
Suburban Achievers	0	0.0%		
Suburban Strivers	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	0	0.0%		
Blue-Collar Traditionalists	900	7.4%	\$47,600	\$157,800
Rural Couples	700	5.7%	\$38,800	\$120,000
Rural Strivers	0	0.0%		
<i>Subtotal:</i>	<i>1,600</i>	<i>13.1%</i>		

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



**Annual Average Number Of Households With The Potential  
To Move Within LaGrange County Each Year Over The Next Five Years**

Excluding Amish Households

*LaGrange County, Indiana*

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>2,840</b>	<b>75</b>	<b>16.9%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	2,840	75	16.9%
<b>Traditional &amp; Non-Traditional Families</b>	<b>4,140</b>	<b>230</b>	<b>51.7%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	4,140	230	51.7%
<b>Younger Singles &amp; Couples</b>	<b>1,600</b>	<b>140</b>	<b>31.4%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	1,600	140	31.4%
<b>Total:</b>	<b>8,580</b>	<b>445</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move Within LaGrange County Each Year Over The Next Five Years**

Excluding Amish Households

*LaGrange County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>2,840</b>	<b>75</b>	<b>16.9%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	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>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	0	0	0.0%
Pillars of the Community	0	0	0.0%
New Empty Nesters	0	0	0.0%
Traditional Couples	0	0	0.0%
RV Retirees	1,250	20	4.5%
Country Couples	0	0	0.0%
Hometown Retirees	750	25	5.6%
Heartland Retirees	320	10	2.2%
Village Elders	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	520	20	4.5%
<i>Subtotal:</i>	<u>2,840</u>	<u>75</u>	<u>16.9%</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within LaGrange County Each Year Over The Next Five Years**

Excluding Amish Households

*LaGrange County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>4,140</b>	<b>230</b>	<b>51.7%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</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%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
Rural Families	2,335	90	20.2%
Traditional Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Four-by-Four Families	0	0	0.0%
Rustic Families	1,805	140	31.5%
Hometown Families	0	0	0.0%
<i>Subtotal:</i>	<u>4,140</u>	<u>230</u>	<u>51.7%</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within LaGrange County Each Year Over The Next Five Years**

Excluding Amish Households

*LaGrange County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>1,600</b>	<b>140</b>	<b>31.4%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	0	0	0.0%
Blue-Collar Traditionalists	900	80	18.0%
Rural Couples	700	60	13.4%
Rural Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>1,600</u>	<u>140</u>	<u>31.4%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 4

*Elkhart County, Indiana, Noble County, Indiana,*

*Allen County, Indiana, Steuben County, Indiana*

<u>Household Type/ Geographic Designation</u>	<u><i>Elkhart County</i></u>	<u><i>Noble County</i></u>	<u><i>Allen County</i></u>	<u><i>Steuben County</i></u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>30</b>	<b>25</b>	<b>5</b>	<b>10</b>	<b>70</b>
<i>Metropolitan Cities</i>	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	0	0	0	5
<i>Metropolitan Suburbs</i>	10	0	5	0	15
<i>Town &amp; Country/Exurbs</i>	15	25	0	10	50
<b>Traditional &amp; Non-Traditional Families</b>	<b>75</b>	<b>60</b>	<b>20</b>	<b>30</b>	<b>185</b>
<i>Metropolitan Cities</i>	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	0	10	0	35
<i>Metropolitan Suburbs</i>	5	0	5	0	10
<i>Town &amp; Country/Exurbs</i>	45	60	5	30	140
<b>Younger Singles &amp; Couples</b>	<b>55</b>	<b>50</b>	<b>30</b>	<b>15</b>	<b>150</b>
<i>Metropolitan Cities</i>	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	0	20	0	45
<i>Metropolitan Suburbs</i>	20	0	10	0	30
<i>Town &amp; Country/Exurbs</i>	10	50	0	15	75
<b>Total:</b>	<b>160</b>	<b>135</b>	<b>55</b>	<b>55</b>	<b>405</b>
<b>Percent:</b>	<b>39.5%</b>	<b>33.3%</b>	<b>13.6%</b>	<b>13.6%</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 4

*Elkhart County, Indiana, Noble County, Indiana,*

*Allen County, Indiana, Steuben County, Indiana*

	<i>Elkhart County</i>	<i>Noble County</i>	<i>Allen County</i>	<i>Steuben County</i>	<i>Total</i>
<b>Empty Nesters &amp; Retirees</b>	<b>30</b>	<b>25</b>	<b>5</b>	<b>10</b>	<b>70</b>
<i><b>Metropolitan Cities</b></i>					
The Social Register	0	0	0	0	0
Urban Establishment	0	0	0	0	0
Multi-Ethnic Empty Nesters	0	0	0	0	0
Cosmopolitan Couples	0	0	0	0	0
<i>Subtotal:</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
<i><b>Small Cities/Satellite Cities</b></i>					
Second City Establishment	0	0	0	0	0
Blue-Collar Retirees	0	0	0	0	0
Middle-Class Move-Downs	0	0	0	0	0
Hometown Seniors	0	0	0	0	0
Second City Seniors	5	0	0	0	5
<i>Subtotal:</i>	<i>5</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>5</i>
<i><b>Metropolitan Suburbs</b></i>					
The One Percenters	0	0	0	0	0
Old Money	0	0	0	0	0
Affluent Empty Nesters	0	0	0	0	0
Suburban Establishment	0	0	0	0	0
Mainstream Empty Nesters	5	0	5	0	10
Middle-American Retirees	5	0	0	0	5
<i>Subtotal:</i>	<i>10</i>	<i>0</i>	<i>5</i>	<i>0</i>	<i>15</i>
<i><b>Town &amp; Country/Exurbs</b></i>					
Small-Town Patriarchs	0	0	0	0	0
Pillars of the Community	5	0	0	0	5
New Empty Nesters	0	0	0	0	0
Traditional Couples	0	0	0	0	0
RV Retirees	0	5	0	0	5
Country Couples	5	5	0	0	10
Hometown Retirees	0	0	0	0	0
Heartland Retirees	0	0	0	0	0
Village Elders	0	5	0	0	5
Small-Town Seniors	5	5	0	5	15
Back Country Seniors	0	5	0	5	10
<i>Subtotal:</i>	<i>15</i>	<i>25</i>	<i>0</i>	<i>10</i>	<i>50</i>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 4

*Elkhart County, Indiana, Noble County, Indiana,*

*Allen County, Indiana, Steuben County, Indiana*

	<i>Elkhart County</i>	<i>Noble County</i>	<i>Allen County</i>	<i>Steuben County</i>	<i>Total</i>
<b>Traditional &amp; on-Traditional Families</b>	<b>75</b>	<b>60</b>	<b>20</b>	<b>30</b>	<b>185</b>
<i>Metropolitan Cities</i>					
e-Type Families	0	0	0	0	0
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>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	0	0	0	0
Multi-Ethnic Families	5	0	0	0	5
Uptown Families	5	0	5	0	10
In-Town Families	10	0	5	0	15
New American Strivers	5	0	0	0	5
<i>Subtotal:</i>	<u>25</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>35</u>
<i>Metropolitan Suburbs</i>					
Corporate Establishment	0	0	0	0	0
Nouveau Money	0	0	0	0	0
Button-Down Families	0	0	0	0	0
Fiber-Optic Families	0	0	0	0	0
Late-Nest Suburbanites	0	0	0	0	0
Full-Nest Suburbanites	0	0	0	0	0
Kids 'r' Us	5	0	5	0	10
<i>Subtotal:</i>	<u>5</u>	<u>0</u>	<u>5</u>	<u>0</u>	<u>10</u>
<i>Town &amp; Country/Exurbs</i>					
Ex-Urban Elite	0	0	0	0	0
New Town Families	5	0	0	0	5
Full-Nest Exurbanites	0	0	0	5	5
Rural Families	5	15	0	5	25
Traditional Families	5	0	0	0	5
Small-Town Families	10	10	0	0	20
Four-by-Four Families	10	10	0	0	20
Rustic Families	5	20	0	15	40
Hometown Families	5	5	5	5	20
<i>Subtotal:</i>	<u>45</u>	<u>60</u>	<u>5</u>	<u>30</u>	<u>140</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 4

*Elkhart County, Indiana, Noble County, Indiana,*

*Allen County, Indiana, Steuben County, Indiana*

	<i>Elkhart County</i>	<i>Noble County</i>	<i>Allen County</i>	<i>Steuben County</i>	<i>Total</i>
<b>Younger Singles &amp; Couples</b>	<b>55</b>	<b>50</b>	<b>30</b>	<b>15</b>	<b>150</b>
<i>Metropolitan Cities</i>					
New Power Couples	0	0	0	0	0
New Bohemians	0	0	0	0	0
Cosmopolitan Elite	0	0	0	0	0
Downtown Couples	0	0	0	0	0
Downtown Proud	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	5	0	0	0	5
Small-City Singles	5	0	5	0	10
Twentysomethings	5	0	5	0	10
Second-City Strivers	5	0	5	0	10
Multi-Ethnic Singles	5	0	5	0	10
<i>Subtotal:</i>	<u>25</u>	<u>0</u>	<u>20</u>	<u>0</u>	<u>45</u>
<i>Metropolitan Suburbs</i>					
Fast-Track Professionals	5	0	0	0	5
Suburban Achievers	5	0	5	0	10
Suburban Strivers	10	0	5	0	15
<i>Subtotal:</i>	<u>20</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>30</u>
<i>Town &amp; Country/Exurbs</i>					
Hometown Sweethearts	5	10	0	0	15
Blue-Collar Traditionalists	0	5	0	5	10
Rural Couples	0	15	0	5	20
Rural Strivers	5	20	0	5	30
<i>Subtotal:</i>	<u>10</u>	<u>50</u>	<u>0</u>	<u>15</u>	<u>75</u>

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



**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*St. Joseph County, Michigan*

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>10,400</b>	<b>10</b>	<b>15.4%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	10,400	10	15.4%
<b>Traditional &amp; Non-Traditional Families</b>	<b>7,420</b>	<b>30</b>	<b>46.2%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	7,420	30	46.2%
<b>Younger Singles &amp; Couples</b>	<b>5,415</b>	<b>25</b>	<b>38.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	5,415	25	38.5%
<b>Total:</b>	<b>23,235</b>	<b>65</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

*St. Joseph County, Michigan*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>10,400</b>	<b>10</b>	<b>15.4%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	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>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	240	0	0.0%
Pillars of the Community	350	0	0.0%
New Empty Nesters	900	0	0.0%
Traditional Couples	220	0	0.0%
RV Retirees	2,245	0	0.0%
Country Couples	1,000	0	0.0%
Hometown Retirees	1,135	0	0.0%
Heartland Retirees	805	0	0.0%
Village Elders	640	0	0.0%
Small-Town Seniors	1,460	5	7.7%
Back Country Seniors	1,405	5	7.7%
<i>Subtotal:</i>	<u>10,400</u>	<u>10</u>	<u>15.4%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*St. Joseph County, Michigan*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>7,420</b>	<b>30</b>	<b>46.2%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</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%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	240	0	0.0%
Full-Nest Exurbanites	310	0	0.0%
Rural Families	2,070	5	7.7%
Traditional Families	180	0	0.0%
Small-Town Families	535	5	7.7%
Four-by-Four Families	685	5	7.7%
Rustic Families	2,845	10	15.4%
Hometown Families	555	5	7.7%
<i>Subtotal:</i>	<u>7,420</u>	<u>30</u>	<u>46.2%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*St. Joseph County, Michigan*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>5,415</b>	<b>25</b>	<b>38.5%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	1,805	5	7.7%
Blue-Collar Traditionalists	850	5	7.7%
Rural Couples	1,345	5	7.7%
Rural Strivers	1,415	10	15.4%
<i>Subtotal:</i>	<u>5,415</u>	<u>25</u>	<u>38.5%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Balance of the United States*

Household Type / Geographic Designation	Potential	Share of Potential
<b>Empty Nesters &amp; Retirees</b>	<b>45</b>	<b>16.7%</b>
Metropolitan Cities	10	3.7%
Small Cities/Satellite Cities	10	3.7%
Metropolitan Suburbs	15	5.6%
Town & Country/Exurbs	10	3.7%
<b>Traditional &amp; Non-Traditional Families</b>	<b>110</b>	<b>40.7%</b>
Metropolitan Cities	10	3.7%
Small Cities/Satellite Cities	30	11.1%
Metropolitan Suburbs	20	7.4%
Town & Country/Exurbs	50	18.5%
<b>Younger Singles &amp; Couples</b>	<b>115</b>	<b>42.6%</b>
Metropolitan Cities	25	9.3%
Small Cities/Satellite Cities	40	14.8%
Metropolitan Suburbs	25	9.3%
Town & Country/Exurbs	25	9.3%
<b>Total:</b>	<b>270</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

*Balance of the United States*

	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>45</b>	<b>16.7%</b>
<i>Metropolitan Cities</i>		
The Social Register	0	0.0%
Urban Establishment	5	1.9%
Multi-Ethnic Empty Nesters	0	0.0%
Cosmopolitan Couples	5	1.9%
<i>Subtotal:</i>	<u>10</u>	<u>3.7%</u>
<i>Small Cities/Satellite Cities</i>		
Second City Establishment	0	0.0%
Blue-Collar Retirees	5	1.9%
Middle-Class Move-Downs	0	0.0%
Hometown Seniors	0	0.0%
Second City Seniors	5	1.9%
<i>Subtotal:</i>	<u>10</u>	<u>3.7%</u>
<i>Metropolitan Suburbs</i>		
The One Percenters	0	0.0%
Old Money	0	0.0%
Affluent Empty Nesters	0	0.0%
Suburban Establishment	5	1.9%
Mainstream Empty Nesters	5	1.9%
Middle-American Retirees	5	1.9%
<i>Subtotal:</i>	<u>15</u>	<u>5.6%</u>
<i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	0	0.0%
Pillars of the Community	0	0.0%
New Empty Nesters	0	0.0%
Traditional Couples	0	0.0%
RV Retirees	0	0.0%
Country Couples	0	0.0%
Hometown Retirees	0	0.0%
Heartland Retirees	0	0.0%
Village Elders	0	0.0%
Small-Town Seniors	5	1.9%
Back Country Seniors	5	1.9%
<i>Subtotal:</i>	<u>10</u>	<u>3.7%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**

*Balance of the United States*

	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>110</b>	<b>40.7%</b>
<i>Metropolitan Cities</i>		
e-Type Families	0	0.0%
Multi-Cultural Families	0	0.0%
Inner-City Families	5	1.9%
Single-Parent Families	5	1.9%
<i>Subtotal:</i>	<u>10</u>	<u>3.7%</u>
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	5	1.9%
Multi-Ethnic Families	5	1.9%
Uptown Families	5	1.9%
In-Town Families	5	1.9%
New American Strivers	10	3.7%
<i>Subtotal:</i>	<u>30</u>	<u>11.1%</u>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	0	0.0%
Nouveau Money	0	0.0%
Button-Down Families	5	1.9%
Fiber-Optic Families	0	0.0%
Late-Nest Suburbanites	5	1.9%
Full-Nest Suburbanites	5	1.9%
Kids 'r' Us	5	1.9%
<i>Subtotal:</i>	<u>20</u>	<u>7.4%</u>
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	5	1.9%
New Town Families	5	1.9%
Full-Nest Exurbanites	5	1.9%
Rural Families	5	1.9%
Traditional Families	0	0.0%
Small-Town Families	10	3.7%
Four-by-Four Families	5	1.9%
Rustic Families	10	3.7%
Hometown Families	5	1.9%
<i>Subtotal:</i>	<u>50</u>	<u>18.5%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Balance of the United States*

	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>115</b>	<b>42.6%</b>
<i>Metropolitan Cities</i>		
New Power Couples	0	0.0%
New Bohemians	10	3.7%
Cosmopolitan Elite	0	0.0%
Downtown Couples	5	1.9%
Downtown Proud	10	3.7%
<i>Subtotal:</i>	<u>25</u>	<u>9.3%</u>
<i>Small Cities/Satellite Cities</i>		
The VIPs	10	3.7%
Small-City Singles	5	1.9%
Twentysomethings	15	5.6%
Second-City Strivers	5	1.9%
Multi-Ethnic Singles	5	1.9%
<i>Subtotal:</i>	<u>40</u>	<u>14.8%</u>
<i>Metropolitan Suburbs</i>		
Fast-Track Professionals	5	1.9%
Suburban Achievers	5	1.9%
Suburban Strivers	15	5.6%
<i>Subtotal:</i>	<u>25</u>	<u>9.3%</u>
<i>Town &amp; Country/Exurbs</i>		
Hometown Sweethearts	5	1.9%
Blue-Collar Traditionalists	5	1.9%
Rural Couples	10	3.7%
Rural Strivers	5	1.9%
<i>Subtotal:</i>	<u>25</u>	<u>9.3%</u>

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



**Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix One, Tables 3 Through 6

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

<u>Household Type / Geographic Designation</u>	<u>LaGrange County</u>	<u>Regional Draw Area</u>	<u>St. Joseph County</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>75</b>	<b>70</b>	<b>10</b>	<b>45</b>	<b>200</b>
<i>Metropolitan Cities</i>	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	5	0	10	15
<i>Metropolitan Suburbs</i>	0	15	0	15	30
<i>Town &amp; Country/Exurbs</i>	75	50	10	10	145
<b>Traditional &amp; Non-Traditional Families</b>	<b>230</b>	<b>185</b>	<b>30</b>	<b>110</b>	<b>555</b>
<i>Metropolitan Cities</i>	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	35	0	30	65
<i>Metropolitan Suburbs</i>	0	10	0	20	30
<i>Town &amp; Country/Exurbs</i>	230	140	30	50	450
<b>Younger Singles &amp; Couples</b>	<b>140</b>	<b>150</b>	<b>25</b>	<b>115</b>	<b>430</b>
<i>Metropolitan Cities</i>	0	0	0	25	25
<i>Small Cities/Satellite Cities</i>	0	45	0	40	85
<i>Metropolitan Suburbs</i>	0	30	0	25	55
<i>Town &amp; Country/Exurbs</i>	140	75	25	25	265
<b>Total:</b>	<b>445</b>	<b>405</b>	<b>65</b>	<b>270</b>	<b>1,185</b>
<b>Percent:</b>	<b>37.5%</b>	<b>34.2%</b>	<b>5.5%</b>	<b>22.8%</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix One, Tables 3 Through 6

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

	<i>LaGrange County</i>	<i>Regional Draw Area</i>	<i>St. Joseph County</i>	<i>Balance of U.S.</i>	<i>Total</i>
<b>Empty Nesters &amp; Retirees</b>	<b>75</b>	<b>70</b>	<b>10</b>	<b>45</b>	<b>200</b>
<i>Metropolitan Cities</i>					
The Social Register	0	0	0	0	0
Urban Establishment	0	0	0	5	5
Multi-Ethnic Empty Nesters	0	0	0	0	0
Cosmopolitan Couples	0	0	0	5	5
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>					
Second City Establishment	0	0	0	0	0
Blue-Collar Retirees	0	0	0	5	5
Middle-Class Move-Downs	0	0	0	0	0
Hometown Seniors	0	0	0	0	0
Second City Seniors	0	5	0	5	10
<i>Subtotal:</i>	<u>0</u>	<u>5</u>	<u>0</u>	<u>10</u>	<u>15</u>
<i>Metropolitan Suburbs</i>					
The One Percenters	0	0	0	0	0
Old Money	0	0	0	0	0
Affluent Empty Nesters	0	0	0	0	0
Suburban Establishment	0	0	0	5	5
Mainstream Empty Nesters	0	10	0	5	15
Middle-American Retirees	0	5	0	5	10
<i>Subtotal:</i>	<u>0</u>	<u>15</u>	<u>0</u>	<u>15</u>	<u>30</u>
<i>Town &amp; Country/Exurbs</i>					
Small-Town Patriarchs	0	0	0	0	0
Pillars of the Community	0	5	0	0	5
New Empty Nesters	0	0	0	0	0
Traditional Couples	0	0	0	0	0
RV Retirees	20	5	0	0	25
Country Couples	0	10	0	0	10
Hometown Retirees	25	0	0	0	25
Heartland Retirees	10	0	0	0	10
Village Elders	0	5	0	0	5
Small-Town Seniors	0	15	5	5	25
Back Country Seniors	20	10	5	5	40
<i>Subtotal:</i>	<u>75</u>	<u>50</u>	<u>10</u>	<u>10</u>	<u>145</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix One, Tables 3 Through 6

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

	<i>LaGrange County</i>	<i>Regional Draw Area</i>	<i>St. Joseph County</i>	<i>Balance of U.S.</i>	<i>Total</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>230</b>	<b>185</b>	<b>30</b>	<b>110</b>	<b>555</b>
<i>Metropolitan Cities</i>					
e-Type Families	0	0	0	0	0
Multi-Cultural Families	0	0	0	0	0
Inner-City Families	0	0	0	5	5
Single-Parent Families	0	0	0	5	5
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	0	0	5	5
Multi-Ethnic Families	0	5	0	5	10
Uptown Families	0	10	0	5	15
In-Town Families	0	15	0	5	20
New American Strivers	0	5	0	10	15
<i>Subtotal:</i>	<u>0</u>	<u>35</u>	<u>0</u>	<u>30</u>	<u>65</u>
<i>Metropolitan Suburbs</i>					
Corporate Establishment	0	0	0	0	0
Nouveau Money	0	0	0	0	0
Button-Down Families	0	0	0	5	5
Fiber-Optic Families	0	0	0	0	0
Late-Nest Suburbanites	0	0	0	5	5
Full-Nest Suburbanites	0	0	0	5	5
Kids 'r' Us	0	10	0	5	15
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>20</u>	<u>30</u>
<i>Town &amp; Country/Exurbs</i>					
Ex-Urban Elite	0	0	0	5	5
New Town Families	0	5	0	5	10
Full-Nest Exurbanites	0	5	0	5	10
Rural Families	90	25	5	5	125
Traditional Families	0	5	0	0	5
Small-Town Families	0	20	5	10	35
Four-by-Four Families	0	20	5	5	30
Rustic Families	140	40	10	10	200
Hometown Families	0	20	5	5	30
<i>Subtotal:</i>	<u>230</u>	<u>140</u>	<u>30</u>	<u>50</u>	<u>450</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years**

Summary: Appendix One, Tables 3 Through 6

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

	<i>LaGrange County</i>	<i>Regional Draw Area</i>	<i>St. Joseph County</i>	<i>Balance of U.S.</i>	<i>Total</i>
<b>Younger Singles &amp; Couples</b>	<b>140</b>	<b>150</b>	<b>25</b>	<b>115</b>	<b>430</b>
<i>Metropolitan Cities</i>					
New Power Couples	0	0	0	0	0
New Bohemians	0	0	0	10	10
Cosmopolitan Elite	0	0	0	0	0
Downtown Couples	0	0	0	5	5
Downtown Proud	0	0	0	10	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>25</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	0	5	0	10	15
Small-City Singles	0	10	0	5	15
Twentysomethings	0	10	0	15	25
Second-City Strivers	0	10	0	5	15
Multi-Ethnic Singles	0	10	0	5	15
<i>Subtotal:</i>	<u>0</u>	<u>45</u>	<u>0</u>	<u>40</u>	<u>85</u>
<i>Metropolitan Suburbs</i>					
Fast-Track Professionals	0	5	0	5	10
Suburban Achievers	0	10	0	5	15
Suburban Strivers	0	15	0	15	30
<i>Subtotal:</i>	<u>0</u>	<u>30</u>	<u>0</u>	<u>25</u>	<u>55</u>
<i>Town &amp; Country/Exurbs</i>					
Hometown Sweethearts	0	15	5	5	25
Blue-Collar Traditionalists	80	10	5	5	100
Rural Couples	60	20	5	10	95
Rural Strivers	0	30	10	5	45
<i>Subtotal:</i>	<u>140</u>	<u>75</u>	<u>25</u>	<u>25</u>	<u>265</u>

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

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

Household Type/ Geographic Designation	Potential Renters	Potential Owners	Total
<b>Empty Nesters &amp; Retirees</b>	<b>60</b>	<b>140</b>	<b>200</b>
<i>Metropolitan Cities</i>	8	2	10
<i>Small Cities/Satellite Cities</i>	10	5	15
<i>Metropolitan Suburbs</i>	9	21	30
<i>Town &amp; Country/Exurbs</i>	33	112	145
<b>Traditional &amp; Non-Traditional Families</b>	<b>157</b>	<b>398</b>	<b>555</b>
<i>Metropolitan Cities</i>	6	4	10
<i>Small Cities/Satellite Cities</i>	30	35	65
<i>Metropolitan Suburbs</i>	8	22	30
<i>Town &amp; Country/Exurbs</i>	113	337	450
<b>Younger Singles &amp; Couples</b>	<b>201</b>	<b>229</b>	<b>430</b>
<i>Metropolitan Cities</i>	20	5	25
<i>Small Cities/Satellite Cities</i>	60	25	85
<i>Metropolitan Suburbs</i>	32	23	55
<i>Town &amp; Country/Exurbs</i>	89	176	265
<b>Total:</b>	<b>418</b>	<b>767</b>	<b>1,185</b>
<b>Percent:</b>	<b>35.3%</b>	<b>64.7%</b>	<b>100.0%</b>

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

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i><b>Metropolitan Cities</b></i>			
The Social Register	0	0	0
Urban Establishment	4	1	5
Multi-Ethnic Empty Nesters	0	0	0
Cosmopolitan Couples	4	1	5
<i>Subtotal:</i>	<u>8</u>	<u>2</u>	10
<i><b>Small Cities/Satellite Cities</b></i>			
Second City Establishment	0	0	0
Blue-Collar Retirees	2	3	5
Middle-Class Move-Downs	0	0	0
Hometown Seniors	0	0	0
Second City Seniors	8	2	10
<i>Subtotal:</i>	<u>10</u>	<u>5</u>	<u>15</u>
<i><b>Metropolitan Suburbs</b></i>			
The One Percenters	0	0	0
Old Money	0	0	0
Affluent Empty Nesters	0	0	0
Suburban Establishment	1	4	5
Mainstream Empty Nesters	6	9	15
Middle-American Retirees	2	8	10
<i>Subtotal:</i>	<u>9</u>	<u>21</u>	30
<i><b>Town &amp; Country/Exurbs</b></i>			
Small-Town Patriarchs	0	0	0
Pillars of the Community	1	4	5
New Empty Nesters	0	0	0
Traditional Couples	0	0	0
RV Retirees	4	21	25
Country Couples	2	8	10
Hometown Retirees	4	21	25
Heartland Retirees	2	8	10
Village Elders	1	4	5
Small-Town Seniors	10	15	25
Back Country Seniors	9	31	40
<i>Subtotal:</i>	<u>33</u>	<u>112</u>	145
<b>Total:</b>	<b>60</b>	<b>140</b>	<b>200</b>
<b>Percent:</b>	<b>30.0%</b>	<b>70.0%</b>	<b>100.0%</b>

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

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0
Multi-Cultural Families	0	0	0
Inner-City Families	3	2	5
Single-Parent Families	3	2	5
<i>Subtotal:</i>	<u>6</u>	<u>4</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	1	4	5
Multi-Ethnic Families	4	6	10
Uptown Families	6	9	15
In-Town Families	8	12	20
New American Strivers	11	4	15
<i>Subtotal:</i>	<u>30</u>	<u>35</u>	<u>65</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0
Nouveau Money	0	0	0
Button-Down Families	1	4	5
Fiber-Optic Families	0	0	0
Late-Nest Suburbanites	2	3	5
Full-Nest Suburbanites	2	3	5
Kids 'r' Us	3	12	15
<i>Subtotal:</i>	<u>8</u>	<u>22</u>	<u>30</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	1	4	5
New Town Families	2	8	10
Full-Nest Exurbanites	2	8	10
Rural Families	24	101	125
Traditional Families	1	4	5
Small-Town Families	14	21	35
Four-by-Four Families	8	22	30
Rustic Families	43	157	200
Hometown Families	18	12	30
<i>Subtotal:</i>	<u>113</u>	<u>337</u>	<u>450</u>
<b>Total:</b>	<b>157</b>	<b>398</b>	<b>555</b>
<b>Percent:</b>	<b>28.3%</b>	<b>71.7%</b>	<b>100.0%</b>

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

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0
New Bohemians	8	2	10
Cosmopolitan Elite	0	0	0
Downtown Couples	3	2	5
Downtown Proud	9	1	10
<i>Subtotal:</i>	<u>20</u>	<u>5</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	9	6	15
Small-City Singles	6	9	15
Twentysomethings	21	4	25
Second-City Strivers	12	3	15
Multi-Ethnic Singles	12	3	15
<i>Subtotal:</i>	<u>60</u>	<u>25</u>	<u>85</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	8	2	10
Suburban Achievers	6	9	15
Suburban Strivers	18	12	30
<i>Subtotal:</i>	<u>32</u>	<u>23</u>	<u>55</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	9	16	25
Blue-Collar Traditionalists	22	78	100
Rural Couples	32	63	95
Rural Strivers	26	19	45
<i>Subtotal:</i>	<u>89</u>	<u>176</u>	<u>265</u>
<b>Total:</b>	<b>201</b>	<b>229</b>	<b>430</b>
<b>Percent:</b>	<b>46.7%</b>	<b>53.3%</b>	<b>100.0%</b>

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



**Purchase Propensity By Housing Type**  
 Annual Average Number Of Households With The Potential  
 To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Household Type/ Geographic Designation	... Multi-Family ...	..... Single-Family .....	..... Detached .....	Total
		.... Attached ....		
<b>Empty Nesters &amp; Retirees</b>	<b>2</b>	<b>11</b>	<b>127</b>	<b>140</b>
<i>Metropolitan Cities</i>	1	0	1	2
<i>Small Cities/Satellite Cities</i>	0	1	4	5
<i>Metropolitan Suburbs</i>	0	4	17	21
<i>Town &amp; Country/Exurbs</i>	1	6	105	112
<b>Traditional &amp; Non-Traditional Families</b>	<b>10</b>	<b>40</b>	<b>348</b>	<b>398</b>
<i>Metropolitan Cities</i>	0	2	2	4
<i>Small Cities/Satellite Cities</i>	2	6	27	35
<i>Metropolitan Suburbs</i>	1	3	18	22
<i>Town &amp; Country/Exurbs</i>	7	29	301	337
<b>Younger Singles &amp; Couples</b>	<b>15</b>	<b>32</b>	<b>182</b>	<b>229</b>
<i>Metropolitan Cities</i>	2	2	1	5
<i>Small Cities/Satellite Cities</i>	3	4	18	25
<i>Metropolitan Suburbs</i>	4	6	13	23
<i>Town &amp; Country/Exurbs</i>	6	20	150	176
<b>Total:</b>	<b>27</b>	<b>83</b>	<b>657</b>	<b>767</b>
<b>Percent:</b>	<b>3.5%</b>	<b>10.8%</b>	<b>85.7%</b>	<b>100.0%</b>

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

**Purchase Propensity By Housing Type**  
 Annual Average Number Of Households With The Potential  
 To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	.... Multi-Family .....	.... Attached ....	.... Detached ....	Total
<i><b>Metropolitan Cities</b></i>				
Urban Establishment	0	0	1	1
Cosmopolitan Couples	1	0	0	1
<i>Subtotal:</i>	<u>1</u>	<u>0</u>	<u>1</u>	<u>2</u>
<i><b>Small Cities/Satellite Cities</b></i>				
Blue-Collar Retirees	0	1	2	3
Second City Seniors	0	0	2	2
<i>Subtotal:</i>	<u>0</u>	<u>1</u>	<u>4</u>	<u>5</u>
<i><b>Metropolitan Suburbs</b></i>				
Suburban Establishment	0	1	3	4
Mainstream Empty Nesters	0	2	7	9
Middle-American Retirees	0	1	7	8
<i>Subtotal:</i>	<u>0</u>	<u>4</u>	<u>17</u>	<u>21</u>
<i><b>Town &amp; Country/Exurbs</b></i>				
Pillars of the Community	0	0	4	4
RV Retirees	0	1	20	21
Country Couples	0	0	8	8
Hometown Retirees	0	1	20	21
Heartland Retirees	0	0	8	8
Village Elders	0	1	3	4
Small-Town Seniors	0	1	14	15
Back Country Seniors	1	2	28	31
<i>Subtotal:</i>	<u>1</u>	<u>6</u>	<u>105</u>	<u>112</u>
<b>Total:</b>	<b>2</b>	<b>11</b>	<b>127</b>	<b>140</b>
<b>Percent:</b>	<b>1.4%</b>	<b>7.9%</b>	<b>90.7%</b>	<b>100.0%</b>

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

**Purchase Propensity By Housing Type**  
 Annual Average Number Of Households With The Potential  
 To Move Within /To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Traditional & Non-Traditional Families	..... Multi-Family .....		..... Single-Family .....		Total
		..... Attached .....	..... Detached .....		
<i>Metropolitan Cities</i>					
Inner-City Families	0	1	1	2	
Single-Parent Families	0	1	1	2	
Subtotal:	0	2	2	4	
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	1	1	2	4	
Multi-Ethnic Families	0	1	5	6	
Uptown Families	0	1	8	9	
In-Town Families	0	2	10	12	
New American Strivers	1	1	2	4	
Subtotal:	2	6	27	35	
<i>Metropolitan Suburbs</i>					
Button-Down Families	0	0	4	4	
Late-Nest Suburbanites	1	1	1	3	
Full-Nest Suburbanites	0	1	2	3	
Kids 'r' Us	0	1	11	12	
Subtotal:	1	3	18	22	
<i>Town &amp; Country/Exurbs</i>					
Ex-Urban Elite	0	0	4	4	
New Town Families	0	0	8	8	
Full-Nest Exurbanites	0	0	8	8	
Rural Families	1	6	94	101	
Traditional Families	0	0	4	4	
Small-Town Families	2	4	15	21	
Four-by-Four Families	0	3	19	22	
Rustic Families	4	13	140	157	
Hometown Families	0	3	9	12	
Subtotal:	7	29	301	337	
Total:	10	40	348	398	
Percent:	2.5%	10.1%	87.4%	100.0%	

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

**Purchase Propensity By Housing Type**  
 Annual Average Number Of Households With The Potential  
 To Move Within / To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Younger Singles & Couples	..... Multi-Family .....	..... Attached .....	..... Detached .....	Total
<i>Metropolitan Cities</i>				
New Bohemians	1	1	0	2
Downtown Couples	0	1	1	2
Downtown Proud	1	0	0	1
<i>Subtotal:</i>	2	2	1	5
<i>Small Cities/Satellite Cities</i>				
The VIPs	2	2	2	6
Small-City Singles	0	1	8	9
Twentysomethings	1	1	2	4
Second-City Strivers	0	0	3	3
Multi-Ethnic Singles	0	0	3	3
<i>Subtotal:</i>	3	4	18	25
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	1	0	1	2
Suburban Achievers	0	2	7	9
Suburban Strivers	3	4	5	12
<i>Subtotal:</i>	4	6	13	23
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	0	2	14	16
Blue-Collar Traditionalists	2	7	69	78
Rural Couples	3	8	52	63
Rural Strivers	1	3	15	19
<i>Subtotal:</i>	6	20	150	176
<b>Total:</b>	<b>15</b>	<b>32</b>	<b>182</b>	<b>229</b>
<b>Percent:</b>	<b>6.6%</b>	<b>14.0%</b>	<b>79.5%</b>	<b>100.0%</b>

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

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

Household Type/ Geographic Designation	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>12</b>	<b>19</b>	<b>60</b>
<i>Metropolitan Cities</i>	1	1	0	0	6	8
<i>Small Cities/Satellite Cities</i>	2	2	1	2	3	10
<i>Metropolitan Suburbs</i>	1	1	1	2	4	9
<i>Town &amp; Country/Exurbs</i>	6	6	7	8	6	33
<b>Traditional &amp; Non-Traditional Families</b>	<b>32</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>35</b>	<b>157</b>
<i>Metropolitan Cities</i>	2	2	2	0	0	6
<i>Small Cities/Satellite Cities</i>	7	5	5	5	8	30
<i>Metropolitan Suburbs</i>	0	0	0	1	7	8
<i>Town &amp; Country/Exurbs</i>	23	23	23	24	20	113
<b>Younger Singles &amp; Couples</b>	<b>34</b>	<b>39</b>	<b>34</b>	<b>46</b>	<b>48</b>	<b>201</b>
<i>Metropolitan Cities</i>	3	3	3	3	8	20
<i>Small Cities/Satellite Cities</i>	12	12	8	12	16	60
<i>Metropolitan Suburbs</i>	5	4	5	9	9	32
<i>Town &amp; Country/Exurbs</i>	14	20	18	22	15	89
<b>Total:</b>	<b>76</b>	<b>79</b>	<b>73</b>	<b>88</b>	<b>102</b>	<b>418</b>
<b>Percent:</b>	<b>18.2%</b>	<b>18.8%</b>	<b>17.5%</b>	<b>21.1%</b>	<b>24.4%</b>	<b>100.0%</b>

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

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

Empty Nesters & Retirees	.....Renter Income Bands .....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	4	4
Cosmopolitan Couples	1	1	0	0	2	4
Subtotal:	1	1	0	0	6	8
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	0	0	0	2	2
Second City Seniors	2	2	1	2	1	8
Subtotal:	2	2	1	2	3	10
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	1	1
Mainstream Empty Nesters	1	1	1	1	2	6
Middle-American Retirees	0	0	0	1	1	2
Subtotal:	1	1	1	2	4	9
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	0	0	0	0	1	1
RV Retirees	0	0	0	2	2	4
Country Couples	0	0	0	0	2	2
Hometown Retirees	0	1	1	1	1	4
Heartland Retirees	0	0	1	1	0	2
Village Elders	0	0	1	0	0	1
Small-Town Seniors	3	3	2	2	0	10
Back Country Seniors	3	2	2	2	0	9
Subtotal:	6	6	7	8	6	33
Total:	10	10	9	12	19	60
Percent:	16.7%	16.7%	15.0%	20.0%	31.7%	100.0%

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

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Renter Income Bands.....						
Traditional & Non-Traditional Families	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
Inner-City Families	1	1	1	0	0	3
Single-Parent Families	1	1	1	0	0	3
Subtotal:	2	2	2	0	0	6
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	1	1
Multi-Ethnic Families	1	0	0	1	2	4
Uptown Families	0	0	1	2	3	6
In-Town Families	2	2	2	1	1	8
New American Strivers	4	3	2	1	1	11
Subtotal:	7	5	5	5	8	30
<i>Metropolitan Suburbs</i>						
Button-Down Families	0	0	0	0	1	1
Late-Nest Suburbanites	0	0	0	0	2	2
Full-Nest Suburbanites	0	0	0	0	2	2
Kids 'r' Us	0	0	0	1	2	3
Subtotal:	0	0	0	1	7	8
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	1	1
New Town Families	0	0	0	0	2	2
Full-Nest Exurbanites	0	0	0	0	2	2
Rural Families	4	5	7	5	3	24
Traditional Families	0	0	0	0	1	1
Small-Town Families	2	1	2	5	4	14
Four-by-Four Families	1	1	1	1	4	8
Rustic Families	11	10	9	11	2	43
Hometown Families	5	6	4	2	1	18
Subtotal:	23	23	23	24	20	113
Total:	32	30	30	30	35	157
Percent:	20.4%	19.1%	19.1%	19.1%	22.3%	100.0%

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

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Renter Income Bands.....						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
New Bohemians	0	0	1	1	6	8
Downtown Couples	1	1	0	0	1	3
Downtown Proud	2	2	2	2	1	9
Subtotal:	3	3	3	3	8	20
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	1	2	6	9
Small-City Singles	1	1	1	2	1	6
Twentysomethings	5	4	2	5	5	21
Second-City Strivers	2	3	2	2	3	12
Multi-Ethnic Singles	4	4	2	1	1	12
Subtotal:	12	12	8	12	16	60
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	1	3	4	8
Suburban Achievers	0	1	1	1	3	6
Suburban Strivers	5	3	3	5	2	18
Subtotal:	5	4	5	9	9	32
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	0	2	1	1	5	9
Blue-Collar Traditionalists	2	4	5	5	6	22
Rural Couples	5	7	6	10	4	32
Rural Strivers	7	7	6	6	0	26
Subtotal:	14	20	18	22	15	89
Total:	34	39	34	46	48	201
Percent:	16.9%	19.4%	16.9%	22.9%	23.9%	100.0%

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



**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

Household Type/ Geographic Designation	.....Ownership Income Bands .....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>14</b>	<b>19</b>	<b>13</b>	<b>12</b>	<b>82</b>	<b>140</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	1	0	0	0	4	5
<i>Metropolitan Suburbs</i>	2	2	2	2	13	21
<i>Town &amp; Country/Exurbs</i>	11	17	11	10	63	112
<b>Traditional &amp; Non-Traditional Families</b>	<b>58</b>	<b>45</b>	<b>43</b>	<b>37</b>	<b>215</b>	<b>398</b>
<i>Metropolitan Cities</i>	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>	7	4	3	3	18	35
<i>Metropolitan Suburbs</i>	1	1	1	1	18	22
<i>Town &amp; Country/Exurbs</i>	50	40	39	33	175	337
<b>Younger Singles &amp; Couples</b>	<b>32</b>	<b>42</b>	<b>23</b>	<b>19</b>	<b>113</b>	<b>229</b>
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	3	4	1	1	16	25
<i>Metropolitan Suburbs</i>	3	4	2	2	12	23
<i>Town &amp; Country/Exurbs</i>	26	34	20	16	80	176
<b>Total:</b>	<b>104</b>	<b>106</b>	<b>79</b>	<b>68</b>	<b>410</b>	<b>767</b>
<b>Percent:</b>	<b>13.6%</b>	<b>13.8%</b>	<b>10.3%</b>	<b>8.9%</b>	<b>53.4%</b>	<b>100.0%</b>

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

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Ownership Income Bands .....						
Empty Nesters & Retirees	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Cosmopolitan Couples	0	0	0	0	1	1
Subtotal:	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	0	0	0	3	3
Second City Seniors	1	0	0	0	1	2
Subtotal:	1	0	0	0	4	5
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	4	4
Mainstream Empty Nesters	1	1	1	1	5	9
Middle-American Retirees	1	1	1	1	4	8
Subtotal:	2	2	2	2	13	21
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	0	0	0	0	4	4
RV Retirees	1	2	2	2	14	21
Country Couples	1	1	1	1	4	8
Hometown Retirees	2	3	2	2	12	21
Heartland Retirees	1	1	1	1	4	8
Village Elders	0	1	0	0	3	4
Small-Town Seniors	2	3	2	1	7	15
Back Country Seniors	4	6	3	3	15	31
Subtotal:	11	17	11	10	63	112
Total:	14	19	13	12	82	140
Percent:	10.0%	13.6%	9.3%	8.6%	58.6%	100.0%

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

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Ownership Income Bands .....						
Traditional & Non-Traditional Families	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
Inner-City Families	0	0	0	0	2	2
Single-Parent Families	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	4	4
Multi-Ethnic Families	1	1	1	1	2	6
Uptown Families	1	1	1	1	5	9
In-Town Families	4	2	1	1	4	12
New American Strivers	1	0	0	0	3	4
<i>Subtotal:</i>	7	4	3	3	18	35
<i>Metropolitan Suburbs</i>						
Button-Down Families	0	0	0	0	4	4
Late-Nest Suburbanites	0	0	0	0	3	3
Full-Nest Suburbanites	0	0	0	0	3	3
Kids 'r' Us	1	1	1	1	8	12
<i>Subtotal:</i>	1	1	1	1	18	22
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	4	4
New Town Families	1	1	1	1	4	8
Full-Nest Exurbanites	1	1	1	1	4	8
Rural Families	11	11	11	11	57	101
Traditional Families	1	0	0	0	3	4
Small-Town Families	3	2	2	1	13	21
Four-by-Four Families	3	2	2	2	13	22
Rustic Families	27	22	21	16	71	157
Hometown Families	3	1	1	1	6	12
<i>Subtotal:</i>	50	40	39	33	175	337
<b>Total:</b>	<b>58</b>	<b>45</b>	<b>43</b>	<b>37</b>	<b>215</b>	<b>398</b>
<b>Percent:</b>	<b>14.6%</b>	<b>11.3%</b>	<b>10.8%</b>	<b>9.3%</b>	<b>54.0%</b>	<b>100.0%</b>

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

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential  
To Move Within/To LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Ownership Income Bands .....						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
New Bohemians	0	0	0	0	2	2
Downtown Couples	0	0	0	0	2	2
Downtown Proud	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	0	0	6	6
Small-City Singles	1	2	1	1	4	9
Twentysomethings	0	0	0	0	4	4
Second-City Strivers	1	1	0	0	1	3
Multi-Ethnic Singles	1	1	0	0	1	3
<i>Subtotal:</i>	3	4	1	1	16	25
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	2	2
Suburban Achievers	1	1	1	1	5	9
Suburban Strivers	2	3	1	1	5	12
<i>Subtotal:</i>	3	4	2	2	12	23
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	2	2	2	1	9	16
Blue-Collar Traditionalists	8	13	9	8	40	78
Rural Couples	11	14	7	6	25	63
Rural Strivers	5	5	2	1	6	19
<i>Subtotal:</i>	26	34	20	16	80	176
<b>Total:</b>	<b>32</b>	<b>42</b>	<b>23</b>	<b>19</b>	<b>113</b>	<b>229</b>
<b>Percent:</b>	<b>14.0%</b>	<b>18.3%</b>	<b>10.0%</b>	<b>8.3%</b>	<b>49.3%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Household Type/ Geographic Designation	.....Multi-Family Ownership Income Bands .....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>2</b>
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	1	1
<b>Traditional &amp; Non-Traditional Families</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>7</b>	<b>10</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	2	2
<i>Metropolitan Suburbs</i>	0	0	0	0	1	1
<i>Town &amp; Country/Exurbs</i>	1	1	1	0	4	7
<b>Younger Singles &amp; Couples</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>12</b>	<b>15</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	0	0	0	0	3	3
<i>Metropolitan Suburbs</i>	0	1	0	0	3	4
<i>Town &amp; Country/Exurbs</i>	1	1	0	0	4	6
<b>Total:</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>21</b>	<b>27</b>
<b>Percent:</b>	<b>7.4%</b>	<b>11.1%</b>	<b>3.7%</b>	<b>0.0%</b>	<b>77.8%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Empty Nesters & Retirees	.....Multi-Family Ownership Income Bands .....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
Cosmopolitan Couples	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
Subtotal:	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
<i>Town &amp; Country/Exurbs</i>						
Back Country Seniors	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
Subtotal:	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
Total:	0	0	0	0	2	2
Percent:	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%

SOURCE: 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 LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	<i>.....Multi-Family Ownership Income Bands .....</i>					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	1	1
New American Strivers	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	1	1
<i>Town &amp; Country/Exurbs</i>						
Rural Families	0	0	0	0	1	1
Small-Town Families	0	0	0	0	2	2
Rustic Families	1	1	1	0	1	4
<i>Subtotal:</i>	1	1	1	0	4	7
<b>Total:</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>7</b>	<b>10</b>
<b>Percent:</b>	<b>10.0%</b>	<b>10.0%</b>	<b>10.0%</b>	<b>0.0%</b>	<b>70.0%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
 St. Joseph County, and Balance of the United States*

Younger Singles & Couples	.....Multi-Family Ownership Income Bands .....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
New Bohemians	0	0	0	0	1	1
Downtown Proud	0	0	0	0	1	1
Subtotal:	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	0	0	2	2
Twentysomethings	0	0	0	0	1	1
Subtotal:	0	0	0	0	3	3
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	1	1
Suburban Strivers	0	1	0	0	2	3
Subtotal:	0	1	0	0	3	4
<i>Town &amp; Country/Exurbs</i>						
Blue-Collar Traditionalists	0	0	0	0	2	2
Rural Couples	1	1	0	0	1	3
Rural Strivers	0	0	0	0	1	1
Subtotal:	1	1	0	0	4	6
Total:	1	2	0	0	12	15
Percent:	6.7%	13.3%	0.0%	0.0%	80.0%	100.0%

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,**St. Joseph County, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<i>.....Single-Family Attached Ownership Income Bands.....</i>					<u>Total</u>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>11</b>	<b>11</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>	0	0	0	0	4	4
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	6	6
<b>Traditional &amp; Non-Traditional Families</b>	<b>6</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>26</b>	<b>40</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	1	0	0	0	5	6
<i>Metropolitan Suburbs</i>	0	0	0	0	3	3
<i>Town &amp; Country/Exurbs</i>	5	3	3	2	16	29
<b>Younger Singles &amp; Couples</b>	<b>4</b>	<b>5</b>	<b>2</b>	<b>2</b>	<b>19</b>	<b>32</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	0	0	0	0	4	4
<i>Metropolitan Suburbs</i>	1	1	0	0	4	6
<i>Town &amp; Country/Exurbs</i>	3	4	2	2	9	20
<b>Total:</b>	<b>10</b>	<b>8</b>	<b>5</b>	<b>4</b>	<b>56</b>	<b>83</b>
<b>Percent:</b>	<b>12.0%</b>	<b>9.6%</b>	<b>6.0%</b>	<b>4.8%</b>	<b>67.5%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,**St. Joseph County, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
<b><i>Small Cities/Satellite Cities</i></b>						
Blue-Collar Retirees	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	1	1
<b><i>Metropolitan Suburbs</i></b>						
Suburban Establishment	0	0	0	0	1	1
Mainstream Empty Nesters	0	0	0	0	2	2
Middle-American Retirees	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	4	4
<b><i>Town &amp; Country/Exurbs</i></b>						
RV Retirees	0	0	0	0	1	1
Hometown Retirees	0	0	0	0	1	1
Village Elders	0	0	0	0	1	1
Small-Town Seniors	0	0	0	0	1	1
Back Country Seniors	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	6	6
<b>Total:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>11</b>	<b>11</b>
<b>Percent:</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>100.0%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years  
*LaGrange County, Regional Draw Area,  
St. Joseph County, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Inner-City Families	0	0	0	0	1	1
Single-Parent Families	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	1	1
Multi-Ethnic Families	0	0	0	0	1	1
Uptown Families	0	0	0	0	1	1
In-Town Families	1	0	0	0	1	2
New American Strivers	0	0	0	0	1	1
<i>Subtotal:</i>	1	0	0	0	5	6
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	1	1
Full-Nest Suburbanites	0	0	0	0	1	1
Kids 'r' Us	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	3	3
<i>Town &amp; Country/Exurbs</i>						
Rural Families	1	1	1	1	2	6
Small-Town Families	1	0	0	0	3	4
Four-by-Four Families	0	0	0	0	3	3
Rustic Families	2	2	2	1	6	13
Hometown Families	1	0	0	0	2	3
<i>Subtotal:</i>	5	3	3	2	16	29
<b>Total:</b>	<b>6</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>26</b>	<b>40</b>
<b>Percent:</b>	<b>15.0%</b>	<b>7.5%</b>	<b>7.5%</b>	<b>5.0%</b>	<b>65.0%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

LaGrange County, Regional Draw Area,

St. Joseph County, and Balance of the United States

.....Single-Family Attached Ownership Income Bands .....						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
New Bohemians	0	0	0	0	1	1
Downtown Couples	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	0	0	2	2
Small-City Singles	0	0	0	0	1	1
Twentysomethings	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	4	4
<i>Metropolitan Suburbs</i>						
Suburban Achievers	0	0	0	0	2	2
Suburban Strivers	1	1	0	0	2	4
<i>Subtotal:</i>	1	1	0	0	4	6
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	0	0	0	0	2	2
Blue-Collar Traditionalists	1	1	1	1	3	7
Rural Couples	1	2	1	1	3	8
Rural Strivers	1	1	0	0	1	3
<i>Subtotal:</i>	3	4	2	2	9	20
<b>Total:</b>	<b>4</b>	<b>5</b>	<b>2</b>	<b>2</b>	<b>19</b>	<b>32</b>
<b>Percent:</b>	<b>12.5%</b>	<b>15.6%</b>	<b>6.3%</b>	<b>6.3%</b>	<b>59.4%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,**St. Joseph County, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<i>.....Single-Family Detached Ownership Income Bands .....</i>					<u>Total</u>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>14</b>	<b>19</b>	<b>13</b>	<b>12</b>	<b>69</b>	<b>127</b>
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	1	0	0	0	3	4
<i>Metropolitan Suburbs</i>	2	2	2	2	9	17
<i>Town &amp; Country/Exurbs</i>	11	17	11	10	56	105
<b>Traditional &amp; Non-Traditional Families</b>	<b>51</b>	<b>41</b>	<b>39</b>	<b>35</b>	<b>182</b>	<b>348</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	6	4	3	3	11	27
<i>Metropolitan Suburbs</i>	1	1	1	1	14	18
<i>Town &amp; Country/Exurbs</i>	44	36	35	31	155	301
<b>Younger Singles &amp; Couples</b>	<b>27</b>	<b>35</b>	<b>21</b>	<b>17</b>	<b>82</b>	<b>182</b>
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	3	4	1	1	9	18
<i>Metropolitan Suburbs</i>	2	2	2	2	5	13
<i>Town &amp; Country/Exurbs</i>	22	29	18	14	67	150
<b>Total:</b>	<b>92</b>	<b>95</b>	<b>73</b>	<b>64</b>	<b>333</b>	<b>657</b>
<b>Percent:</b>	<b>14.0%</b>	<b>14.5%</b>	<b>11.1%</b>	<b>9.7%</b>	<b>50.7%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

*LaGrange County, Regional Draw Area,**St. Joseph County, and Balance of the United States*

.....Single-Family Detached Ownership Income Bands .....						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<b>Total</b>
<b><i>Metropolitan Cities</i></b>						
Urban Establishment	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<b><i>Small Cities/Satellite Cities</i></b>						
Blue-Collar Retirees	0	0	0	0	2	2
Second City Seniors	1	0	0	0	1	2
Subtotal:	1	0	0	0	3	4
<b><i>Metropolitan Suburbs</i></b>						
Suburban Establishment	0	0	0	0	3	3
Mainstream Empty Nesters	1	1	1	1	3	7
Middle-American Retirees	1	1	1	1	3	7
Subtotal:	2	2	2	2	9	17
<b><i>Town &amp; Country/Exurbs</i></b>						
Pillars of the Community	0	0	0	0	4	4
RV Retirees	1	2	2	2	13	20
Country Couples	1	1	1	1	4	8
Hometown Retirees	2	3	2	2	11	20
Heartland Retirees	1	1	1	1	4	8
Village Elders	0	1	0	0	2	3
Small-Town Seniors	2	3	2	1	6	14
Back Country Seniors	4	6	3	3	12	28
Subtotal:	11	17	11	10	56	105
<b>Total:</b>	<b>14</b>	<b>19</b>	<b>13</b>	<b>12</b>	<b>69</b>	<b>127</b>
<b>Percent:</b>	<b>11.0%</b>	<b>15.0%</b>	<b>10.2%</b>	<b>9.4%</b>	<b>54.3%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

LaGrange County, Regional Draw Area,

St. Joseph County, and Balance of the United States

.....Single-Family Detached Ownership Income Bands.....						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Inner-City Families	0	0	0	0	1	1
Single-Parent Families	0	0	0	0	1	1
Subtotal:	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	2	2
Multi-Ethnic Families	1	1	1	1	1	5
Uptown Families	1	1	1	1	4	8
In-Town Families	3	2	1	1	3	10
New American Strivers	1	0	0	0	1	2
Subtotal:	6	4	3	3	11	27
<i>Metropolitan Suburbs</i>						
Button-Down Families	0	0	0	0	4	4
Late-Nest Suburbanites	0	0	0	0	1	1
Full-Nest Suburbanites	0	0	0	0	2	2
Kids 'r' Us	1	1	1	1	7	11
Subtotal:	1	1	1	1	14	18
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	4	4
New Town Families	1	1	1	1	4	8
Full-Nest Exurbanites	1	1	1	1	4	8
Rural Families	10	10	10	10	54	94
Traditional Families	1	0	0	0	3	4
Small-Town Families	2	2	2	1	8	15
Four-by-Four Families	3	2	2	2	10	19
Rustic Families	24	19	18	15	64	140
Hometown Families	2	1	1	1	4	9
Subtotal:	44	36	35	31	155	301
<b>Total:</b>	<b>51</b>	<b>41</b>	<b>39</b>	<b>35</b>	<b>182</b>	<b>348</b>
<b>Percent:</b>	<b>14.7%</b>	<b>11.8%</b>	<b>11.2%</b>	<b>10.1%</b>	<b>52.3%</b>	<b>100.0%</b>

SOURCE: 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 LaGrange County Each Year Over The Next Five Years

LaGrange County, Regional Draw Area,

St. Joseph County, and Balance of the United States

.....Single-Family Detached Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<b>Total</b>
<b>Metropolitan Cities</b>						
Downtown Couples	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<b>Small Cities/Satellite Cities</b>						
The VIPs	0	0	0	0	2	2
Small-City Singles	1	2	1	1	3	8
Twentysomethings	0	0	0	0	2	2
Second-City Strivers	1	1	0	0	1	3
Multi-Ethnic Singles	1	1	0	0	1	3
Subtotal:	3	4	1	1	9	18
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	0	0	0	0	1	1
Suburban Achievers	1	1	1	1	3	7
Suburban Strivers	1	1	1	1	1	5
Subtotal:	2	2	2	2	5	13
<b>Town &amp; Country/Exurbs</b>						
Hometown Sweethearts	2	2	2	1	7	14
Blue-Collar Traditionalists	7	12	8	7	35	69
Rural Couples	9	11	6	5	21	52
Rural Strivers	4	4	2	1	4	15
Subtotal:	22	29	18	14	67	150
<b>Total:</b>	<b>27</b>	<b>35</b>	<b>21</b>	<b>17</b>	<b>82</b>	<b>182</b>
<b>Percent:</b>	<b>14.8%</b>	<b>19.2%</b>	<b>11.5%</b>	<b>9.3%</b>	<b>45.1%</b>	<b>100.0%</b>

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



Appendix Two Tables



**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Elkhart County, Indiana*

Household Type/ Geographic Designation	Estimated Number	Potential	Share of Potential
<b>Empty Nesters &amp; Retirees</b>	<b>26,370</b>	<b>30</b>	<b>18.8%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	6,080	5	3.1%
<i>Metropolitan Suburbs</i>	4,700	10	6.3%
<i>Town &amp; Country/Exurbs</i>	15,590	15	9.4%
<b>Traditional &amp; Non-Traditional Families</b>	<b>31,290</b>	<b>75</b>	<b>46.9%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,505	25	15.6%
<i>Metropolitan Suburbs</i>	3,535	5	3.1%
<i>Town &amp; Country/Exurbs</i>	20,250	45	28.1%
<b>Younger Singles &amp; Couples</b>	<b>15,285</b>	<b>55</b>	<b>34.4%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5,170	25	15.6%
<i>Metropolitan Suburbs</i>	4,505	20	12.5%
<i>Town &amp; Country/Exurbs</i>	5,610	10	6.3%
<b>Total:</b>	<b>72,945</b>	<b>160</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Elkhart County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>26,370</b>	<b>30</b>	<b>18.8%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	950	0	0.0%
Blue-Collar Retirees	1,185	0	0.0%
Middle-Class Move-Downs	460	0	0.0%
Hometown Seniors	2,090	0	0.0%
Second City Seniors	1,395	5	3.1%
<i>Subtotal:</i>	<u>6,080</u>	<u>5</u>	<u>3.1%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	700	0	0.0%
Mainstream Empty Nesters	1,485	5	3.1%
Middle-American Retirees	2,515	5	3.1%
<i>Subtotal:</i>	<u>4,700</u>	<u>10</u>	<u>6.3%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	1,785	0	0.0%
Pillars of the Community	2,525	5	3.1%
New Empty Nesters	170	0	0.0%
Traditional Couples	1,975	0	0.0%
RV Retirees	1,455	0	0.0%
Country Couples	2,925	5	3.1%
Hometown Retirees	525	0	0.0%
Heartland Retirees	350	0	0.0%
Village Elders	1,620	0	0.0%
Small-Town Seniors	2,015	5	3.1%
Back Country Seniors	245	0	0.0%
<i>Subtotal:</i>	<u>15,590</u>	<u>15</u>	<u>9.4%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Elkhart County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>31,290</b>	<b>75</b>	<b>46.9%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	100	0	0.0%
Multi-Ethnic Families	1,185	5	3.1%
Uptown Families	1,340	5	3.1%
In-Town Families	3,530	10	6.3%
New American Strivers	1,350	5	3.1%
<i>Subtotal:</i>	<u>7,505</u>	<u>25</u>	<u>15.6%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	775	0	0.0%
Fiber-Optic Families	525	0	0.0%
Late-Nest Suburbanites	150	0	0.0%
Full-Nest Suburbanites	85	0	0.0%
Kids 'r' Us	2,000	5	3.1%
<i>Subtotal:</i>	<u>3,535</u>	<u>5</u>	<u>3.1%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	185	0	0.0%
New Town Families	2,630	5	3.1%
Full-Nest Exurbanites	360	0	0.0%
Rural Families	4,815	5	3.1%
Traditional Families	3,115	5	3.1%
Small-Town Families	2,205	10	6.3%
Four-by-Four Families	2,955	10	6.3%
Rustic Families	2,575	5	3.1%
Hometown Families	1,410	5	3.1%
<i>Subtotal:</i>	<u>20,250</u>	<u>45</u>	<u>28.1%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Elkhart County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>15,285</b>	<b>55</b>	<b>34.4%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	665	5	3.1%
Small-City Singles	1,565	5	3.1%
Twentysomethings	690	5	3.1%
Second-City Strivers	740	5	3.1%
Multi-Ethnic Singles	1,510	5	3.1%
<i>Subtotal:</i>	<u>5,170</u>	<u>25</u>	<u>15.6%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	475	5	3.1%
Suburban Achievers	2,505	5	3.1%
Suburban Strivers	1,525	10	6.3%
<i>Subtotal:</i>	<u>4,505</u>	<u>20</u>	<u>12.5%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	3,425	5	3.1%
Blue-Collar Traditionalists	355	0	0.0%
Rural Couples	505	0	0.0%
Rural Strivers	1,325	5	3.1%
<i>Subtotal:</i>	<u>5,610</u>	<u>10</u>	<u>6.3%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Noble County, Indiana*

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>6,710</b>	<b>25</b>	<b>18.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	6,710	25	18.5%
<b>Traditional &amp; Non-Traditional Families</b>	<b>7,090</b>	<b>60</b>	<b>44.4%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	7,090	60	44.4%
<b>Younger Singles &amp; Couples</b>	<b>3,690</b>	<b>50</b>	<b>37.0%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	3,690	50	37.0%
<b>Total:</b>	<b>17,490</b>	<b>135</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Noble County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>6,710</b>	<b>25</b>	<b>18.5%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	120	0	0.0%
Pillars of the Community	290	0	0.0%
New Empty Nesters	85	0	0.0%
Traditional Couples	300	0	0.0%
RV Retirees	1,990	5	3.7%
Country Couples	730	5	3.7%
Hometown Retirees	525	0	0.0%
Heartland Retirees	500	0	0.0%
Village Elders	485	5	3.7%
Small-Town Seniors	915	5	3.7%
Back Country Seniors	770	5	3.7%
Subtotal:	6,710	25	18.5%

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Noble County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>7,090</b>	<b>60</b>	<b>44.4%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</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%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	225	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
Rural Families	2,960	15	11.1%
Traditional Families	100	0	0.0%
Small-Town Families	775	10	7.4%
Four-by-Four Families	785	10	7.4%
Rustic Families	1,950	20	14.8%
Hometown Families	295	5	3.7%
<i>Subtotal:</i>	<u>7,090</u>	<u>60</u>	<u>44.4%</u>

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



**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Noble County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>3,690</b>	<b>50</b>	<b>37.0%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	1,435	10	7.4%
Blue-Collar Traditionalists	345	5	3.7%
Rural Couples	1,060	15	11.1%
Rural Strivers	850	20	14.8%
<i>Subtotal:</i>	<u>3,690</u>	<u>50</u>	<u>37.0%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Allen County, Indiana*

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>50,825</b>	<b>5</b>	<b>9.1%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	15,850	0	0.0%
<i>Metropolitan Suburbs</i>	17,230	5	9.1%
<i>Town &amp; Country/Exurbs</i>	17,745	0	0.0%
<b>Traditional &amp; Non-Traditional Families</b>	<b>57,600</b>	<b>20</b>	<b>36.4%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	12,270	10	18.2%
<i>Metropolitan Suburbs</i>	17,960	5	9.1%
<i>Town &amp; Country/Exurbs</i>	27,370	5	9.1%
<b>Younger Singles &amp; Couples</b>	<b>37,885</b>	<b>30</b>	<b>54.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	18,890	20	36.4%
<i>Metropolitan Suburbs</i>	12,325	10	18.2%
<i>Town &amp; Country/Exurbs</i>	6,670	0	0.0%
<b>Total:</b>	<b>146,310</b>	<b>55</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Allen County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>50,825</b>	<b>5</b>	<b>9.1%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	3,125	0	0.0%
Blue-Collar Retirees	3,670	0	0.0%
Middle-Class Move-Downs	1,625	0	0.0%
Hometown Seniors	4,645	0	0.0%
Second City Seniors	2,785	0	0.0%
<i>Subtotal:</i>	<u>15,850</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	125	0	0.0%
Old Money	150	0	0.0%
Affluent Empty Nesters	740	0	0.0%
Suburban Establishment	3,530	0	0.0%
Mainstream Empty Nesters	6,340	5	9.1%
Middle-American Retirees	6,345	0	0.0%
<i>Subtotal:</i>	<u>17,230</u>	<u>5</u>	<u>9.1%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	2,375	0	0.0%
Pillars of the Community	1,840	0	0.0%
New Empty Nesters	1,580	0	0.0%
Traditional Couples	2,250	0	0.0%
RV Retirees	1,200	0	0.0%
Country Couples	2,315	0	0.0%
Hometown Retirees	910	0	0.0%
Heartland Retirees	780	0	0.0%
Village Elders	1,200	0	0.0%
Small-Town Seniors	2,840	0	0.0%
Back Country Seniors	455	0	0.0%
<i>Subtotal:</i>	<u>17,745</u>	<u>0</u>	<u>0.0%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Allen County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>57,600</b>	<b>20</b>	<b>36.4%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	480	0	0.0%
Multi-Ethnic Families	1,340	0	0.0%
Uptown Families	4,255	5	9.1%
In-Town Families	4,245	5	9.1%
New American Strivers	1,950	0	0.0%
<i>Subtotal:</i>	<u>12,270</u>	<u>10</u>	<u>18.2%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	105	0	0.0%
Nouveau Money	315	0	0.0%
Button-Down Families	3,575	0	0.0%
Fiber-Optic Families	3,615	0	0.0%
Late-Nest Suburbanites	2,210	0	0.0%
Full-Nest Suburbanites	1,955	0	0.0%
Kids 'r' Us	6,185	5	9.1%
<i>Subtotal:</i>	<u>17,960</u>	<u>5</u>	<u>9.1%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	5,525	0	0.0%
New Town Families	2,100	0	0.0%
Full-Nest Exurbanites	2,745	0	0.0%
Rural Families	3,195	0	0.0%
Traditional Families	5,425	0	0.0%
Small-Town Families	1,450	0	0.0%
Four-by-Four Families	2,355	0	0.0%
Rustic Families	2,300	0	0.0%
Hometown Families	2,275	5	9.1%
<i>Subtotal:</i>	<u>27,370</u>	<u>5</u>	<u>9.1%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Allen County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>37,885</b>	<b>30</b>	<b>54.5%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	1,880	0	0.0%
Small-City Singles	4,385	5	9.1%
Twentysomethings	4,060	5	9.1%
Second-City Strivers	3,055	5	9.1%
Multi-Ethnic Singles	5,510	5	9.1%
<i>Subtotal:</i>	<u>18,890</u>	<u>20</u>	<u>36.4%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	1,205	0	0.0%
Suburban Achievers	6,980	5	9.1%
Suburban Strivers	4,140	5	9.1%
<i>Subtotal:</i>	<u>12,325</u>	<u>10</u>	<u>18.2%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	3,755	0	0.0%
Blue-Collar Traditionalists	540	0	0.0%
Rural Couples	475	0	0.0%
Rural Strivers	1,900	0	0.0%
<i>Subtotal:</i>	<u>6,670</u>	<u>0</u>	<u>0.0%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Steuben County, Indiana*

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>6,385</b>	<b>10</b>	<b>18.2%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	6,385	10	18.2%
<b>Traditional &amp; Non-Traditional Families</b>	<b>5,215</b>	<b>30</b>	<b>54.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	5,215	30	54.5%
<b>Younger Singles &amp; Couples</b>	<b>2,060</b>	<b>15</b>	<b>27.3%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	2,060	15	27.3%
<b>Total:</b>	<b>13,660</b>	<b>55</b>	<b>100.0%</b>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Steuben County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>6,385</b>	<b>10</b>	<b>18.2%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	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>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	95	0	0.0%
Pillars of the Community	195	0	0.0%
New Empty Nesters	1,105	0	0.0%
Traditional Couples	225	0	0.0%
RV Retirees	1,365	0	0.0%
Country Couples	420	0	0.0%
Hometown Retirees	765	0	0.0%
Heartland Retirees	640	0	0.0%
Village Elders	275	0	0.0%
Small-Town Seniors	580	5	9.1%
Back Country Seniors	720	5	9.1%
<i>Subtotal:</i>	<u>6,385</u>	<u>10</u>	<u>18.2%</u>

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

**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Steuben County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>5,215</b>	<b>30</b>	<b>54.5%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</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%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	155	0	0.0%
Full-Nest Exurbanites	635	5	9.1%
Rural Families	1,280	5	9.1%
Traditional Families	50	0	0.0%
Small-Town Families	230	0	0.0%
Four-by-Four Families	285	0	0.0%
Rustic Families	2,075	15	27.3%
Hometown Families	505	5	9.1%
<i>Subtotal:</i>	<u>5,215</u>	<u>30</u>	<u>54.5%</u>

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



**Annual Average Number Of Households With The Potential  
To Move To LaGrange County Each Year Over The Next Five Years**  
*Steuben County, Indiana*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>2,060</b>	<b>15</b>	<b>27.3%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	495	0	0.0%
Blue-Collar Traditionalists	470	5	9.1%
Rural Couples	560	5	9.1%
Rural Strivers	535	5	9.1%
<i>Subtotal:</i>	<u>2,060</u>	<u>15</u>	<u>27.3%</u>

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



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Residential Market Analysis Across the Urban-to-Rural Transect

### 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 proprietary residential target market 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.





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